

# CANADIAN GROCER

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

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

VOL. XXIII.

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NO. 23



*It's a wise saying :*

“Never change horses while crossing a stream.”—  
Applied commercially it is especially true as regards

## KEEN'S OXFORD BLUE

Don't ask your customers to change to another  
brand—It's too risky—stick to Keen's Oxford Blue.

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

Agents for the Dominion of Canada

## Canada's Starch Standards :-----

For Cooking Purposes

**Benson's "Prepared" Corn**

(THE ORIGINAL YELLOW PACKAGE)

For Laundry Purposes

**Edwardsburg "Silver Gloss" Starch**

The merits of these two brands have been acknowledged  
unequalled by any other makes for nearly fifty years.

FOR SALE BY ALL JOBBERS

**EDWARDSBURG STARCH CO., LIMITED**

ESTABLISHED 1858

53 Front St. East, Toronto, Ont.

Works, Cardinal, Ont.

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

THE CANADIAN GROCER.

# Maconochie's

Pickles

Peels

Marmalade

Jams

Sauces

Fish

## Samples <sup>a<sup>n</sup>d</sup> Prices

will interest you.

MacLaren Imperial Cheese Company  
Toronto

WILL SUPPLY ALL INFORMATION

The

LIME

is sweet  
palates.  
and you  
some su

"QUA



# The Best Only—Always the Best

## "STOWER'S" LIME JUICE CORDIAL

is sweetened to suit the most fastidious palates. No hunting for sugar. Add water and you have the best and most wholesome summer drink.

Has no musty flavor

Steps

QUALITY  
COUNTS

to

## TAYLOR'S Candied and Drained Peels

Made in England from the best Corsican peels only. *Prepared from finest selected whole fruits—not from fruit skins from which the essential oil has been extracted.* Highest quality. Always the same.

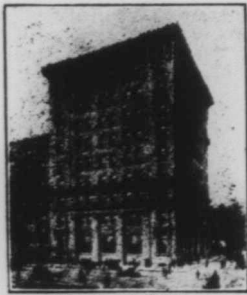
Success

**"QUALITY IS REMEMBERED LONG AFTER PRICE IS FORGOTTEN"**

Remember this one sure fact,  
every time you try to sell inferior quality, and what it really means to your success.

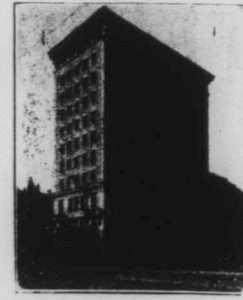
THE BEST DEALERS SELL THESE

**Arthur P. Tippet & Co.**  
MONTREAL



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.

**FACE TO FACE BUSINESS**  
I am on the job all the time. Why not give me a trial?  
**Grocery and Confectionery Brokerage my Specialty**  
**G. WALLACE WEESE**  
Manufacturers' Representative. 30-32 Main East.  
Let's get close and talk it over Now **HAMILTON**

**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. Sacramento Street, Montreal  
TEL. MAIN 778 BOND 28

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

To  
**Brokers and Manufacturers' Agents**  
  
—Your business card on this page will keep your name and field of operations before Manufacturers, Importers and others —looking for responsible representatives. It costs you little and means much to you if you are looking for agencies.  
  
Write for particulars to  
**THE CANADIAN GROCER**  
Montreal Toronto Winnipeg

**STORAGE IN OTTAWA**  
We offer every modern convenience. Largest warehouse in Ottawa Valley. Fireproof, low insurance rates, direct communication with all railways —tracks to the door. Centrally located.  
**Secure Our Low Rates.**  
**Dominion Warehousing Co., Ltd.**  
52 Nicholas Street, Ottawa  
J. R. Routh, Manager.

**D. McL. BROPHY**  
414 St. Paul St. Montreal  
**Broker and Manufacturers' Agent.**  
Open to represent one more up-to-date house desirous of utilizing my excellent connection with the grocery trade.  
Correspondence will receive prompt attention.

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

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

**G. C. WARREN**  
Box 1036, REGINA  
  
Manufacturers' Agent and Commission Merchant. Direct Importer of all grades of pure Ceylon Teas, and Grocery and Drug Specialties. Dealer in Coffees, Spices, Mustard, etc. Established eleven years. More lines desired

**CLARE, LITTLE & CO.,**  
**WESTERN DISTRIBUTORS**  
Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited.  
**Phone 159 SASKATOON,**  
P.O. Box 257. Western Canada

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

Write us for a Price on a  
**Car of Tomatoes**  
**Lowest Prices and Finest Goods Packed**  
  
**W. H. MILLMAN & SONS**  
CANADIAN AGENTS  
TORONTO

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

**W. G. PATRICK & CO.**  
**Manufacturers' Agents and Importers**  
29 Melinda Street, Toronto

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

**ON SPOT**  
**1 Car Raw Sugar**  
Bright Jamaica Crystals. Prices and Samples on Application.  
**LIND BROKERAGE CO.**  
23 Scott Street Toronto

**WINNIPEG STORAGE TRACK WAREHOUSE**  
Consignments solicited, stored and reshipped to order  
**K. J. JOHNSTON**  
Wholesale Commission Broker.  
Box 122 Winnipeg. Reference, Bank of Commerce.

**CARMAN BROKERAGE Co.**  
**Wholesale Grocery Brokers**  
141 Bannatyne St. E. WINNIPEG, MAN.  
We keep in close touch with the wholesale trade—Winnipeg and West—write us.

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

**Canadian Manufacturers and Exporters:**  
Are you aware of the fact that there are 4½ millions Irishmen prepared to buy Canadian Goods?  
Don't you want some of this business?  
You can get into touch with 5,000 distributors every week by advertising in THE IRISH GROCER, DRUG, PROVISION and GENERAL TRADES' JOURNAL, the best known general store and grocery paper in Ireland. Write for sample copy and particulars to  
**10, Garfield Chambers, Belfast, Ireland**



Arriving this week—

ONE CARLOAD

“BAIRD’S”

ENGLISH

PICKLES

MIXED

CHOW-CHOW

WHITE ONIONS

cases 1 doz.  
brls. 3 “

Unquestionably the best value  
ever offered in a **25c** retailer

ORDER EARLY — PRICES RIGHT

**EBY-BLAIN, LIMITED**

Wholesale Grocers

TORONTO

# Worth Digesting

MR. GROCER,

Have you ever stopped to think over the question as to which of the most popular Package Teas gives you the best returns? Compare our prices against other package teas you are handling. We think you will soon see, with the popularity Blue Ribbon Tea has with the General Public to-day, that, if you are not handling our lines, it would be to your advantage to do so.

25c.	grade	costs	you	20c.	for	1	lbs.
25c.	“	“	“	21c.	for	½	lbs.
30c.	“	“	“	24c.			
35c.	“	“	“	25c.			
40c.	“	“	“	30c.			
50c.	“	“	“	35c.			
60c.	“	“	“	42c.			
80c.	“	“	“	55c.			
\$1.00	“	“	“	70c.			

**THE BLUE RIBBON TEA CO., Limited**

266 St. Paul St., MONTREAL

**W**E have now completed the reconstruction and re-equipment of our Montreal Factory (formerly the Acme Can Co.) and are prepared to turn out all kinds of plain and decorated cans. New machinery, new dies and skilled workmen make this one of the most complete can making plants in Canada.

At our Ontario Factory at Hamilton (formerly the Norton Manufacturing Co.) we make Packers' Cans and a great variety of containers for the dry and moist products.

With these two factories we are prepared to furnish cans in large variety and in great quantity. Please give us an opportunity to quote on your cans.

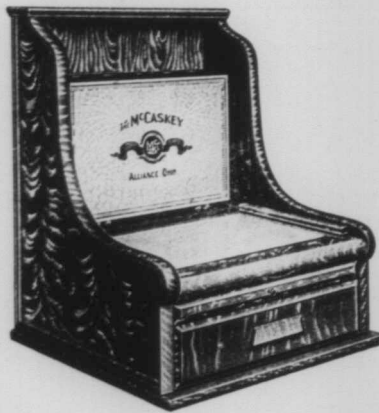
AMERICAN CAN CO.

Montreal

Hamilton

# Credit Register Systems

TO FIT YOUR BUSINESS

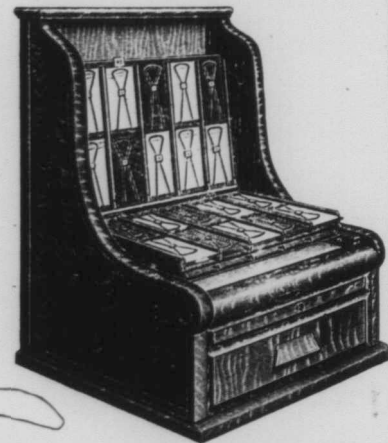


The **McCASKEY CREDIT REGISTER** is acknowledged to be the most COMPLETE device ever invented for handling retail accounts.

Every Account ready for instant inspection showing every detail of the transaction and ready for settlement without making another figure.

Every turn of the leaf shows you twenty complete totaled accounts at a glance.

The Metal Register Leaves can be placed in the safe for fire protection.



You do not have to do double filing with the McCASKEY.

**A PERFECT RECORD** of your business is furnished by the **McCASKEY SYSTEM**

- Credit Sales
- Cash Sales
- Cash on Account
- Produce or Exchange Sales
- C.O.D. Sales

All handled with but one writing.

*Do you want the Particulars ?*

**INFORMATION IS FREE**

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



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

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

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

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

CORRESPONDENCE SOLICITED

### RICHARDS & BROWN

Wholesale Commission Merchants

314 ROSS AVENUE

WINNIPEG, MAN.

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

## Buy the Reliable Brands!

**F. W. Rowley**  
Denia  
Finest Selected

and

**S. Bodi**  
Denia  
Fine Selected

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

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

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

### SHELLED ALMONDS

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

## UNDERDOWN & CRICHTON

London, England

Valencia, Spain

Denia, Spain

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

## Old Homestead Brand Canned Fruits and Vegetables

Stand at the very top of a quick moving, sure selling, profit creating and repeat order trade. That is what every grocer should remember. This is the experience of others and it should be yours too. If it is not, the fault does not lie with the goods so far as we have ever been able to find out. They never alienate a customer, as the quality in every can is first-class. We stand behind every tin of our products and are doing so in the full assurance that the raw material is right, the process sanitary, and the finished product all that seller or consumer can expect--and we know expectations are high. Order from your jobber.

**The Old Homestead  
Canning Co.**

Picton

Ontario



## CURRANTS

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

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

and importers and distributors of  
highest grade PATRAS and VOSTIZZA  
Currants.

We aim to give the trade the best grades  
of currants obtainable from season to season.

We solicit the opportunity to quote on  
your CURRANT needs at all times.

CANADIAN REPRESENTATIVES:

W. H. ESCOTT, Winnipeg.

J. A. KAVANAGH, Hamilton and London.

### GREEK CURRANT CO.

260 West Broadway. - NEW YORK

THE LARGEST CURRANT HOUSE IN GREECE

You've tried the rest—  
now try the BEST Tea

## Cooper Cooper & Co.

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

## TEAS

at the following Popular Prices :

40—50—60 cents per lb.

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

50 YEARS' REPUTATION

CANADIAN AGENTS:

Green & Co., 25 Front St. East, Toronto, Ontario.

D. Stamper, P.O. Box 793 Moose Jaw, Sask.

Clawson & Co., 11-12 South Wharf, St. John, N.B.

### Cooper Cooper & Co., Limited

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

## "PEERLESS" Brand Canned Goods

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

Put up by the Beamsville Preserving Co., Limited.

SOLE DISTRIBUTORS:

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

TORONTO and KINGSTON

Unequaled in Quality  
and a Producer of Permanent Profit

# QUAKER Canned Goods

THE BLOOMFIELD PACKING CO.  
BLOOMFIELD, ONT.

## CRYSTAL SUGARS

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

Sugars that always satisfy.  
Uniform Grain.  
Gains customers for you.  
A trial convinces.  
Remember! It is dollars in your pocket.  
Sold strictly on the merits.

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

## Saves Money at Every Point

That is what the progressive grocer does who always sells the genuine article, and thus gains the confidence of his customers. There is no substitute for

# SNAP

## The Hand Cleaner

No cheap or inferior imitation can take its place, do its work, or give the comfort and satisfaction to the user that this genuine and sterling article can.

ORDER FROM YOUR JOBBER

THE SNAP COMPANY  
LIMITED  
MONTREAL, - CANADA





*To the Trade:*

When You Are Selling

# CEYLON TEA

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

**MUST BE JUDGED  
BY CUP QUALITY**

And You Should  
Show Customers

**HOW TO PREPARE IT**

So as to Fairly Test This

---

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

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

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

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

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

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

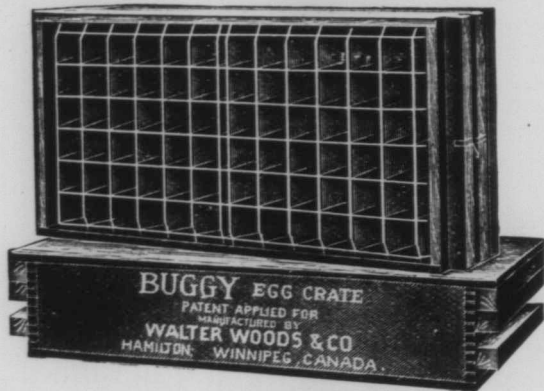
**Superior Quality, and the Prices Are Right**

We solicit your enquiries and give same prompt attention.

**The MONTREAL BISCUIT CO., MONTREAL**

Manufacturers of BISCUITS AND CANDY

## Buggy Egg Crate



**Everybody Says So:**

“Just the thing” “Been looking for this”

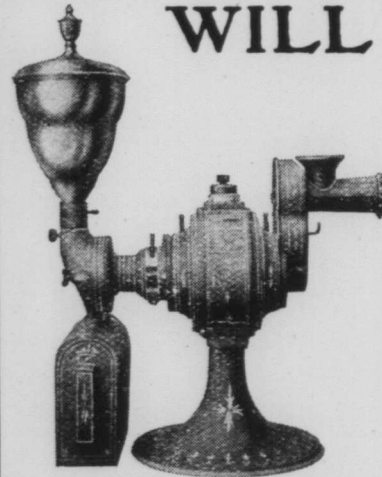
“Well, how simple” “So handy”

*Every Dealer Should Have Them*

**Walter Woods & Co.**

Hamilton and Winnipeg

## WHAT A PENNY WILL DO



A penny isn't much in itself but it can do wonders for the man who owns a ROYAL electric coffee mill.

**A Penny's Worth of Electricity Will Cut 50 Pounds of Coffee on the ROYAL. :-:**

This means a great saving of time, labor and expense and this saving will pay for a ROYAL mill in a few months even in the smallest store.

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

The ROYAL is the simplest, handsomest and most durable mill made. A child can operate it. All you have to do is to turn the little button, pour in your coffee, and the coffee is cut and in the hands of the customer in less time than it takes to tell it.

ROYAL mills are guaranteed, and are sold on easy monthly payments.

Write to-day for a free catalog that tells all about The Mill That Cuts The Coffee.

Canadian Representatives: EMORY & WILLIAMS, Montreal

**The A. J. Deer Co.**

519 West Street, Hornell, N.Y., U.S.A.



*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.

## IT WILL PAY YOU

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



Canada's Greatest Pickle Factory—

# STERLING BRAND PICKLES

The grocer with a determination to control the best trade of his town will choose pickles and relishes bearing the brand "Sterling."

These are the favorite pickles of the epicure and people who seek a relish that is knowingly appetizing.

Sold by jobbers or order direct.

**The T. A. Lytle Co., Limited**  
Sterling Road Toronto, Can.

# MASON'S O.K. SAUCE

The one sauce possessing that piquancy of flavor and uniform quality that makes it always the same. Splendid profit for the dealer, 33 $\frac{1}{3}$ %.



**GEO. MASON & CO., LTD.**  
Sole Manufacturers, London, Eng.

Sole Canadian Agents:

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

SUB-AGENTS:

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

## "EDINBURGH'S PRIDE"

EVERY BOTTLE OF



### Symington's "Edinburgh"

## Coffee Essence

does credit to the makers and the city of production. Every bottle gives satisfaction and helps to create further demand

Our **ESSENCE OF COFFEE AND CHICORY** gives wonderful value. One bottle makes 40 cups of delicious coffee fit for any connoisseur.

Recommend it for camping parties and Summer outings. It always pleases.

## Thos. Symington & Co.

**EDINBURGH**

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

## British Columbia Buyers

PLEASE NOTE THAT

### TODHUNTER, MITCHELL & CO.

TORONTO

Can supply your wants for their well known lines of **Coffee, Cocoa, Chocolate**

FROM VANCOUVER

Write Our Agents

**W. HARRY WILSON & CO.**  
VANCOUVER



is without a peer in the Canadian market.

No tea is more extensively advertised or better known.

Good tea is a magnet which always draws trade.

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

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

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

ESTABLISHED 1849

## BRADSTREET'S

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

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

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

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

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

—OFFICES IN CANADA—

THOS. IRVING, General Manager  
Western Canada, Toronto

## A. Boake, Roberts

& Co., Limited

STRATFORD

LONDON

ENGLAND

For:—

**Vinegar and  
Sauce Coloring**

**Essential Oils  
Essences  
Oil Lemon**

**Acid Phosphate &  
Phosphate Lime  
Precip.**

**Harmless  
Colorings**

**Herbs, Roots, etc.**

CANADIAN AGENTS:—

**Andrews, Gillespie & Co.**

CORISTINE BLDG.  
MONTREAL

Room 32, No. 8 Colborne St, Toronto.

MANUFACTURERS' AGENTS DEPT.  
(Continued from page 2)

## R. B. COLWELL

Representing in  
Nova Scotia

Maritime Dairy Co.

Sussex Mineral Springs Co.

Ingersoll Packing Co.

Asepto Mfg. Co.

Ebony Polish Co.

E. D. Smith

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

265 Barrington St.  
Halifax, N.S.

## BOULEVARD SHOE DRESSING



For Ladies' and Children's Boots and Shoes

**YOU SHOULD SELL IT BECAUSE**

It gives a beautiful finish.  
It requires no rubbing.  
It is guaranteed not to injure the leather.  
It is neatly put up in four-ounce bottles.  
It will certainly be asked for again.  
It has never brought us a complaint.  
It can be had at all jobbers.

Manufactured only by

**The American Dressing Co., Ltd.**  
Montreal

## APPRENTICES

can Bank Money in a few weeks.  
Work will take but a few hours a week.  
You Need no Money because we provide  
the capital.

We will start you in business by sending  
you your first stock without charge. The  
money from the sales of these will be used in  
buying new stock.

If you will try it, we will send supplies at  
once. Your profits are large.

**IN ADDITION**

there are bonus prizes: a watch is one of these  
bonuses.

Some boys and youths are earning a large  
sum each week as extra money.

WRITE AT ONCE TO

**The MacLean Pub. Company**  
10 Front St. E., TORONTO





The "BULL DOG BRAND"  
of  
Turkey Feather Dusters

are rapidly winning their way into the confidence of the people. They present an excellent opening for any progressive Grocer to handle. The best of all is that these goods are made in Canada and are equal to anything ever turned out in their line across the border.

WRITE US FOR DIFFERENT STYLES AND QUOTATIONS.

Buy from the makers

**H. W. NELSON & CO., Limited**  
TORONTO, CANADA

**Good Coffee**

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

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

**Aurora Coffee**

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

**W. H. GILLARD & CO.**

Wholesale Grocers Coffee Importers  
**HAMILTON**

Branch House—Sault Ste. Marie

**GINGER BREAD**

BRAND

**MOLASSES**

Is the Product of the British West Indies Sugar Cane.

It is sold in tins, pails, barrels and half barrels.

For cooking and table use it is undoubtedly the best.

"THE BEST THERE IS"

Agents

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

**Dominion Molasses Co.,**


LIMITED

Hallifax, - Nova Scotia

**PUSH**

**WHITE**

---



**SWAN**

---

**COFFEE**

QUALITY GOODS

HANDSOMEST TIN

LARGEST PROFIT

**Lines That Will Sell Well Right Now!**

Successful Merchants who have stocked the goods of the Taylor & Pringle Co., Ltd., declare that they sell much better than the ordinary, and are thoroughly satisfactory in every way. Here are our leaders:

**Queen Quality Pickles**

Sweet, Mixed and Chow

Bulk Pickles, all sizes; Tomato Catsup, Worcestershire Sauce, Pure Apple Cider, Cider Vinegar.



**NON-ALCOHOLIC WINES IN PINTS AND QUARTS AND IN BULK IN KEGS**

German Sauer-Kraut Pickles in Brine.

**RYAN & HOOPER, Toronto Agents**

**Taylor & Pringle Co., Ltd.**

Owen Sound, Ont.

**BATGER'S**

**Lime Juice Cordial**  
and  
**Lemon Squash**

Pints and Quarts  
2 Dozen in Case

Look into your stock  
Order from your wholesaler

AGENTS  
ROSE & LAFLAMME, LIMITED  
MONTREAL AND TORONTO

**WAGSTAFFE'S**

Fine Old English  
**Pure Orange Marmalade**

Season 1909, now ready.

**WAGSTAFFE'S**  
Jams, Jellies and  
Sealed Fruits

are better than the imported.  
Once tried, always used.

**WAGSTAFFE, Ltd.**

Pure Fruit Preservers  
**HAMILTON**



**Tartan**  
BRAND

SIGN OF PURITY

**BALFOUR, SMYE & CO.**

**Build up your trade with the Best Goods.**

TARTAN Tea pays the retailer a handsome profit.  
TARTAN Coffee, Spices and Extracts are guaranteed pure.  
TARTAN Canned Fruits and Vegetables have the home flavor and are recommended by connoisseurs.  
TARTAN Baking Powder, Baking Soda, Syrup, Salmon and Groceries build up your business.

Send us sample orders and see the magic change.

Phone **596**—specially reserved for Long Distance Calls.

Headquarters for all Fancy and Staple Groceries  
**HAMILTON, ONT.**



**YOUR AIM!**

To continually supply your patronage with the best merchandise obtainable—the purest and most carefully prepared groceries—should be your aim as a conscientious grocer. To be on the safe side in selling package Cocoanut, push

**McLEAN'S  
WHITE MOSS COCOANUT**

Made only by

**The Canadian Cocoanut Co., Montreal**

**THIS IS**

About 3-ft. Long.



"IT"

Half Actual Size.

**OF ALL JOBBERS  
OR FROM**

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

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

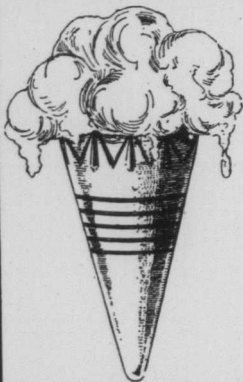
MacLaren Imperial Cheese Co.,  
Toronto.

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

G. C. Warren,  
Regina, Saskatchewan.

Standard Brokerage Co.,  
Vancouver, B.C.

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



**In CORNETS and  
ICE CREAM SPECIALTIES**

We are ready to fill your orders promptly.

**The DOMINION WAFER CO.**

Importers from the largest factories in the world.

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



**CAPSTAN BRAND  
PURE MINCE MEAT**

Package Mince Meat  
Put up in 1/4 gross cases

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

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

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

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

**JOHN GRAY'S**

**Scotch Marmalade**

The marmalade with the quality reputation. Selected bitter oranges from the finest growing districts are used, pure granulated sugar being the only addition to the natural fruit. Experts prepare it. The old established firm of John Gray and Co., Glasgow, (Scot.) guarantees each jar.

AGENTS:

**SNOWDON & BORLAND,**

34 GUARDIAN BUILDING - - MONTREAL.

"Reduced in Price but not in Quality."

**Mason's  
Number One  
Sauce**

To Sell now at 15c. per Bottle

Prepared by **GEO. MASON (The Original)**  
From London, Eng.

The Mason, Miller Company, Toronto, Canada

## It's Quality That Counts Always—

**Y**OU'RE not in business for a year or two years, but for your entire active life. And when you come to figure it out, the success and permanency of your business depends upon the quality of the goods which you handle. For instance, you cannot afford to be without such lines as



### Borden's Eagle Brand Condensed Milk and Peerless Brand Evaporated Cream

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

Scott, Bathgate & Co., Winnipeg, Man.

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

## BANNER BRAND CONDENSED MILK



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

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

WRITE FOR PARTICULARS

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



## IMPERIAL EVAPORATED CREAM

Holds the favor of the housewife because it is always the same.

Rich milk from the finest dairying district in Canada, scientifically treated by experts in a most up-to-date factory.

*It is THE Line to Sell*

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

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



# H.P. SAUCE

—good for Customers—good for You!!

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

It is in big and constantly growing demand.

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

## THE SAUCE FOR YOU

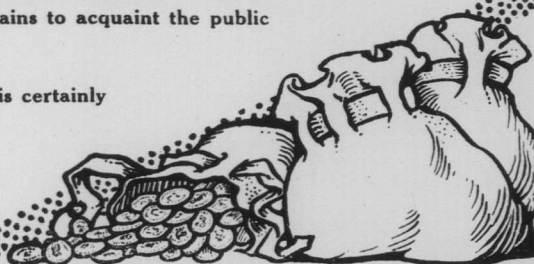
W. G. Patrick & Co., Toronto and Montreal.  
Codville, Smith & Co., Ltd., Calgary, Alberta.

R. B. Seaton & Co., Halifax, N.S.  
Ellis & Co., Ltd., St. John's, N.F.

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

MIDLAND VINEGAR CO., Ltd.

BIRMINGHAM AND LONDON, ENG.



## ALEXANDER'S FAMOUS LOBSTERS

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

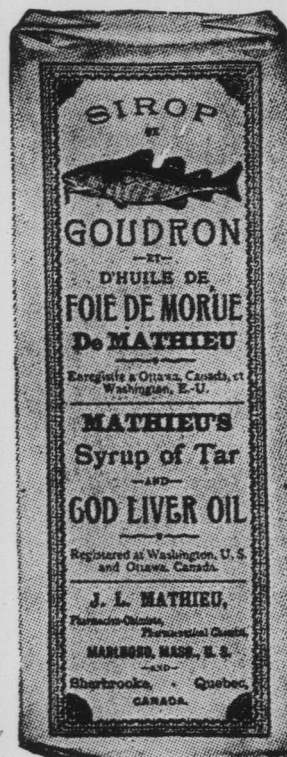
## Golden and Silver Shred MARMALADE

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

## Mathewson's Sons

Wholesale Grocers

202 McGill Street - Montreal



## WHY YOU SHOULD SELL MATHIEU'S SYRUP

of Tar and Cod-Liver Oil

### REASON NO. 1

Nine out of every ten people when troubled with a cough or cold call for Mathieu's Syrup.

Hence there is no time wasted in selling it. It almost sells itself. This is the result of its exceptional curative properties in all chest and throat complaints—backed up by good advertising.

This advertising consists of

1. Our newspaper campaign.
2. One person recommending it to another, and probably telling him that he got it at your store.
3. Dealers who know a good article when they see it and gladly recommend it to their customers and friends.

Let us have an order from you to-day.

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

Sold by wholesale trade everywhere  
Distributors for Western Canada:

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

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

## Canada First

Put up in air tight sanitary cans without solder or acid. The milk from the cow to the can is under strict sanitary supervision and is pure.



## Evaporated Cream

The demand for a cream richer in butter fat and phosphate properties than ordinary cream is increasing daily. Are you catering to that demand?

Order from

your wholesaler

Manufactured by  
**AYLMER CONDENSED MILK CO., Limited**  
AYLMER, - ONTARIO

THE CANADIAN GROCER.

# RICE

We carry a full stock of Imported Fancy Rice. Genuine Carolina, Java, Japan, Patna, etc  
It will pay you to see our samples.

**The Davidson & Hay Ltd.,** Wholesale Grocers **Toronto**

## St. Lawrence Crystal Diamonds

in attractive 5 lb. cartoons  
also in Barrels, 100 lb., 50 lb. and  
25 lb. Boxes.

## Crystal Diamond Dominos

In 5 lb. cartoons only  
Choicest sugars of all grades, made  
only of cane sugar

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

The Name is the  
Guarantee

*Redpath*

## Granulated Sugar

Manufactured by  
**The  
Canada Sugar Refining  
Company, Limited**  
MONTREAL, QUE.

## Cold Spring Lemonade Powder

A SURE SUMMER SELLER

Just the thing to sell to picnickers, travellers and holiday seekers. Powder, fully prepared,  
on addition of cold water only, makes a most delicious lemonade.

Attractively packed in 8 oz. and 4 oz. tins, which retail, at good profit, for 25c. and 10c. respectively.

MADE ONLY BY

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



## TO THE TRADE:

**WE** are now in our NEW PREMISES, 45 FRONT ST. E., and shall be very pleased to see you at any time. As to delays of shipments the past month, we apologize, but assure you that in our spacious premises we hope to cope with the ever increasing demand for MELAGAMA AND BULK TEAS by making prompt shipments. Soliciting the continuance of your always appreciated favors, We are,

Yours very truly,

**MINTO BROS.**

per F. J. WHITE, Manager.

*"Gentlemen, It's Quality!"*

**The Best Trade in  
Canada Know it  
and Stock**



No other maple syrup is so delicately blended, having that new sap flavor just in from the bush.

**Sugars & Cannery Limited, - Montreal**

The **QUALITY** is in them.

**WONDERFUL SOAP  
CRYSTAL SOAP CHIPS**

There are no more steady-selling, customer-creating, trade-building lines than our products. In efficiency, strength and purity, their equal has not been discovered.

Wonderful Soap and Soap Chips are thorough, rapid and easy in their operation. The quality is in the Soap. We put the value there, not in premiums.

We pay freight on five-case lots.

Let us send you quotations.

**THE GUELPH SOAP COMPANY**  
Guelph Ontario

# COFFEE

THE AUTOCRAT OF THE BREAKFAST TABLE

To be satisfactory, it must always be uniform and not disturb the palate.

REX COFFEE is the perfect product of years of experiment, and is packed in air-tight germ-proof bags to ensure its uniformity in any climate.

**Gorman, Eckert & Co., Limited**

LONDON

High-Grade Food Products

WINNIPEG



**Classified Advertising**

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

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

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

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

**Yearly Contract Rates.**

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

**PERIODICALS.**

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

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

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

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

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

**AGENCIES WANTED.**

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

**PROPRIETARY MANUFACTURERS** desiring to introduce their goods to Grocers and Stores throughout United Kingdom, can secure thorough representation. Experienced staff of travellers and complete sales organization. William Hill, McAlpine Street, Glasgow.

**ADDING MACHINE.**

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

**COUNTER CHECK BOOKS.**

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

**FOR SALE.**

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

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

**BOOKS FOR THE GROCER.**

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

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

**THE GROCERS' MANUAL**—New edition, enlarged and illustrated, 1188 pages. All about Groceries, Provisions, Fruits, Spices, Drysalteries, and Chandlery, their sources, varieties, manufacture, adulteration, &c. Specimen pages free. W. Clowes & Sons, Ltd., 23 Cockspur St., London, S.W.

**WANTED.**

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

**POSITION WANTED**—Traveler having fifteen years connection in the Maritime Provinces calling on grocers, provision and general store trade, is open for engagement. For particulars address "Traveler," Box 532, Hal fax, N.S. (23)

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

**WANTED** in every town and village, a representative to take charge of the circulation of our various publications:—Hardware and Metal, Canadian Grocer, Financial Post, Plumber and Steam-fitter, Dry Goods Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery, and Busy Man's Magazine. Good financial standing and business connection a strong recommendation. Just the position for a retired business man for his spare time. The MacLean Publishing Company, Limited, Toronto.

**MISCELLANEOUS.**

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

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

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

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

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

**NATIONAL AID**—An aid to every retail merchant in the world. Saves money, time, work and worry. The National Cash Register Co., F. E. Mutton, Canadian Manager, cor. Yonge St. and Wilton Ave., Toronto.

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

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

**YOUR CHEQUE CAN'T BE RAISED** to any amount above that which you intend it to cover if you use the **PROTECTOGRAPH**. This device stamps a line such as "Not over ten dollars, \$10," which is acid proof, indelible ink which penetrates right through the fibre of the paper. This device is being used by 90% of the Banks of Canada and the United States, as well as the treasuries of both countries. Write for full particulars and price. W. E. Parker & Co., Sole Canadian Agents, 37 Yonge Street, Toronto, Ontario. (28)

**EXPORT TRADE DEPARTMENT.**

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

**DAVID SCOTT & CO.**

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



**"Keep up with the Twins"**



**"Keep up with the Twins"**

Handle . . . . .

**GOLD DUST  
WASHING POWDER**

*It will give satisfaction to your customers and satisfactory profits to you.*

One-half case free with every five cases assorted Soap and Gold Dust Washing Powder.

**THE N. K. FAIRBANK COMPANY, Montreal**



**MEN  
WHO  
SELL  
THINGS**

By

**WALTER D. MOODY**

- ☐ Mr. Moody analyzes the science of his profession with precision.
- ☐ He indicates the weak points which the salesman is heir to.
- ☐ He suggests ways to overcome them.
- ☐ He shows how to cultivate the essential qualities of a salesman.
- ☐ His title to proficiency in this subject is backed by an abundance of native business acumen, ripened by Twenty years of observation and experience as Travelling Salesman, European Buyer, Sales Manager and Employer.
- ☐ He has recently been made Business Manager of the Chicago Chamber of Commerce; the largest body of business men in the world.
- ☐ While the supply lasts we will mail a cloth bound copy of "Men Who Sell Things" to anyone sending us one new paid-in-advance subscription to this paper.

**THE MacLEAN PUBLISHING CO.**  
Subscription Department  
**TORONTO - CANADA**



**“COBRA”  
THE  
SHOE POLISH**

Has many qualities that appeal to both retailer and consumer.

RETAILERS will find COBRA POLISHES so attractively boxed and packed as to invite attention wherever shown.

CONSUMERS will find them deep, lustrous, brilliant and lasting, not greasy or waxy, but preserving leather in healthy state, supple and comfortable.

**TEST  
THEM**

COBRA POLISHES, Black or Brown, in tins.  
COBRA CREAMS, Large and Small, in bottles.

Stocked by **C. PARSONS & SON,**  
79 FRONT STREET EAST, TORONTO

# PACKARD'S "SPECIAL" SHOE DRESSINGS

Give the Retail Grocer a  
**Larger Percentage of Profit**  
than staple lines of groceries

**EVERY PACKAGE GUARANTEED**

If your wholesale dealer does not keep it in stock, write us.

## L. H. Packard & Co., Ltd.

PACKARD BUILDING

9 to 17 St. Antoine St.,

MONTREAL

MANUFACTURERS OF HIGH-CLASS

### SHOE DRESSINGS



**FRENCH GLYCERINE**  
A Liquid Self Polisher, Retail at 10c.



**BLACK "O"**  
A Liquid and Paste combined  
Retail at 10c. Tin.

## Every

## Man, Woman and Child in Canada

**Knows**

# REINDEER

It stands for the Purest, Richest  
Condensed Milk.

It carries the most Businesslike  
and attractive proposition.

It will pay you to get it.

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



## ORIGINAL LANGLEY WARE

MADE IN



ALL SIZES

**FRENCH COFFEE FILTERS**



**BROWN  
AND  
GREEN  
WARE**

Made in  
three Sizes:  
8 inches,  
9 inches,  
and  
10 inches.

**HOT WATER MUFFIN PAN**

WRITE FOR NEW ART GOODS ILLUSTRATIONS AND QUOTATIONS

British Columbia and Yukon Territory Agents  
**W. HARRY WILSON & CO. Vancouver**

Sole Agents for Canada  
**CARVETH & COMPANY**  
600 Lindsay Building, Montreal





## How a Well-Known Encyclopedia Roasts Spring Scales

The New International Encyclopedia, Vol. 16, Page 109, says:

"THE FORCE OF THE SPRING VARIES WITH THE TEMPERATURE, WHICH ALTERS THE LENGTH AND ELASTICITY OF THE WIRE AND RENDERS IMPOSSIBLE PRECISE MEASUREMENTS."

Thus one of the world's greatest authorities has investigated and found unreliable all spring scales. Can you afford, therefore, to use a spring scale which is generally known as an unreliable weighing machine, a scale so unreliable as to make the weighing of your goods (your money) guesswork?

### The Toledo "Springless" Automatic Scale

is always exact and accurate. It has no springs. The Toledo is the only Automatic Springless Cylinder Computing Scale in the world, and the most durable and reliable weighing machine.

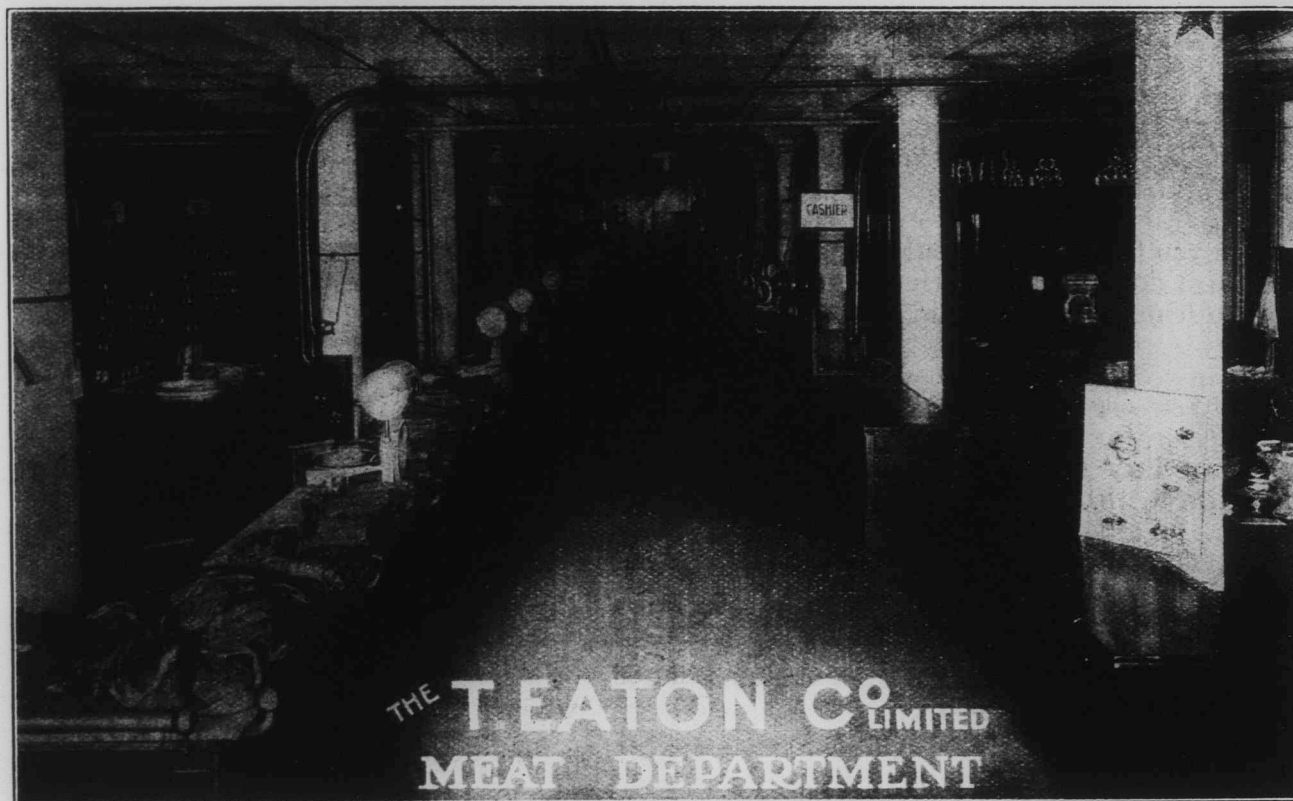
NOTE :—We invite comparative demonstrations, in your store with any other scale on the market.

**Toledo Computing Scale Co.,** 335 Yonge St., TORONTO, ONT.

**MAKERS OF HONEST SCALES**

Offices:

MONTREAL, Q., Cor. St. Gabriel and Notre Dame Sts.    CALGARY, Alta., Herald Block.  
VANCOUVER, B.C., 524 Leymus St.    EDMONTON, Alta., 620 First St



### ANOTHER GUARANTEE OF FAIR DEALING

This store has installed the Springless Toledo Scales, which guarantees honest weight to all.

# Famous Dayton Scales

The Scale with the Guarantee, and the Guarantee backed up  
by our Canadian Factory

The scale that saves time, money and worry. The Dayton is the only scale that is fitted with an automatic thermostat, which regulates the scale in every temperature. No other scale maker can use this wonderful invention, as we have all patents on it. Remember, the Dayton Scale fitted with the automatic thermostat is always right. Hot or cold weather makes no difference with it. Other scales may change in cold weather or hot weather, but the Dayton does not.

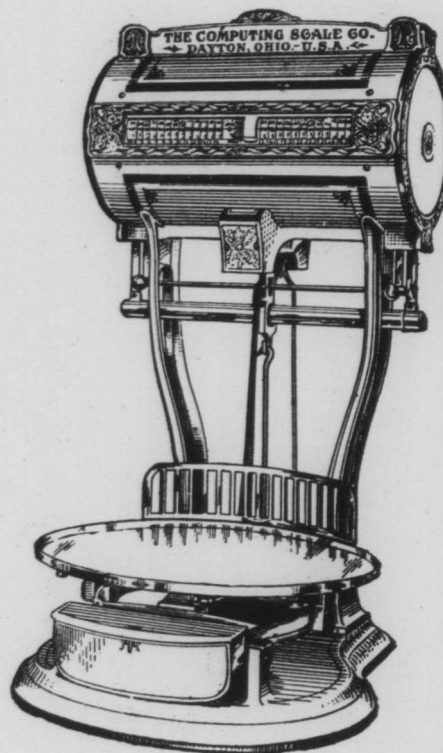
We say to the merchants of Canada: "The Dayton Scale will positively stop the giving of overweight." We can prove it to you. The thousands of merchants who have bought Dayton Scales prove this every day.

There are more Dayton Scales sold than all other computing scales combined. There is a reason for this, and the Dayton Scale is acknowledged to be the finest scale in the world.

When you buy, be sure you get the finest, and remember the Dayton costs no more than the cheaply made grade of computing scales offered on the market to-day.

Send in your card, and we will have a scale demonstrated to you. You will be under no obligation to buy it.

Do not buy the imitation. Buy the original famous Dayton Scale.



## The Computing Scale Co. of Canada

Limited

164 King St. West

Toronto, Ont.

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Cooper Co  
Cote, Jose  
Cowan Co  
Cox, J. & C



# The Popular Demand

for



Is Appreciated by every Grocer in Canada  
 There is both pleasure and profit in selling "SALADA."—pleasure in knowing that every time you sell "SALADA" you satisfy a customer; Profit—in the number thus satisfied, who come back for more.

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# How Lindsay Merchants Protect Each Other

Grocers of That Town, Although Not Organized, Are on Friendly Terms—Stamping Out the Credit System by Thorough Inquiry Into Financial Conditions of New Customers—Stand Together in Maintaining Reasonable Prices.

(Staff Correspondence.)

Lindsay, June 2.—As a rule merchants engaged in a particular class of trade in a city or town where there is no organization to bring them together on friendly terms, are at loggerheads with each other and always willing to "cut one another's throats" in a business transaction.

Lindsay is an exception. The grocers of that town have nothing in common so far as an association is concerned. They are fortunate in that they reside in the heart of a splendid farming community and that there is enough business passing to give them a comfortable living—probably a little more to those who use the more progressive advertising and up-to-date methods.

The most interesting feature, however, in connection with their general methods is that they look after each other's interests to more than the ordinary extent—they assist each other in watching the delinquent and they seldom cut prices.

## Decline of Credit System.

None of the Lindsay grocers sell strictly for cash. Nevertheless business is gradually working that way, inasmuch as new customers whose financial standing is unknown, or which cannot be considered good upon minute investigation, are refused credit.

Lindsay is not immune from those who after paying cash for a month ask for credit because "my man is out of work just now for a few days," or "the baby was sick last week and we have to pay the doctor bill." Plenty of this class still hover around, but their "innocent" requests are not always complied with.

Where do you live?

What does your husband do?

Where did you come from to Lindsay?

With whom did you deal last?

These are a few of the questions fired at the credit petitioner and even if they are satisfactorily answered the merchant does not always relent. He calls up his fellow grocer, with whom the visitor has last dealt, to determine the financial standing of the new customer. If an account of five, ten or twenty dollars is owing not much credit is given. He also phones the factory where the husband is supposed to be working to find out whether he is actually there or not.

## A Specific Case.

D. Adams, of Adams Bros., told of an incident in connection with the subject: "A fellow came in here one day and asked if he could have a few days in which to pay for his goods. He said he worked with one of the railways. He

had recently come to Lindsay and was starting housekeeping, and wanted a monthly account opened. After ordering the goods he thought he would take some with him and have the rest delivered.

"In the meantime my brother called up the roundhouse to make a few inquiries and found that the foreman had never heard of him. The result was that we had to refuse him the goods and we later discovered we were quite justified when we found there was no such person living on the street he gave."

The above is only one example of how Lindsay grocers are stamping out the existence of the "dead-beat." They are friendly with each other and give all information requested by their brother merchants.

"A woman called here this morning," said L. A. Primeau, "and wanted credit but after asking her a few questions I said I couldn't open any new accounts just now."

In this way the cash system is being encouraged and the grocers here are not going out of the way to contract for any bad accounts.

## Not Much Price Cutting.

Not only do the grocers in the Victoria capital aid each other in keeping clear of the slow pays, but they are no price slashers. They figure out their selling prices on a reasonable profit basis and stick to them. Occasionally, of course, in the case of perishable goods like fruits, they may see fit to sell at a discount, but outside of that they maintain prices.

"There is no necessity for us cutting prices," remarked one grocer, "when we have such a splendid farming community around us. The farmers are all prosperous and we are all doing a good trade."

Mr. Killen, of Spratt and Killen put it this way: "Farmers are getting more money every month and they are paying more regularly. Years ago they used to sell their butter in tubs in the Fall as well as their grain after the Fall threshing—and we got paid once a year."

"The proper system is the cash system and things are gradually working that way. We run our credit business on the monthly account plan and we watch pretty well the slow pays; but even with the greatest of care we lose a little sometimes."

## Would Like General Delivery.

T. Brady is much interested in the general delivery system in vogue in St. Mary's and thinks it might work all right in Lindsay. He believes that if a good

reliable man took hold of the contract he could make it pay, and thus save the merchants a lot of trouble and expense.

"I wish some one would take it up," he added.

He was also interested in the Guelph collection system and stated that there was some talk of forming one in Lindsay. He believed it would work out well.

"I keep good goods, and use my customers as well as I can, and when it comes to deciding what I shall buy, I get the dearest, providing it's the best." These are some of J. H. Fleury's methods of doing business.

He makes the quality of his goods a strong talking point, and always lets his customers know why he sells at any price or why he changes one.

## Makes Use of Readers.

Occasionally Mr. Fleury inserts readers in the local press and finds them profitable. These always contain the idea: "Our goods are our reputation and chief advertisement."

Mr. Fleury has an interesting career as a grocer and takes pride in telling of the success he has made. He began business 13 years ago and for 3 years he had to carry his books home every night not being able to purchase a safe.

He is another admirer of the cash system. "I think the day will come when we will be doing a strictly cash trade and there is no reason in the world why we shouldn't. The farmers are now in a position to get money as often as they want it, so that times have changed since I was young."

## TO MAINTAIN RAISIN PRICES.

Efforts are being made in Smyrna, by the raisin packers, to arrange for a raisin convention for the purpose of seeing what can be done toward maintaining the price of Sultana raisins in better fashion than at present. In England, in the past six months, Sultanas have dropped in price at least 40 per cent. The shippers are becoming alarmed, and they will endeavor to have the Turkish Government back them somewhat after the manner in which the Greek Government makes it easier for the currant packers in that country. A "retention system" operated in connection with the Sultana raisin business would be a boon to packers. Previous to the revolution in Turkey some progress had been made with the Government. What will be done under the new regime remains to be seen.



# An Accounting System for Retail Merchants

Accountant Claims That Majority of Failures Are Due to Unsystematic Methods—Books Necessary to Properly Look After a Retail Business—Address Given at Recent Meeting of Guelph Retail Merchants Association.

By G. R. Cooper, of R. J. Cooper & Co., Chartered Accountants, Toronto and Guelph.

In presenting this paper on Retail Store Accounting, I will endeavor to point out the advantages and the necessity for a proper system of accounts being kept by the retail merchant, and also roughly outline a simple yet complete system, which, with a few variations to suit the conditions of different lines of businesses, can be applied to the average retail store.

As I have a few rather uncomplimentary remarks to make in regard to the present method of retail store book-keeping I hope my hearers will take no offense as I am quite aware that a storekeeper is not a book-keeper and could not be expected to have his books in anything like reasonable shape without some assistance from one who knows.

The average retail merchant keeps books for three reasons, viz.:

- (1) To keep track of his cash
- (2) To keep track of what his customers owe him;
- (3) To keep track of what he owes his creditors.

Now what I want to point out are other reasons for keeping proper record of the transactions of your business. While the above information is absolutely necessary, still it does not give you any information as to whether your business is progressing or retrograding, or running at a profit or a loss, and you have nothing to guide you in the conduct of your business throughout the year.

As a rule I believe the majority of the retail storekeepers take stock once a year and ascertain their present net worth, and if same is greater than at the end of the previous year, why the difference is the net profit, or if it is less than that of the previous year, why the difference is the net loss. If the result is a loss, the question arises, how did it occur? In the absence of a proper classification of accounts and proper records being kept, it is impossible to tell. I venture to say that the majority of the failures to-day are attributed to bad bookkeeping and unsystematic methods.

## Watch the Departments.

Every retailer, who handles more than one line of goods, should keep track of same separately in his books in order that he can tell how much he made in each department, and which department is paying him the best. If he finds one department is running at a loss, he ascertains the reason why, and remedies the trouble or discontinues that line. If he does not keep separate department accounts he would not know whether or

not he was loosing or making in each and every department. If the business was paying as a whole, but he was loosing in one department, he would never be aware of it, and his profits would be diminished each year by the amount of the loss of this particular department.

He does not only want to know what he is doing in each department, but he also wants to know whether his sales for any particular month this year are greater than or less than for the corresponding month last year, and whether his sales are increasing or decreasing, and to what extent. He also wants to know what are the sales of each of his clerks and whether their sales are increasing or decreasing in order that he can keep proper track of his employees. He also wants to know whether his expenses are increasing or decreasing, and if increasing, why? By having a statement laid before him each month giving all the above information, he is enabled to locate defects and shortcomings and remedy them, and not allow them to continue to the end of the year which may mean disaster. The storekeeper who keeps his books in a up-to-date manner and is guided by the information rendered him each month is the man who is going to succeed. These statements are to him what a chart is to the captain of a ship, and without them he liable to run on the rocks at any time. It is just as important for the retail storekeeper to keep in close touch with all matters pertaining to his business as it is for a large manufacturer or wholesaler.

In these days of keen competition, a business man must know where he is at in order to sell at close prices and still make a profit. It is also important that he should know what percentage his profits are on his capital invested after making proper allowance for his services. I cannot impress upon you too strongly the advantages to be derived from a proper classification of your accounts and proper records being kept.

I will now proceed to give a rough outline of the necessary accounts to be kept and the proper classification of same in the ledger, and some of the necessary books of record in which to enter the transactions of the business in order to obtain the information desired.

## Accounts to be Kept.

The classification of accounts and arrangement of same in the ledger should be:

Capital or Proprietor's Account.  
Mortgages or Fixed Liabilities.

Floating Liabilities.  
Fixed Assets.  
Cash or Available Assets.  
Sales divided into different Departments.  
Expenses of conducting each Department.  
General Expenses.  
Interest on any Mortgages or Bank Interest.  
Profit and Loss Account.

The books to be kept to provide necessary information are:

General Ledger, which contains all the above accounts.  
Sales Ledger (Loose Leaf), which contains customers accounts.  
Sales Book, in which will be entered all the sales divided into the different Departments.  
Purchase Book, in which will be entered all Invoices of Purchases, divided into Departments.  
Bill Book, in which will be entered all Notes, Drafts and Bills Receivable.  
Cash Book, in which will be entered all Cash Received and Paid Out, including Bank Account.  
Counter Check Book, which will be a record of all sales.

## How to Use Various Books.

Each clerk would have a separate check book so that each clerk's sales could be kept track of. These should be totaled up and entered in a book kept for the purpose so that comparisons could be made with the different clerks, and also with the different months. The sales should also be entered in the Sales Book each day and the postings made from this book to the Ledger. It is only necessary to enter the date, the customer's name, the amount, and distribute same under its proper department. The totals are carried into their proper accounts in the General Ledger at the end of the month. The Sales Tickets would be fyled in order in which they are entered in the Sales Book, so that they could be referred to readily at any time. All Invoices for goods purchased should be entered in the Purchase Book and distributed under the different Departments, and as they are entered they should be numbered. They would then be placed in a folder having thirty-one compartments, one for each day of the month, and placed in the compartment bearing the date on which the bill falls due, in order to secure discounts. After having been paid and the necessary record made on same, it should be fyled under its proper number. An index of these Invoices should be kept for ready reference.

In the General Ledger should be an account called "Accounts Payable," in which should be entered the total purchases each month and the total payments on account of same, the dif-



ference being the amount of unpaid bills, which can be verified by totaling the bills in the folder. A similar account should also appear in the General Ledger, called "Accounts Receivable," in which will be entered the total Sales for the month and the total payments on account of same, the difference being amount owing by customers, which can be verified by totaling the amount of outstanding accounts in the Customer's Ledger. When accounts are getting old and doubtful they should be transferred to a separate binder so that they would not be lost sight of, and credit to such customers discontinued. Collections of such accounts should be carefully looked after in order to avoid losses from Bad Debts as much as possible.

It is also important that all the Sales Tickets should be gone over by the book-keeper in order to see that prices, extensions and additions are correct. This also applies to Invoices for goods purchased, in order to see that goods are

received, prices are as quoted, extensions are correct, goods are up to quality, and that the freight has been paid if they are f.o.b. the store.

**Little Extra Labor.**

By this time you will be thinking of the great amount of work entailed and expense incurred in keeping up these records. I wish to say that the work would be but a trifle more than under your present system, and the expense would be the initial one in procuring the necessary books, but the information obtained would far outweigh this little extra labor and expense.

It is not possible to go very fully into details in a short paper of this nature, but I hope what I have said to-night will give you some idea of the importance of keeping proper records of your business transactions, and be the means of bringing about a change amongst the retailers from their antiquated methods of book-keeping.

sadly abused and it is the abuse of the credit that we may hope to correct, but never eliminate entirely from our business transactions.

When we talk about the evil results from the credit system, we generally have in our minds the amount of money which is lost through those who are either unable or unreliable. This, however, I think is a mistake, and while the professional dead beat is a thief in disguise, and is guilty of one of the meanest kinds of stealing, he should not get all the blame.

**Cause Of The Trouble.**

Those who are careless in their payments, never prompt, never punctual and always disappointing are causing nine-tenths of the trouble.

I am now considering this question from the retailers' standpoint, and it may be something worth consideration if they would go to the trouble to find out what percentage of their turnover they lose in bad debts. As a rule the expense of doing retail business in a large city runs from 15 to 18 per cent. and losses through dead beats seldom exceed 1/2 per cent. Does this not at once show that the cry about dead beats is a little too loud?

Along with the other expenses does this not sink into insignificance, and yet the evil results through the abuse of credit are almost unbearable, and the slow pay, the indifferent, careless procrastinators who cause the merchants to carry thousands of dollars on their books, are the chief sinners. Do these people ever consider this matter, or do they know its results, or have they unconsciously grown into this habit through unwise, or should I say, dishonest methods of the retailer? I say dishonest, because a retailer has no right to allow his customers to use for an unreasonable time the money that belongs to the wholesaler.

**The Grocer's Part.**

Bad habits, like diseases, are contagious, and if a retailer himself is notoriously slow, and always behind with his payments his customers will soon line up to the same level. A retailer who is not prompt in his payments is not prompt in his collections and his customer will soon take advantage of his weakness. There is no evil so detrimental to trade as the want of promptness and punctuality. The loss through time and disappointment caused through this one blight in trade is incalculable and if it could be shown in figures would be alarming. While the most of our retailers are prompt, it is nevertheless a fact that too many are not.

In my next article I will show how wholesale collections are treated; how some pay their accounts; who should have credit and who should not; why some do a cash business and others credit, and why and when a merchant should do a mixed credit and cash business.

**Why Merchants are Losing Money by Poor Debts**

**Cash And Credit Systems Prevailed a Hundred Years Ago—  
What a Merchant Of Thirty-two Years Standing Says Of  
The Much Discussed Problem—Grocers Too Careless Themselves  
In Paying Their Debts.**

By M. Moyer.

Luther Andres & Co. have this day  
Been opening goods both fresh  
and gay;  
They have received near every  
kind  
That you in any store may find,  
And as we purchase by the bale,  
We are determined to retail  
For ready pay, and a little lower  
Than ever have been had before.  
We with our brethren mean to  
live.  
But as for credit we shall not  
give.  
We would not wish to rouse  
your passion  
But credit here is out of  
fashion.  
My friends and buyers one  
and all.  
It will pay you well to give  
us a call,  
You may always find us by our  
sign  
A few rods from the house  
divine.

The above advertisement was taken from a copy of the "Ulster County Gazette," published at Kingston, New York, on January 4th, 1800. This paper is in the hands of a retail grocer whom I know and although over a hundred years old is still in good preservation and valued as an old relic.

While the construction of this advertisement may arouse a little curiosity the principal point I wish to call atten-

tion to, is the fact that even in those days the cash and credit in business was an unsettled problem. It is a very easy matter for any one to say that business should all be done on a cash basis, but when it is taken into consideration that business has been carried on largely on credit for hundreds of years there must be some reason involved which does not lie near enough the surface to be seen by the casual observer. While we have large concerns that flourish on a cash basis, we also have those that have made remarkable successes on a well arranged credit system. Cash stores have failed and succeeded, and credit stores have also failed and succeeded. Who would therefore be prepared to say that the cash system should be exclusively adopted?

**What Is To Be Done?**

No doubt a hundred years ago, as we see by this ancient advertisement, they were holding the same views as we are doing now. Some did a cash business and others did a credit business, and this state of affairs has continued to this day, and the question is now what are we going to do with it? In all probability we will go on another hundred years the same way.

It seems evident therefore that credit cannot be entirely cut out of our commercial system, for trade and commerce rest largely on trusting one another, or crediting one another. Comparatively few transactions take place in which credit to some extent is not in evidence, but like many other good things, it is

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## Feature of a Vancouver "Horse Show" Window

Value of a Timely Display and Some Ideas on Strengthening It—Frequent Changes Necessary for Best Results — The Price-Ticket as an Aid in Selling.

There are certain times during every year when the live grocer has opportunities to show himself conversant with the trend of public affairs and also to show that he takes an interest in them.

This knowledge cannot better be displayed than in advertising and in window and interior displays.

The window of H. A. Edgett & Co., grocers, Vancouver, B.C., which is reproduced on this page, is a splendid example. A short time ago there was a large horse show in that city and the event was made use of in the dressing of Edgett's window.

By the liberal use of flags and ribbons an attractive display was the result, and with the addition of the horse and rider, an appropriate one as well.

The best window trimmers affirm that one line of goods displayed to the best advantage produce the best results from

with L. A. Primeau, a Lindsay grocer, this week, he said: "I seldom put anything in my window without a price-ticket; I find it sells the goods much faster and with little or no haggling over prices."

### CANADIAN SALT.

Writer Says Home Product Was on Market Forty Years Ago.

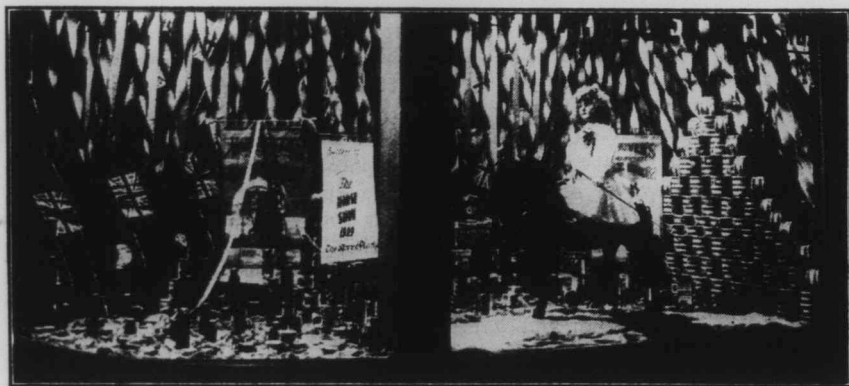
By John Ransford.

Under the heading "Advance of Canadian Salt," you publish a short article in your issue of May 7th. Knowing your desire to correctly inform your readers upon all points connected with the grocery trade, I feel sure that you will readily insert a few corrections concerning the article in question.

stolid phlegmatic North Briton. But I did it—with those samples!

Referring to clause 3, I would fain ask you, where can you buy salt superior to Canadian salt? The article I am criticising does not display a very intimate acquaintance with the salt trade, but there may be information at your hand I know not of, and therefore, for information's sake, I ask this question. Where can you buy salt superior to Canadian salt, who makes it, where is it sold? Clause 4 is painfully misleading. Pardon my pointing out to you that moisture, sulphate of calcium, chloride of magnesium and calcium are impurities and not adulterations. No salt maker with any pretensions to a sane condition of intellect would think of procuring any of the above wherewith to adulterate salt—there is a distinction between adulterants and impurities. The impurities you name are unfortunately found in all salt, but less in Canadian than in any other salt known. It is well known that there are adulterants such as starch, phosphates, etc., added by some unscrupulous salt makers to prevent their salt from caking, and some of the more largely advertised foreign salts are principal in this. Canadian salt I am sure is entirely free from any such adulteration. An easily made test of the proof of what I state is performed by mixing a teaspoonful of any of the highly vaunted, much advertised foreign salts in a wineglassful of water. The result will surprise the ordinary beholder. With clauses 5 and 6, I am grateful to acknowledge comes a change. Therein you show that Canadian salt excels the imported article, and not only excels in quality but is almost exclusively used. This achievement, and it is a grand achievement for any Canadian industry, has been won after much prolonged hard fighting on its merits.

I acknowledge the difficulties that an editor of an ordinary paper encounters in dealing with multifarious subjects. But in your case, sir, it should be that of an expert dealing with a subject, viz., the grocery trade, with which he is expected therefore to be familiar.



Window in H. A. Edgett & Co.'s Store, Vancouver, B. C., Dressed In View of the Horse Show Held There Recently.

a selling standpoint. Their theory is, and it seems reasonable, that where too many goods are shown the attention is really not fixed on any. The eye wanders from one to the other and not much of an impression is made. But where one particular class of goods is presented to the passersby something substantial remains in their minds.

An important feature in display is cleanliness and this can only be maintained by frequent changes unless windows are closed in from all sides to prevent dust and dirt settling on the contents. The window of H. A. Edgett & Co. appears to qualify in the first rank in this respect.

Many of the larger stores employ a special window dresser to look after this work and nothing else. They would not do so if they did not obtain results. They aim to produce the best selling windows and they dress them regularly and often. If the proprietors of these stores after paying a special man to look after their work in this respect find that they get returns, grocers in other places can do the same.

Many merchants have not yet been converted to the advantage of the price card in cases where they can be used to advantage. In discussing this question

It is difficult to remotely imagine who your "grocery wholesaler" can be, who furnished your staff with the valuable information that "Five years ago wholesale grocers sold nothing but English salt!" Speaking generally of the wholesale grocers, I affirm that it is far nearer fifty years ago that such a condition of things could have been correctly said to have existed. Canadian salt was first placed on the market forty years ago; and from that day to this, but more especially for the past fifteen to twenty years, has been gradually yet surely supplanting English salt. So much for clause 1. Referring to clause 2, permit me to say that your informant would likewise have been more correct had he added to the words "The lack of demand (of English salt) was not due to any inferiority of English salt, but to the coming of Canadian salt on the market" the words "and its marked superiority." About ten years ago, the writer was present in Liverpool at a meeting of the directors of the English Salt Union, and there showed to that august body, samples of Canadian salt, taken out of the bins. It is difficult to move to excitement, much less to admiration, and still less to confession of inferiority, the ordinary

### NEW BUTTER BOX.

The prospectus of the Clarazite Manufacturing Co., of Melbourne, Australia, manufacturers of a new process butter box, has been received at the Montreal office of The Grocer. The decreasing supply of lumber in the Antipodes has rendered it necessary for butter exporters to look around for something as a substitute for wood for the manufacture of butter boxes. In Australia, as well as in Canada, the price of butter is enhanced considerably owing to the necessarily superior character of the wood.

It is estimated that this new box will reduce the price of packing from 40 per cent. Some butter has been shipped from Australia to London in these new boxes and the results were represented as being highly satisfactory in every respect.

Laporte, Martin & Co., Montreal, will, following their usual custom, close at noon on Saturdays during June, July, August and September this year.



# The Canadian Grocer

Established 1886

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## REALIZING THE RIGHT METHOD.

The president of the Imperial Bank, D. R. Wilkie, is the latest convert to one of The Canadian Grocer's policies.

In his annual address to his stockholders, he says that he thinks the prohibition of the importation into England of live stock is an advantage to Canada, that we are making more money by feeding the grain and hay to the cattle and sending them over in a finished condition than shipping them as stockers and selling the food stuffs as well.

The Grocer took this stand nearly twenty years ago, after the editor had discussed the matter thoroughly with the late Mr. Frankland, one of first and largest exporters. A quiet campaign in this direction has been steadily carried on by the business men throughout Canada. The agitation now lies mostly with a few exporters and those interested in shipping. The men who would sell our thin cattle when hay and grain are cheap and plentiful are in the same class with those who would sell the breeding sows because hogs are now at record prices.

## BISCUIT PRICES ADVANCE.

During the past week the most important price-change occurred in connection with the biscuit market. Practically all the Ontario biscuit manufacturers have advanced their prices about a cent a pound, which means about ten per cent.

It can scarcely be said that this came as a surprise to the wholesale or retail

trade as many have been forecasting this change for the past couple of months on account of the advancing prices of the biscuit ingredients. This is given by the manufacturers as the cause. With the soaring of the wheat market flour advanced and lard, butter, etc., also stand at a high figure.

Manufacturers have been contemplating raising their prices for some months but they entertained hopes that raw material would become cheaper. However, not seeing anything to warrant such a change in the immediate future, they decided to make the advance in the biscuit prices and this went into effect on Monday morning May 31st.

## VALUE OF A NEAT STORE.

Empty boxes with broken lids, musty meat lying on the counter and dirty windows for displaying foods, are not conducive to the attraction of a high class trade. Yet these are actual conditions existing to-day in many stores in the cities, towns and villages throughout the country, the proprietors of which are wondering why they cannot get and hold the trade of the particular but profitable classes.

A woman who is proud of her home will see that it is kept in proper order so far as cleanliness is concerned. While she may not be able to secure expensive furniture she is never without the broom and duster, the soap and water. She keeps things in attractive order and takes an interest in her personal appearance as well. She expects her grocer to do the same.

"I cannot understand," recently remarked a gentleman uninterested in the grocery trade, "why merchants do not pay more attention to their own appearance. I was in a store the other day and saw the proprietor behind the counter in his shirt sleeves—which were extremely dirty—waiting on a smartly dressed lady. I thought to myself, 'what will that woman think of him?'"

"If I were a grocer," he added, "I'd put on a clean shirt every day if I found that necessary to keep clean; I believe my laundry bills would be paid ten times over in a month by extra business."

That is an expression of the thoughts of at least one individual looking on from the outside and there are scores with similar opinions. The time has long ago arrived when the most modern conditions are necessary to be applied to business if a merchant desires to succeed in the great battle-field of competition and a clean store is one of the first requisites to a good trade, while neat personal appearance and modern equipment follow fast on its heels.

## GOOD THING FOR BUSINESS MEN.

Business men, and particularly those directly interested, will not look askance at the decision of the Great Northern Railway to build a railway from the United States boundary line to Winnipeg.

The fact that it is to be an air line will reduce the time considerably between Winnipeg and Minneapolis, is hardly of the first importance. What makes the matter of first importance is the fact that it will increase the competition in the railways in freight and passenger service. Competition in railways usually means a great deal for the business man.

Where there is no competition, consideration for the business man is usually at zero. Business men know this to their sorrow. When an isolated town becomes a competitive point by reason of the advent of another railway the lot of the business man is as a rule much happier. Freight rates are lower and the railways more obliging, and if a shipper has a grievance it is more politely listened to and more readily attended to.

Business men and other shippers in the west are doubtless praying that the proposed new railway will be constructed as promised by September 1st and that it will ultimately be extended farther into the Great West beyond Winnipeg.

The more pronounced a town becomes as a competitive point the more assiduously do the railways court the good will of the business men.

## TICKET PURCHASING.

Some time ago Chatham merchants decided to discontinue the practice of programme advertising and the purchase of tickets in their places of business. Correspondence in last week's issue of The Grocer from Chatham indicates that the merchants have pretty well adhered to their former resolution, which must be commended.

In taking steps to eliminate the ticket selling nuisance they have followed the proper course. There has, no doubt, been too much money wasted by merchants buying tickets for every church social or picnic, and prospective ball games in the district within which they do business. They think or are led to think that if they are not charitable enough to purchase a couple of tickets they will lose custom.

The practice of buying from every ticket vendor is one which can only be eliminated by merchants sticking together, and organizations are, therefore, necessary if the habit is to be stopped. They should make it a rule that they be treated similarly to men following

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other occupations. If they give to a church or charitable institution let them give because they want to as private citizens and not with the fear of losing trade if their names do not appear on the lists of donators.

But, as the condition of affairs in Chatham indicates, organization is required if the best results are desired.

#### A SHORT LOBSTER PACK.

A Montreal lobster dealer, speaking to The Canadian Grocer this week, stated that the storm recently experienced on the coast of Nova Scotia, between Yarmouth and Halifax, would have quite an effect on the pack in that district this year.

It is the packers along this coast who chiefly supply the United States and other foreign markets, and, of course, it is the foreign market that fixes the price in Canada.

The storm was most severe, and did great damage to lobster traps, boats and other paraphernalia belonging to the fishermen.

Lobsters have been shipped from Nova Scotia this year since the season began, April 10, and have not been in good supply at any time. As the season in Nova Scotia ends July 10, there is every indication of a short pack, and consequent high prices. The recent storm is so much the worse in consequence of existing conditions.

Another feature of the market this year is the absence of numerous small packers who last year bought largely and were unable to dispose of their holdings at a desirable profit. The money stringency made it difficult for them to sell when they desired to, and at the price they expected. This year few of them are operating.

A good catch off the New Brunswick coast will help the situation. The season in that province is from May 25 to August 10.

#### WEST INDIES ON THE WARPATH.

A short time ago a West Indian, visiting in Canada, said a few things about the trade relations between Canada and the West Indies not very complimentary to the former.

Some of his remarks were: "There seems to be a perennial outburst of this altruistic and brotherly interest in you every year in the Canadian press. For years we thought the Canadian people really meant business, but now we know that it is all pure bluff. Business men from Canada come down to our islands to enjoy the climate and recuperate their

health, and when they get home, the daily press tells about what Mr. ———.

"I wonder if it has ever dawned on Canada that in the great scheme for consolidation of Empire someone has got to make a sacrifice? No great movement like this is brought about painlessly, even where the result is the greatest good to the greatest number. We have demonstrated beyond the shadow of a doubt, the sincerity of our desires and our willingness to suffer if the Empire altogether will benefit thereby; but candidly we are heartily tired of the bluff this country puts up with reference to better trade relations.

"Years ago we thought when we did business with the United States we should consider them all rogues, and

be significant of a feeling which prevails pretty generally throughout the islands.

#### AIDING SMOKED FISH TRADE.

A further step in the development of the fish business of eastern Canada was taken by the Dominion Government this week.

The Department of Marine and Fisheries has just decided to come to the assistance of fish dealers supplying Ontario and Quebec trade with smoked haddies and other mildly cured fish. They will do this by paying one-third of the express charges on all fish brought from the Atlantic coast to points in the two aforementioned provinces.

It will be remembered that an express service for fresh fish from the Atlantic

#### WHY YOU SHOULD PROTEST AT ONCE.

To the Retail Merchants of Ontario:

Every retail merchant in the Province of Ontario should feel it a duty to join the Great Chorus of Protest against the action of the Ontario Government in awarding the contract for publishing the Ontario Readers to the T. Eaton Company, Toronto, for the following reasons:—

(1) The T. Eaton Company took the contract at a low figure just for the sake of the advertisement. Their name will appear in the books as publishers and the books will go into practically every home in Ontario.

(2) A discount of 20 per cent. is given to all purchasers, be they merchants or school children. The retailer gets no advantage.

(3) The Public, when sending to Toronto for books, will undoubtedly take the opportunity to order other goods mentioned in the Eaton catalogue. This is just what the Eaton Company are after.

(4) The Ontario Government apparently went into the contract without considering the injury they would cause the retail trade.

(5) The Eaton Company are not publishers and should never have been considered as such.

(6) Unless vigorous opposition is aroused other provinces will make similar arrangements with the Eaton Company and will thus strengthen the position of the big company.

Protest to your member and the Hon. Dr. Pyne, Minister of Education, Toronto, at once or not later than June 10. Send a letter preferably, otherwise a post card.

If you receive no reply within a week be sure to write again and let them know you mean business.

The above is a copy of the circular being sent out this week by the Booksellers' Association of Ontario to the retail trade. Every grocer in the province is urged to adopt the suggestion contained in it.

treat them as such, but this is not the case now. We get along with them admirably and we certainly do admire their rampant patriotism, which is to them first, foremost and forever to be considered. We naturally, looked for the same treatment from Canada that we received from England, but in this we have been sadly disillusioned, and until Canada is ready to come half way, as is plainly her duty, as the big brother, we don't want to see any more of these effusions in the public press with blazing headlines of peace, fraternity and concord."

Whilst these words were delivered with considerable warmth and may be slightly overdrawn, they seem, nevertheless, to

coast was established by the Department February 20, last, through their shouldering one-third of the express charges. The innovation worked excellently, hence the decision to encourage trade in central Canada in smoked fish.

There has always been a more or less steady demand for finnan haddies, but in the summer months it was almost impossible to bring them to Montreal and Toronto in good condition, and to sell them at a profit. Express rates have always been too high, while the perishable nature of the goods made freight too slow.

Shipments of cod, mackerel and shad will also likely increase, while lower prices are possible.



## Notes from the Maritime Provinces and Quebec

**Advance Announced in Molasses — Inspection of Proposed Freight Route from Atlantic to Pacific—What a St. John Show Card Did to Draw Custom—Lobster Fisheries Suffer From Gale.**

**MONTREAL.**

June 1.—“Everything is very high in France,” were the words Henri Jonas, who has recently returned from Europe, used in summing up the situation with reference to the products which are of interest to the grocery trade. Mr. Jonas stated that for many years, the sardine industry on the west coast of France has been failing. This fact has been due not so much to the depletion of the waters, as the fact that the fish have taken on new habits of abode. This year, though, they are returning in increased numbers, and everything points to a large pack. An unfortunate condition exists, however, in the fact that olive oil will be very scarce, and high. The crop of olives has been a small one, and this will seriously hamper the canners in their operations. The price of olive oil has just about doubled in the last year. Other lines are also very high, owing largely to good demand and slightly curtailed production. While at Biarritz, Mr. Jonas went over to the aviation camp of the Wright Brothers at Pau, to witness their aeroplane flights.

Fred Hughes, of Fred Hughes & Co., with a large party of friends, spent a few days in the Laurentians recently at the Kameron Club.

J. M. Douglas & Co. have been appointed agents for J. H. Todd & Sons, Victoria, also for J. P. Mott & Co., Halifax, N.S.

Albert Matthews, of the Geo. Matthews Co., was in town from Ottawa for a few days last week.

Fred Hughes & Co. are feeding the dogs on exhibition at the bench shows at Toronto, Hamilton, Winnipeg and Montreal, with Spratts' foods.

Victor Archambault, Sherbrooke, was in town for a few days last week.

Archie Langevin, for many years with Rowe & Rowe, Waterville, has forsaken the grocery business for the clothing trade.

It is reported that the whole lobster industry off the southwestern shore of Nova Scotia suffered greatly by the gale that swept the coast recently. All along the shore are sunken boats, while smashed lobster traps dot the coast line. An immense amount of hardship will be entailed on the men who make their living from this industry, for in many cases all that many of them had was invested in their outfits. At the height of the gale, there was a tidal wave that swept the boats up on the wharves and flooded many buildings. All attempts to float the stranded United States seiners, the Judiene and the Lena and Maud, have failed.

Fraser, Viger & Co. are showing a very reasonable and attractive window

display this week. It consists of a series of picnic hampers of different sizes and prices, neatly packed with the necessaries for a picnic or fishing expedition.

S. J. Mathewson, of Mathewson's Sons, Montreal, is expected back from Meis this week.

A. H. Brittain, Montreal, was in Ottawa on Wednesday.

H. Fischer, representing Max Ams, the New York canned goods man, was in Montreal on Tuesday.

Howard Cane, of the Wm. Cane & Sons Co., Newmarket, Ont., was in Montreal for a few days this week, and visited the trade in company with the firm's local agent, W. C. Christmas.

Mr. Munro, of McLaren's, Ltd., Hamilton, was in Montreal early this week.

Victor Revillon, Paris, France, is visiting the Montreal office of Revillon Bros.

Walter F. Leonard, of Leonard Bros., was in Montreal from St. John Tuesday of this week.

The Sperhoid, which arrived in Montreal this week, brought 2,500 tons of raw sugar to Montreal, besides having unloaded some in Quebec. The Yanariva, which berthed last week, had 3,600 tons, while the two previous boats to arrive, the Salybia and the Savan, brought, respectively, 3,000 tons and 3,700 tons.

**HALIFAX.**

June 1.—Trade is quieting down a little now, and the rush of Spring orders seems to be pretty well over for the present. The markets generally are well supplied. From the farming sections throughout the province come reports of late seeding, the weather having been cold and backward.

There has been somewhat of a falling off in the receipts of creamery butter this week, but this is regarded as temporary only. There is no shortage of butter and practically no change in the price.

The flour markets are very strong and the prices continue to soar upwards. The bread dealers continue to move prices upward in keeping with the advances made by the mills. Seeds are also very strong. Prices of flour range from \$5.80 to \$7.00 per barrel. Rolled oats are \$5.60 to 5.75; oatmeal from \$6.00 to \$6.10, and cornmeal from \$3.50 to \$3.60 per barrel. Eggs are coming in in fairly good supply. The demand at present is rather light and prices are steady at 17 to 18 cents.

The consumption of beef has fallen off considerably as a result of the high prices. American beef is now quoted at \$17.00 to \$18.00 and Canadian \$16.50. American pork is quoted at \$24.50 and Canadian at \$23.00.

Canned goods are in fairly good demand but they are not selling quite so freely as last year. Many of the dealers here still have very large stocks on hand. There is practically nothing doing on dried fruits just now. Stocks are good and prices are fairly reasonable.

The molasses and sugar markets are both very firm. According to advices received by the trade here an advance of one cent per gallon has been made. Several vessels with large cargoes are now on the way to this market. Barbadoes worth 35 to 36 cents and fancy Trinidad about the same. Sugar is steady at present, but an advance in the price would not cause any surprise. In fact some of the trade are now predicting a rise. Extra granulated is now at \$4.70, and bright yellow \$4.30.

An interesting experiment is now being made by the Canadian Government. It is a test of the cost of carriage of goods from Canadian Atlantic ports to Canadian ports on the Pacific by way of Mexico. The scheme is to have freight carried from Montreal and Halifax to a point near Vera Cruz, Mexico, thence overland by railway to the Pacific seaboard, and thence by water again to the place of final destination. It is claimed that by this route freight can be carried from Montreal to British Columbia ports 20 per cent cheaper than overland by the C. P. R. David Martin, of the Customs staff, Toronto, was on the steamer Bornu which sailed from here this week for Mexico, and he thinks that there are great possibilities for trade development over this route. Mr. Martin will report to the Government the result of the test.

W. R. Drynan, secretary of the Canadian Canners Association, was in Charlottetown, P. E. I., this week, and while in that city he made final arrangements with Gordon L. Cohoon to be their representative for Prince Edward Island.

Job Bros. & Co., Ltd. one of the largest fish firms in Newfoundland have opened a branch in Halifax and will export the most of the fish that they send south through this port. W. C. Job, a member of the firm, was in this city this week and stated that the excellent facilities for shipping to the West Indies had led them to open the branch here. The company, which is capitalized at \$430,000, has leased the R. A. Hart property on Lower Water Street.

Walter Thompson, aged 70 years, one of the best known citizens of Yarmouth, and who was engaged in the grocery business in that town for many years, died last week. He was successful in business.

The death occurred at Tunro, on Thursday of last week, of Alexander Ross, aged 48 years. He was a grocer in that town and had been ill for a long time.

**ST. JOHN, N. B.**

June 1.—The only changes in the local market last week were in beans and oatmeal. Handpicked beans advanced 20 cents a bushel and oatmeal is quoted 50

cents a bushel in the latter week and to-day.

The price of local dealers' advance in the flour market was told The C. remember That was i he could r when Ont a barrel. equaled in

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cents a barrel higher. One advance in the latter commodity was made last week and the second one was announced to-day.

The price of flour is unchanged, but local dealers are anticipating another advance in Manitobas. In speaking of the flour situation, one of the dealers told The Grocer correspondent, he could remember when flour sold at \$14 a barrel. That was in 1857. The lowest quotation he could remember was in August 1901, when Ontario flour was selling for \$3.75 a barrel. Present prices have not been equalled in twenty years.

H. G. Weeks, manager of the Lake of the Woods Milling Company's business here, returned last week from a visit to Montreal.

Alderman J. W. Vanwart has dropped the cares of his grocery and meat business for a week and is visiting several cities in Massachusetts with the view of bringing back to the council a report on the most suitable style of pavement for St. John streets.

"If you go a-fishing, get a bite here," was the invitation displayed on a card in Walter Gilbert's grocery, Charlotte Street, the week before Victoria Day. An attractive line of canned meats, pickles and pams, etc., suitable for a fishing trip were shown in one of the windows and the hint conveyed on the card resulted in many sales of these goods.

As a result of the increase in the price of flour, bread is now being sold at seven cents wholesale and eight cents retail, an advance of one cent a loaf.

At a meeting of the council of the Board of Trade, held last week, the matter of securing delegates to the seventh Congress of Chambers of Commerce of the Empire, to be held in Sydney, (N. S. W.), on September 14, was left in the hands of a committee. W. Frank Hatheway, M. P. P., wholesale grocer, thinks seriously of representing the local board, and the committee hope to secure at least one other delegate. Notice was received that the Maritime board will meet in Charlottetown, P. E. I., in August. Delegates from the local board have not yet been appointed.

It is reported from Prince Edward Island that Davis & Fraser are about to take over the plant formerly operated by the Dominion Packing Company. The plant has been idle for several years and the news that it is to be opened will be welcomed by the farmers, as it will give an impetus to the pork industry.

Definite word has been received from the Government that St. John will receive the Dominion grant of \$50,000 for an exhibition in 1910. It has been decided that the fair will open on Labor Day and continue for ten days.

The amendments to the Liquor License Act recently adopted by the Provincial Legislature are not without interest to the grocers here. Under the new law, beer shops are compelled to close at 10 o'clock every night except Saturday,

when the closing hour is 5 o'clock, the same as the saloons. To evade the law several of the beer sellers have procured a small stock of groceries and are posing as grocery and fruit stores. In a test case a few days ago the police magistrate gave judgment against the beer shop and fined the proprietor \$20, or one month in jail. The defendant gave notice of appeal and the case will be carried to

the County Court and the result is awaited with considerable interest. It is interesting also to note that the new law makes it necessary for grocers to take out a beer license for non-alcoholic beverages in quantities less than one quart. This makes it necessary to procure a license for selling mineral and aerated waters, etc., as the bottles contain less than the stipulated quantity.

## Some Interesting Ontario Grocery Correspondence

**Proprietors of London Restaurants Must Buy Biscuits from Retailers—Ottawa Grocers Hold Smoker—A Well Equipped Guelph Suburban Store—Galt Merchants Want no Official Collector—School Book Contract Distasteful to Peterboro Grocers.**

### LONDON.

June 2.—Retail trade showed some improvement during the past week, as did also wholesale business. Farmers have been busy with late seeding, but now that that work is about over, country merchants are looking for things to boom.

Wholesale prices are reported by brokers as very firm. California raisins have advanced about  $\frac{1}{2}$ c per lb and prunes also show an upward tendency. Both fruits are pretty well cleaned up at the coast. Sugars are very firm, with a slight advance in raws. The demand is slow. The market for all good liquoring teas is steady, and rather weaker for inferior. The Japan market has opened high, due to the rush of American dealers, still fearing a duty, to buy.

A deputation from the Retail Grocers' Association waited on D. S. Perrin & Co. last week and complained that restaurant keepers were being sold biscuits at wholesale prices. The result was the prompt receipt by the restaurant men of a notification that they must in future look to the retailers for their supplies.

Wm. O'Laughlin, manager for Mrs. Burton, grocer, Waterloo Street, is receiving the congratulations of friends on his recent marriage.

Ed McCormick, grocer, has purchased a lot on Kent street on which he intends building a handsome home.

Local grocers are saying nice things about Ex-Vice-President Garfield McCormick, of the Retail Grocers' Association, whose marriage is to take place this month.

An east end grocer is authority for the statement that local pop men who have been manufacturing soft drinks here for some time, are cutting prices for the purpose of putting a newcomer out of the field. A reduction in prices was made last week and one of the old dealers at least was offering his goods for about any price the grocer was willing to pay. When asked would the reduction be permanent, however, the man was not in the position to make an agreement. The grocer claims that some of the manufacturers have formed the ring to "squeeze" the latest arrival out.

The announcement is made that C. R.

Somerville, of this city, will handle the entire Canadian end of the gum trade in the new \$8,000,000 gum trust which is being formed. The trust will include the largest firms in the United States and C. R. Somerville's, which is the largest in Canada.

The Wednesday half-holiday among the grocers begins this week. The flour and feed dealers are the latest to join the movement.

The wholesale biscuit men have notified grocers of an advance of two cents a pound, in consequence of the rise in flour. The manufacturers claim that they are justified in making the increase, as they did not take advantage of the opportunity to make the change some weeks ago when the millers announced the advances. Pound boxes of soda crackers, which have been retailing at 10 cents, will go up to 12, while some of the inferior cookies for which there is little demand will go up but one cent. Fancy cookies will be two cents dearer. The advance is now in effect.

### BRACEBRIDGE.

June 2.—Saturday in this busy town was a good day for the merchant, farmers, tourists and settlers from around the lakes taking advantage of the beauti-

### THE SPECIAL NUMBER.

(From the Hamilton Correspondent.)

Speaking of the Special Spring Number of The Grocer, a local grocer said: "I must say it is the handsomest looking trade paper I ever saw, and it is just as good as it is handsome. I thoroughly enjoyed it—not only the news matter, but the ads, as well, and I think the advertising patrons should be very much pleased with the manner in which their copy appeared to the public. The information contained in the paper was a regular feast, and will be read again and again by hundreds of subscribers."



## THE CANADIAN GROCER.

ful day to do their shopping in our coming city.

All subscribers of the Canadian Grocer in this town are highly pleased over the fine Spring and Export number and have authorized your correspondent to tender their congratulations to those responsible for it. The issue was certainly an excellent one.

Prevailing prices on Saturday showed butter down to twenty cents a pound and very plentiful. Eggs were firm at 18 cents a dozen; potatoes firm at \$1.25 per bag.

Members of the 367 club returned to town last Friday evening looking tanned and healthy after the three days trip up the lakes. Peter Hutchison and Mr. Gillespie both say it was the best trip the grocers ever made.

### TORONTO.

June 2.—Jas. E. Hurst, 699 College Street, instituted recently a unique reduction sale, which lasted ten days. He advertised it by circular and announced that to every customer whose parcel amounted to \$1 there would be returned seven cents in cash. It was also pointed out that his goods were all fresh and of the very best quality, bought from the best and most reliable wholesale houses. The circular went on to say: "I defy any honest grocer to offer the same goods below my prices. Only short weight and inferior goods can be sold less. I guarantee all goods to be of the best brand and make—purely fresh and clean—no old stock. Come and get your 7 cents returned out of every dollar's worth you buy. Watch weight and quality when any cheap John offers goods at slaughter prices."

Chas. M. Elmes, 602 College Street, will on Saturday of this week inaugurate a unique advertising scheme. He will have a "shoe shine" located on either side his store and these will shine shoes free of charge by using a particular kind of polish which he wishes to make more widely known.

John Davidson, grocer, 342 Bathurst Street, is suing the Toronto Railway for \$3,000 damages for injuries received on Bathurst Street last fall. The claim is that while riding a horse bareback the animal came into contact with one of the defendant's cars, and the plaintiff was thrown to the ground. He claims that he lost an eye thereby.

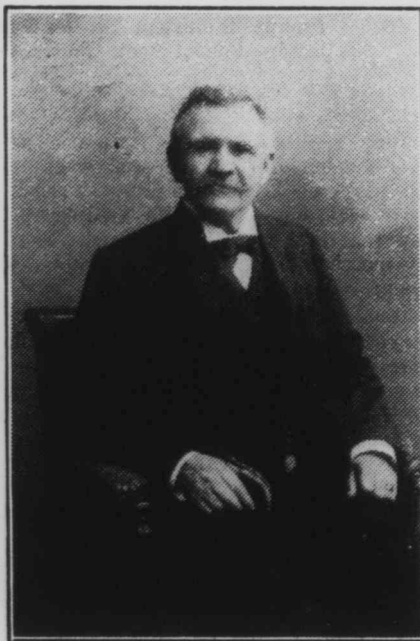
The plate glass window of the Grand Valley grocery, 438 Queen Street West, was broken on Monday night, supposedly from a piece of iron, which was precipitated against it by a passing automobile.

### HAMILTON.

June 2.—In grocery lines trade is good. Nearly all the factories are again in full working order and a large amount of improvements are going on in radial and street railway lines so that unskilled labor is getting employment. That is what helps out the average grocer.

The annual picnic is finally arranged for and will be held at Niagara Falls on Wednesday, July 21st. The G.T.R. and T. H. & B. Railways will each send out five trains, making ninety coaches in all. The Brantford grocers will join with them at the Falls. The grocers have provided many attractions and their patrons will certainly be well entertained.

Butter is down and eggs are up in this market. There is no sale for butter and it is simply a drug—nearly all the stores having too much and would gladly sell out at a loss. On the other hand, eggs are scarce and are going higher, 22c. and 23c. being the prices now.



Reproduction From a Life-size Oil Painting of the Late E. A. Dalley Presented Recently to the F. F. Dalley Company, Hamilton, Ont., by the Travelers of the Firm.

### CHATHAM.

June 2.—Live hogs on Saturday reached the top notch price of \$7.85 per cwt. Deliveries show a slight falling off, but this may be due to the fact that farmers are taking full advantage of the good weather to get their work done.

Butter prices on the market dropped as low as 18c, 20c being the rule. This year no ice is available for market vendors, and consequently the butter softened rapidly, vendors being faced with the alternative "sell or spoil." prices will likely keep pretty near the old level, however, since the vendors intend selling to the creamery to a large extent.

The golden opportunity which Kent's three weeks' advantage in climate over the rest of Ontario gives this country in the growing of early apples was emphasized last week by A. McNeill, of the Ottawa Department of Agriculture in a series of lectures delivered in this vicinity. Members of the Chatham Fruit Growers' Association, which has

done the pioneer work in the co-operative handling of fruit, were largely represented at a meeting held in Chatham on Saturday. Mr. McNeill pointed out the necessity, first, of growing the right kind of apple—the early variety—and, second, of proper handling, including a local cold storage system. Hitherto, growers have gone in for fall and winter apples. Though Chatham growers have as yet no cold storage system, a scheme is understood to be under way. On behalf of the Government, Mr. McNeill offered, provided a \$15,000 plant was built, to rebate 30 per cent. of the cost, and also, if a Government expert were allowed to be on hand, to pay 8 per cent. on the entire investment for two years. The discussion which followed indicated a design to provide a system for handling mixed trade, including eggs, butter, poultry and meat.

E. R. Snook, of this city, is refitting the building at Erieau, formerly used by J. B. Moore as a grocery, and will start a new grocery there in the near future.

Wm. Graham has purchased John Kelly's store at Quinn, and is adding a number of improvements.

Merry war is in progress among the Blenheim grocers, competition for the country trade being very keen. In early spring an informal agreement was reached among all the grocers save one to take their delivery wagons off the road. Now, however, the rigs are flying in all directions, the farming trade being catered to with great regularity.

### PETERBORO.

June 2.—The grocers and fruit dealers are disposing of large quantities of pineapples and oranges these days. The prices are favorable and most people can take advantage of them. The gradually increasing hot weather is also affecting the demand for lemons, which are not as scarce as was feared some time ago. Noticeable too among the new goods displayed are fruit juices which are used as summer drinks.

The Grocer's stand in connection with the text book contract going to T. Eaton & Co., is meeting with general approval and many grocers and other business men have stated that there should be some steps taken to have the effacement of the company's name as the publisher.

E. F. Mason's lower store on George Street, has a unique and attractive window displaying a breakfast food. On the interior there is an array of boxes of the food arranged in a manner that would of itself catch the eye of the passerby, but the feature is a package which casually appears to be fixed in a broken part of the glass. The suggestion is that the box had been hurled through the window and the idea is carried out so well that one has to stop a second before the illusion is manifest. The effect is heightened by streaks along the glass to represent cracks in the glass. One half of the box is, of course, glued to the outside and the other on the inside and the whole is carefully done.

The box and down with the ular bre way into country.

H. A. Street, fu Charlotte the Snow line of and the i viting ap

C. N. H wartha P demands visitors v the Kaw up with provision to tourist

Geo. W with me and Has eral busi

Peterb hind in Victoria showed welfare b hanging holiday a ed the di pression St. Caths

June 2 tized in t Saturday days. T ly all co result wa The mark with grec ions, asp duce of e abundanc noticeabl was a de which fel mark of present i butter re tively.

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Live h \$7.50, an

Most g past weel most disc of biscuit flour.



The box is in one corner of the window and down lower there is a little card with the words to the effect, "this particular breakfast food has 'hurled' its way into hundreds of the homes in the country."

H. A. Sisson has moved from Rubidge Street, further up town and is located on Charlotte Street, in a trim store near the Snowden House. He has a complete line of groceries displayed with taste and the interior presents a neat and inviting appearance.

C. N. Brown is opening a store at Kawartha Park, Clear Lake, to cater to the demands of the hundreds of summer visitors who spend their holidays among the Kawartha Lakes. It will be fitted up with a choice line of groceries and provisions and will be a great advantage to tourists and cottagers.

Geo. W. Buck who has been associated with mercantile interests in Norwood and Hastings has disposed of his general business and is going to the West.

Peterboro's merchants were not behind in decorating their premises on Victoria Day. Many of the grocers showed their interest in the city's welfare by decorating their windows and hanging out bunting. Apart from the holiday and the memory it commemorated the displays created a favorable impression on the visiting regiments from St. Catharines and Brantford.

#### STRATFORD.

June 2.—A marked difference was noticed in the attendance at the market on Saturday over preceding Saturdays. The farmers have practically all concluded their seeding and the result was a great influx to the market. The market gardeners were well supplied with green stuff. Rhubarb, lettuce, onions, asparagus, radishes and spring produce of every description were present in abundance and sold rapidly. The most noticeable feature in the staple products was a decrease in the price of potatoes, which fell from the previous Saturday's mark of \$1 to 70c and 80c. They were present in large quantities. Eggs and butter remained at 18c and 20c, respectively.

In the grain market only two changes are noted, wheat being quoted at \$1.35, and oats at 52c (standard). The fact that the price of wheat has been abnormally high without a corresponding rush to market of farmers with the grain, is good proof that there is very little wheat in the granaries of Ontario farmers at present, scarcely more than is required for their own consumption. A rise in the price of bread looks almost certain now, although locally there has been no advance as yet.

Live hogs keep the top-notch price of \$7.50, and are very scarce.

Most grocers report business for the past week as being bright, the subject most discussed being the rise in the price of biscuits by the high price of lard and flour.

#### GUELPH.

June 2.—It is not every store which can lay claim to being kept as "spick and span" as the busy little suburban grocery on Gordon St., run by "Will" Stevens. Like most other outskirts stores you find on its shelves almost everything; but unlike many suburban stores, you find here everything in uniform order. "A place for everything, and everything in its place," appears to be the motto followed by this Gordon St. store. It is fitted up with all the latest improvements, such as Walker Bin fixtures, computing scales, cheese regulator, etc. The "all roundness" of "Will" and the sunny disposition of his wife who manages the store during the day and their obliging manners behind the counter, have built up such a business as any storekeeper might well be proud of. "Yes," replied Mrs. Stevens to an enquiry as to whether they derived any benefit from The Grocer; "We often get pointers which are of great value to us." If more of our "round the corner" stores would pay greater heed to the pointers which The Grocer contains, would not a wider business be the result?

Geo. Williams, who is always looking for something with which to tempt the eye, and appetite of his customers, is showing some fine cauliflowers at 2 for 25c., also a good line of Morille mushrooms.

The fine weather of Saturday, one would have thought, would have induced a lot of the farmers in the fertile country surrounding Guelph to stay at home and get their seeding done. As a matter of fact, many of them did, but their wives and daughters came to the city in good numbers very well stocked with the smaller lines of farm produce. So that in spite of all there was a very good market. Butter sold at from 20c. to 22c.; eggs from 16c. to 18c.; potatoes retailed at about 85c. per bag; rhubarb at 5c. per bunch and cabbage 8c. and 10c.

In some places potatoes are very scarce, but it is not so in Guelph.

#### GALT.

June 2.—Business in the grocery trade has been exceptionally brisk in Galt for the past fortnight. The new green goods are beginning to come in, and, as usual, the demand is larger than the supply.

Potatoes are very scarce in Galt at present, and \$1 per bag is the ruling price.

The following were the prices at the Galt market Saturday morning: Eggs, 17 and 18 cents; butter, 25c to 28c; curd, 5c pint; farmer's cheese, 14c lb.; green onions, 2 bunches for 5c; lettuce, 2 bunches for 5c; rhubarb, 2 bunches for 5c; radishes, 5c bunch; asparagus, 5c bunch; tomato plants, 15c to 25c dozen; smoked ham, 15c lb.; farmer's sausage, 15c lb.; chickens, 50c to 75c each.

G. L. Phillips has purchased the grocery business on Brant Road, formerly conducted by Ald. T. G. Robinson. The new proprietor will also conduct an ice cream and confectionery department. He is an experienced man and should do well.

The clerks in the grocery and other

businesses in Galt are again agitating for a half holiday during the summer months. They argue that in other towns the idea has worked out quite satisfactorily. The merchants of Galt have not heretofore taken kindly to the idea, but the workers may be more successful this year.

The Retail Merchants' Association is now discussing the annual picnic.

Picnic necessities are being featured by all the local grocers.

The system of having an official collector has been abandoned by the local Retail Association.

#### OTTAWA.

June 2.—There were about 50 of the retail grocers and their friends in attendance at the euchre smoker of the Retail Grocers' Association last Wednesday evening. The affair was a splendid success. The first prize, a briar pipe, was won by S. J. Cairns. Fred. MacNiel won the second prize, a silk umbrella, and the other trophy was landed by Peter McIntyre. After the playing, cigars, coffee and sandwiches were served followed by a programme. Mr. Waters' speech was one which will be of considerable interest to the retail trade generally. He advised the retailers of the city to fight shy of the so-called co-operative store idea until a thorough investigation had first been made. "In passing the Co-Operative Bill some time ago, the Ontario Legislature showed that they were not for the good of retail merchants," stated Mr. Waters amid some applause. He said that the efficiency of the retail merchant will serve the public most co-operatively. He counselled those present to place their business on as sound a foundation as possible, and to conduct same in the very best interests of the public and to refrain from assisting co-operative enterprises in any way. Mr. Waters said that the day of the long-winded credit system was gone and now it is a matter of paying cash, and selling for cash, and cash only.

The new grand stand and the attractions to be provided in front of it will be the big feature at this year's Central Canada Fair in Ottawa. Contracts have just been let and the work is now under way. The cost will be about \$80,000 and a condition of the contract is that the structure will be completed in time for the fair. It will have a seating capacity for twelve thousand people. It will be absolutely fireproof. Steel and reinforced concrete will be alone employed in the construction and the total length will be 170 feet and the depth 103 feet. The Exhibition Association is this year reverting to the old custom of a spectacular performance each night of the fair and the Siege of Sebastopol will be put on with all the realism of military display and pyrotechnical effects. In the afternoons before the grand stand there will be horse racing and a long list of special attractions. Howick Hall, which in the last three seasons has been utilized mainly as an auditorium for vaudeville performances, is being turned into a process building where machinery will be installed and many firms will exhibit products in the process of manufacture from the raw to the finished article.



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THE CANADIAN GROCER

# AYLMER Tomato Catsup

Why pay fancy prices for imported  
Catsup when you can obtain as good or



# Tomato Catsup

Why pay fancy prices for imported Catsup when you can obtain as good or better quality at very much lower prices?

## Aylmer Tomato Catsup

is the best value on the market.

## Aylmer Tomato Catsup

has been for years, and still is, the standard for all Catsups.

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**CANADIAN CANNERS**  
LIMITED

## Wants Removal of High Licenses on Peddlers.

**This is What Editor of a Winnipeg Paper Decries—Thinks High Prices of Fruits and Vegetables Due to This Cause—Compares With Prices in United States.**

Winnipeg, June 1.—In an editorial which appeared in the Free Press of May 28, a comparison was made between the wholesale and retail prices on green fruits and vegetables in St. Paul and Winnipeg. It was pointed out that the difference in the wholesale prices were not so great as in the retail prices. In commenting on this situation it is surprising to note that the writer of the editorial sought to agitate for the removal of high licenses on street peddlers in the following words: "As to the retailer's profits, it may be that they are not any larger than they should be to enable the individual dealer to live, the fault is in the manner of distribution. In the cities of the United States street peddlers who start out with loads of fruits that they sell off in a few hours are the means of bringing cheap fruit to the homes of the working men. Winnipeg's high licenses on peddlers have led to the establishment of a great many small fruit stands, whose rent and other fixed charges are high in comparison with their sales, so that they must charge high prices even for inferior fruit. The result is that competition is restrained and fruit prices are kept at a high level."

### Nuisance Across the Border.

One need not live long across the border to become impressed with the demoralized condition of the grocery trade. And it is invariably attributed to the fact that this street peddling privilege is taken advantage of by thousands who are incompetent to operate a well organized grocery business. This traffic robs the United States grocer of a legitimate line of trade which has figured largely in establishing the strong businesses which Canadian grocers generally possess. Many American grocers attach saloons to their store in order that some recompense might be made through this traffic, for that which they have been deprived of by the peddler.

The argument, the writer wishes to make is that fruits and vegetables would be cheapened in retail price should the peddlers be allowed to enter into the competition. It is an unwarranted reflection on the local retailers to intimate that anything but a legitimate profit is exacted. Southern grown fruits and vegetables are high to the Winnipeg consumer because of the duty charges, and for no other reason.

### Need Home-Grown Goods.

Vegetables and fruit will be reduced only when they are locally grown, and in this connection the writer is pursuing the proper course by stating:

"The hardships inflicted upon the mass of the population by the high prices for fresh fruit and vegetables is a serious one. For this state of affairs our climate is partly to blame; and the tendency of people in this part of the world not taking up market gardening has also much to do with the high prices which have to be paid for fresh vegetables. The profits to be made from market gardening are great, and surely we may

hope to see this industry developed to a far greater extent than it has been developed hitherto in this region of Manitoba. The statement was made recently by a Winnipeg importer and wholesaler that the local supply of celery is just about sufficient to meet the Winnipeg demand for six weeks out of the whole of each year, the celery consumed in Winnipeg for the other forty-six weeks being imported. This is but one of many similar facts that might be mentioned in this connection, and which ought to need no more than to be stated to convey their lesson."

### ANSWERS TO INQUIRIES.

The Busy Man's Magazine's free trip to the National Exhibition this fall is stirring up lots of interest among energetic clerks. Many of them have arranged to get their vacations during the big fair, so that it will fit in with the Busy Man's program.

Many enquiries similar to the following reach the Busy Man's office each week:

Ilderton, Ont., May 28th, 1909  
Busy Man's Magazine,  
Toronto.

Dear Sirs:—

Kindly send me full information of your offer in the Canadian Grocer regarding free trip to the National exhibition.

Yours truly,

JACK McRAE.

All enquiries are of course answered by personal letter, but for the information of others it might be mentioned that the Busy Man's will send a first class railway, or steamship, ticket from any point in Canada to Toronto and return, also six admission tickets to the fair grounds, to any one sending them a stated number of subscriptions. The tickets are certainly a big return on the energy expended in securing the subscriptions.

One man in Brandon, Manitoba, completed his required number (50) two weeks ago. He now has 64 to his credit, and plans to get 100 before July 15th, which entitles him to two return tickets from Brandon to Toronto and twelve admission tickets to the fair grounds.

### THE SUCCESS OF CLERKS.

Another Writer Anxious to Raise the Standard of the Youth Behind The Counter.

By a Clerk.

Now since the grocery clerks have started to take advantage of your kind offer of giving them space in your valuable paper I hope we can arouse enough enthusiasm to make it a very interesting part of The Canadian Grocer.

There is a decided change recently developing, and very much, if not altogether, through the increasing efforts of your paper among retailers to study the real science of successful business methods, and I know of no medium that can do us as much good, or give us greater help than The Canadian Grocer.

The employers are also finding out that a trained clerk is easily worth twice as much as a poor one, and as soon as this is discovered by the clerks they will do their best to compete for the higher salaries. But the question arises how can we get the training when the "boss" himself is not an accomplished merchant. While there are some splendid men in the retail business, there are also many who are no help whatever to a clerk who is anxious to improve in his work. Some of us love the retail business, like to serve the people, and would like, in time, to be store owners, and with this in view we find that we have to face the departmental stores, mail order houses, etc., and the only way we can hope to make our living, and a little money out of the work of our choice, we must become better prepared to fight our battles and this we can only get through good training and diligent work.

The country from one end to the other in spite of all the large stores, will demand the convenience of the ordinary retail stores, but it will take trained men who will be able to give the desired service in order to hold the most convenient system in the interests of the general public.

I hope therefore that the clerks who will be the future retailers of this country, will avail themselves of this opportunity and suggest other ways and means, through The Canadian Grocer which will fit us better for our present work, more profitable to our employers and prepare us for the positions we may be called on to fill through life.

### HINTS TO BUYERS.

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

For some weeks daily delight has been found in a cup of Ceylon tea, of the sort presented to the United States fleet while in Ceylon. Its character is so far above medium and ordinary grades that it dispelled a prejudice held against India and Ceylon tea on account of its sweetish flavor. This is not characteristic of high grade British grown tea, which is often of light color in the cup and possessed of an enticing aroma that not only pleases the palate, but gratifies the sense of smell. If dealers appreciated how much greater pleasure consumers derived from fine tea than from medium and ordinary grades, and would educate their trade to an appreciation of the great difference which exists between grades, they would increase their tea business and popularize the fragrant leaf. Then there is the unchallenged fact that one pound of Ceylon or India tea will make twice as many gallons of beverage as a like quantity of Japan or China sorts. At one dollar the pound a cup of the finest Ceylon or India tea will cost the consumer about one-third of one cent.—American Grocer.



# Authentic Information on Western Conditions

**Aid to Fish and Fruit Dealers in Matter of Freights—Okanagan Fruit Crops Somewhat Damaged—Saskatoon Clerks Want Half Holiday—Visit of United States Retail Grocers to Winnipeg—Regina Merchant Combating Mail Order Houses Successfully.**

## VANCOUVER.

June 1.—The event of the week is the sale of the lots in Prince Rupert town-site. The auction sale lasted five days, from the 25th to the 29th of May inclusive, and the prices realized, especially on the business portion, were beyond expectations. Reserves had been put on, but in all cases these figures were exceeded. Local opinion is that the prices went far too high, and that the speculative spirit was rampant. Certainly it shows how the future of the new terminus is regarded, and indicates the confidence of people in the development of British Columbia and the West.

The Pacific Coast Fisheries, composed of business men of this city, have brought here the first output of clams from their factory on the Queen Charlotte Islands. This company was organized recently and will engage in a general fishing business in the north, the intention being to use trawlers and utilize every portion of the catch, the fish products being canned and the remainder being turned into oil, guano, etc. The clam cannery is the first of the plants to get in operation, and the tins will now be supplied to the local trade.

Few changes are noted in prices this week. Strawberries so far have not been very good in quality, and are consequently high in price. To-day there are as low as two boxes for 25c, but these are soft and small. The firmer berries are two for 35c, and there are qualities at 20c a box and even 25. Cherries still hold at 40c pound, with good quality. There is a temporary scarcity of tomatoes and, of course, the price is higher, there being an advance of \$2 a crate.

F. R. Stewart & Co., produce wholesalers, are adding two stories to their warehouse on Water Street.

The transplanting of 1,800 lobsters in a pound constructed for the purpose on the southern coast of Vancouver Island has been successfully carried out by officials of the federal department.

Heretofore, the shipments brought here have been placed without any special means of being taken to keep them in a restricted area. The result has been that the lobsters were lost sight of and only one or two specimens were ever discovered. Now it is proposed to keep close tabs on them so as to see if they thrive. If they do, then further shipments will be brought West. The location is a favorable one, and the experiment will be watched with interest for it will go a long way toward deciding whether or not the lobster will propagate in Pacific Coast waters.

R. M. Palmer, Deputy Minister of

Agriculture, has returned from his trip through the Okanagan, and states that because of the unusually cold weather of January and Spring frosts the crops of peaches and other stone fruits would be light this year. Neither will strawberries be as plentiful as in other years. Such a prediction was made the more sure because crops in similar varieties in the States of Washington and Oregon were seriously injured. On the lower mainland, Mr. Palmer says, the prospects were good for apples, pears and plums. Throughout the interior, the apple crop would also be first-class except in cases where the trees have been permitted to overbear the previous year.

The Provincial Board of Horticulture held its quarterly meeting at Vernon so that the members could discuss with fruit growers on the ground the many matters of importance. Hon. R. G. Tallow, Minister of Finance and Agriculture, was chairman. It was decided that in the future there should be a more thorough and systematic inspection of nursery stock coming into British Columbia than had heretofore been attempted. It has always been the policy of the Government to have a strict system of inspection, but it is found that with increase in fruit pests outside the province further effort will be made to keep the orchards in British Columbia in condition to bear the best fruit. There has been received a large shipment of the insect destroyer known as Black Leaf, and the samples of this are being sent out by the Government to all secretaries of Farmer's Institutes and members of the Board of Horticulture. These experiments are made with a view to ascertaining what is the best insecticide for this province.

Nelson, B.C., is to hold a fruit fair in September next, and already considerable local interest is being taken in it. Merchants and manufacturing companies are offering many special prizes. The prize list will be issued early in July.

Following the protest made by manufacturers of canned goods in the Okanagan district, a reduction has been made by the C. P. R., which will enable the people here to compete with the canneries of Ontario. Up to the present, the rate from the Interior to the Coast has been about three-quarters of that from Ontario, but now conditions have been much ameliorated.

Another help is for the fish men, the Dominion Government having passed an order in council whereby a third of the express rates on fish from the Coast to the Prairie Provinces will be rebated. This will encourage Canadian industries

and all the more so since it is supplementary to an order issued a few weeks ago forbidding the New England Fish Company, an American concern which has been operating in Vancouver, from passing for customs entry fish to be sold in Canada. Fishermen here say that if the Government would offer a bonus of a cent a pound on halibut, they could invade the Canadian market on equal terms with American competitors.

## SASKATOON.

June 1.—A neatly trimmed window is to be seen this week in the Clinkskill store, on 21st Street. A specialty is made of Jell-o, which is abundantly displayed in square packets. Cartoons are strung from the ceiling, while sample cases and display cards add to the attractiveness of the window. On a big block of ice in the centre of the window a quantity of butter is shown, which gives the display a "cool" appearance. Wines, fruits and teas occupy the remainder of the space. The window was trimmed by F. H. Hall, of the Clinkskill staff.

The local Retail Clerks' Association have sent a signed petition to the city council asking that stores be closed at 12:30 on Wednesday afternoons during the months of July and August. Most of the merchants are in favor of the move, but some of them prefer having the half holiday on Thursday afternoon. It is probable that the request of the clerks will be acceded to as the need of a half-day off is very much felt during the Summer months.

A money by-law to raise \$30,000 for the purchase of a site for market buildings has been voted down by the majority of the citizens. A move is now on foot to rent temporary quarters, which can be used for a year or two. The want of a market is very much felt, as it would tend to increase the quantity of produce raised here, as well as reduce the price to the consumer. A fresher supply would also be assured.

## WINNIPEG.

June 2.—Winnipeg was honored last week by a visit from a delegation of grocers from the Southern States. Sixty-five retailers arrived in the city on the morning of May 26, and were entertained during the day by a committee representing the local grocers, the Industrial Bureau and the Board of Trade. A special street car was chartered for the morning, and the party, about twenty of which were ladies, enjoyed a trip over every car line in the city. Before lunch a visit was made to the roof of the Union Bank Building, Winnipeg's only skyscraper, and it was here that many remarks were passed relating to the magnitude of such a young



city. A special train brought the party, which consisted of the officers of the National Association of Retail Grocers of America and delegates from Missouri, Arkansas, Texas, Oklahoma, Mississippi, Illinois and Minnesota, all well labelled. The train left St. Louis Monday over the Burlington route to St. Paul and then over the Soo line to Winnipeg. The party traveled to Vancouver over the Canadian Pacific and will then travel to Portland where they will attend the big convention of the Association. A visit will also be paid to the Seattle Exposition. All along the line they have been given an enthusiastic welcome and each member is highly elated at the pleasure of the trip. The convention promises to be the most important to the grocery trade of the United States since there will be actions taken and arrangements made to take better care of the retailer. This will come from manufacturers, a number of them realizing the absolute necessity of protecting the retail grocer. A feature of the party is that L. F. Padberg, the candidate of St. Louisians for National president and Thomas P. Sullivan, the nominee of the mob from Chicago and Illinois, are travelling in the same sleeping car, but the announcement is made that nothing untoward has happened between them so far on the journey.

E. D. Smith, of Winona, Ont., was in the city during the past week looking over the territory with the local agents, Mason and Hickey. It was interesting to Mr. Smith to note the development of the canned goods trade in this city, since he received his first order of a few cases from A. R. Christie about ten years ago.

L. A. Franks, son of James Franks, a grocer in Wapella, Saskatchewan, has taken a position in the office of Folley Bros. and Larson, in this city.

Thomas Reynolds, representing the Quaker Oats Company, has been assisting the local agent W. H. Escott, for several days.

REGINA.

June 1.—The weather has been splendid for the growing crops as it was fine and warm up to Friday. Since then we have had a heavy warm rain, which was beginning to be needed and if this is followed by some more fine weather the crops should advance rapidly. In conversation with some outside merchants recently, the general opinion is that the growing crops are practically as far advanced as they were a year ago, and are in splendid condition and as a result everyone is feeling hopeful.

Country retailers generally report business rather quiet on account of the farmers being still busy on their land. A reasonable amount of business is being done, however.

A very noticeable feature recently is the number of merchants adopting the cash system and nearly all report very satisfactory results. A country merchant, who was in the city recently, in conversation with the writer, was telling him that he had given considerable thought to the matter and through sec-

ing a number of shipments from the Eaton Co. in the local freight and express offices had gone carefully into it, and as a result had in the 1st May advised all his trade that from that date he would do nothing but a cash business, and by doing so would be able to reduce his prices from five to ten per cent. all round. He reports the results so far as entirely satisfactory and says that in his opinion country merchants will have to adopt this system. He stated that it used to make him very sore when he would happen to be down at the station and notice express parcels from the mail order houses for some of his customers that he was carrying and they were sending their cash out of town. He went into the matter with several of them and showed them where, after paying express charges, they could have done better by buying the same goods from him. This is a matter that interests every country storekeeper, and if some of them would adopt the same policy that this man did, they would have a much better chance to combat the big city departmental stores.

The fine weather of the last week caused a large increase in the movement of fruit and local jobbers report a very satisfactory business in this line. The only new lines on the market this week are California cherries.

E. D. Smith, of Winona, accompanied by his son, spent a day here this week, and was very much surprised at the growth of the city since his last visit. He was also accompanied by Mr. Marshall, of the Mason & Hickey traveling staff.

Among the country merchants noticed in the city during the week were Mr. Ritchie, manager for J. E. Martin, of Milestone. Mr. Ritchie was attending the big musical competition for Saskatchewan held here the latter part of last week and the first of this week. Mr. Palmer, of Lecky & Palmer, Chamberlain, was also here, and Mr. Balfour, of Balfour Bros., Lumsden. G. E. Watson, of Winside, was also in the city buying his opening stock for a store he is opening at that point. Lees & Toop were here also on the same errand. They are starting a grocery store in Moose Jaw.

J. Schaeter, of Regina, has turned over the lease of his store on Eleventh Avenue to A. S. Gimpel, who started a grocery store there this week.

S. C. Burton, local manager for Cameron & Heap, Ltd., returned on Wednesday morning from Kenora, where he had been spending Victoria Day. He was called down there in connection with the opening of the firm's branch in Fort William. R. M. Alexander, who has been shipper for Cameron & Heap, Ltd., here for the past two years, left on Thursday evening for Fort William, where he is taking charge of this firm's warehouse.

The only features of note in this week's prices are the large advances on rolled oats and white beans, both of which have taken a decided jump.

MANITOBA MARKETS

(Corrected by Telegraph).

POINTERS—

- Beans—Advanced prices.
- Dried Apples—Prices declined.
- Currants—Stocks low.
- Oatmeal—Advanced prices.
- Cornmeal—Advanced prices.

Winnipeg, June 3, '09.

Retailers report a busy week in the trade, and a revival in some lines that were almost despaired of for several weeks. The cereal market is very strong just now owing to the advanced, firm situation of the grain market.

A local miller made some interesting statements descriptive of the flour milling situation in Western Canada.

"There is undeniably a shortage of flour in Canada at present," he said. Despatches from Chicago, where the national millers convention is sitting, state that flour stocks are low all over the Union. There is a similar condition in Canada.

"As a matter of fact, all over Canada, including the west, the small mills are practically turning out no flour, and many of the mills that are not small are not running at present or are running on short time. In Ontario mill's are very generally shut down. Those that are still running in various parts of the Dominion are using up their reserves of wheat. A few of the largest mills are buying wheat regularly still, supplementing their reserves."

"The explanation of this situation of course is the high price of wheat. Two days ago Winnipeg May wheat touched \$1.30, and yesterday it closed at \$1.27 1/4. At these prices wheat is much dearer than flour. The big mills would make money right now if they placed their wheat reserves on the market. It is the simple truth that flour prices, now are 30 cents below cost. Although flour prices are considerably higher than usual, they would have to be raised 40 or 50 cents more before the mills would be making any profit. The big mills that are running on wheat recently purchased are running at a loss.

"Every spring, when the price of wheat goes up, some of the smaller mills come to the large ones for flour. This is the case at the present time. I happen to know that many small mills that are not themselves running, are buying flour from the big mills, and if the big mills were so disposed, they could sell a great deal more than they are.

"In spite of the present shortage of flour, and the practical non-existence, outside of old reserves, of cheap milling wheat, there is not the slightest foundation for apprehension on the part of the Canadian public that the shortage will become serious. In a short time the growing crop will reduce the price of wheat. Those who fear that this will not be the case, can protect themselves by buying the October option, which is now selling around \$1.08. At the worst, nothing can result but a rise

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THE CANADIAN GROCER

in the price of flour which would make milling reasonable at the high prices of wheat. Things will not go to the point of an actual scarcity of flour for consumption."

**SUGAR**—The market is firmer this week. No change is quoted in prices.

Montreal and B.C. granulated, in bbls.	5 00
" " in sacks.	4 95
" " yellow, in bbls.	4 80
" " in sacks.	4 65
Wallaceburg, in bbls.	4 93
" " in sacks.	4 60
B.C. gunnies granulated, 5-18's to bale, per cwt.	4 95
" " 5-20's "	4 95
" loing.	5 60
bar sugar.	5 60
loing sugar in bbls.	5 60
" " in boxes.	5 80
" " in small quantities.	6 00
Powdered sugar, in bbls.	5 35
" " in boxes.	5 55
" " in small quantities.	5 85
Lump, hard, in bbls.	5 90
" " in 1-bbls.	6 00
" " in 100-lb cases.	5 90

**SYRUP AND MOLASSES.**—The recently advanced prices remain quite firm but sales have fallen off very considerably. The maple products have taken the place of syrup as may be expected. We quote molasses by the gallon this week and at a slightly reduced price.

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 25
" " 5-lb tins, per 1 "	2 80
" " 10-lb tins, per 1 "	2 65
" " 20-lb tins, per 1 "	2 70
" " barrel, per lb.	0 04
" " Sugar syrup, per lb.	0 04
Beaver Brand, 2 lb tins, per 2 doz. case.	3 30
" " 5 " " 1 " "	3 80
" " 10 " " 1 " "	3 10
" " 20 " " 1 " "	3 40
" " barrel, per lb.	0 04
Barbadoes molasses in 1-bbls, per gal.	0 60
Porto Rico molasses in 1-bbls, per gal.	0 55
Beaver Barbadoes molasses, 1-bbl., per gal.	0 40
Gingerbread molasses, 1-bbl., per gal.	0 36
New Orleans molasses, 1-bbls, per gal.	0 36

**MAPLE PRODUCTS.**—The market continues favorable in syrup. Sugar has not moved well, and in many cases has sold for less than 13 cents per lb.

Sugar, per lb.	0 13
Syrup, gallons 1 doz. to case, per case.	6 80
" " 2 doz. to case, " "	7 20
" " 3 doz. to case, " "	7 50

**FOREIGN DRIED FRUITS**—Several of these commodities are very low in stock, and the general market is strong. We advance the prices on currants, apricots and dates.

Smyrna Sultana raisins, uncleaned, per lb.	0 07
" " cleaned, per lb.	0 08
Trenor's Valencia raisins, f.o.s., per case, 28's	2 05
" " " " " " " " " " " "	1 00
" " " " " " " " " " " "	2 25
" " " " " " " " " " " "	1 15
" " " " " " " " " " " "	2 35
" " " " " " " " " " " "	1 25
California raisins, choice seeded in 1-lb. packages	0 05
" " " " " " " " " " " "	0 05
" " " " " " " " " " " "	0 06
" " " " " " " " " " " "	0 07
Raisins, 3 crown muscatels, per lb.	0 05
" " " " " " " " " " " "	0 05
Prunes 80-100 per lb.	0 05
" " 80-90 " "	0 05
" " 70-80 " "	0 05
" " 60-70 " "	0 05
" " 50-60 " "	0 05
" " 40-50 " "	0 05
" " 30-40 " "	0 05
Silver prunes.	0 09
Currants, uncleaned, loose pack, per lb.	0 07
" " dry cleaned, Filistras, per lb.	0 08
" " wet cleaned, per lb.	0 08
" " Filistras in 1-lb. pkg. dry cleaned, per lb.	0 08
Pears, per lb.	0 08
Peaches, standard, per lb.	0 07
" " choice.	0 08
Apricots, standard, per lb.	0 13
" " choice, per lb.	0 11
Plums, black pitted, per lb.	0 11
Nectarines, per lb.	0 09
Dates, new, per lb.	0 07

**RICE AND TAPIOCA.**—Rice continues to move in all brands. Tapioca is also firm.

Japan rice, per lb.	0 04
Patna " "	0 04
Rangoon rice per lb.	0 03
Tapioca, per lb.	0 04

**HONEY.**—Stocks in all honeys are low. The market in its strained product is firm. The section honey will soon be coming in large quantities.

Honey, 2 1/2 lb. tins, in case 24.	8 85
" " 12 "	8 75

**BEANS.**—Last week's advanced prices remain firm. In some instances they are selling above the following prices.

3-lb. picker, per bushel	2 67
Prime white, per bushel	3 7

**POT AND PEARL BARLEY.**—We cannot quote advances on the following prices, but the market is very firm and the prices have been advanced by a few wholesalers.

Pot barley, per sack	2 70
Pearl barley, per sack	3 90
" " per 1/2 sack	2 05

**BROOMS.**—Fibre broom samples have been scattered over the city and a few orders underrating the corn broom prices have been secured. Corn brooms will likely soon decline and relieve the rather strained situation.

**NUTS.**—Sales are moderate, and the market is rather weakened. We quote last week's prices.

Shelled Walnuts, in boxes, per lb.	0 26
" " small lots, per lb.	0 28
" " Almonds in boxes, per lb.	0 28
" " small lots, per lb.	0 30

**ROLLED OATS.**—These continue to steadily advance. About 13 cents is the advanced quotation this week. Cereals are all very firm.

Rolled oats, 80 lb sacks, per 80 lbs.	2 80
" " 40 " " " 80 "	2 85
" " 20 " " " 80 "	2 90
" " 8 " " " 80 "	3 20

**CORNMEAL.**—An advance of five cents is recorded.

Cornmeal, per sack	2 10
" " per 1/2 sack	1 10
" " per bale (10, 10's)	2 40

**QUAKER OATS.**—These are all selling firmly. Breakfast foods are on the advance this week.

Family size	5 00
Quaker oats, 36 packages	3 50
Quaker toasted cornflakes, 24 pkgs.	2 00
Pet. l. h. n. breakfast food, 18 pkgs.	2 25
Puffed rice in bbls., per lb.	0 22

**TUBS.**—Prices unchanged.

Eddy's tu's, No. 0, per dozen	11 25
" " " 1 " "	9 10
" " " 2 " "	7 50
" " " 3 " "	6 40
" " " nests of 3, No. 0, 1, 2, per nest.	2 35
" " " 3, No. 1, 2, 3 per nest.	1 95
" " " 4, No. 0, 1, 2, 3, per nest.	2 85

**CANNED GOODS.**—Prices are anything but uniform. If the market continues open profits will also continue to be sacrificed.

Apples—3's standard, per case	\$2.44	\$2.34
" " gals, standard, per case	1.55	1.52
Cherries—Red, pitted, 2's	4.18	4.08
" " black, pitted, 2's	4.18	4.08
" " white, pitted, 2's	4.38	4.28
Currants—Red, 2's	4.18	4.08
" " black, 2's	4.18	4.08

Gooseberries—2's	4.58	4.48
Lawtonberries—2's	4.18	4.08
Peaches—Yellow, 2's	4.18	4.08
" " yellow, 3's	6.54	6.44
" " pie, unpeeled, 3's	3.34	3.24
" " pie, unpeeled, gals	2.42	2.40
" " pie, peeled, gals	3.30	3.27
Pears—Flemish Beauty, 2's	3.68	3.58
" " Flemish Beauty, 3's	4.74	4.64
" " Globe l.s., 2's		2.73
" " Globe l.s., 3's		4.14
Plums—Damsion l.s., 2's	2.28	2.18
" " Lombard l.s., 2's	2.28	2.18
" " Green Gage l.s.	3.08	2.98
Raspberries—Red, 2's	4.18	4.08
" " red, gals	3.80	3.77
" " black, 2's	4.18	4.08
" " black, gals	3.80	3.77
Strawberries—2's	4.18	4.08
" " gallons	3.80	3.77

**GREEN FRUITS AND VEGETABLES.**—The majority of vegetables have declined in price. Tomatoes are firmer than last week, and we quote an advance of 50 cents per case on the Florida grown. Apples are very scarce.

Celery, Cal., per doz	0 50
Tomatoes, Florida, per case	4 00
Lettuces, per doz	0 30
Radishes, per doz	0 30
Parsley per doz	0 50
Oranges, per box	3 25
Lemons " "	4 00
Bananas, per bunch	2 50
Strawberries, per case, 24 qts.	4 25
P. napples, per crate	3 50
Apples, Wash box, Ben Davis	3 00

**MEATS.**—Pork and beans have advanced 10, 18 and 22 cents on 1's, 2's and 3's respectively. The advanced bean market has caused this change. Meats are quite firm.

Clark's 1 lb., pork and beans, plain, per case	2 50
" " 2 " " " " " "	2 08
" " 3 " " " " " "	2 68
" " 1 " tomato sauce, per case	2 55
" " 2 " " " " "	2 08
" " 3 " " " " "	2 68
" " 1 " Chili " " "	2 55
" " 2 " " " " "	2 68
" " 3 " " " " "	2 68
Soups, per doz.	1 20
Corned beef " 2's per doz.	2 70
" " 1's " "	1 00
Roast beef " 1's, per doz	1 50
" " 2's, " "	2 70
Potted meats, 1's, per doz.	0 55
Veal loaf 1/2 lb., per doz.	1 25
" " 1 lb. " "	2 35
Ham loaf 1/2 lb. " "	1 25
" " 1 lb. " "	2 35
Chicken loaf 1/2 lb. " "	1 25
" " 1 lb. " "	2 35
Lanch tongue 1's.	3 80
Sliced smoked beef 1/2-lb. tins, per doz.	1 55
" " 1-lb. tins, " "	2 65
" " 1-lb. glass, " "	2 45
English brawn, 1's, per dozen	1 60
" " 2's, " "	2 75
Cambridge sausage, 1's, per dozen	1 85
" " 2's " "	3 15
Geneva sausage 1's, per dozen	2 00
" " 2's " "	3 65
Boneless pigs feet, 1's, per dozen	1 65
" " 2's " "	2 75
Lunch tongue, 1's, per dozen	3 30
" " 2's " "	6 80
Paragon ox tongue, 1 1/2's, per dozen	7 35

**EGGS.**—The warm weather of the past few weeks has brought a good supply of eggs to the city from local centres. The jobbing price is quite steady at 18 cents per dozen.

**BUTTER.**—The market is somewhat weaker in all butters. Choice creamery is jobbing locally for 24 cents per pound. Dairy is moving freely from 14c to 16c per pound.



# Canadian General Markets and Market Notes

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

## QUEBEC MARKETS

### POINTERS—

Molasses—Advance of 2c.  
Sugar—Market steady.  
Coal Oil—Drop of 1c.  
Tea—Japan scarce.

Montreal, June 3, 1909.

Wholesalers are doing a satisfactory business, good shipments being made, chiefly by water to local points, and by rail and water to more distant centres.

Sugar is steady this week. Molasses have advanced two cents. Beans continue very high, Austrians having advanced since last week. Peas, too, are away out of sight. Supplies of both beans and peas are very slight. Dried fruits are slow. Reports state that a good crop of Valencia raisins is in sight in Spain, provided the critical stage is successfully passed through. Evaporated apples are quiet. Coal oil is one cent a gallon lower. Salt has not been selling well at all, but dealers anticipate a good business during June, July and August. Japan teas are scarce. The first of the new crop arrived in Montreal this week. Collections are satisfactory.

SUGAR—Crystal Diamond sugar is quoted lower this week, barrels being 46c easier, and the cartoons 2½ lb. Sugar is steady. The volume of trade passing is not large.

Imperial, 25-lb. bags	4 65
Imperial, 50-lb. bags	4 29
Beaver	4 21
Paris lump, boxes, 196 lbs.	5 45
50-lb. boxes	5 55
25-lb. boxes	5 75
Red Seal, boxes	6 35
Crystal diamond, 196-lb. boxes	5 35
196-lb. boxes	5 45
50-lb. boxes	5 55
25-lb. boxes	5 75
5-lb. cartoons	3 34
Extra ground, 50-lb. boxes	5 00
50-lb. boxes	5 20
25-lb. boxes	5 40
Powdered, 50-lb. boxes	5 00
50-lb. boxes	5 00
Phoenix	4 55
Bright coffee	4 56
No. 3 yellow	4 40
No. 2	4 39
No. 1	4 15
Blends granulated and yellow may be had at 5c above bag prices.	

**SYRUPS AND MOLASSES**—Molasses advanced two cents last Saturday. Reports from the Barbadoes state that the stock there is well cleaned up. In Canada the situation is somewhat relieved through the large sales of fancy molasses made by Barbadoes firms to American houses. The Spheroid, a Reford boat, arrived in Montreal Tuesday with 2,600 pancheons, and 200 hogsheds of molasses. A previous Reford boat, the Salybia, brought 1,000 pancheons and 200 tierces to Montreal. Importations so far have not been nearly up to last year for the same period.

Fancy Barbadoes molasses, 2-cup pancheons	0 2c 0 40
barrels	0 41 0 43
half-barrels	0 43 0 45
Choice Barbadoes molasses, pancheons	0 41 0 43
barrels	0 41 0 44
half-barrels	0 45 0 48
New Orleans	0 22 0 22
Antigua	0 31 0 31
Porto Rico	0 40

Choice, 2-lb. tins, 2 doz per case	2 40
5-lb. " 1 doz	2 75
10-lb. " 1 doz	2 65
20-lb. " 1 doz	2 60

**DRIED FRUITS**—Sultana raisins are going a-begging at prices surprisingly low. Valencias are slow, trade being quiet. The usual amount of business which is done at this season of the year is passing, but little special interest is displayed in the lines quoted hereunder.

Fig—	
Tappets	0 03 0 05
Exemes	0 08 0 14
Date—	
Halloweys, per lb	0 05 0 06
Saire, per lb	0 05
Malaga Raisins—	
London layers	2 25
Connoisseur Clusters	2 50
Royal Buckingham Clusters, 1/2 boxes	4 20
boxes	4 75
Excelsior Windsor Clusters	0 75
Australian raisin	1 09
California Raisins—	
Fancy seeded, 1-lb. pgs	0 08 0 09
Choice seeded, 1-lb. pgs	0 07 0 08
Loose muscatels 3 crown	0 05 0 05
4 crown	0 09 0 10
California Evaporated Fruits—	
Apricots, per lb	0 12 0 14
Peaches, "	0 11 0 14
Peas, "	0 15
Prunes—	
Prunes 25-lb. boxes, 39-40s	0 10 0 12
50-50s	0 08 0 11
60-70s	0 08 0 11
90-100s	0 05 0 08
Currents, fine filistras	0 06 0 07
Patras	0 07 0 08
Vostizas	0 08 0 09

**TEA**—Cable advices from Japan are to the effect that owing to many parties buying early teas for rush shipment to the United States before the duty is advanced the market has advanced considerably. Cables state further that the quality of teas arriving from the country has deteriorated somewhat owing to the large pickings. Future prices depend largely upon the outcome of the present discussion relative to a duty on teas going into the United States. The first new Japan teas to arrive in Canada reached Montreal yesterday. They should have arrived here last week, but delays in transportation kept them back. Few of these teas are used here, but such as have come forward are quite up to sample quality, and satisfactory to purchasers. The local situation in Japan has not changed. Stocks are practically nil, especially in the lower grades. Other teas are moving satisfactorily, but nothing special is being done.

Choicest	0 40 0 50
Choice	0 35 0 37
Japan—Fine	0 31 0 35
Medium	0 25 0 28
Good common	0 22 0 25
Common	0 20 0 22
Ceylon—Broken Orange Pekoe	0 20 0 22
Pekoe	0 20 0 22
Pekoe Souchong	0 20 0 22
India—Pekoe Souchong	0 19 0 20
Ceylon greens—Young Hysone	0 20 0 25
Hysone	0 20 0 22
Gunpowders	0 19 0 22
China greens—Pinguoy gunpowder, low grade	0 14 0 18
pin leaf	0 21 0 30
pinhead	0 30 0 50

**COFFEE**—Fair trade is passing and values are unchanged.

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

**SPICES**—It is a little early for brisk trade in pickling spices, but some nice orders are being taken. Other lines are in demand as much as they ever are at this time of year.

Peppers, black	Per lb	0 20
white	0 20	0 27
Ginger, whole	0 15	0 20
Cochin	0 17	0 20
Cloves, whole	0 18	0 20
Cloves, ground	0 20	0 25
Cream of tartar	0 23	0 28
Allspice	0 15	0 18
Nutmeg	0 30	0 36
Cinnamon, ground	0 15	0 19
whole	0 14	0 16

**BEANS AND PEAS**—Bearish reports published by some papers on the bean situation of late are not being verified. Offerings are very small. Shippers have really nothing worth while to offer, even at the attractive prices intending purchasers are willing to pay. Austrian beans, which were going to break the market, in the opinion of many bears, are selling this week at only 5c below Ontarios, the selling price being based on present purchasing figures in Austria. Higher quotations for all beans would not surprise conservative people. As may be imagined, there is not much trade at the prices that rule.

Peas are also quite high, and climbing. At present quotations peas are a good buy. Inquiries are coming in from all sides, but most purchasers wish to pay the old figures. The market being strong, holders will not part with their stock under ruling prices. The stock held is small, and, as there will be nothing new on the market until the end of September, when the presently growing crop is shipped, firmness may be expected to characterize the market for the next four months. Brokers have sold at high as \$1.45, car lots on track. Before the new peas are on sale prices may reach \$1.60, car lots on track, which would mean \$1.75 to the dealer, at least.

Ontario, prime p a beans	2 00
Austrian beans	2 00
Peas, boiling	1 60

**MAPLE PRODUCTS**—Only a fair business is being done in maple products, owing to the warmth of the weather.

Compound maple syrup, per lb	0 04 0 05
Pure Townships sugar, per lb	0 07 0 08
Pure syrup, 8½ lb tin	0 60 0 67
10½ lb. tins	0 70 0 75

**EVAPORATED APPLES**—Holdings are extremely light. Inquiries from western Canadian points are reported. Buyers in the West are willing to pay good figures, which makes those who hold any stocks here firm in their views. Advanced prices are anticipated.

Evaporated apples, prime	0 07
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It is intelligent, concentrated and persistent effort that wins success in advertising campaigns.



CANNED GOODS

Montreal.—A fair trade is being done in canned fruits and vegetables. Stocks held are not too large. New prices are likely to be late this year, according to reports going the rounds. French peas are up \$1 a case. The crop in France will be short this year.

Toronto.—The season for canned fish is almost on and already salmon is moving fairly well. Every order from the wholesalers has its canned goods, including a good supply of fruits, principally apples.

Prices of canned goods for this year will probably be known before the end of the month. It is reported that peas, which will now soon be known, will not be placed at a high figure on the list. Peas and corn are now scarce and tomatoes are liable to be the same.

ONTARIO MARKETS

POINTERS—

- Sugar—Decline In Some.
- Molasses—Prices Firmer.
- Beans—Advance.
- Evaporated Apples—Stocks Low.
- Apricots—Good Sellers.

Toronto, June 3, '09.

Wholesalers engaged in the general grocery lines are pleased with the present business, but of course would be willing to handle more. Almost all state that the trade is picking up generally speaking although in the first lines there is not much doing. Collections are coming along nicely and a better tone is exhibited in this account.

The chief interest during the week has been in beans, evaporated apples and biscuits. The former are getting very low and it is difficult to secure them even at the prevailing high prices. Evaporated apples are also running low with a good demand. Quite a number have been sent to New York either for consumption there or for shipment across to Germany.

The sugar market is a trifle weaker than a week ago with a decline announced in St. Lawrence Crystal Diamonds as will be seen by the quotations. Dried fruits, particularly apricots, Valencia raisins and prunes, are selling well.

SUGAR.—The market is steady and if anything a little easier than last week. Prices on Crystal Diamond sugars have declined since a week ago due to local causes.

St. Lawrence "Crystal Diamonds," large	5.5
" " " " half barrels	5.75
" " " " 100 lb. boxes	5.65
" " " " 50 lb. boxes	5.75
" " " " 25 lb. boxes	5.65
" " " " cases 25 lb. boxes	7.60
" " " " Dominos, cases 25 lb. boxes	7.60
Paris lumps, in 50-lb. boxes	5.75
" " " " in 100-lb.	5.65
" " " " in 25-lb. boxes	5.95
Red Seal	7.10
St. Lawrence granulated, barrels	4.70
Boyer granulated, bags only	4.30
Red Seal extra granulated	4.70
Imperial granulated	4.30
Acadia granulated, (bags and barrels)	4.60
Wallaceburg	4.60
St. Lawrence Golden bbls.	4.30
Bright coffee	4.60
No. 3 yellow	4.50
No. 1 "	4.40
No. 1 "	4.30
Granulated and yellow, 100-lb. bags 5c. less than bbls.	

SYRUPS AND MOLASSES.—So far as syrups are concerned there is very little doing. Molasses are also moving slowly "despite the hot weather." Nevertheless prices are stiffening in view of short holdings in the Barbadoes. There is now practically no cheap molasses on the market except that coming from the West Indies.

Syrups—	
Medium	0.30 0.35
Bright	0.40 0.45
2 lb. Tins, 2 doz. in case	2.50
5 " " " " " " "	2.85
10 " " " " " " "	2.75
20 " " " " " " "	2.70
Barrels	0.03 1/2
Half Barrels	0.03 1/2
Quarter	0.03 1/2
Falls, 32 1/2 lbs. each	1.80
" " " " " "	1.30
Maple syrup—	
Gallons, 6 to case	4.60
" " " " " "	5.40
Quarts, 24 "	5.40
Pints, 24 "	3.60
Molasses—	
New Orleans, medium	0.11 3/4
" " " " " "	0.20 3/4
Barbadoes, extra fancy	0.45
Porto Rico	0.45 0.53
West Indian	0.21 0.20

TEA AND COFFEE.—Quietness prevails in both the tea and coffee markets, brokers reporting little movements.

DRIED FRUITS.—There is a scarcity in some sizes of prunes, the demand being good. Apricots are good sellers and just now prices are firm in view of decreasing stocks. More, however, are coming on soon. Choice are quoted a little higher than before. Currants are firm but no changes in prices are quoted. Valencia raisins have been splendid sellers this spring. Brokers claim to have had an exceptionally good spring. One stated that it was the best he ever had.

Prunes—		Per lb.
30-40s, 25-lb. boxes	0.10	0.10
40-50s, 25-lb. boxes	0.09	0.09
50-60s " "	0.08	0.08
60-70s " "	0.07	0.07
60-70s, 50-lb. boxes	0.07	0.07
80-90 " "	0.05	0.05
90-100 " "	0.06	0.06
Apricots—		
Standard	0.12	
Choice, 25-lb. boxes	0.13	0.13
Fancy	0.15	
Candied and Drained Peels—		
Lemon	0.10	0.11
Orange	0.10	0.12
Figs—		
Elemeas, per lb.	0.08	0.08
Tapnete, " "	0.03	0.04
Baz Figs	0.03	0.04
Dried peaches	0.17	0.08
Dried apples	0.07	0.07
Currants—		
Fine Filiatras	0.06	0.07
Patras	0.08	0.08
Uncleaned, to less.		
Raisins—		
Sultana	0.07	0.09
" " " " "	0.11	0.12
" " " " " "	0.09	0.10
Valencia, " "	0.05	0.05
Seeded, 1-lb. packets, fancy	0.08	
" " " " " "	0.08	
" " " " " "	0.08	
" " " " " "	0.07	
Dates—		
Malabar	0.05	0.08
Saisr	0.05	0.07

NUTS.—So far as shelled nuts are concerned trade is good although retailers are only buying in small quantities.

Almonds, Formigetta	0.12
" " " " " "	0.13
" " " " " "	0.30
Walnuts, Grenoble	0.14
" " " " " "	0.11
" " " " " "	0.12
" " " " " "	0.12
Filberts	0.10
Pecans	0.16
Brazils	0.18
Peanuts	0.10

RICE AND TAPIOCA.—This is the season for rice and tapioca and the de-

mand is increasing. Both are popular foods in hot weather.

Rice, stand. R.	0.06 1/2
Standard B, from mills, 500 lbs. or over, f.o.b.	
Montreal	2.95
Bangkok	0.03 1/2 0.03 1/2
Patna	0.05 1/2 0.05 1/2
Java	0.06 0.07
Sago	0.05 0.06
Seed tapioca	0.06
Tapioca, medium pearl	0.44

BEANS.—Wholesalers and brokers interested all want to talk about the bean market this week. The prices of white beans have gone away up and stocks are getting exceedingly low. Even at the high prices the demand is good. The price of beans has caused advances in tinned pork and beans in most cases.

Beans, hand picked	2.50	2.60
" " prime No. 1	2.40	2.70
" " Lima, per lb	0.07	

EVAPORATED APPLES. There is a scarcity of evaporated apples noticeable due to export to New York and good demand here. Prices are observed to be higher in consequence, selling to the retail trade now at about 7 1/2 cents. Stocks are nearly exhausted in Ontario and there is good enquiry from the West.

WITH OLD COUNTRY AGENCIES

C. E. Choat, of Halifax, N.S., has returned from England with appointments as representative in the Maritime Provinces of several British houses. He will sell in that district Twining's teas, Chas. Southwell & Co.'s jams, jellies, marmalade, etc.; Bryce Roberts & Co.'s grocers' chemicals, and dried fruits, etc., exported by a Valencia house; Fredk. Fisher & Sons, London; Halton, Limited; Uddington Scotland; Grattan & Co., Limited, Belfast, Ireland; John Jeffrey & Co., Edinburgh, Scotland; Alfred Morton & Co., Bordeaux, France; and J. T. Benkers, Schiedam, Holland.

TRADE NOTES.

Jno. Knight, general manager of the Campbell Milling Co., died on Wednesday of this week.

The Fremona, the fourth fruit boat of the season, arrived in Montreal on Tuesday. She carried 2,985 boxes, and 79 half boxes of oranges and lemons from Catania, and 1,227 boxes, and 325 half boxes from Palermo.

It was announced, this week, that the amalgamation of independent canners under contemplation for some weeks did not materialize. This, it is understood was owing principally to the decision of one of the firms interested.

W. H. Millman, of W. H. Millman & Sons, grocery brokers, Toronto, accompanied by Mrs. Millman, will leave to-morrow (Saturday) morning on a two months' pleasure trip. They will go to the coast via Fort William, Winnipeg, Edmonton and Calgary, after which they will visit in Seattle and the large Californian cities before returning home.



## The Grocer's Encyclopedia From Week to Week

**The History of Rice Cultivation And The Present Methods In Use—Many Varieties Grown—Yields Best On The Lowlands—Its Value As a Food—Mode of Transplanting.**

**WHITE RICE.**—One authority states that rice originated from a wild plant called in India, Newaree or Nivard. It is said to grow on the borders of lakes, in the Circars and elsewhere in India, and is also native in tropical Australia. The rice plant is an annual grass with long glabrous leaves, each provided with a long sharply pointed ligule. The cultivated varieties are extremely numerous, some kinds being adapted for marshy land, others for growth on the hill-sides.

The cultivators make two principal divisions, according as the sorts are early or late. Other subdivisions of the plant depends upon the habits of its growth, the presence or absence of an awn, the colour of the grain, and other particulars. Rice has been cultivated from time immemorial in tropical countries. Many believe rice to be a native of China. It was, however, very early cultivated in India, in some parts of which country, as in tropical Australia, it is indigenous.

### Some Early History.

It is not mentioned in the Bible but is referred to in the Talmud. Egyptian remains reveal no trace of the plant. There is no trace of it as a native plant among the Greeks, Romans or ancient Persians. It was cultivated in the Euphrates valley and in Syria four hundred years before Christ. It is thought that rice was introduced into Persia from India about the same time.

The plant was taken into Spain by the Arabs, under the name of "Aruz"—the arros of the Spanish and the "rizo" of the Italian, from which we derive our word rice. It was first cultivated in Italy near Pisa in 1468. It was introduced into Carolina in 1700, and then it is said by accident, although at one time the Southern United States, furnished a large proportion of the rice introduced into commerce.

This plant possesses a multitude of varieties. The minute nomenclature applied to rice in India, the Malay and Philippine Islands, seem to point to great antiquity in the culture of this cereal. Rice is one of the most important articles of food in all tropical and subtropical countries and is one of the most prolific of all crops. Rice yields best on low lands subject to periodic inundations, and thus enriched by alluvial deposits.

It is sown broad cast and in some cases is transplanted after a fortnight or three weeks. It may be said that the soil best adapted for rice is ill suited for any other crop. No special tillage is required but weeding and irrigation are requisite.

### Construction of the Grain.

Rice in the husk is known as "paddy." On cutting across a grain of rice and

examining it with a microscope, first the flattened and dried cells are seen and then one of two layers of cells elongated in a direction parallel to the direction of the seed which contains the gluten or nitrogenous matter. Inside these, and forming by far the largest amount of the seed are the little cells filled with very numerous and very minute angular starch grains.

Rice is not so valuable as a food as some other cereals, inasmuch as the proportion of nitrogenous matter is less but it is more nutritive than tapioca or sago. In spite of this, however, it forms a large part of the food of the Chinese and other Oriental peoples. It is valued highly in Europe and America, as a light dessert food, and is largely used in hospitals for invalids in view of its easily digestible nature.

### In Greater Demand.

Every year the consumption of rice increases, and its dietetic value becomes better known. It is in high favour as a summer food. A recent consular report of the American trade representative at Bangkok, gives some information of a decidedly interesting character regarding Siamese rice, and an exhibition of rice products which has recently been held at Bangkok.

"The first national exhibition of Siam rice was opened on March 11, 1909, by the Crown Prince of Siam, in the Temple of Siddharta, one of the best specimens of Siamese ecclesiastical architecture. The main features of the structure are two large quadrangles inclosing a central building which contains the chief image of the Buddha. The rice exhibitions were arranged in tiers at the foot of vast rows of more than life-size figures of the Buddha. There were nearly 3,000 separate exhibits from the various parts of Siam. Each district's exhibits were put together, the exhibitor placing his rice in a neat little bamboo basket, sack, or glass jar, according to his taste, the whole making a pleasing variety and showing much skill and ingenuity in make-up. Each receptacle was plainly and neatly labeled as to its owner, district, kind of rice, etc. The prizes for the best rice in each district were: Best, 400 ticals (1 tical equals about 36 cents); second best, 200 ticals; third best, 100 ticals. The first prize and a silver vase will be awarded to the exhibitor of the best rice in the show. The trophy remains in the custody of the high commissioner of the district of the winning cultivator, and is held for one year. Won three times it becomes the absolute property of the winner. The judges award a maximum of 90 marks, made up as follows: Long grain, 10; size of grain, 10; clearness, 10; whiteness of grain, 10; thinness of husk, 10; thinness

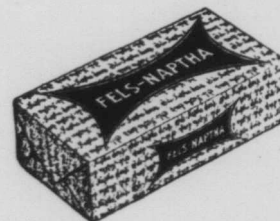
of case under husk, 10; luster, 10; regular size, 10; and weight, 10.

### ASKING, NOT ADVERTISING.

An old darkey was told if he asked he would receive. He prayed, "O Lord! Please send me a chicken." The next morning he looked for an answer to his prayer, but there was no chicken. He prayed again, "O, Lord! Please send me a chicken." The following morning he was again disappointed. Then he prayed, "O Lord! send me to a chicken," and then his prayer was answered.

If your advertising is nothing more than asking for trade, it is of little value.

You must show your ability to "deliver the goods."



## Sells When Seen

Have Fels-Naptha soap in a prominent place where your customers cannot fail to see its attractive wrappers and they'll buy it steadily, without persuasion, because that wrapper reminds every one of them of soap that is satisfactory.



# You Know It.

“Is Good Tea.”

You and all your customers know what brand it is.  
Very easy to sell a brand of tea so universally known  
as “good tea.”

It will pay you to ask every customer to

Try a Package.

ESTABLISHED IN 1842

# CANNED PEAS

Some wholesale firms and jobbers are out of peas.

**WE HAVE THEM**

In the following lines :

**Little Chief**

**Simcoe**

**Log Cabin**

**Boulter**

**Auto**

**Lakeport**

**Aylmer**

**Thistle**

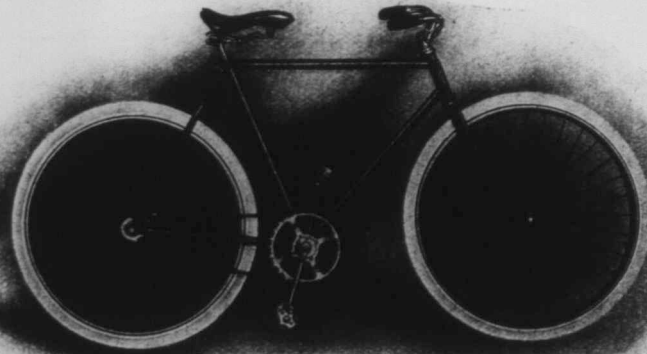
Either “Standard,” “Early June,” “Sweet Wrinkle” or “Extra Sifted”

**GET OUR PRICES. THEY WILL INTEREST YOU.**

**L. Chaput, Fils & Cie.,** Wholesale Grocers and Importers **Montreal**

## FOUND!

The Publishers of Busy Man's, always on the alert for the greatest value possible in the prizes they offer, have happily struck on a genuine "scoop" for the rider who knows and appreciates a good wheel.



### MODEL 88, "IMPERIAL"

	Regular	Option
Frame.....	22-inch	20, 24 and 26-inch
Finish.....	Black	
Chain.....	3-16 inch. Block.	
Gear.....	77	72, 80, 87.
Handle-bar No. 20, Adjustable.		
Pedals.....	Rubber 3 $\frac{3}{4}$ -inch	3 $\frac{3}{4}$ -inch or 4 $\frac{1}{2}$ -inch Rat Trap.
Cranks.....	7-inch.	
Saddle.....	No. 15	No. 14, 11, 17.
Tires.....	1 $\frac{1}{2}$ -inch Dunlop	1 5-8-inch Dunlop or Hartford single tube
Wheels.....	28-inch, with striped rims.	

This cut shows the "Imperial", Model 88, made by the Canada Cycle & Motor Co., Ltd. Toronto, equipped with Hercules, or New Departure Coaster Brake. See specification for details of its strictly high class ensemble.

This wheel or Ladies' "Imperial", Model 87, (same material and equipment) will be sent to anyone sending only 32 new full-year, paid-in-advance subscriptions to Busy Man's (two six-months or four three-months subscriptions will count as one full-year order).

You may have your choice of any height of frame from 20 in. to 26 in.; any gear from 72 to 87, any of four designs of saddles; 1 1-2 in. or 1 5-8 in. Dunlop or Hartford single tube tires.

This wheel is worth hustling for, and any hustler can win it in a few weeks; only 32 subscriptions make it yours. Fill in the attached slip and send it to us and we will send you a sample copy of Busy Man's Magazine, and order book.

### THE BUSY MAN'S MAGAZINE

.....  
 The Busy Man's Magazine,  
 10 Front Street East,  
 Toronto, Canada.

Gentlemen:— I would like to win one of the Imperial Bicycles you offer for 32 new, paid-in-advance subscriptions to Busy Man's. Please send me sample copy and order book, and I will do my best to win. I agree to report progress once a week.

Name .....

Street .....

Place .....



# Every Day There is Fresh Evidence of the Greatness of the West

The vastness of its agricultural resources is just beginning to be realized. Are you desirous of taking advantage of them, of sharing in the boundless wealth and prosperity of the people?

Manufacturers, shippers and jobbers of Great Britain, Eastern Canada and elsewhere may do so by writing us. We point the way and introduce your goods.

If satisfactory, we will be pleased to act as your representatives.

At Winnipeg, Calgary and Edmonton we have three large track warehouses. Let us serve you. We will be pleased to open negotiations.

## NICHOLSON & BAIN

Wholesale Commission Merchants and Brokers

WINNIPEG

CALGARY

EDMONTON

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

## Thurston & Braidich

128 William Street  NEW YORK CITY

Direct Importers of

VANILLA BEANS

TONKA BEANS

GUM TRAGACANTH

GUM ARABIC

Winnipeg Representative,

**W. H. Escott**

Wholesale Grocery Broker

141 Bannatyne Ave., East

## R. B. Wiseman & Co.

123 Bannatyne Avenue East **WINNIPEG, MAN.**

**Warehousemen, Forwarding Agents and  
Wholesale Brokers**

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

*Reference—Bank of Ottawa, Winnipeg*

**COUNTER  
CHECK  
BOOKS**  
"Get The Best"

**LOBLAW CREDIT SYSTEMS**

The **CARTER-CRUME COMPANY, Ltd**

TORONTO and MONTREAL

YOU ARE NOT

# Gambling

When you order our

**Hams**

**Rolls**

**Backs**

**Breakfast Bacon**

They bring repeat orders

**The Wm. Ryan Co.**  
LIMITED

70-72 Front St. East      Toronto

# ICE CREAM SALT

A very useful article at this season of the year. That which we are selling is mined from the rock and lasts a great deal longer than salt pumped from the well and then evaporated.

**F. W. Fearman Co.**  
LIMITED

HAMILTON

THE MOST ECONOMICAL SHORTENING

# EASIFIRST



# EASIFIRST

Made under Government Inspection in Canada's Finest Packing Plant.

**GUNNS Limited - Toronto**

EVERYTHING IN SALT


We manufacture the Best, Cleanest and Purest for all uses. Our

## PURITY BRAND

for table and dairy purposes never fails to give satisfaction. Manufactured by

**THE WESTERN SALT COMPANY, Limited**  
MOORETOWN : : ONTARIO

Write us for samples and prices.



### Talking to the Point

CLASSIFIED WANT ADS get right down to the point at issue. If you want something, say so in a few well-chosen words. Readers like that sort of straight-from-the-shoulder-talk, and that is the reason why condensed ads are so productive of the best kind of results.

CLASSIFIED WANT ADS are always noticed. They are read by wide-awake, intelligent grocers, who are on the look-out for favorable opportunities to fill their requirements.

TRY A CONDENSED AD IN  
THE CANADIAN GROCER.

Pro

It i  
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Produce and Provision Situation of the World

Why Eggs are maintaining the Present High Price — Cold Storage Accounts for the Present Situation—Price of Hogs Near the Limit—May Cheese Not up to Standard.

It is the common opinion of packers that hogs, although still very scarce, have reached the limit. The market for cured meats is already strained, and cannot stand a higher pressure. While the demand is still good, there are indications of a gradual decrease in the consumption.

If it were not for the excellent plants with which our dealers have equipped themselves, at very great expense, to take care of all kinds of farmer's produce, butter and eggs would, in all probability, be very much lower. Years ago when they did not have these facilities, these products had to be sold on arrival, but now the surplus goes quietly into their cold storage rooms, and brought out in good condition when they are again required.

It is frequently asked why eggs keep at such a high figure. This can easily be answered and understood when the conditions are explained. The methods for handling eggs have wonderfully changed. Years ago farmers would bring their eggs to the country stores, when they got ready or when it suited them to go to town. Sometimes these eggs were three and four weeks old when they took them to the store. The storekeeper might not be ready to ship them for another week or two, so that by the time they reached the wholesale house they were from four to six weeks old, and quite stale, if not entirely rotten. From the wholesale house they were sent to the retail store without being candled or examined, and again sold in the same way to the consumer. The eggs as a rule were so bad that they were hardly ever used on the tables through the entire summer months. Now eggs must be brought out regularly by the farmers and the storekeepers rush them to the market as quickly as possible, because every case of eggs is now carefully examined by expert candlers, and bad ones, if found, are deducted and not paid for to the country storekeeper. Every egg, therefore, when it leaves the wholesale house is fresh and fit for the table, and this has largely increased the quantity which is now consumed through the summer.

Besides this extra demand on our supply of eggs, instead of keeping them in limed water for the winter and which were never fit for table use, they are now kept in cold storage, from where they come in good condition for the table or any other purpose.

Through this better care, consumption has so largely increased that our home demand requires the entire hen product, without having any left for export. These

are the reasons why our eggs are so high.

MONTREAL.

PROVISIONS.—Little change has taken place in the provision situation since last week. The markets are still strong in all lines, and reductions are not in sight. Demand is ordinary. Hogs continue scarce.

Compound Lard—		
Tierces, 375 lbs.	0 10 1/2	
Parchment lined boxes, 50 lbs.	0 10 1/2	
Tubs, 50 lbs.	0 11 1/2	
Wood pails, 20 lbs. net.	0 11 1/2	
Tin pails, in cases.	0 11 1/2	
Heavy Canada short cut mess pork, in bbls.	24 50	25 50
Selected heavy Canada short cut clear boneless pork.	24 50	25 00
Very heavy clear pork.		25 00
Plate beef, 100-lb bbls.		8 00
" 300 "		15 50
" 500 "	22 50	23 00
Pure Lard—		
Tierces, 375 lbs.	0 13 1/2	
Boxes, 50 lbs., grained.	0 14 1/2	
Tubs, 50 lbs.	0 14 1/2	
Pails, wood, 20 lbs., parchment lined.	0 14 1/2	
Tin pails, 20 lbs., gross.	0 14 1/2	
Cases, tins, 10 lbs. each.	0 15	
" " 5 "	0 15	
" " 3 "	0 15	
Dressed hogs, fresh killed.	12 00	
Smoked meats.	0 17 1/2	
Br. Bacon.	0 16 1/2	
Windsor Bacon.	0 17	
Roll Bacon.	0 14	
Prime Hams.	0 13	

BUTTER.—There is not much dairy coming in, but receipts of creamery are good. Firmness characterizes the market. Demand is satisfactory.

Fresh creamery primus.	0 12
Fresh creamery, solids, lb.	0 22 1/2
Dairy, tubs, lb.	0 14 1/2
Fresh dairy tubs.	0 16 1/2

CHEESE.—An easier feeling prevails in the cheese market, although there has been no drop in prices. Receipts are fair, while good demand from the other side keeps exporters busy.

New ch. es., arg. e.	0 24	0 12 1/2
" " twins.	0 22	0 13
Old cheese, large.	0 15 1/2	0 16
" " twins.	0 15 1/2	0 16
" " small.	0 15 1/2	0 16

EGGS.—Receipts of eggs continue quite sufficient to keep the market from advancing, but they are not large enough to warrant any drop in prices.

HONEY.—The market is quite unchanged.

White clover comb honey.	0 13	0 15
Buckwheat, extracted.	0 08	0 09
Oleifer, strained, bulk, 30 lb. tins.	0 10	0 11

TORONTO.

PROVISIONS.—The opinion of packers last week was that the highest point in the price of hogs had been reached, and the price this week supports that opinion. In comparison with the value of other foods the price of cured meats has reached a point when it is unsafe to advance it any higher. People will pay to a certain limit for a commodity, and if it goes beyond that, consumption will drop off, and something else will be substituted. This is the position of the cured meats, and the trade cannot afford to take chances which might lead to serious results.

Long clear bacon, per lb.	0 13	0 13 1/2
Smoked breakfast bacon, per lb.	0 15 1/2	0 16
Roll bacon, per lb.	0 12	0 12 1/2
Light hams, per lb.	0 15	0 15 1/2
Medium hams, per lb.	0 16	0 16 1/2

Large hams, per lb.	0 13	0 13 1/2
Smoked hams, per lb.	0 11	0 11 1/2
Bacon, plain, per lb.	0 16 1/2	0 17
Bacon, pea meal.	0 17	0 17 1/2
Heavy mess pork, per bbl.	21 00	21 50
Short cut, per bbl.	24 50	25 00
Lard, tierces, per lb.	0 13 1/2	
" tubs "	0 13 1/2	
" pails "	0 14	
" compounds, per lb.	0 08 1/2	0 11
Dressed hogs.		11 00
Live hog, f. o. b.	7 50	7 75

BUTTER.—The usual supply of May butter exceeds the demand, but with the excellent facilities provided by our dealers for handling it the old fashioned slumps are avoided, and business moves along quietly with only a slight decline in the prices.

Fresh creamery primus.	0 22	0 23
Farmers separator butter.	0 20	0 22
Dairy prints, choice.	0 18	0 19
Large rolls.	0 16	0 18
Baking butter.	0 13	0 15

CHEESE.—Cheese is a trifle easier, and the May quality as usual not up to our best standard. Cows are now all on grass and the June make will likely maintain its high reputation, and produce a large yield.

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

EGGS.—The demand for eggs is good, and the receipts are heavy, but all that are not required for local use go into cold storage for next winter.

Fresh eggs.	0 19
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POULTRY.—At this time of the year farmers are getting rid of their gobble turkeys and the market has a good supply of them which are sold at 20c. a lb. This market on the whole is more active and a good deal of poultry is changing hands.

Early spring chicken, alive per b.	0 40	0 45
Young chicken, dressed, per lb.	0 18	0 20
Hens, per lb., dressed.	0 15	0 16
Turkeys, per lb., large.	0 18	0 20
" " medium young.	0 20	0 23
Ducks.	0 20	0 17

MAPLE SYRUP.—The small quantities left on the hands of wholesale houses are offered at reduced rates in order to clear them out.

Maple syrup, in bulk, imperial gallon.	0 80	0 90
" " in tins.	1 00	1 10
" " sugar, per lb.		0 09

CONTRACT TOO LARGE.

Montreal Packer Does Not Believe Canada Could Supply British Navy With Tinned Meat.

A cable despatch was recently received from London, Eng., by the New York Herald, stating that German officers were on their way to Chicago to contract for the supply of tinned meats for the German Army and Navy. Great Britain used to get all her supply from Chicago, but ever since the meat scandal there, the despatch says, the British Navy has cut off all supplies from there.

"Now it is a fact of which I am assured," says the writer of the despatch, "that the British Admiralty cannot continue his stubborn policy much longer, because without Chicago it cannot get all its supplies of tinned meat necessary for the ships at sea.

Supposing war were to break out, the British fleet would find itself in a sorry plight for lack of preserved meat, and if Germany shall open up the big contract with Chicago, which her army and



navy supplies department has in view, provided the report of the inspecting officers shall prove satisfactory, the British Admiralty will find it impossible to renew its contract for a supply of tinned meat from Chicago."

The question arises, cannot Canada supply the British navy with all the tinned meat necessary?

**Not Enough Produced.**

"No, Canada could not supply the army and navy of Great Britain, were she called upon to do so to-day," said W. Clark, Montreal, when approached by The Canadian Grocer.

"Such a contract would be beyond us to-day and for years hence," he continued, "for we have not the facilities to begin to handle such a contract. But it is altogether unlikely that we will in the near future be called upon to supply the forces of Great Britain. The United States packers are in a position to supply both Great Britain and Germany, were they requested to do so. The chief reason for Canada's inability to take such a big contract is our small population, and the scarcity of beef which we experience.

"Our population being small, the regular consumption of canned goods is limited. This being the case, perhaps, the scarcity of beef does not matter so much as it otherwise would.

"The United States, with its population of eighty million, can consume an immense quantity of beef. The packers provide for this consumption. Much of the beef used consists of choice cuts of the animal. The people are educated to the eating of the choice portions, which they secure through the butcher. But the other portions of the animal cannot be thrown aside. So, in most cases, the United States packers sell to the butcher the choice cuts and can the rest of the edible part of the beast. This means that they must find an outlet for this enormous quantity of canned goods. They have this market in the United States. We have it only to a limited extent in Canada.

**Plenty for Both.**

"The packers there, too, are constantly filling large contracts, and their facilities for packing could make it quite possible for them to handle the business of Great Britain and Germany both.

"Were the United States Packers to go back upon Great Britain it would still be possible for the Mother Country to obtain supplies, as there are fine sources of supply in other parts of the world, Australia and the Argentine Republic, for instance.

"In the latter country there are millions of head of cattle, and hundreds of idle factories, which would enable that country to fill very large contracts."

**A MENACE TO ENGLAND.**

London, May 24.—The departmental committee appointed in July, 1908, to inquire into the alleged combinations in the meat trade in the United Kingdom,

has issued its report. A large portion thereof is devoted to the American beef trust and its representatives in London, and the committee concludes that while a combination exists to a certain extent between four companies in the United States engaged in the United Kingdom, it is not at present sufficiently powerful to seriously endanger the beef trade as a whole. But should these firms as seems possible, acquire considerable interest in the Argentine the situation with regard to the meat supply of the United Kingdom might become serious.

"With such command," the report says, "of practically the whole imported live cattle and chilled and frozen beef trade, the firms composing such combination might be able to determine beef prices at Smithfield market itself and largely affect prices throughout the country."

According to the report, the representatives of the American companies in London all told the committee that they knew nothing of the conditions prevalent in the United States, and, commenting on these statements, the committee says—"The committee, reluctantly, is compelled to express grave doubts as to the reality of this uniform ignorance, and its assumption naturally has tended to throw doubt upon the other statements made by the representatives of these firms. It is almost incredible that Armour & Co., Swift & Co., Morris & Co. and the Hammond Beef Company the last named representing the National Packing Company, should be in combination in the United States and in competition in the United Kingdom."

In a paragraph relating to the local tendency to exaggerate "the power and malevolence of successful trade competitors," the committee comments upon the trade methods of the American companies. "These are superior to those prevailing in this country," it says, "and perhaps less influenced by considerations of sentiment. As one witness put it:—'Business is business all the way and we do not run business for love.' This maxim is ruthlessly applied by the American companies; they are therefore unpopular among their trade competitors."

The committee failed to find evidence of any deliberate action on the part of the Americans with the object of destroying inconvenient arrivals, and it does not think that they have yet attempted to capture or control the whole beef trade in this country, as alleged. At the same time it is satisfied that the firms mentioned consult together with regard to prices and the amount of the supplies to be put in the market, and that they fix the prices at which chilled beef shall be sold in the provinces. Furthermore, it is convinced that provincial salesmen are practically bound to sell at the price daily dictated by the Americans."

H. Laporte, of Laporte, Martin & Co., Montreal, is expected back from Europe about June 22.

**BASKETS**

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

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

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

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

**SILENT SALESMAN  
SHOW CASES**

\$4 a foot up. Great Value

WRITE

**W. H. ESCOTT**  
(Wholesale Grocery)  
**BROKER**  
WINNIPEG CANADA

**BARRELS**

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

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

**SALT**

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

SPRAGUE

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

The  
**Condensed Ads.**  
on page 57  
will interest you





## A Good Storekeeper


studies his stock and sells only those goods he knows will please his customers, leaving the inexperienced dealer to experiment with the various "just as good" brands and imitations of standard articles.

# MAGIC BAKING POWDER

*is the kind that pleases the people.*



ESTABLISHED 1852.

 Merchants should recommend food-products that are produced in **clean** factories.

## Do Not Turn Customers Away

Clark's Corned Beef, Ox Tongue, Pork and Beans and Potted Meats are being advertised from Coast to Coast.

The demand for these well-known goods is constantly increasing.

Co-operation with us will pay you best.

Do not turn customers away because your stocks of these goods are not complete.

Let us have an order from you now.

### WM. CLARK

Manufacturer

MONTREAL

REMEMBER

# BOVRIL

is invaluable in the kitchen  
in the summer

It saves time, labor and fuel and also provides many nourishing and appetising dishes.

A one pound bottle is a nice addition to an order and a timely suggestion will often secure it. **Bovril** is especially useful in the country house, the camp, picnics, etc.

In order to ensure ample supplies of prime beef for our needs we have just acquired 9,261,400 acres of pasture land in the northern territory of South and Western Australia and 438,076 acres in the Argentine Republic. We have now over 200,000 head of horned cattle on these estates and that number will be largely increased.

The estates are more than half the size of Nova Scotia.

## BOVRIL LTD.

27 St. Peter St.,

MONTREAL

**RAISIN AND ALMOND CROP.**

**Good Prospects for Valencias, but Sicilian Almond Crop Reported Small.**

W. H. Rowley, of Underdown & Crichton, London, Denia and Valencia, was in Montreal this week, and was taken around to see the trade by Wm. C. Christmas, local agent for the firm.

Mr. Rowley but recently left Spain. He told The Canadian Grocer prospects were that a good crop of Valencia raisins would be harvested this year. He thought the crop would be about the same size as that of last year. About 800 tons of raisins were at present held in Spain, which was an abnormal quantity for this season. Most of this amount would, however, be used for distillery purposes.

Speaking of the almond situation he stated that the Sicilian crop was reported as being only one sixth of what it was last year. Last year's crop was a large one, it will be remembered. This he could not vouch for himself but, considering the damage done by the earthquake, was most likely correct. The Majorca crop of almonds would be about half of what it was in 1908.

Spanish almonds, which are mostly used in Canada, will be plentiful, from present appearances. Chances are that the crop will be a little larger than it was last year, but Mr. Rowley did not anticipate lower prices on that account, giving his reason for so thinking as the

annually increasing consumption of shelled almonds.

Mr. Rowley left Montreal for Halifax and St. John Tuesday evening.

**RECENT TRADE CHANGES.**

**Dissolutions, Assignments and Sales Made in Canada During Past Few Weeks.**

**Ontario.**

McDonald & Fawkes, grocers, Cornwall, Ont., have dissolved.

Davies & Sons, Toronto, grocers and butchers, have sold to Cooley Bros.

E. T. Nesbitt, grocer, Westmeath, Ont., has been succeeded by W. J. Smith.

A. D. Mitchell, grocer, Glencoe, Ont., has been succeeded by J. Henry & Sons.

A meeting of the creditors of S. A. Boone, grocer, Englehart, Ont., has been held.

The business of Atkinson & Switzer, general merchants, Richmond Hill, is advertised for sale.

The firm name of Mayell & Co., Ltd., manufacturers of grocery sundries, Toronto, has been changed to Litster Pure Food Co., Ltd.

**Quebec.**

The assets of Martin Kelly, grocer, Montreal, have been sold.

Martin Kelly, grocer, Montreal, has assigned to Alex Desmarteau.

J. A. Plourde & Co., grocers, Montreal, have assigned to Nap. St. Amour.

The assets of A. Emond, general merchant, Mont Louis, Que., have been sold.

A. Boivin & Co., grocers, Montreal, have dissolved; Donald Allard registered.

**Western Canada.**

W. H. Gordon & Co., grocers, Daysland, Alta., are retiring from business.

C. Rodberg, general merchant, Gwynne, Alta., advertises his business for sale.

J. Halldorson, general merchant, of Brown, Sask., has sold to Jacob Reimer.

The Western Commission Co., Winnipeg, has been succeeded by F. T. Gilroy.

The Western Trading & Grocery Co., Winnipeg, has assigned to C. H. Newton.

E. Lacaille, general merchant, St. Amelie, Man., suffered loss by fire last week.

J. T. Musgrove, general merchant, of Carstairs, Alta., advertises his business for sale.

W. F. Wendt, general merchant, Edberg, Alta., has been succeeded by Edstrom Bros.

Olstead & Murray, general merchants, Rosenroll, Alta., has been succeeded by Ladell & Butcher.

The Waldron Trading Co., general merchants, Waldron, Sask., has been succeeded by L. H. Rawlings.

**\$10,959.99 Collected!**

That's the amount we've collected for clients during the past year—our first year in business. In May, 1907, we handled 140 new claims. In April, 1908, we handled 425 new claims. No wonder our clients are satisfied. They have the proof of our collecting ability.

Let Us Cure Your Slow Collections

**The Beardwood Agency**

313 New York Life Building - MONTREAL

CIE FRANCAISE des PATES ALIMENTAIRES  
**Macaroni, Vermicelli, etc.**

Strictly French Manufacture Guaranteed  
Manufactured at  
92 Beaudry Street MONTREAL

OPEN TO BUY

From 5 to 10 Cars Choice Cooking Peas  
Clean and White  
Quebec's leading Flour and Grain House.

C. A. PARADIS, Dalhousie St., Quebec

**SUCHARD'S COCOA**

This is the season to push SUCHARD'S COCOA. From now on cocoa will be in demand daily. It pays to sell the best. We guarantee SUCHARD'S cocoa against all other makes. Delicious in flavor; prices just right.

FRANK L. BENEDICT & CO., Montreal Agents.

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

**W. P. DOWNEY'S**



*White Dove Brands  
are always*



**A Guarantee of  
Absolute Purity**

26 St. Peter St. - Montreal



# CHRISTIE'S BISCUITS

## —and the preferential tariff

Canada's particular housewives placed Christie's Biscuits on the preferred list long since. That's one reason why progressive grocers prefer Christie's to all others. But —*there are other reasons.*

Christie Quality has become a household phrase throughout the Dominion. Other biscuits may be good—*undoubtedly are good*—but even the best of other "bakes" fall short of Christie Quality. Not because we say so, but *because the fact is admitted by particular women and progressive grocers alike.*

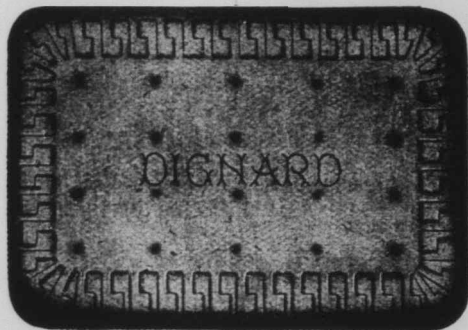
Then our aggressive advertising helps some. About half a million new dwellers are pouring into our land annually. In order that the best grocers may secure the patronage of our best settlers we are carrying on an extensive advertising campaign.

You certainly can secure the paying trade—*the trade that stays*—by stocking Christie's Biscuits.

—CHRISTIE'S BISCUITS SELL MORE THAN BISCUITS—

### Christie, Brown & Co., Limited

**DAILY CAPACITY 30,000 LBS.**



**Dignard  
Limited**

BISCUIT  
MANUFACTURERS  
MONTREAL

## "LUCERNA"

IMPORTED

### Swiss Milk Chocolates

will surely please your customers.

To buying agents for certain districts special terms are offered.

Write us for samples, prices, etc.

**LUCERNA ANGLO SWISS MILK  
CHOCOLATE CO.**

214 Princess Street, - - Winnipeg

Canadian made Licorice

**Y&S BRAND**  
All Druggists.



Manufactured  
by  
**NATIONAL LICORICE CO.**  
Montreal.

**SOFT MINTS—5c. boxes.**

**ACME PELLETS—5-lb. tins.**

**M. & R. WAFERS—5c. bags.**

and a complete line of **LOZENGES, ETC.**

**Hard and Soft Licorice Specialties**

Appropriate for the confectionery, grocery  
and drug trades.

Price Lists and Illustrated Catalogue on request.

AGENTS

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

PROVINCE OF QUEBEC and MARITIME PROVINCES

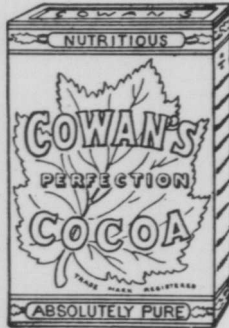
W. H. Dunn, 394 St. Paul St., Montreal

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

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

# Cowan's

## Cocoa and Chocolate



Have been growing more and more popular in Canadian homes for many years—until now no grocer who carries a high-class stock can afford to be without them.

**The Cowan Co., Ltd.**  
Toronto, Canada



Family trade is more desirable than transient custom. In handling

## CARR & CO.'S BISCUITS

you are assuring yourself of the confidence of your best trade. These biscuits are unapproachable in every respect of superior quality.

ASK OUR AGENTS FOR THEM.

## CARR & CO., CARLISLE, ENGLAND

AGENTS:

Wm. H. Dunn, Hamblin & Brereton, L. T. Mewburn & Co., Ltd. The Standard Brokerage Co., Ltd.	Montreal and Toronto, Winnipeg, Vancouver, B.C., St. John's.	Eastern Provinces Port Arthur to Alberta Province of Alberta British Columbia Newfoundland
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By Royal



Letters Patent

# NELSON'S

## POWDERED GELATINE

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

## NELSON'S

### Gelatine and Liquorice

## LOZENGES

Should be in your confectionery department.

**G. NELSON, DALE & CO., Ltd.**  
EMSCOTE MILLS, WARWICK, ENGLAND

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

CANADA:

No better  
Country



MOTT'S:

No better  
Chocolate

## Right--Always Right--

It has never been anything else since we first turned out the goods (over 25 years ago).

# MOTT'S

## "DIAMOND" and "ELITE"

### brands of

# Chocolate

Are for this very best of reasons the most satisfactory brands to handle.

At Every Jobber's

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

SELLING AGENTS:

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

Flour,

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## Flour, Cereals and Confectionery Department

**Why Flour and Feed are Dearer in England—Patten Not Blamed for it—Cereal Foods Advancing in Prices on Account of Scarcity of Wheat and Oats—Biscuit Prices Advance.**

There is great outcry in England, remarks the Literary Digest, over the high price of wheat and the resulting dearness of the poor man's loaf, coincidentally with the same condition in this country. But it is noticeable that the British do not blame Mr. Patten for it. Many circumstances, we learn from the London Press, have conspired to make wheat scarce. The area of the wheat-consuming world is becoming wider, but as a compensation wheat is being produced in ever-increasing quantities. Russia, India, Canada and Australia all feed the London wheat market, and although a sympathetic change has resulted in Europe from the state of the Chicago quotations everything must not be laid at the door of Mr. Patten and his confederates. The editor of the Mark Lane Express, the leading London agricultural organ, attributes to several causes the rise in the price of wheat, and remarks:

"Whether there has really been a 'corner' in wheat or whether Mr. Patten only showed astuteness in sizing up the position of the grain trade is a question which is hardly worth discussing here, though the fact remains that he has made a huge fortune in buying wheat for future delivery.

"Naturally, this is a very real source of anxiety to all people in this country. Apart from any questions of manipulation of the American markets by a single operator or clique, with the object of driving prices to a fictitious level, it cannot be denied that the tendency has been for many years in this country for wheat and flour and consequently bread, to get dearer. No doubt the manipulations in America have done a great deal to excite the wheat markets of the world; but the whole cause of the recent advances in this country is not to be found in the manipulations in the pit at Chicago, but rather in the shortage of supplies and the absence of stocks in this country.

"It is reckoned by the best authorities that at the present time the visible supply in round figures is 3,000,000 quarters less than it was twelve months ago, and it is to this fact that the recent increase in price must be ascribed. It is made up in this way: Farmers' holdings, 1,000,000 quarters; merchants, 1,450,000, and on passage, 3,870,000 quarters. Total, 6,350,000, as against 9,350,000 at the corresponding date last year. Against this shortage there is a surplus of nearly 1,500,000 quarters in the United States, but over there values are so big that none of the wheat is likely to come here until well over 40 shillings per quarter can be got for it on this side."

He even goes so far as to see in the dearness of bread an inducement to farmers to revive the cultivation of

wheat in Britain, instead of leaving the country to live on imported cereals. This eminent specialist speaks on this point as follows:

"It cannot be denied that a regular price of 40 shillings the quarter for home-grown wheat would act as a great stimulus to arable farming in this country and that large areas of land which were allowed to sow themselves down to grass during the last two decades would again become available for wheat-growing if prices remain at about the level indicated. From the farmers' point of view it would be a great advantage for wheat to remain steady in price at about 40 shillings the quarter, and this figure would not unduly press on the town dweller, for bread would be little if any dearer than it is to-day, certainly not more than a half-penny a loaf."

This opinion is echoed by the London Daily Mail, in which is read of the rise of the price of wheat in its effects on the farmer.

"Every shilling by which it rises will put five shillings an acre profit into the pocket of the farmer. Agriculture will revive, and there will be a return movement from the cities to the land. From the national standpoint such a result would not be undesirable. Cheap food is not the end of life and it may be very dearly purchased by losses in other directions. We are awakening to the dangers which arise where the state leads a one-sided life."

### MONTREAL.

**FLOUR**—Dullness characterizes the flour market this week. Local trade is fair to good, while export business is very quiet.

Winter wheat patents.....	5 50
Straight rollers.....	4 70 4 80
Extra.....	4 00 4 10
Royal Household.....	6 50
Superior.....	6 00
Manitoba spring wheat patents.....	6 30
"    strong bakers.....	6 30
Five Roses.....	6 80
Harvest Queen.....	6 30

**FEED**—A safe business is being done at unchanged prices.

Ontario bran.....	23 00 23 00
Ontario shorts.....	25 00
Manitoba shorts.....	25 00
"    bran.....	23 00
Moullie, milled.....	25 00 27 00
"    straight grained.....	23 00
Feed flour.....	1 85 1 85

**ROLLED OATS**—Activity in the oats market has resulted in an advance in the prices of various oat products. Material rises in both oatmeal and rolled oats will be noted. The former line has advanced 15c, while the latter is up 25c in bags and 30c in barrels. Manipulation of the oat market is responsible for the higher figures ruling.

Fine oatmeal, bags.....	3 15
Standard oatmeal, bags.....	3 15
Cracked ".....	3 15
Golden cornmeal, 98-lb bags.....	2 10
White cornmeal.....	2 00
Rolled oats bags.....	2 90
"    bbls.....	6 00

Every  
Wide-Awake  
Grocer  
Makes a  
Point of  
Selling  
These



to all  
Camping,  
Outing,  
Excursion  
and  
Picnic  
Parties.



**COX'S**  
INSTANT  
POWDERED  
GELATINE

The PURITY of this GELATINE is GUARANTEED by Messrs. COX, who themselves both MANUFACTURE and PACK their brand under scientific supervision.

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





# Renowned Flour

What does it mean—to you?

THE FIRST question fired at him was, "Young man, what's your record?" 'Tis always the first question asked of a new man—usually the *deciding* one. It is not a question of price, merely the *reason* for for the price.

¶ You, Mr. Business Man, would not select a new clerk by a "pig in the bag" method. You'd inquire into his experience, his ability to sell goods, to do things for you, his recommendations, his reliability. You'd look him over critically. No "hit or miss" method for yours. You have a *right to know* what he has done, for what man has done man can do—and it's *your* money and confidence that is at stake.

¶ In your choice of a flour to make or mar your flour trade, why not adopt the same *logical* method? In FIVE ROSES you employ a salesman having the very best of references, a salesman that *never sleeps*, that has

no "off times," that *has done* things. Behind FIVE ROSES and *your own guarantee* there looms up the reputation of our big mills.

¶ Is there a flour milled which enjoys a better reputation, a better record, a longer chain of satisfied users? FIVE ROSES spells q-u-a-l-i-t-y. It's not a "reformed spelling"—it has spelt quality almost a *quarter century*, and always will *as long as we own our mills!*

## **FIVE ROSES**

**Has a Good Record**

¶ On its record, you *cannot* overlook FIVE ROSES. Here *at last*, is the flour overcoming the defects of all others—the brand that gives you the kind of service you *never expected to receive*—the flour you have been looking for. Success is waiting around the corner to shake hands with the man who knows that it is *not* enough to hold the key to the situation; you must be able to turn it to open the door. You know that FIVE ROSES is the key to the *best buyers*. Are you *the* man?

**LAKE OF THE WOODS MILLING CO.**

LIMITED

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

**PLEA FOR ASSOCIATIONS.**

By W. J. King.

Travelers inform us that when a strong wind passes southward over the Alps, it takes to itself a body of snow; when it reaches the Mediterranean Sea, it drops the snow and takes to itself a body of spray, and when it reaches the hot Sahara desert, it leaves the spray behind and takes a body of sand. In like manner the wind of human thought—a force as it passes from century to century—takes different forms or modes of embodiments.

The forces that govern society are evolutionary and cannot be obstructed, but may be assisted in their progress.

All human institutions are like snowdrifts; they are pure and white at first, but gradually become foul and blackened. All the dirt in the snow remains on top, while the pure elements melt in the sunshine. Sometimes snowdrifts become so thickly crusted with corruption that the sun has no effect upon them and they have to be removed by revolution from underneath.

**Uses of Associations.**

Organizations are revolutionizing our business methods and many reforms may be expected. The credit system, which has served a useful purpose in the past, but which has been so much abused, is receiving consideration, and eventually through the medium of associations may be abolished.

I am in full sympathy with the spirit of association, and many benefits have been derived through co-operation. Co-operation is a natural law, and in order to be effective requires to be unlimited in its operations. Its governing or fundamental principles are justice, equality and truth. By justice, I mean that sense of honor that should permeate our every act; by equality, I do not mean distribution of wealth, but that equal opportunity and advantage to be acquired and which is absolutely necessary in the obtaining of a livelihood and the maintaining of a perfect life; and by truth I mean the sense of right, the embodiment of those ethical principles, enunciated by an inspired writer, when he said: "Then ye that are strong ought to bear the infirmities of the weak, and not to please yourselves." This is the ground-work of co-operation.

Have our trade organizations inculcated and accepted those principles?

Have they considered the interests of the weak?

Are they not inspired by the spirit of selfishness to succeed, and to rise to the dizzy heights of materialism and worldly prosperity upon the bruised and mangled bodies of the victims of a

cruel and tyrannical system? If individual commercial prosperity is the aim and object of those who comprise the membership of those organizations, I venture to express the opinion that failure of true success will be the final outcome.

The various resolutions adopted are selfish and unchristian and lack the spirit of true association, and their supporters stand condemned in the light of intelligence and common honesty. Would it not have been better for those interested to discuss their grievances and arrive at a mutual arrangement, instead of inflicting hardship upon the community?

Let us get right ourselves before we pose as social reformers, and their oft-repeated maxim, "United we stand; divided we fall," has been ill-considered.

**Greatest Good to All.**

I stand as an ardent exponent of co-operation, and recognize no principle of self-interest or class legislation, believing in that divine and social principle, "The greatest good to all without injury to any," and I would not be true to my convictions if I did not advocate a cash system.

A prosperity based upon debt is fictitious. Debt is the foundation of bankruptcy and slavery. It eats like a cancer into a man's life. It destroys self-respect, and creates anxiety and despair. It robs the day of its pleasure and the night of its rest, and I ask, why we should uphold and premiumize a system of credit that is fraught with so much misery and disaster?

Let us unite our forces; let us extend the circle of associations; let us join hands with those who are endeavoring to destroy this corrupting influence; let us bring in every trade; let us bring in every business and let us unite in the common purpose of life.

**ALL ABOARD  
GET READY TO SUPPLY THE  
DEMAND FOR**

**GREAT WEST  
CUT PLUG  
SMOKING and CHEWING  
TOBACCO  
SALES INCREASING DAILY**

**McDOUGALL**

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

**CLAY PIPES**

ASK FOR THE CELEBRATED  
BISCUITS

**G. N. Pichet**

For sale by all Leading Grocers

**JOS. COTE** Wholesale Tobacconist  
186-188 Rue St. Paul Importer  
**EXCLUSIVE SOLE AGENT**

Tel. Up 2076 Tel. East 5964  
**YOUNG'S PATENT PIPE**  
in Seven Shapes  
**W. J. GRANT**  
Sole Agent for Canada  
506 Lindsay Building, MONTREAL.

**BLACK WATCH**

**The Big Black Plug  
Chewing Tobacco.**

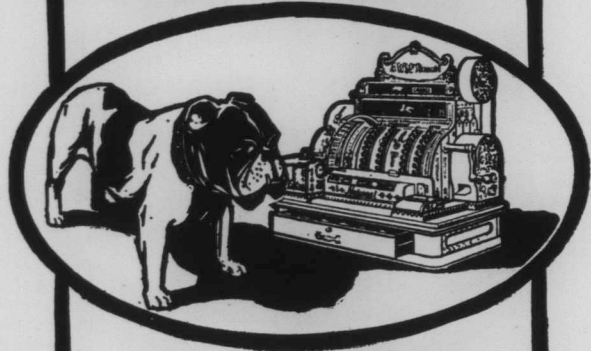
**Already a Big Seller**

**Sold by all the Wholesale Trade**





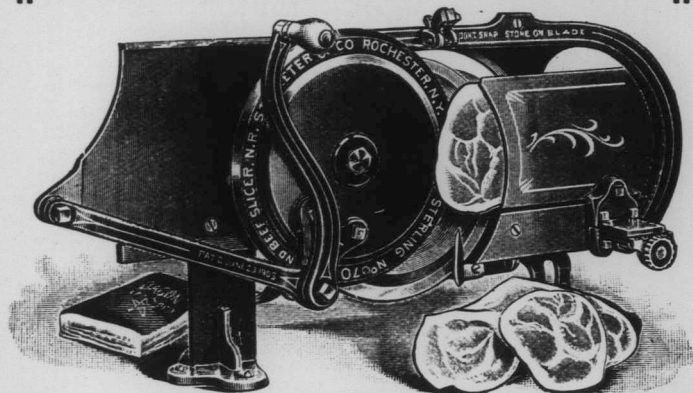
**JUST YOU GET  
A NATIONAL  
CASH REGISTER**



**AND WHAT  
YOU HAVE  
YOU'LL HOLD!**

NATIONAL CASH REGISTER CO. 285 Yonge St., TORONTO  
Write for Literature. F. E. MUTTON, Canadian Mgr.

**THE STERLING SLICER**



**SLICES PERFECTLY  
COOKED HAM, BACON  
and all boneless meats**

The only machine that cuts the ends. Over 500 sold in Canada last year. Every grocer and butcher should have one. The price is low. Sold on monthly payments.

Write us for illustrated booklet of testimonials.

**HOWARD BROS.**

Canadian Agents

Brantford, Canada

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

IF NOT—WHY NOT ?

**“Tuckett’s Special”**

the new 10c. plug is the latest

Order from Your Wholesaler

Manufactured  
from

**Imported Leaf Exclusively**

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

**HAMILTON, CANADA**

## Canadian Fruit, Vegetable and Fish Markets

### FLORIDA PINEAPPLES

Our first car arrived this week. Stock is fine. We have arriving daily: Strawberries, Pineapples, Oranges, Cucumbers, Cabbage, Wax and Green Beans, Beets, Carrots, in fact, anything in season. Send in your orders.

McWILLIAM  
**Mc. AND E.**  
EVERIST

25-27 CHURCH ST. - TORONTO

PACKED BY  
**Franc Tracuzzi**  
MESSINA,  
ITALY

This Summer  
Buy

**St. Nicholas  
Home Guard**

VERDELLIS  
The Very Best

AGENT:  
**J. J. McCabe**  
32 CHURCH ST.  
TORONTO

Warm Weather Causes Splendid Fruit Sales—Pineapple Season the Best on Record—Lemons not Keeping Extra—Cabbage Arriving in Large Quantities—Preference Given to Mildly Cured Fish in Matter of Rates.

#### MONTREAL.

GREEN FRUITS—Warm weather has resulted in a fine increase in fruit sales, and has also been responsible for larger arrivals of new lines. Another fruit boat arrived in Montreal this week, the fourth of the season, particulars about the cargo of which will be found on another page. California cherries, black and white, are being quoted this week. They are the first of the season, and, as will be noted, are rather high. But they are selling freely. Oranges are fairly steady. Bananas are in good demand at lower figures. Receipts of same are satisfactory. Cranberries, which are dull, are lower. Pineapples are plentiful and more reasonable.

California navel, 96, 112, 126, 250, 288 size.....	2 50	3 60
" 150, 174, 200, 216 size .....	2 25	3 50
Valencia oranges, 420 size .....	4 50	5 00
Cal. blood oranges, 15. to 216 size.....	4 25	
Grape fruit.....	3 25	5 75
California cherries, black, per box.....	2 75	3 60
white, .....	2 75	
Lemons, choice, 300 size.....	2 00	2 75
Bananas crated .....	1 75	1 90
Cuba pineapples, extra fancy, 24 size.....	2 15	2 40
Florida pineapples .....	2 25	
Cranberries, per box .....	3 50	
Spies, XXX .....	7 50	
Ben Davis, XXX .....	6 00	
Strawberries.....	0 20	
Cocoanuts, bag.....	4 40	
Limes, per box.....	1 00	

VEGETABLES—Tomatoes, beans and cabbage are arriving in larger quantity and dealers are inclined to shade prices. New potatoes are uncertain, the price fluttering considerably. In New York there was an advance of 50c. at the end of last week, which resulted in a firmer feeling here for a few days. Cucumbers are easier, as are also Boston lettuce, new radishes, and green peas. Lines that have advanced include asparagus, Montreal and P.E.I. potatoes. Local new stuff is beginning to come in, nice shipments of radishes, lettuce and carrots arriving daily.

Mushrooms, lb.....	0 75	
Cucumbers, dozen.....	2 25	2 50
New carrots, dozen.....	1 00	
Tomatoes, crate.....	3 75	4 25
Leeks, dozen.....	1 50	
Parsnips, bag.....	1 50	
Green peas, basket.....	3 50	
Asparagus, doz.....	5 00	
Canadian asparagus, basket.....	1 75	
Cauliflowers, doz.....	4 00	
Parsley, doz.....	0 75	
Sage, per doz.....	0 60	
Sage, per doz.....	0 50	
Celery, doz.....	1 25	1 50
Water cress, large bunches, per bunch doz.....	0 75	3 00
Spinach, barrel.....	2 50	3 50
Green peppers, crate.....	3 50	
Beets, bag.....	1 25	
Carrots, bag.....	1 25	
New carrots, doz.....	0 25	
Lettuce, early.....	0 40	
Lettuce, Boston, doz.....	1 50	
Radishes, doz.....	0 30	
Horse radish, per lb.....	0 15	
Montreal potatoes, bag.....	1 15	
New Brunswick potatoes.....	1 20	
New potatoes.....	0 84	
P.E.I. potatoes, bag.....	1 10	1 20
New potatoes bbl.....	6 00	
Onions large bag, lb.....	0 31	
" Egyptian.....	0 03	
Turnips, bag.....	0 60	0 70
String beans, basket.....	3 50	
New cabbage, crate.....	1 60	1 75
Shallots, doz. bunches.....	0 03	0 10

FISH—The topic of interest in fish circles this week was the action of the Federal Government in putting mildly

cured smoked fish upon the same basis, in the matter of express rates, as fresh fish coming from the Atlantic coast. The larger dealers will not be affected one way or the other, but the smaller men, in the towns and villages of the provinces of Ontario and Quebec will benefit considerably. The consumption of finnan haddies, mackerel, cod, shad, and other such lines will increase. There are a number of price changes this week, chiefly downward. Gaspé salmon, which is now being quoted, is coming in freely, and prices are weak. Increased arrivals of halibut are keeping the price steady. Haddock is lower. Among the new lines of fresh fish offered this week are noticed: dressed perch, dore, weakfish, mackerel, sea trout, lake trout, white fish and German carp. Soft shell crabs are selling at 90c. a dozen. Lobsters are coming in more freely, and are lower. The recent storm on the south and east coast of Nova Scotia did considerable damage and the pack of lobsters in Nova Scotia will be light this year. In salt fish, mackerel is higher.

The three fish days this week meant good business for all dealers and grocers.

#### FRESH

Hadd ck, shore, per lb.....	0 04
Steak cod, per lb.....	0 05
Grass pike, round.....	0 07
Halibut, per lb.....	0 09
Round perch, per lb.....	0 05
Dressed perch.....	0 10
Dore.....	0 10
Weakfish.....	0 08
Mackerel.....	0 10
Sea trout.....	0 08
Lake trout.....	0 10
Whitefish.....	0 10
Dressed h'heads (Barbotte), per lb.....	0 10
Sea bass, per lb.....	0 10
B.C. salmon, new, per lb.....	0 16
Gaspé salmon.....	0 25
Roe shad, each.....	0 50
Buck shad, each.....	0 25
Shad herring, large, each.....	0 02
Brook trout.....	0 21
Flounders.....	0 08
German carp.....	0 06

#### SMOKED

Haddies 15 lb. bxs., per lb.....	0 07 1/2
Kipperd herring, per box.....	1 01
Lar e bloaters, per box.....	1 19
Smoked herring, small boxes.....	0 18
Smoked salmon, sugar cured, per lb.....	0 25

#### SHELL FISH

Select bulk oysters, per gal.....	1 50
" Sealight" selects, per gal.....	1 99
Live lobsters, per lb.....	0 10
Boiled lobsters, per lb.....	0 12
Soft shell crabs, coz.....	0 40

#### FROZEN

Market cod, per lb.....	0 04
Steak cod, per lb.....	0 04
Halibut, per lb.....	0 08
B.C. salmon, red, per lb.....	0 09
Qualia salmon, per lb.....	0 08
Fall salmon, per lb.....	0 07
Large round, winter caught, per lb.....	0 18
Large whitefish, per lb.....	0 08
Small " ".....	0 06
Lake trout, per lb.....	0 09
Mackerel, round, per lb.....	0 10
Large frozen herring, per 100.....	1 50

(Weigh 55 to 60 lbs. per 100 fish).

#### SALTED AND PICKLED

Labrador herrings half barrel.....	2 80
B.C. salmon, half bbl.....	3 00
No. 1 mackerel pails.....	3 00
No. 1 mackerel, half bbls.....	3 00
Labrador sea trout, bbls.....	12 50
Labrador sea trout, half bbls.....	6 50
Skinless cod, 100 lb. cases.....	5 25
Boneless cod, in blocks, 5%, 6, 8, 9 and 10 cents per lb.	

#### TORONTO.

GREEN FRUITS—Pine apples are still in abundance and constitute the

largest quantity excess ity als the lai than e came f nearly there Florida: turn a pearan While year's little ridas some Cuban: Ther lemons for, th prices Straw tities. one f Monda and th and s down.

Apples, f " 1 " 1 " C Oranges, " " " " Lemons, Bananas Grape Fr Pineappl Strawbe Cherries

VEG bages Every and pi tomat pi fol supply from not co quality etc., a Potato

Beets, Cu " F Parsnips Potatoes " " " "

Onions, ( " S " B " E Tomatoes

Carrots, Cabbage Turnips Radishes Lettuce Spinach Egg plant Green pe Cucumbe Asparag Green or Rhubarb Beans, g " w Peas, per Corn, pe Cress, pe

FIS mornii "Very fish ar the pe dersta food t make. ly bal keeps



largest portion of the fruit trade. The quantity handled in Toronto is far in excess of any previous year. The quality also was good, and in consequence of the large supply the prices ruled lower than ever before. So far they almost all came from Cuba where the season is now nearly over, and those that do come from there are rather over ripe. The Florida pineapples are now having their turn and are expected to make their appearance in this market in a few days. While most people are supplied for their year's requirements, they may add a little more to their stock when the Floridas arrive, which are admitted by some to be superior in quality to the Cubans.

There is an unusual heavy waste in lemons. For some reason, not accounted for, they do not keep and in consequence prices are almost sure to go higher. Strawberries are arriving in large quantities. Four cars from Maryland and one from Delaware were unloaded on Monday. The quality varies considerably and they must all be carefully assorted, and sold at different prices, from 16c. down.

Apples, Spies .....	6 50	7 50
" Russets .....	3 50	4 10
" Baldwins .....	4 00	5 00
" Greenings .....	4 00	5 50
Oranges, Valencias, 420, ordinary .....	5 10	
" " 420, large .....	5 00	
" " 714 .....	5 40	
" California navels .....	3 00	3 50
" Mexican .....	2 10	2 70
" Palermo bloods, half cases .....	2 50	
Lemons, Messina .....	3 00	3 25
Bananas .....	1 30	2 00
Grape Fruit, Florida, box .....	5 00	5 50
Pineapples, Florida, crate .....	2 25	2 50
Strawberries, Maryland .....	0 12	1 16
Cherries, Cal .....	3 00	3 25

VEGETABLES—In vegetables, cabbages have by long odds the preference. Every place is fairly loaded with them, and prices suffer in proportion. Florida tomatoes are about over, but Mississippi follows right up and keeps up the supply. New potatoes are now coming from Texas and are cheaper, but are not considered equal to the Bermudas in quality. Asparagus, spinach, rhubarb, etc., are supplied by our own gardeners. Potatoes are unchanged but firm.

Beets, Canadian, old, per bag .....	0 45	0 50
" Florida, new, per dozen .....	1 00	1 20
Parsnips, per bag .....	1 00	1 25
Potatoes, Ontario, per bag .....	1 00	1 10
" sweet, hamper .....	2 50	2 75
" Bermuda, per bushel .....	2 00	2 50
" " per barrel .....	7 00	7 25
" Texas .....	5 50	6 00
Onions, Canadian, dried, bag .....	1 35	1 50
" Spanish, crate .....	5 00	5 55
" Bermuda, per case .....	2 00	2 25
" Egyptian, per sack of 112 lbs. ....	3 50	3 75
Tomatoes, Floridas .....	4 00	4 50
" Mississippi .....	4 00	4 25
Carrots, per bag .....	1 00	
" new, per bunch .....	1 20	
Cabbage, Florida, new .....	1 50	2 00
Turnips .....	0 50	0 60
Radishes, per dozen .....	0 40	0 45
Lettuce, per doz .....	0 30	
Spinach, per bushel .....	0 75	
Egg plant, per doz .....	3 00	
Green peppers, per doz .....	1 00	
Cucumbers, per hamper .....	2 00	2 25
Asparagus, per basket .....	1 50	1 75
Green onions .....	0 25	0 35
Rhubarb .....	0 30	0 35
Beans, green .....	1 75	
" wax .....	2 25	
Peas, per hamper .....	3 25	
Corn, per doz-n .....	0 30	
Cress, per basket .....	0 75	

FISH—"How is the fish market this morning?" was asked of a fish dealer. "Very good," he replied. "You know, fish are a great brain food and the more the people eat, the better they can understand that they are cheaper as a food than meat. We have no kick to make. The supply and demand just nicely balance each other. This in itself keeps up a good demand, because we

# STRAWBERRIES

Fancy Delaware Gandies, now arriving. Good, strong shippers, and prices reasonable.

## MISSISSIPPI TOMATOES

4 BASKET CRATES NOW ARRIVING

*Cabbage, Cucumbers, Beans, etc.*

## WHITE & CO., Limited

TORONTO and HAMILTON

## Grasp the Opportunity Obtain Lemon Information



Q—When were Lemons first grown?

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

### BUSTER BROWN

Ask any question.

c/o W. B. S. RINGER  
35 Church St., Toronto

# PINEAPPLES

Fancy Colored Fruit, All Sizes

PLENTIFUL and CHEAP

FANCY { RIPE TOMATOES  
RIPE BANANAS

NAVEL and MEXICAN ORANGES

Quality Excellent

Send us your orders. PRICES RIGHT.

## HUGH WALKER & SON

GUELPH

ONTARIO

never have any stale fish to make people tired of them. If people break away from using fish, somebody has been selling them stale fish, and they think they got tired of fish and don't like them as well."

Herring, medium, per lb., fresh caught	0 05	0 06
White fish fresh caught	0 10	0 10
Trout	0 10	0 10
Cod, fresh caught	0 08	0 08
Hallibut, fresh caught	0 10	0 10
Haddock, fresh caught	0 07	0 07
Pike	0 06	0 06
Perch	0 07	0 07
Carp	0 03	0 03
Yellow pickerel	0 09	0 09
Sea salmon	0 17	0 17

**TO VISIT THEIR FARM.**

Arrangements have been made for the holding of the annual meeting of the Dominion Orchards Company, Montreal, on the company's farm, at Rougemont, Que., on June 9. The shareholders will be conveyed to the farm by train in a special car, and will be given an opportunity of personally seeing what has been accomplished during the year, as well as what may be done in the future.

**THE VEGETABLE OIL CENTRE.**

Marseilles is the leading vegetable oil centre of the world. The first mill for crushing oil was started there in 1817, and since that time the industry has grown wonderfully. There are now 45 mills crushing annually about 465,000 tons of seed. In Marseilles cotton seed was being crushed when it was thrown away in America. Later a market was first found at Marseilles for American

crude oil and subsequently for refined oil.

Peanut, sesame, copra, linseed, cotton seed, colzas, poppy seeds and castor seeds are crushed in Marseilles. In addition to the product of the mills, considerable oil is shipped here. In this market about 400,000 barrels of olive oil and about 150,000 barrels of cottonseed oil are bonded annually. France ranks next to Netherlands in being America's best cottonseed oil customer, taking about one-fifth of the entire exportation of this product, and yet it is almost impossible to buy in the shops pure cottonseed oil put up in small packages. Most of the cotton seed oil is mixed with other oils—olive, peanut, and sesame—and sold as "table oil." Consular Report.

**WHEN IN OTTAWA.**

Ottawa never had an hotel that was so perfectly equipped in every detail as the Hotel Cecil, of which Walter B. Walby is the proprietor. A quarter of a million dollars was spent in making the hotel up-to-date in every respect, and to-day the dining room, cuisine, bar, bedrooms, represent the last word in

modern hotel building and management. Electric lights, running water, hot and cold in the bed rooms, electric elevators, fine sample rooms, make the Cecil the ideal hotel for the traveller. Its central location, corner Sparks and Bank Street, is something further in its favor. The commercial traveler must go a long way to find a finer hostelry.—Advt.

G. W. Hodgson has purchased the plant of the American Gum Company, 898 St. Lawrence Street, and is now installed there. The firm name will in future be, The Hodgson Gum Company. Mr. Hodgson purposes building a new factory within the year. All the brands put out will be new ones.

SEASON 1908-9

## Dried Apples

Shipments Solicited  
Settlements Prompt

### W. A. GIBB COMPANY

HAMILTON  
JAMES SOMERVILLE, Manager

Our first car-load of Florida **PINEAPPLES** will arrive this week. Prices right.

FLORIDA PINEAPPLES ARE THE BEST

**THE DAWSON COMMISSION CO., TORONTO**

## Good Lobsters Always Sell ::

But if they are of indifferent quality they stick on the shelves and, when they are finally sold, they hurt the reputation of the vendor.



It is a simple matter to get the best lobsters when you buy, selected, the delicious, firm meat so delectable always. Just specify

### Golden Crown Lobsters or Golden Key Lobsters

YOUR JOBBER HAS THEM

**W. S. LOGGIE CO., LIMITED**  
SOLE PACKERS  
Chatham - - - - New Brunswick

**"A Rose by any other name may smell as sweet"**

By Special royal permission.  
purest, sweetest, finest and best packed Sardine on the market.

may be all right in poetry but if you didn't call it a **rose** you couldn't get the price.

**So With Imitation Sardines.**

**The Famous "KING OSCAR" Brand**

Norwegian Sardines has established his reputation as the

That is all, but it's enough to make them sell.  
**STOCK "KING OSCAR" SARDINES**

**J. W. Bickle & Greening**  
(J. A. HENDERSON)  
Canadian Agents, HAMILTON, ONT.



## Much Depends on the "Know How"

We are expert packers of domestic sea foods and in fourteen years experience have solved the problem of successful, scientific and sanitary packing.



Our herring are the finest obtainable—coming from Passamaquoddy Bay where they are captured in weirs or traps—and as packers we have made good in the

### BRUNSWICK BRAND SEA FOODS

They are easy to sell

They have a reputation

They give satisfaction

**CONNORS BROS., Limited, Black's Harbor, N.B.**

AGENTS—Grant, Oxley & Co., Halifax, N.S.; C. H. B. Hillcoat, Sydney, C.B.; J. L. Lovitt, Yarmouth, N.S.; D. Rattray & Sons, Quebec; Leonard Bros., Montreal; Arthur M. Loucks, Ottawa; C. De Carteret, Kingston; James Haywood, Toronto; Chas. Duncan, Winnipeg; R. G. Bedlington & Co., Calgary; Drexel & Co., Vancouver; J. Harley Brown, London, Ont.

## ICE CASTLE BRAND Kipperd Herring

### HOW EXPERIENCE COUNTS

Perhaps there are those who will tell you that experience does not count when it comes to packing Kipperd Herring. Don't you believe them. There's a "know how" to this business as there is to all others, and the education necessary to enable a firm to properly pack Kipperd Herring is not gained in a day.

That's why we are so sure that Ice Castle Brand Kipperd Herring are not simply good, but the best obtainable in Canada, or elsewhere.

We have been in the business for such a long time, and have met with such success, that we feel justified in saying that we have the experience that enables us to scientifically pack Kipperd Herring that will meet with the approval of the most critical buyer.

IF DO NOT KNOW ICE CASTLE BRAND KIPPERD HERRING  
WE WANT YOU TO WRITE FOR A SAMPLE

New Pack Now Ready.

We Also Pack Herring in Tomato Sauce.

**J. W. WINDSOR - MONTREAL**  
SOLE PACKER

THE CANADIAN GROCER.

THOS. UPTON,  
PRESIDENT AND GENERAL MANAGER

W J BRIGGER,  
SECRETARY-TREASURER

THE T. UPTON CO., LIMITED

MANUFACTURERS OF

FACTORY, 19 TO 37 DELAWARE AVENUE

JAMS, JELLIES, MARMALADES, ETC.

TELEPHONE No. 495.

HAMILTON, ONT. May 21, 1909

The Canadian Grocer,  
Toronto, Ontario.

Dear Sirs:

We have been advertising in the Canadian Grocer for a number of years but never realized the good work you are doing until last Fall when the writer took a business trip through the North West and British Columbia.

Your journal seemed to be well thought of by the retail grocers, and many of them, especially in Vancouver and Victoria, took the trouble to mention that they had seen our ad in the Grocer.

This was appreciated by us as it is rather difficult to know just what class of advertising is giving us results. However we are now satisfied that your journal is an excellent medium for any manufacturer to use who wants to talk business to the wholesale or retail grocer of Canada.

Yours truly,

The T. Upton Co., Limited

per *W. J. Brigger*



SHIRRIFF'S  
CONCENTRATED FRUIT ESSENCES





## BALAKLAVA SARDINES

Try them yourself. Free sample. If they are not the best value for the money you ever saw, we are mightily surprised.

*Ask us for a sample tin.*

Canadian Agents: C. A. Chouillou & Cie., Montreal; Green & Co., 25 Front St. E., Toronto; D. C. Hannah, London, Ont.; Jos. Somerville, Hamilton; Boivin & Grenier, Quebec, Que.; H. M. McBride, 312 Ross Ave., Winnipeg, Man.

**The Eastern Canning Company, Port Canada, N.B.**

**Mephisto**

BRAND

### Lobster

Our sole attention is given to the production of a choice canned lobster. We have no other business. If we cannot give you the regular quality you require, no other packer can. 1909 prices now out for Europe and America.

**Fred Magee**  
PRODUCER  
Port Elgin, N.B., and  
Pictou, N.S. Canada

## ROWATS'

still hold the Premier  
Position for

### Imported Pickles and Olives.

Enquire of your wholesaler for our  
New 12 oz. Bottle Pickles  
which retails at 10c.

## ROWAT & CO.

GLASGOW SCOTLAND

AGENTS IN CANADA:

Snowdon & Ebbitt, 325 Coristine Building, Montreal  
Ontario and Quebec.  
F. K. Warren, Halifax, N.S.  
F. H. Tippett & Co., St. John, N.B.  
C. E. Jarvis & Co., Vancouver, B.C.  
Nicholson & Bain, Winnipeg, Edmonton, Calgary.

SHIRRIFF'S  
CONCENTRATED FRUIT ESSENCES



READY, STEADY SELLERS  
ARE  
**SHIRRIFF'S PRODUCTS**

They stand for quality, strength, cleanliness, purity and flavor. Their reputation backs up their representation every time. Do not forget that, Mr. Grocer.

— WE GLADLY QUOTE PRICES —

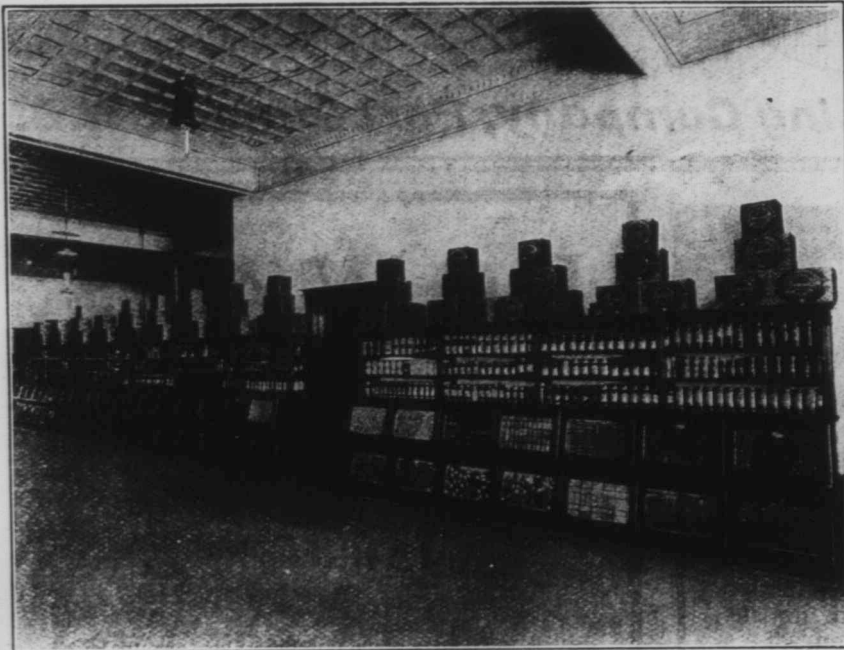
### IMPERIAL EXTRACT CO.

18-22 CHURCH STREET, - TORONTO, CANADA



SHIRRIFF'S  
ORANGE MARMALADE

**THE IMPORTANCE OF  
GOOD GROCERY FIXTURES  
IS SECOND ONLY TO THAT OF  
A WELL-SELECTED STOCK**



**WALKER BIN FIXTURES will**

**Build up a new business,  
Put new life into a dead business and  
Improve and make more profitable  
the best grocery business in Canada.**

Write for Illustrated Catalogue: "Modern Grocery Fixtures."

**The Walker Bin & Store Fixture Co., Limited  
Designers and Manufacturers of  
Modern Store Fixtures  
Berlin, Ontario**

Representatives { Montreal; Kenneth H. Munro, Coristine Bldg.  
Manitoba; Watson & Truesdale, Winnipeg Man.  
Saskatchewan and Alberta; J. C. Stokes, Regina, Sask.

**TEA LEAD**

*Best Incorrodible*

**Buy "PRIDE of the ISLAND" Brand**

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

**ISLAND LEAD MILLS LIMITED,**

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

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

**Bad Bills--Slow Collections  
Something's Wrong**

When a grocer fails his reason is usually:  
"bad accounts," or "couldn't collect." What's  
the use of such talk, when there's away to  
prevent the trouble?

**ALLISON  
Coupon Books**

Enable the grocer to keep all credit customers  
"under his thumb." And the best part of it is,  
the customers like the plan. Allison Coupon  
Books not only save many a dollar, but they  
**SAVE MANY A BUSINESS.**

**How They Work**

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



For Sale by the Jobbing Trade Everywhere.

Manufactured by

**ALLISON COUPON CO., Indianapolis, Ind.**

**LAMENESS from a Bone Spavin, Ring  
Bone, Splint, Curb, Side Bone or sim-  
ilar trouble can be stopped with**

**ABSORBINE**

Full directions in pamphlet with each  
bottle. \$2.00 a bottle at dealers or delivered.  
Horse Book 9 D free.

**ABSORBINE, JR.,** for mankind, \$1  
a bottle, removes Painful Swellings, En-  
larged Glands, Goitre, Wens, Bruises, Var-  
icose Veins, Varicosities, Old Sores, Allays Pain.  
**W. F. YOUNG, P.D.F., 204 Temple St., Springfield, Mass.**  
LYMANS Ltd., Montreal, Canadian Agents.

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

**Don't Wait Till August**



Right now is the time to buy an  
awning. You can save the cost of  
it in the convenience it means—in  
the way of a shady store front—  
while it makes your store look cool  
and attractive. ALL up-to-date  
merchants have an awning. The  
BEST place to get one is from

**THOS. SONNE, Sr.**  
193 Commissioners Street  
**MONTREAL**



—BUY—  
**Star Brand**  
**COTTON CLOTHES LINES**  
 —AND—  
**COTTON TWINE**

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



The  
**Elgin National**  
**Coffee Mills**

40 Sizes and Styles

They are the  
*Fastest Grinders*  
*Easiest Runners*

Ask any wholesale grocer, tea and coffee house or jobber for prices

**WOODRUFF & EDWARDS CO.**

MAKERS

ELGIN, ILLINOIS, U.S.A.



## Our Reputation

for all pertaining to REFRIGERATORS has been fully maintained and added to this season. The Grocers, Model and Combination Refrigerators are meeting with unprecedented success this season. We don't depend on our reputation, although we are the largest makers of refrigerators under the British Flag. Judge us by what we have to offer now. We lead to-day, as we have in the past.

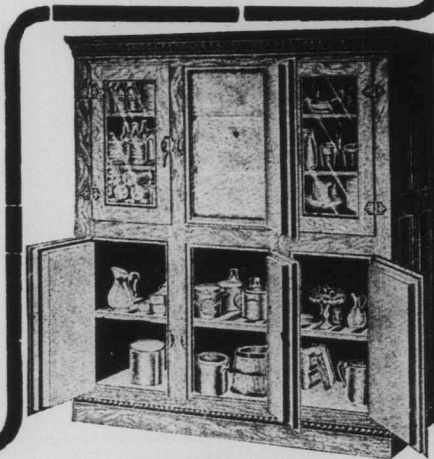
Remember we make a specialty of rush orders.

We request that you write for catalogue.

THE  
**HAM & NOTT**  
**CO.**

LIMITED

Brantford  
 Canada



# "ENTERPRISE"

The great success of the "Enterprise" works is built on the policy that they have no time to waste in making anything but the *best*.

Nearly half a century of steady holding to this policy has made "Enterprise" articles absolutely essential to the success of enterprising grocers.

The famous line of "Enterprise" Coffee Mills for either Hand, Steam or Electric Power, Smoked Beef Shavers, Meat Choppers, Cheese Cutters, Measuring Faucets, Measuring Pumps, Etc., all are to be found in grocery establishments in all parts of the world.



This Company originated the quick, clean, convenient way of pumping and measuring molasses and heavy liquids from barrels, by means of the

## "ENTERPRISE"

### Self-Priming and Measuring Pump

It measures accurately, a gill to every turn of the handle, a pint to every four turns. Has a new Total Registering Device, showing total amount taken from the barrel. No. 97, shown here, costs only \$6.00; Auger, 75c.; Extended Tube, for pumping from cellar to first floor, per foot or fraction of foot, 50c. Order from your jobber. Write for our latest catalogue.

THE ENTERPRISE MFG. CO. OF PA.  
 Philadelphia, U.S.A.

21 Murray St., New York 438 Market St., San Francisco

A PUMP THAT SHOWS A PROFIT





QUOTATIONS FOR PROPRIETARY ARTICLES

**Baking Powder.**  
W. H. GILLARD & CO.

1-lb. tins, 2 doz. in case	\$2 00
1-lb. tins, 3 " "	1 25
1-lb. tins, 4 " "	0 75

**IMPERIAL BAKING POWDER.**

Cases.	Sizes.	Per doz.
4-doz.	100.	\$0 85
3-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
3-doz.	12-oz.	3 40
1-doz.	24-lb.	10 50
1-doz.	5-lb.	19 75

**MAGIC BAKING POWDER**

Cases.	Sizes.	Per doz.
6 doz.	50.	\$0 40
4 " "	4-oz.	0 80
4 " "	8 " "	0 75
4 " "	8 " "	0 95
4 " "	12 " "	1 40
2 " "	12 " "	1 45
4 " "	16 " "	1 65
2 " "	16 " "	1 70
1 " "	32-lb.	4 10
1 " "	5 " "	1 30
1 " "	6-oz.	Per case
1 " "	12 " "	\$4 55

**ROYAL BAKING POWDER**

Cases.	Sizes.	Per doz.
6 doz.	50.	\$0 40
4 " "	4-oz.	0 80
4 " "	8 " "	0 75
4 " "	8 " "	0 95
4 " "	12 " "	1 40
2 " "	12 " "	1 45
4 " "	16 " "	1 65
2 " "	16 " "	1 70
1 " "	32-lb.	4 10
1 " "	5 " "	1 30
1 " "	6-oz.	Per case
1 " "	12 " "	\$4 55

**CLEVELAND'S BAKING POWDER.**

Cases.	Sizes.	Per Doz.
4-doz.	100.	\$0 85
3-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
3-doz.	12-oz.	3 40
1-doz.	24-lb.	10 50
1-doz.	5-lb.	19 75

**White Swan Spices and Cereals Ltd.**

White Swan Baking Powder	1-lb. tins, 3-doz. in case, per doz.	2 00
" "	1-lb. " "	0 8
Keen's Oxford, per lb.		\$0 17
In 10-box lots or case		0 16
Gillett's Marmoth, 1/2 gross box		2 00

**Cereals**

H-O. COMPANY, ROCHESTER, N.Y.	Per case.	Per case.
Force, 36s.	\$1 50	Gusto, 36s. \$2 85
Korn-Kinks, 31s.	1 45	H-O. oatmeal, 24, 3 10
Presto, 36s.	3 40	Buckwheat, 36s. 3 50
Pancake, 36s.	3 50	Corn Starch, 36s 3 50
Tapioca, 36s.	2 85	Farina, 24s. 1 70
Hominy, 36s.	2 50	

**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., \$1.00.	
White Swan Self-rising Pancake Flour, per doz., \$1.00.	
White Swan Wheat Kernels, per doz., \$1.40.	
White Swan Flaked Rice, per doz., \$1.	
White Swan Flaked Peas, per doz., \$1.	

**Chocolates and Cocoas.**  
THE COWAN CO., LIMITED.

Cocoas—	Per lb.
Perfection, 1-lb. tins, per doz.	\$4 20
Perfection, 1/2-lb. per doz.	2 40
Perfection, 1/4-lb. per doz.	1 30
Perfection, 10c size 5-lb. tins	0 90
" "	0 37
Solub. bulk, No. 1, per lb.	0 20
Soluble, bulk, No. 2, per lb.	0 18
London Pearl, per lb.	0 22
Special quotations for Cocoas in bbls., kegs, etc.	
Unsweetened Chocolate—	Per lb.
Plain Rock, 1/2's & 1/4's, cakes, 12-lb. boxes	0 36

Perfection chocolate, 20c size, 2 dozen boxes, per dozen. 1 81

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-lb., 12-lb. boxes, per lb.	0 30
Parisian, 8's, " "	0 30
Royal Navy, 1/2's, boxes, per lb.	0 37
Diamond, 7's, 12-lb. boxes, per lb.	0 24
" " " "	0 25
" " " "	0 28

**Ingredients for cake—**

Chocolate, white, pink, lemon, orange, almond, maple and coconut cream, in 1-lb. pkgs., 2-doz. in box, per dozen	0 90
--	------

**Confections—**

Milk chocolate wafers, 5-lb. boxes	0 34
Maple buds, 5-lb. boxes	0 36
Chocolate wafers, No. 1, 5-lb. boxes	0 30
Chocolate wafers, No. 2, " "	0 25
Nonpareil wafers No. 1, " "	0 37
Nonpareil wafers, No. 2, " "	0 25
Chocolate ginger, 5-lb. boxes	0 30
Milk chocolate, 5c bundles, per box	1 35
Milk chocolate, 5c cakes, per box	1 35

**BEHNDOERF'S COCOA**

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

10c. tins, 4 doz. to case	per doz.	\$ 90
" " " "	" "	2 40
" " " "	" "	4 75
" " " "	" "	9 00

**EPF'S.**

Agents, C. E. Colson & Son, Montreal

In 1/2 and 1-lb. tins, 14-lb. boxes, per lb.	0 37
Smaller quantities	0 35

**MOTT'S DIAMOND CHOCOLATE**

JOHN P. MOTT & CO., R. S. McIndoe, Agent Toronto, Arthur M. Loucks, Ottawa, J. A. Taylor, Montreal, Jos. E. Huxley, Winnipeg, R. J. Bedington & Co., Calgary, Alta. Standard Brokerage Co., Vancouver, B.C.

Elite, 10c size (for cooking), doz.	0 90
Prepared cocoa, 1/2's 0 28	
Prepared 1/4's 0 28	
Mott's breakfast cocoa, 10c. size 90 per dz.	
" " breakfast cocoa, 1/2's	0 38
" " No. 1 chocolate, 1/2's	0 38
" " Navy " "	0 39
" " Vanilla sticks, per gross	1 00
" " Diamond chocolate, 1/2's	0 24
" " Plain choice chocolate liquors	0 32
" " Sweet Chocolate Coatings	0 20

**WALTER BAKER & CO., LIMITED.**

Premium No. 1 chocolate, 1/2 and 1-lb. cakes	\$0 38
Breakfast cocoa, 1-5, 1/2, 1 & 5-lb. tins	0 41
German Sweet chocolate, 1/2 and 1-lb. cakes, 6 lb. boxes	0 28
Caracas Sweet chocolate, 1/2 and 1-lb. cakes, 6-lb. boxes	0 35
Auto Sweet chocolate, 1-6-lb. cakes, 3 and 6 lb. boxes	0 35
Vanilla Sweet chocolate, 1-6-lb. cakes 6-lb. tins	0 47
Soluble cocoas (hot or cold soda) 1-lb. tins	0 38
Cracked cocoa, 1-lb. pkgs., 6-lb. bags	0 34
Caracas tablets, 100 bundles, tied 5s, per box	3 00

The above quotations are f.o.b. Montreal

**COCONUT.**

CANADIAN COCONUT CO., MONTREAL.

Packages—5c, 10c, 20 and 40c. packages packed in 15 lb. and 30 lb. cases.	Per lb.	
1 lb. packages	0 26	
1 lb. " "	0 27	
1 and 1/2 lb. packages assorted	0 28	
1 and 1/2 lb. " "	0 27	
1/2 lb. packages assorted in 5 lb. boxes	0 28	
1 lb. " "	0 29	
1 lb. " " in 5, 10, 15 lb. cases	0 30	
Bulk—		
In 15 lb. pails and 10, 25 and 50 lb. boxes.	Falls. Tins. Bbls.	
Best Shredded	0 18	0 18
Special Shred	0 17	0 15
Ribbon	0 19	0 17
Macaroon	0 17	0 15
Decalcated	0 16	0 15
White Moss in 5 and 10 lb. square tins, 21c.		

**WHITE SWAN SPICES AND CEREALS LTD.**

White Swan Coconut—	
Featherstrip, pails	0 16
Shredded	0 15
In packages 2-oz., 4-oz., 8-oz., lb.	0 28

**CONDENSED MILK.**

BORDEN'S CONDENSED MILK CO. Wm. H. Dunn, Agent, Montreal & Toronto.

"Eagle" brand (4 doz.)	\$6 00	\$1 50
"Gold Seal" brand (4 doz.)	5 00	1 25
"Challenge" brand (4 doz.)	4 00	1 00
Evaporated Cream—		
"Peerless" brand evap. cream	4 70	1 20
hotel size	4 90	2 45



**TRURO CONDENSED MILK CO., LIMITED.**

"Jersey" brand evaporated cream per case (4 doz.)	\$4 00
Reindeer brand per case (4 doz.)	5 10



**COFFEES.**

EBY, BLAIN CO., LIMITED. Standard Coffees.

Roasted whole or ground. Packed in damp proof bags and tins.		
Club House	\$0 32	
Nectar	0 30	
Empress	0 28	
Duchess	0 6	
Ambrosia	0 25	
Plantation	0 22	
Fancy Bourbon	0 20	
Bourbon	0 18	
Crushed Java and Mocha, whole	0 17	
" " " " ground	0 17	
Golden Rio	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	
THOS. J. LIPTON retail wholesale		
Lipton's "Special" blend		
"Coffee, 1 lb. tins, ground or whole	0 40	0 30

**JAMES TURNER & CO.**

Mocha	\$0 32
Damasco	0 28
Calro	0 20
Sirdar	0 17
Old Dutch Rio	0 12

5 oz. bottles, 4 doz. per doz. 1 75

10 " " " " " " 3 00

Rep. quarts, 1 " " 6 50

Imp. " " " " 9 00

WHITE SWAN SPICES AND CEREALS LTD. White Swan Blend.

**MOCHA & JAVA COFFEE**

1-lb. decorated tins, 32c. lb.	
Mo-Ja, 1-lb. tins	
30c. lb.	
Mo-Ja, 1-lb. tins 28c. lb.	
Mo-Ja, 2-lb. tins 28c. lb.	

**Cafe des Epicures—1-lb. fancy glass jars, per doz., \$3.60.**

**Cafe l'Aromatique—1-lb. amber glass jars, per doz., \$4.**

Presentations with 4 umbrellas \$11 per doz.

**THOMAS WOOD & CO.**

"Gilt Edge" in 1 lb. tins	\$0 33
"Gilt Edge" in 2 lb. tins	0 32
Canadian Souvenir 1 lb. fancy lithographed canisters	0 30

Large size jars, per doz. \$8 25

Medium size jars, " 4 50

Small size jars, " 2 40

Individual size jars, per doz. 1 00

**Imperial holder—**

Large size, doz. 18 00	
Med. size " 17 00	
Small size " 12 00	

**Roquefort—**

Large size, doz. 2 40	
Small size, " 1 40	



**Confections**

THE COWAN CO., LTD.

Cream Bars, 60's, assorted flavors, box	1 80
Milk Chocolate Sticks, 36 in box	1 35
" " 10c cakes, 36 in box	2 55
Chocolate Wafers No. 1, 5-lb. boxes, lb.	0 33
" " No. 2, " "	0 35
Maple Buds, 5-lb. boxes, lb.	0 35
Nut Milk Chocolate, 1-lb. cakes, 12 lb. box, lb.	0 40

These prices are F.o.b. Toronto.

**MACLAREN'S IMPERIAL CHEESE CO. LTD.**

Imperial Peanut Butter "Bobs," the Perfect Confectionery.

Large size, cases, 25 cartons	\$3.50 each
Small " 50 " "	3 60
Assorted, cases, 26 small, 12 large	3 55
Net 30 days.	

**LONDON BOOKS—Allison's.**

For sale in Canada by The Eby Blain Co. Ltd. Toronto. C. O. Beauchemin & Fils. Montreal \$2, \$3, \$5, \$10, \$15 and \$20.

All same price one size or assorted.

**UN-NUMBERED**

Under 100 books	each 04
100 books and over	each 04
500 books to 1000 books	03

For numbering cover and each coupon, extra per book 1/2 cent.

**EASYBRIGHT CLEANER**

4-oz. cans	\$0 90
6-oz. " "	1 35
10-oz. " "	1 85
Quart " "	3 75
Gallon " "	10 00

Wholesale Agents: The Davidson & Hay, Limited, Toronto

**Extract of Beef.**

LAPORTE, MARTIN & CIE, LTD.

Vita Pasteurized Extract of Beef, Per case. Bottles 1-oz., case of 2 doz.	\$3 20
" " " " " " " " 2 " " " " " " 3 00	
" " " " " " " " 4 " " " " " " 4 50	
" " " " " " " " 20 " " " " " " 4 75	
" " " " " " " " 20 " " " " " " 9 00	

THOMAS J. LIPTON

Prices on application.

**Infants' Food**

Robinson's patent baby food

1-lb. tins	\$1 05
1-lb. tins	1 10
1-lb. tins	1 15
1-lb. tins	1 20



**Flavoring Extracts**

SHIRRIFF'S

1 oz. (all flavors), doz.	1 00
2 " " " " " " " "	1 75
3 " " " " " " " "	2 00
4 " " " " " " " "	3 00
5 " " " " " " " "	3 75
8 " " " " " " " "	5 50
16 " " " " " " " "	10 00
32 " " " " " " " "	18 00

Discounts on application.

**Fly Pads.**

Wilson's Fly Pads, in boxes of 50 10c packets, \$3 per box, or three boxes for \$8.

5 boxes	2 75
10 boxes	2 65

**Jams and Jellies.**

BATGER'S WHOLE FRUIT STRAWBERRY JAM

Agents, Rose & Ladame, Montreal and Toronto.

1-lb. glass jar, screw top, 4 doz., per doz	2 20
---	------

Prices on application.

**T. UPTON & CO.**

**Compound Fruit Jams—**

12-oz. glass jars, 2 doz. in case, per doz.	\$1 00
1-lb. tins, 2 doz. in case	per lb. 07
5 and 7-lb. tin pails, 8 and 9 pails in crate	per lb. 07
7 wood pails, 6 pails in crate, per lb.	0 07
30-lb. wood pails	0 08

**Compound Fruit Jellies—**

12-oz. glass jars, 2 doz. in case, per doz.	1 00
1-lb. tins, 2 doz. in case, per lb.	07
7 wood pails, 6 pails in crate, per lb.	0 07






**THE RISING SUN  
AND  
THE SUN PASTE  
STOVE POLISH**

**BUSINESS FOR YOU AND FOR US.**

SUN PASTE Stove Polish in Tins goes so much farther on the stove than the so-called liquids (which are always settling out) that the up-to-date housekeeper is bound to be far better pleased when you sell her SUN PASTE.

It is always ready to use, no separation of the ingredients and, as a result, she uses it oftener and comes back to you for more. That's business. Good for you and good for us.

**MORSE BROS., Props. - Canton, Mass., U.S.A.**



*The Best Known of All Polishes*

**2 in 1**

*Without a doubt the best known and most widely used shoe blacking in Canada is 2 in 1*

Ask your jobber and see what he says. He will tell you the output is enormous. : : :

Ask your customer why he prefers 2 in 1. He will tell you that it gives the most brilliant shine with the least trouble and in the quickest time. : : : : : : :

**THE F. F. DALLEY CO., Limited**  
Hamilton, Ont. Buffalo, N. Y.

*The Easiest to Apply and Shine*

**BLACK JACK**

QUICK, CLEAN, HANDY.


TRY IT.



SOLD BY ALL JOBBERS

1/4-lb tins—3 doz. in case.

The SHOE POLISH of QUALITY



**Peters' Polishes**

**PETERS' POLISH**

A line of shoe polish that has created great enthusiasm among those selling and using it.

Write and get the sale of it for your district. It is a money maker.

**M. Peters,**  
617 Queen St, West  
Toronto

**STILL TO THE FRONT**

BLACK LEAD, THE OLD RELIABLE FORM OF STOVE POLISH

**“JAMES DOME”**

the best brand on the market. An article of real merit. All Lead.  
No Dirt or Dust. Gives a lasting, brilliant, easy shine.

W. G. A. LAMBE & CO., Canadian Agents

30-lb. wood patr.  
Pure assorted ja  
doz in case

Je  
IMPERI



TR  
CARTONS

Assorted  
MacLaron Imp



Assorted Case,  
Assorted Case,  
Lemon (Stra  
Orange (Stra  
Raspberry (Stra  
Strawberry (Stra  
Chocolate (Stra  
Cherry (Stra  
Peach (Stra  
Weight 7 lbs. to

The GENUINE



Prices—O  
Less than 5 cases  
Five cases, of str





**E. D. S. Brand**

**Jams & Jellies**

**Absolute Purity**

If you want to buy honest, reliable goods and get the great profit—that is so difficult to measure in money—of a reputation for selling food that is 100 per cent pure and about which there is no doubt as to the quality, then you should push the sale of our products which by government analysis have been declared the purest sold in Canada.

**AGENTS**

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

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

30-lb. wood pail..... Per 1.00  
Pure assorted jam, 1-lb. glass jars, 2 doz in case..... 1.75

**Jelly Powders**  
IMPERIAL DESSERT JELLY

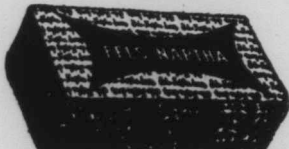


Assorted flavors—gross 10.75.  
MacLaren Imperial Cheese Co., Limited.

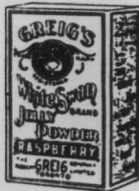


Assorted Case, Contains 4 doz. \$3.60  
Assorted Case, Contains 2 doz. \$1.80  
Lemon (Straight) Contains 2 doz. \$1.80  
Orange (Straight) Contains 2 doz. \$1.80  
Raspberry (Straight) Contains 2 doz. \$1.80  
Strawberry (Straight) Contains 2 doz. \$1.80  
Chocolate (Straight) Contains 2 doz. \$1.80  
Cherry (Straight) Contains 2 doz. \$1.80  
Peach (Straight) Contains 2 doz. \$1.80  
Weight 7 lbs. to case. Freight rate, 3d class.

**Soap**  
The GENUINE. Packed 100 Bars to case.



Prices—Ontario and Quebec:  
Less than 5 cases..... 5 25  
Five cases, or over..... 6 15



THE ROBERT GREIG COMPANY.  
White Swan, 15 flavors, 1 doz. in handsome counter carton, per doz., 90c.



List price  
"Shirriff's" (all flavors), per doz. 0  
Discounts on application.

**Lard.**

N. S. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

Tierces... \$0 10  
1-bbls... 0 14  
Tubs, 60 lbs. 0 14  
20-lb. Pails. 2 20  
20-lb. tins. 2 10  
Cases 2-lb. 0 11  
" 5-lb. 0 10  
" 10-lb. 0 10



F. O. B. Montreal.



GUNNS  
"EASI-FIRST"  
LARD  
COMPOUND.  
Tierces... 0 10  
Tubs... 0 10  
20-lb. pails. 0 10  
20-lb. tins. 0 10  
10-lb. " 0 10  
5-lb. " 0 10  
3-lb. " 0 11

**Licorice.**

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper... per lb. \$0 40  
Fancy boxes (10 or 50 sticks)... per box 1 25  
" Ringed " 5-lb. boxes... per lb. 0 40  
" Acme " pellets, 5-lb. cans... per can 1 00  
" " (fancy boxes 40) per box 1 50  
Tar licorice and Tolu wafers, 5-lb. cans... per can 2 00

Licorice lozenges, 1-lb. glass jars... 1 75  
" " 30 5-lb. cans... 1 60  
" Purity " licorice 10 sticks... 1 65  
" " 100 sticks... 0 75  
Dale large oat sticks, 100 in box... ..

**Lye (Concentrated)**

SILLET'S PERFUMED. Per case  
1 case of 4 dozen... \$3 60  
3 cases of 4 dozen... 3 50  
5 cases or more... 3 40

**Marmalade.**

T. UPTON & CO.

12-oz. glass jars, 2 doz. case... per doz \$1 00  
16-oz. glass jars, 2 doz in case... 1 40  
In 5 and 7-lb. tins and 7-lb. pails per lb. 0 07  
Pint Sealers (24 oz.), 1 doz in case, per dozen... 2 00

**SHIRRIFF BRAND**

"Imperial Scotch"—  
1-lb. glass, doz... 1 55  
2-lb. " " " 2 80  
4-lb. tins, " " 4 65  
7-lb. " " " 7 35  
"Shredded"—  
1-lb. glass, doz... 1 90  
2-lb. " " " 2 10  
7-lb. tins, " " 2 25



THOMAS J. LIPTON  
Prices on application



**SPRATT'S PRICE LIST**

Mixed Bird Seeds, 1-lb. pkts., 3 dozen cases per box... \$0 95  
Parrot Food, 1 lb pkts., 1 doz cartons 1 5  
Parrot Food, 2-lb. pkts. 0 35  
Bird Cage Sand, about 1 1/2-lb. bags, 1 gross cases... 0 10  
Bird Cage Grit, about 1 1/2-lb. bags, 1 gross cases... 0 30

**Mince Meat**

Wetley's condensed, per gross net... \$12 00  
" " per case of 3 doz. net... 2 00



ST. CHARLES CONDENSING CO.

**PRICES:**

St. Charles Cream—family size, per case... \$4 70  
Ditto, hotel... 4 50  
Silver Cow Milk 5 00  
Purity Milk... 4 50  
Good Luck... 4 50

**Mustard**

COLMAN'S OR KEENS

D.S.F., 1-lb. tins... per doz \$ 1 40  
" 1-lb. tins... 2 50  
" 1-lb. tins... 5 00  
Durham 4-lb. jar... per jar 0 75  
" 1-lb. jar... 0 25  
F.D. 1-lb. tins... per doz. 0 65  
" 1-lb. tins... 1 45

**Olive Oil**

LAPORTE, MARTIN & CIE., LTD.

Minerva Brand—  
Minerva, qts. 12's... \$ 5 75  
" pts. 24's... 6 50  
" 1/2-pts. 24's... 4 25

**Sauces**

PATERSON'S WORCESTER SAUCE  
Agents, Rose & Lafamme, Montreal and Toronto  
1/2-pint bottles, 3 & 6 doz., per doz. 0 90  
pint " 3 doz. 1 75

THOMAS J. LIPTON  
Prices on application

**Soda**  
COW BRAND



Case of 1-lb. containing 60 packages, per box, \$3 00  
Case of 1-lb. containing 120 pkgs. per box \$3 00  
Case of 1-lb and 1/2-lb containing 30 1-lb and 60 1/2-lb pkgs per box \$3 00

**MAGIC BRAND**

Per case  
No. 1, cases 60 1-lb. packages... \$ 2 75  
No. 2, " 120 1/2-lb. " " 2 75  
No. 3, " 30 1-lb. " " 2 75  
No. 4, " 60 1/2-lb. " " 2 75  
No. 5 Magic soda—cases 100—10-oz. pkg 1 case... 2 75  
5 cases... 2 75







Sell Seeds That Feed—  
**SPRATT'S**  
 MIXED  
**BIRD SEEDS**

SPRATT'S PATENT, Ltd., LONDON, ENG.

Comprise only such seeds as are known to be adapted for songsters to improve their health and develop their singing powers. They are properly cleaned and correctly balanced; always give the highest satisfaction, and the thoroughly satisfied customer is the most profitable one that a dealer can have. Ask your jobber for them. Packed in boxes containing 3 dozen 1-lb. packets.

MONTREAL—13 St. Therese St., St. Gabriel's.

**Sanitary Cans**

For Hand Filled Goods

Tomatoes, Stringless Beans, Asparagus, Spinach, Etc.,  
 Apples, Peaches, Pears, Plums, Etc.

**Sanitary Enamel Lined Cans**

For Color Fruits and Goods of Strong Acidity

Strawberries, Red Raspberries, Black Raspberries, Blackberries, Sour Cherries, Blueberries, Beets, Rhubarb, Etc.

"The Can Without The Tap Hole"  
 "Bottom Like The Top"

Write for Samples

**Sanitary Can Company, Ltd.**

Niagara Falls, . . . Ontario

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More  
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The increase in sales of

**"Cow Brand"  
 Baking Soda**

is due to its purity, strength, uniformity and absolute reliability in all its uses—

The housekeeper's attention need only be drawn to it once, it will be her constant demand when she wants baking soda—

This makes profit for you—

Are you taking advantage of it?

**CHURCH & DWIGHT**

Manufacturers  
 MONTREAL

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**'WELLINGTON'  
 KNIFE POLISH**

**JOHN Oakey & Sons, Limited**  
 Manufacturers of

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**JOHN FORMAN, - 644 Craig Street**  
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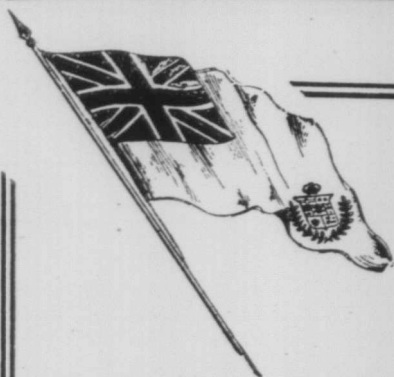
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