

CANADIAN GROCER

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

Montreal: 761-762 Eastern Townships Bank Bldg.
London, Eng.: 42 Fleet St., E.C.

Toronto: 143-145 University Ave.

Winnipeg: 211 Union Bank Building

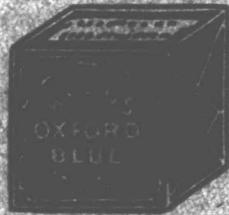
New York: Rooms 1129-1131, 149 Broadway.

VOL. XXIV.

PUBLICATION OFFICE: TORONTO, AUGUST 12, 1910.

NO. 32.

A
WORLD-WIDE
WINNER



KEEN'S
OXFORD
BLUE

"KEEN'S" is a household word in every civilized country, and there's a regular demand for it that is unequalled by any other blue.

See to Your Stocks.

For Sale by all the Canadian Jobbing Trade.

FRANK MAGOR & CO., 403 St. Paul Street, MONTREAL

Agents for the Dominion of Canada

The Leading
Laundry
and
Cooking
Starches
in
Canada
are

Benson's "Prepared" Corn

AND

Edwardsburg "Silver Gloss" Starch

They are purity personified, and are in demand by up-to-date housewives throughout the Dominion. See to your stocks. For sale by every jobber.

Edwardsburg Starch Co., Limited

ESTABLISHED 1866.

53 Front Street East, Toronto, Ont.

Works: Cardinal, Ont.

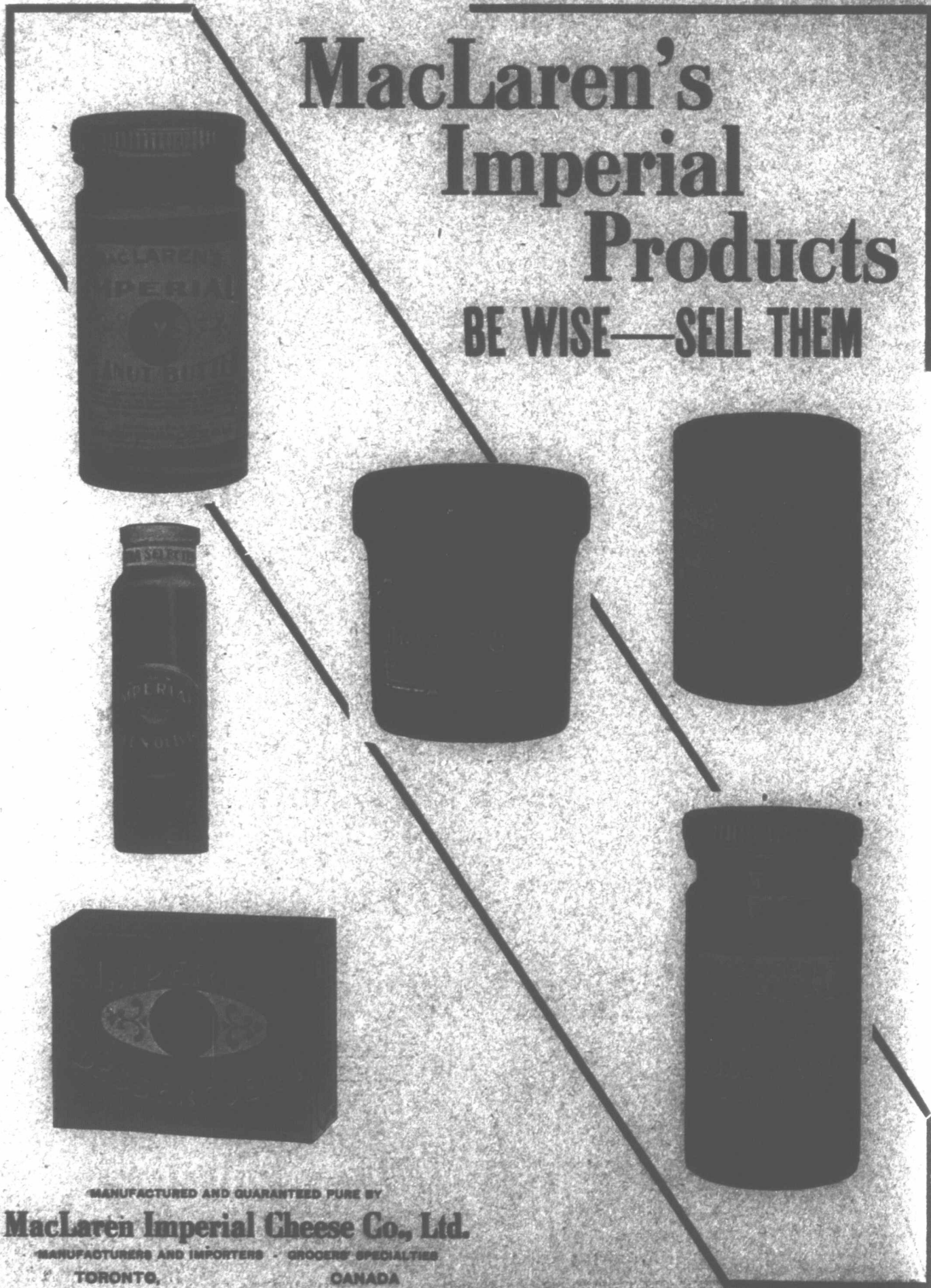
184 St. James Street, Montreal

You
Can Sell
These With
Satisfaction
and Profit

THE CANADIAN GROCER

MacLaren's Imperial Products

BE WISE—SELL THEM



MANUFACTURED AND GUARANTEED PURE BY

MacLaren Imperial Cheese Co., Ltd.

MANUFACTURERS AND IMPORTERS - GROCERS' SPECIALTIES

TORONTO,

CANADA

Th

GRI

Fu

Satisf

The Best Only

Always the Best

“GRIFFIN”
BRAND
Seeded Raisins
—Fancy—

Order
NOW
for
FALL

“EASTER”
BRAND
Seeded Raisins
—Choice—

“EASTER”
BRAND
Prunes, Peaches, Apricots
—Choice—

“GRIFFIN’S”
Seedless Raisins
—Fancy—

GRIFFIN & SKELLEY CO.---

Pack only the best fruit from the best Vineyards and Orchards in California.

Full Grade

Full Count

Full Weight

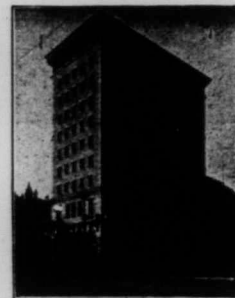
Satisfied Customers

Sure Profits



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.

R. B. Colwell
BROKER HALIFAX, N.S.
REPRESENTING LEADING
MANUFACTURERS, SUCH AS
E. D. Smith Lowneys Toblers

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

FOR SALE
Cheap for cash, Fruit Cleaning Plant
with Date Press. In good running order.
J. T. ADAMSON & CO.
Customs Brokers
and Warehousemen

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

ROBERT ALLAN & CO.
MONTREAL
General Commission Merchants
Representing Morris Packing Co.
Pork and Lard—Finest Quality

CLARE, LITTLE & CO.,
WESTERN DISTRIBUTORS
Wholesale Commission Merchants and Manu-
facturers' Agents. Cars Distributed, Warehoused and
Forwarded. Warehouse on Transfer Track. Busi-
ness solicited. Our position is your opportunity.
SASKATOON,
Western Canada

H. B. BORBRIDGE
Wholesale and Retail Grocery
Broker
OTTAWA

BUCHANAN & AHERN
Wholesale Commission Merchants and Importers
QUEBEC, P.O.
Groceries, Provisions, Sugars, Molasses, Dried
Fruit and Nuts, Grains, Mill Feed,
Fish, Fish Oil, Etc.
Correspondence Solicited. P.O. Box 29

*Are you interested in any of the
lines that are advertised?
A Post Card will bring you price
list and full information.
Don't forget to mention this
paper.*

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

CURRENTS

W. H. Millman & Sons
Wholesale Grocery Brokers
TORONTO

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

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

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

If you are looking for trade with Irish merchants
there is one paper that can put you in touch with
buyers, and that is
**The Irish Grocer, Drug, Provi-
sion and General Trades'
Journal.**
10, Garfield Chambers, Belfast, Ireland

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

MacLaren Imperial Cheese Co.
Limited
AGENCY DEPARTMENT
Agents for Grocers' Specialties and Wholesale
Grocery Brokers
TORONTO, Ont. DETROIT, Mich.

ARRIVING IN STORE
1 Car Purnell & Panter's celebrated
English Pickles and Vinegar,
all sizes.
Lind Brokerage Company
73 Front St. E., Toronto

THE HARRY HORNE CO.
Grocery Brokers and
Manufacturers' Agents.
309-311 King St. West, - - Toronto
Leading manufacturers of Grocery Specialties
desirous of extending their business, should write
us at once. Correspondence solicited from For-
eign Firms.

WATSON & TRUESDALE
(Successors to Stuart, Watson & Co.)
Wholesale Commission Brokers and
Manufacturers' Agents.
WINNIPEG, - MAN.
Domestic and Foreign Agencies Solicited.

CORRESPONDENCE SOLICITED
H. G. Spurgeon
Manufacturers' Agent
P.O. Box 1812 WINNIPEG, MAN

DO YOU WANT REPRESENTATION IN
WINNIPEG
Where Business is Booming?
BAWLf, DAVEY & CO.
Wholesale Grocery Brokers.

DISTRIBUTORS, LIMITED
P. O. Drawer 99
EDMONTON, ALBERTA
Manufacturers' Agents, Commission Mer-
chants, Warehousemen.
We sell direct from the Manufacturer to the Retailer
Track connections with all Railroads.



“ANCHOR”



BRAND

BAKING POWDER

Medium cost, high quality, in advance of Pure Food Laws.

Jobbers liberally treated. Send us your orders.

Price to Retailers:

4	oz.	Tins,	cases	4	doz.,	Each	per	doz.	
6	“	“	“	4	“	“	“	“	60c.
8	“	“	“	3	“	“	“	“	70c.
12	“	“	“	3	“	“	“	“	90c.
16	“	“	“	2	“	“	“	“	\$1.35
2½	“	“	“	1	“	“	“	“	\$1.60
5	“	“	“	1	“	“	“	“	\$3.95
									\$7.20



EBY-BLAIN, LIMITED

TORONTO, CANADA



In Sealed Lead Packets Only.

“Blue Ribbon Tea”

retains its native purity and original rich flavor.

This brand will win and hold your Trade on its merit.

Blue Ribbon Tea Co., Limited

Montreal, Canada

COWAN'S CAKE ICING



Prepared ready for use. Save the housewife a lot of work, and give better results than any but an expert cook can produce. They are popular wherever known. Make them known among your customers and develop a new and profitable line of trade.

THE COWAN CO., LIMITED : TORONTO

WHEN you buy your Canned Goods,
see that you get those packed by
Dominion Canners, Limited. Quality
is guaranteed. You take no risks.

Leading Brands :

“Aylmer”

“Little Chief”

“Log Cabin”

“Simcoe”

“Delhi”

ETC.

DOMINION CANNERS

LIMITED

HAMILTON.

SUNNY MONDAY LAUNDRY SOAP

"Contains No Resin"



You are taking no risk when you recommend Sunny Monday Soap.

Sunny Monday Soap is as absolutely pure as soap can be made, only the highest class of materials enters into the manufacture of it, and best of all it contains **no resin**.

Sunny Monday Soap gives the grocer a good profit, and a satisfied customer.

THE N. K. FAIRBANK COMPANY
MONTREAL, CANADA



Your Attention!



These goods we can highly recommend for quality and attractive style of packages.

The range is a large one, including Ox Tongues, Potted Meats, Galantines, etc., put up in both glass and tin.

Price list on application.

Poulton & Noel Limited

ENGLISH PRESERVED PROVISION MANUFACTURERS

LONDON,

ENGLAND

Rose & Laflamme, Limited, Montreal & Toronto

CANADIAN SELLING AGENTS

It pa
to p
'qua
good



Bor

WII

It pays
to push
'quality'
goods!

No line of preserves you can handle
will add more to your profit and
reputation than the famous

"KOOTENAY" BRAND

Pure Fruit Jams and Jellies
IN BOTTLES

They are made solely from luscious,
ripe British Columbia Fruits and
the purest Cane Sugar, and are
handled in an up-to-date, sanitary
factory. Just the line to sell to
your particular customer.

AGENTS:
Donnelly, Watson & Brown, Ltd., Calgary.

Kootenay
Jam Co., Ltd.
Nelson, B.C.



It isn't a question of any kind of Condensed Milk!

It is for you to supply your customers with the *best* and *most*
perfect. To do this it must be

BORDEN'S BRANDS

that you offer. Indisputably the best
sellers are

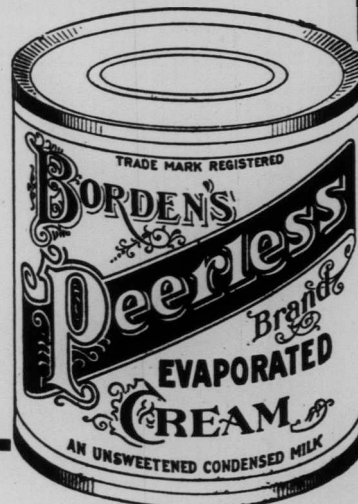
"Eagle Brand" Condensed Milk
and "Peerless Brand" Evaporated Cream.

Borden's Condensed Milk Company

ESTABLISHED 1857

WILLIAM H. DUNN, Montreal and Toronto

Mason & Hickey, Winnipeg, Man. Shallcross, Macauley & Co., Vancouver,
Victoria, Nelson and Calgary.



THE CANADIAN GROCER

PERRIN'S

RED LABEL

PACKAGE



20 CENT TINS

GRAHAM WAFERS

DELICIOUS GOODS, HANDSOME PACKAGES



Balaklava Brand Beans

You already know them. If you do not, write us for information and prices. If you do know them, see that your stock is kept up.

—A WORD TO THE WISE—

The Eastern Canning Co.

Port Canada, N.B.

CANADIAN AGENTS—Green & Co., John Street, Toronto; D. C. Hannah, London, Ont.; G. Wallace Weese, Hamilton; H. D. Marshall, 197 Sparks Street, Ottawa; Nicholson & Bain, Winnipeg, Western Agents; Martin & Robertson, Vancouver, B. C.

Soap
Q

is the biggest
in successfu
selling, and
ARDS compl
of soaps are t
you want
they are sta
with the ha
of quality.



They are
favorites wi
careful hou
and are, mor
worth-while
sition for eve
er to handle

HERE'S

P



W

Messrs. J
Messrs. V
MacGrew
Mr. Ker
Mr. L. A
W. A. Si

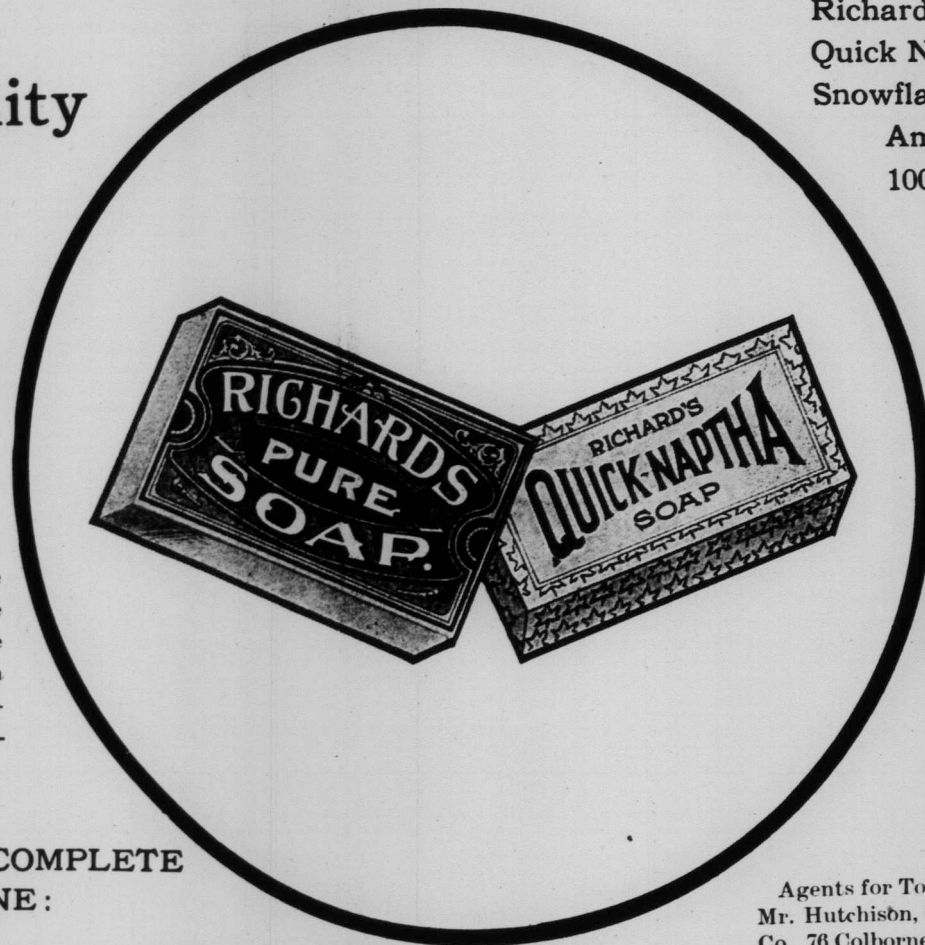
Soap Quality

is the biggest factor in successful soap selling, and RICHARDS complete line of soaps are the kind you want because they are stamped with the hallmark of quality.



They are prime favorites with the careful housewife and are, moreover, a 'worth-while' proposition for every grocer to handle.

HERE'S the COMPLETE
LINE :



Richards Pure Soap
Quick Naptha Soap
Snowflake Soap Chips
Ammonia Powder
100% Pure Lye
Toilet Soaps

Order
a supply
to-day



RICHARDS
PURE SOAP CO.
Limited

Woodstock,
Ont.

Agents for Toronto and Hamilton—
Mr. Hutchison, Omand Manufacturing
Co., 76 Colborne Street, Toronto.

Permanent Patrons and Constant Demand



Perfect Vinegar requires no persuasive salesmanship. It is the easiest to handle and the most satisfactory to sell.

Our pure Malt Vinegar being of delicious flavour, full and rich, is used more often and more liberally at the table than inferior grades, and is thus in more constant demand.

White Cottell & Co.'s Vinegar

is perfection, of guaranteed strength, rich in aroma and flavour. Keeps well and always gives satisfaction.

CANADIAN AGENTS:

Messrs. Martin & Robertson, Vancouver and Victoria, B.C.
Messrs. W. L. Mackenzie & Co., Ross Ave., Winnipeg.
MacGregor Specialty Co., 437 Parliament St., Toronto
Mr. Kenneth H. Munro, Montreal.
Mr. L. A. Gastonguay, 60 Bedford Row, Halifax, N.S.
W. A. Simonds, 89 Union Street, St. John, N.B.

White Cottell & Co.

CAMBERWELL, S.E., LONDON, ENG.

Gossages' Magical Soap

The Best, The Sweetest
and The Cheapest
Free Lathering Soap
in the Market.

GUARANTEED GENUINE

William Gossage & Sons, Ltd., Widnes, Eng.



WE WISH TO ANNOUNCE TO THE TRADE that we are in a position to handle a greater volume of business this season than ever before. We pack a full line of high-grade Fruits, Vegetables and Side Lines and are in a position to look after your interests no matter how varied the assortment required. Communicate with us before booking your order. Invest two cents and be convinced that we can save you Dollars.

ESSEX BRAND IS KNOWN TO
ALL THE TRADE

Essex Canning & Preserving Co.

Essex, Ont.

This

there's
thirst-
you m
Our

Lir

Lir

Ra

exactl
find a
order.
display
They
ers an

The

This Summer Weather

there's a big demand for reat
thirst-quenching drinks! Are
you meeting this demand?
Our

**Lime Fruit Juice
Lime Juice Cordial
and
Raspberry Vinegar**

exactly "fill the bill," and should
find a place on every family
order. Feature them by libera
display and recommendation.
They are genuine business-bring-
ers and profit-producers.

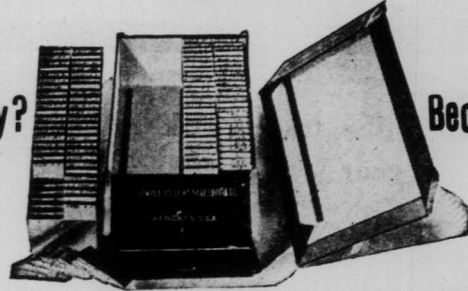
Write to-day for prices.

The T. A. Lytle Co., Ltd.
TORONTO



Simplicity **No Waste of Time** **Protection**
No Waste of Money
with the
Keith System

Why?



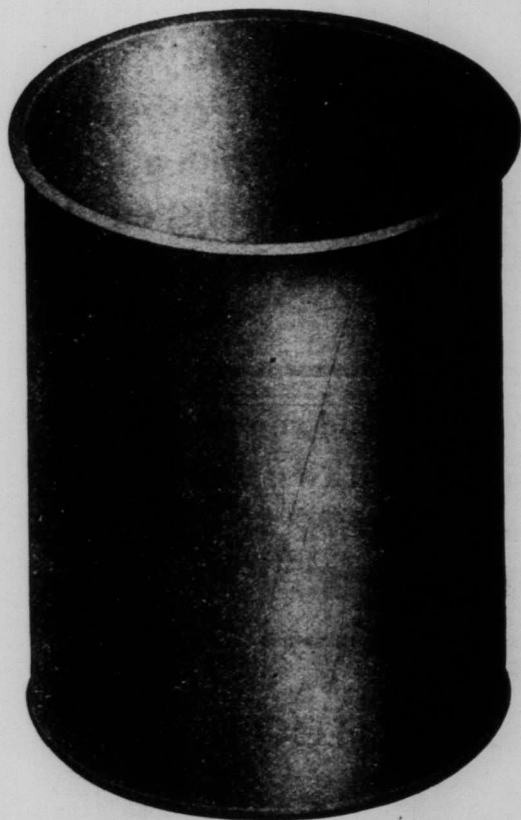
Because—

1. One simple writing does all the work—takes the order in duplicate or triplicate, gives customer itemized bill of purchase, showing total amount owing to date, and posts the account up-to-the-minute—no further work—no further worry.
2. The slips being numbered in duplicate or triplicate from 1 to 50 in each book, and the past account being carried forward with each order, protects you against forgotten charges, disputes, and the losing or manipulation of slips.
3. It protects your records against fire. No risk to run—customers claim it pays for itself in a few months only.

Write NOW for Catalog G. It explains fully.

The Simple Account Salesbook Co.,
Sole Manufacturers

Also manufacturers of Counter Pads for Store Use
1926 Depot St., Fremont, Ohio, and Hartford, Conn.



Give the Tomato a Chance

Pack your Tomatoes in the Tomato
Can made for Tomatoes.

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

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

Sanitary Can Co., Ltd.,

Niagara Falls, Ont.

Max Amc Patents

Jose Segalerva

MALAGA, SPAIN

This is the trade mark to look for on your

Malaga Table Raisins

If you insist on getting this brand you will receive the finest packed

Rose & Laflamme

Agents Limited

Montreal

Toronto



The Fresh Fruits are carefully selected

Their delicious flavor appeals to everybody

You should have them in stock.

Agents:

ROSE & LAFLAMME, Ltd., MONTREAL and TORONTO

"50 Years of Satisfaction"

IS THE PEDIGREE OF

COOK'S FRIEND BAKING POWDER

Buy the Powder with a Pedigree



When you handle Cook's Friend you take no chances with the Pure Food Laws, and are sure of perfect satisfaction to your customer.

Stock up NOW

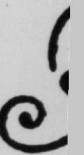
W. D. McLAREN, Limited

MONTREAL

Agents for Ontario
Messrs.
Agents for Quebec
Messrs. F. L.



TO BE HAD
WHOLESALE



The
Co

S.

J

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

SYMINGTON'S, COFFEE ESSENCE

ALWAYS READY!
ALWAYS PURE!
ONE STANDARD
QUALITY!

UNQUESTIONABLY THE VERY BEST
THOMAS SYMINGTON & CO.

TO BE HAD OF ALL
WHOLESALEERS

EDINBURGH

Redpath

Extra Granulated and
other grades of Refined
Sugar represent per-
fection in Sugar refin-
ing and are the result
of experience and
modern machinery.

Manufactured by

The Canada Sugar Refining
Company, Limited, Montreal, Que.

COUNTER CHECK BOOKS

Write for samples and prices;
we are now in a position to give
better service, with no advance
in price.

F. N. BURT CO., Ltd.
TORONTO - MONTREAL

Phone Main 2511

Phone Uptown 5962

S. T. NISHIMURA & COMPANY

are receiving shipments of new crop

JAPAN TEAS

by every steamer. Jobbers kindly note.

Offices: Montreal and Shidzuoka, Japan

**Northern Ontario Merchants
YOU ARE AFTER LARGER PROFITS**

Let us show that
**YOU CAN INCREASE
YOUR PROFITS
FROM 5% to 10%**

A. J. Young, Ltd.
Wholesale Grocers and
Provision Merchants.



WE ARE AFTER YOUR TRADE

**OUR GOODS are at
your door**

**Trade with us to
YOUR ADVANTAGE**

**North Bay
Cobalt and
Sudbury**

**MASON'S
No. 1 SAUCE**

Sauce That Satisfies

That's a good description of No. 1 Sauce, because it not only satisfies the palates of your customers, but it leaves satisfaction and profit behind for you.

It is made of absolutely pure ingredients in a specially clean and efficiently fitted factory.

Stock and recommend this delightful Sauce! There's a worth-while profit for the retailer.

Send for Samples and Details.

MASONS LIMITED
25 MELINDA STREET - TORONTO
Agents Wanted where not Represented

Grocery Profit Insurance

☐ You can get Insurance against many losses, but none to prevent loss of profits.

☐ The best profit insurance is a stock of salable goods; most of the losses result from "dead stock."

☐ **HEINZ PURE FOOD PRODUCTS** are the kind of goods that are "Safe to Buy" and "Safe to Sell," because always salable.

☐ The 57 Varieties are every one guaranteed Pure and guaranteed to please, or money back. You take no chances when stocked with reliable brands that are advertised and backed by their makers.

H. J. HEINZ COMPANY

New York Pittsburgh Chicago London



HAVE A CARE

that your stocks of a staple article like marmalade are right. Be on the safe side by handling

Shirriff's Orange Marmalade

It is made solely of luscious Seville Oranges and highest grade sugar, and in flavor is unapproachable. **SEE TO YOUR STOCKS.**

Order From Your Jobber or Direct

Imperial Extract Co., 8-10-12 Matilda Street, TORONTO

Retails
10c.
a
Package.



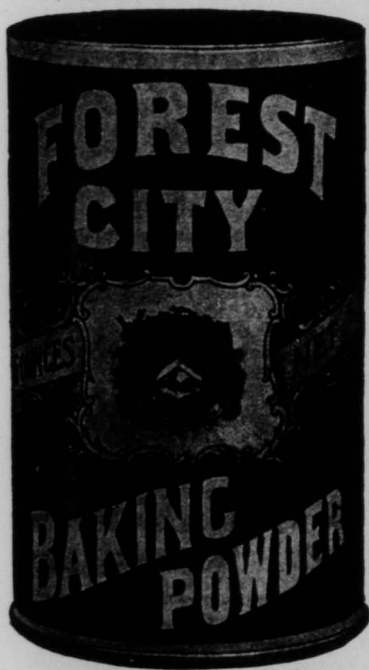
This handsome
package contains
the Soda Cracker
with a flavor--

Red Label
Soda Crackers,
Crisp, Dainty and
Wholesome.

You're sure of their quality, flavor, goodness, cleanliness and freshness.
Manufacturers also of all kinds of dainty and high grade biscuits.

TELFER BROS., LIMITED, - COLLINGWOOD, ONT.
Branches: Toronto, Winnipeg, Hamilton, Fort William

FOREST CITY BAKING POWDER



THE STANDARD
FOR 25 YEARS

6 oz. tins, 75c. doz.
12 oz. " \$1.25 "
16 oz. " \$1.50 "

Manufactured By
**GORMAN
ECKERT &
CO., Limited**
London & Winnipeg

"ASEPTO" SOAP POWDER

takes the place of soap on every occasion. Is
most economical, and will positively destroy
germs.

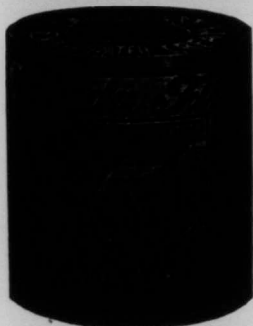
Better than the best on the market, and the
packet is as large as the worst.

"Asepto" Sweetens Everything

and is everywhere having a wonderful sale.
Avail yourself of this opportunity of reaping
a handsome profit on this quick-selling line.

Order To-day from Your Jobber.

MANUFACTURED BY
The Asepto Mfg. Co.
St. John, N.B.
Agents—ROSE & LAFLAMME, Limited
Montreal and Toronto



Nothing like it for Infants and Invalids. Like what? Why
Canada First Evaporated Cream

It is the purest, most easily digested, and nourishing evaporated cream made.
It is perfectly sterilized, is unsweetened, and manufactured with the utmost care
and cleanliness. Are you handling this brand? It is worth recommending.

Order from your wholesaler

THE AYLMEER CONDENSED MILK CO., Limited, - AYLMEER, ONT.

**Tartan
BRAND**

We have Specials in—
Salmon, Canned Goods
and other lines

See our travelers or phone at our expense

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

St. Lawrence

GRANULATED

and

GOLDEN YELLOWS

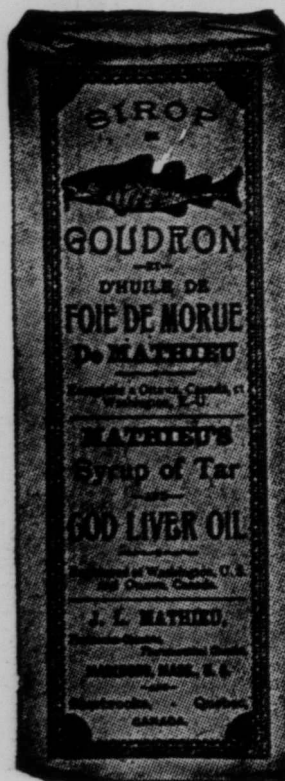
Made only from Pure Cane Sugar

The Trade will appreciate the advantage of our machine sewn bags if they will follow these instructions in opening them:—

Cut off the shortest chain close to the side of the bag, and pull out the single thread.

This is a quick operation and leaves the bag in perfect condition.

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



**MATHIEU'S
SYRUP**

of Tar and Cod Liver Oil

**MATHIEU'S
NERVINE POWDERS**

are the safest sellers amongst all the cold cure and cough remedies on the market.

The sale has increased enormously—

Thousands of testimonials attest their wonderful value—

They never become dead stock—

They afford dealers a good profit—

Those who once use them make them a household remedy—

Dealers who do not carry them simply lose sales that go elsewhere.

As the demand will be continuous for some months order a good supply now.

Sold by all wholesale dealers.

AND

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

Distributors for Western Canada:

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

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

LASCELLES DE MECRADO & CO.

General Commission Merchants

KINGSTON,

JAMAICA

EXPORTERS OF

Sugar, Rum, Coffee, Cocoa, Pimento and all West Indian Produce

MR. GROCER—

ONE MOMENT!

When next you're ordering Salt—just remember that well-advertised, guaranteed, and profitable brand:

CENTURY SALT

Your customers are being told its merits in bright, snappy newspaper advertisements. Then, again, Century Salt *is real good, pure salt.* Then, too, we deliver quickly, anywhere. But first get our price list.

DOMINION SALT CO., Limited

Mfrs. and Shippers, SARNIA, ONT.

The Commercial Account Register

The Up-to-Date Merchant Wants:

- FIRST—The Best.
- SECOND—Time Saver, Quickness in operation.
- THIRD—Fire Protection. It must fit his safe.
- FOURTH—Durability.



THE COMMERCIAL

has all the above features. Besides, it is equipped with the PATENT AUTOMATIC and indestructible sheet holder, PATENTED "locked" slip holder, and will LAST A BUSINESS LIFETIME.

It is the only perfect one-writing system. Does away with posting and statements. The BEST COLLECTOR known. Thousands in use in Canada and the United States. Send postal for catalogue.

COMMERCIAL REGISTER CO.

178-180 Victoria Street - - Toronto, Ont.

British Columbia

The Standard Brokerage Co., Vancouver, B.C.

are open for a limited number of first-class agencies. One of the principals will be in the East shortly and will be pleased to interview manufacturers and discuss the B.C. Companies Act.

Please address replies to

A. NELSON,

c/o Canadian Grocer, Toronto, Ont.

TWO CENTS PER WORD

You can talk across the continent for two cents per word in a Canadian Grocer Want Ad.

ONCE
YOUR CUSTOMERS
BUY A TIN OF
WHITE SWAN COFFEE

THEY WILL
RECOGNIZE ITS WORTH
AND USE IT ALWAYS.

PACKED IN HANDSOME SQUARE ONE
POUND TINS. 2 OR 4 DOZ. PER CASE.

WHITE SWAN SPICES & CEREALS, LIMITED
TORONTO



Any Broom bearing the Keystone trade-mark can be relied upon to give satisfaction, and you can place it in the hands of a customer with an assurance that there will be no complaint about its wearing qualities. If, however, you desire to handle the very best that can be produced, select the

"Klondike" and "Jubilee"

Manufactured by

Stevens-Hepner Co., Limited
Port Elgin, Ontario, Canada

You are the man we want

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

ELGIN
National Coffee Mill

in your store. No mill can match the "Elgin" for rapid grinding and easy running, and it is unsurpassed for attractiveness and finish.

Equipped with special adjuster device and the new style force feed steel-cutting grinders.

Ask any of the following jobbers for our illustrated catalogue.

WINNIPEG—G. F. & J. Galt (and branches)
The Codville Co. (and branches); Foley Bros., Larson & Co. (and branches).
VANCOUVER—The W. H. Malkin Co., Ltd.; Wm. Braid & Co.
HAMILTON—Jas. Turner & Co.; Balfour, Smye & Co.; McPherson, Glassco & Co.
TORONTO—Eby, Blain, Ltd.
LONDON—Gorman, Ewert & Co.
ST. JOHN, N.B.—G. E. Barbour Co.; Dearborn & Co.
REGINA, Sask.—Campbell Bros. & Wilson.
MONTREAL—The Canadian Fairbanks Co.

Woodruff & Edwards
Co.
ELGIN, ILL., U.S.A.



Your Business Barometer

will stand at "SET FAIR" if you are handling goods which bear the stamp of quality!

In no department is this of such vital importance as in your sardines.

You will have no anxiety on this score if you handle

King Oscar

BRAND

SARDINES

the purest, sweetest and best packed fish on the market.

Canadian Agents

J. W. BICKLE & GREENING

(J. A. Henderson)

Hamilton - Ontario



By Special Royal Permit

Are you

to your c
you are s

Tea good
archs sho
particular
ING'S TE
been prim
class. Sol
never fails

Wor

A Q
B
JOHN

Agents:—Maclure & L
W. L. McKenzie & Co.,



Branch:

Are you giving satisfaction

to your customers with the tea you are selling them?

Tea good enough for Monarchs should satisfy your most particular customer, and TWINING'S TEA has for many years been prime favorite with every class. Sold in packets only, and never fails to satisfy!

**TWINING'S
TEA**

(in packets only)

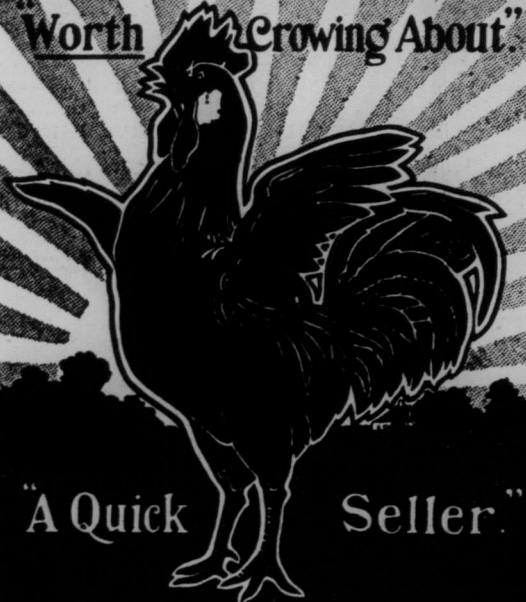
It is very moderate in price and leaves the retailer a well-worth-while profit. See to your stocks.

Canadian Agent

Harold Ritchie

8 Matilda Street
TORONTO

"Worth Crowing About"



"A Quick Seller"

BAIRD'S SAUCE

SOLE PROPRIETORS
JOHNSTON, BAIRD & CO., GLASGOW, Scotland.

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

**GINGERBREAD
—BRAND—
MOLASSES**

A Molasses that increases your sales.

THREE reasons for it:

- No. 1—A Strong Baker
- No. 2—Body
- No. 3—Flavor

Packed in tins—2's, 3's, 5's, 10's and 20's; pails—1's, 2's, 3's, 5's gals. and in barrels and halves.

A trial order from your wholesaler will convince you that Gingerbread Brand is

THE BEST THERE IS

Be convinced now.

**The Dominion Molasses
Co., Limited**

HALIFAX - NOVA SCOTIA



Branch: Sault Ste. Marie

BIGGER AND BIGGER SALES

That's the tale you'll have to tell if you are featuring

AURORA COFFEE

because superior merit and better value are bound to win. "Aurora" is the coffee with that exquisite aroma and flavor which guarantees repeats. It is the best that money can buy and retails at 40c., leaving you a splendid profit.

W. H. GILLARD & CO., :: Hamilton, Ont.



ROWAT'S

The goods that sell

There

Are

None

Better

PROPRIETORS

ROWAT & CO.

GLASGOW, SCOTLAND

Canadian Distributors:— Snowdon & Ebbitt, 325
Coristine Bldg., Montreal, Quebec, Ontario,
Manitoba and the Northwest; F. K. Warren,
Halifax, N.S.; F. H. Tippett & Co., St. John,
N.B.; C. E. Jarvis & Co., Vancouver, B.C.

"Pansy" and "Daphne"

(FANCY)

(CHOICE)

SEEDED RAISINS and EVAPORATED FRUITS



are put up in California, and have no superior. The fruits are carefully selected and attractively packed by men who know their business. You will not go astray in ordering these brands.

GUGGENHIME & CO.

California

Tea Hints for Retailers

By JOHN H. BLAKE

Q This book, written by a practical tea man, contains information which will be of great value to every grocer. There are ten chapters, one being devoted to each of the following subjects:—

The Tea Gardens of the World

Tea from Seed to Leaf

Tea from Leaf to Cup

The Tea Marts of the Orient

How to Test Teas

Where to Buy Teas

Is it Wise to Place an Importation Order?

Bulk versus Package Teas

How to Establish a Tea Trade

Tea Blending

(275 pages)

(24 full-page Illustrations)

Sent to any address on receipt of \$2.00.

MacLean Publishing Company

(Technical Book Department)

143-149 University Ave.,

TORONTO

THE CANADIAN GROCER

THERE IS NO MAGIC ABOUT

"MELAGAMA"

TEA AND COFFEE

but they do contain the most pleasing and satisfying qualities of any beverages on the market. Send them out to your most particular customers. For Bulk Teas and Coffees we are the acknowledged leaders.

MINTO BROS - - - - TORONTO



A PULL TURNS ON THE LIGHT

Better than electricity or city gas, cheaper than coal oil or candles. Steady, white, brilliant; 1/4 cent per hour for 500 candle power. Lighted or extinguished by a pull of chain and regulated to any desired candle power in the same way. Absolutely Safe, permitted by all insurance companies. More Light Means More Business. Delivered ready for any one to install. Write now for circular and special price to merchant direct. For stores, homes, churches, hotels, etc. First class agents wanted.

MACLAREN & CO.
Gasoline Lighting Systems
MERRICKVILLE, ONT.

McLean's

"The Name"

AND THE PACKAGE TO THE RIGHT

The Canadian Coconut Co.
Sole Makers
MONTREAL



FEATHERS WANTED

We require several thousand pounds of

GOOSE FEATHERS

We will pay 45c. per pound, and will allow freight up to \$1.00 per 100 lbs. on shipments of 100 lbs. or over.

Other grades of Feathers will be received at regular prices to help out freight allowance on all shipments made during August.

The Alaska Feather and Down Co., Ltd.

MONTREAL

On the lookout for the better-class trade?

Then be wise to your own interests and feature

PURNELL'S
Pickles, Sauces and
Pure Malt Vinegar



They have proved throughout the Dominion the most ready and profitable sellers of any imported line. Our Watchword is Quality and Right Packing.



Order through your
Jobber.

Canadian Agents:

Charlottetown, P.E.I., Horace Hazard;
St. John, N.B., C. E. McMichael;
Halifax, N.S., Erb & Rankin; Montreal
and Ottawa, C. S. Harding, Canada
Life Building; Quebec, Cy. D. Bonhomme,
131 St. Peter St.; Toronto:
Lind Brokerage Co., 73 Front St. E.,
Hamilton, J. H. Stratton & Co.; Winnipeg,
Carmah, Brokerage Co., 141
Bannatyne Avenue E.; Vancouver,
B.C., C. E. Jarvis & Co., Mercantile Bldg.,
cor. Cordova and Homer Sts.



MODERN GROCERY FIXTURES.

THE STORE OF

MESSRS. O. CARIGNAN & FILS, OF THREE
RIVERS, P.Q., AS SHOWN ON PAGE TWENTY
EIGHT OF CANADIAN GROCER OF AUGUST 5,
1910, IS FITTED WITH WALKER BIN FIXTURES

Write for Illustrated Catalogue
"Modern Grocery Fixtures".

Walker Bin & Store Fixture Co.
LIMITED

REPRESENTATIVES:

Manitoba: Watson & Truesdale, Winnipeg, Man.
Saskatchewan and Alberta: J. C. Stokes,
Regina, Sask.
Montreal: W. S. Silcock, 33 St. Nicholas Street

Berlin, Ontario

**A QUICK SELLER
AT A GOOD PROFIT**

Women prefer using **MINUTE TAPIOCA** because of its obvious advantages as a summer dessert.

It requires no soaking—fifteen minutes' cooking produces a delicious tapioca pudding.

It is extra good value for the money—one package makes six full quarts of a pudding that is nourishing and delicious, and that presents an unusually smooth and dainty appearance on the table.

And **MINUTE TAPIOCA** is absolutely pure—put in the world's largest and most sanitary tapioca factory.

Ask your jobber for
MINUTE TAPIOCA

Minute Tapioca Co.
Orange, - Mass.



Tea Lead,

Best Incorrodible

"Pride of the Island"

Manufactured by

BRAND

ISLAND LEAD MILLS LIMITED,

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

**LIMEHOUSE,
LONDON, E., ENG.**

Canadian Agents

ALFRED B. LAMBE & SON, TORONTO
J. HUNTER WHITE, ST. JOHN, N.B.
CECIL T. GORDON, MONTREAL



QUALITY

When anyone wants a high-class household refrigerator they always buy the Ham & Nott make. Our grocer refrigerators are made on the same principle. That means the best.

Sold by leading hardware dealers, or write to us.

HAM & NOTT CO.
Limited
BRANTFORD CANADA

White
Dove
Cocoanut
Means
Market
Leader
Cocoanut



W. P. DOWNEY
MONTREAL

THE PEOPLE OF
JAMAICA

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

KINGSTON
"GLENER"

might bring inquiries. Better write for rates to

I. G. STEWART, Halifax

WARMINTON'S

Shipping Specialties
STRAPPING, CLUTCH NAILS, PAIL HOOKS, ETC.

Save expense to shipper

J. N. WARMINTON
207 St. James St., - MONTREAL

Cold Spring
Lemonade Powder
and Health Salts



Prostrations from the heat are almost hourly occurrences. There is a simple method to protect yourself. A cool drink of

Lemonade or Health Salts

can be made almost anywhere. It cools and pleases.

See that your customers have a fair chance to try these delicious summer drinks.

Once a customer, always a customer.

S. H. EWING & SONS
MONTREAL and TORONTO

No Odor

It dries them up **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.

GEORGE & BRANDAY
Established 1879
Shipping and Commission Agents
Dealers in Coffee, Cocoa, Pimento, Hides, Honey
Wax, Sugar, Rum, etc., etc.
KINGSTON, JAMAICA

BOY WANTED

TO START IN BUSINESS FOR HIMSELF.

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

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

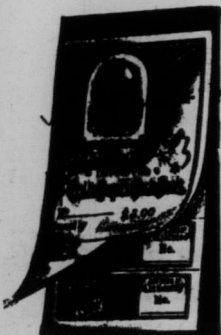
QUIT LOSING!

What's the use of sticking to anything that is continually causing you loss? If your credit customers are the source of the greatest loss to you, why not try the ONE way to make them a safe, profitable ASSET? You can do this by adopting the Allison Coupon Book System, which has proved its worth to hundreds of progressive merchants all over the country.

Allison Coupon Books

systematize credit accounts, simplify collections, please the customers and eliminate arguments. They cost but little and pay for themselves many times over.

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 everywhere as the best.

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



CHINESE STARCH

Quick Sales.
Satisfaction.
Large Profit.
No Dead Stock

Get Prices

OCEAN MILLS
MONTREAL

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

For good groceries at right prices this is the place to come



21 kinds 10c a can
(Then follow with your ad.)

“Ready-to-use” advertisements for

Campbell's SOUPS

21 kinds 10¢ a can



Look for the red-and-white label.

Do food prices concern you? Look at these.

(Put your special offer under this)

These electrotypes will attract attention to your advertising, strengthen it, save you time, thought, expense, connect your store with our big advertising in newspapers and magazines.

Here's a chance for every wide-awake grocer to draw new trade. While everybody has been talking about the **high cost** of living, we have been heavily advertising the **low cost** of CAMPBELL'S SOUPS, and their **great nutritiousness**. A number of grocers caught the idea and wrote to us for electrotypes to use in their advertising, and so attract the sales we are creating. We have prepared, especially for this purpose, several series of striking designs. We can only show a few in the corners of this page, but they include one, two

and three column newspaper cuts and beautiful half-tone plates for mailing cards. We will gladly send you a big proof sheet showing different styles and sizes, so you can make your selection. These electrotypes will work in with your regular advertising without alteration and save you lots of bother preparing it. Remember they are **ABSOLUTELY FREE**, and it will pay you to take advantage of such **REAL** advertising help. Don't fail to write for the big proof sheet at once and make an early selection.

“Quality up; prices down” is our motto.



21 kinds 10c a can

(Then follow with your ad.)

JOSEPH CAMPBELL COMPANY

Camden, - - - N. J.

21 kinds—look for the red-and-white label.”

ROSE & LAFLAMME, Limited
400 St. Paul St., MONTREAL, CANADA
Sales Agency for Provinces of Quebec and Ontario

Our high grade groceries and low prices help to bring down your living cost

21 kinds 10c a can



(Insert here your special offers, with your name and address)

Ever
“SA
The
A G
A G
A G
and
to s
best
Such
cutt
legit

Adamson, J. T., & C
Alaska Feather & D
Allan, Robt., Co...
Allison Coupon Co...
American Tobacco C
Andrews & Nunn...
Aspeto Mfg. Co...
Aylmer Condensed I

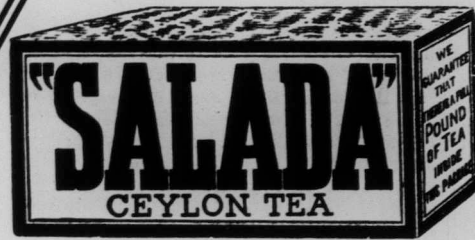
Baker, Walter, & Co
Balfour, Snye & Co.
Bawlf, Davey & Co
Beardwood Agency
Benedict, F. L...
Birkie, J. W., & Gre
Blue Ribbon Tea Co.
Bosbridge, H. B...
Borden Condensed M
Bristol, Geo. & Co...
Buchanan & Ahern...
Burr, F. N., & Co...

Campbell Co. Jos...
Canada Maple Excha
Canada Sugar Refin
Canadian Coconut C
Canadian Milk Prodn
Carr & Co...
Carter, H. W. & Co...
Church & Dwight...
Clare & Little...
Clark, W...
Clawson & Co...
Cobwell, R. B...
Commercial Register
Common Sense Mfg...
Concord Canning Co...
Oenors Bros...
Cowan Co...
Crescent Mfg. Co...

Dalley, F. F. Co...
Distributors, Ltd...
Dominion Cannery, L
Dominion Molasses C
Dominion Register C
Dominion Salt Co...
Downey, W. F...
E

Every grocer recognizes the fact that the name "SALADA" stands for "Protection and Fair Play."

The Leader in Quality and Value
A Good Margin of Profit
A Created Demand
A Guaranteed Sale



and a positive refusal on the part of the packers to sell into channels that are antagonistic to the best interests of the Grocery Trade—
Such as peddlers and departmental store price-cutters, bringing the tea trade back to where it legitimately belongs—"The Grocer."

INDEX TO ADVERTISERS

Adamson, J. T., & Co.	3	Duncan, W. W.	40	Lambe, W. G. A.	1	Robinson, O. E., & Co.	56
Alaska Feather & Down Co.	21	E		Lascelles de Mercado & Co.	16	Rowat & Co.	20
Allan, Robt., Co.	2	Eastern Canning Co.	8	Leard, W. A.	56	Ryan, Wm. Co.	44
Allison Coupon Co.	23	Eby-Blain Limited.	3	Leitch Bros.	46	S	
American Tobacco Co.	58	Eckardt, H. P. & Co.	53	Lemon Bros.	56	St. Lawrence Grocery	50
Andrews & Nunn.	40	Edwardsburg Starch	outside front cover	Lind Brokerage Co.	2	St. Lawrence Sugar Refining Co.	16
Asepto Mfg. Co.	15	Essex Canning Co.	50	Lytie, T. A. Co.	11	Salada Tea	25
Aylmer Condensed Milk Co.	15	Esott, W. H.	10	M		Sanitary Can Co.	11
B		Estabrooks, T. H.	41	MacGregor Specialty Co.	41	Segalerva	12
Baker, Walter, & Co.	50	Ewen, J. W.	50	MacNab, T. A., & Co.	2	Simple Account Salesbook Co.	11
Balfour, Smye & Co.	16	Ewing, S. H., & Sons	23	McCabe, J. J.	54	Simpson, R. Co.	42
Bawlf, Davey & Co.	2	F		McDougall, D., & Co.	58	Smith, E. D.	43
Beardwood Agency	inside back cover	Fairbank Co, N. K.	6	MacLaren Imperial Cheese Co.	inside front cover	Sprague Canning Machinery Co.	58
Benedict, F. L.	50	Fearman, F. W., Co.	44	McLaren, W. D.	12	Spurgeon, H. G.	17
Biesle, J. W., & Greening	18	Fels & Co.	42	McLeod & Clarkson	40	Standard Brokerage Co.	17
Blue Ribbon Tea Co.	3	G		McWilliam & Everist	54	Stevens-Hepner Co.	18
Boehring, H. B.	2	George & Brandy	23	M		Stevens & Solomon	55
Borden Condensed Milk Co.	7	Gibb, W. A. Co.	56	Magor, Frank	outside front cover	Stewart, I. C.	23
Bristol, Geo. & Co.	outside back cover	Gillard, W. H., & Co.	19	Malcolm, Jno. & Son	62	Stringer, W. B.	55
Buchanan & Ahern	2	Gillett, E. W., Co., Ltd.	47	Masons Ltd.	14	Symington, T.	13
Burt, F. N., & Co.	13	Gipe Carrier Co.	inside back cover	Mathewson's Sons	57	T	
O		Goodwillie & Son	12	Mathieu, J. L., Co.	16	Tanglefoot	58
Campbell Co. Jos.	24	Gorham, J. W., & Co.	2	Millman, W. H., & Son	21	Telfer Bros.	15
Canada Maple Exchange	50	Gorman, Eckert & Co.	15	Minto Bros.	2	Tippet, Arthur P., & Co.	1
Canada Sugar Refining Co.	13	Gossage & Sons, Ltd.	10	Minute Tapioca Co.	32	Toledo Scale Co.	20
Canadian Coconut Co.	21	Graham Bros.	42	Montreal Biscuit Co.	50	Toronto Salt Works	60
Canadian Milk Products, Ltd.	50	Grant, T. Geddes	inside back cover	Mooney Biscuit and Candy Co.	49	Truro Condensed Milk Co., Ltd.	44
Carr & Co.	48	Green & Co.	inside back cover	Morse Bros.	62	Tuokett, Geo. E., & Son Co.	59
Carter, H. W. & Co.	58	Guggenlime & Co.	20	Mott, John P. & Co.	48	Twining & Co.	19
Church & Dwight	inside back cover	Gunns Ltd.	44	N		V	
Clare & Little	2	H		National Licorice Co.	48	Verret, Stewart Co.	outside back cover
Clark, W.	47	Ham & Nott.	22	Nelson, Dale & Co.	48	Victoria Fruit Exchange	40
Clawson & Co.	2	Heinz, H. J., Co.	14	Nicholson & Bain	43	W	
Colewell, R. B.	2	Hodgson Gum Co.	50	Nishimura, S. T. & Co.	13	Walker Bin and Store Fixture Co.	22
Commercial Register Co.	17	Home, Harry, Co.	2	O		Walker, Hugh, & Son	55
Common Sense Mfg. Co.	23	I		Oakey, John & Sons	inside back cover	Warrington, J. N.	23
Concord Canning Co.	57	Imperial Extract Co.	14	Ocean Mills	23	Warren, G. O.	2
Conners Bros.	57	Imperial Tobacco Co.	58	P		Watson, Andrew	62
Cowan Co.	4	Irish Grocer	2	Patrick, W. G. & Co.	2	Watson & Truesdale	2
Crescent Mfg. Co.	42	Island Lead Mills Co.	22	Ferrin, D. S. & Co.	8	West India Co.	40
D		J		Pickford & Black	inside back cover	Wetley, J. H.	outside back cover
Dalley, F. F. Co.	62	Jameson Coffee Co.	40	Poulin, P.	50	White & Co.	55
Distributors, Ltd.	2	Johnston, Baird & Co.	19	Poulton & Noel	6	White, Cottell & Co.	9
Dominion Cannery, Ltd.	5	K		Purnell & Pantner	22	White Swan Spice & Carraway, Ltd.	18
Dominion Molasses Co.	19	Kilgour Bros.	63	R		Wilson, Archdale	42
Dominion Register Co.	47	Kootenay Jam Co.	7	Richards Pure Soap	9	Wiseman, R. B. & Co.	62
Dominion Salt Co.	17	L		Robertson & Co., R.	40	Wood, Thomas & Co., Ltd.	64
Dorney, W. F.	23	Lake of the Woods Milling Co.	51			Woodruff & Edwards	18

Definite Plans for Lessening Expense Account

Probably Less Stock is Necessary to Carry on the Business—Reduction of \$2,000 Made in One Instance and Found to be Satisfactory—The Question of Proprietor's Salary, Rent, and Wages of Employees — Writer Thinks That Every Salesman Should Memorize Prices and Not Depend on a Book.

By Henry Johnson, Jr.

An analytical study of the expense account along the lines suggested in my last article will lead any wide-awake merchant to the conclusion that something definite must be done. The example given was not extraordinary, but really quite common, if the grocer could only realize it. The trouble is that so few of us really know; also that so few have the courage and the cultivated faculty of logical deduction to seek and find the actual facts. Having our own affairs to handle, feeling that we are "accountable to nobody about our own affairs," we make allowances which would not "go" for a minute if we were handling an outside problem. But those who really and honestly take the bull by the horns without shrinking, will find things just about as I have indicated, with very few exceptions.

I said that this simple knowledge, attained through the searching examination of our own affairs, would lead most of us to find the remedy; and that is so. Accurate knowledge will lead to the accomplishment of sweeping reforms, simply because our thought and effort will be aroused thereby. So the merchant, coming face to face with the fact that his expense account averages nearly 16 p.c. on his sales, will set himself vigorously to the task of bettering things. And what will be his first honest conclusion? That, as the facts show that he is carrying such an unthinkable load of expense, surely he himself is not so good a manager as he had considered himself to be and that consequently he is not entitled to the salary he should properly have if things were different. So he will first cut off, say, \$300 a year from his own income. That is good; it is the first step in reform; moreover it shows to himself his own honesty in the reform he has undertaken to inaugurate and carry clear through.

That step is arbitrary. He can make it arbitrary, for he knows it will hold. But that is as far as he can go without further consideration and thought, for he cannot upset his business by any hasty or ill-considered step. He must dig; take thought; carefully weigh each move. For from now onward he is not taking chances, but building, and he intends to build on a certain foundation of substantial knowledge and logical deduction. First, can he cut his interest charge? Maybe. Once, when I was doing a business of around \$60,000, I found I was carrying upwards of \$8,000 in groceries. I attacked it at once, determined that I would cut that down. I did not know the bottom limit to which I might go without crippling my business, but I was satisfied that I did not need within \$1,500 of that amount of stock, and maybe \$6,000 would do the trick. So I started in with the first salesman who came into the store—and turned him down. I kept that up for a year, buying only just what I could not do without; putting off from week to week the purchase of any single little item if I could possibly do it.

Added to Savings Account.

What I did with the money brings me to a point I hinted at last week. I put it into a savings account every month at the rate of \$200; and I began to investigate bonds. Pretty soon I had some bonds and my stock shrunk to around \$6,000. It has averaged \$6,000 ever since, but my bond holdings have increased, and I have never been without a steadily augmenting savings account in cold dollars. I have done this in season and out of season, often at what seemed to be the sacrifice of opportunities to buy right; but let me say on the side right here that in most cases such alleged "opportunities" would best be put in quotation marks—and left there—for they are delusions in the vast majority of cases. But there is no delusion about cash in the bank, nor about interest-bearing securities which can be used in a minute in any emergency. This course has a thousand advantages which are apparent, and it also reduced my interest charge. But remember, that the interest charge can only be reduced that way, for if you have \$1,000 in use in your business, that stands you \$60 a year—and you cannot get away from the fact.

The Question of Rent.

Likewise, the store occupied. Is the rent you are paying too high? That depends on many things. If it is your own building, you must simply consider whether it could be rented for the figure you are paying, with reasonable certainty that it would continue occupied. If that is the case, then you cannot cut your rent. Then what must you do? You must get more business; or average up your profits to a higher level. A whole lot of food for thought in that problem, is there not? Yes, in that will be found the difference between progress and retrogression, for its solution will call for the best that lies in any man, and it will bring to the surface every tittle of latent ability that you possess.

On the salary or wages question, I am going to begin by telling you a story and maybe sending you the solution afterwards. In New York city there is a big, old-established dry goods house which has become what most such houses tend to become, a modified department store. It has flourished through two or three generations, making money steadily all the time. The managers have exhausted every means of getting to the bottom of the market in their purchasing department. They have established the method of paying cash in advance for most of their supplies, to get every possible benefit in the way of close figures and discounts; and they keep \$200,000 lying in the bank for just this purpose. Bonds and securities of other kinds they have by the vault full. So now they turn, as all successful concerns will turn, the "intensive cultivation" of their business.

In their handkerchief department they

employ a certain number of girls, and the close investigation of their business revealed the fact that the percentage of cost on handkerchief sales was too high. Their thought was to reduce the pay of the girls, who were getting about \$4 per week; but the expert to whom they happened to put this question told them they were wrong. They did not want to replace five girls at \$4 with five girls at \$3.50, but needed to make four girls at \$7, cost them less on their sales than they were now paying. They accomplished what they were after; and I shall tell you about it later on. What I wanted to bring out was the fact that the reduction of, say, 8 p.c. wages expense on sales may not involve the cutting down of the rate at which your help is now being paid, but may probably, and more likely, mean the increase in the efficiency of the help so that, while the wages remain as now, or increase, your ratio of expense decreases. So, as I said of the rental problem these riddles will stimulate you to become a better merchant every day you work at them.

Keep Prices in the Memory.

And right here I think of a point I cannot put off. In the issue on July 16th of this paper, on page 43, you will find an article dealing in a sort of price-book for your clerks to use; and I say: Have none of it. There is just one place for prices and that is in the memory of the seller. And if you answer that many people have memories that are too poor to retain the 2,000 prices of your stock, I say that memory is just like muscle—it grows in size and strength in precisely the proportion in which you exercise it. Train your boys from the order counter outward to the front, and drill them so they will never hesitate for an instant on any price. Let one sample package of the less active stocks be marked with a sticker, but insist on the prices being accurately remembered.

Value of Concentration.

Many years ago I was disgusted to find that I was asking the elder Johnson the price on this and that almost daily, and I resolved to quit it. I determined that thereafter I would know a price after I had first heard it. When a figure was given me thereafter I repeated it to myself, concentrating my mind on that one point until I knew that I could not forget; and in a few weeks, yes; in a few days, I knew every price in the store. With that kind of foundation, I could build up every market change with unfailing accuracy, and it was not long before our regular customers stopped referring to the "Old Man" for confirmation of any price I named, for they gained confidence through finding me right.

It is all a matter of studiousness, attention, concentration. It is a habit which can be cultivated to full fruition by anybody, should be cultivated by everybody, and I say: Go to it—and away with price books.

Made Spec

A Success
Sufficient
Point to
sidered T

"Good butter, good and good tea!"

There is at least up his business by of butter eggs, ch story of his success: ness man—a friend particular pleasure elare that this part pended upon these friend's story was

"When this gro store, I was one o purchase being well and I remember th had a printed card ter and eggs on di fresh and good. this campaign in but simply determ

"And I think hi Butter and tea are used at practically cause of this fact questionable quali and when people good eggs. Well, cannot always get goods, but this f customers the conc actly as they we knew them to be. little off in color very seldom—he ing only a small better stock.

Source

"To make sure good he had a h ers from whom h He had impress in getting quality any trouble he w the fact to the ions were few, most part his sup There were times a heavy profit on he regarded the advertising schen ing to reap heavy of his business.

His C

"I was forgett ized in cheese. I say that he used ity in this artic mentioned. He

Made Specialty in Butter, Eggs, Cheese and Tea

A Successful Grocer Found That Quality in These Staples was Sufficient to Get and Keep Customers — Always Made it a Point to Tell His Patrons Exact Nature of the Goods—Considered This Scheme Part of His Advertising Plan.

"Good butter, good eggs, good cheese and good tea"!

There is at least one grocer who built up his business by making a specialty of butter, eggs, cheese and tea. The story of his success was told by a business man—a friend—who seemed to take particular pleasure in being able to declare that this particular grocer had depended upon these staple goods. The friend's story was about as follows:

"When this grocer opened his little store, I was one of the first to make a purchase being well acquainted with him, and I remember that in the window he had a printed card stating that the butter and eggs on display were absolutely fresh and good. He did not choose this campaign in a haphazard manner, but simply determined to follow it.

"And I think his plan was a wise one. Butter and tea are necessities. They are used at practically every meal, and because of this fact they must be of unquestionable quality in order to please, and when people want eggs they want good eggs. Well, the best of grocers cannot always get the highest class of goods, but this fellow always told his customers the conditions of the goods exactly as they were, or at least as he knew them to be. If the butter was a little off in color or flavor—which was very seldom—he would say so, advising only a small purchase until he had better stock.

Source of Supply.

"To make sure that his produce was good he had a certain number of farmers from whom he obtained his supplies. He had impressed upon them his care in getting quality, and when there was any trouble he was not slow to mention the fact to the offender. These occasions were few, however, and for the most part his supplies were of the best. There were times when he did not make a heavy profit on these special goods, but he regarded the idea as a part of his advertising scheme, and was not expecting to reap heavily from this department of his business.

His Cheese Trade.

"I was forgetting that he also specialized in cheese. It is hardly necessary to say that he used every effort to get quality in this article, as in the other lines mentioned. He had only a poor knowl-

ied that this assisted considerably to swell his general business.

"And then about tea! He had grasped every opportunity during his clerkship days to learn teas and when he was in business for himself he could talk to his customers intelligently about it. That was the beginning of his business, and the quality he demanded in these staples he was careful to secure in the other goods. He attributes his success largely due to this simple, yet effective plan."

Other cases of this kind are known to the writer, although cheese and tea were substituted for other articles almost in equal demand. The grocers referred to admit that they had set out with the determination to specialize along those staple lines although it took many months before good results were apparent.

Things That Shouldn't Be



Grocers or their clerks should not address children in a harsh manner as if serving them were not worth while. Their young natures are sensitive and they invariably inform their parents of the reception they receive.

Sugar Prices Cut, Under Weight Given Claims a Competitor

Vancouver, August 11. — "Twenty pounds of yellow sugar for \$1," is the alluring line in a local retail firm's advertisement, for yellow sugar jobs at \$5.15 when it is bought by the sack. One grocer secured one dollar's worth, from his competitor, asking for it that way and not calling for twenty pounds. When he weighed it he found that there was just seventeen pounds and a half. It may not have been cheating, but it was sharp practice and shows how such stores can advertise standard articles at prices less than cost. In this instance, the grocer says it was not sold as advertised. This complaint is not made of one store alone, and cases have been quoted in the past along the wholesale line where dealers offer what are supposed to be bargain prices and take it out in the weight, when the particular thing is not called for as advertised.

One hundred pound packs of potatoes presumably, have been known to weigh but 85 pounds.

In another cash store, where special attractions were offered at cut prices, the statement was made by one of the clerks that the advertisement was used to get people into the store, the object being to sell some other of the same staple at the regular price. When the customer gets wise to this procedure it will be seen that he gains nothing for running around, except losing credit with his regular dealer. It stands to reason that people are not in the store business for the benefit of the public and must make money.

For instance, a buyer went into a department store one day this week to get something advertised at a bargain rate. When the request was made for it at the price stated, the reply of the clerk was that it was all gone, and "Do you expect us to give things away all the time?" "Was it ever sold?" came back the interrogation, and the answer has yet to be filed.

NEWFOUNDLAND FISHERIES.

The trap fishery is practically closed down all along the coast, says The Trade Review, St. John's, Newfoundland, and the aggregate catch is much smaller than for many years. South and west it will not be so bad, but from Bacalieu, north, it is almost a blank. The northern man's only hope now is the "squid scull," and, as small catches have been taken on squid by hook and liners at one or two places, the position may not be so bad by reeling-up time. The Straits fishery, by last reports, will be very much below the average, and the upper part of the Labrador has done nothing with traps and very little with hook and line. All the floaters have gone north of Cape Harrison, where fish is reported plentiful, and they may secure paying voyages; but the outlook is blue for the stationers on the southern part of the coast.

The Canadian Match Company, Limited, were recently granted a Dominion charter. In addition to carrying on a regular lumber business they will also manufacture matches. The company is capitalized at \$250,000.

Practical

Raising Prices

Vancouver, B.C., A Canadian Grocer to-day discussed the actions of men, who take advantage of necessity and ask high prices. He says that he has no stated price for anything, but he would be surprised if there would be a steady price. A grocer wants some price, but the price is quite stiff, and he wants to sell, the price is reasonable. This raises the question where the price has differed from \$3 to \$4 of one firm. It is the opinion of one firm, that has started a customer in Seattle, that the company which intends to do co-operative store business, the wholesale dealer is not doing standard goods and steady quotations.

Paying Bill

Montreal, Aug. 11. — A cheque is a method of payment, and a large number of people are claiming equally as much for the grocery trade. The man who pays everything on the face of the custom as for a bill is bad business. It is bad business for an individual, to pay by memorandum or on the effect that a bill is not proof of payment. Retail cash out over the money drawn from the bank and then a cheque is a receipt, still more a receipt, the face of the cheque. There is no objection to particulars as to the bill, on the face of the bill has been paid how small or how large, should use the

A Good Case

Victoria, B.C., A & Co. recently made the public to get orders in their line in the Victoria province.

This company's summer camp advertisement they have articles with the heavy black type.

The head-line of Dixie H. Ross S



The above map roughly represents the three great Western Canadian Provinces, showing just where the crops are good, fair and poor. Generally speaking the wheat crops south of the main line of the C. P. R. are poor while those above are good. The wheat yield is now conservatively estimated at 90,000 bushels, considerably more than was expected 3 weeks or a month ago.

Practical Methods Used in Retail Grocery Stores

Vancouver Retailers Complaining That They are Unfairly Treated with Respect To Price Quotations—Montreal Merchant Believes in Payments by Cheque Only—A Camp Goods Advertisement from Victoria, B. C. — Importance Placed on Cleanliness by Quebec Retailer.

Raising Prices to Retailers.

Vancouver, B.C., August 11.—To The Canadian Grocer to-day, a local retailer discussed the actions of some commission men, who take advantage of a man's necessity and ask higher prices, in fact have no stated price for goods. It is reasonable to suppose he maintains that there would be a standard price, but if a grocer wants something in a hurry the price is quite stiff, whereas if the firm wants to sell, the figure is extremely reasonable. This retailer knew of instances where the price say on potatoes differed from \$3 to \$6 in the quotations of one firm. It is this sort of action, he says, that has started the farmer and customer in Seattle to organize a company which intends establishing a string of co-operative stores. The general wholesale dealer is different, as he carries standard goods which call for more steady quotations.

Paying Bills by Cheque.

Montreal, Aug. 11.—Payment by cheque is a method that is endorsed by a large number of business men and it is claimed equally applicable to those in the grocery trade. A Montreal merchant who pays everything by cheque spoke of the custom as follows:

"It is bad business to-day for a business man or, indeed, for an ordinary individual, to pay bills in cash. A mere memorandum or an entry in a book to the effect that a bill was paid on such a day is not proof positive that the bill was paid. Retail dealers should pay as little cash out over the counter or from the money drawer as possible. All money received should be deposited in the bank and then bills paid by cheque. A cheque is a receipt and it is rendered still more a receipt if it is stated on the face of the cheque what is was given for. There is no objection to entering into particulars as to what the cheque paid for, on the face of the cheque; and it is the safest kind of guarantee that the bill has been paid. Dealers, no matter how small or how limited their operations, should use the bank."

A Good Camp Goods Ad.

Victoria, B.C., Aug. 10.—Dixi H. Ross & Co. recently made a direct appeal to the public to get their summer camp orders in their large advertising space in the Victoria press.

This company believes in suggesting summer camp goods and in their advertisement they name about 80 specific articles with the price opposite each in heavy black type.

The head-line of this ad. reads: "Some Dixi H. Ross Suggestions For Your

Summer Camp Orders." Following that is their conversation: "Even when summering out at your cottage or camp in the pure ozone laden sea air or amid fresh pinewood breezes, remember good pure foods are a necessity to good health. Poor groceries are dear at any price—expensive investments. Our groceries cannot be bettered anywhere and our prices are as low as is consistent with a high-grade stock. We make a specialty of cleanliness as well as purity. Hundreds of Victorian house-wives testify to the fact that the Dixi H. Ross Store is headquarters for good things to eat and drink. With our increased facilities, our unrivalled stock of imported European goods, and our fine delivery service, we can serve your interests even more acceptably than than ever before."

This is followed up by a list of goods and their prices above referred to.

Particular About Cleanliness.

Quebec, August 11.—Cleanliness is the motto of A. Drolet, a grocer of this city who is as scrupulous regarding the general appearance of his place of business as it is possible to get it. Every morning the floor is carefully swept and any dust that may collect on the goods is taken off with a wet cloth to prevent it getting onto other goods. The front windows are washed frequently and are not allowed to get dirty. The scales and cash register are covered every night with cloths especially prepared for them in order to prevent the dust and flies settling on them. Great care is given bottles, biscuit and spice receptacles, measures, etc. Vegetables are not kept in the store and thus any odors good or bad arising from them are kept out of the store. A special place at the rear was made for them.

The store is well equipped with electric lights, the cellar is well ventilated and the clerks wear white linen garments. They unite to keep the store up to a high standard.

Self-measuring oil pumps allow coal oil to be handled cleanly.

Three windows and two doors give the store a wide appearance and presents an inviting front. The proprietor appreciates exclamations such as, "You have a very clean and neat store" from his customers, because it is his aim to make it clean and bright.

Fly Poison Window.

Bracebridge, Ont., Aug. 11. — Kirk Bros. have one of their large windows dressed in up-to-date style. This window is completely filled with various

kinds of fly poison and might be termed a "Death to Flies" window. The base is made of fly-paper piled tier upon tier while poison pads are used for the pillars reaching to the ceiling. This window is favorably commented on by many tourists, farmers and town people.

Specialty of Butter and Eggs.

Calgary, Alta., Aug. 11.—Asked as to how he built up his business a grocer of this city said, "I made a specialty of butter and eggs when I opened my business about ten years ago, and I advertised those articles as much as I could. Understand, I did not neglect the grocery end of the business for my stock was of first-class quality, but I did not want to advertise that idea. I felt it would be a better ad. to call attention to these lines, butter and eggs. Everybody used them, and the majority of people wanted the best quality. I made arrangements with a number of farmers to give me their entire supply. People who came to buy butter or eggs also made purchases of other goods and thus was the thin edge of the wedge entered. It did not happen during the first month or the first year. The growth was gradual and in all that time I did not cease my vigilance on the quality of the butter and eggs I handled. I always examined samples of the eggs to make sure they were fresh and I was equally careful to watch the quality of the butter I received."

Aims to Get a Fair Profit.

Toronto, August, 11.—"Quality and straight prices have been two aims that I have always kept in mind, and I believe that they have been responsible for the business that I have built up. They are both so easy to follow that any one can adopt the same system.

"I determined to try to cultivate the better class of trade and to that end I investigated different varieties of goods to make sure that I was on the right track. How I did this is a rather long story. Some of them I tried myself. In other cases I asked the advice of friends. I visited the best grocery stores and enquired there about them, and I always read advertisements just for the information they gave about the different goods. Having bought quality goods, my other rule was that as long as I was in the business I would get a fair price or quit. That is the only secret I have to my business, and I think it should be the foundation for any other that is aiming at success."

Such is the testimony of a Yonge St. grocer.

Reversing Cash Discounts on Overdue Accounts

Should Cash Discounts be Deducted from Purchase Invoices and Merchandise or Purchase Account Charged With the Net Amount?—The Retailer's and Creditor's Views—Reasonable Treatment of Customer's Account—When Cash Discounts Should not be Allowed—Not Obligatory to Allow any Cash Discount After Period has Elapsed.

By Howard R. Wellington.

This is a matter which has probably been brought more forcibly to our attention within the last few years on account of the new customs regulations which permit of a certain rate for cash discounts being deducted from the face of invoices, the duty being calculated on the balance or the net amount.

A number of concerns allow this amount to be deducted, and the net amount of the invoice charged against merchandise or purchase account. This method of treatment is, however, not correct, as cash discount is a rebate for prompt payment, and has absolutely nothing to do with the cost of goods, nor should it enter into the basis of figuring the selling price by adding a certain percentage on the cost.

The correct treatment of all invoices on which cash discounts have been deducted is to run through the amount deducted and charge the original or gross amount to the correct accounts. Then, when the account is paid, the cash discounts should be credited in the usual way to purchase discount, discount or interest account, whichever title is used.

It has been argued against this method that merchandise account should be charged with the actual cost of the goods, and that all discounts, including cash discounts, should be deducted from the face of each invoice before being charged.

Anyone taking the latter view may be asked the question "What would be done in case it was decided to take 'time' on the account and lose the cash discount?" In such a case there would be no cash discount deducted and merchandise account would be charged with the full original amount of the invoice.

Again, it is necessary, as a rule, to borrow money either on note or discounts in order to take advantage of cash discounts, and charges in this connection are charged against discount account. Similarly, why should not discounts, earned by the use of this borrowed money, be credited to the same account, so as to show at the end of the year the amount paid the bank on borrowed money, on one side, and the amount earned by cash discount on the other or credit side?

The Treatment of Freight.

When a concern delivers goods, should the freight allowance be deducted before calculating cash discounts or afterward? The question may be argued both ways. From the buyer's standpoint, the freight has nothing to do with the invoice, and if the goods are delivered at a certain point, the freight should have been prepaid, or allowed from settlement after cash discount has been calculated.

From the seller's standpoint the freight is in the nature of a rebate, a concession or credit note and should

therefore be deducted from the face of invoice covering the goods purchased, and the cash discount figured on the net amount when settlement is made.

Both these views are right in a way, but we believe the proper course to take is the first one outlined above, which is, that the freight should not enter into the calculation of cash discount, which is figured on the amount of the invoice before freight is deducted.

There has been a tendency during the last few years to decrease, rather than increase, the cash discount rebate, the result being that few firms to-day allow more than 2 p.c. for cash.

Of course, the buyer must bear in mind that if a large cash discount is offered, it is necessary for the manufacturer or jobber to add a sufficient percentage to his cost to provide for this extra rebate. Competition on general lines is so keen to-day that more than a fair profit cannot be made, and price and value should always be taken into consideration when a comparison is made between goods offered by a concern allowing a large percentage for cash discount, and that allowing only a small percentage.

Reversing Cash Discounts.

If the retailer does not pay his account within the discount period, is he entitled to any cash discount? A customer in the west wrote us recently asking for our candid opinion upon this subject. He had accepted a draft payable within a discount period, but unable to take up the draft when due, he writes his creditors stating the facts and asking for a renewal. The extension is granted, but the cash discount, already allowed him, is charged back, and in addition, interest on the renewal for the extra time.

It would seem that the reasonable treatment of a customer's account in such a case would be to charge back the cash discount, and redraw, adding exchange only, provided, of course that the extension asked for did not go beyond the "Net Terms" period, as usually, goods are sold with both a discount period and a net term period. If, however, a renewal is requested for only a short period, say fifteen or thirty days, it seems reasonable to expect that a portion, at least, of the cash discount be allowed, even though interest be charged for the extra time, but certainly the full discount should not be allowed.

The manufacturer, wholesaler or jobber, as the case may be, imports his goods in large quantities in order to better serve the retailer by giving him the closest possible prices and carrying a heavy stock so as to supply goods when wanted. Usually advantage is taken of cash discounts, in fact some of the houses will give no other terms,

and it means therefore a vast outlay of money, part of which it is altogether likely is borrowed from the bank at certain seasons of the year, and on which interest will be paid. It is obvious, therefore, that cash discount, which importer earns on his purchases is very often more than wiped out by the interest on the amount invested.

Percentage Added for Selling Price.

Again, selling prices are based on an advance of a certain percentage on cost, the cash discount being looked upon simply as an inducement for the customer to pay his account promptly; in other words, cash discount is a rebate for prompt payment and most certainly should not be allowed if accounts are not paid within the required time.

In our experience a number of methods have been pursued in regard to this matter of cash discount on renewals, and we might enumerate some of the cases as follows:

1. Charge back full cash discount and renew amount of account without adding interest, but charging bank exchange, providing, of course that the time requested by the customer does not extend beyond the "Net terms" period. If goods are sold only on the discount period, interest would then be added as well.

2. When part of the draft is paid, allow cash discount on this amount only, charging back the balance and adding interest and exchange on the amount.

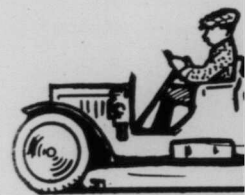
3. When the whole amount of draft is returned, and renewal is requested for say thirty days, allow one-half cash discount, renew amount, adding interest and exchange.

4. When the whole amount of draft is returned and renewal requested for thirty and sixty days, allow proportion of cash discount on each draft, and add interest and exchange on renewal.

Strictly speaking, it is not obligatory to allow any cash discount after the discount period has elapsed, and while a proportion is sometimes allowed, the retailer should not expect it.

It must be remembered, too, that where a large number of renewals are desired by customers, a corresponding amount of work is entailed in an office in the way of letter writing, drawing drafts, posting to ledger, banking, etc., and while this may not appear to the average customer as an expense, it certainly takes a great deal of valuable time to look after these matters.

The "Grocer's Hump" of the Hamilton, Ont., Retail Grocers' Association will be held this year on August 31st. The name of the trysting place is being kept a secret. An invitation has been sent to members of the Brantford association to attend.



Value of a S

A First Prize Customers—Neat Up-to

Toronto, Aug. 10.—A few grocers to-day wails to maintain the ment in the best conc means. The horse ha blood that has been ness and trappings substantial and neat, a masterpiece of th maker's art. And cers of this class stop question they may l the query "does it p extra trouble to ensu ment bring me any

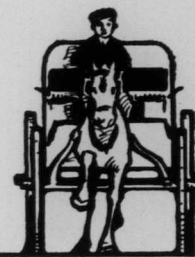


A First Prize

the simple satisfac knowing that my d appearance, as good

In the accompany is presented the s of R. Davies & wood Ave, Toront silver cup at the O on Dominion Day.

It carried off frs petition for grocers the whole equipm any merchant mi "The horse" is ing, high spirited a out of place with t



Value of a Smart Delivery in the Grocery Business

A First Prize Outfit and Impression It Made on a Merchant's Customers—Satisfaction to the Owner In Knowing He Had A Neat Up-to-date Delivery.

Toronto, Aug. 10.—There are not a few grocers to-day who take particular pains to maintain their delivery equipment in the best conditions within their means. The horse has within his veins blood that has been pedigreed, the harness and trappings are well polished, substantial and neat, and the vehicle is a masterpiece of the modern wagon-maker's art. And sometimes as grocers of this class stop to ponder upon the question they may be confronted with the query "does it pay?" Does all this extra trouble to ensure a decent equipment bring me any more returns than

Worth While in Business.

Smart delivery equipages have always been one of the aims of R. Davies & Son. They have had good horseflesh before and having once set up that standard it was quite natural to maintain it. Mr. Davies stated that he looked upon a neat delivery outfit as an asset to business. Its results were felt more indirectly than directly. Customers always commented favorably upon it and in this last instance expressed their pleasure and satisfaction that Mr. Davies had carried off the first prize.

Others who were not customers would

outfit goes a long way to establish and confirm that impression. Of the above outfit, the horse speaks for himself. The picture does not bring out the details of the wagon and harness. The latter is new and bright with metal buckles, etc., well polished. The wagon has rubber tires, brass hubs and in other details brass and silver are conspicuous. The lettering is appropriate and attractive. The whole is in good taste as grocers in general will agree and especially those who are as painstaking with this department of their business as are both R. Davies, senior and junior.

OTTAWA GROCERS' PICNIC.

Their Annual Outing Was at Cornwall This Year.

Ottawa, Aug. 10.—One thousand members and friends of the local Grocers' Association attended the picnic of that organization to St. Lawrence Park, Cornwall, last week. The weather proved ideal, not a single shower marring the sport, and when the train arrived back in Ottawa at 10.15 p.m., it contained a tired though happy crowd.

At the park a long programme of sports was held, the feature being the baseball game between teams from Ottawa and Hull. The Ottawa nine was captained by Fred McNeil, while M. Laffleche led the Hull team into the fray. After a close game, Hull won out by the score of 8 to 9. A guessing contest was also conducted and entered by a large number.

Another decidedly popular feature was the dancing platform erected on the grounds. This was in demand every moment, and an orchestra and pipe band were kept busy furnishing the music.

Great credit is due the committee who brought the event to so successful an end. The committee was composed of A. P. Johnston, chairman; T. W. Collins, Duncan Bell and C. B. McLean.



A First Prize Delivery Outfit Which Makes An Impression on Customers.

the simple satisfaction I receive from knowing that my delivery service is, in appearance, as good as money will buy?

In the accompanying photograph there is presented the splendid delivery outfit of R. Davies & Son, grocers, Home-wood Ave, Toronto, the winner of a silver cup at the Open Air Horse Show on Dominion Day.

It carried off first honors in the competition for grocers' delivery outfits and the whole equipment is one of which any merchant might well be proud. "The horse" is a four year old gelding, high spirited and yet not flighty or out of place with the delivery wagon.

undoubtedly note the fine appearance of the outfit, although Mr. Davies was too modest to make an assertion in this regard. The people of to-day accept these outward signs as indicative of the character of the whole business and in the great majority of cases it is safe to follow that plan. Therefore it would be expressing a truism to say: "By their delivery outfits, ye shall know them," when referring to grocers.

When a grocer has a stock of goods that is of the best quality, his methods of impressing that fact upon the buying public are manifold. It may be well said, that a smart, well-kept delivery

A Canadian meat packing company, in sending out circulars to the trade, points out that smoked meats should be unpacked and hung in a cool dry place, as soon as received. It is also stated that covered meats will show mould during the warm weather, which is unavoidable.

Selfridge's departmental store, London, Eng., have adopted an original way of ensuring rigid exactitude in all their announcements. The firm pay out 5s. to the assistant who first points out any mis-statement or error (other than purely typographical) in an advertisement.

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

OFFICES

CANADA—	
MONTREAL	Rooms 701-702, Eastern Town-ship Bank Building Telephone Main 1255
TORONTO	J. J. Gallagher 143-149 University Ave. Telephone, 7324 Main
WINNIPEG	511 Union Bank Building Telephone 3726
VANCOUVER, B.C.	F. R. Munro H. Hodgson 11 Hartney Chambers W. E. Hopper
ST. JOHN, N.B.	
UNITED STATES—	
NEW YORK	R. B. Huestis Lawyers' Title, Insurance & Trust Co. Building, 166 Broadway, New York, N.Y. Telephone, 494 Cortland.
GREAT BRITAIN—	
LONDON	88 Fleet Street, E. C. Telephone Central 12960 E. J. Dodd
FRANCE—	
PARIS	John F. Jones & Co., 31bis Faubourg Montmartre
SWITZERLAND—	
ZURICH	Louis Wolf Orell Fussli & Co.
Subscription, Canada and United States - \$2.00	
Great Britain, 8s. 6d. Elsewhere, 12s.	

PUBLISHED EVERY FRIDAY

CANNED PEAS SHORT.

There has been a big grab for canned peas and still jobbers are short. The trouble is that there was not a sufficient quantity packed to supply all demands and there is not the remotest chance of prices coming down.

One jobber states that he could only secure 250 cases out of every 1,000 ordered. Another says that there will be no more than a 60 per cent. delivery.

In Toronto this week some wholesalers didn't have a case of peas to sell for present delivery, so low have the old stocks been run.

Retailers, therefore, who have not contracted for their canned peas should delay no longer. Prices are sure not to be lower and there is every possibility of them going up. Of course there is the limited price when stock will be imported.

Demand for peas has rapidly been soaring in recent years and retailers should pay particular attention to this article.

DOES NOT HIT INDIVIDUALS.

President J. Gibson, and Secretary Sargeant, of the Canadian Commercial Travelers' Association, Toronto, are visiting British Columbia, making inquiries into the working of the new tax imposed on corporations by that province. They report that it is intended to hit only incorporated stock companies of limited liability, and no tax is imposed upon individuals who sell on their own account. A commission merchant, therefore, residing at Toronto, Winnipeg

or Calgary, selling goods for himself rather than for a company, which he represents, can do business without interference in British Columbia.

ANALYSIS OF MILK.

Bulletin No. 208 has just been issued by the Inland Revenue Department in reference to condensed and evaporated milk inspection. The results are set out in tabulated form and Chief Analyst McGill states that "an inspection of these tables shows that considerable care is taken in the manufacture of concentrated milk. In most cases the difference in fat value between the averages for 1908 and 1910 is less than one-half of one per cent.; and with a legalized standard to be met, it is reasonable to believe that future inspections of this article will show still more constancy and uniformity in the output.

"Attention has more than once been called to the misuse of the term cream in naming unsweetened condensed milk. The word cream has a perfectly definite and well understood signification, and is legally defined as follows: 'Cream is that portion of milk, rich in milk fat, which rises to the surface of milk on standing, or is separated from it by centrifugal force, is fresh and clean, and contains (unless otherwise specified), not less than eighteen (18) per cent. of milk fat.'

"It is manifestly misleading to apply such a term to the article tabulated in Table II. Such an article is more truly described as Evaporated Milk, and is defined for purposes of the Act as follows: 'Evaporated milk is milk from which a considerable portion of water has been evaporated, and contains not less than 26 per cent. of milk solids, and not less than 7.20 per cent. of milk fat.'

"Evaporated milk is quantitatively defined in terms of Total Milk Solids, and Milk Fat."

In the case of Evaporated Milk the standard for total solids is placed at 26 per cent. and 7.2 for milk fat.

"The standards in question," says Mr. McGill, "have been adopted after very careful study of the subject, and the fact they they are fully met by three brands out of 9, and are met within one half of one per cent. of fat by six proves that the requirements are reasonable."

For condensed milk the corresponding standard limits are 28 p.c. of milk solids and 7.7 per cent. of fat. The fat percentage is the more important.

"Twelve brands of 23 reach the required standard for fat, while five other come within one-half of one per cent. of its requirements. Of the remaining brands some are professedly manufactured from skimmed milk. This finding

would therefore seem to support the reasonableness of our standards, as regards milk fat content for Condensed Milk."

ATTEND THE EXHIBITIONS.

During the next few weeks fairs and exhibitions will be in progress in almost every city, town and village throughout the Dominion, and merchants generally, should receive direct benefit from these exhibitions.

There are several reasons why the merchants should interest themselves in the various exhibits. In the first place an exhibition of goods brings out the science of display. Many of the exhibits are designed and arranged by experts or by men who give the display feature considerable thought. By studying the display methods in the various booths the merchant will unconsciously carry away many ideas, which will assist him in keeping up the appearance and attraction of his own store.

An excellent opportunity is also given the merchant to secure knowledge about the goods which he sells. An adequate knowledge of all goods in the retail stock is necessary in order to make satisfactory sales. The merchant and his clerks are afforded no better opportunity to study the goods, which he has in his store at home, than at the exhibition to show the goods and explain every part and every feature of the article. And every merchant knows how valuable such information is when he is trying to sell the article to a customer.

Let the merchants and their employees everywhere take advantage of the fair or exhibition in their own community, and elsewhere if possible, with the definite object in view to gather hints whereby they can improve their own business.

APPLES NOT PROMISING.

It is now a certainty that the apple crop is not going to be up to the average in the various provinces of the Dominion, with the exception of British Columbia. This refers more particularly to winter apples and means that next winter apples will be expensive property.

Fruit men in Western Ontario say that there will not likely be any for export. The June drop in the prospects was very heavy throughout Ontario. The same applies to Southwestern Quebec, where the crop with the exception of early varieties will be below the average.

In New Brunswick, due to prolonged wet weather at the wrong time, apples will be light. The Annapolis, Cornwallis and Gaspereau valleys of Nova

Scotia are not p better than the tions are better, worse, and it is ports from Nova 350,000 barrels t one-half of last a conservative es

Late frosts in caused considerable

The chief cau above rather glo favorable weath trees have been tent by having crops in the pas

British Colum show a substantial apples, but in eots.

STRENGTH.

The idea of ho is spreading at it would be a g with large staff

Last week staff of the Q Peterboro, and ference went f nearby lakes.

Such meeting bring about an to promote soc firms have lea have some sort the idea should

IGNORANCE

Imagine a g berries at 14 them at 15 known to have a type of m who is in th knows more a running a r which he was snap and a lit his own.

The illustra even the first be believed un bought and se above was gu third party re "I had bough better than hi cents. That a box and I w buyer and eng him only to fruitman had him that he v ries for more a half decent his neighbor and he would saw that he nearby grocer

Scotia are not promising for anything better than the average. Other sections are better, but still others are worse, and it is estimated that the exports from Nova Scotia will not exceed 350,000 barrels this year, or less than one-half of last year's exports. This is a conservative estimate.

Late frosts in Prince Edward Island caused considerable injury.

The chief causes assigned for the above rather gloomy conditions are unfavorable weather, and the fact that trees have been exhausted to some extent by having borne so many good crops in the past.

British Columbia, however, will likely show a substantial increase, not only in apples, but in pears, plums and apricots.

STRENGTHENING THE FIRM.

The idea of holding annual conferences is spreading among manufacturers and it would be a good thing if retail firms with large staffs would do the same.

Last week the Canadian traveling staff of the Quaker Oats Co. met at Peterboro, and after their business conference went for a boat trip on the nearby lakes.

Such meetings and outings serve to bring about an interchange of ideas and to promote sociability. Several retail firms have learned this and annually have some sort of a sociable time. But the idea should spread a little faster.

IGNORANCE IN CUTTING PRICES.

Imagine a grocer buying a crate of berries at 14 cents a box and selling them at 15 cents. And yet this is known to have occurred and represents a type of merchant, namely the man who is in the grocery business and knows more about guiding a plow or running a machine—the work from which he was lured by prospects of a snap and a little grocery store to call his own.

The illustrations of sheer ignorance of even the first principles would scarcely be believed unless seen. The man who bought and sold the berries mentioned above was guided by his neighbor. A third party relates the story as follows: "I had bought berries which were even better than his and I paid only twelve cents. That allowed me three cents a box and I was satisfied. I saw this buyer and engaged in conversation with him only to find that the wholesale fruitman had "beaten" him. I told him that he would have to sell the berries for more than fifteen cents to make a half decent profit, but he replied that his neighbor was selling at 15 cents and he would have to do the same. I saw that he was trying to follow a nearby grocer as to selling price, but he

had entirely overlooked the buying price."

Another grocer was recently known to be losing ten cents on every basket of cherries he handled and was tickled because he was disposing of five or six baskets a day. A third was buying potatoes by the barrel, paying 30 cents a peck, and was retailing them by the peck and receiving just 30 cents.

These three examples are not fictitious at all. They show just how little some people know of business.

A traveler stated the other day that he often finds similar instances of an entire lacking of the business sense and further that when he pointed out in a kindly manner that the grocer was losing money the latter became angry. Others of course were happy to learn the truth.

When a grocer finds competitors underselling him and from actual ignorance of the essentials of business, he is tempted to let them go, but one store of this kind has a demoralizing effect on all the others in the community. The man who sold the cherries losing ten cents on each basket would have sold twenty-five baskets during the day if more buyers had known the price at which he was selling. In these cases the man who does not know ought to be pitied and mildly corrected.

COMPETITORS AS FRIENDS.

Friendly relations between competitors in the same town are always pleasing to hear and more particularly when there is no trade association. Organization naturally brings men closer together and tends to make them appreciate one another.

Here is an instance told by a representative of The Canadian Grocer in Manitoba:

"I have for a long time been thinking that trade conditions were improving and even that the world was getting better, but this has never been more satisfactorily demonstrated to me than when this week I met two rival merchants in a Manitoba village standing together, talking about matters in the most friendly manner. I introduced myself to the one who was pointed out to me as the merchant for whom I was looking, and he at once introduced me to the other as his friend in the same line of business.

"After I made myself feel sure that I did not misunderstand, I congratulated them on the elevated position they had attained in commercial life, and when I explained to them the object of my visit they subscribed for The Canadian Grocer, each paying half. It will be read by them both. While I would have preferred a subscription from each, I

never was better pleased by any favor on the road, than with this particular and unique expression of good feeling between rival merchants."

Let the merchants all take a lesson from this and eliminate their petty jealousies. They should not only "live and let live," but live and help others to live, and all will benefit by the system.

EVILS OF PRICE CUTTING.

Price-cutting among merchants is always a source of trouble. Bad feeling is produced and profits are sacrificed in order to outdo the other fellow. Sometimes the results are disastrous.

A striking instance has recently come to light. In an Ontario town there were eight stores. Price-cutting was started and carried on, and ultimately five stores were obliged to go out of business.

One of the survivors, interviewed in the matter, said he attributed these failures to an epidemic of price-slashing, from which the benefit to the merchant was negligible and which disorganized the normal buying habit. He believes in keen competition, but at the same time, in being on friendly terms with competitors. A Merchants' Association once existed in his town, but fell through. He recognizes that such an association is desirable and that at the present time, were it in existence, advance prices could be more easily secured and that, instead of merchants being afraid of setting prices higher than other competitors, they could, through mutual agreement, and as the result of co-operation, apply advances in accordance with increased cost. Such an association, he thinks, should not be formed only of town merchants, but country storekeepers in the surrounding district should be induced to join.

It is quite legitimate to cut prices of some lines as leaders to make a drawing attraction to induce customers into the store, but regular goods should not be marked away up beyond reasonable prices to make up for reductions on special lines. They should rather strengthen the impression of good values made on the customer, so that, as has been observed, clerks may be enthusiastic over values generally. It is impossible for them to be so if they discover that pricing is not based on sound merchandizing principles.

ST. JOHN BOARD WITHDRAWS.

The St. John, N.B., Board of Trade has definitely decided not to send delegates to the annual meeting of the Maritime Board of Trade, at Chatham, N.B., this year. At last year's meeting the local board withdrew and they have not since, it is stated, found reasons for re-affiliating.

Puzzle to Know what Constitutes a "Good" Grocer

So Writes a Traveler Who Has Visited Grocers in all Parts of the Dominion—The Varieties He Meets With and Something About the Jealousies in the Trade—Watching One's Competitors.

By F. R. Mortimer.

The more one comes in contact with the great army of grocers, as he wanders from city to town and town to hamlet through the Dominion, the more is he puzzled to know what constitutes a good grocer. He meets with so many different dispositions and methods of doing business that he is entirely at a loss to frame a description that will include them all.

There is the jolly good fellow, the sensible dignified business man, the hot headed quick-tempered crank, the sullen stubborn nature, the particularly wise mortal, the rough and ready, the polished and the unpolished, the courteous and the rude. All these varieties of grocers are trying to do their best to serve the public.

One thing strikes the observer as very evident, and this that they did not all attend the same school, and that there is no regular system of training. The majority must simply have "grew up" to be grocers, without having been governed by any fundamental rules or without the idea that the business they were in was a science pure and simple, and that it was only another instance of the survival of the fittest. Some have developed into excellent merchants, and are a credit to themselves and their towns. Others are fairly successful, while many others are far below the average, and are absolute failures. But even the poorest have some qualities which the best of them might copy and practice with profit. What a vast amount of strength and improvement could be gained by the grocery trade if they would learn to drop the error of jealousy and unitedly work to raise the standard of their trade.

Narrow Minds in the Trade.

If the entire trade were carefully examined it would be found that the majority of cases of trade bigotry and narrow, petty ideas, would be found among the small dealers.

It is among the small traders, those who are struggling along, that this spirit predominates. Thank goodness there are some in this class who are worthy of the name of being grocers, even if they have not yet made their mark. It is also sad to think of the number of the more prosperous, who are guilty of the same charge. What excellent merchants could be produced by sifting out the best of the experiences of the many? Where would there be a chance for any merchant, etc., to open a business without previous training had he to compete with a class of grocers, who would be developed in that manner.

It is some consolation to know that a large number of the trade are getting away from that delusion that the individual gains something by withholding

knowledge from others. Just a little bit of the milk of human kindness—that which gives rise to the fellowship of man—would go a long way to improving the personal relations existing among the trade.

Much to Learn.

Do not imagine that you know all about the grocery business. Those who are possessed of that opinion are generally not as wise as they think they are. A grocer of this kind is monarch of all he surveys within the walls of his own store, but beyond that he cares for nothing except to watch the door of his competitor to see how many of his customers enter there.

The history of the grocery trade tells of hundreds of this kind. They tried to watch the business of each of their customers, only to come to grief with such a burden on their shoulders.

The man of small ideas is not the big successful man, no matter in what line you investigate. It is said that competition is the life of trade; and doubtless it is true to a certain extent, but it is lamentable that it is responsible for much of the envy, and antagonism that exists in trade.

Sudbury Grocers are Looking Out for Legitimate Profits

Sudbury, Ont., Aug. 10.—The newly formed Retail Grocers' Association held another full meeting last week and every member voiced his sentiments in favor of the organization. The proceedings were noted for the good fellowship displayed and for the unanimous votes given to each motion.

The members expect that their association will before long remove many of the difficulties now besetting the trade.

One question discussed was the fixed selling price for certain lines and the prices on lines showing a bare margin of profit. It was decided that each member compile a list and that a committee of the whole decide what is a fair legitimate profit on these lines. The new prices are expected to go into operation next week.

The transient traders have proved a sore point calling for immediate and drastic action. The license fee here is only \$50, and it is remarkable the amount of damage an active, hustling transient can do for this comparatively small sum. He comes into town with his car of produce, apples, potatoes, etc., sells what he can to the merchants and then proceeds to peddle his surplus to the householder at any price. But according to the grocers he will have his license fee raised. If this cannot be done, the merchants say they

will not purchase his goods so that in any case he is not going to have such an easy time.

NOVA SCOTIA CROPS.

Everything Promises Well With the Exception of Fruits.

Halifax, N.S., Aug. 10.—M. Cumming, secretary for Agriculture, has just issued the Provincial Government crop report. The report in part says:—

Hay crop, immense; grain, potatoes, roots, excellent; pastures never better; live stock flourishing—in fact, a record year for the general farmer; but, fruit, a dismal failure. Such is the season of 1910. Even including the failure in fruit it will be a great year for Nova Scotia. There will be fodder in abundance, and the farmer will be encouraged to multiply his live stock holdings, and those animals that he now possess will be in better thrift and give greater returns than for years. And it will not be all lost in the fruit sections. The trees are growing and storing up food for other years' crops. This year's famine is the precursor of record fruit years to come.

NEW ACCOUNT REGISTER CO.

A Federal charter has been granted to the "Account Register and Loose Leaf Co., Ltd., Ottawa, to manufacture, etc., account registers, loose leaf accounting systems, etc. The incorporators are Joseph Foster, C. J. F. Price, J. G. Gibson, and H. H. Williams.

TRADE NOTES.

O. S. Matchett, representative of Chas. Rishor, wholesale grocer, Peterboro, Ont., was a visitor at the Toronto office of The Grocer on Monday.

At a meeting of the creditors of Godard Bros. general merchants, of Elgin, Albert County, N.B., held last week, liabilities were shown to be \$20,000. An offer of 50 cents in thirty days was accepted, and a committee appointed to secure the approval of the other creditors.

H. L. Nelson and H. M. McLellan, of Campbellton, N.B., general merchants, have assigned to Sheriff Stewart. The liabilities are \$6,500 and assets, \$3,500.

Elizabeth Henderson, Philadelphia; Harriete McCready, John T. McCready, Kenneth J. MacRae, St. John, and Percy E. Fownes, of Sydney, are applying for incorporation as McCready & Son, Ltd., to carry on the vinegar and pickle business of Thomas McCready & Sons, of this city. The capital stock is \$50,000 and the head office of the company will be in Fairville, St. John County, N.B.

The annual picnic for the employees and their families, given by the Montreal Biscuit Co., took place on Saturday, July 30th. The destination of the 300 who took in the event was Hudson, Que. A special train took them out and returned in the evening. A program of sports occupied the greater part of the afternoon, among which was one special event for the confectionery jobbers who were invited to attend.

The Groc

Calgary
the Sto
the Cle
His Opi

With the excep
ments on the pa
steadily growing
ing more satisfy
cer than the hea
staff of clerks.
those in his emp
interest in the w
they realize the
they play in th
employer's succe
things are runni

W. C. Miller, a
ed out recently
attained success
most part thos
clerks. They had
were going into
and they grad
points until ther
them but to go
selves or plug al
ploye instead of

As has been fr
is advancing his
his best to adva
with whome he
difficult to impr
upon many of th
day. At least
largely obtains :

To Enth

And of the
kind, a recent o
gary grocer, wh
vice on this ver
clerks to feel th
extent depende
needed their bes
discourage a t
their coats whe
but rather to le
tidy condition
wanted them to
their personal
words he wante
his business.

How C

A little advic
to this query by
R. Barron, Ltd.
retail grocers.

Mr. Barron sa
"It is not a
grocer to offer
account of the
may exist betw
thods of doing
apply to one n
another and so

"A clerk st
wages. Of cour
is not noted fo
clerks. The yo
being attracted
work by short
generally more
class of men t
ing. They are
ers. They are
every branch o
has one on his
let him go, rep
There is ano
has a chronic
A grocer shou

The Grocery Clerk in the Eyes of the Employer

Calgary Grocer's Experience With the Variety Who are out of the Store Before the Whistle Stops Blowing—Merchant Thinks the Clerk Should Receive Fair Wages—One of the Latter Gives His Opinion on Employers.

With the exception of regular payments on the part of customers and a steadily growing business there is nothing more satisfying to the average grocer than the hearty co-operation of his staff of clerks. The knowledge that those in his employ are taking a deep interest in the welfare of the store, that they realize the importance of the part they play in the building up of their employer's success is a guarantee that things are running smoothly.

W. C. Miller, a Toronto grocer, pointed out recently that the men who have attained success in the trade are for the most part those who have served as clerks. They had a fixed idea that they were going into the grocery business and they gradually learned its fine points until there was nothing left for them but to go into business for themselves or plug along working as an employe instead of an employer.

As has been frequently said, the clerk is advancing his own interests by doing his best to advance those of the grocer with whom he is engaged. But it is difficult to impress this basic principle upon many of the youth of the present day. At least that is an idea that largely obtains among the trade.

To Enthuse His Clerks.

And of the various reports of this kind, a recent one is recalled of a Calgary grocer, who wrote asking for advice on this very point. He wanted his clerks to feel that he was to a certain extent dependent on them, that he needed their best efforts. He wished to discourage a tendency to "jump into their coats when the whistle blows," but rather to leave the store in a clean, tidy condition for the next day. He wanted them to take a special care in their personal appearance, in other words he wanted them to be alive to his business.

How Conditions Vary.

A little advice was offered in regard to this query by one of the members of R. Barron, Ltd., one of Toronto's large retail grocers.

Mr. Barron said:

"It is not an easy matter for one grocer to offer advice to another on account of the many differences that may exist between them and their methods of doing business. What would apply to one might not be suitable to another and so on.

"A clerk should be receiving fair wages. Of course in any case the trade is not noted for large envelopes to the clerks. The young men of to-day are being attracted into other branches of work by shorter hours, less work and generally more money. There is one class of men that are not worth keeping. They are those who are not workers. They are found now and then in every branch of life and the grocer who has one on his staff might just as well let him go, replacing him by a worker. There is another kind, the man who has a chronic demand for more money. A grocer should know what wages he

can afford and after that the clerk who is not satisfied should look for some other place."

Mr. Barron stated that he had never tried the plan of offering a bonus to clerks for best sales, but fancied that it should be helpful.

Preparing for the Business.

Grocers agree that the best results are obtained from clerks who have the ambition of having a business of their own in future years. With this incentive they put forth their best efforts because their hearts are in the work. They should not be content with the store in which they are employed, but by reading and visiting other stores they will get a wider knowledge of methods.

A grocer may depend upon it that a great deal of influence radiates from himself. If he is careless, untidy and happy-go-lucky, it is only natural to expect the same from his clerks. If he plays the races, goes to the ball games during working hours, takes a day off any old time, opens the store late in the morning, etc., similar failings in his clerks would not be a surprise.

"If the grocer wants to get the best results from his clerks," said one of them, "he should first look over his own grounds. What are the conditions in the store? What is the grocer doing—for it depends largely upon himself—to win the interest of his clerks? He knows what conditions should exist and they vary largely in different stores. Mutual respect and confidence will go a long way to securing ideal relations. The grocer has many means at his disposal whereby he can get the enthusiasm he desires.

"Clerks should be possessed of a love for salesmanship and they should be helped in this respect as much as possible. They should know the cost of goods and know how to "talk" them. This requires confidence from the proprietor and reading by the clerk, and so on. There are so many means at the grocer's disposal when he thinks about the question that it should not puzzle him to solve it to his satisfaction."

Uniform Containers for Produce and for Fruit are Proposed

The superintendent of the New York State Department of Weights and Measures is advocating uniform containers for fruit and produce. For instance he suggests that there be used one size of barrel, which should contain a certain amount, within certain specified variations, and then establish a half barrel and a quarter barrel, bushel and half bushel boxes. The exact size of the barrel is a matter which should be agreed upon between the various interests concerned.

There are, roughly, he says, over 100 different forms and sizes of barrels in use in the State, and when used for the shipment of a certain commodity to a section where that commodity is not grown it is unfit to use a second time. Consequently it is destroyed, and the value of the container is practically always neglected. If there were one size of barrel then that barrel, wherever it went, could be used over and over again and would tend toward a great decrease in wastefulness, and would certainly save many a tree which is now cut down to be sawed up into barrel staves, which are used but once.

Canada's Imports of Sugar Products from the Barbadoes

For the year ending June 30, 1909, Canada imported 6,472 tons of sugar from the Barbadoes. Up to June 30, 1910, the figures are 21,724 tons or more than 3 times as much. The respective figures on molasses are 40,703 puncheons and 43,133 puncheons. Canada took 70 per cent. of the total exports from the Barbadoes of sugar products.

CUSTOMS IN THE BARBADOS.

E. H. S. Flood, Canadian trade commissioner, Barbados, in referring to certificates of origin, customs regulations and forms of invoice, states that in the West Indies no specific forms of invoice or certificate are required. Importers in passing entries through the customs are required to make a declaration as to the marks and number of the packages, their contents and value, which must be supported by the original invoice.

Exporters should, therefore, see that invoices accompany all shipments, and it is desirable in these invoices to specify the contents of each package of goods, showing the weights and quantities in every instance where possible, together with the values. The cost of freight, packing, insurance, etc., should be kept separate from the actual cost of the goods, as should also the cost of the outer package. Misstatements are likely to render the goods liable to seizure.

Although no certificate of origin is required, in some of the islands a statement as to the country of origin is asked for, and there is a tendency in introducing amendments in the customs regulations to require this to be stated. Exporters would, therefore, do well to state the country of origin on their invoices.

The customs regulations of the several West India islands are almost identical, and the above are the chief points of interest to exporters.

The Markets—Limited Supply of New Pack Peas

Jobbers Secure Only a Percentage of Their Orders—Present Prices Are Not Expected to Obtain Much Longer—Reduced Price of Sugar Stimulates Trade—Speculative Buying of Currants—Prices of New Raisins Expected to be Out Next Week—A Review of Conditions in the Dried Fruit and Nut Markets.
See also Provisions, Cereals and Fruit, Vegetables and Fish Departments on

QUEBEC MARKETS

POINTERS—

Sugar—Decline of 10c.
Filberts—Decline of ½c.
Shelled Walnuts—5c higher.
Beans—7½c higher.

Montreal, Aug. 11, 1910.

Two features of the past week are outstanding in this city. They are the settlement of the G.T.R. strike and the 10c decline in sugar. The former has eased up the fresh fruit and milk situation, and has allowed trade in these lines to assume more normal proportions. Incidentally the strikers were not buying more than the necessities while out of work, while now they can afford to live in the former style. It makes a great difference to the grocer whether a customer is hard up or not.

The drop in refined sugar went into effect last Thursday at 1.30, and was a surprise, even to some of the large jobbers. This was particularly so in view of the advance of some grades the week previous. Even the drop has not seemed to benefit trade much as yet, but of course it is still rather early to judge justly of the effect.

With the Eucharistic Congress coming on in the near future, local jobbers are preparing for a large out-of-town list of visiting customers. Various guesses as to the number of strangers who will attend have been hazarded, but they differ so widely that only time can settle the question. There is no doubt that local trade will be greatly benefited by this influx. In view of this celebration trade has already begun to improve, and jobbers say that things are starting fully as well as can be expected.

Many country buyers have been in town recently, and they have apparently come to buy, and that largely. Taken in conjunction with the increased city trade, it makes a promising outlook.

Sugar—Sugar finally dropped, as was briefly reported in last week's Grocer. The decline was 10c for all the grades. At first it was thought that the raw market must have weakened sufficiently to cause the drop, but the refiners say it was due to a decided slackening in the demand for refined. There is not so much fruit, etc., being done up as this is a between season. Coming after the 10c advance in the two grades last week, it changes the whole aspect of the market.

Trade continues dull at the reduction, but refiners hope that the change will give a sufficient stimulus to the market to improve matters in the near future.

Granulated, bags	5 05
" 20-lb. bags	5 15
" Imperial	4 90
" Beaver	4 90

Paris lump, boxes, 100 lbs.	5 85
" " " 50 lbs.	5 95
" " " 25 lbs.	6 15
Red Seal, in cartons, each	0 35
Crystal diamonds, bbls.	5 75
" " " 100 lb. boxes	5 85
" " " 50 lb.	5 95
" " " 25 lb.	6 15
" " " 5 lb. cartons, each	0 37½
Crystal Diamond Dominoes, 5-lb. cartons, each	0 37½
Extra ground, bbls.	5 50
" " " 50-lb. boxes	5 70
" " " 25-lb. boxes	5 90
Powdered, bbls.	5 30
" " " 50-lb. boxes	5 50
Phoenix	5 50
Bright coffee	5 00
No. 3 yellow	4 90
No. 2	4 80
No. 1	4 65
Bbls. granulated and yellow may be had at 5c. above bag prices.	

Syrups and Molasses—There is a considerable demand for molasses in small lots, but as far as large sales go, there have been practically none reported.

Syrups are having a fair sale at current prices.

Fancy Barbadoes molasses, puncheons	0 36	0 38
" " " barrels	0 38	0 39
" " " half-barrels	0 40	0 41
Choice Barbadoes molasses, puncheons	0 34	0 33
" " " barrels	0 34	0 36
" " " half-barrels	0 36	0 38
New Orleans	0 27	0 28
Antigua	0 30	0 30
Porto Rico	0 40	0 40
Corn syrups, bbls.	0 40	0 43
" " " 1-bbls.	0 31	0 31
" " " 1-bbls.	0 31	0 31
" " " 35-lb. pails	1 80	1 80
" " " 25-lb. pails	1 30	1 30
Cases, 2-lb. tins, 2 doz. per case	2 50	2 50
" 5-lb. " 1 doz.	2 85	2 85
" 10-lb. " ½ doz.	2 75	2 75
" 20-lb. " ¼ doz.	2 70	2 70

Tea—Outside of Japan teas there is only a fair demand for teas, but the new crop Japans are selling actively. New arrivals are coming in quite freely, and prices are holding firm.

The general trend of the market is toward higher prices, especially in Japans.

Choicest	0 40	0 50
Choice	0 35	0 37
Japans—Fine	0 30	0 35
Medium	0 25	0 28
Good common	0 21	0 23
Common	0 19	0 21
Ceylon—Broken Orange Pekoe	0 21	0 40
Pekoes	0 20	0 22
Pekoe Souchongs	0 20	0 22
India—Pekoe Souchongs	0 19	0 22
Ceylon greens—Young Hysons	0 20	0 25
Hysons	0 20	0 22
Gunpowders	0 19	0 22
China greens—Pingsuey gunpowder, low grade	0 14	0 18
" " " pea leaf	0 20	0 30
" " " pinhead	0 30	0 50

Coffee—A coffee man who has made a careful study of conditions pertaining to the coffee trade, made the statement recently that per capita consumption of coffee in this country was largely on the increase. Added to that the constant increase by increase of population, and it looks as if there would be plenty of room for all those at present in the business and then some.

The local market remains firm, especially Rio and Santos. There seems to be a slightly weaker tone creeping into other lines, however.

Mocha	0 18½	0 25	Santos	0 14	0 17
Rio, No. 7	0 10	0 12	Maracibo	0 15	0 18

Spices—The spice business is again on the boom, as local manufacturers report that they are working full time, and even overtime, as occasion demands it. This summer trade has been good for

them, practically without a halt of more than a few days.

Prices continue firm, and in the case of peppers somewhat higher in the primary markets. Red pepper is exceptionally high, Japan chillies selling for 25c to the retailer.

Per lb.		Per lb.			
Allspice	0 13	0 18	Ginger, whole	0 15	0 20
Cinnamon, whole	0 16	0 18	" Cochin	0 17	0 20
" ground	0 15	0 19	Mace	0 30	0 30
Cloves, whole	0 18	0 30	Nutmegs	0 30	0 60
Cloves, ground	0 20	0 25	Peppers, black	0 16	0 18
Cream of tartar	0 23	0 32	" white	0 20	0 25

Dried Fruits—From present indications there will be little left of the last year's stocks when the new comes on the market. The demand is showing a decided improvement, and this is helping to shorten stocks.

Recent despatches from Greece say that currants are higher, but so far this has not been confirmed. However, there is no doubt that the situation is a firm one, and an advance would not be at all unexpected.

Prunes continue to have a strong demand, especially for the better grades. Prices all through are the same.

Currants, fine filistras, per lb., not cleaned	0 05½
" " " cleaned	0 06½
" Patras, per lb.	0 07½
" Vostizzas, per lb.	0 08
Prunes—	
40-50	0 09
50-60	0 08
60-70	0 07
70-80	0 06½
80-90	0 06
90-100	0 05½
Raisins—	
Australian, per lb., (to arrive)	0 08½
Old seeded raisins	0 09
" fancy seeded, 1-lb. pkgs.	0 09
" loose muscatels, 3-crown, per lb.	0 07½
" " 4-crown, per lb.	0 08½
" sultana, per lb.	0 07½
Malaga table raisins, Rideau clusters, per box	2 25
Valencia, fine off stalk, per lb.	0 05
" select, per lb.	0 06
" 4-crown layers, per lb.	0 06

Nuts—Walnuts and filberts are scarce, and the lines of shelled walnuts and filberts are both higher. Bordeaux halves are now selling at 32½c to 35c, while filberts are up ½c.

Trade is brisk for the lines mentioned, and nearly all lines are in better demand than at this time last year.

Almonds promise to be higher. Recent reports are being confirmed as to the crop damage, and this will probably send prices to a higher level.

In shell—		
Brazils	0 13½	0 14½
Filberts, Sicily, per lb.	0 10	0 12
" Barcelona, per lb.	0 10	0 10½
Tarragona Almonds, per lb.	0 14	0 15
Walnuts, Grenobles, per lb.	0 13	0 14½
" Marbots, per lb.	0 12½	0 13
" Cornes, per lb.	0 11	0 11

Shelled—		
Almonds, 4-crown selected, per lb.	0 32½	0 35
" 3-crown	0 31½	0 35
" 2-crown	0 30	0 30
" (in bags), standards, per lb.	0 26	0 27
Cashews	0 15	0 17

Peanuts—	
Spanish, No. 1	0 12
Virginia, No. 1	0 13
Pecans, per lb.	0 65
Pistachios, per lb.	0 75

Walnuts—		
Bordeaux halves	0 32½	0 35
Broken	0 25	0 30

Evaporated Apples—It is reported

that several of the tors will not be p year, and as a r looked for in thi ever, it is too ea whether this is t there is no chang

Evaporated apples, prime

Beans and Pe \$2.02½, an advanc quotations. A bri of the change. I high grade stock and this has un siderably.

Peas are rather change whatever week.

Ontario prime pea beans, Peas, boiling, bag

Rice and Tapi on spot, and it would be the o near future. Th firm and advance local trade is beg of it. The quiet however, seems influence so far continue to do s trying to deterr Rice continue same prices.

Rice, grade B, bags, 250	1 00
" " " 100	50
" " " 50	25
" " " pockets 25	1
" " " ½ pockets, 1	1
" grade c.c., 250 pou	1 00
" " " 100 "	50
" " " 50 "	25
" " " pocket	1
" " " ½ pock	1
Tapioca, medium pearl	

CAN

MONTREAL salmon and me farmer practic while in the l have also adv

Labor on th be hard to o Asiatic labor, to go up.

As to the n market for fr in many line Vegetables particular are for the few ol

Peas, standard, doze	
Peas, early June, do	
Peas, sweet wrinkled	
Peas, extra sifted, d	
Peas, gallons	
Pumpkins—3 lb., \$1	
Beans, dozen	
Corn, dozen	
Tomatoes, dozen (O	
Strawberries, dozen	
Raspberries, 2s, do	
Peaches, 2s, dozen	
Peaches, 3s, dozen	
Pears, 2s, dozen	
Pears, 3s, dozen	
Plums, Greengage	
Plums, Lombard d	
Lawtonberries, 2s,	
Clover Leaf and	
1-lb. flats, per doze	
1-lb. flats, per doze	
Other salmon—	
Humpbacks, dozen	
Cohoos, dozen	
Red Spring, dozen	
Red Sockeye, doze	
Lobster Futures—	

THE CANADIAN GROCER

wholesale houses has been disappointing during the preserving season so far.

Montreal and B.C. granulated, in bbls.	85
" " in sacks.	69
" yellow, in bbls.	5 25
" " in sacks.	5 20
Feing sugar, in bbls.	6 25
" " in boxes.	6 45
" " in small quantities.	6 45
Powdered sugar, in bbls.	6 05
" " in boxes.	6 25
" " in small quantities.	6 40
Lump, hard, in bbls.	6 55
" " in 100-lb. casks.	6 55

Foreign Dried Fruits.—All goods are advancing. Limited crop and heavy exportations are sending prices up. California packers have given the trade due warning and it now looks as if their predictions are to be verified. The advances are more marked in California raisins and prunes, although currants and nectarines have been just up a few cents.

Smyrna Sultana raisins, uncleaned, per lb.	0 07	0 12
" cleaned, per lb.	0 09	0 13
Valencia raisins, f.o.s., per case, 28's.	1 45	
" " select, 28's.	1 55	
" " layers, 28's.	1 75	
California raisins, choice seeded in 1-lb. packages.	0 05½	
" " fancy seeded, in 1-lb. packages.	0 06	
" " choice seeded in 1-lb. packages.	0 07	
" " fancy seeded in 1-lb. packages.	0 07½	
Raisins, 3 crown muscatels, per lb.	0 06	0 08½
Prunes—		
25-lb. bx, 90-100, lb.	0 06	0 08
" 80-90 "	0 06½	0 09
" 70-80 "	0 06½	0 09
" 60-70 "	0 07½	0 09½
Prunes, 50-60 "	0 08	
Prunes, 40-50, lb.	0 09	
Silverprunes, ac.	0 09½	0 12½
to quality.	0 09½	0 12½
Currants uncleaned, loose pack, per lb.	0 06½	
" dry, cleaned, Filiatras, per lb.	0 06½	
" wet, cleaned, per lb.	0 06½	
Filiatras, in 1-lb. pkg. dry, cleaned, per lb.	0 08	
Nectarines, lb.	0 12	
Dates, per lb.	0 06	
Hallows, bulk.	0 06	
Dates, packages.	0 06½	
30 in case.	0 04½	0 05
Pigs, per lb.	0 04½	0 05
Pear, lb., lemon.	0 10	
" " orange.	0 11	
" " citron.	0 14	0 18
Pears, per lb.	0 09	0 15
Peaches, stand-ard, per lb.	0 08	
Peaches, choice.	0 09	
Apricots, stand-ard, per lb.	0 14½	
Apricots, choice.	0 15½	
Plums, pitted, lb.	0 11	0 12½

Syrup and Molasses.—Importers and jobbers have become active in moving off a large quantity of syrup recently and the trade is buying now for fall and winter stock. There is always an excellent market in western Canada in the fall for syrup and molasses and the output this year is sure to surpass that of any previous year. The following prices are an advance of 10 cents and are only nominal as it is believed the market will go up several points in the near future.

Syrups—	
24 2-lb. tins, per case.	2 25
12 5-lb. tins, per case.	2 50
6 10-lb. tins, per case.	2 55
3 20-lb. tins, per case.	2 60
Half bbls., per lb.	0 03½
Barbados molasses in 1/2-bbls., per gal.	0 80
Gingerbread molasses, 1/2 bbls., per gal.	0 50
New Orleans molasses, 1/2 bbls., per gal.	0 36

Nuts.—Wholesalers will have a good trade in nuts this fall, and orders are coming in heavily for all nuts just now. The market is firm and peanuts are moving in bulk as high as 14 cents.

Shelled Walnuts, in boxes, per lb.	0 30
" " small lots, per lb.	0 31
" Almonds, in boxes, per lb.	0 33
" " small lots, per lb.	0 34
Peanuts, Virginia, per lb.	0 10
Filberts, per lb.	0 12½

Rolled Oats.—According to the consumption of the two products, the oat crop condition is more serious than that of the wheat. The oat harvest in the west will be small this year, and already the rolled product has shown signs of a high market.

Rolled oats, 80 lb. sacks, per 80 lbs.	1 00
" " 40 " " 40 "	1 05
" " 20 " " 20 "	0 53
" " 80 " " (8, 10s).	2 45

Tapioca and Sago.—There is little activity in the western market just now on these lines. There will be a good output this fall and firmer prices will rule owing to short crop prospects.

Pearl tapioca, per lb.	0 05½	0 06
Sago, per lb.	0 04½	0 05

Beans.—The price has gone down 10 cents due to the large stocks that will come from the east this year. The trade is always heavy for winter stocks of beans, and before the season is far advanced higher prices will rule.

3-lb. picker, per bushel.	2 15
Hand picked, per bushel.	2 25

Evaporated Apples.—This market is growing stronger. The apple crop will not be heavy enough to warrant lower prices than are now being quoted.

25-lb. box, per lb.	0 09½
50-lb. box, per lb.	0 09

BRITISH COLUMBIA MARKETS.

Vancouver, Aug. 11, 1910.

Local eggs have gone up two cents, and are firm at 40c, which means another increase shortly.

California gravensteins are the first new apples on the market. They come in excellent quality, jobbing at \$2.25 and \$2.50 per box. It will not be long before the local article reaches here.

Sugar, standard	5 90	Butter, local	0 30
granulated	5 25	creamery	0 28
Sugar, imported	5 25	Eggs, California.	0 40
Val. raisins, lb.	0 05½	Eggs, local.	0 40
Cal. "	0 07½	Cheese, Ontario	0 14½
Prunes	0 05½	" Manitoba	0 14
Currants	0 06½	Bacon	0 31½
Dried apricots	0 11	Ham, cooked	0 30
Flour, Standard,	7 40	Lard, pure	0 18½
bbl.		Lard, compound	0 17½
Cornmeal, p. 100	2 60	Potatoes—	
lb.	0 03½	Ashcroft, ton.	20 00
Beans, per lb.	0 03½	Local, ton.	5 00
Rice, per ton.	68 00	Cal. Burbanks.	32 00
Tapioca, per lb.	0 03½	Canned Goods—	
Apples, box.	2 75	Peas, Early June	35
Apples, Cal Grav.	2 25	Tomatoes	1 27½
Evaporated		Corn	1 02½
apples	0 06½	Apples	3 40
Butter, Eastern	0 25	Strawberries	1 75
dairy in tubs	0 25	Raspberries	2 02½
Butter, Eastern	0 26	Canned salmon	6 50
dairy, choice.	0 26		

NOVA SCOTIA MARKETS.

Halifax, N.S., Aug. 11, 1910.

Business during the past week improved considerably, the volume of orders coming in from outside points being greater than the previous week. Collections are also improving and general conditions are satisfactory.

Some of the retail grocers this week received large consignments of small tubs of fresh made dairy butter. It is a long time since such quantities of butter in this form reached the market; 22 cents was the price paid for most of this stock.

Native grown tomatoes advanced 2 cents per pound this week. They are now retailing at 18 cents per pound, but at these figures there is only a fair demand.

Old potatoes are about done and the new stock now on the market is selling at \$2.75 per barrel. These potatoes are small, but of good quality.

All lines of fruit are in good demand. Mediterranean oranges are very high, being quoted at \$5.50 to \$6.25, an advance of 50 cents over the previous week. Plums are now down to \$2, and

California pears are quoted at \$3 per box.

There is a marked scarcity of raspberries this season and in consequence prices are high.

Mackerel have again struck in along the coast and some of the fishermen have made fairly good catches during the past week. Mackerel are in exceptionally good demand, as the catch on the U. S. coast this season is small.

Halifax has never had the reputation of being an importer of fish, a special department being the export of this commodity. On board of the steamer Carthaginian, which arrived here the past week, was a shipment of Irish mackerel for Halifax merchants.

There is not much doing in the molasses trade at present, but imports are still coming along. The schooner Victoria recently landed here 210 puncheons, 41 hogsheads and 42 barrels. Sugar declined 10 cents during the week.

Butter—		Pineapples	2 75	3 50
Creamery prints	0 26	Pork, American	30 00	
per lb.		Pork, clear bbl	31 00	
Creamery solids	0 23	Hams smoked	0 18½	
per lb.		Beef, American	23 00	
Dairy, tube, lb.	0 22	Codfish, quintal	5 50	
Bananas	1 75	Herring, pickled	5 00	
Beans, box, wax	2 50	per bbl.		
Fresh eggs, doz.	0 21	Potatoes, new,	2 75	3 00
Sugars—		per bbl.		
Extra Standard,	5 20	Onions, Spanish	0 02½	
granulated		ber lb.		
Austrian, bags,	5 10	Onions, Ameri-	0 02½	
granulated	5 00	can, per lb.		
Bright yellow	4 80	Onions, Bermu-	1 50	
No. 1 yellow	6 75	da, per box.		
Flour h. wheat	6 00	Molasses, fancy	0 36	
per bbl.		Barbados, bbl.		
Flour, Ontario	1 60	Barbados, gal.	0 32	
blends, bbl.	1 65	Molasses, fancy	1 00	1 10
Cornmeal, bag	5 25	Barbados, gal.	0 32	
Rolled oats, bbl.	6 00	Canned goods—		
Fruits—		Peas, std.	1 00	1 10
Lemons, Verdill	6 00	Corn beef, 13.	1 85	
Oranges—		Corn beef, 7s.	3 25	
Val. "	6 25			
Mediterranean.	4 50			

NEW BRUNSWICK MARKETS.

St. John, N.B., Aug. 11, 1910.

Oatmeal advanced 25 cents last week and sugar declined 10 cents. Rolled oats are now selling at \$5.50 to \$5.60 and standard at \$6.10 and \$6.20. Granulated sugar is quoted at \$5.10 to \$5.30 and yellows at \$4.70 to \$5.10. Eggs have advanced to 25 and 26 cents a dozen.

A local wholesale fruit dealer in speaking of the outlook for apples this season said the indications were that the crop of New Brunswick apples would be smaller than usual, while Nova Scotia and Ontario crops looked none too bright. Prices were likely to be higher than usual.

Sugar—		Beans, hand	2 20	2 5
Standard gran.	5 30	picked, bus.	3 50	3 65
Austrian "	5 20	eye, bus.	0 14	0 14
Yellow	4 70	Lard, compound	0 14	0 14
Flour, Manitoba	7 05	lb.	0 14	0 14
" Ontario	6 05	Lard, pure, lb.	0 17	0 17
Cornmeal, bags	1 50	Bacon	0 18	0 20
" bbls.	3 15	Pork, domestic	27 50	28 00
Oatmeal, bbls.	5 50	meas.	26 75	30 00
Std. oatmeal	6 10	Pork, Ameri-	26 75	30 00
Buck wheat,		can clear	1 70	1 80
west grey, bag	2 90	Strawberries,	1 70	1 80
Val. raisins, lb.	0 05½	dozen	6 50	6 75
Cal. raisins, seed-	0 07½	Salmon, case—	6 00	6 25
ed	0 07½	Red spring	6 00	6 25
Currants, lb.	0 07	Cocoa	1 75	1 85
Prunes, lb.	0 05½	Peaches, 2's,	2 85	2 95
Molasses, foy.	0 30	dozen	1 85	1 95
Barbados, gl	0 18	Peaches, 3's,	1 85	1 95
Butter, dairy,	0 18	dozen	1 85	1 95
lb.		Baked beans	1 20	1 30
Butter, cream-	0 23	dozen	3 00	4 35
ery, lb.	0 25	Fish—		
Eggs, new laid	0 25	Cod, dry	4 75	5 00
Eggs, case	0 19	Herring, salt,	0 85	0 90
Potatoes, old	1 25	bbls.	0 85	0 90
" new, bus	6 15	Bloaters, box	1 00	1 05
Canned goods—		Harbour sal-	0 16	
Peas, doz.	1 15	mon, lb.	0 16	
Corn, doz.	0 90	Fresh Gaspereaux, owt.	1 00	
Tomatoes, dz	1 00			
Raspberries,	1 95			
dozen	0 03½			
Rice, lb.	0 03½			

You can Increase your Capital

You put new capital into your business every time you start a customer buying a better grade of tea. The returns are sure.

Just try recommending the 40c. grade of **Red Rose Tea**. You will gain and your customers will gain. Test **Red Rose** and you will be sure there is no other tea in Canada as good value at the price.

It Pays to Recommend

Red Rose Tea

A push on Red Rose
is a push for more business

7 Front Street East,
Toronto, Ont. } Branches
315 William Ave.,
Winnipeg, Man. }

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

THE LATEST CREATION IN BISCUITS.

Rob Roy

(Imported)

Golden Nuggets

The manufacture of these feather-light, healthful Golden Nuggets, is one of the most valuable trade secrets of the present age, and there is only one thing like them—more.

Packed in 10-lb. cases, with display lid, attractive poster, and free bowl.

Winners are popular because they are scarce.

Golden Nuggets jump right into popularity wherever they are introduced.

Eight Hundred Toronto Grocers are Selling Golden Nuggets

Our salesmen are now covering all the principal cities and towns in the Dominion. If they do not visit your store, send us a postal card with your wholesaler's name and address, and we will have a 10-lb. case delivered to you, no matter where your store may be situated.

Golden Nuggets may be served in a hundred different ways, with milk or cream, butter, cheese or fruit, and for soups and stews are unequalled.

SOLE CANADIAN DISTRIBUTORS:

MacGregor Specialty Co.

IMPORTERS OF GOOD THINGS TO EAT

TORONTO - - - ONTARIO



Manu

W. A. JAM
CO

Importers and Roa
Cof

Manufacturers a
"Feather-Light" B

We also carry a
SPICI

Mail orders pro

Cor. Langley an
VICTO

VIC
FRUIT GROWER

The largest packers
class Fruits of all kin

OFFICE AND

COR. WHARF AND YA
Branch at 140 Wat

Wholesale Manu
Correspond

F. R. McIN
Vanceu

When writing ad
tion having seen
this paper.

The Canad
Sandbac

305 St

THE CANADIAN GROCER
 DIRECTORY OF
**Manufacturers, Manufacturers' Agents,
 Brokers, Etc.**
 BRITISH COLUMBIA

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

Importers and Roasters of High Grade
 Coffees.

Manufacturers and Proprietors of
 "Feather-Light" Brand Baking Powder

We also carry a full line of TEAS,
 SPICES, etc.

Mail orders promptly attended to.

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

**VICTORIA
 FRUIT GROWERS' ASSOCIATION**

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

OFFICE AND WAREHOUSES

COR. WHARF AND YATES STS. - VICTORIA

Branch at 140 Water Street, Vancouver.

Wholesale Manufacturers' Agents
 Correspondence Solicited.

F. R. McINTOSH & CO.
 Vancouver, B.C.

When writing advertisers kindly men-
 tion having seen the advertisement in
 this paper.

R. ROBERTSON J. Y. GRIFFIN

R. Robertson & Co.

912-913 Dominion Trust Bldg
 VANCOUVER, B.C.

Wholesale Brokers
 GROCERIES, PRODUCE, FRUITS, GRAINS
 Importers and Exporters

Reference—Bank of Montreal.
 Write us for information about B.C. trade.
 Cable Address—"Robin," Vancouver.
 Codes—A C, 5th Edition; Revised Economy; Modern
 Economy; Utility and Dowling's.

WILLIAM W. DUNCAN

Broker and Manufacturers' Agent
DISTRIBUTING
 Free and Bonded Warehouses
 VANCOUVER - VICTORIA

Keep in mind the dominant
 fact that mankind from
 its first appearance on the
 earth has been schooled by
 nature to look for signs;
 for invitations to taste;
 for suggestions as to what to
 wear. Tell your story
 briefly, forcibly, truthfully,
 and address it through
 the proper media and you
 can successfully apply ad-
 vertising as a means to
 increased distribution.

McLEOD & CLARKSON

Manufacturers' Agents and Wholesale Commission
 Agents

144 WATER ST., VANCOUVER, B.C.

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

Do you want live representation?
 We are in touch with the trade.

Andrews & Nunn

Manufacturers' Agents and
 Wholesale Commission Merchants

Codes—A B C 5th Edition, Western Union

615 Dominion Trust Building
 VANCOUVER, B.C.

Correspondence
 Solicited

Highest
 References

**MORE THAN SEVEN
 THOUSAND** pairs of
 eyes—interested eyes—rest
 on this page fifty-two times
 a year. By the use of an
 inch space an advertiser is
 able to place himself pro-
 minently before nearly one
 hundred pairs of eyes for
 every cent the advertising
 costs him.

The West India Co., Ltd.

The Canadian house of

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

and with agents and correspondents in all British West Indian Islands.

WEST INDIAN PRODUCE

of all descriptions.

WRITE US FOR PARTICULARS, PRICES, ETC.

305 St. Nicholas Building,

MONTREAL

The Productiveness of Jamaica and the Progress Being Made

"It is like gilding refined gold to talk of Jamaica's wonderful productiveness nowadays," says a writer in the British Export Gazette, "and of that market's consequent powers of recuperation after periods of disaster. On the other hand, I cannot allow to pass without a word of appreciation the Administration's action in utilizing present prosperity for the removal of some of the burdens with which trade is afflicted. The customs duties on condensed milk, tools, pumps, fencing and iron roofing are being entirely removed, while that on soap is being reduced by 50 per cent. These duties always have been purely revenue, and in no sense protective, and it is only justice—though I must confess a rare form of justice—that their hampering influence on mercantile operations should be removed at the earliest possible moment. In only too many cases the business community are regarded as the natural bearers of financial burdens and the last to receive official relief or assistance of any kind.

"It is especially satisfactory to note, in this connection, that so much effort is being made in many quarters to secure more capital for the island's industries on the strength of the present upward tendency. When our special commissioner was visiting Jamaica recently he vividly realized how full development was being retarded by lack of financial

enterprise, and the same note was struck by a speaker at the last meeting of the Colonial Bank, who pointed out that to the beautiful climate, rich soil, and cheap labor, it was only necessary to add capitalists willing to plant new areas and instal up-to-date machinery. In this connection, by the way, the proposal to start a central sugar mill near Kingston is taking more definite shape, and is naturally viewed with keen enthusiasm by the planters."

BUSINESS OPPORTUNITY.

FOR SALE—Old established grocery, fruit and crockery business. Best manufacturing town in Canada. Will lease or sell building. Apply to H. P. ECKARDT & CO., Toronto.

Oval Butter Dishes Write us for Prices

Graham Bros. & Co., Kinmount, Ont.



MAPLEINE

(Maple Flavor)

This is a strictly high-grade maple flavor, made of absolutely pure materials, and possesses the genuine rich flavor of the maple.

One ounce of Mapleine makes a gallon of delicious syrup. For manufacturing purposes it is positively unexcelled.

Send for Free Sample

Frederick E. Robson & Co.

26 Front St. E., Toronto



USE PLENTY OF

WILSON'S FLY PADS

on Wednesday afternoons and over Sundays and keep your store as free from flies as possible.

Becoming the Housekeeper's

choice was the logical consequence of Fels-Naptha doing just what its makers claimed: saving work minus boiling and hot water; plus ease, comfort and rapidity.

The wrapper's directions should be attended.



BIG STOCK OF TEA

Our special quotations have attracted a great deal of attention and we have been favored with increased business and inquiries.

We have a large quantity of JAPAN TEAS in stock at 16½, 17½ to 18½c. per pound. CEYLON BLACK and GREEN TEAS at the same price.

Samples and Quotations submitted upon application.

R. Simpson & Co., Cor. Gore and Hughson Sts., Hamilton, Ont.

TELEPHONE 3541

A C

is n

whic

goo

We

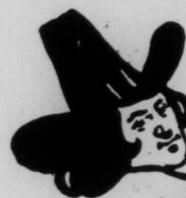
do t

dist

NI

WINN

Storage



A Grand Chance For You!

is now offering to place your goods on the booming Western market.

We are here to tell you of the demand, prospects and opportunities which the West is offering right now, and we are ready to handle your goods for you on a reasonable commission basis. Investigate our position! We have the experience, the business ability and the financial standing to do this successfully. We maintain large track warehouses at all the chief distributing centres and have ample storage accommodation.

Write us your needs and wishes—and do so to-day!

NICHOLSON & BAIN

Wholesale Commission Merchants and Brokers

WINNIPEG REGINA CALGARY EDMONLON FORT WILLIAM

Storage for all classes of merchandise.

Cars distributed from Calgary, Winnipeg, Regina, Edmonton, Fort William

100 per cent. PURE



Here is a recommendation that carries enormous weight with the largest section of the buying public—the people who demand *pure foodstuffs*. We don't have to rely on our own unsupported statement that

“E.D.S.” Brand Jams, Jellies, Grape Juice and Catsup



are as pure as care, skill, up-to-date and sanitary methods can make them. Look after your own interests by sending to the Department of Inland Revenue for Bulletin No. 194. You can have no more forcible recommendation than this to feature “E.D.S.” Brand. Get a copy of this Bulletin to-day. It will open your eyes, and convince you that you'll have to find liberal shelf room for “E.D.S.” goods if you wish to cater for the ‘particular’ customer.

Made by

E. D. SMITH

at his own Fruit Farms—WINONA, Ont.

AGENTS—N. A. HILL, 25 Front St. E., Toronto W. H. DUNN, Montreal MASON & HICKEY, Winnipeg
R. B. COLWELL, Halifax, N.S. J. GIBBS, Hamilton

Reasons for Advanced Honey Prices this Year

Honey Exchange Committee Look Forward to Good Year and Advise Members of Association to Hold Part of Yield for Later Delivery—Temporary Shortage of Pork Products Causes Prices to Advance Slightly While Live and Dressed Hogs are Quoted Much Lower—Rest of Markets are About Normal.

The general provision markets show easier prices for live hogs as the result of rather plentiful supplies, but pork products in the most cases are slightly higher due to temporary short supplies. General trade is said to be good with bacon considerably on the increase. Compound lard has advanced a half cent a pound owing to the advance in the price of oils.

Butter in the west is lower in production than last year due to drought. There is a good demand also in the east where shipments of cream across the border are steadily growing. To build up an export trade lower prices are a necessity on this side of the water.

Cheese has been rather quiet during the week. In the majority of places production keeps up and the price at country points has passed the eleven cent mark.

Up to the present honey seemed to be opening on a strong market. Some members of the trade state that they are still feeling the effects of the strike although conditions are rapidly reaching their former state.

MONTREAL.

Provisions.—Hogs are more plentiful this week, and as a result prices of both live and dressed are 50c lower. A few minor changes in other lines have taken place, but nothing of any great moment. Trade is said to be very good for this time of year and is steadily on the up-grade. Dealers are optimistic over the outlook.

Bacon trade has showed the best increase lately, although all lines have had their share.

Pure Lard—	
Boxes, 50 lbs., per lb.	0 15 1/2
Cases, tins, each 10 lbs., per lb.	0 15 1/2
" " " " " " " "	0 15 1/2
" " " " " " " "	0 15 1/2
Pails, wood, 20 lbs. net, per lb.	0 15 1/2
Pails, tin, 20 lbs. gross, per lb.	0 15 1/2
Tubs, 50 lbs. net, per lb.	0 15
Tierces, 375 lbs., per lb.	0 15
Compound Lard—	
Boxes, 50 lbs. net, per lb.	0 13 1/2
Cases, 10-lb. tins, 50 lbs. to case, per lb.	0 13 1/2
" " " " " " " "	0 13 1/2
" " " " " " " "	0 13 1/2
Pails, wood, 20 lbs. net, per lb.	0 12 1/2
Pails, tin, 20 lbs. gross, per lb.	0 12 1/2
Tubs, 50 lbs. net, per lb.	0 12 1/2
Tierces, 375 lbs., per lb.	0 13
Pork—	
Heavy Canada short cut mess, bbl. 35-45 pieces	29 00
Bean pork	24 00
Canada short cut back pork, bbl. 45-55 pieces	29 00
Clear fat backs	22 00
Heavy flank pork, bbl.	21 00
Piece beef, 100 lb. bbl.	18 00
" " " "	20 00
" " " "	20 00

Dry Salt Meats—	
Green bacon, flanks, lb.	0 16 1/2
Long clear bacon, heavy, lb.	0 16 1/2
Long clear bacon, light, lb.	0 16 1/2
Hams—	
Extra large sizes, 25 lbs. upwards, lb.	0 17
Large sizes, 15 to 25 lbs., per lb.	0 16
Medium sizes, 10 to 15 lbs., per lb.	0 15
Extra small sizes, 10 to 15 lbs., per lb.	0 21
Bone out, rolled, large, 16 to 25 lbs., per lb.	0 19
" " " " " " " "	0 21
Breakfast bacon, English, boneless, per lb.	0 21
Window bacon, stoned, back, per lb.	0 22
Spiced roll bacon, boneless, short, per lb.	0 18
Hogs, live, per cwt.	09 75
" " " " " " " "	13 50

Butter.—For the first time in the history of the Eastern Townships they have sent in to Montreal for butter. The

order was received by a local house from Beebe Plains, Que. The reason given for the order was the inability to obtain sufficient cream, owing to the amount going to the States. This goes to show that this trade is increasing, though not much fuss is being made over it.

Receipts for the week are 14,666 packages as against 17,419 packages same week last year. For the season they are 235,434, as against 211,561 same week last year.

New milk creamery	0 23 1/2 0 24
Dairy, tubs, lb.	0 21 0 22
Fresh dairy rolls	0 21 0 22

Eggs.—Eggs are still arriving freely, and yet they seem to be absorbed without any difficulty. There was a decided fear that arrivals would be too numerous, but consumption seems to have kept pace very well. New laids are somewhat scarce and the price has gone up 1c.

Receipts for the week are 6,061 cases as against 4,729 same week last year. For the season they are 123,179, as against 125,306 same season last year.

New laids	0 26
Selects	0 23
No. 1	0 20

Cheese.—The cheese situation is the quietest it has been for some months past. There is somewhat of a weaker tone to the market, on account of the decided falling off in demand. However, as yet there has been no change in prices.

Receipts for the season are somewhat less than last year, 83,893 boxes, as against 88,117 same week last year. For the season they are 929,667 boxes, as against 958,685 boxes same season last year.

Quebec, large	0 11 1/2
Western, large	0 11 1/2
" " " " " " " "	0 12
" " " " " " " "	0 12
Old cheese, large	0 13

Honey.—Honey is proving rather more popular than for some time past, as the new stock comes on the market. The crop promises to be small, but of good quality, and as a result there is more desire among dealers to lay in better stocks. Prices are unchanged.

White clover comb honey (nominal prices)	0 15 0 17
Buckwheat, strained	0 08 1/2 0 09
Clover, strained, bulk, 50 lb. tins	0 11 0 11 1/2
Buckwheat comb	0 12 1/2 0 13

TORONTO.

Provisions—during the past week there was a sharp decline in the price of live and dressed hogs. The deliveries were liberal, and no difficulty was experienced in securing the live hogs. However, the prices of bacon and other products showed slight increases. This was accounted for by the short stocks of pork products. The advance is hardly expected to be held in the face of low

prices in the primary market. The demand for these goods continues firm.

Long clear bacon, per lb.	0 16 1/2
Smoked breakfast bacon, per lb.	0 20
Pickled shoulder	0 13 1/2
Roll bacon, per lb.	0 16 1/2
Light hams, per lb.	0 15 1/2
Medium hams, per lb.	0 15 1/2
Large hams, per lb.	0 16 1/2
Cooked hams	0 22
Fresh shoulder hams	0 13
Shoulder butts	0 17
Bacon, plain, per lb.	0 20
" " " " " " " "	0 21
Heavy mess pork, per bbl.	28 00 29 00
Short cut, per bbl.	30 00 31 00
Lard, tierces, per lb.	0 14 1/2
" " " " " " " "	0 15
" " " " " " " "	0 15 1/2
" " " " " " " "	0 13
" " " " " " " "	0 13
Live hogs, at country points	8 40
Live hogs, local	8 75
Dressed hogs	12 00 12 25

Butter.—The week has witnessed but little changes in the butter market. Production still keeps at a fairly high figure, and dealers state the quality is improved. Prices are stationary.

Fresh creamery print	Per lb.	0 25 0 24
Farmers separator butter		0 21 0 21
Dairy prints, choice		0 18 0 18 1/2
No. 1 tubs or boxes		0 19 0 19
No. 2 tubs or boxes		0 17 0 18

Eggs—Wholesale produce men state that the receipts of newly laid eggs are fairly plentiful. The market is quite strong, owing to a continued good demand.

Selects	0 22 0 23
Fresh eggs, doz.	0 20 0 21
Second grade, doz.	0 17 0 18
Chips, doz.	0 16

Cheese.—The cheese market, locally, has been rather quiet during the past week. Old cheese is gone and the demand for the new stocks is not of the heaviest. Prices remain unchanged.

Old cheese	White	0 14	
Large	0 12 1/2	New cheese	
Twins	0 13 0 13 1/2	Large	0 11 1/2 0 11 1/2
Stiltons	0 15 0 15	Twins	0 11 1/2 0 11 1/2

Poultry—Easier prices are noticed in this market. Supplies are, if anything, more liberal, and the demand has not improved to any appreciable extent.

Spring broilers, live	0 13 0 14
Hens, per lb. live	0 11 0 12
Turkeys, per lb., large, dressed	0 15 0 15
Spring duck, lb., live	0 10 0 11

Honey—There are many indications of a strong market in honey. Recent reports about short supplies are not borne out by the meeting of the Honey Exchange Committee in connection with the Ontario Beekeepers' Association. It was reported then that there has been an increase of 60 per cent. in the number of hives in the province. It was also stated that there is practically no old honey left on the market. The average production per colony is slightly lower than that of last year, but this should be met to a large extent by the new hives. While the crop in the western and centre parts of the province, where the bulk of the marketable honey is produced, is lower than last year's, there is a much larger crop in the eastern counties, which has kept up the average. It might be said that if the production is below that of last year, the difference can scarcely be appreciable. However, the conditions of the other market are such that it is believed the demand will be greater than last year and prices will likely be higher.

Clover honey, extracted, 50 lb. cans	0 10 0 10 1/2
" " " " " " " "	0 10 1/2 0 11
" " " " " " " "	0 10 1/2 0 11
" " " " " " " "	1 75
Buckwheat honey, lb.	0 08

THE CANADIAN GROCER

WINNIPEG.

Lard—The trade is weak just now and prices are not firm, several attempts have been made to revive the market, and it is expected that prices will be higher within a few weeks.

Pure, 20-lb. pails.....	3 30
" 5-lb. tins, 60-lb. cases.....	10 10
" 10-lb. tins, 60-lb. cases.....	10 00
Compound, 20-lb. pails, per pail.....	2 50
" 5-lb. tins, 60-lb. cases.....	8 50

Butter—Jobbers claim that the supply of dairy butter is fully 25 per cent. less than that of last year, due to drought. Creamery is selling for 24 cents this week, but firmer than usual. Dairy No. 1 is jobbing from 21 to 22 cents, and No. 2 at 17½ cents.

Eggs—The egg demand has weakened and prices, are not firm. Western shipments have fallen off somewhat. Supplies are quite plentiful, and the jobbing price is 20 cents.

Cheese—An excellent cheese trade is reported from all parts of the country. Manitoba stuff is firm at 12½, and the Ontario product is selling freely at 14 cents.

INFORMATION FOR BUYERS.

Supplied to the Trade by Sellers.

C. H. Lee, manager of the Canada Spice & Grocery Co., Ltd., London, Ont., is at present visiting Winnipeg and other western centres in the interests of his firm. He is finding business good in spite of adverse crop prospects in some sections. He says that business men generally are optimistic, having implicit faith in the future of the west.

The Joseph Campbell Co. have just struck off a proof sheet, showing their new free electrotypes for dealers. There is a peculiar advantage about them. Instead of being entire advertisements allowing room for nothing but the dealer's name to be inserted, these cuts are in the form of headings and "eye-catchers," under which the dealer's own advertising can be printed. The advantage of this can be seen at a glance. A number of articles can be advertised along with such a cut, even in a small space. Their artistic quality is above criticism, like all such work by the Joseph Campbell Co. Every dealer who sells Campbell's Soups should read the offer to send these cuts free, and be prompt in sending for his share of electrotypes because they are bound to increase his sales of this profitable commodity.

BUSINESS NOTES.

Recent Changes in the Grocery Trade Throughout the Dominion.

Ontario.

Jos. A. Wilson, grocer, Chatham, Ont., has assigned.
W. F. McQuestion, grocer, Ottawa Ont., has retired.
W. T. Fullerton, grocer, Toronto, Ont., has assigned.
W. A. Dulmage, grocer, Harriston, Ont., has assigned.

Wm. Halliday, grocer, Ottawa, Ont., is retiring from business.

Christakos Bros., grocers, etc., Hailbury, Ont., have assigned.

George Spearin, grocer, London, Ont., suffered loss in a recent fire.

Morrow & Morgan, grocers, etc., Goderich, Ont., have sold to J. W. Vannatter.

Quebec.

S. A. Collette, grocer, Montreal, has assigned.

Wylie & Rice, grocers, Montreal, have assigned.

Ernest Lafrance, grocer, Quebec, Que., has assigned.

The assets of V. L. Mucci, grocer, Montreal, are to be sold.

Ares & Fleury, general merchants, St. Cesaire, Que., have registered.

Caroline Martineau, grocer and confectioner, Quebec, Que., has registered.

J. H. Saunders & Co., general merchants, Robinson, Que., have dissolved.

Alfred Lanctot & Fils, general merchants, Sherbrooke, Que., have registered.

Maritime Provinces.

J. J. E. McKinnon, grocer, Glace Bay, N.S., has assigned.

White & Co., general merchants, Westville, N.S., have assigned.

Norman McDonald, grocer, Fredericton, N.B., has sold to Yerxa Grocery Godard Bros., general merchants, Elgin, N.B., offer to compromise at 50 p.c. cash.

Western Canada.

A. Ingram has opened a grocery business in Winnipeg.

M. Denis has opened a grocery store in Edmonton, Alta.

Wilfred Bonin has opened a general store at Inwood, Man.

S. Weinstein, grocer, Winnipeg, Man., is succeeded by B. Grand.

Saunders Bros. have opened a general store at Grandora, Sask.

H. M. Sutherland has opened a general store at Kindersley, Sask.

A. M. Tolson, grocer, Vancouver, B.C., has sold to W. Fleming.


B. F. Bray, general merchant, Foam Lake, Sask., has sold to B. Rosenfeld.

E. J. Moore, general merchant, Homewood, Man., has sold to R. L. Babb.

J. G. Cheyne & Son, grocers, Melita, Man., have sold to A. T. Button & Co.

Patterson & Brown, grocers, Richardson, Sask., have sold to G. E. Campbell.

A meeting of the creditors of Readman Bros., grocers, Winnipeg, Man., has been held.



Buy
Anchor Brand
Flour and you
will not want
your money
back; all de-
lighted; all trade
bringers, no complaints or quibbles about
quality. Join the happy throng. 16

Anchor Brand Flour

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



advertisi
trade. F

MAGIC
made in

Winnipe



You can

and n
The McCaskey
Sixty Thousand mer
McCaskey System
ING it does every
books, journals, le
We have a booklet cal
It is free for the asking

DOMINI
Man

96-104 Spadin



The Dealer Benefits.

The retailer is realizing more and more the assistance that is given to him by the manufacturer that advertises his goods extensively. Such goods are demanded by the trade, which means quick sales and good profits. Eight-sheet posters are now being used in Ontario advertising Magic Baking Powder and should be of great benefit to the trade. Profit is good when purchased in proper quantities.



MAGIC BAKING POWDER CONTAINS NO ALUM.

MAGIC is a medium-priced baking powder and the only well-known one made in Canada that does **NOT** contain Alum.

E. W. Gillett Co. Ltd.

Winnipeg.

TORONTO, ONT.

Montreal.

Why are You Not at the Ball Game?



You can take an afternoon off

and not be worried about your accounts if you use

The McCaskey Account Register System First and Still the Best

Sixty Thousand merchants in Canada, United States and abroad say The McCaskey System saves time, labor, worry and money. WITH ONE WRITING it does everything accomplished with from three to five writings in day books, journals, ledgers, etc.

We have a booklet called "System" that you should have. It is free for the asking.

DOMINION REGISTER CO., Limited

Manufacturers of Duplicating and Triplicating Sales Books in all varieties.

96-104 Spadina Avenue - TORONTO, Can.

Clark's Pork & Beans

For Outdoor Occasions

When your customers are outfitting for a camping, boating or picnic party, nothing on your shelves will be more acceptable to them than Clark's Pork & Beans, or Clark's other Meats.

Wm. Clark - Montreal

Manufacturer of High-Grade
Food Specialties

Rolled Oats Market Presents Tone of Firmness

Price of Oats is High as Result of Poor Yield in the West—
at Advanced Figures Market Holds and Trade Looks for Higher Figures—More Confidence is Shown in Flour Market.

Confidence in Canada's grain crops is being gradually restored and the question is being asked as to why the first reports should have been of such a stampeding nature. According to some westerners the United States press originated the stories in an attempt to arrest the exodus of farmers into Canada. After the wildness of the stories was lost upon the facts of saner reports the extent of the western crops began to climb the ladder down which it had so rapidly slid until now it is believed that the three provinces will produce at least 90,000,000 bushels. High prices will have a certain effect in discounting any light yield. Bradstreet's states that the first car of new wheat to arrive in Winnipeg recently showed excellent quality and sold at \$1.01 a bushel. The market has not changed materially during the past week, but there is a slight improvement in the demand for export.

There is a firm tone to the rolled oats market in sympathy with the strength in the primary market. The oat crop has suffered more severely than the wheat, at least reports from the west are to that effect and prices have been advanced on the strength of it. Dealers report an encouraging demand for rolled oats and state that the export trade and the promises of it are good.

MONTREAL.

Flour.—Winter wheat flours are scarce and prices are firmly maintained, but there is so little to be found that there seems to be a higher tendency in the market. The demand for spring wheat continues fairly good, with prices unchanged.

Export demand is light this week, but some inquiries are reported.

Winter wheat patents, bbl.....	5 75
Straight rollers, bb.....	5 80
Extra, bbl.....	5 50
Manitoba spring wheat patents, bbl.....	6 30
strong bakers, bbl.....	5 80

Rolled Oats.—All lines of rolled oats are higher on account of reports of a shortage in the western oat crop. The new oatmeal price is \$2.70, an advance of 27½¢ over last week. This change in the situation has given trade a distinct stimulus.

In cornmeal there has been also an advance. This is thought to be due rather to an increase in demand than to any crop reports, although there seems to be rather a shortage at present.

Fine oatmeal, bags.....	2 70
Standard oatmeal, bags.....	2 70
Granulated ".....	2 70
Golddust cornmeal, 98-lb. bags.....	2 10
Bolled cornmeal, 100-bags.....	1 90
Rolled oats, bags, 90 lb.....	2 45
barrels.....	5 10

TORONTO.

Flour.—Blended flour is now quoted at prices higher than straight roller or patents. Local business remains fair. Reports regarding Ontario wheat are bright and the expectations for a heavy yield will undoubtedly be realized.

Manitoba Wheat.	
1st Patent, in car lots.....	6 20
2nd Patent, in car lots.....	5 70
Strong bakers, in car lots.....	5 50
Feed flour, in car lots.....	3 10
2 cents dearer in bbls	3 30
Winter Wheat.	
Straight roller.....	4 25 5 25
Patents.....	4 80 5 35
Blended.....	5 00 5 15

Cereals.—Rolled oats are firm at their higher price and it is expected that under the circumstances they will go still higher. A slight advance in standard oatmeal has been made this week and altogether this market shows every sign of strength.

Rolled oats, small lots, 90 lb. sacks.....	2 45
25 bags to car lots.....	2 35
Rolled wheat, small lots, 100 lb. brls.....	3 10
" 25 brls. to car lots.....	3 00
Standard and granulated oatmeal, 18 lb. sacks.....	2 70

COMPARISON OF PRICES.

Present Quotations on Staples and Those Which Existed a Year Ago.

Variation in the price of staple articles is always a matter of interest to grocers. The changing season with their changing conditions affect in many ways the general markets but the grocer is apt to forget them. In the list published herewith will be found quotations on some of the most important staples. In the one column are the existing prices of the present week, in the next those that were quoted six months ago are given, and in the third column are the prices of a year ago. It will be seen that in no instance was there a steady price through the entire year. As has been pointed out frequently during the last six weeks, lemons are hovering at a high price, but it is only when a comparison is made with the figures of a year ago that the real difference is realized.

The prices following are Montreal quotations:—

	Aug. 11-09	Feb. 11-10	Aug. 11-10
Sugar			
Standard	4.60	4.80	5.10
Eggs, fresh .....	.25	.35	.25
Butter, creamery .....	.23½	.25½	.23½
Butter, dairy .....	.18	.22½	.21
Bacon, roll .....	.16	.18	.20
Lard, in pails .....	.15½	.16	.15½
Compound .....	.10½	.12½	.12½
Lemons, case	2.75-5.00	3.25	5.50-6.00
Oranges, case	3.50-3.75	4.50-5.20	5.50
Flour			
Man. Patents	6.30	5.80	6.30
Rolled oats, bags	2.65	2.40	2.20
Potatoes, old bag .....	.90-1.00	.65-.75	.25-.30

The American Merchants' Company, with headquarters in Long Island City, has been incorporated under the laws of New York, the purpose, it is said, being to combine the retail grocers of Greater New York and vicinity in a co-operative organization to buy from manufacturers at lower prices.



There's a difference in the taste of a "Perfection" Cracker which distinguishes it from every other Soda Biscuit.

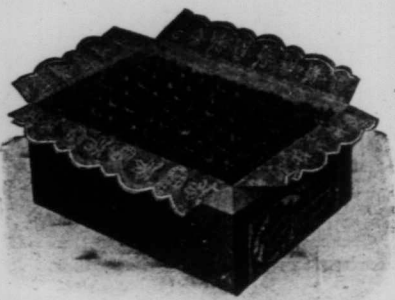
The difference begins by the better mixing of the choicest materials, and by the better baking of the biscuit in modern sanitary ovens.

The difference is protected and preserved for your customer by the package of the biscuit, which effectively retains the freshness and excludes all dust and dirt.

Replenish your stocks to-day.

The
MOONEY BISCUIT & CANDY CO., LTD.
Stratford and Winnipeg

Keep in mind the dominant fact that mankind from its first appearance on the earth has been schooled by nature to look for signs; for invitations to taste; for suggestions as to what to wear. Tell your story briefly, forcibly, truthfully, and address it through the proper media and you can successfully apply advertising as a means to increased distribution.



A Come-Back Proposition

That's the kind you want in every department.

But in your Candy Section especially is it advisable to have a particular brand, a special line, that will bring customers to your store again.

There's a "something" about our

Chocolate "BORDO"

that seems to guarantee a "come-back," for customers never tire of its deliciousness.

You can readily see how it is to your advantage, in more ways than one, to have it in stock at all times.

By postaling us you can secure a trial supply on short notice.

The Montreal Biscuit Co.
(The Originators)
Brewster Ave.
MONTREAL

TRUMILK

IS FULL CREAMED CANADIAN MILK IN POWDER FORM

MILKSTOCK

IS FINEST SEPARATED MILK IN POWDER FORM

These products are made by the latest and most up-to-date process at our own plant in Oxford County, are free from chemicals, preservatives or adulterations, and are the most convenient form in which milk can be got. For sale by all wholesalers. For further particulars apply to the

Sole Manufacturers

Canadian Milk Products, Limited

MAIL BUILDING, TORONTO

52 Highest Awards in Europe and America

WALTER BAKER & CO.'S

CHOCOLATE & COCOA

Registered
U. S. Pat. Off.

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

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

WINDSOR SALT

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

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

W. H. ESCOTT

WHOLESALE
Grocery Broker
141 BANNATYNE AVENUE
WINNIPEG
COVERING
MANITOBA and SASKATCHEWAN
CORRESPONDENCE SOLICITED

MAPLE SYRUP!

Small's Maple Leaf Brand
is the Standard the world over.
CANADA MAPLE EXCHANGE
Montreal

Cheese for 5000 Grocers

Roquefort, Gruyere, Camembert,
Oka, Parmesan, Idam, Stilton.

WE ARE SPECIALISTS FOR THE TRADE.
Write, Wire or Phone.

THE ST. LAWRENCE GROCERY
395 St. Lawrence Boulevard Montreal

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 Dellel us in flavor; prices just right.

FRA N K L. BENEDICT & CO., Mon treal
Agents.

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

ROLLED OATS

FLAKED WHEAT and OATMEALS
Bags or Barrels. Car or Broken Lots.

WRITE FOR QUOTATIONS.
Prompt attention to all orders.

J. W. EWEN - Uxbridge, Ont.

FEATHERS WANTED

Highest prices paid for feathers of all kinds. Must be clean and free from quills. Prompt remittance

WRITE TO
P. POULIN & CO.
39 Bonsecours Market, - Montreal
WE SELL FEATHERS TOO

THE HODGSON GUM CO.

898 St. Lawrence St. MONTREAL

Makers of High Class Gums at Popular Prices. Write for Samples and Quotations.

We make special brands to order.



Have You The Builder's Itch?

WHEN get it, Brother Grocer. The successful men have it—this divine unrest, the keenness to grasp the passing opportunity.

Don't be satisfied with the puny profits when you might lead the procession. Are YOU at a standstill—have you exhausted the buying possibilities of your people—is consumption at its maximum?

Where there's no gain, Brother Grocer, there is a loss.

You must go on and on—*forever you're up against your own record.*

The only difference between your flour and your competitor's is the demand—and *quality* makes that.

Every increase in his sales—his profits—is a *decrease* in the sales and the profits which *might* be YOURS.

Can't you see it *that way*, Brother Grocer?

You can't increase flour sales, you say? Your population is not increasing? Surely there's no Race Suicide so near home!

How do you know FIVE ROSES can't help YOU—if you have never tried FIVE ROSES?

You've not had the Quality you should have, because, you see, people tried to serve you with *what they had to sell* rather than with *what you need*.

Many thought like you—that they had reached the limit, their sales had reached the maximum of consumption, had not varied for years—they had their share—

Till they tried FIVE ROSES.

And this Builder's Itch took hold—and they got hungry for *new* business while quality steadiness held their *old*. And the gain in sales—net profits—came to them *naturally*, not in spectacular sprints, but in a steady, unrelenting progress, and their turnover suffered not at all even in years of commercial depression.

It *has* been done, Brother Grocer, it is *being done every day*.

Let FIVE ROSES surprise YOU—connect with this bigger proposition, this profitable feature which can be yours.

Act now, in the living, breathing TO-DAY.

LAKE OF THE WOODS MILLING CO., LTD.

Makers of FIVE ROSES Flour
Montreal

FIVE ROSES FLOUR

5⁰⁰
A DAY **Your Spare Time!** **5⁰⁰**
A DAY

Are you making any use of your spare time? Most everyone is willing to do a little extra congenial work if the way is made plain and the money good enough.

EARN \$5.00 A DAY!

Sounds big, eh? But it's not more than you can earn working for

BUSY MAN'S MAGAZINE

Canada's Leading Monthly.

We want Salaried Agents in every town. Are you going to be the first in your district? We give a most liberal commission on all orders.

Subscription, \$2 00 per year. Write for details of our proposition and

DO IT NOW.

5⁰⁰
A DAY **Busy Man's Magazine**
University Avenue, Toronto **5⁰⁰**
A DAY

Claims

Pr
or
er
E

Considera
cost of livin
blamed, res
meat, eggs,
the produce
the cold sto
able censur

As for e
of these c
to do with
trouble, ho
much as th
ject to a g
ensures a
with the hi
there may
cott of egg

Why sho
eggs that
mon eggs?
producer, r
cold storag
tem.

It is al
system fro
consumer's
long and t
weather, r
ably 90 pe
duced on
rule is to
ly egg pe
store, whe
goods. In
no discrimin
into one f
clean eggs
ing the w
ceives say
farm is v
careful, at
the week
the peddl
finds all ki
all stages
15 cents
not care
and the p
paid by
more egg
peddler v
customers
thing with
all had a

As long
there are
was at
when a w
done with
couldn't
them at

Only
A case
supposed
examinat
about 300
20 rotter

Claims the System of Buying Eggs to be at Fault

Professor at Macdonald College, Quebec, Gives His Opinion on Why He Maintains That Eggs are too High to the Consumer—Incidents That go to Show How Producer Includes Bad Eggs With the Good.

By Prof. F. C. Elford.

Considerable has been said about the cost of living, one thing and another is blamed, reasons have been given why meat, eggs, etc., are so high, some blame the producer others the middlemen, while the cold storage comes in for considerable censure.

As for eggs and dressed poultry, all of these causes may have something to do with the present high prices. The trouble, however, is not the price as much as the quality. One does not object to a good price if the paying of it ensures a good article, but when along with the high price the quality is poor, there may be some reason for the boycott of eggs.

Why should ordinary eggs be so high, eggs that are not guaranteed, just common eggs? The fault is not all the producer, nor is it all the buyer or the cold storage, but it belongs to the system.

It is almost needless to follow this system from the poultry yard to the consumer's table. It is very often a long and tedious trip, and in the warm weather, must be very trying. Probably 90 per cent. of the eggs are produced on the farm where the general rule is to dispose of them to the weekly egg peddler or take them to the store, where they are sold or traded for goods. In each case there is little or no discrimination. The peddler drives into one farm and gets 20 dozen good clean eggs that have been gathered during the week. The farmer's wife receives say 15 cents a dozen. The next farm is visited, here they are not so careful, and very often the hunting of the week's eggs are left until the day the peddler comes. Upon arrival he finds all kinds of eggs, good and bad and all stages between—they are bought at 15 cents a dozen. The producers do not care so long as they can sell them, and the peddler does not care as he is paid by the dozen for collecting, the more eggs the better. I heard of a peddler who was fond of telling his customers, that he would take "anything with a shell on, dirt and all, they all had a bath."

As long as buyers will accept these there are farmers who will sell them. I was at a meeting a few weeks ago when a woman asked, "what was to be done with stale or rotten eggs, if she couldn't sell them, she wouldn't eat them at home."

Only 30 Per Cent. New Laid.

A case of eggs came in the other day supposed to be absolutely new laid. On examination it was found that out of about 300 eggs, there were 90 new laid, 20 rotten, and the rest from stale to

bad. On investigation, one woman, though she declared her eggs were fresh, at last admitted that she had put in some that may not have been good, but she didn't think it made any difference, as the eggs were being shipped away. It seems as if people have a different standard of morals when it comes to selling eggs.

Here then is the first fault in the system, the lack of that fine discrimination on the part of the producer. I wouldn't say that all people who sell bad eggs are dishonest. Many are, but they have been trained to it by the system, and this training process has been most thoroughly done all along the line.

We know how the country merchant is handicapped. A good customer comes in with 10 dozen eggs: of course, they are all fresh, but the store keeper knows they are no better than the last lot. He knows that hens do not lay so many more shiny-looking and discolored eggs during harvest and threshing time, but he can't speak for fear of losing trade. He can console himself with the thought that the wholesaler takes them case count anyway. And so it goes on. With some there seems to be a secret jubilation after having been paid for 20 dozen "fresh" eggs, 10 dozen of which were found under the stack.

Relation to Cost of Living.

What has all this to do with the cost of living or the high price of eggs? Let us look a little further. The good eggs from your farm and the bad eggs from mine find themselves in the same boxes, piled up in the same hot room waiting for the weekly trip of the wagon that collects for the wholesale house. My lot of eggs have been laid for from one to seven days, kept possibly not in the best of condition. They may reach the store just after the wagon has left, and must wait another week. Store room is not always the best, and by the time they are on the second wagon, the fertile eggs are well on to the broiler stage, the infertile eggs have partaken of the odors of the stale eggs, and groceries until the best of them are hardly fit for food. When they arrive at the wholesale storehouse they are from one to three weeks old. There they are candled and sorted into various grades.

A produce man told me the other day that at this time of the year they counted on from 2 to 6 dozen in every case, as being absolutely bad; none of them are good. The wholesaler, however, has no intention of losing on these eggs, and has set his prices accordingly. The same price is paid for all, but he hopes that there will be enough good to make

his own and a margin. He therefore has to charge the city retailer who buys a case of eggs, the first price paid to the farmer, 2 or 3 commissions, cost of transportation, cost of candling and value of eggs sorted out and sent to the dump. This extra price has to be charged for eggs that are far from their best.

This is the main reason why so many, even high-priced eggs are unsatisfactory, and they will remain so until the whole system is changed. There is no reason why the eggs the consumer pays for should be so long on the way and subjected to such conditions.

Seventeen Cents Thrown Away.

A bulletin issued by the United States Government is authority for the statement, that when the Iowa farmer is paid 15 cents for his eggs on the farm, the consumer pays 25 cents, or in other words it takes 10 cents to market a 15-cent article. This results in a loss to both ends of the industry, the producer pays his share of these commissions, and the consumer not only pays his share, but has to receive less value for his price. This same authority says that there is a loss through carelessness of at least 17 per cent. Our conditions are no better than this, so for every dollar the consumer pays for eggs, there is 17 cents of it actually thrown away. This amount is made up as follows: Dirties, 2 cents; breakages, 2 cents; chick development and rotten eggs, 7½ cents; stale eggs, 5 cents; bad flavored eggs, ½-cent, total 17 cents.

Continued Next Week.

COURTESY IN BUSINESS.

"I am not treated everywhere the way I am here," remarked a traveler recently to a grocer with whom he was well acquainted through years of business relations.

They were talking upon the changing conditions in business and the demand for the real gentleman in every walk of business life.

The traveler was saying: "Ordinary courtesy is at last finding the place it deserves in business. There is no pedestal for the uncivil boor these days. Business men are demanding men whose demeanor is of the considerate quality.

"In the grocery business the personal element is undoubtedly an important factor and yet there are many grocers imagine that it is an element of good business to be gruff and short. It is just one of the little things, one of the trifles but it helps your business methods. It assists your advertising and is really one of the bonds which keep your customers with you. Kindliness is really kingliness these days."

Estimates of the olive crop in France indicate a yield of about half the normal size, although some place it as low as one-third.

Canadian Fruits

Raspberries, a few still coming
Lawtons Peaches (early)
Plums

Canadian Vegetables

Tomatoes Cucumbers
Egg Plant Celery

Fancy Oranges
Lemons and Bananas

Watermelons

California Peaches
Pears and Plums

McWILLIAM

Mc. AND E.
EVERIST

25-27 CHURCH ST. - TORONTO
Carload Importers

What grade of
Lemons do YOU
want?

The best are
branded

"St. Nicholas"
and
"Home Guard"

Ask your jobber

J. J. McCABE

AGENT

32 Church Street, Toronto.

Canadian Grown Peaches will Soon be Plentiful

Fruitmen Expect An Average Crop—But Earlier Expectations Will not be Realized—Should Be Most Plentiful in Another Week—Tomatoes are Moving Well But Not a Full Crop is Looked For—Warm Weather Will Boost Price of Lemons—Halibut up to Ten Cents Again.

Canadian grown fruit and vegetables are gradually crowding out all the imported stocks. Among the most recent to appear for the first time this year are peaches of which it is stated there will be a good average crop, but there will not be the yield that was expected when the trees were in bud. In about another week or ten days peaches will, as far as Ontario is concerned, begin to be shipped profusely and will reach their best. British Columbia reports excellent crops in every variety of fruit.

Oranges are firm and are enjoying a steady trade. The weather has lost its torridness and the lemon market weakened. However, the general opinion is that it is more than holding its own and if warm weather returns high prices may be expected.

Tomatoes are being received now and are bringing a fair price. A recent report estimates the St. Catharines crop at but little more than half the average. California fruit of good quality is still coming in. Pears, plums, grapes, etc., packed in a commendable manner are being brought into the country and are meeting a good demand at rather high prices. Canadian harvest apples are now on general sale. The reports regarding the new apple crop are not wholly satisfactory. In fact the reports speak of small production this fall.

Raspberries were dear this year, though the crop was good. Too many were shipped to the west and other points for the price to stay low. The day of cheap raspberries and strawberries is rapidly passing, and owing to the improved transportation facilities and increased demand for these popular fruits, it will not likely come back again.

MONTREAL.

Green Fruits.—Green apples are coming in freely now, and prices are lower. Per bbl. they bring \$2.50 to \$3.50 and the demand is good at this price. Other lines such as melons, Delaware grapes, and peaches are more plentiful and as a result prices are lower.

Lemons are lower, being now \$5.50, and the sale is good at this price.

The only line showing scarcity is small fruits, such as berries of all kinds. The season is about through for most of them. Even the few finding their way to the market are of indifferent quality, and are slow of sale.

Apples—	Limes, per box.....	1 00
Green, bbl.....	Lemons.....	5 50
2 50 3 50	Musk melons, per	
Bananas crated,	basket.....	3 75
bunch.....	Oranges—	
2 00 2 25	California, late	5 50
Blueberries, box.....	Valencias.....	5 50
0 75 2 00	Pineapples—	
Blueberries, large	Florida, case.....	5 50
1 75 2 00		
Cherries, basket.....		
1 25 1 50		
Gooseberries, gal.....		
0 30 0 50		
Cranberries, bbl.....		
11 00		

Cocoanuts, bags.....	4 25	Raspberries, qt.....	0 12 0 15
Grape fruit—		Plums.....	1 75 2 25
Florida, box.....	9 00	Peaches.....	1 25 1 10
Grapes, Delaware		Pears.....	3 00 3 50
crate.....	3 00	Pears, bbl.....	6 50

Vegetables.—Tomatoes are coming in freely, and as a result prices are down considerably. The grade of arrivals is pronounced good.

Potatoes are somewhat scarce, and the price of the better grade old ones is higher. New ones are in sufficient quantity to keep prices level.

Some of the smaller lines, such as celery, cucumbers and lettuce, are scarce, and are quoted at an advance.

Trade in general is not any too brisk, but supply and demand are fairly even.

Spanish onions are on the market at \$2.50 per large case.

Beans, green,	Onions—	
basket.....	Spanish, cases..	2 50 2 75
0 50 0 75	Potatoes—	
Beans, wax.....	Montreal, bag..	0 65 0 75
0 50 0 75	Potatoes, new,	
Beets, doz.....	per bbl.....	2 25
0 25 0 35	Parsley, dozen..	0 15
Carrots, doz.....	Parsnips, new, dz	0 40
0 10	Radishes, dozen	0 30
Cabbage, new, dz	bunches.....	0 30
0 50 0 60	Rhubarb, doz.....	0 25
Celery, doz.....	Spinach, bbl.....	1 75 2 00
0 30 0 75	Tomatoes—	
Cauliflowers,	Jersey.....	1 50 1 75
Montreal.....	Turnips, new,	
1 00 3 00	bunch.....	0 25
Corn, doz.....		
0 10 0 15		
Cucumbers, doz.		
0 35 0 45		
Garlic, 2 bunches		
....		
0 25		
Green Peppers,		
basket.....		
0 70		
Lettuce—		
Montreal, doz.....		
0 35 1 60		

Fish.—There are no more fresh Gaspe salmon to be had as the season is over. However, considerable B. C. salmon is arriving now.

The swordfish season is beginning and the quotation at present is 12c.

Steak cod are somewhat easier, as demand is rather light.

Mackerel are scarce and higher.

On the whole the market is rather quiet, and the dealers do not look for any great improvement for some time to come.

FRESH			
Pike.....	0 08	Whitefish.....	0 12
Perch.....	0 07	Mullets.....	0 07
Steak cod.....	0 05	Haddock.....	0 04 1/2 0 05
B. C. salmon.....	0 15	Halibut.....	0 09
Market cod.....	0 04	Bullheads.....	0 10
Sturgeon.....	0 10	Carp.....	0 07
Lake trout.....	0 12	Dore.....	0 10
Blue fish.....	0 15	Mackerel, each.....	0 25
Sea trout.....	0 12	Swordfish.....	0 12
Sea bass.....	0 12		

FROZEN			
Codfish.....	0 04 0 04	Pike.....	0 07
Dore, winter caught,		Salmon, B. C., red,	0 10
per lb.....	0 10	Gaspe salmon.....	
Haddock.....	0 05	per lb.....	8 18
Halibut, per lb.....	0 09	Smelte, 10 lb. boxes..	0 07 1/2
Herring, per 100.....	1 25	Whitefish, large,	
Market cod.....	0 04	lb.....	0 09
Steak cod.....	0 05	Whitefish, small.....	0 07
Mackerel.....	0 10		

SALTED AND PICKLED		
Green cod, No. 1,	Salmon, B. C., red, bbl	14 00
bbl.....	" " pink, bbl	12 00
6 00 6 50	Labrador, bbl	17 00
Labrador herring, bbl	" " 1/2 bbls	8 50
5 00	" " 1/4 bbls	8 50
Labrador sea trout,	300 lb.....	23 00
bbls.....	Salt eels, per lb.....	0 07
11 00	Salt sardines, 20 lb. pis	1 00 1/2
Labrador sea trout,	Scotch herring.....	6 50 7 00
half bbls.....	" " keg	1 00
6 00	Holland herring, bbl	5 50
No. 1 mackerel, pall..	" " keg	0 75
2 00		
" " 1/2 bbls.....		
8 00		
No. 1 pollock, 1.....		
4 00		

SMOKED	
Bloaters, large, per box.....	1 00
Haddies.....	0 08
Herring, new smoked, per box.....	0 13
Kipperd herring, per box.....	1 15

Shell oysters, 1
Lobsters, live,
Oysters, choice
" " Selec
" " Seal

Boneless cod,
Shredded cod,
Skinless cod,

Green I
again rec
of fruit
the whole
eyes of t
more plen
good cond
imported
place on
giving a
stocks.
state th
they will
erally sta
promising
duction v
ries are n
quoted at
as high a
Lemons

Law

Thin

Plu

Pea

Har

Ton

Cuc

Wir

Ste

HAMIL

SHELL FISH

Shell oysters, bbl.....	10 00
Lobsters, live, per lb.....	0 25
Oysters, choice, bulk, Imp. gal.....	1 50
" Selects, Imp. gal.....	1 60
" "Sealshipt," standards, per Imp. gal.....	1 75
" " select, per Imp. gal.....	2 00

PREPARED FISH

Boneless cod, in blocks, all grades, at 5¢, 6, 8, 9 & 10c. per lb.	
Shredded cod, per box.....	1 80
Skinless cod, 100 lb. case.....	5 50

TORONTO.

Green Fruit.—The local market is again receiving fairly large shipments of fruit and some of the displays on the wholesale market would delight the eyes of the gods. California fruit is more plentiful now and is apparently in good condition. Pears and plums of the imported variety are still holding a firm place on the market, but peaches are giving away before the new home stocks. Of the latter the dealers state that in another week or so they will be quite plentiful. It is generally stated that the crops are in a promising condition and that the production will be quite heavy. Raspberries are nearly done and while some are quoted at 11 cents the best variety is as high as 15 cents.

Lemons and oranges are firm. The

LOCAL FRUITS

We are large distributors of local fruits and vegetables. We handle daily shipments from the principal growers.

Your orders, if entrusted to us, will receive best care and attention.

WHITE & CO., Limited

Wholesale Fruit Importers Toronto and Hamilton

Lawton Berries

OR

Thimbleberries

are now at their best.

Plums

Peaches

are in good supply.

Also early

Harvest Apples

Tomatoes

Cucumbers, etc.

Wire, phone or mail your orders to

Stevens & Soloman

Growers and Shippers of
CANADIAN FRUITS

HAMILTON, - - - ONT.
Phones 1900 and 2700

CALIFORNIA

Late Valencia Oranges

GOLDEN ORANGE

BRAND

The Finest Orange Grown.

Fresh Cars Arriving Weekly.

Always Order

GOLDEN ORANGE BRAND

And get the very BEST from

HUGH WALKER & SON

(Established 1861)

GUELPH, ONTARIO

BUSTER BROWN



Sales 1909
May, June, July
1,956,000

LEMONS

Sales 1910
May, June, July
4,561,800

Our pack of Lemons is by far the best value.
Increased sales prove it. **Order them.**

FOLLINA BROS.,
PACKERS

W. B. STRINGER,
SALES AGENT.



THE CANADIAN GROCER

quality of the late Valencia oranges recently received on the local market could hardly be improved. They are quoted as high as \$5. Lemons are holding their own under weather conditions that are not likely to create a particularly heavy demand. It was stated by one prominent fruit man that the new crop of lemons will not be received here until the middle of November, and the supply for the interim is not heavy. Should a warm wave similar to that which spent itself three weeks ago or more again be felt, lemons will soar to probably \$7.50. During the present season lemons have been particularly strong and it will be remembered that in the very beginning of the warm weather it was pointed out in these columns that lemons were worth watching closely and that prediction has been verified.

Imported grapes are quoted in case lots at \$2.75. They appear to be of fine quality. The present week may be considered the off period from the fact that there is a spirit of quietness in the market compared to the conditions which have existed. It is no doubt due to the fact that some crops are pretty well spent and others have not yet ripened. A renewal is expected when peaches reach their height.

Apples, Canadian, basket.....	0 30	0 40	Grape Fruit—
Bananas.....	1 50	2 00	California.....
Blackberries, bas.....	0 10	0 12	Lawton Berries.....
Blueberries, bas.....	1 10	1 25	Lemons—
Cantaloupes, Cal.—			Verdelli.....
Large crates.....	6 00		Limes, box.....
Cherries, sour—			Oranges—
Large basket.....	1 35		Valencia.....
Cocoanuts, sack.....	4 00	4 50	Peaches—
Red currants, small basket.....	0 75		Early Canadian
Black currants, basket.....	1 50		flat baskets.....
Greengages, box.....	1 00	1 75	Leno covers.....
Gooseberries—			California.....
Large, per bas.....	1 25		Canadian.....
Grapes, case.....	2 75		Pears, box.....
			Pineapples, case.....
			Plums, case.....
			Raspberries.....
			Watermelon, ea.....

Vegetables.—The bottom has been falling steadily from the majority of the vegetable prices on the local market. Imported stocks are for the present a thing of the past and with home pro-

duction fairly heavy the prices have been adapting themselves to the local markets. It has been simply a case of gradual transformation and there is now scarcely an imported vegetable offered by the wholesale fruitmen. Cucumbers, carrots, beets, etc., are pretty nearly down to bottom prices and a heavy demand is reported. Tomatoes are coming in fairly plentifully now, but the feeling among the trade is that there will be no record production established by tomatoes this year.

Home grown potatoes are being quoted at about 90 cents a bag. They are of good quality and there seems to be a good crop.

Beets, doz.....	0 25	0 30	Potatoes, Delaware, ware.....	0 75
Beans, wax, per 11-qt. basket.....	0 15	0 25	Potatoes, Virg.....	2 50
Cabbage, case—			Parsley, per doz bunches.....	0 25
Canadian.....	1 25	1 50	Radishes, doz.....	0 25
Carrots, Canadian, doz.....	0 30		Peas, green, per 11-qt. basket.....	0 35
Cauliflower, dz.....	2 25		Green peppers, 11-qt. basket.....	0 35
Celery, basket.....	0 50		Spinach, hamper.....	
Cucumbers, bas.....	0 25	0 30	Tomatoes, Can., basket 11 qt.....	0 25
Lettuce, Canadian, head.....	0 25	0 30	New turnips, p r 11-qt. basket.....	0 50
Onions—				
Spanish, large.....	2 50	2 75		
Potatoes, Ontario, new, bag.....	0 90			

Fish.—The past week has been featured by a shortage in the supplies of fish. Salmon, trout and white fish were particularly in this respect and although halibut had dropped considerably the week before it quickly returned to the ten cent price as a result of the demand being turned more largely in that direction. There is a fairly good demand for fish but the business is hampered by the shortage of supplies.

FRESH CAUGHT FISH			
Halibut.....	0 10	Steak cod.....	0 08
Salmon trout.....	0 11	Perch.....	0 07
White fish.....	0 11	0 12	Haddock.....
Herring.....	0 06	0 06	Mackerel.....
FROZEN LAKE FISH			
Pickerel yellow.....	0 08	Pike.....	0 07
		Whitefish, frozen.....	0 09
OCEAN FISH (FROZEN)			
Herring, per 100.....	1 50	Salmon, pink, per lb.....	0 08
		red.....	0 09

SMOKED, BONELESS AND PICKLED FISH			
Acadia, tablets, box.....	1 60	Cod, Imperial, per lb.....	0 05
Codfish, Bluenose.....	1 40	Fillets, per lb.....	0 11
Cod steak, per lb.....	0 07	Haddie, Finnan.....	0 07
		Quail on toast, per lb.....	0 05

WINNIPEG.

Fresh Fruit.—Imported fruit is fast diminishing and Canadian stuff is coming in from the east and west. Prices are held firm in spite of the attempt of the local purchasers to supply the goods at lower prices this year. Lemons are still high on the local market.

Apples, Wash., box.....	2 25	Pears, Cal., box.....	3 25
Bananas.....	2 50	Oranges, Valencia, case.....	5 50
Blueberries, lb.....	0 20	Currants, case.....	3 00
Crab apples, box.....	2 25	Watermelons, dz.....	6 00
Cocoanuts, doz.....	0 90	Plums, blue, Cal case.....	2 00
Lemons, Cal.....	9 00		
Peaches, Crawford's, case.....	1 50		

Vegetables.—Manitoba grown stuff supplies the bulk of the market, tomatoes and onions being the only imported lines. The demand is good and prices are held strongly.

Butter beans, lb.....	0 05	Onions, imported.....	0 04
Carrots, doz.....	0 25	Potatoes, new, bs.....	1 75
Cabbage, new, lb.....	0 03	Parsley, per doz.....	0 25
Cucumbers, doz.....	0 40	Radish, dozen.....	0 30
Lettuce, doz.....	0 30	Rhubarb, lb.....	0 04
Mint, doz.....	0 30	Tomatoes, crate.....	2 00
Onions, green, per dozen.....	0 20		

Fish.—The consumption is heavy and prices are about to advance on a few lines at least. Jobbers are having difficulty in getting supplies.

Halibut.....	0 09	Whitefish.....	0 09
Salmon Trout.....	0 11	Smoked—	
Whitefish.....	0 08	Bloaters, basket.....	1 50
Haddock.....	0 06	Fillets, lb.....	0 20
Lake Frozen—		Haddie, Finnan.....	0 08
Goldeyes.....	0 03	Herring, Digby, bbls.....	0 95
Yellow Pickerel.....	0 07		
Pike.....	0 03		

SEASON 1908-9

Dried Apples

Shipments Solicited
Settlements Prompt

W. A. GIBB COMPANY

HAMILTON
JAMES SOMERVILLE, Manager

TRY LEARD'S LOBSTERS
and CANNED CHICKEN

Write for Prices

W. A. LEARD

Summerside, P.E.I.

Highest price paid for
DRIED APPLES

O. E. ROBINSON & CO.

ESTABLISHED 1886
Ingersoll - Ontario

Would you like our Weekly Circular

Lemon Bros.

Owen Sound, Ont., and Sault Ste. Marie
Wholesale FRUIT, FISH and PRODUCE
Commission Merchants, and
Dealers in HIDES, WOOL and RAW FURS

CARTER'S

EXTRA CONCENTRATED

LEMON SYRUP

"BIG WHEEL"

LEMONADE.

CRYSTALS OR POWDER.

H. W. CARTER & CO., LTD., The Old Refinery, BRISTOL, ENG.

Quaker Brand Salmon

Your trade needs a consistently high-class of canned goods. You cannot afford to allow inferior grades to go to your customers.

One trial and yourself and your patrons will both insist on **QUAKER BRAND**.

Mathewson's Sons

Wholesale Grocers

202 McGill Street - - Montreal

Your best customers will buy "Concord" Norwegian Sardines

because of their distinctive and delicate flavor, and because there is an absolute guarantee of purity of contents given with each tin.

Each tin is provided with a spare lid for use after the tin has been opened.

"CONCORD" SARDINES will more than please your better-class customers, and will prove a remunerative line to handle.



LIST OF AGENTS:

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

It's knowledge that directs the successful grocer in stocking up with

Brunswick Brand Sea Foods

—a knowledge born of experience that it only pays to handle canned fish that has "made good."

You will always be on the safe side if you sell "Brunswick Brand," because it is the "Quality" brand, and we leave no stone unturned to maintain the high standard we have reached. Order to-day.

CONNORS BROS., Limited

Black's Harbor, N.B.

AGENTS—Grant, Oxley & Co., Halifax, N.S.; C. H. B. Hilloat, Sydney, C.B.; J. L. Levitt, Yarmouth, N.S.; Buchanan & Ahern, Quebec; Leonard Bros., Montreal; A. W. Huband, Ottawa; C. De Carteret, Kingston; James Haywood, Toronto; Chas. Duncan, Winnipeg; Shallcross Macaulay & Co., Calgary, Alta.; J. Harley Brown, London, Ont.; R. Robertson & Co., Vancouver, B.C.; The Alf. Denis Co., Ltd., Edmonton, Alta.



Instances of Price Cutting and their Effects

Soap, Syrup, Cereals and Canned Peas Handled at a Loss Considering Expenses Entailed—Canned Peas Which Cost \$1.15 Sell at \$1—Trouble Over a Cut in Oil—A Plea for Better Organization.

By H. R. Daniels.

Organize! Organize! Organize! should be the retail grocers' slogan.

Half of the evils that beset the trade to-day would disappear like magic before a resolute effort at co-operation. Reckless cutting and slashing of prices are continually whittling down profits. Trade conditions, too, have an overwhelming tendency toward small margins and quick turnovers; and these adverse features are periodically aggravated by the impolitic action of some dealer, who in order to boost business makes a heavy cut in the price of some staple article.

To illustrate; we know of a merchant who is handling a certain line of soap at five cents per bar. This soap nets \$5.25, freight included, the loss sustained being 1/4¢ per bar. No comment is necessary here.

Pail syrups in 5's which net about 25¢ are being retailed at 28¢; 10's which cost about 48¢ laid down are handled at 55¢; a cereal sells at 3 for 25¢; canned peas, worth at the present moment say \$1.15 are sold 3 for 25¢. A dozen cost \$1.15 and sell for \$1.

Many more such cases might be instanced. The above will be sufficient for the argument in hand.

A Bad Matter Grows Worse.

Now, it is obvious that even the most conservative grocer cannot always be content with meekly falling into line. He, too, must sometimes be the aggressor; otherwise his patrons are apt to form the impression that they are always paying the highest price for their goods. Presto! He makes a slash and a bad matter grows worse.

The foregoing is not mere surmise. It is, unfortunately, borne out by hard facts. We cheerfully acknowledge our share in the grievance. At the same time we feel that our policy has been governed by necessity. In this connection the following will be interesting.

Last fall we secured the agency for a Canadian manufacturer's illuminating oils in this vicinity. Previous to this we had, in common with the other merchants, purchased our supply through the local jobbers, paying 13¢ per gallon and retailing at 18¢. On the new basis, of course, we secured the wholesale price 11¢ and forthwith decided upon a reduction. The following notice was accordingly issued in circular form:

ANNOUNCEMENT.

As you are well aware, you have paid 18¢ per gallon for coal oil from time immemorial. On and after Monday, Oct. 11, we will retail oil at 14 1/2¢ per gallon, and with your co-operation we will keep it there. That this store is enjoy-

ing the confidence of the public is evidenced by the enormous growth of our trade, and we propose to merit that confidence by a liberal retail policy. Yours truly.

The price chosen (14 1/2¢) was diplomatic, giving as it did 15¢ in single gallon and 16¢ in half gallon quantities. This was considered fair to our competitors under the circumstances.

But the unexpected happened. The jobbers for a large U.S. concern—both hardware dealers—became panic stricken, and proposed to supply the other merchants with oil at wholesale prices, same to be retailed at 13¢ per gallon until we had been frozen out. In the meantime they appealed to the oil company to protect their profits, representing that we were making a cut at their trade in this territory. We thought this was grossly unfair to us as we had not offered a single barrel to the trade here and had no intention of doing so.

The Ultimatum Delivered.

In due time the company's agent arrived and we were the recipient of a sort of ultimatum. We could retract our position and resume the old price or take the consequences of a war upon the United States company. We did not relish being bullied in this fashion and chose the latter alternative. Anyway, we figured that our own company would support us in this matter; a predilection justified by subsequent events. In the meantime we acquainted both companies with the true facts in the case and thereby prevented any further friction.

However, the 13¢ rate went into effect and after maintaining our original price for one month we also adopted it; a position from which we will not be the first to recede.

Never Run Short of
SHAMROCK

**BIG PLUG
SMOKING TOBACCO**

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

McDOUGALL

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

CLAY PIPES

SPRAGUE

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

TANGLEFOOT



The Original Fly Paper
For 25 years the Standard
in quality
All others are imitations

Black Watch

The Big Black Plug
Chewing Tobacco

"A Trade Bringer"

Sold by all the Wholesale Trade



The foregoi
pect of a very
is another pha
sidered here,
an excessive
duce, but the
deferred to a
In conclusi
tion is this:
entirely unwa
are productiv
sults upon t
constitutes
more friendly
the merchant

**HOW PE
Are Allowed
Fully Rip
fo**

It may be
know that I
trees, but a
ground. Th
must be dea
veloped, or
The ground
fully prepar
ed for the f
the prunes
of tiny ne
They are th
containing
are then rip
are put in
and laid in
weeks. At

The foregoing represents but one aspect of a very pressing problem. There is another phase which we have not considered here, viz.—the policy of paying an excessive price for the farmers' produce, but the discussion of this must be deferred to another article.

In conclusion, the crux of the situation is this: such business methods are entirely unwarranted, benefit no one, and are productive of the most disastrous results upon trade. Finally, the whole constitutes a powerful argument for more friendly co-operation on the part of the merchants.

HOW PRUNES ARE PACKED.

Are Allowed to Fall on Ground When Fully Ripened—The Preparation for Final Packing.

It may be of interest to grocers to know that prunes are not picked from trees, but are allowed to fall to the ground. The reason is that the prune must be dead ripe, with all its sugar developed, or it will not cure properly. The ground beneath the trees is carefully prepared, being leveled and smoothed for the falling fruit. When gathered, the prunes are rolled down troughs full of tiny needles, that prick the skins. They are then dipped in a hot solution containing lye, which cleanses them, and are then rinsed in cold water. Next they are put in broad, shallow, wooden trays and laid in the sun for two or three weeks. At the packing house they are

assorted as to size by a machine, which shakes them over a huge sieve. They are dropped through their proper holes in different bins and are run through a vat of hot water and finally packed.

BUY WHEN YOU NEED.

Grocer Should Regularly Examine His Stock to Make Sure That he has Sufficient Supply—The Benefits of Such a System.

By A. H. Harvey.

Do you take an hour or two now and then, Mr. Grocer, to figure out what goods you need, or do you wait until some traveler happens along and buy according to his suggestions? Did you ever stop to examine this department of your business?

It is hardly necessary to mention the importance of buying in so far as it concerns the grocer himself. A great deal of the profit on goods is made before they reach the store. It depends upon how the grocer has conducted his buying. Therefore, let the buying of your goods be one of the questions which receives your closest attention.

Proceeding from this point, it is manifestly necessary that you know just what you want. Therefore, take an hour or two sometimes when the rush is over and examine the condition of your stocks. Make a list of the articles you need, and if your stock is absolutely low send in your order to the wholesale

house at once. You may have a run on these very goods.

This not only keeps you in close acquaintanceship with your goods, but it also prevents certain lines from becoming stale. If you make a regular practice of this idea you will not be one of those who, when upon a chance visit to the storehouse, stumbles over a pile of goods and says in surprise, "I did not know I had so much of those goods." And there is another reason. The custom mentioned above prevents the grocer from becoming careless, and if that were the only benefit he would derive it is sufficient reward.

This, then, is the fundamental necessity. After you have performed this task it is an entirely different question as to what you will buy, how much you will buy and under what conditions your purchases are made.

SCUM ON PICKLES.

Here is one recipe given by a retailer to take the scum off bulk pickles: "When scum appears on the top of bulk pickles skim off the scum and then dip out vinegar until the pickles are reached. Then add sufficient distilled vinegar of about 40 grain to make up the loss of liquid removed. Stir the contents of the cask occasionally so that mold will not collect."

The retailer who "snaps" traveling salesmen before he learns whether they know anything of value to him, is choking up the channel of information worth more than fine gold.

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

IF NOT, WHY NOT?

"Tucketts 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.

Classified Advertising

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

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

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

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

ADDING MACHINE.

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

AGENCIES WANTED.

AGENCIES WANTED—Agent in Montreal open to handle couple of good accounts, independent canner particularly. Address Box 359, CANADIAN GROCER, Toronto.

AGENTS WANTED.

WANTED—Grocers to sell Nation's Custard Powder. Retail 5 cents per packet. 1/2 and 1-lb. patent measure tins. Gives big profit. Satisfies customers. Increases sales. Wholesale Agents: Green & Co., Toronto; W. H. Escott, Winnipeg; W. H. Malkin Co., Vancouver. (34)

AUCTIONEERS.

AUCTIONEER—Stocks of merchandise closed out or reduced anywhere in U.S. or Canada; expert service; satisfaction guaranteed. For terms and date address R. G. HOLMAN, Harvey, Illinois. (32)

MALE HELP WANTED.

WANTED—At once, first-class catsup maker. Give references and full particulars. Box 64, Hamilton, Ont. (tf)

WANTED—Experienced salesman in some staple line to form brokerage company with young man with some capital. Address Box 358, CANADIAN GROCER, Toronto. (33)

BUSINESS CHANCES.

FOR SALE OR TO RENT. A general country store in one of the best wheat sections of Southern Sask. A post-office and mail route in connection. Address, Postmaster, Ingleford, Sask. (32)

FOR SALE—Grocery business, large corner store in growing locality; well established, splendid connection, big order trade; annual turnover \$20,000. Must be sold immediately. Good reasons for selling. Address Box 334, CANADIAN GROCER, Toronto. (tf)

FOR SALE—Grocery business with a yearly turnover of over \$70,000.00 and good profits. Owner retiring. Finest business position on the main street of Calgary. Every facility offered for investment. Full particulars from exclusive agents, THE LOWNDEN LAND CO., P.O. Box 1494, Calgary, Alberta.

RENT OR SALE—A first-class store for hardware and tinmith at Chrysler, Ont. One opposition. Public would need one more. Includes living apartments. Reasonable price. Apply to H. A. DUPUIS, Embrun, Ont. (36)

FOR SALE—In the City of Windsor, Ont., large corner grocery store. Good business. Reason for selling. Will sell property or rent. Address Box 357, CANADIAN GROCER, Toronto.

COUNTER CHECK BOOKS.

COPELAND-CHATTERSON SYSTEMS—Short, simple. Adapted to all classes of business. Copeland-Chatterson-Crain, Ltd., Toronto and Ottawa. (tf)

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

MISCELLANEOUS.

ANY man who has ever lost money in the mails has had occasion to learn by painful experience that the only proper way to remit money is by Dominion Express Money Orders and Foreign Drafts. If lost or delayed in the mails, a prompt refund is arranged or new Order issued without further charge.

MISCELLANEOUS.

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

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

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

EGRY BUSINESS SYSTEMS are devised to suit every department of every business. They are labor and time savers. Produce results up to the requirements of merchants and manufacturers. Inquire from our nearest office. Egrý Register Co., Dayton, Ohio; 123 Bay St., Toronto; 258 1/2 Portage Ave., Winnipeg; 308 Richards St., Vancouver.

ELIMINATE FIRE RISK, save insurance, reduce maintenance costs and save money on your actual building work by using the Kahn System of Fire-proof Construction. Used in many of the largest business premises on this continent. Write for catalogue. Trussed Concrete Steel Company of Canada, Limited, Walker Rd., Walkerville, Ont.

ERRORS AVOIDED, LABOR SAVED—Using the "Shou-perior" Autographic Register. Three copies issued at one writing. 1st, Invoice; 2nd, Delivery Ticket; 3rd, Charge Sheet perforated for filing. No handling of carbons. High grade printing and neat invoices. Make full enquiry. Autographic Register Co., 191-193-195 Dorchester St., Montreal. (tf)

FIRE INSURANCE. INSURE IN THE HARTFORD. Agencies everywhere in Canada. (tf)

FOR FILING PAPERS, LETTERS and Vouchers, fastening bulky envelopes or backing statements, the ACME No. 2 Binder is indispensable in every store. Penetrates the thickest paper and perforates and binds in one operation. For sale by all stationers. A. R. MacDougall & Co., Canadian Agents, Toronto.

FOR THE MONTH OF AUGUST ONLY we offer some exceptionally good values in rebuilt Smith Premier Typewriters. Do not fail to write us for prices. They will astonish you; so will the high quality of the machines. THE MONARCH TYPEWRITER COMPANY, LIMITED, 98 King Street West, Toronto

GET THE BUSINESS—INCREASE YOUR SALES. Use Multigraph Typewritten Letters. The Multigraph does absolutely every form of printing. Saves you 25% to 75% of your printing bill. Multigraph your Office Forms; Letter-heads; Circular Letters. Write us. American Multigraph Sales Co., Ltd., 129 Bay St., Toronto. (tf)

IF YOU have been afflicted with one of those fountain pens that won't write when you want it to, or leaks when you don't want it to, give it away to one of your poor relations and buy a Moore Non-Leakable Fountain Pen and you will be happy. Consult your stationer. W. J. Gage & Co., Toronto, sole agents for Canada.

KAY'S FURNITURE CATALOGUE contains 160 pages of fine half-tone engravings of newest designs in carpets, rugs, furniture, draperies, wall papers and pottery, with cash prices. Write for a copy—it's free. John Kay Company, Ltd., 36 King St. West, Toronto.

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

SCOTCH PLAID STATIONERY is the latest creation for business and society correspondence. Paper and envelopes present a finished linen surface, most agreeable to the pen touch. Leading stationers have it. Write for samples. The Copp, Clark Co., Ltd., Toronto. (tf)

MISCELLANEOUS.

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. Systems for all kinds of businesses, large or small. Write us for illustrated catalog. W. D. Beath & Son, 193 Ter-suley Street, Toronto. (tf)

SAMPLES FREE—Write us to-day for free samples of our new two-color Counter Check Books—white and yellow leaves. We make Check Books endfold and sidefold, single and triplicate pads. Lowest prices. Dominion Register Company, Ltd., 100 Spadina Ave., Toronto.

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

THE METAL REQUIRED in a Modern Concrete Building. Our special facilities enable us to produce at minimum cost Concrete Reinforcements, Fenestra Steel Sash, Automatic Fire Shutters and Steelcrete Metal Lath. Complete stock, quick delivery. Before deciding write us for catalogue and prices. Expanded Metal and Fireproofing Co., Ltd., Fraser Ave., Toronto. (tf)

THE MONEY you are now losing through not having a National Cash Register would pay its cost in a short time. Write us for proof. The National Cash Register Co., 285 Yonge St., Toronto.

WANTED—A splendid opportunity for dealers to handle the best combination Duplicating, Addressing and Office Printing Machine on the market. Exclusive territory. Send name and address, giving occupation and references, to the Canadian Writerpress Company, Limited, 33 John St., Hamilton, Ont. (tf)

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

WHEN buying bookcases insist on having the best on the market, "Macey Sectional Bookcases." Carried in stock by all up-to-date furniture dealers. Illustrated booklet sent free on request. Canada Furniture Manufacturers, Ltd. General offices, Woodstock, Ont. (tf)

YOU don't buy a National Cash Register—it pays for itself. Saves money. Prevents mistakes. We can prove it. National Cash Register Co., 285 Yonge Street, Toronto.

YOU can display your goods to better advantage through the use of up-to-date fixtures. We are specialists in the planning of stores and offices. Our catalogue contains illustrations of many new features and several handsomely equipped stores and offices. Shall we send you our catalogue? Jones Bros. & Co., Ltd., 30-32 Adelaide St. W., Toronto. (tf)

REPRESENTATIVES WANTED.

PROBABLY the most talked about machine in Canada is the Hainer Book-keeping Machine. It combines in one machine the cash and credit register, time recorder and account register. Representatives wanted everywhere. Write for our proposition. Book-keeping Machines, Limited, 424 Spadina Avenue, Toronto. (tf)

SALESMEN WANTED.

SALESMEN AND SALESWOMEN WANTED—Thousands of good positions now open, paying from \$1000 to \$5000 a year and expense. No former experience needed to get one of them. We will teach you to be an expert salesman or saleswoman by mail in eight weeks and assist you to secure a good position, and you can pay for your tuition out of your earnings. Write to-day for full particulars and testimonials from hundreds of men and women we have placed in good positions, paying from \$100 to \$500 a month and expenses. Address nearest office. Dept. 789, NATIONAL SALESMEN TRAINING ASSOCIATION, Chicago, New York, Minneapolis, Atlanta, Kansas City, San Francisco.

SITUATIONS WANTED.

TEA TRADE—Advertiser wishes for position; 20 years' experience in the trade; would represent good house on road. Satisfactory credentials. Reply Box 356, CANADIAN GROCER, Toronto. (33)

Diamond w. 1-lb. tins, 3 doz. 1-lb. tins, 5 1-lb. tins, 4

IMPERIAL Cases. 4-dozen..... 3-dozen..... 1-dozen..... 3-dozen..... 1-dozen.....



CANADIAN Aymer J.

Strawberry... Raspberry... Black currant... Red currant... Raspberry & r... currant... Raspberry and... gooseberry... Damson plum... stoneleam... Greengage plu... stoneless... Gooseberry... Pu... 5a... Strawberry... Black currant... Raspberry... Other varieties... Freight allo... WHITE SWAL... White Swal... doz in case... 1-lb. tins, 80c



Cartoons— No. 1, 1-lb., 4 No. 1, 1-lb., 4 No. 2, 5-oz., 4 No. 2, 5-oz., 4 No. 3, 2-oz., 4 No. 10, 12-oz. No. 10, 12-oz.



QUOTATIONS FOR PROPRIETARY ARTICLES

Baking Powder
W. H. GILLARD & CO.
1-lb. tins, 2 doz. in case \$2 00
1-lb. tins, 3 doz. in case 1 25
1-lb. tins, 4 doz. in case 0 75

IMPERIAL BAKING POWDER
Cases. Sizes. Per doz.
4-dozen 10c. \$0 85
3-dozen 6-oz. 1 75
1-dozen 12-oz. 3 50
3-dozen 12-oz. 10 50
1-dozen 2 1/2-lb. 19 60
1-dozen 5-lb. 19 60

MAGIC BAKING POWDER
Cases. Sizes. Per doz.
6 dozen 5c. \$0 50
4 " 4-oz. 0 75
4 " 6 " 1 00
4 " 8 " 1 30
4 " 12 " 1 80
2 " 12 " 1 85
2 " 16 " 2 25
2 " 18 " 2 30
1 " 2 1/2-lb. 5 00
1 " 5-lb. 9 50
2 " 6-oz. Per case
1 " 12 " \$5 00
1 " 16 " "



ROYAL BAKING POWDER
Cases. Sizes. Per doz.
6 dozen 5c. \$0 50
4 " 4-oz. 0 75
4 " 6 " 1 00
4 " 8 " 1 30
4 " 12 " 1 80
2 " 12 " 1 85
2 " 16 " 2 25
2 " 18 " 2 30
1 " 2 1/2-lb. 5 00
1 " 5-lb. 9 50
2 " 6-oz. Per case
1 " 12 " \$5 00
1 " 16 " "

CANADIAN CANNERS, LIMITED
Aylmer Jams Per doz Peach 1 80
Strawberry 1 90
Raspberry 1 90
Black currant 1 80
Red currant 1 80
Raspberry & red currant 1 80
Raspberry and gooseberry 1 80
Damson plum stoneless 1 70
Greengage plum stoneless 1 70
Gooseberry 1 80
Pure Preserves—Bulk
5's & 7's per lb. 14's & 30's per lb.
Strawberry 0 11
Black currant 0 11
Raspberry 0 11
Other varieties 0 09
Freight allowed up to 25c per 100 lb.

COOK'S FRIEND BAKING POWDER
BREAD PANCAKES, PIE CRUST & OTHER PASTRY
PREPARED BY CHEMICAL PRINCIPLES

WHITE SWAN SPICES AND CEREALS LTD.
White Swan Baking Powder—1-lb. tins, 2 doz. in case, \$2 doz.; 1-lb. tins, \$1.25 doz.; 1-lb. tins, 80c doz.

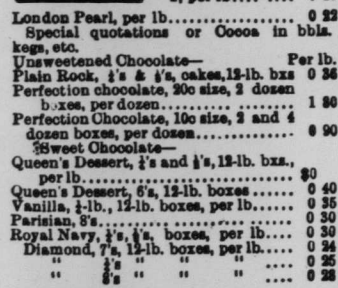
FOREST CITY BAKING POWDER
Dozen
6 oz. tins \$0 75
12 oz. tins 1 25
16 oz. tins 1 50

Cereals
WHITE SWAN SPICES AND CEREALS, LTD.
White Swan Breakfast Food 2 doz. in case, per case \$3.00
The King's Food, 2-doz. in case, per case \$4.80
White Swan Barley Crisps, per doz. \$1.
White Swan Self-rising Buckwheat Flour, per doz. \$1.
White Swan Self-rising Pancake Flour, per doz. \$1.
White Swan Wheat Kernels, per case \$1.40
White Swan Flaked Rice, per doz. \$1.00
White Swan Flaked Peas, per doz. \$1.00



Blue
Keen's Oxford, per lb. 0 17
In 10-box lots or case 0 16
Gillett's Mammoth, 1-cross box 2 00

Chocolates and Cocoas
THE COWAN CO., LIMITED
Cocoa—
Perfection, 1-lb. tins, per doz. \$4 50
Perfection, 1/2-lb. per doz. 3 40
Perfection, 1/4-lb. 1 30
Perfection, 1/8-lb. 0 90
" 5-lb. tins per lb. 0 37
Soluble, bulk, No. 1, per lb. 0 28
Soluble, bulk, No. 2, per lb. 0 18
London Pearl, per lb. 0 22
Special quotations or Cocoa in bbls. kegs, etc.
Unsweetened Chocolate—
Plain Rock, 1/2's & 1/4's, cakes, 12-lb. boxes, per dozen 1 80
Perfection chocolate, 30c size, 2 dozen boxes, per dozen 1 80
Perfection Chocolate, 10c size, 2 and 4 dozen boxes, per dozen 0 90
Sweet Chocolate—
Queen's Dessert, 1/2's and 1/4's, 12-lb. boxes, per lb. \$0 40
Queen's Dessert, 5's, 12-lb. boxes 0 35
Vanilla, 1/2-lb., 12-lb. boxes, per lb. 0 30
Parisian, 8's, 12-lb. boxes, per lb. 0 30
Royal Navy, 1/2's, 12-lb. boxes, per lb. 0 24
Diamond, 7's, 12-lb. boxes, per lb. 0 25
" 1/2's " " " 0 28



Agents, C. E. Colson & Son, Montreal.
In 1/2, 1/4 and 1-lb. tins, 14-lb. boxes, per lb. 0 35
Smaller quantities 0 37

JOHN P. MOTT & CO.'S
R. S. McIndoe, agent, Toronto; Arthur M. Loucks, Ottawa; J. A. Taylor, Montreal; J. E. Huxley, Winnipeg; Tees & Perse, Calgary, Altay; Standard Brokerage Co., Vancouver, B.C.; G. J. Estabrook, St. John, N.B.

Mott's breakfast cocoa, 10c. size \$0 per dz.
" breakfast cocoa, 1/2's 0 38
" " " " 0 38
" No. 1 chocolate, 1/2's 0 32
" Navy " " 0 29
" Vanilla sticks, per gross 1 00
" Diamond chocolate, 1/2's 0 24
" Plain choice chocolate liquors 0 33
" Sweet Chocolate Coatings 0 20

WALTER BAKER & CO., LIMITED.
Premium No. 1 chocolate, 1/2 and 1-lb. cakes, 35c. lb.; Breakfast cocoa, 1-5, 1/2, 1 and 5-lb. tins, 41c. lb.; German's sweet chocolate, 1/2 and 1-lb. cakes, 6-lb. boxes, 28c. lb.; Caracas sweet chocolate, 1/2 and 1-lb. cakes, 5-lb. boxes, 32c. lb.; Auto sweet chocolate, 1/2-lb. cakes, 3 and 6-lb. boxes, 32c. lb.; Vanilla sweet chocolate, 1/2-lb. cakes, 6-lb. tins, 44c. lb.; Falcon cocoa (hot or cold soda), 1-lb. tins, 38c. lb.; Caracas cocoa, 1/2-lb. pkgs., 6-lb. boxes, 32c. lb.; Caracas tablets, 100 bbls., tied 5c, per box \$3.00. The above quotations are f.o.b. Montreal.

COCOANUT
CANADIAN COCOANUT CO., MONTREAL.
Packages—5c., 10c., 20c. and 40c. packages, packed in 15 lb. and 30 lb. cases. Per lb.
1-lb. packages 0 26
1-lb. packages 0 27
1-lb. packages 0 28
1-lb. packages 0 28
1/2 and 1-lb. packages, assorted 0 26
1/2 and 1-lb. packages, assorted 0 27
1-lb. packages, assorted, in 5 lb. boxes 0 28
1-lb. packages, assorted, in 5 lb. boxes 0 29
1-lb. packages, assorted, 5, 10, 15 lb. cases 0 30
Bulk—
In 15 lb. tins, 15 lb. pails and 10, 25 and 50 lb. boxes. Pails. Tins. Bbls.
White moss, fine strip 0 12 0 21 0 17
Best Shredded 0 18 0 1 0 1
Special Shred 0 17 0 1 0 16
Ribbon 0 19 0 1 0 16
Macaroon 0 17 0 1 0 17
Desiccated 0 16
White Moss in 5 and 10 lb. square tins, 5-lb. boxes 0 16

WHITE SWAN SPICES AND CEREALS LTD.
White Swan Cocoa—
Shredded, per doz. 0 16
Shredded, per doz. 0 16
In packages 5-cm., 6-cm., 8-cm., lb. 0 16

Condensed Milk
BORDEN'S CONDENSED MILK CO.
Wm. H. Dunn, Agent, Montreal & Toronto.
Cases. Doz.
Eagle Brand Condensed Milk \$6 00 1 50
Gold Seal Condensed Milk 4 50 1 15
Challenge Condensed Milk 4 00 1 00
Peerless Brand Evaporated Cream
five cent size (4 dozen) 2 00 0 50
Peerless Brand Evaporated Cream
family size 3 50 0 90
Peerless Brand Evaporated Cream
pint size (4 dozen) 4 80 1 20
Peerless Brand Evaporated Cream
hotel size 3 70 1 85

TRURO CONDENSED MILK CO., LIMITED.
"Jersey" brand evaporated cream per case (4 doz.) \$4 00
Reindeer brand per case (4 doz.) \$5 00



COFFEES.
BRY, BLAIN CO. LIMITED.
Standard Coffees.
Roasted whole or ground. Packed in amp- proof bags and tins.
Club House \$0 32
Nectar 0 30
Empress 0 28
Duchess 0 26
Crushed Java and Mocha, whole 0 17
Golden Rio ground 0 14
Package Coffees
Gold Medal, 1 and 2 lb. tins, whole or ground 0 30
Cafe, Dr. Gourmet's, 1 lb. Fancy Glass Jar, ground 0 30
German Dandelion, 1 and 1 lb. tins, ground 0 22
English Breakfast, 1 lb. tins, ground 0 18



THOMAS WOOD & CO.
"Gilt Edge" in 1 lb. tins \$0 55
"Gilt Edge" in 2 lb. tins 0 55
Canadian Souvenir 1 lb. fancy lithographed canisters 0 30
Cheese—Imperial
Large size jars, doz. \$ 25
Medium size jars, per doz. 4 50
Small size jars, per doz. 2 40
Individual size jars per doz. 1 00
Imperial holder—
Large size, doz. 18 00
Med. size, doz. 17 00
Small size, doz. 12 00
Roquefort—
Large size, doz. 1 40
Small size, doz. 1 40

Canada Cream Cheese—
In cartons, each 1 dozen 0 95
Large blocks, dozen 2 25
Medium blocks, dozen 1 60

W. CLARK'S SPECIALTIES
Chateau Brand Baked Pork and Beans, with tomato sauce or plain individual, 50 cts.; No. 1, 90c.; No. 2, \$1.25; No. 3, \$1.75 dozen. Ox Tongue (In glass Brand), No. 1, \$1.10; No. 2, \$1.15 dz.

W.S.P. Rec. P.
Ground or bean, in 1-lb. cases 0 50
" " " " 0 33
" " " " 0 30
" " " " 0 40
" " " " 0 40
" " " " 0 30
" " " " 0 30
" " " " 0 30
Packed in 30 and 60-lb. cases
Terms—Net 30 days prepaid.

Confections
THE COWAN CO., LTD.
Cream Bars, 60's, assorted flavors, box 1 80
Milk Chocolate Sticks, 36 in box 1 50
" " " " 10c cakes, 36 in box 1 25
Chocolate Wafers No. 1, 5-lb. boxes, lb. 0 25
Maple Buds, 5-lb. boxes, lb. 0 25
Nut Milk Chocolate, 1/2-lb. cakes, 12-lb. box, lb. 0 40
These prices are F.o.b. Toronto.

IMPERIAL PEANUT BUTTER
Small, cases 2 dozen 0 95 dozen
Medium, cases 2 dozen 1 50
Large, cases 1 dozen 2 75
Tumblers, cases 2 dozen 1 35
25-lb. pails 0 15 lb.
Coupon Books—Allison's
For sale in Canada by The Eby Blain Co. Ltd. Toronto. C. O. Beauchemin & Fils. Montreal.
\$2, \$3, \$5, \$10, \$15 and \$30.
All same price one size or assorted.
UN-NUMBERED
Under 100 books each 04
100 books and over each 06
500 books to 1000 books each 08
For numbering cover and each coupon, extra per book 1/4 cent.

Infants' Food
Robinson's patent barley, 1-lb. tins, \$1.25; 1-lb. tins, \$2.25; Robinson's patent groats, 1-lb. tins, \$1.25; 1-lb. tins, \$2.25.

Flavoring Extracts
SHERRIFF'S
1 oz. (all flavors), doz. 1 00
2 " " " 1 75
3 " " " 2 00
4 " " " 3 00
5 " " " 3 75
8 " " " 5 50
15 " " " 10 00
18 " " " 12 00
Discounts on applications

CRESCENT MFG. CO.
Mapleine Per doz
2 oz. bottles (retail at 50c.) 4 80
4 oz. bottles (retail at 90c.) 6 80
8 oz. bottles (retail at \$1.50) 12 50
16 oz. bottles (retail at \$3) 24 00
Gal. bottles (retail at \$20) 14 50

Milk Powder
CANADIAN MILK PRODUCTS, LTD., TORONTO
Tramilk, full cream, per case (4 doz), 1/2 lb. tins 4 80
Milkstock (cooking milk), per case (4 doz) 1/2 lb. tins 4 80
JAMS and JELLIES
BATGER'S WHOLE FRUIT STRAWBERRY JAM
Agents, Rose & Ladramme, Montreal and Toronto.
1-lb. glass jar, screw top, 4 doz. per doz. \$2 20
T. UPTON & CO.
Compound Fruit Jams—
12-oz. glass jars, 2 doz. in case, per doz. 1 00
2-lb. tins, 2 doz. in case, per lb. 0 07
5 and 7 lb. tin pails, 8 and 6 pails in crate, per lb. 0 07
7 wood pails, 6 pails in crate, per lb. 0 07
30-lb. wood pails, per lb. 0 06
Compound Fruit Jellies—
12-oz. glass jars, 2 doz. in case, per doz. 1 00
2-lb. tins, 2 doz. in case, per lb. 0 07
7 wood pails, 6 pails in crate, per lb. 0 07
30-lb. wood pails 0 06

SOUPS
JOS. CAMPBELL CO., CAMDEN, N.J.
Soups (condensed)—No. 1 cans, all kinds per dozen. \$1.20. Chicken soup, \$1.25 per dozen. Pork and Beans, with tomato sauce or Boston style—No. 2 cans, doz. 1.90. Tomato Ketchup—Bottles (10c. size only) doz. \$1.40. Tabasco-Ketchup—Bottles (10c. size only) doz. \$1.40. Chili Sauce—Bottles (10c. size only) doz. \$1.40. Mustard (prepared)—With spoon (new) doz. \$1.40; No. 99 jars, doz. \$1.48.

DLING
stem of
space
tems for
us for
93 Ter-
(tf)

samples
Books—
Books
te pads,
y. Ltd.,

the only
as you
is flex-
No ex-
Write
King and
(tf)

Concrete
le us to
enforce-
Shutters
k, quick
ygue and
Co., Ltd.,
(tf)

not hav-
y its cost
National

dealers to
ting, Ad-
e on the
address,
Canadian
, Hamil-
(tf)

NG SYS-
Limited,
da. (tf)

g the best
ocases,"
ture deal-
Canada
s, Wood-
(tf)

it pays for
kes. We
Co., 285

advantage
We are
id offices,
many new
stores and
JP Jones
Toronto.
(tf)

FED.

ne in Can-
achine. It
and credit
r. Repre-
proposi-
4 Spadina
(tf)

ANTED—
en, paying
nse. No
them. We
leswoman
ure a good
ut of your
and festi-
1 we have
to \$500 a
ge. Dept.
IC ASSO-
s, Atlanta,

D.

sition; 20
l represent
edentials.
pronto.
(33)

A GROCER'S 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.

You Must Realize

that an article which has a huge amount of consumer advertising behind it to pull it through the stores, as has

2 in 1

The World's Best Shoe Polish

must be a profitable and quick-selling line to handle.

But in addition to this ad-pulling force, "2 in 1" has sterling merit behind it. It preserves the boots and makes them pliable; is waterproof; shines quickly and lasts a long time; does not soil the clothes or clog the brush, and is just now in increasing demand.

You can't afford to be without "2 in 1" on your shelves.

The F. F. Dalley Co.
LIMITED
Hamilton, Canada, and Buffalo, N. Y.

Molassine Meal

Molassine Dog and Puppy Cakes

Molassine Terrier, Hound and Puppy Meal

Molassine Chicken and Poultry Food

Are reliable foods for horses, cattle, dogs and poultry.

Sole Canadian Importer:

ANDREW WATSON

91 YOVILLE SQUARE, MONTREAL

BRANDS

"BANNER" & "PRINCESS"

CONDENSED MILK

are prepared from the purest and richest country milk, with no addition but that of pure sugar.

St. George Evaporated Cream

(Unsweetened)

The most sanitary conditions are observed in the canning and handling of the milk. The reputation of these brands as genuine satisfaction-givers is unsurpassed.

Lines that mean much in profit and reputation to every grocer who handles them.

J. MALCOLM & SON

ST. GEORGE,
ONT.

NOTICE TO MANUFACTURERS

We have sold out our warehousing and forwarding business and are now prepared to handle two or three additional high-class lines selling to the Western wholesale grocery trade.

R. B. Wiseman & Co.

123 Bannatyne Avenue East **WINNIPEG, MAN.**

Reference—Bank of Ottawa, Winnipeg

BROOMS OF QUALITY

WE make them! YOU should sell them!

YOUR customers will appreciate them! OURS do

and keep our factory going on FULL TIME

A postal will bring you information.

Walter Woods & Co.

Hamilton and Winnipeg

Saves time,
Saves money,
Saves you bags.

Should be in every grocer's store.

McGregor's Patent Bag Holder

KILGOUR BROS.
Wellington St. West TORONTO

Spices, and How to Know Them

By W. M. GIBBS

The only book on the subject—just published. The merchant or salesman, who knows all about spices, can command the spice trade in his territory. To get this information, he should read this work, dealing with PREPARATION, USE and ADULTERATION OF SPICES—a chapter devoted to each spice.

14 Colored Plates. 176 Pages. 100 Illustrations.
Price \$3.50, Postpaid.

MACLEAN PUBLISHING COMPANY

Technical Book Department

143-149 University St. - Toronto, Canada

Ocean Mills Montreal

Chinese starch, 48 1-lb., per case \$4.00;
Ocean Baking Powder, 48 3-oz., \$1.40;
48 4-oz., \$1.50; 60 8-oz., \$4.50; 36 1-lb., \$3.75; 48 1-lb. pkg., \$4; 10 1-lb. tins, \$5;
loose 25 lbs., \$1.75;
Ocean blancmange, 48 8-oz., \$4;
Ocean borax, 48 8-oz., \$1.60;
Ocean cough syrup, 36 6-oz., \$6.00;
36 8-ounce, \$7.90;

Ocean corn starch, 48 1-lb. \$3.60

JAM Per lb. 0 06
30-lb. wood pails, 0 06
Pure assorted jam, 1-lb. glass jars, two dozen in case, 1 75

Jelly Powders
IMPERIAL DESERT JELLY

WHITE SWAN SPICE AND CEREALS, LTD

White Swan, 15 flavors. 1 doz. in handsome counter carton, per doz., 90c.

List price.
"Shirriff's" (all flavors), per doz.
Discounts on application.

'Purity' licorice, 10 sticks..... 1
100 sticks.....
Dulc, large cent sticks, 100 in box.....
Lye (Concentrated)

GILLETT'S PERFUMED LYE

Per case
1 case of 4 doz \$3 50
3 cases of 4 doz 3 40
5 cases or more 3 35

ST. CHARLES CONDENSING CO

PRICES:
St. Charles Cream family size, per case \$3 50
Baby size, per case..... 2 90
Ditto, hotel, 3.70
Silver Cow Milk 4.55
Purity Milk..... 4.25
Good Luck..... 4.00

IMPERIAL PURE AND DELICIOUS

TRUE FRUIT FLAVORS
CARTONS EACH 1 DOZ

Lard

N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND

Terros... \$0 13
4-bbls. 0 13
Tubs, 60 lbs. 0 13
20-lb. Pails, 2 70
20-lb. tins 2 60
Cases 2-lb. 0 14
" 5-lb. 0 13
" 10-lb. 0 13

F.O.B. Montreal.

Marzalone.

T. UPTON & CO

12-oz. glass jars, 2 dozen case, per doz. \$1; 16-oz. glass jars, 2 doz. in case, per doz. \$1.45; 5 and 7 lb. tins and 7-lb. pails, per lb. 7c.; pint sealers (24 oz.), 1 doz. in case, per dozen \$2.25.

SHIRRIFF BRAND

"Imperial scotch" -
1-lb. glass, doz... 1 55
2-lb. " " " " 2 90
4-lb. tins, " " 4 85
7-lb. " " " " 7 25

bbredded -
1-lb. glass, doz.... 1 90
2-lb. " " " " 3 10
7-lb. tin, " " " 8 25

Mustard

COLMAN'S OR KEEN'S

D.S.F., 1-lb. tins..... per doz. \$ 1 40
" 1-lb. tins..... " 3 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

IMPERIAL PREPARED MUSTARD

Small, cases 4 dozen..... 0 45 dozen
Medium, cases 2 dozen..... 0 90 "
Large, cases 1 dozen..... 1 35 "

Assorted flavors—gross 10.75.

Soap

The GENUINE. Packed 100 bars to case.

EASIFIRST

GUNNS "EASIFIRST" LARD COMPOUND.

Terros.... 0 12
Tubs..... 0 12
20-lb. pails, 0 12
20-lb. tins, 0 12
10-lb. " 0 13
5-lb. " 0 13
3-lb. " 0 13
1-lb. cartons 13

Cereals.

Post Toasties

Grape Nuts

A FOOD

Postum Cereal Co. Limited

Olive Oil

LAPORTE, MARTIN & OIE, LTD.

Minerva Brand—
Minerva, qts. 12's \$ 5 75
" pta. 24's 6 50
" pta. 34's 4 25

Sauces

PATERSON'S WORCESTER SAUCE

1-pint bottles, 3 and 6 dozen cases, doz 0 90
Pint bottles, 3 dozen cases, doz. 1 75

Prices—Ontario and Quebec:
Less than 5 cases..... \$5 00
Five cases or more..... 4 95

Fly Pads.

WILSON'S FLY PADS

In boxes of 50, 100; packets, \$3 per box; or three boxes for \$1.50; 5 boxes \$2.75

Licorice

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb. \$0 40
Fancy boxes (36 or 50 sticks), per box... 1 25
"Ringed" 5-lb. boxes, per lb. 0 40
"Acme" pellets, 5-lb. cans, per can 2 00
"Acme" (fancy box, 60) per box 1 50
Tar licorice and tolu wafers, 5-lb. cans, per can..... 2 00
Licorice lozenges, 1-lb. glass jars..... 1 75
" " 50 5-lb. cans..... 1 50

Soda

COW BRAND

Case of 1-lb. containing 60 packages, per box, \$3.00
Case of 1-lb. containing 120 pkgs. per box, \$4.00
Case of 1-lb. and 1-lb. containing 30 1-lb. and 60 1-lb. pkgs. per box \$3.00

MAGIC BRAND Per case

No. 1, cases 60 1-lb. packages..... \$2 60
No. 2 " 120 1-lb. " " 3 00
No. 3 " 30 1-lb. " " 1 00
No. 1 Magic soda—cases 100—10 ea pkgs
1 case 4 50
1 case 1 50

KEEP IN MIND

that unavoidable
delays may come
and order your

SALT

now!

Verret, Stewart & Co.
Limited
Montreal

MR. GROCER,

Are you stocking the mince meat
that can be sold ALL SUMMER as
well as ALL WINTER?

ASK YOUR JOBBER FOR

WETHEY'S
Condensed
Mince Meat

Wrapped in sanitary packages.

Absolutely dust-proof.

3 dozen to a case.

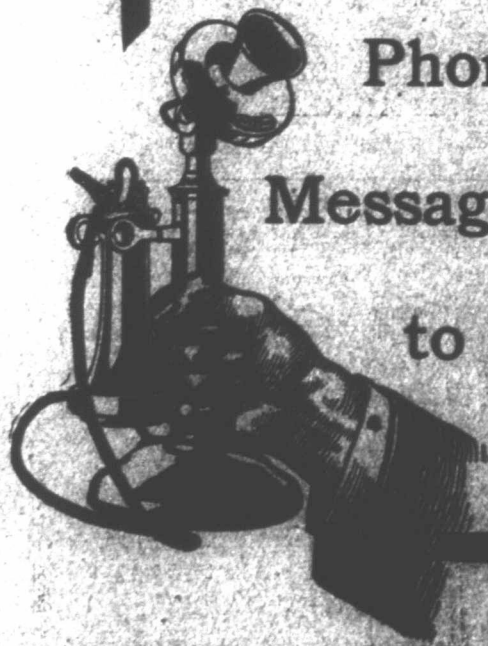
J. H. Wethey, Limited
ST. CATHARINES, ONTARIO

Charge All

Phone

Messages

to us



Imperial and Red
Feather Spices

We ask a comparison.

*The goods will get the
order.*

Try it.

Geo. E. Bristol & Co.

Wholesale Grocers

Hamilton

Ontario