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CANADIAN GROCER

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

Montreal: 761-762 Eastern Townships Bank Bldg. London, Eng.: 88 Fleet St., E.C. Toronto: 111-127 University Ave. Winnipeg: 511 Union Bank Buildisg New York: Rooms 1109-1111, 160 Broadway.

VOL. XXIV.

PUBLICATION OFFICE: TORONTO, JUNE 17, 1910.

NO. 24.

All the World Loves a Winner

AND

KEEN'S



OXFORD

BLUE

has proved a world winner because of its satisfaction-giving qualities. Keen's goes further than any other blue, and is just the line to handle to build up the trade you are after—the steady family trade.

See to the stocking of your shelves. For sale by all the Canadian jobbing trade.

FRANK MAGOR & CO., 403 St. Paul MONTREAL

Agents for the Dominion of Canada

Canada's Leading Starches

Edwardsburg

"Silver Gloss" Starch

(for laundry purposes has no equal)

Benson's "Prepared" Corn

most perfect for cooking, puddings, descerts, etc.

These brands are found in every up-to-date grocery store. They make satisfied trade.

Demand them of your jobber.

EDWARDSBURG STARCH CO., LIMITED

ESTABLISHED 1858

53 Front St. East, Toronto, Ont.

Works, Cardinal, Ont.

164 St. James St., Montreal







Imperial FOR SALE BY ALL



Products UP TO DATE JOBBERS



QUALITY COMBINED WITH PROFIT



MANUFACTURED AND GUARANTEED PURE BY

MacLaren Imperial Cheese Co. Limited
MANUFACTURERS AND IMPORTERS—GROCERS' SPECIALTIES
Toronto, Canada

ARTHUR P. TIPPET & CO. Agents

Montreal

ets

BERS

Toronto

Bramwell's Epsom Salts

Not a "by product" but manufactured especially for the most particular class of trade—folks who are supersensitive over quality. It's as easy for a camel to go through the eye of a needle as for impurities to be discovered in Bramwell's Epsom Salts.

Unlike ordinary "Salts," they contain no moisture. Great dryness is a distinguishing feature of the Bramwell product.

Made by particular people for particular people. Made in St. Helens, Eng. No Moisture

Olsen & Kleppe Sardines

The English trade in Olsen & Kleppe's Sardines is enormous and grows steadily from year to year. The product has a national reputation for quality. The two special brands ("Albatross" and "Ambrosia") signify small and medium sized fish respectively—each the best of its kind.

Packed in Olive Oil whose purity can not be questioned. Selected with the skill and care that long experience dictates. Sardines that reach the top-notch of perfection.

Packed

in Norway



Manufacturers' Agents and Brokers' Directory

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



Winnipeg Office

R. B. Colwell

BROKER

HALIFAX, N.S

REPRESENTING LEADING MANUFACTURERS, SUCH AS

E. D. Smith Lowneys Toblers

J. W. GORHAM & CO. JERUSALEM WAREHOUSE, HALIFAX, N.S.

Manufacturers' Agents and Grocery Brokers

WAREHOUSEMEN
can give close attention to few more first-class
agencies. Highest references.

FOR SALE

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

J. T. ADAMSON & CO.

Customs Brokers and Warehousemen

27 St. Sacrament Street,

Montreal
BOND 28

ROBERT ALLAN & CO. MONTREAL

General Commission Merchants

Representing Morris Packing Co. Pork and Lard-Finest Quality

CLARE, LITTLE & CO., WESTERN DISTRIBUTORS

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

SASKATOON,

Western Canada

H. B. BORBRIDGE

Wholesale and Retail Grocery Broker OTTAWA

BUCHANAN & AHERN

Wholesale Commission Merchants and Importers QUEBEC, P.Q.

Groceries, Provisions, Sugars, Molasses, Dried Fruit and Nuts, Grain, Mill Feed, Fish, Fish Oll, Etc.

Correspondence Solicited.

P.O. Box 29

Live Representation!

Do not neglect the Eastern Townships. Am open for another good agency. Know the trade. Have three travelers,

E. H. BOWEN, SHERBROOKE, QUE. Manufacturers' Agent and Broker.

I WILL GET BEHIND AND PUSH

one good staple line. No "dead ones" or "maybes" considered. I only want one, so write me

G. WALLACE WEESE

Manufacturers' Representative
30-32 Main St. East HAMILTON.
"Face to Face Business" Canada

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Manufacturers' Agents and Grocery Brokers.

Warehousemen

ST. JOHN, - - - N.B.

SALMON—We can quote you on different lines, and as salmon is likely to be very much higher, our prices will interest you.

W. H. Millman & Sons

Wholesale Grocery Brokers
TORONTO

NEWFOUNDLAND T. A. MACNAB & CO. ST. JOHN'S. NEWFOUNDLAND MANUFACTURERS' AGENTS and COMMISSION MERCHANTS

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Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's.
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Trade Established 12 Years.
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Grocery Brokers and Agents.
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Manufacturers' Agents
and
Importers

77 York Street,

Toronto

MacLaren Imperial Cheese Co.

AGENCY DEPARTMENT

Agents for Grocers' Specialties and Wholesale Grocery Brokers

TORONTO, Ont. DETROIT, Mich.

RAW SUGAR ON SPOT

1 car each, light and dark Jamaica Crystal.

Prices Right.

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THE HARRY HORNE CO.

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Leading manufacturers of Grocery Specia ties, desirous of extending their business, should write as at once. Correspondence solicited from Foreign Firms.

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10 Garfield Chambers, Belfast, Ireland
For sample copy of the

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

If you are interes ed in Irish Trade.

DISTRIBUTORS, LIMITED

EDMONTON, ALBERTA Manufacturers' Agents, Commission Merchants, Warehousemen.

We sell direct from the Manufacturer to the Retailer Track connections with all Railroads.



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LIMITED

ERTA mmission Mer-

rer to the Retailer

For Summer Selling-

A new line

"Fish Monogram" Norwegian Smoked Sardines

to retail at 10c. tin

"ANCHOR" brand finest quality guaranteed English Pickles ½ pints retail at 15c. bottle

Send

Sweet and Sour Mixed, Chow, Walnuts, Onions and Gherkins

New Finnan Haddie in Stock your orders

"Thistle" and "Connors" brand for immediate shipment

EBY-BLAIN, LIMITED

Wholesale Grocers

Toronto

We Safeguard You Against Complaints

It is most important what grade of tea you handle, because you are directly connected with the Consumer, who holds you responsible for the tea you sell.

We appreciate and anticipate all this when we stock you with

"Blue Ribbon Tea"

which we guarantee will save you from every possible complaint.

Do you not think this is a matter for consideration?

The Blue Ribbon Tea Company, Limited

MONTREAL, Canada

THE CANADIAN GROCER

PERRIN'S

RED LABEL



PACKAGE

20 CENT TINS

GRAHAM WAFERS

DELICIOUS GOODS, HANDSOME PACKAGES











Fairbank's Famous Five

Your stock is not complete without Fairbank's Famous Five Products, viz.:

Fairbank's Gold Dust Washing Powder

- Fairy Soap (for Toilet and Bath)
- Glycerine Tar Soap
 - Sunny Monday Laundry Soap (contains no rosin)
- " Pummo Soap

Half Box Gold Dust free with each 5 box purchase.

WRITE FOR PRICES

THE N. K. FAIRBANK COMPANY MONTREAL, CANADA

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

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Leading Brands:

"Aylmer"
"Little Chief"
"Log Cabin"
"Simcoe"
"Delhi"
ETC.

DOMINION CANNERS
LIMITED
HAMILTON.

POULTON & NOEL, Ltd.

English Preserved Provision Manufacturers

LONDON, ENGLAND =



OX TONGUES
POTTED MEATS
GALANTINES
ETC., ETC.



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IN GLASSES AND TINS

PRICE LIST MAY BE HAD ON APPLICATION TO US OR

ROSE & LAFLAMME, Limited, CANADIAN SELLING AGENTS
TORONTO

The W. A. Freeman Co., Limited MANUFACTURERS, MERCHANTS



Counters, Silent Salesmen, Portable Offices, Oyster Cabinets, Etc.

Please Write for Catalogue

HAMILTON,

CANADA

The Vinegar Problem



is easily solved if you just stock

White Cottell & Co.'s MALT VINEGAR PURE

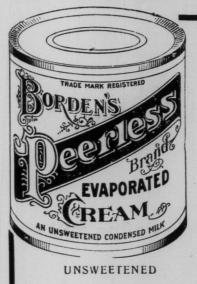
It is a perfect vinegar, of delicious flavour, guaranteed strength and rich, Keeps well in bottle or wood and gives such satisfaction that you'll find it desirable to stick to this particular brew and hold your trade with a good article.

CANADIAN AGENTS:

Messrs. Martin & Robertson. Vancouver and Victoria, B.C. Messrs. W. L. Mackenzie & Co., Ross Ave., Winnipeg. MacGreegor Specialty Co., 437 Parliament St., Toronto Mr. Kenneth H. Munro, Montreal.
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CAMBERWELL, S.E., LONDON, ENG.



Borden's Brands Do Build Trade-

Merchants who follow the policy of reserving the choice locations on shelves and counters, and in their windows, for such standard goods as Borden's are those who win and hold the largest measure of public confidence.

Always keep Borden's Brands to the

Borden's Condensed Milk Co.

WILLIAM H. DUNN - Montreal and Toronto

Mason & Hickey, Winnipeg, Man.

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



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EEMAN"

Beans, of first grade, put up scientifically are sure to be of the highest quality, particularly when put up by people of long experience in the packing business, who know.

In every particular

Balaklava Brand BAKED BEANS

fill the bill. Your most exacting customer will be satisfied.

This is the line



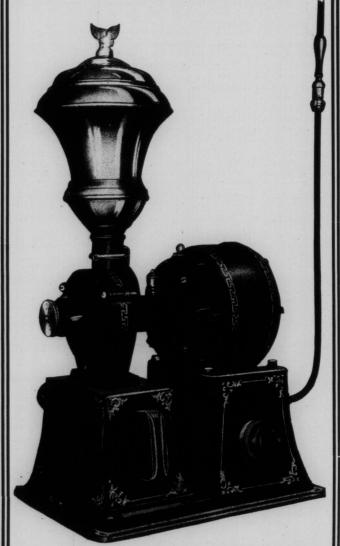
The Eastern Canning Co.

PORT CANADA,

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CANADIAN AGENTS-C. A. Chouillou & Cie., Montreal; Green & Co., John Street, Toronto; D. C. Hannah, London, Ont.; G. Wallace Weese, Hamilton; H. D. Marshall, 197 Sparks Street, Ottaws; Nicholson & Bain, Winnipeg, Western Agents; Martin & Robertson, Vancouver, B. O.

The Ideal Mill for the Grocer



In compactness, neatness and stability, no less than in attractiveness, finish and beauty of design

Coles' Electric Coffee Mill

has no peer at any price.

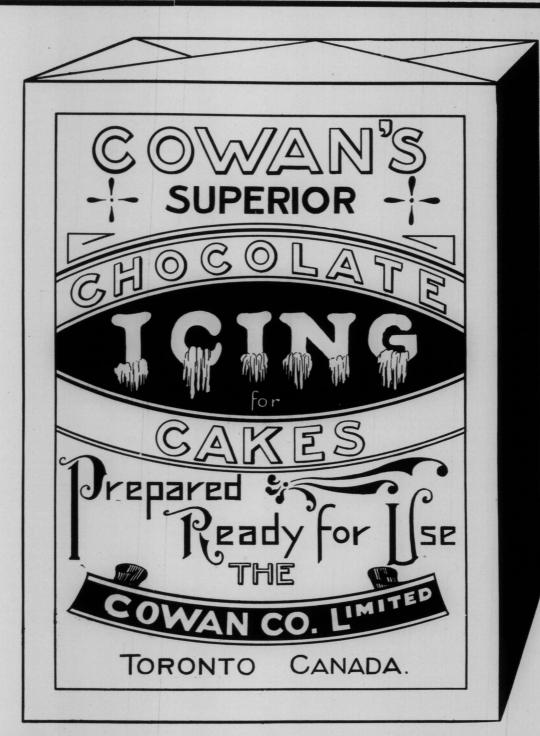
It will granulate 2 lbs. of Coffee per minute, and is connected direct up to your lamp socket, saving cost of wiring. The price cannot fail to attract you.

\$65 for D.C. current, (\$75 for A.C. current) and we guarantee each machine perfect. Write for details.

COLES MANUFACTURING CO. 1625 North Twenty-third St., Philadelphia

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Chase & Sanborn, Montreal
Todhunter, Mitchell & Co., Toronto and Winnipeg
Young Bros., Vancouver, B.C.
L. T. Mewburne & Co., Calgary, Alta.



THERE are a good many housekeepers in every neighborhood who, if they were not already using COWAN'S Cake Icings, would do so if they knew how good and how convenient they are. That means a profitable trade for the Grocer who develops it. Why shouldn't you be the one? With Cowan's Cake Icings no eggs are required. The directions are on the package.

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. Write

CO.

THE COWAN CO., LIMITED: TORONTO



THIS TIN CONTAINS

100%

PERFUMED-POWDERED

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THE QUESTION OF QUALITY BEING SETTLED, WHAT ELSE INTERESTS YOU?

A MUCH LARGER PROFIT THAN YOU HAVE BEEN RE-

A TIN CONTAINING ABOUT A QUARTER POUND MORE

A TIN WITH ROTATING COVER AND SIFTING TOP

YOU WANT MORE PROFIT
YOUR CUSTOMERS MORE PURE GOODS

OPPORTUNITY OFFERS

TAKE IT TO-DAY

WHITE SWAN SPICES & CEREALS, LIMITED



Tell this to the WOMEN

By sing Minute Tapioca a first-class, delicious summer dessert can be produced in fifteen minutes.

Minute Tapioca does not require soaking—ready for instant use right from the package. One package of

MINUTE TAPIOCA

makes six full quarts of a pudding that is unusually delicious in taste and appetizing in appearance.

MINUTE TAPIOCA is absolutely pure and is put up in the largest and most sanitary tapioca factory in the world.

Ask your jobber for MINUTE TAPIOCA

Minute Tapioca Co., Orange, Mass.



ELGIN NATIONAL

are made in no less than

40 DIFFERENT STYLES

This favorite mill, in addition to its being the easiest running and fastest grinding on the market is an ornament to any Grocery, owing to its attractive symmetry and finish.

The ELGIN has steel grinders, can be adjusted while running, and sells at a

LOW COST

Ask any of the following Jobbers for our Catalogue:

WINNIPEG-G. F. & J. Galt (and branches); The Codville Co, (and branches); Foley Bros., Larson & Co. (and branches).
VANCOUVER-The W. H. Malkin Co. Ltd.; Wm. Braid & Co.
HAMILTON-Jas. Turner & Co.; Balfour, Smye & Co.; MacPherson, Glassco & Co.
TORONTO-Eby, Blain, Ltd.

TORONTO—Eby, Blain, Ltd.
LONDON—Gorman, Eckert & Co.
ST. JOHN, N.B.—G. E. Barbour Co.; Dearborn & Co.
REGINA, SASK.—Campbell Bros. & Wilson
MONTREAL—The Canadian Fairbanks Co.

MANUFACTURED BY

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

Smoked Herring in Bouillon

The new line put up by CHR. BJELLAND & CO., Stavanger, Norway (packers of King Oscar Brand Sardines.)

¶ A large tin of small Herrings packed sardine style in Spiced Bouillon.

Pays the retailer a handsome profit at

10 oents per tin.

John W. Bickle & Greening

(J. A. Henderson)

Canadian Agents

Hamilton

EXTRA PROFIT THAT DESERVES **EXTRA PUSH**

Canadian grocers are now going to make a better profit on KNOX GELATINE than they have in the past, because they will no longer have to stand that $27\frac{1}{2}$ per cent. This means a profit worth going after, for at the new price KNOX GELATINE will sell faster and better please customers. We GUARANTEE each package to be

satisfactory in every respect or

money refunded.

Knox

SPARKLING

CHARLES B. KNOX CO. JOHNSTOWN, N.Y.

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

ESSEX BRAND IS KNOWN TO ALL THE TRADE

Essex Canning & Preserving Co.

Essex, Ont.

Tapioca a ious sume produced

does not ready for from the package of

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Better Service.

No Advance in Price

COUNTER CHECK BOOKS

To Suit Any System



Write for samples, or telephone repeat orders at our expense.

F. N. BURT COMPANY, Limited

TORONTO

and

MONTREAL

Phone Main 2511

Phone Uptown 5962

EMPRESS BRAND JAMS

20-oz. Glass Jars-1909 Fruit

The attractive appearance sells them. Their delicious taste brings the customers back for more.

TRY THEM. That's all we want.

We are sure of your future orders once you have had the

EMPRESS BRAND

WRITE US FOR PRICES

Empress Manufacturing Co.

Limite

VANCOUVER. B.C.

"CENTURY SALT"

The well-advertised Salt-have you got it? Let us hear from you, and we'll send new price list-we want your business, and will take every care of it when we get it. Century Salt is well advertised-it's the Salt to sell! Manufactured and shipped in various grades-Table, Dairy, ordinary Fine and Coarse Salt, etc. We have taken over the plant formerly operated by The Empire Salt Company, Limited, of Sarnia and will make salt Right in both quality and price. Let us hear from you.

Dominion Salt Co., Ltd.

Manufacturers and Shippers

SARNIA.

ruit

ONTARIO

The United States Circuit Court, on May 16, 1910, at Chicago,

AN INJUNCTION

against the

MONEYWEIGHT SCALE COMPANY

and all its Agents and Salesmen, ordering them to stop selling Dayton Fan-shaped Scales, which the Court declared to infringe our patent. This is our scale which they imitated and infringed.



Made in Canada



We also own the foundation patent on Plattin Aform Cylinder Scales like this. We claim this patent is also infringed by the Money weight Scale Company by its sale of Dayton Barrelshaped Platform Scales, and having now established our exclusive right to the fan-shaped scale, we shall now proceed with suit against the Dayton Barrel-shaped Scale.

WARNING

All users of such scales are hereby notified that our attorneys will bring such suits in the United States Courts against the Makers, Sellers or Users of such Scales as may be necessary to protect us against the infringement of said patent. Do not involve yourself in costly litigation.

Toledo Computing Scale Co. Makers of Honest Scales TOLEDO, OHIO



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

"Klondike" and "Jubilee"

Manufactured by

Stevens-Hepner Co., Limited

Port Elgin, Ontario, Canada



White Mop Wringer

always proves a splendid seller, because

It does all we claim for it.

It never disappoints. Wrings drier and easier than any other device.

Each one sold is YOUR advertisement,

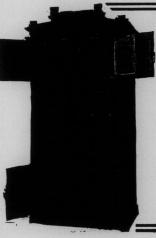
creating more sales.

Watch for TRADE-MARK below; it stands for excellence.

Write for Details. Made in Canada.

White Mop Wringer Co., FULTONVILLE,





YOUR PROFITS

in the handling of your perishables, such as butter, eggs, etc., are secured if you are using an

ARCTIC Refrigerator

The 'Arctic' is the 'last word' in scienti-fic refrigerator construction, and is more-over a handsome ornament to any store.

Arctic Refrigerators for All Purposes.

JOHN HILLOCK & CO

Queen and George Sts., TORONTO Agents for Western Provinces: Ryan Bros., 147 Bannatyne Ave., Winnipeg



To Northern Ontario Merchants

from our warehouses at North Bay and Sudbury, and can **SAVE** you the freight you would have to pay when buying in the older parts of the province. We can also promise **YOU** the promptest delivery. Get in touch with us immediately. Time is **MONEY**.

A. J. YOUNG, Limited

Wholesale Grocers and Provision Merchants
NORTH BAY and SUDBURY



Fresh Supplies

Carr's Biscuits

are received frequently by their distributing agents in Canada, and ALWAYS IN CAR LOADS.

The retailer can therefore rest assured of the absolute freshness and condition of every biscuit he buys Carr's biscuits reach the grocer in as crisp a condition as when they leave the factory.

Get hold of, and retain the family trade by means of Carr's specialties

Ask our agents for them

Carr & Co., Carlisle, Eng.

Order from Agents Wm H. Dunn, Montreal and Toronto; Hamblin & Brereton, Winnipeg; L. T. Mewburn & Co., Ltd., Calgary; Standard Broker age Go., Ltd., Vancouver, B.C.; T.A. McNab & Co., St. John's, Newfoundland



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Canada's Standard

for

Refined Sugar

Manufactured by

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



It is to your own profit and credit

to handle a superior brand of Jelly Powders, and you have solved this problem of what to stock if your shelves hold

SHIRRIFF'S JELLY POWDERS

This well-known brand is always reliable, easy and quick to handle, and retains in a large degree the natural flavor of the fruit.

Order from Your Jobber or Direct

Imperial Extract Co., 8, 10, 12 Matilda St., Toronto

Commands a Preference over all others.

its

MALT VINEGAR

Made from the finest malted barley.

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W. H. Escott, 141 Ballantyne Ave. East, Winnipeg Green & Co., 25 Front Street East, Toronto. R. Robertson & Co., 912-913 Dominion Trust Bldg., Vancouver, B.C.

J. W. Snowdon, 413 St. Paul St., Montreal

We are open to do business on easy consignment terms

LONDON, ENGLAND

Write our Agents for Particulars



FOREST CITY **BAKING POWDER**



THE STANDARD FOR 25 YEARS

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

Manufactured By

GORMAN **ECKERT &** CO., Limited London&Winnipeg Here it is!

Soap Powder

"The Enemy of Dirt."

Will save the user labor and money, without injuring the tenderest hands or most delicate fabric. There is a fine paying proposition for you in handling ASEPTO!

Order Through Your Wholesaler.

ASEPTO MFG. CO. ST. JOHN, N.B.

Agents Rose & Laflamme, Limited, Montreal.



THERE'S a reason why

Canada First Evaporated

sells so well throughout the year. Customers know that the process of manufacture is as perfect as care, skill and cleanliness can make it, and the canning in air-tight, sanitary tins, without the use of acid or solder, uniformly safe. Stock and recommend this splendid selling line.

Order from your wholesaler.

THE AYLMER CONDENSED MILK CO., Limited,

AYLMER, ONT.



CANNED GOODS ARE **GETTING SCARCE**

-And advancing in price. We have a full assortment of finest quality. Get in your orders while they last.

Five free phones NO. 596 for Out-of-at your service. NO. 596 Town Buyers.

BALFOUR, SMYE & CO., WHOLESALE GROCERS. HAMILT



GRANULATED

GOLDEN YELLOWS

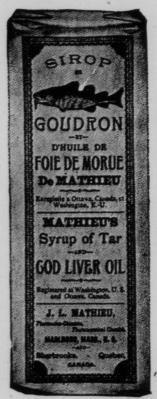
Made only from Pure Cane Sugar

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

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

This is a quick operation and leaves the bag in perfect

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



MATHIEU'S SYRUP

of Tar and Cod Liver Oil **MATHIEU'S**

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

The sale has increased enormously—
Thousands of testimonials attest their wonderful value—

They never become dead stock-

They afford dealers a good profit-

Those who once use them make them a household remedy— Dealers who do not carry them simply lose sales that go else-where.

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

Sold by all wholesale dealers

AND J. L. MATHIEU CO., Props. SHERBROOKE, P.O.

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

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

McLean's

Original

THE CANADIAN COCOANUT CO.



Purest

Montreal Cocoanut



QUALITY

high-class household refrigerator they always buy the Ham & Nott make. Our grocer refrigerators are made on the same principle. That

Sold by leading hardware dealers, or write

HAM & NOTT CO. Limited BRANTFORD CANADA

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Royal Salad Dressing

Grocers say "People no longer consider ROYAL SALAD DRESSING a luxury, it's a necessity."

No table relish is so sure to please.

It attracts the kind of trade that buy the best.

Made in Canada by

The Horton-Cato Mfg. Co.

Windsor, :: :: Ontario

The Commercial Account Register

The Up-to-Date
Merchant
Wants:

FIRST—The Best.
SECOND—Time
Saver, Quickness
in operation.

THIRD—Fire
Protection. It
must fit
his safe.

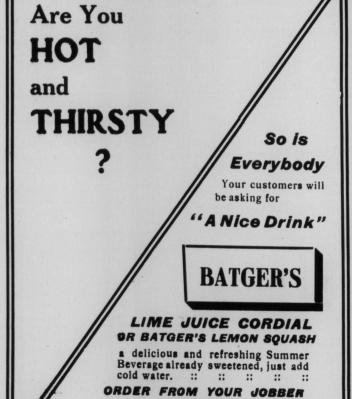
FOURTH—
Durability.

THE COMMERCIAL

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

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

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





VOU

HAVE ONLY TO SEIZE THE OPPORTUNITY OF HANDLING

Richards Pure Soap

to assure yourself of a large volume of the soap trade of your district.

Here is the full Richards line:

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

You have found

the most effective means of preserving your perishables in the hot weather if you have been induced to instal a

"Eureka" Refrigerator

The "EUREKA"



provides a continuous supply of cool, pure air, so long as any ice remains, and is, moreover, very economical in ice consumption.

Investigate the merits of the "Eureka" carefully.

SEND FOR PARTICULARS

Eureka Refrigerator Co. Noble St., : Toronto

Sanitary Cans

11

co

SI

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, Black-berries, Sour Cherries, Blueberries, Beets, Rhubarb, Etc.

"The Can Without The Cap Hole"
"Bottom Like The Top"

Write for Samples

Sanitary Can Company, Ltd.

LASCELLES DE MERCADO @ CO.

General Commission Merchants

KINGSTON.

JAMAICA

EXPORTERS OF

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

It has come to Stay!

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Ltd.

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uce

There's no question about the reception which the public has accorded

MASON'S No. 1 SAUCE

which has taken its rightful place as the leading Canadian Sauce.

Its delightfully piquant flavour is daily pleasing thousands of palates, and the wide-awake Grocer is keeping his shelves well stocked with NO. 1 SAUCE to meet the demand.

Samples and prices gladly sent on request. Agents wanted where not represented.

Masons Limited,

25 Melinda St., TORONTO, ONT.

Lerowing About". A Quick Seller. JOHNSTON, BAIRD & CO., GLASGOW, Scotland.

Agents: - Geo Stynway & Co., Toronto: W. L. McKenzie & Co., Winnipeg; R. Robertson & Co.; Vancouver and Victoria.

GINGERBREAD

MOLASSES

A Molasses that increases your sales.

THREE reasons for it:

No. 1-A Strong Baker

No. 2-Body

No. 3-Flavor

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

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

THE BEST THERE IS

Be convinced now.

The Dominion Molasses Co., Limited

HALIFAX

NOVA SCOTIA



Branch: Sault Ste Marie.

BIGGER AND BIGGER SALES

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

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

W. H. GILLARD @ CO.,

Hamilton, Ont.



There is no Time Like the Present

to place your orders for these goods Spring importations are now arriving. See that you are one of the early ones to receive your supplies.

PROPRIETORS

ROWAT & CO.

GLASGOW, SCOTLAND

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



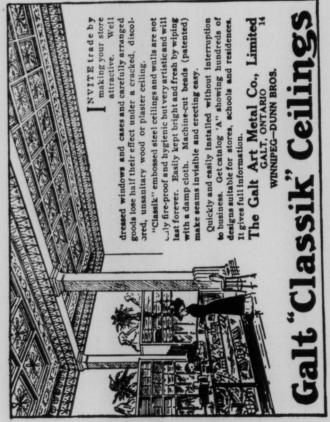
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In replying to the above advertisement mention The Canadian Grocer

You'll find us ON THE SQUARE

for it is a square deal when you stock up with **SNAP!**



We claim that for removing dirt, tar, grease or paint from the hands **SNAP** is without a rival, and a generous public by calling for more **SNAP** amply backs up our assertion.

Surely you are not going to be left out in the cold! Order to-day.

SNAP CO., Limited

Cane's "New Idea" Butter Tubs

These are the kind of Butter Tubs your customers want. Show them how the specially-treated wood keeps the butter absolutely free from contamination and retains its freshness unimpaired.

YOU SHOULD HANDLE THEM

because they return you a fair profit and never fail to give entire satisfaction.

Ask your jobber for Cane's "New Idea" Butter Tubs, and when buy-ing any kind of Woodenware remember Cane's is the best line made

The Wm. Cane & Sons Co., Limited, - Newmarket, Ont.



Downey's White Dove Cocoanut

is nearest to absolute perfection in cocoanut or it would not sell as it does.

MADE IN MONTREAL.



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Cheese for 5000 Grocers

Roquefort, Gruyere, Camembert, Oka, Parmasan Edam, Stilton.

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

THE ST. LAWRENCE GROCERY
395 St. Lawrence Building Montreal

GEORGE & BRANDAY

Shipping and Commission Agents

Dealers in Coffee, Cocoa, Pimento, Hides, Honey Wax, Sugar, Rum, etc., etc.

KINGSTON, - - JAMAICA

THE PEOPLE OF

JAMAICA

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

KINGSTON

"GLEANER"

might bring inquiries. Better write for rates to

I. C. STEWART, Hallfax

CHINESE

CHINESE STARCH

Quick Sales. Satisfaction. Large Profit. No Dead Stock

Get Prices

OCEAN MILLS

-WARMINTON'S-

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

J. N. WARMINTON

207 St. James St., - MONTREAL

Now is the Time



to place your orders for

Cold Spring Lemonade Powder

After the success of last season you can rest assured of the ready sale of this summer essential.

The season for Picnics and Camping Parties is now on.

Put up in artistic and attractive ½ lb. and ½ lb. tins.

We will be pleased to send prices and samples on application.

S. H. EWING & SONS MONTREAL and TORONTO

PURITY and STRENGTH

have combined to place our Flavouring Extracts in their present unassailable position. By our process the extracts retain the rich natural flavour of the fruit, and will be found thoroughly reliable at all seasons.



commend themselves to the "live" Grocer, because they always give satisfaction, and leave a good profit margin!

Write for prices.

THE
T. A. LYTLE CO., LTD.
Sterling Road
TORONTO

Where are you

The name of

going to get PERFECT vinegar if you don't get it from us?

Purnell & Panter

BRISTOL, ENG.,

hant.

on any bottle is a guarantee of highest quality, whether it's



Vinegar, Pickles or Sauce

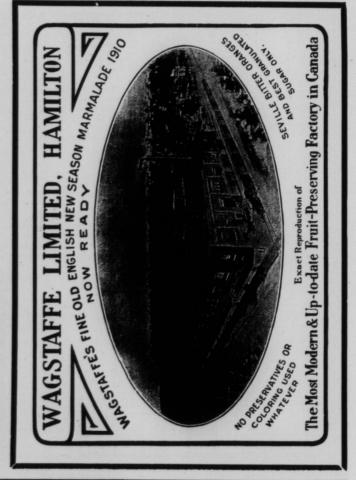
ESTABLISHED 1750

Cars always at your disposal

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Messrs. F. L. Benedict & Co., Montreal

COFFEE ESSENCE

ALWAYS READY, ALWAYS PURE! ONE STANDARD QUALITY!

TO BE HAD OF ALL

UNQUESTIONABLY THE VERY BEST THOMAS SYMINGTON & CO.

EDINBURGH

PANSY
Brand
Chocolates

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LTD.

The Most Modern & Up-to-date Fruit-Preserving Factory in Canada

RGH

PANSY
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Chocolates

TIMELY TALK

FACTS
WORTH KNOWING ABOUT

PANSY Brand Chocolates

As we announced, this is our new brand. You will be interested in learning what Chocolates the PANSY range includes. Note these, the chief:

Pansy Chocolate Bordo. The old reliable—for 25 years the standard. Absolutely unequalled anywhere.

Pansy Chocolate Caramels Hard centre. Quality always uniform.
A good seller.

Pansy Cocoa Balls. Delicious specialty; cocoa centre and usual chocolate coating. One of our tastiest lines.

Pansy Mint Chocolates. Cream chocolate with mint flavor. Good seller at all times.

Pansy Fruit Chocolates

All leading fruit flavors, such as Pineapple,
Strawberry and Raspberry. These are quite
delicious. Here are a few more which you
have to sample to appreciate.

Ginger Globe Honey Minto Maple Maple Wafer Maple Walnut Apricot Black Currant Perfection Raspberry Ice Ice Cream Burnt Almond Marshmallow Royal Chips Nougat Scallop Nougatine Old Fashion Cherry Valencia Imperial Cinnamon Jim Crow Vanil'a Bean Lady Caramel Coffee Opera Walnut Peach Ginger (Dipped) Langtry Emperor

Above obtainable in 1-2 lb. and 1 lb. boxes and in bulk. All sell at prices which yield you good profit.

Pansy 10c. Packages. These goods are neatly put up to retail at a popular price. Our range includes:—"Bordo," Maple Walnut, Marshmallow, Whipped Cream, Butter Scotch, Sour Lemon Drops, Ice Cream, Caramels, Cocoa Balls.

Get a supply in at once. Samples of any lines that interest you Free on Request.

The Montreal Biscuit Company

Manufacturing Confectioners, MONTREAL

PANSY Brand Chocolates FREE: Beautiful hangers for the asking

PANSY
Brand
Chocolates



It Pays to Sell CANE'S Washboards

because they are the best-made washboards on the market and are as good as washboards can possibly be made.

Made in ten different styles and grades to suit every class of demand.

These goods are rapid and constant sellers everywhere and never fail to please the women.

Ask your jobber for Cane's Woodenware.

The Wm. Cane & Sons Co., Limited NEWMARKET, ONT.



The Largest Sauce Factory in the World

Holbrook's

Sauce

Punch Sauce

Pure Malt Vinegar

Pure Pickles



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HOLBROOKS LIMITED Canadian-American Branch 40 Scott St., Toronto, Canada

Manager, H. GILBERT NOBBS

JAPAN TEAS

We have several lots of New Teas due to arrive in a few days.

S. T. NISHIMURA @ COMPANY

MONTREAL @ JAPAN

Adamson, Allan, Ro Allison Co American Andrews Asepto Mi Aylmer Co

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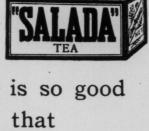
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over
Twenty Million
packages
are

sold each year.

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Delegates in Attendance at the Convention in Brandon-Photograph taken in Front of the City Hall.

Hard-headed Business Men Discuss Western Problems

Annual Convention of the Associated Boards of Trade of Western Canada at Brandon—The Business and Transportation Questions Affecting the Great West Intelligently Ventilated—Delegates Present From the Three Big Central Prairie Provinces—To Lethbridge, Alta., in 1911.

Staff Correspondence.

Brandon, Man., June 14.—An organization in western Canada which is growing stronger year by year, both in numbers and potency is the Associated Board of Trade of Western Canada.

It takes many years for a body covering such a great area and having for its aims the improvement of diversified interests to get its machinery into smooth running order. But the seventh annual convention of that association held in Brandon, June 9-10, was the most successful one since the efficiency of the body, both in its integral parts and its ability to handle large questions became prominent. Last year at the convention held in Saskatoon, Manitoba was represented for the first time. The delegates from that province and particularly from Winnipeg, evidently did not throw themselves entirely into sympathy with the work of the boards from the other provinces. Last year this was a detriment. This year there was no trace of this divided feeling, and the delegates united as one harmonious body to discuscuss in perfect sympathy such questions as were introduced from the various centres.

The work of arranging the details of the convention were well worked out beforehand by Secretary J. T. Hall. One result of the smooth working machinery was the shortening of the convention session by about seven hours over any previous sitting; and although there were not so many resolutions submitted as last year, yet there were more resolutions retained for discussion than last year, and the discussion also proved to be more intelligent and concentrated.

Out of thirty resolutions submitted by seven local boards of trade only four were struck out by the resolutions committee. This proved that the questions



E. M. SAUNDERS, MOOSE JAW, Elected President of the Associated Boards of Trade of Western Canada.

which were vital for the different points appealed to the resolutions committee as questions of great interest to the west as a whole.

Most of the questions under discussion revealed the fact that the west was developing faster than the various governments, federal and provincial realized. There were urgent needs dominant everywhere which the boards of trade were anxious to bring to the attention of the governments.

On Wednesday evening, the day before the scheduled date of the convention, the resolutions committee met to prepare the program, so that everything was in readiness to proceed next day.

THURSDAY MORNING.

The resolutions committee submitted their report with M. Isbister, Saskatoon, in the chair. The report was accepted. The appointment of committees was then taken up and the following were named as the committee of procedure: President William Cousins, Medicine Hat; Judge Maguire, Prince Albert; F. Nation, Brandon; C. N. Bell, Winnipeg; G. Knowles, Moose Jaw.

A committee to draft a resolution re the death of the late King and accession of George V. was named, consisting of Judge Maguire, Prince Albert; E. D. Martin, Winnipeg, and J. A. McNicol, Lethbridge.

The report of the secretary was called for and although practically nothing but statistics was reported, yet this feature was in a bala receip

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was intensely interesting since it showed a balance of about \$122.65 on hand, the receipts totalling up to \$612.

President's Address.

President W. Cousins, Medicine Hat, read the following address:

"As a retiring president of the seventh annual convention of the Associated Boards of Trade of Western Canada, I have herewith the honor to present and deliver the annual address.

"In doing so, I desire to express my appreciation of the honor you conferred on me last year when you elected me to preside over your deliberations - an honor that I consider worthy of any man's ambition; and esteem more highly to-day than when first conferred because of the assemblages of representative business men here, and because of the wonderful growth of Western Canada during the past twelve months.

"In these days, when graft and bribery have so much to do with selecting men to fill representative positions, it is very gratifying to know that such considerations have had and still have nothing to do with the election of a president of this, the most representative body of live business men in this part of the Dominion of Canada.

"The attendance at this conventionthe second in which Manitoba participates, and the first to be held in Manitoba-must be a source of satisfaction to those who have labored so earnestly to make the work of these conventions a means of securing the attention requisite to the welfare and development of Western Canada.

"Conventions have been held in the principal cities of Alberta and Saskatchewan. To-day, we are here in Brandon the centre of what may safely be called the greatest wheat section in the world.

"It is customary for each president in his annual address, to take up a considerable amount of time in going over those things that are worthy of attention, but I know that you are business men and take it for granted that you are quite as well acquainted with what is going on, as I am. Therefore, I will not take up your time at any great length, but will mention a few things that I noticed. President McAra said in his 1907 address, that if we had a favorable season, he would venture to say that the value of the 1908 crop would reach \$125,000,000.

Money Coming From The South.

"The people from the south who are invading our country (and we are glad to see them), are bringing in \$100,000,-000 in cash this year-and how much more in benefits, no one can begin to estimate.

"The same wonderful development is taking place all over Western Canada for the past year that had been going

on for the previous seven years.
"To-day, we are in the eye of the world. In New York, and in Chicago, the latest and most popular song is about one of the presidents of our big milling companies, "Has Anybody Here Seen Kelly?" and in Washington, the question, "Why go to Canada?" is as important as the question, "Should Women Vote?"

"Towns have sprung up in places which were bald-headed prairie last year; steam ploughs are now working up the soil on the vast tracts of country over which the buffalo roamed in countless thousands within the memory of many of you; elevators and flour mills have been built and are gathering in the golden store of grain that will make our country one of the greatest in the world; tall chimneys have been built in all the cities of our land and we are starting in to manufacture. It will not be long before we make our own needles, and thus save the heavy freight charges which we have had so much reason to complain

The Great Growth of the West.

"When the first convention was held in Calgary, seven years ago, the popula-



M. ISBISTER, SASKATOON, President of the Saskatoon Board of Trade.

tion of that city was then 10,000; and to-day, it claims close to 40,000.

"At the convention at Regina, the delegates from a place on the Saskatchewan River, called Saskatoon, invited all the convention delegates to visit them, and even had the nerve to agree to furnish each delegate with transportation and pay their hotel bill-no mention being made as to bar account. I can say, as one of the delegates, who accepted the invitation, that the reception we received on that occasion at the hands of the people of Saskatoon, will remain green in my memory as long as I live, because while under the influence of their hospitality, I purchased a number of lots in what was then a village, but is now a large-sized city. Lots very close to where I bought, sell for twice the price per front foot now, that I paid for a twenty-fivefoot lot then.

"How different is this to the early days, even in the memory of so young a man as myself. During my first year in the country, I was told by one of the leading manufacturers in Canada, that he would not give us his watch and chain for the whole country from Winnipeg to Vancouver, and would not care to sell me a carload of stoves unless I could get my father to guarantee payment, because he was afraid there would never be enough people in the country to use them. To-day, he has a warehouse in every large centre between Winnipeg and the coast.

"In the Province of Alberta, I have seen apples grown that for flavor and appearance, can not be beaten, and it is known to most of you here that strawberries grown in Manitoba for the Winnipeg market are the best flavored in the world.

Annual Stock-Taking Time.

"With our natural advantages, we know what a great nation we are to become if we use what we have, right; and it is well to meet as we are doing now to take stock once a year and consider the questions that affect our interests. It may be that the Associated Boards of Trade have not had all to do with the development that has taken place, but it is a fact that the big start took place about the time of the organization of the association.

"Delegates who have been in the habit of attending these conventions, have expressed to me their doubts as to whether it is worth while to hold these meetings, and say that they do not know that we have done much good. They also complain that whether we have or not, they are not in a position from lack of information to know what the results have been. This brings up an important matter which is the remuneration to be paid to the secretary, and the cost of printing for the various Boards of Trade, information as to what has become their, and other, resolutions. To do this, we need money; and I would recommend the appointment of a committee to go thoroughly into the matter, and bring in a report with which the convention may deal as they think proper.

"If you will take a look over the subjects discussed and dealt with at the conventions held prior to this one, you will see what a great deal of matter we have handled and when you consider the effect of our bringing these matters to the attention of those concerned and consider the advantage of the attention they have had, and the improvements wrought through our efforts. I am sure you will agree with me when I say our labor has not been in vain, nor our time wasted, to say nothing of the mutual benefit derived from bringing together men from all parts of the three provinces.

"At our last convention, the remuneration to be paid our secretary was left to the executive to arrange, Mr. Hall kindly consented to accept the work for \$300 per annum, which the executive considered very reasonable; in fact, a less sum than the work was really worth.

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y was called nothing but this feature and decided to leave the question of increasing this amount to the convention.

Freight Rates on Coal.

"One of the most important questions brought before the convention at Saskatoon by the delegates from Moose Jaw, was regarding the freight rates on coal. This was left with the executive to take up and discuss with the representatives of the different railway companies and take, if necessary, before the Railway Commission. The executive consisting of President, William Cousins; First Vice-President, E. M. Saunders; Third Vice-President, A. E. Cross and our Secretary, J. T. Hall, held a conference with the representatives of the C. P. R. and the C. N. R. in Winnipeg. As far as the conference is concerned, it was a very pleasant one, and we left for our respective homes feeling that we would be able to come here to-day and expect that this convention would at once pass a vote of thanks for the efforts made in behalf of the public by the executive; but we won't expect that vote of thanks to-day unless you find that the rates have been put down to your entire satisfaction. That we did not succeed in our mission we are free to admit, and it is due to the fact that the railway representatives are better posted in regard to freight rates than are the members of your executive. We feel now that rings were worked around us and we must confess defeat.

"The resolution being brought up by Moose Jaw at this convention, No. 11 on your list, "The Appointment of a Freight Expert for the Province of Saskatchewan," I commend to your favorable consideration as a way of geting better results.

"In conclusion, let me again thank you for the honor you have done me in selecting me as your chairman. I trust that the high standards set by former presidents has been maintained, and that your deliberations here to-day may be productive of much good."

Election of Officers.

President Cousins called for the elec-tion of officers which resulted as follows :

President, E. M. Saunders, Moose Jaw, Sask.; first vice-president, W. Georgeson, Calgary; second vice-president, M. Isbister, Saskatoon; third vice-president, C. J. K. Nourse, Lethbridge; fourth vice-president, E. D. Martin, Winnipeg.

THURSDAY AFTERNOON. Freight Expert.

W. E. Knowles, Moose Jaw, brought forward the following resolution which was slightly discussed and carried.

"That a recommendation be sent to the governments of Manitoba, Saskatchewan and Alberta requesting that they engage a freight expert in trans-portation matters whose duty it shall to study the freight tariffs of the railway companies operating in the provinces and endeavor to adjust any differences arising between the mer-

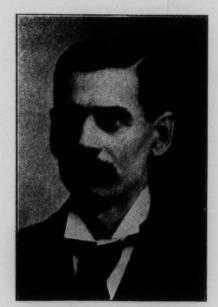
cantile interests and the railway companies in connection with these tar-

Distribution of Harvest Hands.

This resolution also emanated from Moose Jaw with W. E. Knowles as its sponsor. He made a strong plea in the light of past experiences everywhere in the west and with the possibilities of a heavy crop this coming season.

The resolution recommended that the Board of Trade, the governments of the three provinces and the railways, cooperated in the matter of properly dis-

There was no one to speak for the government but W. B. Lanigan, C.P.R. assistant freight traffic manager, was present and spoke on the question. He said: "This is a serious question. The railways admit that they are unable to complete their plans due to heavy traffic in all departments. Not only in the distribution of harvest help but for all dependable business it is urgent that steps be taken to bring help into the



J. T. HALL, MEDICINE HAT,

Re-elected Secretary for Another Year.

country. The country is going to suffer if some feasible system is not put into operation to do the necessary work in the country and properly locate the great influx of immigrants. It is necessary that the different provinces and the railways co-operate in the matter. I suggest that each district put a special man on the field to estimate the number of men needed for a given locality and the government and the railways."

F. M. Sclanders, Saskatoon, said: "Last year from Saskatoon about fifteen hundred messages were sent out to get an estimate from the farmers as to the amount of help required. Out of that number applications came in from only two. The tarmers cannot be depended upon; the railways and governments must take the matter up."

The resolution was carried.

Sheep Industry in the West.

W. Georgeson, Calgary, introduced a resolution regarding the sheep industry of Alberta. It was along the line of the much needed protection to all live stock

interests in the country. The people of the provinces felt that particularly the foothills of the Rockies, where there were thirty-four townships and which were practically useless for anything else should be used for sheep culture which would be a great source of wealth to the country.

The motion was seconded by W. Cousins, Medicine Hat, and carried.

Accommodation for Immigrants.

W. Georgeson, Calgary, moved a resolution to approach the Dominion Government for better accommodation for incoming settlers. It was brought out in the discussion which followed by C. N. Bell, C. Webster and others that although some places in the west had a though some places in the west had no complaint in this regard—Winnipeg for instance had a splendid immigration system—special places should be named where the government should be asked to look into the question. The resolution was amended to cover this and was carried.

"WHEREAS the general settlement of the west is causing numerous wholesale manufacturing and jobbing centres to be established where a large amount of importing is done, thus necessitating the maintenance of an adequete staff at the

maintenance of an adequete staff at the said points, and "WHEREAS at the present time a number of these ports of entry are not supplied with a sufficient number of hands, and "WHEREAS this condition of affairs to the causes considerable loss to the

not only causes considerable loss to the different merchants but also retards the general business of the country

"Therefore this convention desires to urge upon the Honorable Minister of Customs the necessity of increas-ing the facilities at such ports such ports throughout the west by adding to the staff a sufficient number of hands to handle the work without delay to the importer."

This resolution was introduced by W Georgeson, Calgary, and was felt to be

an important one.

"We just wish to call the government's attention to the fact that they are not moving fast enough to keep up with the conditions of the country the customs departments there are often vexatious delays. A week is sometimes required to get an article through when twenty-four hours should be sufficient,' he said

It was agreed to state the matter specifically to the government and the mo-tion, seconded by Chas. Webster, was carried.

The Naming of Grains.

P. Loney, Moose Jaw, brought forward a resolution respecting the naming of grain grown in the different provinces, or a suitable name for wheat grown

everywhere in Western Canada.

A. Kelly, Winnipeg, thought it was a mistake to change the name "Manitoba No. 1 hard" as it now had a world reputation which was a distinct asset to the commodity.

In the discussion which followed near ly everyone was in favor of leaving the name unchanged. Mr. Shaw, traffic man ager C.N.R., referred to the "Duluth" wheat in the United States as applied to the grain grown in three states. sides it was a question for the terminal elevators to decide.

W. B. Lanigan, C.P.R., Winnipeg, recalled the history of a brand of cheese

Better Customs Facilities.

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produced in different counties in Ontario where the name was an asset to the trade. In this connection Mr. Lanigan took pains to do honor to the name of IIon. T. Ballantyne who was the pioneer cheese producer of Ontario.

The resolution was withdrawn.

The committee of procedure submitted their report at this point. It was presented as follows by the chairman, Thos. H. Maguire:

"Your committee appointed at this morning's session to consider the best means to be adopted to give effect to the resolutions passed at the seventh annual meeting, beg to make the following recommendations:

"That your executive, when they deem it advisable, request the assistance of the Boards of Trade at the capitals of the three provinces, to take up on behalf of this association, matters that the association desire to present to the several provincial governments, and that the said Boards of Trade on behalf of the association, use their best efforts to have the Provincial Government carry into effect by legislation or executive action, the expressed views of this association.

"That where matters dealt with by this association are to be presented to the Federal Government, that the Executive not only present such matters to the government in writing, but also, when possible, by deputations and by direct appeals to the representatives in Parliament and the Senate from constituencies in the three provinces.

"That the progress made by the Executive in the securing of results from the action of the association in various

"That the progress made by the Executive in the securing of results from the action of the association in various matters dealt with from time to time, be communicated by the secretary of each Board represented in this association, by a leaflet or circular letter issued, say, monthly.

"That this association take such action

"That this association take such action as will result in making the annual income of the association equal to, at least, \$1,000.

"That the salary of the secretary for the coming year be placed at \$40 per month, in view of the increased duties to be required of him."

The report was adopted and the meeting took up the matter outlined in clause four re the increasing of funds.

H. B. Gordon, Winnipeg, suggested an increase of 50 per cent. in membership fees. This was thought to be too small, and it was moved by F. Nation and W. Cousins, that the fee be fifty dollars, instead of twenty-five. It was carried.

THURSDAY EVENING SESSION.

Opening Indian Reserves.

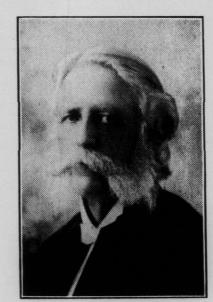
Be it resolved that this convention request the Department of the Interior to favorably consider the question of greater activity in throwing open Indian reserves for settlement.

W. Georgeson, who introduced the resolution, stated that the Indians were rapidly dying off, and that they do not develop the country. At present it is estimated that over 565,000 acres more than the Indians are entitled to are in their possession. This would make room for about 19,000 white people.

D. S. Beech, (Cardstone, Man.), stated that in his district there were 365,000 acres of excellent land possessed by the Indians. The difficulty to get the land is that the Indian agent has to sell it and they do not like to lose their jobs. The Government has not made any effort to secure the land, and open it for agricultural or railway purposes, but he thought they would if this association approached them. The motion was seconded by C. Webster and carried.

To Repeal Liquor Statutes.

Section 4 of Chapter 38 of the Statutes of Saskatchewan for 1909, prohibits any municipality from collecting a business tax from a hotel or any liquor licensed business. J. Loney (Moose Jaw) considered this unjust, and asked the convention to have the statute repealed. It was seconded by W. Cousins (Medicine Hat). After a brief discussion, in which



JUDGE T. H. MAGUIRE, K.C., LL.D., Delegate from Prince Albert Who Introduced Several Resolutions.

it was brought out that the question was wholly one for the municipalities to deal with. It was withdrawn.

Interest on Overdue Accounts.

W. J. Birnie (Carman, Man.) moved the following:

"Resolved that this associated Boards of Trade of Western Canada are of the opinion that legislation should be enacted to make it clear that overdue accounts shall bear interest from date due on the same terms and same rules as are now provided for overdue bills and notes."

Mr. Birnie, in moving the resolution, admitted that it aimed at the curtailment of a lengthy credit system, and would tend to bring a retail business into an established system of cash, which, he claimed, was necessary for the maintenance of a successful business.

F. Nation (Brandon) said "A merchant ought to be able to settle the ac-

count himself without getting the aid of law. I have had no trouble in this particular regard."

Judge Maguire—"Giving notice to the creditor would render the debtor liable to interest, just as legally as in the case of bills and notes."

W. E. Knowles—"A Carman lawyer stated that accounts running cannot bear interest."

There was an evident difference of legal viewpoint, but upon motion the resolution was carried without much discussion.

Fire Insurance Policies.

This resolution, which is perhaps the most radical one on the whole programme, was introduced by W. J. Birnie, of Carman. Man., It read:

"Whereas the present forms of fire insurance policies are many and varied, and in many cases are worded in such an ambiguous manner as to be difficult of interpretation and open to serious objection. The objectionable clauses are numerous and tend to useless and costly litigation."

"Therefore, be is resolved that the Governments of Manitoba, Saskatchewan and Alberta be petitioned to introduce and pass such legislation as will make the using of a standard form of fire insurance policy (free from such clauses) com-

pulsory.' Mr. Birnie said: "This resolution may appear rather difficult to carry into operation, and may seem rather one-sided until the details are gone into carefully. It must not be taken for granted that my opinion is that all fire insurance companies are grafters, and that the policyholders are all innocent victims, but I have long considered that legislation regulating the terms of fire insurance parties might, with advantage to the insured and without undue hardship to insurance companies, be enacted. Fire insurance policies are accepted without proper scrutiny into their provisions. It is difficult to name any security that requires more care than fire insurance policies, as at present drawn up, and insurers must of necessity be experts and give their most careful attention to the wording and conditions of the policies they accept; and, no hardship would be entailed upon the fire insurance companies by compelling them to adopt a standard form of policy easily understood and devoid of all contentious clauses."

The resolution was seconded by H. E. Robison (Carman).

Joseph Cornell, a Brandon insurance company manager, spoke in favor of the resolution. It was the ambiguous wording contained in the policy that necessitated the change. A standard form of policy, which originated in New York, was now used throughout the United States, with great satisfaction. Mr. Cornell compared several clauses in the New York policy with the policy of a com-

pany doing business in Manitoba. He made it clear that the U.S. policy was more simplified and would be more easily understood by the average policyholder.

After a brief discussion in favor of the resolution it was unanimously car-

Sign Posts in Backwoods.

The first resolution from Prince Albert recalled the fact that there was much pioneer life yet in the great west. Judge Maguire who moved a resolution Judge Maguire who moved a resolution to have signs established in new districts for the guidance of travelers and new settlers related some vivid experiences of those who had wandered many miles out of there course because of the lack of anything to guide them the journey. Delegates from the on the journey. Delegates from the cities and settled portions were inclined to be unsympathetic toward what seemed to them amusing incidents, but those who had "been there" made it clear that it was no joke. The resolutions carried with a good majority.

Telegraph Rates.

Judge Maguire moved a resolution to request the railway commission to go into the matter of reconstructing the telegraph rate schedule for the three western provinces. The resolution was, western provinces. The resolution was, however, based upon false premises, namely that the Board of Railway Commissioners refused to take up the matter formerly, and after a warning by Mr. Georgeson against such a resolution it was withdrawn it was withdrawn.

In the discussion, however, it was brought out that the railway companies practically admitted that the telegraph rates were too low in Ontario and Quebec and to overcome the loss of revenue to these provinces they raised the rates in the west. It was argued that such rates as were allowed in the east should hold in western Canada. In consideration, however, of the fact that the railway commission was already dealing with this question, the resolution was

Householders' Tax.

"Whereas by recent legislation there has lately been added to the city act an amendment instituting what is known as the householders' tax, and whereas this tax is opposed to the principle of taxation without representation, therefore be it resolved that the government be urged to remove this clause out of the statute."

statutes."
The delegates approved of this resolution by the trend of the discussion, but it was thought to be a matter for the Western Canada Municipalities Association, and was withdrawn for this

Judge Maguire, Prince Albert, intro-duced the resolution.

President E. M. Saunders made two announcements at this point, relative to the entertainment features the following

At five o'clock Friday an automobile tour about the city had been arranged.
At seven o'clock the same evening a hanquet was to be given in Aagaard's

FRIDAY MORNING. Steam Boiler Construction.

"Be it resolved that this convention of the Associated Boards of Trade of Western Canada, do respectfully draw the attention of the Dominion and Provincial Governments to the hardship suffered by manufacturers and others, owing to the existence of special separate steam boiler and boiler inspection and engineers' certificate requirements for the different prov-inces, and urge the desirability of ear-ly legislation with a view to providing for a boiler construction and Inspection Requirement Act of Dominionwide application.

This resolution emenated from Brandon and was moved by John Hanbury. The response that came from every part of the house proved that the question was one of great significance to the country as a whole. One speaker stated that he purchased three boilers for Saskatchewan and wished to purchase more for Alberta of the same type but the provincial regulations forbid him. the provincial regulations forbid him. He also pointed out that it was a severe hardship upon manufacturers to comply with the various provincial regulations and they were necessarily de-



WM. COUSINS, MEDICINE HAT,

The Retiring President of the Associated Boards of Trade.

layed in making satisfactory deliveries It was carried heartily.

Mining Stock Restrictions

Whereas it is certain that with the construction of the Hudson Bay Railroad considerable mining areas will be opened up in the north of Saskatchewan and the N. W. T. and whereas this will almost inevitably lead to the flotation of schemes devised for the sole purpose un fleecing unsuspecting investors, therefore be it resolved that representations be made to the provincial governments urging them to make even more strong the legislation in the matter to of mining and similar company promotion and the sale of stock in such companies.

The Prince Albert sponser, Judge Maguire, stated that there were already cases where men were reduced by fradulent promoters of gold mine schemes, and he thought the law was not stringent enough to curtail wildcat schemes. One of the requirements that a promotor should produce, should be a certified prospectus of the company he represents. Cobalt was named as centre where much harm was done by illegitimate selling of stock.

In support of this resolution, W. Georgeson (Calgary), said in part:—
"Something should be done to protect
the innocent public. There are both
legitimate and illegitimate companies, which alike fleeced their shareholders. There was a company selling fire insurance, that was legitimately formed, and did business in a proper way, and floated stock for a good purpose. I among others, took shares in this company. We were all fleeced. The company could not be touched, they had enacted their business legally, but they should have been examined by a government commission, to make them more secure. At present the world is crazy over rubber and oil stocks. Someone is going to lose heavily, and when the schemes begin to float widely in this country the public should have adequate protection against them. The trouble is we cannot see the difference between a good thing and a poor one. If it turns out all right we like the money, and if the scheme fails we are sorry, that's all. It is unfair to ask the government to do something which we ourselves cannot figure out. But the resolution is alright, if only to draw the attention of the public to bad paying schemes."

The resolution was carried.

Vacancy on Railway Commission.

S. C. Burton (Regina), moved:-"That it is the opinion of this convention that the vacancy on the railway commission be promptly filled by a western man with commercial training and having a full knowledge of conditions in the west."

Mr. Burton stated that names had been presented by all business people, and the farmers were anxious to be represented. It was reported that the Moose Jaw Board of Trade asked to have the vacancy filled in 1908, and Hon. Geo. P. Graham had acknowledged the letter, but it was not known why the appointment was delayed. E. D. Martin supported the resolution strong-ly, and said the matter was urgent. It was carried.

Navigation of Saskatchewan River.

A resolution was adopted urging the Dominion Government to continue the work of opening the water course between Winnipeg and Edmonton, and the sourthern portion of the river. The resolution also expressed satisfaction with the action of the Government in opening the Red River by constructing the St. Andrew's locks.

Judge Maguire and C. N. Bell stated that the Government had outlined a larger scheme than western men knew of, and they thought that the Board of Trade should encourage rather than urge fi the gre expend to exp River the Uni River Canada Mr. brough

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Bell stated outlined a men knew e Board of ather than urge further work. It was believed that the great river would fully justify any expenditure that the Government saw fit to expend upon it. The Mississippi River was referred to as the artery of the United States, and the Saskatchewan River would be the same to Western Canada.

Mr. Martin said that now coal was brought down from Edmonton to Winnipeg at \$4.50 per ton, and by boat, coal could be landed profitably at \$1 per ton.

Hon. G. R. Coldwell was introduced to the convention, and spoke briefly on this point of navigation, stating that it would be highly beneficial for interprovincial trade. The resolution was carried

Duty on Imported Fruits.

"This convention of the Associated Boards of Trade of Western Canada respectfully urges that the Honorable Minister of Customs take into consideration the re-adjustment of duties charged on imported fresh fruit and vegetables, and this association would further suggest that a specific duty be levied."

W. Georgeson (Calgary), brought forward this resolution, which had a widespread interest in Western Canada. He argued that the duties were excessive, and the consequent changes on the public was very large and the volume of trade was small. The resolution aimed at the increase in the volume of trade. He clought that when the weight of the package was included in the duty charge that it was time to complain. He believed that a satisfactory schedule for shipper and consumer could be arranged at lower figures on all fruits and vegetables.

W. Cousins (Medicine Hat).—"This is a question which has been up for twenty-five years and the trouble arises when our own fruit growers try to protect their market."

J. A. Nicol (Lethbridge). — "The matter of duty would stand further enquiry, for I think the duty is not solely the cause of the present high price of fruits and vegetables. The middleman is getting the odd nickel. We are growing our own stuff in southern Alberta and British Columbia, and we do not want a lower duty."

C. N. Bell (Winnipeg).—"A duty schedule should be arranged for certain months of the year. Sometimes it could be arranged to have the stuff come in free, but the fruit growers in the east and west strongly oppose better trade relations in the matter of fruits, and it is almost impossible to have anything done."

F. Nation (Brandon), was of the opinion that what was needed for cheaper fruit was co-operation between importer and consumer.

J. A. Simington, a fruit importer in Moose Jaw, stated that the resolution only touched the fringe of the problem, and did not meet the needs of the consumer or the requirements of the country. At the present time B. C. fruit

growers were anxious to have the duty raised. Peaches bear a 50 per cent. duty, and this was beneficial to the grower for a certain time, but it was not necessary to have the duty continually at that figure. As for vegetables, there would be no injury to the growers of this country to have them come in free.

The resolution was referred back for re-adjustment.

Lethbridge in 1911.

The last business taken up by the convention, was the choosing of the next place of meeting.

J. A. McNicol, Lethbridge invited the delegates to visit his home city next year, and without discussion the invitation was accepted.

The meeting adjourned with a vote of thanks to Brandon for the splendid accommodations offered in the City Hall.

At five o'clock an enjoyable auto ride to the Experimental Farm was given the visitors, and at seven o'clock the delegates were treated to a gorgeous banquet at which many interesting and witty speeches were delivered.

According to the official register the following delegates were in attendance:
J. E. Howard, Prince Albert; C. W. Webster, Calgary; J. A. McNicol, Lethbridge; C. N. Bell, Winnipeg; H. L. Tweed, and W. Cousins, Medicine Hat; Jos. Cornell, Brandon; E. M. Saunders, Moose Jaw; H. B. Gordon, Winnipeg; D. McDonald, Virden; M. Isbister, Saskatoon; B. Chabb, Saskatoon; J. Hanbury, Vancouver; R. W. Morrison, Winnipeg, J. F. Sweeting, Winnipeg; W. I. Rowe, Manitou; Geo. Moorhouse, Thos. H. Maguire, H. W. Morton, and A. L. Mattes, Prince Albert; E. D. Mar-

W. J. Birnie and T. McClain, Carman; W. Georgeson, Calgary; J. M. Madison and E. T. Jones, Canora, Sask.; T. L. Arnett, Souris; E. J. Carlisle ,Indian Head; F. Maclure Sclanders, Saskatoon; H. E. Robison, Carmon; J. A. Simington, Moose Jaw, and Alfred Estlins, Melita.

TRADE NOTES.

D. Spinelli & Co., manufacturers of vermicelli, Montreal, have assigned. The petitioner is Francis G. Bush.

Wm. B. Clough, formerly manager of Fraser, Viger & Co., Montreal is representing the Litster Pure Food Co., Ltd., in Montreal and suburbs

in Montreal and suburbs.

J. T. Tracey, formerly with Fraser, Viger & Co., Montreal, has opened a new store at 137 McGill St., Montreal. He is making a specialty of steamship contracts.

The grocers' section of the R.M.A., Montreal, Que., will hold their annual picnic on July 13th at Coney Island Park. A large crowd is expected this year, as the programme of sports will be good; fine prizes have been offered, and the former "good times" have induced many to buy their tickets already.

Theodore H. Estabrooks. proprietor of Red Rose Tea, is one of the applicants in a company seeking incorporation as the Wi'son Box Co., with head office in Milford, St. John County, New Brunswick. The company plans to manufacture wooden boxes, barrels, etc., of all kinds. The capital stock is \$50,000.

The St. John, N.B., correspondent writes: W. C. Cross, of Hall & Fairweather; Simeon A. Jones, of Jones & Schofield; W. L. Harding, of W. F. Hatheway & Co., and G. E. Barbour & Co., returned home last Thursday from



C. H. WEBSTER, CALGARY, Secretary of the Calgary Board of Trade.

tin and J. E. Carpenter, Winnipeg; W. E. Knowles, Moose Jaw; O. Bush and R. B. Douglas, Strathcona; A. Kelly, Winnipeg; P. Loney, Moose Jaw; A. E. Boyle, Winnipeg; J. Inglis and A. E. McKenzie, Brandon; D. S. Black, Cardstone; Alberta; H. J. Smith and S. C. Burton, Regina; J. Willingby, Saskatoon; T. B. Patten, Regina; A. C. Fraser, Brandon; A. T. Hunter, Regina; A. T. Colquhoun, Brandon; W. B. Lannigan, Winnipeg; A. A. Evans, Brandon;

Montreal, where they were attending the annual convention of the Dominion Wholesaler Grocers' Guild.

The Royal Gazette this week announces the appointment of W. D. Baskin, retail grocer, St. John, N.B., as a member of the board of liquor license commissioners for that city. The appointment of Gilbert W. Ganong, of Ganong Bros., confectioners, St, Stephen, N. B., as chairman of the board of school trustees for St. Stephen, is also gazetted.

Practical Methods Used in Retail Grocery Stores

Vancouver Retailers Excited Over Price-Cutting by New Grocery Firm—How One Grocer has Worked up Big Trade With Farmers—Lindsay Merchants Having Trouble in Obtaining Early Closing—Chatham Grocer Proves That the Consumer is After Quality in Pineapples.

Old Trouble of Price-Cutting.

Vancouver, B.C., June 16 .- With the establishment of a grocery section by David Spencer, Limited, the small dealers are wondering what will result. A determined bid is being made for the trade, and to get it standard articles are offered at a reduction that cannot fail to have effect. Of course, this cannot be maintained, as goods are being sold at a loss for the sake of advertising, and the question is if the people will remain with that firm after the first low quotations. Cash has to be paid, and when figures are back to the normal, with the ordinary cheap catches, most people will realize that the bargains were for a purpose.

It is particularly annoying to the smaller dealer to have customers take their cash away in such instances as these. It is generally the one who has an account to settle and who hardly ever has the cash on hand for their regular dealer. It is a repetition of the departmental store trade in the small towns. When the customer has no money handy, or wants it for something else, credit is obtained of the local dealer, and when the cash is available it is sent away, regardless of the favors that were asked for.

Some of Spencer's prices are as follows: A jam, 15e per one-pound jar, (sold ordinarily at 25e); pineapple, four cans for 25e (usual two tins for 25e); salmon, 10e (usual, two tins for 25e); sugar, (B. C.) 18-lb. sack, 90e, (usual, \$1.25); baking powder, per 12-ounce tin, 30e, (usual, 40e); one brand of catsup, two for 45e, (usual, 35e each).

Such catches as these are apt to appeal to the householder. In one instance, where the catsup was ordered, it was found the stock had been exhausted, and something would be sent "just as good." This is an old story. In fact, one of the cut dealers in Vancouver declared only a short time ago that while standard articles were offered at a reduction, the effort was always made to get the customer to buy the other kind at the usual profit. Generally, this ruse was successful.

Early Closing at Leamington.

Leamington, Ont., June 16.—The business men of Leamington have unanimously agreed to early closing on three nights a week. A written agreement has been drawn up and is signed by forty merchants, to the effect that they will close their places of business at 6 o'clock on Monday, Wednesday and Friday evenings. Exception is, as usual, made where such nights come before holidays or during fair week. On Tuesday, Thursday and Saturday nights the

stores will remain open as heretofore. The agreement came into operation on Monday, June 6.

As the merchants are practically ananimous, no difficulty is anticipated in carrying out the agreement, which many hope will pave the way to early closing on all week nights except Saturdays.

Trouble in Getting Early Closing.

Lindsay, Ont., June 16.—Lindsay grocers are having their troubles in securing enough signatures for the early-closing by-law. The petition was circulated and every merchant on Kent Street, but one, signed in favor of early closing, but the mapority of the merchants in the small corner stores scattered in the wards of the town, refused to close, and consequently the two-thirds was not reached. The clerks employed in the main stores are anxiously awaiting the outcome.

A. S. Harrison is the only grocer in town who handles an ice cream parlor in connection with his grocery business. He claims that it pays, and that is the reason why he is not in favor of closing his store at six o'clock.

Mr. Harrison makes considerable profit when excursions are in town. He caters to the public and attracts the attention of the passer by displaying neatly-printed signs that do not fail to catch the eye.

Secured the Higher Price.

Chatham, Ont., June 16.—In connection with the sale of pineapples for preserving, a local grocer has just turned a rather neat trick.

He had bought quite extensively of pineapples of the better quality and larger size, which he calculated on retailing at \$2.25 or \$2 a dozen for preserving purposes. He found, however, that other merchants were offering pines at \$1.50 a dozen or even less, and that the public, attracted by the lower price, overlooked the fact that the cheaper pines were always somewhat smaller.

Confronted with the prospect of having to sell at a loss, the grocer, instead, sent out his boy with instructions to go around and buy one dozen of the smallest pineapples he could pick up at rival stores. These the grocer placed in his window, labeling them, "The \$1.50 a dozen quality." Side by side with them he placed a dozen of the \$2 pines. The contrast in size was so striking that the grocer had no difficulty in disposing of the large fruit at the higher price, while the cheaper fruit remained uncalled for.

Big Butter and Egg Trade.

Stratford, Ont., June 15.—McCully & Haugh, grocers, of this city, may be

said to specialize on butter and eggs, being particularly active in these two lines. They employ four men whose duties are devoted entirely to the packing of butter and counting eggs.

Recently they shipped to their agents in Toronto 2,800 dozen of eggs and 2,300 pounds butter, which may be considered a fairly good day's showing. Their local business reaches a maximum on Saturdays, when their average sales amount to 700 or 800 pounds of butter and about 600 dozen eggs. They have developed an extensive trade with the farmers of their district, and are always willing to take their offerings of butter and eggs, no matter what quantity may be offered.

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It need hardly be added that not only does this firm reap benefits from their extensive business in butter and eggs, but it is helpful to their general business.

McCully & Haugh have also developed a large trade in potted plants, this business being almost entirely confined to the spring and early summer. Their premises are arranged according to modern ideas, combining all the features that are now found in grocery stores that are really business factors.

Windows for Scotchmen's Day.

Bracebridge, Ont., June 16.—Extra efforts among the grocers were made this week in preparing better and brighter windows, and also in making the interior more attractive. This was for Scotchmen's day (Wednesday), when some thousands of visitors were in town.

Summer trade is upon us, and the way the grocers are hustling is good to watch. People when they come to Muskoka generally get the Muskoka appetite and that is the secret of the merchants getting busy.

A Simple Novel Display.

Lindsay, Ont., June 16.—Jos. Brown. grocer, employed a novel method of attracting the attention of the pedestrian last week. He happened to secure two extra large hen's eggs, and also an extra small hen's egg. These he supplemented with an egg of medium size and placed them in his show window for exhibit. He then had a newspaper reporter refer to the odd collection in the daily paper, calling the attention of the reader to Brown's window. Many a person stopped and examined the large eggs. It worked well.

Nation & Shewan, one of the general mercantile houses of Brandon, Man., are making additions to their premises. P. F. Millman, of W. H. Millman &

P. F. Millman, of W. H. Millman & Sons, Toronto, is back to business again, after an illness extending over two months.

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The Canadian Grocer

Established - - 1886

THE MACLEAN PUBLISHING CO., LIMITED

JOHN BAYNE MAOLEAN - PRES

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

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CANADIAN STRAWBERRIES IN.

As anticipated in The Grocer a couple of weeks ago, Canadian strawberries were placed on the market this week.

Not until about the end of next week, however, will they likely be ready in abundance. The season has been an unusually good one for strawberries since the frequent rains and rather backward weather prevented them ripening in too big a hurry. They therefore have had plenty of time to mature and good, healthy, well-flavored fruit is expected.

In figuring out prices, fruit canners and preservers, who are packing increasing quantities from year to year must be considered. It is likely nevertheless that prices somewhat similar to a year ago will prevail.

The crop outlook in the prairie provinces is becoming more promising as the days and weeks go by. Recent rains and warm weather combined have done much to make this favorable condition and with continued warm weather and occasional showers this year's western grain crops will be the best in history.

In looking into the future of the Nova Scotia apple crop, prospects are bright. The blossoms are set well and show no damage from frost. J. W. Bigelow, president of the N. S. Fruit Growers' Association declares that if good weather continues that province may expect a crop of 1,000,000 barrels for export trade. It is a significant fact that Nova Scotia has never yet lost an apple crop by frost.

Plums, pears and all small fruits in Nova Scotia promise an abundant crop.

In the Muskoka district of Ontario the huckleberry bushes are healthy due to plenty of rain and the crop is expected to be a record one.

Farmers in Waterloo County, western Ontario, report having to sow some portions of fields of grain twice on account of devastations made by the "wire" worm in low lands. The grain crops in general, however, all over Ontario are looking fine.

SECRET REBATER UNPOPULAR. .

That the day of the secret rebater had passed has become our firm belief since the recent law was enacted by Parliament. Anyone having any doubt as to his immunity from prosecution if he continued to operate would have been convinced that he must indeed be a man of high courage if he had the "nerve" to practice after learning what the trade thought of him and his methods.

At recent conventions of both whole-sale and retail grocers various speakers representing both branches of the trade condemned the practice of secret rebating, and those who practiced it, in the strongest terms, and took measures to detect offenders, who will be prosecuted to the full extent of the law. It is a regrettable fact that in some instances the new law has been looked upon as simply another statute which would be law on the books only.

Nothing is further from being the exact situation. The trade is practically unanimous in condemning secret rebaters, and 95 per cent. of Canadian merchants will do everything possible to make effective this important Government measure. Manufacturers, as well as wholesalers and retailers have promised their active co-operation.

It is pleasing to see such unanimity of sentiment in regard to so pernicious a habit, which, to use a paradoxical expression, should have been stopped before it began.

BORROWING A MAN'S DAGGER TO STAB HIM.

A manufacturer in a short address recently let drop a remark worthy of consideration by all sections of the trade. It was to the effect that a man's trade mark is just as much his private property as his horse or his hat, and anyone who, in any way, injured his trade mark did wrong just as much as he would by detracting from the value of any other piece of property the man might possess.

Too often we forget the fact that after all a trademark, while an intangible something, is a very concrete proposition to the man who owns it. The majority of trade marks have been purchased at the expense of several hundred to several million dollars paid out

for publicity. A trade mark is of no use unless it is known, and it cannot be made known unless it is advertised.

There may be some difference in the minds of some people between the spending of money to buy a horse and the spending of money to buy a trade mark. But if there is their morals are a little upset. Few of us relish the title of horse thief, yet some of us do not consider our action criminal in taking another man's trade mark for our own purposes.

DISPLAYING EGGS IN THE SUN.

For a long time The Canadian Grocer has been pointing out the losses which accrue every year through the unscientific handling of eggs. According to a large produce dealer the loss is estimated at 17 per cent. of the entire production in Canada.

How is this loss to be prevented?

Farm and Dairy, a farmer's paper, points out that the principles upon which our egg trade is conducted are radically wrong. The loss that results is caused by the neglect of many trifles which when summed up make a large aggregate.

The producer is not the only one at fault. One illustration will serve to fix the responsibility for part of the trouble and loss elsewhere. A leading produce merchant in a city last week was making a specialty of fresh laid eggs. He put them in his window immediately behind the plate glass. Shortly after noon the sun was shining directly on these eggs. The temperature they were in must have ranged about 100 degrees for most of the afternoon.

Under such conditions it would not be long before those eggs would be ruined. The merchant did not realize that the germs in the eggs were being started well on the way to incubation and that every moment they remained in the window they were rapidly deteriorating in quality.

How much fancy butter could that merchant have sold at the current market price had he put it in the window beside those eggs? The corners of the prints would soon have rounded off, and the quality be lost. No merchant would think of exhibiting butter in this way; yet, because the eggs have shells, although their quality is as rapidly destroyed, they are frequently exposed in this way.

There is much to learn about the egg business by dealers and merchants, as well as by the producers. A general campaign of education has long been due. In order to market eggs at the best possible price, the farmers in several districts are organizing into cooperative fresh egg circles,

Opens at Eight O'clock and Closes at Six Sharp other ideas, enables share of the trade.

Another Strong Advocate of Concentrating Business in a Short Time Period—Keeps Premises in First class Shape—Does This on Wednesday Afternoons—A Believer in Show Cards, Which he Writes Artistically Himself—No Worry Over Department Store Prices—Regular Deliveries Every Two Hours.

Toronto, June 16.—Perhaps no grocer in Toronto has made more rapid strides toward success than R. N. Walker, of 68 Harbord Street, who now has a modern grocery store.

Although practically a young man, he has been in the business for sixteen years. After serving six years with Clancy Bros., at the corner of Major and Harbord Streets, he went into business on Queen Street West, with his uncle, Mr. Notter, where he made steady progress for several years, but finding the hours from 7 a.m. to 10 and 12 p.m. too arduous, he decided to try the northern section, and located at the southwest corner of Robert and Harbord Streets. There he and his brother, C. J. Walker,

entered into partnership as Walker Bros.

After a couple of years of hard work their business had grown to such an extent that they found their premises too small, and decided to buy the property on the opposite corner. At this time C. J. Walker severed his connection with the firm, but his brother still conducted the business under the old name. The property being his own, Mr. Walker took great pride in improving it in every possible way.

His Methods Systematic.

His success may be largely attributed to his systematic methods of doing business. He keeps everything running smoothly, and in this way has gained the confidence of all his customers. The store is opened at eight o'clock sharp each morning, and his customers all know just when they can find him in. Mr. Walker says he no sooner reaches his store at that time when the phone orders commence. At ten o'clock regularly his first delivery goes out, and every two hours after, a delivery wagon makes the round. His customers are now educated so that the orders are never too late to catch the deliveries, and seldom is he asked to have parcels delivered in the intervals.

Doesn't Worry About Others.

With regard to the large department stores cutting prices in groceries, Mr. Walker says it does not hurt his business a particle. He can sell goods as cheaply as they can.

When advertising specials in canned goods. vegetables, fruits, etc., he writes a neat, display card, in which art he is quite proficient, and this, together with

other ideas, enables him to secure a good share of the trade.

Closes Sharp at 6 O'clock.

Mr. Walker takes as much pride in having his store neat and attractive as he does his own home, and everyone appreciates cleanliness. He also believes in having a few hours to himself, closing his store every evening, except Saturday, at 6 o'clock. He is also closed on Wednesday afternoons in the months of June, July and August, and is now considering the question of closing on Wednesday afternoons the year round. He says he does not believe that his business will suffer to any extent. The half-holiday, he considers, should be used to improve the appearance of the store, and he thinks he can make more money by so doing.

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Mr. Walker would like to see early closing throughout the city, and from his own experience, cannot see where the grocer will lose any business thereby. On the other hand, he will be benefited by the shorter hours.

The grocer requires his daily rest hours the same as the average workman, and by closing early he will not only put more energy and vim into his business, but he will be more cheerful in his dealings with his fellowmen. Shorter hours, he claims, help to liberate the grocer or clerk from practical slavery, make the clerks appreciate work and the glad smile they bring attracts the customer and creates only favorable impressions.



Neat Store Interior of Walker Bros., Harbord Street, Toronto, Who do Things Systematically.

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Question of Weighing Paper Bag with the Sugar

Examinations in England That Grocers are Trying—Held by Institute of Certified Grocers—Successful Candidates Get Title "F. G. I."—Problem in Slicing and Weighing Bacon—Methods for Securing Public Support Apart From Cutting Prices.

Oliver Bryant, a Midland, Ont., merchant writes The Canadian Grocer as follows:—

"I am enclosing a cutting from the London (Eng.) Daily Mirror, of 6th May, which possibly may interest you. Shall we ever see the like in Canada, think you?"

The enclosure is as follows:

Judged by his examination papers, the grocer of the future will be a "man of parts"—a veritable "super-grocer"!

Twenty students sat at the Westminster Institute yesterday on the occasion of the first national examination held by the Institute of Certified Grocers, which entitles the successful candidate to write "F. G. I." after his name.

Selected at random from their three papers, headed respectively Law, Commodities and Methods of Business and Principles of Advertising, some representative questions were:—

T.aw

Is a tradesman entitled to charge interest on overdue accounts?

Suppose a man is proved to have sold food or drugs mixed with injurious ingredients and is prosecuted, what must be shown to escape conviction?

A grocer carrying on business in a university town supplies an undergraduate (eighteen years of age) with champagne to the amount of £80 on credit.

The undergraduate was well supplied with pocket-money by his parents. Can the grocer recover the price?

Is a grocer justified in weighing the paper in which tea or sugar is to be wrapped with the commodity sold?

Is a married woman entitled to pledge her husband's credit? If so, to what extent?

A "BACON" CONTROVERSY.

Commodities.

Describe with the aid of a diagram how to cut up and price a side of bacon weighing 60 lb., costing 78s. per cwt., invoice date February 15, to show 15 per cent. profit.

What eggs would you buy for ready money trade in winter to sell at eight, twelve, sixteen a shilling, and in summer twelve, sixteen, twenty a shilling?

What character of teas would you use in a blend for hard water, and what for soft water?

Give the various growths of ginger and the purposes for which they are generally used; also describe the reason for their adaptability for the above purposes.

Write down in order of importance the countries whence we obtain rice, sago, tapioca.

Business and Advertising.

What methods would you adopt, other than "cutting prices," for securing public support?

You have a useful, reliable and profitable (but not largely advertised) line, probably with your own name on; what methods of sale or advertisement would you adopt for placing same with your customers and the public?

In addition, candidates were engaged in practical tests yesterday.

"Tea-matching" was one of them. It was complicated. From seven pots of tea, fourteen teacups of tea were poured, two from each. Then they were "shuffled," and the would-be F. G. I. had to rearrange, by tasting, the fourteen cups into their original pairs.

£100 Prize.

"The man who comes out first in this examination," Aubrey Rees, the secre-

tary, told The Daily Mirror, "gets £100 besides his certificate."

"But the 'exam.' is primarily conducted for certificate purposes, and in years to come we hope that all self-respecting grocers will be able to write F. G. I. after their names and over their shops."

All the twenty candidates competing in the final yesterday were picked men who had passed the necessary preliminary tests at the various provincial headquarters.

About the first thing, The Daily Mirror gathered, that a grocer academically inclined would have to do would be to demonstrate beyond all shadow of doubt his abilities in the way of "cheese-slicing."

It was pointed out that to approach a 30 lb. round of Stilton armed only with a length of wire, and to detach from the main bulk the weight demanded by a customer exact to nearest 1/4 oz., was, in fact, a most difficult knack to acquire.

PAPER SOLD AS TEA.

Short weight in the sale of such necessaries as bread, tea and sugar was the subject of some remarkable instances quoted by James Allis in a paper read recently before the Society of Inspectors of Weights and Measures, London, England.

Mr. Allis, who is chief of the Public

Things That Shouldn't Be



While Some Grocery Clerks Think Themselves Above Waiting on a Customer, Others Get Too Familiar for the Good of the Business. Central Department of the L.C.C., gave three instances of the profit made on tea by the inclusion of the wrapper in the weight of the package:—

(a) A gain of 7lb. 3oz. in weighing up every 11lb.

(b) A profit of some thousands of pounds a year obtained by a firm with some hundreds of shops; and

(c) In another case the prosecution alleged that the practice represented a profit of at least £16,000 or £17,000 a year.

In connection with sugar he instanced a case where the proceedings showed that the sales worked out at 12,532 lb. of paper sold as sugar by the firm in twelve months.

Cutting Down Profits on Established Goods

One Grocer Selling for 20 Cents an Article Which Cost 25° Cents—Didn't Know That Money Was Being Lost—A Case of Price-cutting on Soap in Stouffville, Ont., Where Eight Bars of Laundry Soap are Being So'd for 25 Cents—Special Price From a Wholesaler.

Ву А. Н. Н.

One would think that there is no grocer foolish enough to purchase goods for \$3.10 per dozen and sell the same for \$2.40.

Yet this is an actual case and more-

Yet this is an actual case and moreover it was not a case of voluntary price cutting; the grocer—who in this case is a woman—retailed the goods at 20 cents each, thinking she was making a profit. They actually cost her 25 5-6 cents each and she was therefore losing 5 5-6 cents on every article, not taking into account her cost of doing business. This is at least 12 per cent.

The above case serves to show the need of close application to business. There are numerous grocers throughout the country doing this every week. They are actually selling goods for less money than those goods cost and they don't know it.

Merchants who are watchful and careful of their selling terms may doubt the statement but it is nevertheless an absolute fact.

Profits must be protected if headway is to be made. A man many open a grocery store who has a couple of hundred dollars and apparently exist a few years on a gross profit of 5 p.c. But all the time he is sinking into a hole which finally buries him.

Where Net Profit is too Small

Grocers of the next half century will look to adequate profits. Goods for instance which they purchase for \$1 per dozen, will not be sold at 10 cents each in places where the cost of doing business is 15 p.c. because that only means 1 or 2 per cent. net profit.

To offset the unintentional selling of

To offset the unintentional selling of goods below cost there is but one remedy. It is business education on the part of the person who buys and who decides upon the market price. He must know positively whether he is paying 15 or 25 cents each for articles.

It must be remembered that while

It must be remembered that while such unconscious price-cutting through ignorance of the cost is injurious to the retail trade as a whole, it effects more so the person who cuts the price. It makes it much more difficult for him to sell at the right price if he discovers his mistake, and also to sell other goods, the relative values of which are known to the general public.

If an article is sold by one grocer at 15 cents which should be sold at 30 cents, other merchants in the vicinity soon find it out. Requests are made upon them for the same price and they are often branded as "cheats" if they do not give it.

In such cases it is wise to inform the price cutter that he is selling much below cost and that he is making a price which will be recognized as the established one if others meet it. Then if they do there will be no special benefit coming to him even if he were the first one to make it. The final result would be that the whole trade in that district will be losing money when they might just as well be making a legitimate profit.

A Cut in Soap Prices.

Word emanates from Stouffville, Ont., that one grocer there is selling 8 bars of —— soap for 25 cents. His competitors claim that he is not obtaining it from the manufacturer, but from a wholesaler who gives him a special price whereby he can sell it at $3\frac{1}{5}$ cents a bar and break about even.

at from the manufacturer, but from a wholesaler who gives him a special price whereby he can sell it at 3½ cents a bar and break about even.

If he advertises well, he is going to sell pretty nearly all the laundry soap in Stouffville for a time. If the source of supply cuts off the special price to him—as it should—then he will be worse off than ever in going back to the established.

tablished figures.
On the other hand should he continue to sell 8 bars for a quarter others will in time meet his price. Eventually that will become the established price in Stouffville—no one will benefit and all will suffer. The grocer who cut the price in the first place will then have to carry the blame. "He made the rope to hang his competitors and got hung himself."

These are representative evils in the trade which demand attention and when they are successfully coped with the trade will be on a much more sound basis.

EXTRA-PROVINCIAL LICENSE.

Law Which Comes Into Effect in British Columbia on July 1st.

Vancouver, B.C., June 16.—The law respecting Extra-Provincial Corporations doing business in British Columbia passed at the last session of the legislature comes into effect on July 1st.

Regarding the licensing and registration of extra-provincial companies the law reads:

Every extra-provincial company having gain for its purpose and object within the scope of this act is hereby required to be licensed or registered under this or some former Act, and no company, firm, broker or other person shall, as the representative or agent of, or acting in any other capacity for any such extra-provincial company carry on any of the business of an extra-provincial company, within this province until such extra-provincial company shall have been licensed or registered, as aforesaid.

This section shall app'y to an extra-provincial company, notwithstanding that it was heretofore registered as a foreign company under the provisions of any Act, 1898, c. 13, s. 5; R.S. B.C., c. 44, s. 123.

Disabilities and Penalties. If any extra-provincial company shall, without being licensed or registered pursuant to this part, carry on in the Province of British Columbia any part of its business, such extra-provincial company shall be liable to a penalty of fifty dollars for every day upon which it so carries on business, and so long as it remains unlicensed or unregistered under this Act, it shall not be capable of maintaining any action, suit or other proceeding in any court in British Columbia, in respect of any contract made in whole or in part within this province in the course of or in connection with its business, contrary to the requirements of this

Provided, however, upon the granting or restoration of the license or the issuance or restoration of the certificate of registration or the removal of any suspension of either the license or the certificate, any action, suit or other proceeding may be maintained as if such license or certificate had been granted or restored, or such suspension removed before the institution of any such action, suit or other proceedings."

When the act was being drawn up there was a provision respecting the doing of business through travelers or by correspondence, but at the last minute this was thrown out. It read:

Provided that taking orders for or buying or selling goods, wares and merchandise by travelers or by correspondence, if the company has no resident agent or representative and no office or place of business in British Columbia, shall not be deemed a carrying on of business within the meaning of this Act.

Provided, also, that the onus of proving that a company has no resident agent or representative and no office or place of business in British Columbia, or that it is not carrying on business in British Columbia, shall in any prosecution for any infringement of this section rest upon the accused, and

Therefore, all incorporated companies, doing business in this province in any way, should either obtain license or become registered before July 1st, as otherwise, they will be not only liable to penalties, but will be unable to maintain any action suits or other proceedings in the courts of British Columbia.

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The Markets-Prospects of Canned Goods Prices

Will Opening Prices be Higher or Lower Than a Year Ago?-The Former Is More Likely, But Advances Will be Slight-Big Crop of Strawberries Will Require Plenty of Sugar-Prices May Go Up Again-Firmness in Dried Fruits.

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

OUEBEC MARKETS

POINTERS-

Sugar-Firm.

Seed Tapioca-1/2c higher.

Prunes-Firm and likely to advance.

Canned Beef-Higher.

Montreal, June 16, 1910.

Since the weather has cleared up, trade has received a big impetus, and nearly all lines of trade report improved conditions. Collections are much better and orders are being placed for season supplies, where before they were only to meet immediate requirements.

Prices are much the same as last week. the most noteworthy advances being seed tapioca and the three lines of canned

Country buyers are much more numerous and local retailers are laying in larger stocks. Taken all in all, this summer trade promises to be good.

Sugar remains firm in spite of a slight-

ly weaker raw market.

A rather alarming report regarding the tomato situation has been spreading, and has greatly increased the buying in this line. Other vegetables have had a good fair share of this demand, due to the same cause.

Sugar-Raw sugars show a slightly weaker condition this week, though they are still high enough to warrant present refined prices. Trade is dull, however, and buyers seem to be waiting for the weather to settle down before laying in any large supply.

Franulated,																			5
"	20-lb.	bagi	B																5
"	Imper	ial.															 		4
"	Beave	r															 		4
Paris lump.	boxes.	100	lbs																5
11 11	"		lbs																6
44 44	**		lbs																6
led Seal. in	cartor																		õ
rystal dian																			5
rystal diam		100																	5
"	**	50			4														C
	**																		6
		25																	
			lb.																0
Crystal Dian			inc	es.	, 5	-lb	. c	ar	to	\mathbf{n}	8,	e	ac	h	١.				0
extra groun	d, bbls																		5
	50-1b																		5
"	25-lb	. bo	XOR	i															6
owdered, b	bls																		5
	0-1b. be																		5
hoenix																			5
Bright coffe																			5
To. 3 vellow																			5
To. 2 "																			4
70.1 "	bags.										• •			• •			٠.		4
NO. 1											:	:	5.	: .		٠.	• •		-
Bbls. granul above ba			ell	OW	п	lay	D	0	na	ıd	a	U	OC	3.					
· C	The state of		*	1					C						1			1	

Syrup and Molasses—Several sales of Barbadoes are reported to local jobbers at slightly lower prices. The situation is good however, and supplies seem to be getting short. Jobbers report sales

Syrups are only having a fair sale.

-	- 1			0.20	0 38
Fancy	Barbadoes	molasses,	puncheons	0 30	
			barrels	0 38	0 39
**	"	**	half-barrels,	0 40	0 41
Choice	Barbadoes	molasses.	puncheons	0 31	0 33
**	"	**	barrels		0 36
**	"	**	half-barrels	0 36	0 38
New C					0 28
Antig					0 30
Porto	Rico				0 40

Corn syru	ps, bbls										6		. 0	103
"	g-bbls												. 0	034
"	1-bbls												. 0	03
"	381-lb. pails	· · · · · · · · · ·						٠.	٠.				. 1	80
Cagos 2.11	25-lb. pails tins, 2 doz.		• •	• •	• •	• •	• •	٠.	٠.				. 1	30
5-1). " 1 doz.	per case												85
" 10-1		**	::											75
' 20-1	. " doz.													

Tea-The tea situation is much the same as last week, with some trade for the expected new Japan cargo. samples are pronounced excellent.

Prices show a slightly higher tendency for Japans. Others are steady.

Choicest			0 40	0 50
Choice			0 35	0 37
Japans-Fine			0 30	0 35
Medium			0 25	0 28
Good common			0 21	0 23
Common			0 19	0 21
Ceylon-Broken Orange 1				0 40
Pekoes				0 22
Pekoe Souchons			0 20	0 22
India-Pekoe Souchongs			0 19	0 02
Ceylon greens-Young H	vsons		0 20	0 25
Hyson			0 20	0 22
			0 19	0 22
China greens-Pingsuey			0 14	0 18
	"		0 20	0 30
"		pinhead	0 30	0 50

Coffee-There is a strong upward movement in coffees, particularly in Santos. This line is becoming gradually firmer, and will probably end in an advance unless something unforeseen occurs. Sales are good in all lines and the demand seems to be well distributed among the various manufacturers.

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

Spices-Gingers are still firm. In fact there is a firm tone throughout the spice market. Manufacturers report a rushing business in all lines and the best of it is that there seems to be no letup.

With the fine weather now prevailing there seems to be a likelihood of a record

		I	e	·1b.			I	Per	-
Allspice	0	13	0	18	Ginger, whole Cochin	0	15	0	2
Cinnamon, whole	0	16	0	18	T. Cochin	0	17	0	2
" ground	0	15	0	19	Mace			0	7
Cloves, whole	0	18	0	30	Nutmegs				
Cloves, ground .	0	20	0	25	Peppers, black	0	16	0	1
Cream of tartar.	0	23	0	32	white .	0	20	0	2

Dried Fruits-The prune market is strong and seems certain to advance prices in the near future.

The trade in Valencia raisins is good. In currants it is improving, and prices show additional firmness.

Currents,	fine filiatras, per lb., not cleaned	0 05
"	Patras, per lb	0 08
Prunes-		0 09
50-60		0 08
		0 06
80-90		0 06
Raisins— Austral Old see	lian, per lb., (to arrive)	0 09
"	fancy seeded, 1-lb. pkgs	0 09 0 08 0 09
	sultana, per lb	0 10 2 25 0 05
Valenc	select, per lb	0 06

Nuts-New York reports the Brazil situation somewhat of a puzzle. The better grades are holding much higher than was expected. This has had an upward effect on the local market, and the better grades are hard to obtain. This year's crop seems to be of poor quality. Trade generally is rather slack.

In shell—		
Brazils	0 144	0 15%
Filberts, Sicily, per lb		
" Barcelona, per lb		
Tarragona Almonds, per lb		
Walnuts, Grenobles, per lb		
Marbots, per lb		
Cornes, per 10		0 111
Shelled—		
Almonds, 4-crown selected, per lb	0 321	0 35
" 3-crown " "	0 314	0 33
2-crown " "		0 30
(in bags), standards, per lb		
Cashews	0 15	0 17
Peanuts—		
Spanish, No. 1		0 12
Virginia, No. 1		0 15
Pecans, per lb		0 65
Pistachios, perlb		0 75
Walnuts-		
Bordeaux halves	0 28	0 30
Brokens	0 23	0 27

Evaporated Apples-The market is again dull and export trade has apparently about exhausted itself. The trade are very much dissatisfied with the local situation during the past few months. Evaporated apples, prime..... 0 08

Beans and Peas-Export demand has finally dropped off to a certain extent. There is still sufficient to support prices

In peas the situation is weaker, but no change has taken place as yet.

Ontario prime	pea beans,	bushel	 	2 30
Peas, boiling,	bag		 	2 50

Rice and Tapioca-The recent rice advance has somewhat checked the sale of this commodity, though there is still a fair trade passing.

In tapioca there has been a still farther advance in seed tapioca, which is now quoted at 6-7e. There is still no change in pearl.

Rice	, grade	B, bags, 250 pounds	2 90
**	"	" 100 "	2 90
	**	" 50 "	2 90
**	**	pockets 25 pounds	3 00
**	**	pockets, 121 pounds	3 10
14	grade	c.c., 250 pounds	2 80
**	- 11	100 "	2 80
**	**	50 "	2 80
**	**	pockets, 25 pounds	2 90
**	**	pockets, 121 pounds	3 00
Tapi	oca, me	edium pearl 0 05	0 06

CANNED GOODS

MONTREAL-Excitement has been caused by reports of frost damage to the tomato crop. If true, prices are sure to feel the effect. Already a heavy business is passing at present prices.

Fruits are oly in fair demand, while the sales of vegetables continue large.

Canned beef prices have been ad-

vanced to \$1.80 and \$3.15. Trade is good at those prices.

Peas, standard, dozen					
Peas, early June, doze	n		1 071		
Peas, sweet wrinkled, o	dozen		1 10	1	12
Peas, extra sifted, doz	en		1 525	1	60
Peas, gallons			3 87	3	921
Peas, gallons Pumpkins—3 lb., \$1.00	; gallon,	§3.00.			
Beans, dozen					874
Corn, dozen			0 80		821
Tomatoes, dozen (Onta	ario and G	(uebec)	0 85		90
Strawberries, dozen					5C
Raspberries, 2's, dozen					80
Peaches, 2's, dozen					76
Peaches, 3's, dozen				2	65
Pears, 2's, dozen				1	65
Pears, 3's, dozen				2	40
Plums, Greengage, do:	zen			1	60
Plums, Lombard doze				1	00
Lawtonberries, 2's, do	zen			1	60
Clover Leaf and Hor	rseshoe br	ands salmon-			
1-lb talls, per dozen				1	87%
1-lb. flats, per dozen				1	30
I-lb. flats, per dozen .					021
Other salmon-					
Humpbacks, dozen			0 95	1	00
Cohoes, dozen			1 35	1	40
Red Spring, dozen			1 60	ī	65
Red Sockeye, dozen .			1 85	2	00
Lobster Futures—				-	-
1-lb. flats, doz., \$2.40		ls, doz., \$1.25.			
1-lb. flats, doz., \$4.50	J.			0	50
Compressed corned	* 00	Minced collops,			
beef, 1s	1 80	Corned beef hash			6)
Compressed corned		Corned beef hash	1, 28.		80
beof, 2s	3 15	Jellied hocks, 2s.			50
English brawn, 2s	3 00	Jellied hocks, 6s.		10	00
Boneless pigs' feet, 2s	3 00	Paragon ox ton	gue,	-	
Ready lunch veal loaf		128			50
\$8	1 30	Paragon ox tongu		8	50
Ready lunch yeal loaf		Paragon or ton	gne.		

TORONTO—Wholesalers are practically sold out of peas and prices are much higher than the opening figures which came out last July. While corn is quoted at 80c, a number of jobbers would not care to sell that low and tomatoes are firm at 85 cents; some declare they ought to be higher.

So far as canned fruits are concerned all prices are strong and since opening last year are 7½c higher. It is believed that not many canned raspberries are yet on hand, but that there are more strawberries. The latter fruit will be a bumper crop this year and there is likely to be a glut at some time during the season. Canners will therefore likely buy them rather cheaply.

Opening prices for canned goods will be out some time in July. It is not anticipated that they will be lower than last year's opening figures as then canners were shading as near to cost as possible in view of competition. Neither is it expected that they will be much higher this year at least, and if they are sold to wholesalers on the contract selling plan basis, they are likely to remain pretty much uniform during the season. This arrangement is probable this year.

Beans 0 80 0 90	Red pitted cher-
Corn 0 80 0 85	ries, 2's 1 75
Peas 1 10 1 60	Gallon apples 2 45 2 75
Pumpkins 0 80 0 90	Bartlett pears-
Tomatoes, 3's 0 85 0 90	Heavysyrups, 2's 1 65
Strawberries, 2's 1 42t 1 55	Light " 2's 1 15
Raspberries, 2's. 1 75 1 85	Heavy syrups, 2's 1 65 Light 2's 1 15 Heavy 3's 2 40
Peaches, 2's 1 60 1 65	Light " 3's 1 70
" 3's 2 65	Lombard plume
Lawtonberries 1 65	Lombard plums, 2's 0 80 0 85
Clover Leaf and Horseshoe br	rands salmon:
1-lb. talls, dozen 2 00	Red Spring, doz 1 85
1-1b. flats, dozen 1 371	100 Spring, 402 1 60
1-lb. flats, dozen 2 15	
Other salmon prices	Lobsters, halves,
are:	Lobsters, halves, per dozen 2 00 2 25
Humphacks doz 0 95 1 00	Lobstors over
Humpbacks, doz 0 95 1 00 Cohoes, per doz. 1 45 1 50	tore pordozen 1 40
Conoes, per doz. 1 40 1 50	ters, per dozen 1 40
Strawberries, per case	
Lawtonberries, 2's	
Haspberries, 2's	3 67
Apples, gallon, per dozen	
Peaches, 2's	
Pears, 2's	
Plums, 2's	
Tomatoes, 3's	2 10
Corn, 2's	
Beans, 2s	
Peas 2's	

ONTARIO MARKETS

POINTERS-

Canned Peas—Almost all sold.
Canned Fruits—Firm market.
Sugar—Large demand.
Starch—Selling well.

Toronto, June 16, 1910.

Warmer weather has stimulated trade considerably during the week. This is particularly so in the case of sugar, canned fruits and vegetables and dried and evaporated fruits. Now is the time to expect hot weather and it is here; and when it comes in season trade responds in particular lines, the same as it does when cold weather comes in its proper season.

So far as prices are concerned there have been few changes. Sugar is temporarily weak but nothing but manipulation contrary to its natural tendency will make it decline. With the strawberry season upon us it is bound to sell rapidly and there is little or no likelihood of it going down. It is generally believed that the end of the month will see another advance.

Teas are quite strong. Reports from the east indicate that newly picked Ceylons are showing a falling off in quality and flavory teas are likely to be scarce. New crop Japans are expected here soon.

Evaporated apples are strengthening and quoted by some higher than a week ago. The reason is that the supply is getting short.

Currants are firm in primary markets due to rains in Greece, while raisins, almonds and olives are strong in Spain due to drought.

Laundry starches are enjoying a heavy sale just now, this being their best season.

Sugar-Locally the sugar market remains about the same as a week ago. Sales are heavy because retailers are anticipating the strawberry preserving season and are getting supplied. This fruit will be an enormous crop and will be fairly cheap so that sugar will sell well from now on. While temporarily the market is not so strong, there is no chance for a decline unless unnatural manipulation, which no person can foresee, takes place. Prices are some 60c higher than a year ago and are likely to go higher before many weeks pass. So far as the visible supply is concerned the total stock of Europe and America, 2,528.572 tons, as against 2,683,823 tons last year at the same date. The decrease of stock is 155,251 tons, against a decrease of 172,292 last week. Total stocks and afloats together show a visible supply of 2,668,572 tons, against 2,788,-823 tons last year, or a decrease of 120,-251 tons according to Willett & Gray.

Paris lumps,			6 15
"	in 50-lb.	"	6 25
"	in 25-lb.	44	6 45
Red Seal			7 20
St. Lawrence	e "Crysta	Diamonds,	barrels 5 95
			1 barrels 6 05
	**	"	100 lb. boxes 6 15
**	**	***	50 lb. boxes 6 25
**	44	44	25 lb. boxes 6 45
"		**	cases, 20-5 boxes. 7 70
"	41	Dominos, o	cases, 20-5 boxes 7 70
Redpath ext Imperial gra	ra granul	ated	5 30 5 00
St. Lawrence	e granula	ted, barrels.	5 30

Loadia gran	ulat	ted (l	ag	8 8	nd	b	ar	rel	s)					 ٠.					5
Wallacebur	g													 					
t. Lawrence	e go	lden	, bl	bls										 					4
Dalaha andla			•																K
No. 3 yello	W													 					5
No. 2 "														 					5
No 1 "																			4
Franulated	and	vell	w.	10	0-1	b.	ba	VZ	Б	1	es	4	th	n	b	ol	8	ü	

Syrup and Molasses—There is not much trade in these goods just now outside of orders going to construction camps in the north. Their season is about over as no person now who can buy fresh strawberries at 10c per box will use them.

Syrups—	Pe	rcase	Maple Syrup—	
2 lb. tins, 2 doz.			Gallons, 6to case	
in case		2 50	1 " 12 "	5 40
5 lb. tins, 2 doz.			Quarts, 24 "	5 40
in case		2 85	Pints, 24 "	3 00
10 lb. tins, doz.			Molasses-	
in case		2 75	New Orleans,	
20 lb. tins, 1 doz.			medium 0 28	9 30
in case		2 70	New Orleans.	
Barrels, per lb		0 034	bbls 0 26	0 28
Half barrels, lb.			Barbadoes.extra	
Quarter " "		0 03	fancy	0 45
Pails 384 lbs. ea.		1 80	Porto Rico 0 45	0 62
Pails, 38 lbs. ea		1 30	Muscovada	0 30
				-

Dried Fruits—For a time wholesalers found difficulty in selling dried and evaporated fruits, but recently they have sold well. Prunes are scarce in the medium sized and are firming up at the coast. Some wholesalers are out of apricots almost and prices are marked up. There is little or nothing doing in figs and dates as is usual at this time. Currants are strong in Greece, due to wet weather, as pointed out last week. Raisins are firm in the Spanish market but no price changes are expected to the retailer for a time at least.

Prunes-								. 61	44
30 to 40, ir	25-lb.	boxe	B			. 0	11	0	11
40 to 50	**	**				. 0	08:	0	09
50 to 60	**					. 0	061	0	07
60 to 70	**	**				. 0	06	Õ	07
70 to 80	44	41				0	051	ñ	ne
80 to 90	**	**				0	OF	ň	06
90 to 100	**	44						ň	05
	seit in 5	O.Ih		d cent le				٠	00
	uic iii o	0-1D.	DOAGS	f cente re					
Apricots-								-	
Standard.						. 0	14	ŭ	10
Choice, 25	Ip pox	es							15
Fancy,						. 0	17	0	20
Candied and	d Drain	ed P	eels-						
Lemon		0.09	0 11	Citron		. 0	14	0	17
Orange								~	
Figs-	******		8 0 125						
W01	- Ih					0	ne	0	10
Tapnets,	10					. 0	001	ň	M
Par for						. 0	03	č	04
Bag figs						. 0	001	V	08
Dried peach									
Dried apple	8							0	08
Currents-									-
Fine Filiatr	88	0 06	0 07	Vostizz	88	. 0	084	0	US
Patras		0 071	0 08						
Uncle	aned to	cle s							
Raisins-									
Sultana									07
" fanc	CV					. 0	06	0	07
" ext	ra fanci	7				. 0	081	0	09
Valencias, r	new					. 0	054	0	06
Seeded, 1 lb	nacket	s far	DOV						08
									07
" 120	Z 66	, .	11			• •	•••		06
Dates-	•							۰	·
Hallowees.		0.05	0 051	Wands of	holecut			0	10
Sairs		0 05		Fards C	HOICESC				11
Gairs		0 00							
Tea-	Rang	rte	ind	licata	that	+1	00	r	10
1 ca	rech	ni ro	1110	illate	that	UL	10		10

Tea—Reports indicate that the new crop Japans are equal in quality to last year, but that the aggregate crop quantity will be less. Prices are firm in Japans, and are from 1 to 2 cents higher than last year. Ceylons and Indians are also firm. A recent London cable says that the quality of Ceylons is falling off and the flavory teas are likely to be scarce for a time. The weather has not been all that is required for the right growth.

Coffee—The coffee market shows no features of interest. The local demand is good for quality coffees.

Rio, roasted.... 0 12 0 15 Santos, roasted. 0 13 0 17 Maricaibo, " 0 14 0 20 Rio green..... 0 10 0 11

Rice and Tapioca—Wholesalers report a weak market in rice so far as prices are concerned. Sales have been fairly good. strong being growin

Rice, at Standar M Rangoo Patna... Japan... Java... Caroline Sago... Seed taj Tapioca

Nut light drough Brazil orders Almonds

Spic tively for the ent sea Peppers,

Peppers,
white.
Ginger.
Clinnamor
Nutmeg.

Eval
higher
quotin
'Evap:

Bean the statis firm winter Prime beat Hand-pick

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granula Sugar, In Val. raisi Oal. Prunes. Currants. Dried app Flour, St bbl... Commeal ibs... Beans, pe Rice, per Tapioca, p Evaporate apples. Butter, E dairy in

good. On the other hand tapioca is strong, attributed to so much attention being taken up with rubber in the tapioca growing countries.

Rice, stand. B.	. 0	Per 023	
Standard B. from mills, 500 lbs. or over, f.o.b Montreal.			9 85
Rangoon	. 0	034	0 034
Patna	. 0	05	0 05
Japan			
Carolina			0 11
Sago	. 0	05	
Seed tapioca		***	0 06
Tapioca, medium pearl	. U	05	0 05

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14 0 17

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Nuts-Almonds are reported to be a light crop in Spain on account of drought. Walnuts are strong and so are Brazils. Local trade is slight, not many orders being sent in from retailers.

Almonds.	Formigetta		0 11
"	Tarragona	0 111	0 12
**	shelled	0 32	0 35
Walnuts,	Grenoble		0 131
"	Bordeaux		0 11
"	Marbots		0 12
**	shelled		0 30
Filberts.		0 12	0 124
			0 18
Brazils		0 15	0 151
Peanuts,	roasted	0 08	0 12

Spices—The spice market is comparatively quiet with only the usual demand for those which are used during the present season.

Peppers, black. 0 15	0 18	Cloves, whole	0 25	0 35	
WILLIO, U AA	0 25	Cream of tartar.			
" whole,		Allspice			
black	0 16	" whole			
Peppers, whole,		Mace, ground	0 75	0 80	
	0 23	Mixed pickling			
Ginger 0 22	0 25	spices, whole			
Cinnamon 0 21	0 23	Cassia, whole	0 20	0 25	
Nutmeg 0 20	0 30	Celery seed		0 24	

Evaporated Apples-This market is higher than a week ago, some jobbers quoting them 3/4 of a cent in advance. 'Evaps' are getting into small compass. The price quoted is 71/2c.

misporatou appros.			0 012
Beans-Be	ans are	firm, \$	2.10 being
the standard	price for	primes.	Demand
is firm as it	has been	during	the entire
winter.			

Prime beans, per bushel	2 10
Hand nicked beens per bushel	9 95

BRITISH COLUMBIA MARKETS.

Vancouver, B.C., June 16, 1910. Another drop in flour has been made, the quotation now being \$6.50. Still there has been no reduction in the price of bread, and the declaration is made that inferior flour is used to a large extent, this having come into requisition when the price soared.

Local butter for the first time for a long period has come down to 30c from

There has also been an advance in the price of canned salmon, the best grades going up from about \$5.75 to \$6.50.

Sugar, standard	Butter, local
granulated 5 90	creamery 0 30
Sugar, Imported 5 25	Eggs, California 0 28
Val. raisins, lb 0 051 Cal. " 0 071	Eggs, local 0 33 0 35
Cal " " 0 071	Cheese, Ontario 0 144 0 154
Prunes 0 052 0 074	
Currants 0 061 0 081	Bacon 0 28½ 0 29½
Dried apricots 0 11 0 13	Lard, pure 0 181
Flour, Standard,	Lard, compound 0 17
bbl 6 50	Potatoes-
Cornmeal, p. 100	Ashcrofts, ton 20 00
lbs 2 60	
	Local, ton10 00 12 00
Beans, per lb 0 034 0 044	Cal. Burbanks 32 00
Rice, per ton68 00 76 00	Canned Goods-
Tapioca, per lb 0 032	
Apples, box 2 75 3 00	Peas, Early June 1 35
	Tomatoes 1 274
Evaporated	Corn 1 02
apples 0 081	Apples 3 43
Butter, Eastern	
dairy in tubs 0 25	Strawberries 1 771
	Respherries 2 021
Butter, Eastern	
dairy, choice 0 30 0 32	Canned salmon 6 50

NOVA SCOTIA MARKETS.

Halifax, N.S., June 16, 1910.

The wholesale grocers report business fully up to the average for the season of the year.

The butter market shows considerable improvement this week, and prices are much easier. Good dairy butter in rolls and small tubs, is more plentiful. Choice creamery is also down 2c per pound. Eggs are in fairly good supply, and are still selling at 19c per dozen.

Prices of provisions continue high, and there does not seem to be any indication of a drop. The best hams are quoted at 181/2c, and side bacon at 20c. These prices are higher than ever before quoted here. There is a marked decrease in the sales of lard, owing to the high price. Tomatoes (canned) are 97½c, less 2½c per dozen on ten-case lots. Rolled oats are lower. There is a good demand for oranges. bananas, pineapples, and the quality of the fruit is excellent. The late arrivals of U.S. strawberries are of better quality.

Creamery prints	Beef, Canadian
per lb 0 27	per bbl 18 00 19 0
Creamery solids	Hams smoked 0 18
per lb 0 26	Pork, fresh 0 10 0 11
Dairy, tubs, lb. 0 23 0 24	Codfish, quintal 5 50
Fresh eggs, doz 0 19	Herring, pickled
Sugars-	per bbl 5 00
Extra Standard.	Apples, per. bbl. 1 50 3 00
granulated 5 30	Potatoes-
Austrian, bags,	P.E. Island, bag 1 50
granulated 5 20	Nova Scotia 1 50
Bright yellow 5 10	Onions, Spanish
No. 1 yellow 4 80	
Flour h. wheat	ber 1b 0 02
per bbl 6 10 6 20	Onions, Ameri-
	can, per lb 0 02
Flour, Ontario	Onions, Bermu-
blends, bbl 4 75 5 00	da, per box 1 50
Cornmeal, bag. 1 55 1 65	
Oats 0 48 0 50	Molasses, fancy
Pork, American	Barbados, bbl 0 36
per bbl 30 00	Molasses, fancy
Pork, clear bbl 31 00	Barbados, gal 0 32
Beef, American	
plate per bbl 20 00	Beans, bushel 2 25
	Rolled Oats, bbl 4 7

NEW BRUNSWICK MARKETS.

St. John, N.B., June 16, 1910.

Ontario flours dropped another 15c on Friday last, and the wholesale quotation is now \$5.50 to \$5.60 per barrel. Since the first of January the price of Ontario brands has declined 55c, and Manitoba 40c. Butter has dropped 2c a pound, and is now selling at 18c to 20c in tubs, and 22c to 25c in prints. Prices in other lines are unchanged.

As a result of price-cutting by the local retail dealers the consumers are getting bananas cheaper here now than they can be bought in Boston, where they are landed direct from the steamers. The fruit is selling at 10c to 15c a dozen, and in some cases as low as three dozen for 25c.

Sugar-	E E0	Rice, lb 0 031 0	0
Austrian " 5 30	5 50 5 40 5 30	Beans, hand picked, bus 2 20 2	2
Flour, Manitoba 6 15	6 25	Beans, yellow eye, bus 3 50 3	68
	5 60 1 60	Cheese, new, lb 0 14 0	14
" bbls. 3 15	3 20 5 10	Lard, compound lb 0 14 0	14
Buckwheat.	0 10		1
west. grey, bag 2 90 Val. raisins, lb 0 052		Bacon 0 18 0	20
Cal. raisins, seed- ed 0 071	0 081	Pork,domestic mess 28 00 28	54
Currants, lb 0 07 Prunes, lb 0 05	0 071	Pork, American clear 29 50 32	00
Molasses, fcy.	0 33	Strawberries, dozen 1 70 1	8
Butter, dairy,	0 25	Salmon, case— Red spring 6 50 6	7
Butter, cream-			3 2
	0 30 0 20	Peaches, 2's, dozen 1 75 1	8

Eggs, case 0 17	0	18	Peaches, 3's,				
Potatoes, bbl. 1 25	1	50	dozen	2	85	2	95
Canned goods-	15		Baked beans,				
Peas, doz 1 15	1	55	dozen	1	20	1	30
Corn, doz 0 90	Õ	95	Fish-	•		•	-
Tomatoes, dz 1 00		05	Cod, dry	3	00	4	25
Raspberries,	-	•	Herring, salt,		00		20
dozen 1 95	2	05	bbls	4	75	5	00
	-	00	Bloaters boy		85		

GROCERS PASS STRONG RESOLU-TIONS.

Want Manufacturers of Proprietary Goods to Sell on Contract Basis-Object to a Price Advance.

Toronto, June 17.—On Monday night the grocers' section of the Toronto branch of the R.M.A., met and among the resolutions adopted were the follow-

ing:
"That in the opinion of this section it is desirable that the retail grocers should be represented on the joint committee of wholesalers and retailers called to discuss trade questions, by five active grocers at present engaged in business and we recommend that the executive of the provincial section be urged to exercise their authority and appoint five such active grocers on that committee." "That the representatives of this sec-

tion of the R.M.A., who meet with the committee of wholesalers to confer with manufacturers with respect to better trade conditions, be instructed to insist upon all manufacturers of package goods and proprietary articles sold in the ground trade marketing their products of the control of t and proprietary articles sold in the grocery trade, marketing their products on a direct contract plan thus maintaining a uniform price and insuring to the retailer a legitimate living profit."

"That a committee consisting of W. L. Collard, D. W. Clark and J. F. Holloway, be appointed to wait upon the charcoal firms re the recent advance in the price to the retailer."

"That a committee consisting of five be appointed to wait on a committee

be appointed to wait on a committee from the Toronto Retail Grocers' Association to confer re possibility of amalgamation."
"That the executive board interview

the Board of Works in regard to having our pavements properly laid and that the Teamsters' Union, the Wholesale Grocers' Guild and the Bakers' Associa-tion and all others interested in the weliare of horses be asked to co-operate with us in this matter."

There was also a resolution passed disapproving of the action of a soap manufacturing company in reducing the size of the bar of its soap instead of raising the price and "thus giving the grocers an opportunity to make a fair profit by selling it at 5c a bar."

ST. LAWRENCE MILLING CO.

A meeting of the stockholders of this new Montreal milling concern was held last week to elect officers and pass on plans for their new mill. George A. Grier, president, Thos. Williamson, vice-president; Lt.-Col. A. E. Labelle, managing director, R. Forget, M.P., and C. J. Fleet, K.C., directors, was the result of the election. Colonel Labelle and Mr. Williamson, were formerly in corporate.

Mr. Williamson were formerly in connection with the Ogilvie Milling Co., Ltd.

It was reported at the meeting that all the stock, \$600,000 preferred and \$1,-200,000 common, has been taken up by private subscription.

The plans for the new mill were passed on and call for a mill of 2,500 barrels per day capacity. It is expected to be ready by the first of next year. Temporary offices have been taken at 1110 Notre Dame St. West, Montreal.

DIRECTORY OF

Manufacturers, Manufacturers' Agents, Brokers, Etc.

BRITISH COLUMBIA

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Importers and Roasters of High Grade Coffees.

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

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

Mail orders promptly attended to.

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F. G. EVANS & CO.

39 Water St. VANCOUVER, B.C, Wholesale Grocery Brokers and Manufacturers' Agents

Correspondence Solicited.

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The largest packers and shippers of firstclass Fruits of all kinds in British Columbia. OFFICE AND WAREHOUSES COR. WHARF AND YATES STS. - VICTORIA Branch at 140 Water Street, Vancouver.

Wholesale Manufacturers' Agents
Correspondence Solicited.

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J. Y. GRIFFIN

R. Robertson & Co.

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Wholesale Brokers groceries, produce, fruits, grains

Importers and Exporters

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

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

McLEOD & CLARKSON

Manufacturers' Agents and Wholesale Commission Agents

144 WATER ST., VANCOUVER, B.C.

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

Andrews & Nunn

Manufacturers' Agents and Wholesale Commission Merchants

Codes—ABC5th Edition, Western Union

615 Dominion Trust Building VANCOUVER, B.C.

Correspondence Solicited Highest References gı

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315

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

West India Co., Ltd.

The Canadian house of

Sandbach, Parker & Co., Demerara, B.G. Sandbach, Tinne & Co., Liverpool, Eng. and with agents and correspondents in all British West Indian Islands.

WEST INDIAN PRODUCE

of all descriptions.

WRITE US FOR PARTICULARS, PRICES, ETC.

305 St. Nicholas Building,

MONTREAL

"If the Grocers Would let Them"

A prominent tea man said last week in private conversation: "Nearly every family in Canada would be using 40c. tea if the grocers would let them."

Then if your tea trade is not mostly in the 40c. grade and better you are missing two golden opportunities, more satisfied customers and larger profit.

The 40c grade of Red Rose Tea (Blue Label) is the best tea in Canada at the price. More than any other tea it will help you to get your tea trade on a 40c. basis. Recommending RED ROSE steadily will do it. Why not begin to-day?

Red Rose Tea

Front Street East,
Toronto, Ont.

is

"Is Good Tea"

GLOBE STRAWBERRIES

2's, Heavy Syrup \$1.00

L. Chaput, Fils & Cie. Distributors Montreal





TASTE THE

TASTE OF







If so, read what a Pacific Coast firm have to say about the keeping qualities of

Frou-Frou

The World's Greatest Wafer.

MacGreegor Specialty Company.
Toronto, Canada.

Seattle, Washington, Feb 1, 1910

GENTLEMEN:

In reply to your favor of 27th ult., would beg to state that Frou-Frou is the best seller we know of on this coast, once an order is placed it means a repeater.

The goods have many great merits, one of the principal ones being they keep fresh, moist and sweet indefinitely, never knew of a single can becoming rancid. We placed Frou-Frou on the Great Northern R.R. Steamer "Minnesota," one of the largest in the world, and it is on salt water all the time and in the different tropics, and we reserved a can for a test as to its keeping qualities, and on its last arrival here December 22nd, 1909, the can that was left open was just as fresh and sweet as when placed on board, being nearly a year back and forward from Japan, China, Manilla and other far Eastern points to the port of Seattle.

Yours faithfully,
THE THOMPSON-GAY CO.

Grocers run no risk in stocking this honey-combed, cream-filled wafer, any season of the year. The crispness and flavor of Frou-Frou are always the same.

FREE OFFER

We want every grocer in the Dominion to "Taste the Taste of Frou-Frou." Send along your name and address and we will mail you a sample tin, with full particulars.

TASTE THE TASTE OF FROU-FROU The Dutch Wafer of indescribable charm.

MACGREEGOR SPECIALTY

Canadian Distributors

TORONTO, ONT.



WIN

When you sell a Customer ordinary Coffee you have to make the whole sale. Chase & Sanborn's High Grade Coffees are half sold when you put them on your shelves

CHASE & SANBORN

MONTREAL

Get in on the Ground Floor

We are the most extensive and widely-known Commission Merchants in the West, and our special facilities for introducing new goods and for helping you to get in on the ground floor are unique and well worth investigating. Don't delay; the west is booming, and we can help you to introduce your goods to the very best advantage. Our large track warehouses at the leading strategic business points provide every facility for shipping and storage.

Write us fully to-day, advising what you have to sell, and we will tell you candidly what demand there is, and what chance you have of successful trading.

We will also handle you goods for you on a reasonable commission basis.

Nicholson & Bain

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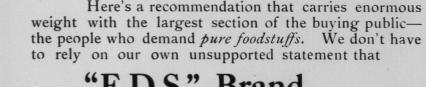
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Storage for all classes of merchandise.

Cars distributed from Calgary, Winnipeg, Regina, Edmonton and Ft. William

100 per cent. PURE



"E.D.S." Brand Jams, Jellies, Grape Juice and Catsup 🗟



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

Made by

E. D. SMITH

at his own fruit farms -WINONA, Ont.

B COLWELL, Halifax, N.S.;

WINNING ITS WAY!

EASIFIRST



SHORTENING

is the Popular Favorite and an Easy Winner in the Shortening League.

RDER FROM

GUNNS PORK AND BEEF PACKERS
TORONTO

HAMS BACON LARD

During the Summer months we will run out of Hamilton at least one refrigerator car which will make no stop this side of New Brunswick, except where ice may be required. This will insure good delivery of any goods you may have on order and also ensure delivery in good order.

F.W. Fearman Co.

IMITED

Hamilton

REINDEER
Coffee
With Milk and Sugar



Ready

No trouble to prepare Just add Boiling Water

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

MILD CURED

Breakfast Bacon Skinned Backs and Hams

Finest Quality. Made from Selected Hogs.

Made under Government Inspection.

The WM. RYAN CO.

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PACKING HOUSE:

FERGUS, - -

INT.

HEAD OFFICE:

70 and 72 Front St. East, TORONTO

11

Wa

Rep deman ure to ways to the also s hams.

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Proprices tion i

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Prove composition in the difference the difference the difference the aperticular cheaper fair.

Pure Lar Boxe Case: ""
Pails Pails Tubs

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Tiero
Pork—
Heavy Co
Bean por
Conada s
Ulear fat

Dry Sal Green bac Long clea Long clea Hams— Extra lar; Large size Medium s Extra smi

Butt

Warm Weather Aids Demand for Hog Products

English and Canadian Markets Stimulated—Heavy Production of Butter, But Consumption is Likewise Heavy—Export Demand for Cheese Light in View of Prices—Eggs Quite Plentiful

Reports from England indicate a brisk demand for bacon, due in a great measure to the warm weather, which is always bacon weather. The same applies to the Canadian trade, the weather here also stimulating smoked and cooked hams.

The week also showed a slight decrease in the prices of live and dressed hogs, due to somewhat heavier supplies, but there still remains room for declines before the bacon and hog product situation will be placed on a satisfactory basis.

Production of butter is heavy and prices show a weakness. The consumption is heavy, too, and it is not anticipated that prices will dip low. Supplies from Australia and Siberia have diminished on the English market, but the outflow from Ireland shows no signs of falling off. The supply as a whole has diminished.

Up to the present supplies of Canadian cheese on the London market have not been sufficient to overtake consumption. English buyers are unwilling to pay advances asked here and business is therefore somewhat quiet.

MONTREAL.

Provisions—The market is higher for compound lards, due to the continued high price of cotton seed, oil. The advance is ½c. Porks are easier, though the difference so far is slight. The market for cured meats is firm, hams being particularly so. Dressed hogs are 50c cheaper, and live 25c. Trade is only fair.

D T 3									
Pure Lard			11.					0	1.05
Boxes	, 50 10	s., per	lb						165
Cases,	tins,	each	10 lbs., p	er ID.					163
"	**	"	10 lbs., p						16%
									17
			s. net, p						17
			ross, pe						171
			perlb						161
Tierce	8, 375	lbs., pe	er lb					0	165
Compound	d Lar	d-							
Boxes	. 50 lb	s. net.	per lb.					0	131
Cases.	10-lb	. tins.	60 lha t	0 0000	ner	1h		0	134
**	5	**	**	**	"			0	13
"	3	**	**	44	- 11			0	134
Pails.	wood	. 201bs	net, pe	r lb					121
Pails.	tin. 2	Olbs. g	ross, pe	r lb.					12
Tube	50 lb	a net	per lb					n	131
Tierros	375	lhe y	er lb						13
	, 010	100.1 1	,62 20						10
Pork-									
Heavy Ca		short (out mess	, bbl.	35-45	pieces		30	
Bean pork								27	
Canada si			k pork, l	bbl. 45	-55 p	ieces		30	
Clear fat	backs							32	
Heavy fla	nk po	rk, bbl						30	50
Plate beet	r. 100	ib bbls						8	75
"	200	**						17	00
"	300							25	00
Dry Sal	t Mes	ta-							
Green bac	on. fl	anks. l	b					0	161
Long cles	r bace	on, hes	vy. 1b					0	16
Long olea	r baco	on, ligh	at. lb .					0	164
Hams									
Extre lar		s. 25 1	he unw	rds. I	b			0	16
Large size	18	0 25 11	s per	h					174
Medium s	ives	3 to 1	lhe ne	e lb					184
Evere am	all ein	10 1	0 13 lbs	DAP	1h			ň	191
Bone out,	molle.	d lave	a 16 to	ok the	Der	ih		ň	19
Done out	TULLE	m' fler 8	II, 9 to 1	9 the	, per	16		ň	194
Breakfast	hann	n Ene	Hab box	200.1	Per	Ib		0	19
Breakfast Windsor	Desca	The same	Manual DO	101000	her		****	0	20
A INGROL	DECOR	· sering	TAG' DEG	PRI DA	10:				16
Spiced rol	II DEC	DE, DOI	161622' F	nore, 1	her to				
Hogs, live	, per	OM6	1			******			00
are	seed,	ber om				******		10	50
1.44		th	L ! .				D	-1	-1

logs.

Butter—Butter is coming in freely at present, and prices show a weakening;

24½c is all that new milk creamery is bringing. All signs point to a large make this year, but undoubtedly the rapidly-increasing consumption will serve to keep the situation strong. Receipts for the week are 20.556 packages, as against 13,492 same week last year. For the season they are 80,370 packages, as against 60,633 same season last year.

New milk creamery	 0 241
Dairy, tubs, lb	 0 22
Fresh dairy rolls	 0 22

Cheese-Demand for export is still light, as New Zealand stocks in England are far from being exhausted. Locally the market is only fair, but about as good as could be expected at this time of year. Receipts are gradually going behind what they were at this time last year, being only 69,066 boxes, as against 70,174 same week last year. For the season they are 226,673 boxes, as against 208,788 same season, 1909. The reason assigned for this gradual loss is the closing down of several of the factories in order to go into the cream exportation business. It is not thought that the effeet will be as serious as at first was expected.

Quebec, large Western, lar	e		 	•••	 	 			0	11	0	113
"	twins		 		 			::			0	12
"	small. 20	lbs									0	12
Old cheese, l	arge										0	13

Eggs—Eggs are still coming in freely, but not quite in the quantities of last year. The price is still 20½c, though there is a feeling that the market may weaken slightly soon. Receipts for the week are 10,290 cases, as against 11,477 cases same week last year. For the season they are 72,284 cases, as against 75,492 same season, 1909. The situation is regarded as a strong one.

Maple Products-Maple products	are
still at a premium, and are all in	the
hands of the retailers and jobbers. I	Few
lots are obtainable at first hand. Pr	ices

Compound maple syrup, per lb	0	(4)	0 05	5
Pure townships sugar, per lb	0	10	0 11	i
Pure syrup, 8 lb. tin			0 70	
Pure syrup, 8 lb. tin			0 85	5

are still unchanged.

Honey—The honey situation shows little change. If anything, sales are slightly improved and prices show no change.

White clover comb honey (nominal price	s)	0	15	0	17
Buckwheat, extracted		0	081	0	09
Clover, strained, bulk, 30 lb. tins					
Buckwheat comb		0	121	0	13

TORONTO.

Provisions—There is a brisk demand for some lines of provisions which have been noticed since the warm weather began. Smoked hams, bacon and cooked hams may be mentioned in particular. There was a slight decrease in the quotations for live hogs this week, due to heavier offerings. Temporary supplies have been unusually heavy.

Long clear bacon, per lb	0	15		151
Smoked breakfast bacon, per lb	0	19		20
Pickled shoulder			0	111
Roll bacon, per lb	0	15	0	151
Light hams, per lb	0	18	0	181
Medium hams, per lb			0	18
Large hams, per lb	0	17	0	174
Cooked hams				26
Fresh shoulder hams				13
Shoulder butts	à	17		18
Backs, plain, per lb	1	101	0	20
	0	102	0	201
Heavy mess pork, per bbl	00	20	00	00
Short out may bb!	80	00	20	
Short out, per bbl	30	00	31	
Lard, tieroes, per lb.	0	154	0	16
u suos	0	16	0	16
paus	u	162	0	164
" compounds, per lb	0	12	0	141
Live hogs, at country points			9	00
Live hogs, local	9	15	9	25
Dressed hogs	12	25	12	75

Butter—The market has not shown much change, except for the fact that production is high. There seems also to be a heavy demand. There is nothing otherwise of interest.

	Per	lb.
Fresh creamery print	0 23	0 231
Farmers' separator butter	0 20	0 21
Dairy prints, choice	0 17	0 18
No. 1 tubs or boxes	0 18	0 181
No. 2 tubs or boxes	0 16	0 17

Cheese—Production is now reaching a high figure and old stocks are disappearing. There has been a stronger tone to the market, with prices a little higher. At board meetings the price paid has ranged from 1034c to 11c a pound.

Old cheese-					White	0	14
Large	0	123	0	13	New cheese-		
Twins	0	13	0	131	Large	0	113
Stiltons			0	15	Twins		

Eggs—Production has been heavy and as cold storage demands have been practically met prices have had an opportunity to become still easier.

Fresh eggs, doz	0	181 0	19	
Second grade, doz	0	17 0	18	
Chins doz		0	16	

Poultry—There has been no change in the prevailing prices. Broilers are not yet coming in heavily, and the market is awaiting a stimulant.

Spring broilers, dressed	0 40	0 45
Hens, per lb. dressed. Turkeys, per lb., large.	0 17	0 18

Honey—The market is dull, with but light stocks moving.

Clover	honey	, extract	ed, 60 lb. cans 0 102	0	11
**	**	**	10 lb pails 0 11		12
**	**	**	5 lb. pails 0 114	0	12
**	"	comb ne	r dozen	ě	00
Bucky	wheat h	oney lb	. 402011	0	07

WHY WE HAVE DEAR BUTTER.

Not Enough Farmers Trying to Produce It, Says One Dealer.

Detroit, June 15.—A local dealer in butter and eggs asserts that the price of these staples will never decrease as long as five per cent. of the population is trying to supply the other 95 per cent.

This dealer puts part of the responsibility for the growing scarcity of butter upon conditions on the farm. He says, "The situation will never be remedied, so far as the farmer is concerned, until a perfect milking machine is invented. Milking is hard work. Men don't like it, and it is almost impossible for women to do it. The fault is, however, in part with the farmer. He thinks nobody ought to be idle on a farm. A hired hand cannot plough by lantern light, but he can milk by it in the morning and at

night, and the employer demands the service. Men won't work under such conditions.

"There are other reasons also for the searcity of butter. Cows will not give milk unless they have proper fodder. You can get milk if you feed a cow 65 or 70 cent corn, but you cannot feed corn at that price and sell 35-cent butter. Then, again, it takes from 20 to 25 pounds of milk to make a pound of butter; that is to say, from 10 to 12½ quarts. It costs 3 cents a pound, iad down in Detroit, to produce butter. For quarts of milk bring 70 cents, and there is no labor or expense other than shipping.

TRADE WITH ITALY AND BEL-GIUM.

Intermediate Tariff Rates Granted By Canada in View of Friendly Relations.

Ottawa, June 13.—The Canadian intermediate tariff rates granted to France are extended to Belgium and the Netherlands in return for the friendly attitude which these countries have a ways maintained toward Canada, and in view of the fact that they are now both low-tariff countries, and are entitled to equal treatment with France. Friendly trade relations have also been announced with Italy.

Canada gives Italy the intermediate rates on eighteen items, viz: Macaroni and vermicelli, canned vegetables, lime juice and other fruit syrups, light wines and champagne, castile soap, pomades, essential oils, n.o.p., white and cream-colored lace, and embroideries of cotton, women's and children's Italian clothes, etc.. when imported in the unfinished state, church vestments, velvets, velveteens. plush and slik fabrics, ribbons of all kinds and materials, musical instruments and parts thereof, head ornaments, statues and statuettes, and fine kid gloves.

Canada is given the Italian conventional or minimum tariff rates on seventeen of the principal items of Canadian export to that country, viz.: Condensed milk. carbide of calcium, timber and lumber, furniture, carriage wheels and parts of carriages, smallwares of wood, wood pulp, paper, pasteboard, fur muffs, boots and shoes, tools and implements of cast iron or steel, sewing machines, cement, horses, fish and cheese.

At present the largest items in our import from Belgium are glass iron and steel, sugar and molasses. The imports of sugar and molasses reached the figure \$248,000 in 1909. The largest item in our import trade from Italy is naturally enough fruits, of which we imported in 1909, \$238,000. The corresponding figure for the year previous was \$305,000 out of a total fruit export of \$20,000,000. Of macaroni and vermicelli we bought in 1909, \$73,000 worth, while in the year previous the imports were \$94,000, and strangely enough the Italian returns do

not classify this product among their exports.

The consumption of olive oil seems to have increased rapidly, the figures in 1909 being \$38,000, a more than three-fold increase in the last four years. In 1908 their exports were valued at \$12,000,000 and they have exceeded \$14,000,000.

SOLD ADULTERATED PEPPER.

Kingston, Ont., June 16.—In the police court this week the magistrate fined three grocers who pleaded guilty to having sold adulterated pepper, \$10 and costs each. An inspector of the Inland Revenue Department laid the charge. The grocers claimed they bought the pepper from wholesalers, who guaranteed it pure. Some time ago the grocers were also fined for selling impure coffee. The magistrate regretted he had to impose the fine, and urged the Retail Merchants' Association to get after the wholesalers, who, he dec'ared, are partially responsible.

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Farringer Bros., Medicine Hat, Alta., are opening into the grocery business, adding it to their flour and feed store.

KEEP POSTED ON SUGAR

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

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



The destruction of the filthy and disease-spreading house fly is a public duty, and Grocers can assist in performing this duty and incidentally make large profits by pushing the sale of

FLY PADS

MAPLE SYRUP!

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

SUOHARD'S OOOOA

This is the season to push SUCHARD'S CO-COA. 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.



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

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Economy

Economy really means—supply to your customers nothing but the best, because it pays in the long run. Baking Powder containing Alum may, and should, cost you a few cents less per dozen than Magic, because

it costs less to manufacture. Alum is used in baking powder because it is cheap. Don't handle cheap goods because they are cheap. Cheapness and goodness seldom go together.



CONTAINS NO ALUM.

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

E. W. Gillett Co. Ltd.

Toronto, Ont.



Pays a Profit From the Day It is Installed

- This is THE McCASKEY ACCOUNT REGISTER in which is embodied the SYSTEM of handling AC-COUNTS WITH ONE WRITING.
- ¶ Sixty thousand merchants are using it.
- If it saves them time, labor and money it will do the same for you.
- We'll be glad to tell you about it and demonstrate it without any cost to you. Drop us a line saying you

FIRST AND STILL THE BEST

DOMINION REGISTER CO., Limited Successor to the McCaskey Register Co. in Canada

TORONTO, Can. 96-104 Spadina Avenue

Clark's Meats

___AND___

Outdoor Occasions

The Picnic Season is on us.

There will be the usual demand for Clark's Meats for sandwiches, etc.

Help your Customers to make their Choice.

You know just what is needed.

Keep a good supply on hand to meet all requirements.

Wm. Clark Montreal

> Manufacturer of high-grade -Food Specialties-

PAYS HEAVY EXPRESS CHARGES.

Retail Grocer Complains of Being Taxed by Two Express Companies.

Editor Canadian Grocer,—The difficulty I, with many others, have in shipping produce and getting goods here is principally by express. Toronto is our best market for eggs and butter. In the winter, spring and fall, on account of frost, we are obliged to ship by express. Brownsville is our nearest shipping point, and in shipping from there to Toronto goods have to go by two express companies, and the cost is nearly double what it should be.

It virtually shuts us out from shipping to Toronto, and this should be remedied. I think it is a matter which should go before the Railway Commission. We have no other place for shipping by express, except we go five miles to Corinth. From there goods go by one express company, and the cost is about half the amount it otherwise would be.

But we should not be obliged to go there, when there is an express company almost at our door.

Eggs come in rather slowly in winter and they should be got to market as fresh as possible. It does not pay to drive five miles with just one case, and in the spring eggs are always sold on a

I hope you will lay this before the Railway Commission and have the matter rectified.

M. LEESON,

Culloden, Ont., June 15, 1910.

GAVE CASH SYSTEM TRIAL.

New Ontario Merchants Favor It—How They Combat Mail Order Houses.

Englehart, Ont., June 15th.—New advocates of the cash system of doing business are Errett & Co., grocers of this town. Two years ago they decided that they were through with the credit system and announced their determination to their patrons.

"At first," they state, "we noticed a decided falling off in our trade, but after the first month or two the old customers began to come back together with new ones and since that time business has been steadily increasing. We find that we are able to sell our goods possibly more reasonable than previously and this fact is appreciated by the public."

They have not adopted any special collecting system, following only the simplest plans. They conduct special sales which are profitable and which improve trade, bringing in new customers. "Our best drawing sale," said one of the members of the firm, "was that in which we gave to the customer whose cash purchases reached the greatest total a handsome cut glass water set. There was keen competition in this instance and quite a number were materially interested in it.

"We handle only high class goods and have found that it is not such a difficult matter to educate the people in regard to the advisability of buying only goods of quality. At practically every opportunity we endeavor to explain the peculiar advantages and having once explained to a customer's satisfaction they are won over for good.

"The only methods of dealing with the mail order question is to demonstrate to your customers that you can offer them just as good inducements and point out to them their want of loyalty as shown by thus turning the channels of trade away from their home town. It seems that the wholesaler could assist the retailer in this respect by selling at one price only, regardless of quantity, not giving large mail order houses an extra discount. This distinguishing between the large and small retailer is not fair to the latter, who are thus in the very beginning placed at a disadvantage if they have not been given the same terms."

INFORMATION FOR BUYERS.

(Supplied to the Trade by Sellers.)

W. H. Millman & Sons, Front St., Toronto, have just received two cars of beans.

Robert Norman, Montreal, has joined the selling staff of Brand & Co., of which firm H. Hubbard, Montreal, is the general agent for Canada. His territory will be eastern Canada. The truth is mighty and must prevail. And after the flourish of Fels-Naptha soap imitations, the sales of the genuine are improved.

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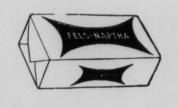
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American women are keen buyers and know that Fels-Naptha soap really does just all that is claimed for it.



44 Biscuits to the Pound!

and every biscuit perfect, tasty, "want more" quality. Surely the biscuits to sell for steady profit—

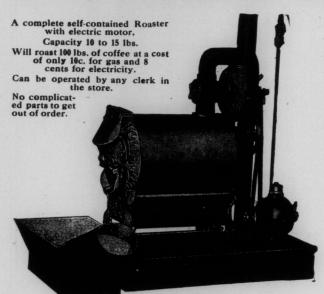
The Canadian Biscuit Co.,

Le Perade

Que.

"ROYAL"=

MONEY-MAKERS FOR THE RETAIL STORE



No. 1 "ROYAL" Coffee Roaster

Оттаwа, Canada, 11-5-09.

GENTLEMEN:

THE A. J. DEER CO.

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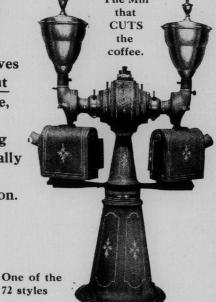
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In reply to your letter of Nov. 1st we find our Coffee Roaster a huge success, as our coffee sales are increasing every day.

Yours respectfully,

(Signed) BATE & CO.

Equipped
with our
patented
steel knives
which cut
the coffee,
thus
producing
a practically
uniform
granulation.



NORTH ADAMS, Mass., 5-11-10

THE A. J. DEER CO.

GENTLEMEN

Enclosed find cheque for Coffee Mill. I have found it to be the best fixture I've ever installed. It works to perfection, and for appearance is a beauty. No vibration to speak of and not near the noise of a hand mill. IT IS A TRADE WINNER.

Yours truly,

(Signed) STANDARD MERC. CO.

A FINE WINDOW ATTRACTION!

"ROYAL" Machines Fully Guaranteed—Sold on Monthly Payments

"DEER" Meat Slicer
For slicing Boiled Ham, Bacon, Dried
Beef, or any other
kind of boneless
meats.



Also equipped with extra meat tables.

WE PAY THE FREIGHT
AND DUTY

Write for free catalog of whichever machine interests you.

DO IT TO-DAY.

For your meat department!

They mean larger profits for you.



The "ROYAL"

We also have a DOUBLE CUTTER ATTACHMENT (enabling you to cut your meat twice by feeding it but once), a PULLEY ATTACHMENT with which you can operate other machinery, a GRINDSTONE ATTACHMENT to sharpen your tools, and a GREEN BONE GRINDER that will enable you to sell your bones for chicken feed at from 3c. to 5c. per pound. Any of these can be quickly attached to the "ROYAL" Chopper—they are money-making features and business-getters.

WE WANT TO HELP YOU INCREASE YOUR BUSINESS. WRITE US TO-DAY

THE A. J. DEER COMPANY, 1219 West S., Hornell, N.Y., U.S.A.

Canadian Branches: Montreal, Toronto, Winnipeg, Calgary, Vancouver



Make a note of the brand—Y & S—on our Pepsin Gum. This brand—Y & S—has been used by us and our antecedents for forty years on the best known stick licorice in the United States and Canada. It means just as high quality when used on our chewing gum. Four flavors: Licorice, Peppermint, Wintergreen and Spearmint. Each piece wrapped singly, 5 pieces to package, 20 packages to box. Order a trial box, assorted, if required, from your jobber.

National Licorice Co.

BISCUITS

from the Old Country

Some of the most popular Biscuits in Britain are made by

McVITIE & PRICE

Biscuit Manufacturers
EDINBURGH and LONDON

The thousands of new-comers to Canada will welcome the sight of their old favorite varieties in your shop.

AGENTS for Manitoba, Saskatchewan, Alberta and British Columbia : RICHARDS & BROWN, 314 Ross Avenue, WINNIPEG

A FOOD LUXURY

IS BOUGHT FOR ITS QUALITY

Flour, meat, sugar and salt are staple necessities, but pickles, condiments and sauces are luxuries.

No one buys these luxuries except to make food taste better and add zest to appetite. Hence, if the quality does not please, there will be no repeat orders.

HEINZ 57 VARIETIES PURE FOOD PRODUCTS

have been approved by the public for forty years and their popularity is growing. Superior quality is the reason.

Heinz Products are free from Benzoate of Soda and all other drugs. They are safe to sell and guaranteed to please your customers, or money back.

H. J. HEINZ COMPANY

Members of American Association for the Promotion of Purity in Food Products ANADA : No better



DTT'S: No better Chocolate

All the year round Mott's

"Diamond" and "Elite"

Chocolate

are the grocer's most ready sellers. Uniform quality and absolute purity have made this possible.

EVERY JOBBER SELLS THEM

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

SELLING AGENTS:

I. A. Taylor R. S. McIndoe Joe. E. Huxley Arthur Nelson
Montreal Toronte Winnipeg Vancouver
Arthur M. Loucks R. G. Bedlingten
Ottawa Calgary

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Blended Flour Underwent a Slight Decline

Wheat Market Rather Listless—Export Trade in Flour Practically Nil—Canadian Flour Conditions are Fairly Good—Estimates of the Wheat Acreage in United States and Canada.

The flour market has not shown much improvement upon the past week. From a Canadian standpoint it is a little stronger although some of the millers do not admit it. The total world's supply of wheat is 32,000,000 bus. greater than this time last year and reports of the new crops are most encouraging. Reports given out recently estimate that the acreage of wheat in Canada and the United States respectively are 9,295,000 and 19,742,000.

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It has been stated in some quarters that a reverse movement may be expected soon as following the last declines. This is not accepted by the majority, although it is not easy to surmise what way the market will move next. Flour sales are steady.

MONTREAL.

Flour:—Local demand for flour has improved materially during the past few days, and millers report it much more satisfactory than for the last few weeks. For export the demand continues light at firm prices.

Winter wheat patents, bbl		5 25
Straight rollers, bb		5 00
Extra, bbl Manitoba spring wheat patents	bbl.	4 60
" strong bakers, bbl		4 90

Oatmeal.—Oatmeals are in good demand. There is no feature to the market either locally or for export, but the situation is satisfactory. Prices continue firm and unchanged.

fine oatmeal, Dags	2 20
Standard oatmeal, bags	2 20
Granulated " "	2 20
Golddust cornmeal, 98-lb. bags	2 10
Bolted cornmeal, 100-bags	1 65
Rolled oats, bags	2 00
" barrels	4 25

TORONTO.

Flour.—Canadian trade in flour is fairly good considering all the conditions. Export trade is however nil and the market in general has not improved to any extent. Local millers, however, speak fairly well of trade which was benefited by the last decrease in prices. A decline of ten cents in blended flour was reported during the week.

	4 90
Strong bakers	4 70
Feed flour	3 15
Winter Wheat.	A A IS
Straight roller	4 00
Patanta	4 00
Patents	5 20
Blended	4 70
Cereals.—Cereals are still enjoyi	no a
and 11 41	116 a
good call the weather not having	z as
great an effect as was expected. P	riano
remain unchanged with the total am	ount
of the trade reaching a fair figure.	0
Rolled oats, small lots, 90 lb. sacks	2 00
" 25 hags to carlots	1 00
Rolled wheat, small lots, 100 lb. brls	2 00
ii Of bulg to see lets	3 00
Standard and granulated oatmes! CS lb sacks	2 90
	0 00

BLEACHED FLOUR QUESTION.

Ottawa, June 16—The question of the bleaching of flour by artificial means, which has been the subject of investigation, as well as litigation, under the Pure Food Laws of the United States, is dealt with in a bulletin just issued by the Inland Revenue Department.

A total of 223 samples were examined,

Canada has no legislation with regars to the subject, and whether or not it may be considered desirable to prohibit the manufacture and sale of bleached flour is for the present in abeyance.

The report says that of 75 samples showing measurable amounts of nitrates, twenty-five contain not more than one part per million, leaving fifty samples to contain above one per million of nitrates. The chief analyst says:

"It is amply evident that the bleaching of flour by oxides of nitrogen has resulted from a popular demand for white flour, and a conviction on the part of the millers that they were meeting this demand in a perfectly harmless manner. Whether or not any danger to public health results from bleaching flour by oxides of nitrogen, is a most important question, and one upon which judgment is reserved."

SOME JOBBERS FINED.

Penalized by Soap Manufacturers—Another Net Weight Bill.

New York. June 16—The soap business appears to be gradually getting down to a basis desired by the jobbers. The withdrawal of cash rebates by one of the large firms last week is reported as smoothing out inconveniences on the side of both the manufacturer and whole-saler. This company insists emphatically, however, on the maintenance of its prices, and calls attention to penalties for violation thereof. Another large soap concern is enforcing rigorously the protection of its price lists, and has within a short time inflicted fines on half a dozen New York jobbers who are said to have broken the rules.

The Senate now has a bill on weight branding. It was introduced by Senator Page, of Vermont, on May 10. This makes the situation more serious, from the grocers' point of view. The opposition has made a good fight, but the

movement appears to be gaining ground.

Senator Page's bill is all the more important because, unlike that of Congressman Moore, it is not confined alone to tke District of Columbia. It concerns interstate commerce. Section 2 reads:

"That the introduction into any State or Territory or the District of Columbia from any other State of Territory or the District of Columbia, or from any foreign country, or shipment to any foreign country or any article for consumption by man or other animal, in package form which does not have the correct weight, measure, or numerical count on the outside, but not on the bottom of the package, is hereby prohibited."

Reasonable tolerances from time to time are allowed for unavoidable variations in filling such packages and for changes in the weight or measure of the contents due to natural causes

contents due to natural causes.

No dealer will be prosecuted under the act provided he can establish a guaranty signed by the wholesaler, jobber or manufacturer, to the effect that the article is not misbranded.

Biscuit Quality

is no less a matter of purity of materials and of skill and care in mixing and baking, than of the way in which the biscuits are packed.

Your absolute guarantee against soggy conditions is to sell exclusively—



This is the kind that always reaches you in the same crisp and fresh condition as it leaves our oven.

Your cracker business will be booming this summer if you are selling

MOONEY'S

Order to-day.

The
MOONEY BISCUIT
& CANDY CO., LTD.

Stratford, Can.



Turn Your Losses into Gains

By adopting the one plan that will enable you to handle credit customers successfully and make them just as safe as the cash buyers.

Allison

COUPON BOOKS

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

HOW THEY WORK



A man wants credit.

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 dimes worth, tear off a ten-cent coupon, and so on until the book is used up. Then he pays the \$10 and gets another book. No pass books, no charging, no lost time, no errors, no disputes.

Allison Coupon Books are recognized everywhere as the best.

For Sale by the Jobbing Trade Everywhere.

Manufactured by

ALLISON COUPONCO., Indianapolis, Ind.

Coffee, Its History, Classification and Description

By Joseph M. Walsh

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

Cultivation and Preparation.
Commercial Classification and Description.

Adulteration and Detection.
Art of Blending, Preparing, etc.

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

\$2.00

IT WILL PAY YOU TO SEND AT ONCE.

MacLean Publishing Co.

Technical Book Department

111-127 University Avenue, Toronto

TRUMILK

IS FULL CREAMED CANADIAN MILK IN POWDER FORM

MILKSTOCK

IS FINEST SEPARATED MILK IN POWDER FORM

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

Sole Manufacturers

Canadian Milk Products, Limited

MAIL BUILDING, TORONTO

52 Highest Awards In Europe and America WALTER BAKER & CO.'S



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 require-

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

ments of all Pure Food Laws.

CIE FRANÇAISE des PATES ALIMENTAIRES Macaroni, Vermicelli, etc.

Strictly French Manufacture Guaranteed

Manufactured at

92 Beaudry Street MONTREAL

The

Condensed Ads.

on page 18

will interest you

W. H. ESCOTT

WHOLESALE

Grocery Broker

WINNIPEG

COVERING

MANITOBA and SASKATCHEWAN

CORRESPONDENCE SOLICITED

WINDSOR SALT

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

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

ROLLED OATS

FLAKED WHEAT and OATMEALS

s or Barrels. Car or Broken Lots.
WRITE FOR QUOTATIONS.

. W. EWEN, - Uxbridge, Ont.

FEATHERS WANTED

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

P. POULIN & CO.
39 Bonsecours Market, - Montreal
WE SELL FEATHERS TCO

THE HODGSON GUM CO.

898 St. Lawrence St. MONTREAL
Makers of High Class Gums at
Popular Prices. Write for Samples
and Quotations.

We make special brands to order.

We would rather our mills

THE commercial world, Brother Grocer, there are worse things than either Robbery or Fire.

For instance?

Anything that might in the slightest degree tend to lower the Tremendous Value and Selling Force of an Established Trade Mark.

A Trade Mark, you see, is a manufacturer's Commercial Signature—his Identification Sign—his Guaranty of Steadfast Quality-his Pledge of Lasting Faith with the Buyer.

An Imposition 'twould be on the consumer's confidence to put out Unworthy Goods, to lower his standard, to fall below his Best, almost a Forgery-being done in the Shadow and Shelter of his Own Signature.

For the maker is forever up against his OWN RECORD.

Then his Trade Mark would deceive, representing his last product for what it was Once but Is Not Now.

> Fix awhile your eyes on the FIVE ROSES crest - think what it means to US, to Mrs. Ultimate Consumer, to YOU.

A watchman who never sleeps—whose vigilance unceasing guards your flour custom against that most seductive and unprincipled of all business enemies, the Price Cutter.

Alert to keep your profits whole and safe, your cash drawer air-tight.

This watchman is the FIVE ROSES Trade Mark, Brother Grocer, the label you might see on every flour bag and barrel you sell.

Our greatest single asset—ours and yours, too.

Because it represents and stands for a Manitoba Spring Wheat Flour of a Known and Never-Lowered Quality, of High-grade Pedigree.

A flour backed by 22 years of Making Good-capital enough to secure top-notch men, methods, materials-83 elevators sifting the cream of the crop—a milling plant that is the last syllable in the last word in modern flour-making lore.

Backed by Big Men who would rather a thousand times see their immense plant robbed, burned, annihilated than lower that one essential element-FIVE ROSES QUALITY, by putting out Unworthy Flour.

So you see, Brother Grocer, how safe your custom might be with FIVE ROSES, how permanent your pro-

So henceforth let FIVE ROSES Trade Mark be your flour watchman, guarding your business, your profits, your turnover from the attacks of price cutters, from Unknown and Unguaranteed goods.

Learn what it is to be enthusiastic on a Good Seller, Brother Grocer. And sell FIVE ROSES too.

were burned or robbed

WORKS

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milk culars

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AVENUE

KATCHEWAN

TATIONS.

Uxbridge, Ont.

WANTED ers of all kinds. Must

Montreal IERS TCO

GUM CO. MONTREAL Class Gums at ite for Samples tions. ands to order

LAKE OF THE WOODS MILLING CO., Limited, Montreal

Strawberries

Canadians will be arriving in good shape first of next week—will be able to fill all orders.

Tomatoes, Texas and Floridas; Cuban Pines; California Cherries, Peaches, Plums and Apricots; Oranges, Navels, Late Valencias and Mediterranean Sweets. Let us have June orders early.



25-27 CHURCH ST. - TORONTO Carload Importers

SUPERIORITY

Each and every season shows more and more the sterlingness of the quality and pack of

"St. Nicholas"

and

"Home Guard"
LEMONS

BUY THEM

J. J. McCABE

AGENT

32 Church Street, Toronto.

More Advances in Lemons Point to High Prices

Pineapples are High—Good Demand in all Lines of Fruit— Oranges are Probably the Quietest—Lemons Considered Good Property—Canadian Strawberries are Expected to Reach High Tide of Production in Another Week or Ten Days.

Fruits are enjoying a heavy demand now that their season has begun to reach its zenith. Canadian strawberries have been received from the growers, but the supply has been limited up to the present. Before another week slips around this market, it is asserted, will be its busiest. Oranges are having a steady demand at rather high prices. Lemons were increased one shilling on the home market this week, and continues to give indications of firmness which some have stated may reach five-dollar fruit this vear. Nothing definite yet can be offered the trade having to be content with opinions based on present conditions. At any rate, lemons are good property. Following a week of low prices, during which there was a general run on pineapples, prices suddenly braced and have held firm.

MONTREAL.

Green Fruits—Lemons are firm and there seems a good prospect that the market will advance shortly. Strong demand and rather light stocks are the causes of this expected change. Bananas are higher again. Grape fruit are firm, with a good demand. Supplies of pine-apples are coming in freely and prices are down to \$2.50 to \$2.65. Oranges show a slight weakness, but it is probably only temporary.

Apples-				Meseinas	3 00	3	25
Ben Davis		6	00	Oranges-			
Russets		6	00	Floridas		3	00
Spies, per bbl		8	00	California navels	3 00	4	50
Bananas crated.				Porto Ricos		2	50
bunch 2	00	2	25	Mexicans		2	25
Cranberries, bbl				Sicily bitters,			
Cocoanuts, bags		4	25	box	2 25	3	00
Grape fruit-				Jamaica, bbl	3 73	4	25
Florida, box 5	50	6	E0	Valencias, large,			
Grapes, Almeria,	2.0	.,	00	per case	4 50	5	03
per keg 5	00	7	50	Pineapples-			
Limes, per box			25	Floridas, case	2 50	2	65
Lemons-				Strawberries-			
Sicily bitters, box 1	75	2	25	Florida, qt	0 15	0	18

Vegetables—Tomatoes are scarce in the better grades, and prices are slightly higher. Egyptian onions are also slightly advanced. New potatoes are coming in freely and prices are down to \$4. A few sweet potatoes are on the market at \$3 per basket. Cucumbers are slightly higher on account of strong demand. Trade is good generally.

Asparagus, doz 1 00	7	00	Lettuce-	
Beans, green,			Montreal, doz 0 40 1 0	n
basket	3	25	Imported, box 2 0	Ю
Beans, wax	3	50	Mushrooms, lb 0 7	5
Beets, bag 0 50		75	Onions—	
Beets, new, doz		25	Egyptian, 1b 0 02	42
Carrots, bag			Red, per bag 1 7	
Carrots, new, doz		00	Potatoes-	ď
Cabbage, bbl 1 50		00	Montreal, bag 0 60 0 7	n
		75	Potatoes, new,	ď
Cabbage, new, ct 1 50 Celery—	,	10	per bbl 4 0	
Florida, crate 2 75	3	50	Parsley, dozen 1 0	H
Celery, large, crt. 7 00	12	00	Parsnips, bag 0 7	5
Cauliflowers, doz			Radishes, dozen	
Cauliflowers, per			bunches 0 1	5
basket		£0	Rhubarb, doz 0 25 0 3	
Cucumbers, bakt 2 00	9		Spinach, bbl 2 00 2 2	
Garlic, per lb			Tomatoes-	*
		10	Flor das, crate 3 25 3 8	28
Green Peppers,		-	Flor das, crate 3 20 3 6	SE EC
basket	U	10	Cubans, crate 2 25 2 8	셞
			Turnips, bag 0 50 0 7	ß

Fish-With the exception of haddock, other lines of fresh fish show a decid-

ed scarcity this week. This is undoubtedly due in large measure to the storms prevailing on the coast. Mackerel are particularly hard to obtain. It looks almost as if the mackerel season would be a failure this year. Lake fish are rather more plentiful. Trade is good.

FRESH

Shad, 'Roe,' ea. ... 0 50 Brook trout.... 0 22 Shad, 'Buck 'ea. 0 30 Lake trout 0 10

Blad, Buck, ea	0 30	Lake trot	16	0	10
Pike	u C8	Whitefish		0	10
Perch	0 05	Mullets		0	05
Steak cod	0 06	Haddock.		0	04
B.C. salmon	0 15	Halibut	*****	0	09
Gaspe salmon	0.18	Bullhead	8	0	10
Market cod	0 04	(arp		0	05
Market cod Sturgeon	0 09	Dore		. 0	19
		Mackerel		0	12
	FROZ			•	12
Codfish 0 04	0 04			0	06
Dore, winter caught,	0 01	Pike Salmon,	RC .	0	10
perib	0 08	Gaspesal	B.C., 1	eu, u	10
Haduock	0 00	Gaspesa.	шоп		10
Halibut, per 1b	0 09	Per Ib.		0	18
Herring, per 100	U CON	Smelts, 1	o ID. DOXE	18 U	0, 3
Market and	1 20	Whitens	n, large,		
Market cod Steak cod	0 01	lb Whitefisl		0	09
Steak Cod	0 05	Whitehal	a, small.	0	07
SALT	ED AN	D PICKL	ED .		
Green cod, No. 1, bbl		0.1 .		LL1 14	00
bbl 600, No. 1,	e =0	Salmon, H	.U., rea,	DDI 14	00
Labradon hauring bhi	6 00	11 T	pink,	DDI 12	00
Labrador nerring, bbi	0 00	" "	abrador,	DD1 17	00
Labradon and tunio	2 80	**		ppre 8	50
habiador sea trout,	11 00	900 11	s.C., red, "pink, abrador, tr	CB.,	
Tobas	11 00	300 10		23	00
Labrador sea trous,		Salt eels,	per lb	0	074
Dair DDIB	6 00	Salt eels, Salt sardi	nes,20 lb.	pls 1	00
No. 1 mackerel, pail	2 00	Scotch h	erring, bl	bl 6	50
" " bbls	0 00	**		keg 1	00
No. 1 pollock, bl	4 00	Scotch h	herring,	bbl 6	50
Mo. I polioca, bi	4 00		"	keg 0	75
	SMOR				
Bloaters, large, per box				1	00
Haddies Herring, new smoked,					107
Herring, new smoked.	per box.				13
Kippered herring, per l	00x			1	15
					10
	SHELL				
Clams, Quahogs, per bl	01			€	50
Clams, Little Necks, p	er bbl			11	00
Oysters, choice, bulk, I	mp. gal.			1	50
Selects, Imp.	gal			1	6
"Sealshipt," s	tandard	s, per Imp	gal	1	75
Oysters, choice, bulk, I Selects, Imp. "Sealshipt," s	lect, per	Imp. gal.		2	00
PH	REPARE	ED FISH			
Boneless cod, in blocks	all grad	des at 54	68941	no no	- 11.
omeuded cod, per box				1	Qui
Skinless cod, 100 lb. cas	80				00
134, 100 10. 04				6	00
	THE REAL PROPERTY.				

TORONTO.

Green Fruit-The warm weather has given an impetus to the fruit business. and owing to the heat, trade is carried on rapidly in order that deliveries may be made to consumers while the fruit is at its best. The local fruit exchange has not yet opened, awaiting the arrivals of Canadian fruits. Strawberries are receiving, but only in small quan tities. However, it is expected that the shipments will begin in earnest abouthe middle of next week. Local deal ers anticipate that event and prices should slump, as it is asserted that the erop will be a large one. Grape fruit is being received from California, and is going to the retailer at practically the same quotations as the Florida brands demanded. Pineapples are firm at a higher price. The demand is good. There is a certain amount of waste to the shipments these days, but the wholesalers and brokers suffer most in this respect, as the retailer has an opportunity to see what he is buying. Cantaloupes

Prices

s is undoubto the storms Mackerel are It looks alson would be ake fish are

igh

ade is good.

B.C., red, 0 10 0 lb. boxes.. 0 U, h, large, h, small.... 0 09

ED

B.C., red, bbl 14 00
"pink, bbl 12 00
abrador, bbl 17 00
"bbls 8 50
"tres, 23 00
per lb... 0 07i
ines, 20 lb. pls 1 00
erring, bbl. 6 50
"keg 1 00
herring, bbl 5 60
"keg 0 75

6, 8, 9 & 10c. per 1b.

weather has ruit business. de is carried eliveries may ile the fruit ruit exchange iting the ar Strawberrie: small quan cted that the arnest about Local deal t and price rted that the Grape fruit difornia, and

ractically the lorida brands e firm at a d is good. f waste to the the wholesalst in this re-1 opportunity Cantaloupes

and watermelons are arriving now from the south. Plums are also among the new lines offered. The demand for strawberries remains firm. In this respect it may be said that Toronto imported over 100 cars of these berries this year, in comparison with 53 cars last year. Oranges are firm, the New York markets paying an advanced price for the best fruit. In regard to lemons there is nothing very definite as yet. They are likely to be higher, according to some reports that have been received. Deliveries have arrived, some of them in none too good condition. Complaints of this nature have been heard in much stronger tone in New York and an investigation will be made by the Government inspector of conditions at the places of shipment. It is stated by some parties that the packers are to blame, but the latter state that the trouble is caused on the boats. At any rate, it is known that some of the vessels had to close their hatches during rough weather for the benefit of the steerage passengers. The fruit became heated with

MAIL ORDERS

WE ARE THE ACKNOWLEDGED MAIL ORDER HOUSE

YEARS of experience in shipping to out-of-town points, coupled with selection from the largest stocks, place us in the forefront to look after your business.

JUST NOW

Tomatoes, Pineapples, Bananas, Late Valencias, Medit. Sweet Oranges, California Peaches, Plums, Apricots, New Potatoes, Vegetables, etc.

WHITE @ CO., Ltd.

TORONTO and HAMILTON

Canadian Strawberries

will be ready coming week. Drop us a postal for prices and we shall put your name on our mailing list.

STEVENS & SOLMAN

Growers and Shippers of CANADIAN FRUITS

Phones 1990, 2700

ONT.

FANCY

RIPE PINEAPPLES FLORIDA TOMATOES BANANAS FRESH RADISH RHUBARB GREEN ONIONS

Finest Oranges and Lemons

HUGH WALKER & SON GUELPH, ONTARIO Established 1861)

Buster Brown

THE BRAND OF SICILY'S FINEST LEMONS

The Brand of Quality

The Brand of Value

Be sure to mention the name when ordering from your wholesaler.

FOLLINA BROS., PACKERS

W. B. STRINGER, SALES AGENT

ventilation thus cut off and some of the shipments were of the mellowest.

Apricots, crate			Large 3 00		50
Bananas 1 50	1	75	Small 3 75	- 4	25
Cantaloupes, cs. 6 00	7	00	Mexican 2 50		75
Cherries, Cali-			Valencia 4 50	5	00
fornia, box., 2 25			Peaches, new, ct		50
Cocoanuta, sack	4	50	Pineapples, case	9	75
Grape Fruit-			Plums, case 2 75		00
California 3 75	4	75	Watermelon, ea. 0 50		60
Lemons, Sicily. 2 75	3	50	Strawberries-		w
Oranges-			Maryland, box 0 13	0	15
California navels					

Vegetables—Tomatoes is one of the leading lines in the market at present. They are being received from Texas, the Florida season being practically over. Demand is good. Cauliflowers have been added to the market list and are handled in hampers, each containing one dozen. Potatoes are firm, before the higher prices.

Asparagus,		Egyptian, sack. 2 75	3	00
per dozen	1 25	Potatoes, Onta-		
Beets, hamper	2 25	rio, bag 0 55	0	60
Beans, green per		Potatoes, Dela-		
hamper	3 00	ware	0	75
Beans, wax, per		Potatoes, Texas 3 50	4	00
hamper	2 75	Potatoes, new,		
Cabbage, case	1 75	bushel	1	75
Carrots, box	2 25	Bermuda, new,		
Carrots, hamper	2 50	per barrel 5 50	6	00
Cauliflower, dz	2 75	Parsley, per doz		
Cucumbers, doz	1 15	bunches 0 25	0	30
Cucumbers, hpr 2 00	3 00	Radishes, doz	0	25
Lettuce, hamper	2 00	Peas, green, per		
Lettuce, Cana-		bushel 2 50	2	75
dian, dozen 0 25	0 30.	Rhubarb, doz 0 15	0	25
Mushrooms, 1b 0 50	0 60	Spinach, hamper	0	60
Onions—		Tomatoes, case		
Texas Bermudas		of 6 baskets 2 75	3	EO
per crate	2 50	Tomatoes, Cana-		
Bermuda, case		dian, h.h., lb	0	178
45 lb	1 75	Turnips, bag		40

Fish—In some lines there is a good demand, but for the most part there is nothing particularly eventful. The scarcity that has been felt is not much improved.

improved.				
FRE	SH CAU	GHT FISH		
Salmon trout	0 11	Steak cod Perch Haddock	0	08 07 07
FRO	ZEN LA	KE FISH		
Goldeyes Pickerel yellow	0 06 0 08	Pike Whitefish, frozen Perch, fresh caught	0	07 04 07
OCEA	AN FISH	(FROZEN)		
Herring, per 100 Mackerel, each Smelts, No. 1	0 22	Salmon, pink, per lb red sea dressed	000	08 09 10
SMOKED, BON	ELESS A	ND PICKLED FISH		
Acadia, tablets, box	1 80 1 40 0 07 0 05	Fillets, per lb	0 1 1 1	07 60 50 25
Omegani her nameno	THE RESERVE OF THE PERSON OF T			

FROM THE OUTSIDE WORLD.

Filberts are the fruit of the cultivated hazel tree, the term filbert means "full beard" and is so named on account of its having many long "beards" of husks. It is produced largely on the Asiatic shores of the Black Sea.

Russia exported in 1909, 23,472,658 great hundreds (a great hundred being 120) of eggs or a total of 2,816,718,960 eggs. Great Britain took more than one quarter of the entire stock.

Only the best wet dates known as Fard or Nuther Fard are shipped to America, the rest of the Arabian crop going to India.

The general opinion regarding the walnut crop in Orange County, Cal., is that the yield will be normal. There will be about half a crop of apricots.

A despatch from London, Eng., says that baskets of outdoor strawberries from France are on sale at Covent Garden for the first time this year. A

basket containing six pounds has realized 4s. Evidently the people of the old land are not as fortunate in their early fruit resources as are the people of this continent.

In England there is a deterioration of pepper going on and the public has become accustomed to the poorer article. White or bleached pepper seems to have supplanted the black or genuine article.

STATE OF ONTARIO FRUIT TREES.

Robt. Thompson, St. Catharines, Ont., president of the Niagara Peninsula Fruit Growers' Association, writes The Canadian Grocer as follows regarding the fruit outlook: "The weather for some weeks has been cool and backward. Notwithstanding this the fruit, when we!l cared for, is looking well. Peaches are heavily set with fruit, and it will be necessary for the grower to thin heavily if he expects good fruit. In driving through the country the sprayed orchards can be picked out easily as the unsprayed are red with curl leaf. Orchards, when the work was done late in the season or carelessly, are affected more or less. Around Winona nearly all the peach orchards have been sprayed well. Around Grimsby and Beamsville the work has either not been done or very carelessly as orchard after orchard look as if the fire had gone through them. From Jordan and east around St. Catharines, the work has been well done, injured orchards being the exception. Time and sulphur has again proven itself to be the best material to spray with, while the trees are dormant."

RETAILER GETS 18 MONTHS.

A. W. Cooper, a former Nutana, Sask., merchant, was placed on trial recently in the supreme court, charged with obtaining goods to the amount of \$850 with intent to defraud. This man arrived at Nutana about fifteen months ago, claiming that he had a large amount of money in England, to prove which he produced letters of credit from various bankers, which afterward proved bogus. He bought a store from B. A. Archibald and goods from various wholesalers, and sold out the stock and pocketed the proceeds and gave his creditors the slip. He was captured, brought back to the city to stand trial, and after being allowed out on bail, jumped his bonds and disappeared May of last year, and was not heard of again until April of this year. when he was captured at Calgary and brought back to Saskatoon to stand trial. He was found guilty and sentenced to eighteen months' imprisonment.

DISHONEST WEIGHING.

New York retail grocers as a rule are honest, but that there are many exceptions a visit to the Bureau of Weights and Measures will demonstrate. The rogues' gallery there has many exhibits. The officials will show measures with false bottoms and weights, dug out, and filled up with wax and then blackened. The officials will also tell how some of the dealers doctor their scales almost

before the back of the sealer is turned, and then exhibit the inspection certificate as proof of their honesty to the doubting buyer. It is the custom to blame the East Side dealer for most of this kind of fraud, but violations are said to be quite common in higher circles. Sometimes, according to report, the large dealer sets a pace in this direction that the co-called small corner store has to follow for self-preservation.



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Better Than Maple

The Crescent Mfg. Co. Seattle, Wash.

Order from your jobber, or

Frederick E. Robson & Co 26 Front St. E., TORONTO

SEASON 1908-9

Dried Apples

Shipments Solicited
Settlements Prompt

W. A. GIBB COMPANY
HAMILTON

JAMES SOMERVILLE, Manager

Highest price paid for DRIED APPLES

O. E. ROBINSON & CO.

ESTABLISHED 1886

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TRY LEARD'S LOBSTERS and CANNED CHICKEN

Write for Prices

W. A. LEARD

Summerside,

P.E.I.

Lemon Bros.

Owen Sound, Ont., and Sault Ste. Marie Wholesale FRUIT, FISH and PRODUCE Commission | Merchants, and

Dealers in HIDES. WOOL and RAW FUR!

Oval Butter Dishes

are made in six sizes, $\frac{1}{2}$, $\frac{1}{2}$, 1, 2, 3 and 5 pound. Get prices from your dealer.

Graham Bros. & Co., Kinmount, Ont.

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Flavor

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P.E.I.

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lount, Ont.

Quaker Brand Salmon

Merit alone has built up the trade in this brand. The consistent high quality is what the live grocer must have.

The BEST is none too good for your customers.

Mathewson's Sons

Wholesale Grocers

202 McGill Street - - Montreal

Your <u>best</u> customers will buy "Concord" Norwegian Sardines

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

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

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



LIST OF AGENTS:

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

CUSTOM

Particularly in the case of Canned Goods, quality is the determining feature where the trade will go. If you stock





you will be influencing a better class trade to your store.

Our herring are the finest obtainable—coming from Passamaquoddy Bay, where they are captured in weirs or traps—the packing is done by the very latest process in a modern sanitary factory

BRUNSWICK BRAND

is synonymous for quality.

You are wanting a satisfaction-giving line like this! Be sure and have the name right when you are ordering Sea Foods

CONNORS BROS., Limited, Black's Harbor, N.Y.

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

RECENT TRADE DOINGS.

New Stores That Have Eeen Opened-Western Canada Shows a Large Number.

Ontario.

Margaret King, grocer, Toronto, has sold to A. McKenzie.

Wellington Lowe, grocer, Toronto, is succeeded by H. Duffin.

Mary Burgess, grocer, Toronto, is succeeded by J. P. McKelvie.

Albert Brown, general merchant, of

Delta, Ont., has assigned. Wm. Gillespie, general merchant, Pe-

trolea, has sold his business. C. H. Gibson, general merchant, Gow Ganda, has sold his business.

Horan & Co., grocers, Kenora, have sold to James Raynard & Co.

Ernest Wall has purchased the Fred Corey grocery store, Brantford.

E. Major, groceries and liquors, O:tawa, has sold his grocery stock.

W. E. Hooker & Son, grocers. Catharines, have dissolved partnership Mr. Hooker, Sr., will continue the business, his son intending to leave for the Northwest.

Quebec.

L. Sabourin, grocer. Hull, has assigned.

Emile Vinet, grocer, Montreal, has re-

M. Marcil, grocer, Montreal, has re-

Wilfrid Girardin, grocer, Montreal, has assigned.

B. R. Legare, grocer, Montreal, has assigned.

A. Morin & Cie., grocers, Montreal, have registered.

The Dominion Tea & Coffee Co., Montreal, has registered.

The assets of B. Legare, grocer, Montreal, have been sold.

Joseph Labrecque, general merchant, Standon, has assigned.

The assets of W. Girardin, grocer. Montreal, have been sold.

The assets of August Lapensee, grocer. Montreal, have been sold.

The premises of A. G. Deyrani & Co., general merchants, Marieville, are closed.

The Brodies Manufacturing Co., grocery sundries, etc., Montreal, have registered under new management.

Maritime Provinces.

Harrington Limited, Sydney, C. B., have purchased the meat and grocery business of J. B. McCormick, and will conduct it in future. This will give Harrington Limited five retail stores.

Western Canada.

Pierre Maurel has opened a general store at Gravelberg, Sask.

Hogarth & Clendennan have opened a general store at MacKinnon.

Rubin & Adilman have opened a general store at Langham, Sask.

T. J. McCammon, grocer, Moose Jaw, Sask., has sold to W. G. Marshall.

J. P. Laurent has opened a general store at Bradwell, Sask.

L. B. Matusch has opened a general store at Amisk, Alta.

W. F. Cameron, general merchant, of Vernon, B.C., has sold out.

Dawson Bros., grocers, Rosthern, Sask., have discontinued business.

B. A. Tedford, general merchant, Griffin. Sask., has sold to R. Drayson.

A. V. Wallace has opened a grocery business at Findlater, Sask.

Lyons Bros., Rosthern, Sask., have opened a general store at Vonda, Sask.

A. D. Cumming, general merchant, of Barons, Alta., has sold to Smith & Me-

E. Wickstrom, general merchant, of Erickson, Man., has sold to A. W. Gil-

Cave Bros, have opened a flour and feed and grocery store at West Saskatoon, Sask.

L. M. Reese, general merchant, at Aberdeen, Sask., has sold to H. W. Hurlburt.

The Ogilvie Flour Mills Co., Ltd., are making a \$6,000 addition to their p'an! at Winnipeg.

R. J. Davis & Co., general merchants, Zealandia, Sask., have sold their stock to P. K. Shatilla.

H. S. Ireland, general merchant, Coleridge, Alta., has sold his business to A. McLean.

L. M. Reese, general merchant, Aberdeen, Sask., sold his business to Hulburt & Taylor, of Winnipeg.

T. R. Brough, grocer, and B. W. Caldwell & Co., general merchants, of Carberry, Man., sustained loss by a recent

JAMAICA CIGARS

"La Retreat" Brand

7 Port Royal St. Kingston, Jamaica, B. W I.

La Retreat Factory Co. | Agent required for these Products in Canada. Special inducement to finan cially responsible party.

W. T. Kidney, of the Bankhead Trading Co., has bought the general business of J. B. Carlin & Co.

Never Run Short of

SHAMROCK

BIG PLUG SMOKING TOBACCO

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

CLAY

McDOUGALL

D. McDOUGALL & CO., Ltd., Glasgow, Scot.

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

TANGLEFOOT



The Original Fly Paper For 25 years the Standard In quality

All others are imitations

Black Watch

The Big Black Plug **Chewing Tobacco**

" A Trade Bringer"

Sold by all the Wholesale Trade



Edi

London, E tain adult displayed shops. Th coffee is n nuts, acb which hav aroma. 7 tion of a

Adulter rowroot, colored w Venetian coas ofter such as re lime, etc. much the are often ladders ar children, a colored w

In the the "fak In the po often sees 1s 3d per ad Tradbusiness

cco Duys

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sist upon ow, Scot.

Idard

Educating Consumers on Adulterated Foods

Exhibition in London, Eng., for This Purpose-Visitors Shown How Adulterated Coffee, Cocoa, Jams, Etc., are Manufactured -Some Ingredients Detrimental to Health.

London, Eng., to show the public how certain adulterations are made. The goods displayed were all purchased in various shops. The visitor was shown how cheap coffee is made from chicory, baked chestnuts, acorns, horse beans, etc., all of which have but little natural flavor or aroma. This is provided by the addition of a little of the real article.

Adulterated cocoa is faked from arrowroot, cornflour; sago, tapioca, etc., colored with "cocoa red," a mixture of Venetian red and umber. Inferior cocoas often contain injurious substances, such as red lead, red ochre, sulphate of lime, etc. Cheap chocolate is made in much the same way. Fancy chocolates are often glazed with shellac. Licorice ladders and laces, etc., so popular with children, are faked from chalk and starch colored with lampblack.

To be Found in Jams.

In the production of compound jam, the "fakir" has developed great skill. In the poorer quarters of London one often sees jam for sale at from 11d to 1s 3d per jar of 7 lbs. More often than

An exhibition was recently held in not it is sold in "penn'orths," such a portion being sufficient to "smear" eral slices of bread. Samples of these preserves have frequently been analyzed, and have been found to contain fermented fruit pulp, seaweed, turnips, swedes, beet roots, apple refuse from cider presses, glucose, molasses, saccharin, benzoic and salicylic compounds, red and yellow ochre, vermilion, Prussian blue, tumeric, sulphate of soda, and lime. Where it has been necessary to provide small pips, as in raspberry jam, sawdust is used.

Adulterated Bread.

All sorts of tricks are resorted to in some quarters in making bread. Rye, barley, peas, beans, and potatoes are employed as substitutes for wheat, alum, sulphate of zinc, and other injurious chemicals being added to whiten the product and to arrest formentation.

It is apparent from the above that London has a need for the enforcement of the Pure Foods Act. It is also evident that the people who suffer most from these adulterations are the poorer class, who are unable to pay the high prices. These are not exaggerated cases,

for the goods exhibited were actually taken from stores. None of these goods, of course, find their way to the Canadian market, as it demands quality.

TRADE NOTES.

The Christie Fish Co., of Dartmouth. N.S., is to be liquidated.

The Knechtel Grocery Company, formerly of Berlin, Ont., has purchased the grocery business of Beal & Co., Stratford, Ont.

A. L. Beattie, Stratford, Ont., last week moved his stock into his new store on Ontario Street of that city.

THE BEST IN NEW IDEAS.

The Lindsay, Ont., correspondent writes: "I never saw a better number," said J. E. Adams, of Adams Bros., when referring to the recent publication of The Grocer's Spring and Export Number. "The Grocer certainly believes in giving the grocers the very best possible in the line of information, new ideas, etc. The number is a very creditable one in every respect, and the paper itself is a journal I certainly would not be without."

Other grocers expressed themselves in a like manner.

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

IF NOT, WHY NOT?

"Tucketts Special"

the new 10c. plug is the latest

Order from Your Wholesaler

Manufactured Imported Leaf Exclusively

The Geo. E. Tuckett & Son Co., Limited HAMILTON, CANADA.

Classified Advertising

Advertisements under this heading, 2e. per word for first insertion, 1e. 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.

ADDING MACHINE.

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

AGENTS WANTED.

A LEADING SCOTCH HOUSE manufacturing a high grade line of Jams, Jellies, Marmalade, Peels and Confectionery, is open to appoint agents for the Provinces of Ontario, Quebec, New Brunswick and Nova Scotia. Liberal terms. Apply, with particulars and references, to "Scot," c/o THE CANADIAN GROCER, 88 Fleet St., E.C., London, England. (24)

WANTED-Grocers to sell Nation's Custard Powder. Retail 5 cents per packet. ½ and 1-lb. patent measure tins. Gives big profit. Satisfies customers. Increases sales. Wholesale Agents:—Green & Co., Toronto; W. H. Escott, Winnipeg; W. H. Malkin Co., Vancouver. (34)

AGENCIES WANTED.

A FIRM OF COMMISSION AGENTS in Jamaica A FIRM OF COMMISSION AGENTS in Jamaica are desirous of representing Canadian firms manufacturing groceries, biscuits, condensed milk, etc. Can influence large turnover in these lines Highest references given. Box 343, CANA-DIAN GROCER, Toronto. (tf)

MALE HELP WANTED.

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

BUSINESS CHANCES.

FOR SALE-Grocery business in west end of To-ronto; good location; sbout \$1,600. For parti-culars write JOHN SLOAN & CO., Toronto.

COR SALE—Grocery business, large corner store ingrowing locality; we'll established, splendid connection, big order trade; annual turnover \$20, 000. Must be sold immediately. Good reasons for selling. Address Box 334, CANADIAN GROCER, Toronto.

IF YOU WISH TO SELL your business or farm, we can find you a customer. If you wish to BUY, write us. We may have just what you are looking for. Address, WM. J. PLATT & CO., Bridgeport, Conn. (26p)

WANTED -A grocer desirous of making his own fruit preserves, extracts, juices, jams, syrups, Write me for outfit and formulae. G. T. Hamel, canning expert, P. O. Box 174, Ottawa. (27p)

COUNTER CHECK BOOKS.

COPELAND-CHATTERSON SYSTEMS - Short, simple. Adapted to all classes of business. Copeland-Chatterson-Crain, Ltd., Toronto and Ottawa.

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

FOR SALE.

FOR SALE - Automatic Computing Scale. S. H. Fagan, Windsor, Ont. (29)

FOR SALE-Large Eureka Ice Box, almost new. Apoly T. H. BARTON, 4 Wellington St. East, Toronto. (23)

MISCELLANEOUS.

A BOON TO EVERY GROCER. A perfectly reliable fountain pen is to be found in the Beaumel "Rival" Pen. Easy to fill, non-leakable, and writes with exceptional smoothness. Gold nibs of thicknesses to suit every style of handwriting. Guaranteed in every respect. Sold by all stationers. A. R. MacDougall & Co., Canadian Agents, Toronto.

A NY man who has ever lost money in the mails has had occasion to learn by painful experience that the only proper way to remit money is by Dominion Express Money Orders and Foreign Drafts. If lost or delayed in the mails, a prompt refund is arranged or new Order issued without further charge.

A TTRACTIVE fixtures sell your goods. Walker Bin Fixtures and Show Cases prove invaluable in economising store space, and by compelling custom, assist materially in effecting sales. Send for catalog. Estimates for fixtures submitted. Walker Bin and Store Fixture Company, Ltd., Berlin, Ont.

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

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

CGRY BUSINESS SYSTEMS are devised to suit every department of every business. They are labor and time savers. Produce results up to the requirements of merchants and manufacturers. Inquire from our nearest office. Egry Register Co., Dayton, Ohio; 123 Bay St., Toronto; 258% Portage Ave., Winnipeg; 308 Richards St., Vancouver.

ELIMINATE FIRE RISK, save insurance, reduce maintenance costs and save money on your actual building work by using the Kahn System of Fire-proof Construction. Used in many of the largest business premises on this continent. Write for catalogue. Trussed Concrete Steel Company of Canada, Limited, Walker Rd., Walkerville, Ont.

PRRORS AVOIDED, LABOR SAVED—Using the "Shou-perior" Autographic Register. Three copies issued at one writing. 1st, Invoice: 2nd, Delivery Ticket; 3rd, Charge Sheet perforated for filing. No handling of carbons. High grade printing and neat invoices. Make full enquiry. Autographic Register Co., 191-193-195 Dorchester St. E., Montreal, (tf)

EVERY RETAIL MERCHANT should use a Type-writer and every retail merchant would use a Typewriter if he knew the liberal proposition we are prepared to make. A simple request will bring it. The Monarch Typewriter Co., Ltd., 98 King St. West, Toronto, Ont.

FIRE INSURANCE. INSURE IN THE HART FORD. Agencies everywhere in Canada. (if)

CET THE BUSINESS—INCREASE YOUR SALES.
Use Multigraph Typewritten Letters. The
Multigraph does absolutely every form of printing. Saves you 25% to 75% of your printing bill.
Multigraph your Office Forms; Letter-heads; Circular
Letters. Write us. American Multigraph Sales Co.
Ltd., 129 Bay St., Toronto. (tf)

IF YOU have been afflicted with one of those fountain pens that won't write when you want it to, or leaks when you don't want it to, give it away to one of your poor relations and buy a Moore Non-Leakable Fountain Pen and you will be happy. Consult your stationer. W. J. Gage & Co., Toronto, sole agents for Canada.

KAY'S FURNITURE CATALOGUE contains 160 pages of fine half-tone engravings of newest designs in carpets, rugs, furniture, draperies, wall papers and pottery, with cash prices. Write for a copy—it's free. John Kay Company, Ltd., 36 King St.

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

MISCELLANEOUS.

PROFESSIONAL MEN, business men, merchants, church workers, find innumerable uses for the Fulton Sign and Price Marker. The Fulton Rubber Type Company, of Elizabeth, N.J., are makers of Ink Pads, Daters and business outfits of high quality. Sold by all stationers. A. R. MacDougall & Co., Canadian Agents, Toronto.

SCOTCH PLAID STATIONERY is the latest creation for business and society correspondence.

Paper and envelopes present a finished linen surface, most agreeable to the pen touch. Leading stationers have it. Write for samples. The Copp, Clark Co., Ltd., Toronto.

SAVE 50% OF THE COST OF HANDLING merchandise by installing a Beath System of Overhead Carriers. Saves valuable floor space because the trackage is on the ceiling. Systems for all kinds of businesses, large or small. Write us for illustrated catalog. W. D. Beath & Son, 193 Terauley Street, Toronto.

SAMPLES FREE—Write us to-day for free samples of our new two-color Counter Check Books—white and yellow leaves. We make Check Books endfold and sidefold, single and triplicate pads. Lowest prices. Dominion Register Company, Ltd., 100 Spadina Ave., Toronto.

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

THE METAL REQUIRED in a Modern Concrete Building. Our special facilities enable us to produce at minimum cost Concrete Reinforcements, Fenestra Steel Sash, Automatic Fire Shutters and Steelcrete Metal Lath. Complete stock, quick delivery. Before deciding write us for catalogue and prices. Expanded Metal and Fireproofing Co., Ltd., Fraser Ave., Toronto. (tf)

WANTED—A splendid opportunity for dealers to handle the best combination Duplicating, Addressing and Office Printing Machine on the market. Exclusive territory. Send name and address, giving occupation and references, to the Canadian Writerpress Company, Limited, 33 John St., Hamilton, Ont.

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

WHEN buying bookcases insist on having the best on the market, "Macey Sectional Bookcases." Carried in stock by all up-to-date furniture dealers. Illustrated booklet sent free on request. Canada Furniture Manufacturers, Ltd. General offices, Woodstock, Ont.

YOU need the best possible protection from fire! If your valuables are in one of our safes, you can rest at ease; no fire is too hot for our safes and vaults to withstand. We manufacture vaults and safes to meet every possible requirement. Write for cata logue "S." The Goldie & McCulloch Co., Ltd., Gait, Ontario. (tf)

You can display your goods to better advantage through the use of up-to-date fixtures. We are specialists in the planning of stores and offices. Our catalogue conta'ns illustrations of many new features and several handsomely equipped stores and offices. Shall we send you our catalogue J? Jones Bros. & Co., Ltd., 30-32 Adelaide St. W., Toronto-Bros. & Co., Ltd., 30-32 Adelaide St. W., Toronto-Bros.

725.000 MERCHANTS use National Cash Regulators. We couldn't sell them unless they saved people money. The National will guard your money too. Write us for proof. National Cash Register Co., 285 Yonge St., Toronto.

REPRESENTATIVES WANTED.

PROBABLY the most talked about machine in Canada is the Hainer Book-keeping Machine. It
combines in one machine the cash and credit
register, time recorder and account register. Representatives wanted everywhere. Write for our proposition. Book-keeping Machines, Limited, 424 Sprdina
Ayenue, Toronto.

(17)

10% OAP Aylme

Strawberr Raspberry Black curn Red curra Raspberry currar Raspberry goosel Damson p

Strawberr Black curr Raspberry Other vari Freight WHITE AV

is the latest creis the latest crey correspondence,
a finished linen
in touch. Leading
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(tf)

Beath System of luable floor space cliing. Systems for all. Write us for & Son, 193 Ter-

ay for free samples er Check Books— take Check Books d triplicate pads, r Company, Ltd.,

Binder is the only Binder is the only
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The back is flexit perfect. No exnechanism. Write
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(tf)

Modern Concrete ties enable us to oncrete Reinforce-satic Fire Shutters plete stock, quick for catalogue and proofing Co., Ltd., (tf)

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HEATING SYS-ompany, Limited. hout Canada. (tf)

on having the best ional Bookcases." date furniture deal-n request. Canada eral offices, Wood-(tf)

ction from fire! If our safes, you can for our safes and ire vaults and safes t. Write for cata ich Co., Ltd., Galt., (tf)

better advantage fixtures. We are stores and offices. ons of many new uipped stores and stalogue J? Jones St. W., Toronto.

ational Cash Regisell them unless ney. The National ite us for proof. Conge St., Toronto.

WANTED.

ut machine in Can-ping Machine. It is cash and credit t register. Repre-ite for our proposi-mited, 424 Spadina (**)

ONS FOR PROPRIETARY ARTICLES

Q	UOTATI
Diamond W. H	Ing Powder
1-1b. tire 4 "	BAKING POWDER
Cases. 4-dozen 3-dozen 1-dozen	Sizes. Per doz. 10c. \$0.85 6-oz. 1.75 12-oz. 3.50
dozen dozen dozen	12-oz. 3 40 21-lb. 10 50 5-lb. 19 80 MAGIC BAKING POWDER
MAGIC BAKING POWDER	Cases. Sizes. Per doz 6 dozen 5c \$0 50 4 \$0 50 4 \$0 75 4 \$0 7
	SOVAL BARING POWDER Size. Per Idra.
Aylmer Jams	Peach 1 80

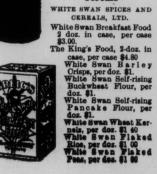
Per doz Pear	Aylmer Jams	Peach 1 8
Strawberry		
Raspberry		
Black currant		
Red currant. 1 80		
Raspberry & red currant		
currant. 1 80 Grape. 1 Raspberry and gooseberry. 1 80 Scotch. 1 Damson plum, stoneless. 1 70 Green Fig. 2 Greengage plum, stoneless. 1 70 Green Fig. 2 Gooseberry. 1 80 Ginger. 2 Pure Preserves—Bulk 5 8 27 s per 1b. 14 8 & 30 s per 1 Strawberry. 0 11 0 1 Black currant. 0 11 0 1 Raspberry. 0 11 0 1		
Raspberry and Marmalade gooseberry 1 80 Scotch 1 1 1 1 1 1 1 1 1		
gooseberry 1 80 Scotch 1 Damson plum Orange Jelly 1 stoneless 1 70 Green Fig. 2 Greengage plum The property 1 Green Fig. 2 Gooseberry 1 80 Ginger 2 Pure Preserves—Bulk 5 s & 7 s per lb 14 s & 30 s per l Strawberry 0 11 0 1 Black currant 0 11 0 1 Raspberry 0 11 0 1 Raspberry 0 11 0 1 Constant 0 1 0 1 Constant		Marmalada
Damson plum, Orange Jelly 1 stoneless 1 70 Green Fig. 2 Greengage plum, Lemon 1 Stoneless 1 70 Pineapple 2 Gooseberry 1 80 Ginger 2 Pure Preserves—Bulk 5's & 7's per lb 14's & 30's per l Strawberry 0 11 0 1 Black currant 0 11 0 1 Raspberry 0 11 0 1 0 1 0 1 0 0		
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Gooseberry 1 80 Ginger		Pineapple
Pure Preserves—Bulk 5's & 7's per lb. 14's & 30's per l Strawberry	Gooseherry 1 80	Ginger 9
5's & 7's per lb. 14's & 30's per ls. 14's & 30's per ls. 12's & 30's per ls. 14's & 30's per ls. 14's & 30's per ls. 15's & 3	Pure Prese	ruon Dulle
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Black currant 0 11 0 1 Raspberry 0 11 0 1	Strawberry	11 14 8 & 30 8 per 1
Raspberry 0 11 0 1	Black ourrent 0	11 0 10
temporty 0 11 0 1		
	Other varieties 0	09 0 0

WHITE SWAN SPICES AND CREALS LTD.
White Swan Baking Powder—1-lb. tins, 3-doz. in case, \$2 doz.; ½-lb. tins, \$1.25 doz.;
½-lb. tins, 80c doz.



Cartoons- Per doz	No. 12,4-oz., 6 dz 0 70
No. 1,1-lb., 4 doz 2 40	No. 12, 4-oz., 3dz. 0 75
No. 1, 1-lb., 2 doz 2 50	In Tin Boxes—
No. 2, 5-oz., 6 doz 0 80	No. 13, 1-lb., 2 dz. 3 (0
No. 2, 5-oz., 3 doz 0 85	No. 14, 8-oz., 3 dz 1 75
No. 3, 21-oz., 4 dz 0 45	No. 15, 4-oz., 4 dz. 1 10
No. 10, 12-oz., 4dz 2 10	No. 16, 21-1bs 7 25
No. 10,12-oz., 2dz 2 20	No. 17, 5-lbs14 00
110. 10, 12-02., 2 UZ & 20	140. 11. 0-10B14 UU

FOREST CITY BAKING
POWDER
Dozen
6 oz. tins ... 0 75
12 oz. tins ... 1 25
16 oz. tins ... 1 50 Cereals WHITE SWAN SPICES AND



	Keen's Oxford, per lb	0 17 0 16 2 00
	Chocolates and Cocoas	
	THE COWAN CO., LIMITED	
R Z 0	Cocoa— Perfection, 1-lb. tins, per doz Perfection, \$\frac{1}{2}\text{lb.} per doz Perfection, \$\frac{1}{2}\text{lb.} per doz *** *** *** *** ** ** ** **	\$4 50 \$ 40 1 30 0 90 0 37
ő	Solucie, bulk, No.	0 20
0	Rolphia bulk No.	
0	2, per lb	0 18
5	Loudon Pearl, per lb	0 22
0	Special quotations or Cocoa in b	bls.
0	kegs, etc. Unsweetened Chocolste— Pe	er lb.
	Plain Rock, 2's & 4's, cakes, 12-lb. bxs	0 36
e	Perfection chocolate, 20c size, 2 dozen boxes, per dozen	1 80
	Perfection Chocolate, 10c size, 2 and 4	
R	dozen boxes, per dozen	0 90
	Sweet Chocolate— Queen's Dessert, ½'s and ½'s, 12-lb. bxs.,	
	per lb	80
	Queen's Dessert, 6's, 12-lb. boxes	0 40
	Vanilla, 2-lb., 12-lb. boxes, per lb	0 35
	Parisian, 8's. Royal Navy, 1's, 1's, boxes, per lb	0 30
	Diamond, 7's, 12-lb. boxes, per lb	0 24
	" 28 " "	0 25
1	" g's " " " "	0 28
-	Icings for cake—	
	Chocolate, white, pink, lemon, oran	ge,
	almond, maple and coccanut cream, i-lb. pkgs., 2-dos. in box, per dozen	0.90
0	Confections—	r lb.
0	Milk chocolate wafers, 5-lb, boxes	0 36
0	Maple buds, 5-lb. boxes	0 36
ň	Chocolate wafers, No. 1, 5-lb. boxes	0 30

	25
	30
	25
Chocolate ginger, 5-lb. boxes 0	30
Milk chocolate, 50 bundles, per box 1	35
Milk chocolate, 5c cakes, per box 1	35
EPPS'S.	•
Agents, C. E. Colson & Son, Montreal.	
In 1, 2 and 1-lb. tins, 14-lb. boxes, per	
lb 0 3	5
Smaller quantities 0 3	
Smarrer damiereres	•
JOHN P. MOTT & Co.'s.	
R. S. McIndoe, agent, Toronto; Arthur	M.
Loucks, Ottawa; J. A. Taylor, Montreal;	J.
E. Huxley, Winnipeg; Tees & Persse, C	al-
gary, Alta.; Standard Brokerage Co., V.	an-
couver, B.C.; G. J. Estabrook, St. John, N	R
Couver, D.C., G. J. Establiote, St. John, N.	. 25.

DIA MOND CHOCOLATE Elite, 10c size (for cooking) doz 0 90

Mott's	breakfast cocoa, 10c. size 90 per dz	
**	breakfast cocoa, 1's 0 38	
**	" " 1'a 0 38	
**	No. 1 chocolate, 1's 0 32	4
- 11	Navy " 1's 0 29 a	4
**	Vanilla sticks, per gross 1 00	
**	Diamond chocolate, 1's 0 24	1
**	Plain choice chocolate liquors 0 32	a
"	Sweet Chocolate Coatings 0 20	

WALTER BAKER & CO., LIMITED.

Premium No. 1 chocolate, ½ and ½ lb. cakes, 35c. lb.; Breakfast cocoa, 1-5, ½, ½ and 5 lb. tins, 41c. lb.; German sweet chocolate, ½ and ½ lb. cakes, 6-lb. bxs., 26c. lb.; Caracas sweet chocolate, ½ and ½ lb. cakes, 6-lb. bxs., 32c lb.; Auto sweet chocolate, ½ lb. cakes, 5 and 6 lb. bxs., 32c. lb.; Vanilla sweet chocolate, ½ lb. cakes, 5 lb. tins, 44c. lb.; Soluble cocoa ½ lb. tins, 44c. lb.; Soluble cocoa, ½ lb. pkgs., 6 lb. bags, 32c. lb.; Cracked cocoa, ½ lb. pkgs., 6 lb. bags, 32c. lb.; Cracked stablets, 100 bdls., tied 5s, per box \$3.00. The above quotations are f.o.b. Montreal.

Cocoanuti	
CANADIAN COCOANUT CO., MONTREAL.	
Packages—5c., 10c., 20c. and 40c. packages, packed in 15 lb. and 30 lb. cases. Per lb	1
1-lb. packages	
1-lb. packages 0 28	
1 and 1 lb. packages, assorted 0 261	
and b. packages, assorted 0 271 b. packages, assorted, in 5 lb. boxes. 0 28	M
1 lb. packages, assorted, in 5 lb. boxes. 0 29	I
lb. packages, assorted, 5,10,15 lb. cas. 0 30	8
In 15 lb. tins, 15 lb. pails and 10, 25 and 50 lb.	I
boxes. Pails. Tins. Bbls. White moss fine strip 0 12 0 21 0 17	1
White moss, fine strip 0 12 0 21 0 17 Best Shredded U 18 U 1	I
Special Shred 0 17 0 16	
Ribbon 0 19 0 15	
Dericcated 16 0	H
White Moss in 5 and 10 lb. square tins, 21c.	
WHITE SWAM SPICES AND CEBEALS LTD.	
White Swan Coccanut-	7.
Feetherstrip, palls	Ĭ
In machages 8-00., 6-00., 8-00., Ib 8	M

	Condensed Milk BORDEN'S CONDENSED MILE CO.	
	Wm. H. Dunn, Agent, Montreal & Toronto. Cases. Doz.	
	Eagle Brand Condensed Milk \$6 00 1 50	
	Gold Seal Condensed Milk 4 50 1 15	
	Challenge Condensed Milk 4 00 1 00	
	Peerless Brand Evaporated Cream five cent size (4 dozen). 2 00 0 50	
)	Peerless Brand Evaporated Cream family size 3 50 0 90	
1	Peerless Brand Evaporated Cream	
	pint size (4 dozen)	
	hotel size 3 70 1 85	
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	-Press P	
TRURO CONDENSED	MILE CO., LIMI	TED.
"Jersey" brand evapor	rated cream	
per case (4 doz.)		4 00
Reindeer" brand per	case (4 doz.)	5 00





COHOOS.	
EBY, BLAIN CO. LIMITED. Standard Coffees.	
Roasted whole or ground. Packed in proof bags and tine	
Club House \$0 32 Ambrosia	. 0 25
Nectar 0 30 Plantation	0 22
Empress 0 28 Fancy Bourbon	
Duchess 0 26 Bourbon	
Orushed Java and Mocha, whole	0 17
Golden Rio	
Package Coffees	
Gold Medal, 1 and 2 lb. tins, whole	
Oafe, Dr. Gourmet's, 1 lb. Fancy	0 30
Class Town second	0 90



1-lb. decorated tins, 32c. lb Mo-Ja, 1-lb.tins Mo-Ja, 1-lb.tins 28c. lb. Mo-Ja, 2-lb.tins 28c. lb.

Oafe des Epicures—1-lb. fancy glass jars, per doz., \$3.50.
Cafe l'Aromatique—1-lb. amber glass jars, per dos., \$4.
Presentation, with \$ tumblers), \$10 per dos



THOMAF WOOD & CO.



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0			18	0	22	0	30
			55	0	23	0	30

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
Maple Buds, 5-lb. boxes, lb 0 36
Nut Milk Chocolate, 2-lb. cakes, 12-lb.
box, lb 0 40
These prices are F.o b. Toronto.
IMPERIAL PEANUT BUTTER
Small, cases 2 dozen 0 95 dozen
Medium, cases 2 dozen 1 80 "
Large, cases 1 dozen 2 75 "
Tumblers, cases 2 dozen 1 35 "
25-lb. pails 0 15 lb.
Coupon Books Allison's
Vor sole in Comede by The Why Olein Co Itd

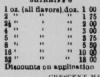
For sale in Oanada by The Eby Blain Co. Ltd Toronto. C. O. Beauchemis & Fils. Montrea \$2, \$3, \$5, \$10, \$15 and \$20. All same price one size or assorted

	UN-NUMBER	ED
U	nder 100 books	each 04
10	U books and over	each 034
50	0 books to 1000 books	03
	For numbering cover as	nd each coupon,
61	tra per book 1/2 cent.	

Infants' Food

Robinson's patent barley, §-lb. tins, \$1.25; 1-lb. tins, \$2.25; Robinson's patent groats, \$-lb. tins, \$1.25; 1-lb. tins, \$2.25.

Flavoring Extracts SHIRRIFF'S



Discounts on application		
CRESCENT MFG. CO.		
Mapleine	Per	doz.
2 oz. bottles (retail at 50c.)		4 20
4 oz. bottles (retail at 90c.)		6 80
8 oz. bottles (retail at \$1.50)		12 50
16 oz. bottles (retail at \$3)		24 00
Gal. bottles (retail at \$20)		14 50
M(111- D1	* * *	

	Brass Jar, Seren cop, rater, per ate.	~~	20
	T. UPTON & CO.		
	Compound Fruit Jams-		
	12-oz. glass jars, 2 doz. in case, per doz.	1	00
	2-lb. tins, 2 doz. in case, per lb	0	07
	5 and 7 lb. tin pails, 8 and 6 pails in		
	crate, per lb	0	07
1	7 wood pails, 6 pails in crate, per lb	0	07
	30-lb. wood pails, per lb	0	06
	Compound Fruit Jellies-		
	12-oz. glass jars, 2 doz. in case, per doz	1	00
	2-lb. tins, 2 doz. in case, per lb	0	07
	7 wood pails, 6 pails in crate, per lb	0	07
	30-lb. wood pails	0	06
	Soune		

Soups (condensed)—No. 1 cans, all kinds.

Consadian Souvenir
1 lb. fancy lithographed canisters

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SPECIALTIES

Chateau Brand Baked Pork and Beans, with toma-to sauce or plain individual, 50 cts.; No. 1, 90c.; No. 2, \$1.25; No. 3, \$1.75 dozen. Ox Ton-gues (Inglass Brand), No. 14, \$10; No. 2, \$12 dz.



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RISING SUN Stove Polish in Cakes never comes back to you with growls from the housekeeper. It is always up to the same high standard maintained for forty years, and is always just right. That's why we have the thousands upon thousands of grocers pushing it everywhere. Grocers don't wish to run the risk of losing a good customer by passing out an inferior stove polish, which is wrong more often than it is right. RISING SUN makes friends for you and for us in every household where you put it.

MORSE BROS., Props.

Canton, Mass., U.S.A.



The Polish of Quality!

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Such is "2 in 1." Stock it.

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Tea Hints Jor Retailers

By JOHY H. BLAKE

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Tea from Leaf to Cup
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Are reliable foods for horses, cattle, dogs
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Ocean corn starch, 48 1-lb. Jam

Discounts on application.





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Marmalade.

T. UPTON & CO.

12-Oz. glass jars, 2 dozen
case, per doz. \$1; 16-oz.
glass jars, 2 doz. in case,
per doz. \$1.45; 5 and 7
lb. tins and 7-lb. pails,
per lb. 7½c.; pint sealers



Olive Oli

LAPORTE, MARTIN & Ole., LTD.

linerva Brand . \$ 5 75

" pts. 24's . . . 6 50

" 4-pts. 24's . . 4 25 PATERSON'S WORCESTER SAUCE 1-pint bottles, 3 and 6 dozen cases, doz 0 90 Pint bottles, 3 dozen cases, doz. 1 75

OOLMAN'S OR KEEN'S

D.S.F., 1-lb. tins. per doz. \$ 1 40
" 1-lb. tins. " \$ 50

Urham 4-lb. jar. per jar 0 75

" 1-lb. jar. " 0 25

" 1-lb. tins. per doz. 0 \$5
" 4-lb. tins per doz. 0 \$5
" 4-lb. tins 1 48



Case of 1-lb. containing 50 packages, per box, \$3.00
Case of 1-lb. containing 130 pkgs. per box, \$3.00
Case of 1-lb and 1-lb. containing 30 1-lb and 60 1-lb. pkgs. per box \$3.00
Case of 5c. pkgs. containing 96 pkgs. per box, \$3.00

PRICES:

St. Charles Orean. family size, percase Baby size, per

No. I. case	s 60 1-lb. pad	ckages		2 60
No. 2. "	120 1-lb.			2 60
No. 8, "	{ 30 1-lb. 60 1-lb.	" 5		9 60
10. 8,	1 60 1-lb.			
No. 5 Mag	c soda - case	a 100-10	os pags.	
1 0000				3 66
5 cases				2 16



Assorted flavors-gross 10.75. The GENUINE. Packed 100 bars to case







GUNNS EASIFIRST" LARD COMPOUND.

Lard



Cereals.

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polish, right.

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HOLLANDER COFFEE

Fragrant, Pungent. Delicious!

The Choicest of the Choice.

Imported and Roasted by

THOMAS WOOD CO., LIMITED No. 428 St. Paul St. Montreal

Soap and Washing Powders

A. P. TIPPET & CO., AGENTS

Maypole soap, colors, per gross	810	20
Maypole soap, black, per gross	15	30
Criole soap, per gross	10	20
Floriola soap, per gross	12	00
Straw hat polish, per gross	18	20



\$ doz. to box..... \$3 60 doz. to 80 days



5 Box Price



Or Quick Naptl bars to case) in (delivered)—§3. The Richards Co., Ltd.: Wood

Starch

EDWARDSBURG STARCH CO., LIMITED

Laundry Starches — Per lb

No. 1 white or blue, 4-lb. carton ... \$0 07

No. 1 white or blue, 2-lb. carton ... \$0 07

Canada laundry 0 06

Silver gloss, 6-lb. draw-lid boxes ... 0 08

Silver gloss, 6-lb. tin canisters ... 0 07

Kegs silver gloss, 1-lb. pkg. ... 0 07

Kegs silver gloss, 1-lb. carton ... 0 07

Renson's satin, 1-lb. carton ... 0 07

No. 1 white, bbls. and kegs ... 0 06

Canada white gloss, 1-lb. pkgs ... 0 06

Benson's cannel, per box ... 1 50 to 3 00

Culinary Starch —

Benson & Co's Prepared Corn ... 0 07

Canada Pure Corn ... 0 06

Rice Starch — Rice Starch—
Edwardsburg No. 1 white, 1-lb. car. 0 10
Edwardsburg No. 1 white or blue. 0 BRANTFORD STARCH WORKS, LIMITED Lily White Gloss—
1-lb. fancy cartons, cases 30 lb. 0 07h
6-lb. toy trunks, 8 in case...... 0 08
6-lb. toy drums, with drumsticks

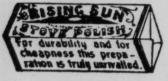
Stove Polish

Rising Sun, No. 1 cakes, \(\frac{1}{2} \) & \(\frac{1}{2} \) Fer gross

Rising Sun, No. 3 cakes, gross boxes. 4 50

No. 5 Sun Paste, \(\frac{1}{2} \) gross boxes. 5 4

No. 10 Sun Paste, \(\frac{1}{2} \) gross boxes. 9 00



JAMES DOME BLACK LEAD 6a size, gross, \$2.40. 2a size, gross, \$2.50 Boot Polish

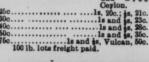


PACKARD'S BOOT AND SHOE POLISHES Mon-Ami, \$9 gross; Black "O," \$6 gross; Large Combination, \$20 per gross; Pony Combination, \$10; French Glycerine, \$9; Ladies' Special, \$20; Pat.Lea. Cream \$20 per gross.

"Crown"				
Barrels, 700 lbs			0 03	per b.
lalf-barrels. %				
-barrels, 175 lb ails 25 lbs	DB		1 30	
" 384 lbs				11
lain ting, with	label-	_	P	er 6.
3 lb. Mns.	dos. 1	n case.		2 30
10 "	"			2 75
B. 11		."		2 70
(5, 10 and 20	Ib. tin	E DAVE V	nre nan	dies.)
-	a.	-	Tea	.8



EMPIRE PACKAGE TEA







BLUE BIBBON TEA CO.. MONTREAL

	Wholesale	Retail
Yellow Label, 1's	. 0 20	0 25
" " " "	. 0 21	0 25
Green Label, I's and a's	. 0 24	0 30
Blue Label, I's and f's		0 35
Red Label 1's, a's, a's and a's		0 40
White Label, I's, i's and f'a.		0 50
Gold Label 1 s and &s	0 42	0 60
Purple Label, a's and is		0 80
Embossed, is and is	007	1 00





TEA

MINTO BROS., 45 Front St. East

black, green, mixed—is, wholesale 70c., retail \$1; is, 55c. and 80c.; is, 44c. and 60c.; 11bs and is, 40c. and 60c.; is, 38c. and 50c.; 1 lbs, and is, 35c. and 50c.; 1 lbs, is, 30c. and 40c.; is, 32c. and 40c.; is, 32c. and 30c.; lbs, 24c. and 30c. We pack Japans in all grades at same prices. We pack in 60 and 100 lb. cases. All delivered prices.



lack Label, 1-lb., retail at 25c	80	20	
lack Label, 1-lb., retail at 25c	0		
ue Label, retail at 3 k	0	24	
reen Label, retail at 40c	0	30	
ed Label, retail at 50c	0	35	
rown Label, retail at 60c	0	42	
old Label, retail at 80c		55	







Port

GILLETT'S CREAM TARTAR
Per doz



4 doz. ‡-lb. paper pkgs. } assorted. \$7 20

THE QUAKER OATS CO.

THE QUAKER OATS CO.

Winnipeg prices—Quaker oats, 36's (or 2-18's)
\$3. case; Quaker oats, 20's, (with premium).
4.10; Quaker Best Y. Cornneal, 24's, 2.40;
Puffed rice, 36's, 2.90; Puffed wheat, 36's, 2.90;
Quaker Tousted Corn Flakes, 36's, (11 case
lots, 1 case free, delivered) 2.90; 5½ case lots,
½ case free, delivered) 2.90's, (with premium) 4.10; Saxon oats, 20's, (with premium) 4.10; Pettijohn breakfast food, 18's, 2.25
Apitezo biscuits, 24's, 3.50; Saxon wheat food
24's, 3.25; Cracked wheat, 24's, 3.50; Hominy
24's, 2.40; Puffed rice, bris., 25 lbs. each, 22c lb

Tobacco.

IMPERIAL TOBACCO COMPANY OF CANADA,

LIMITED—EMPIRE BRANCH.

Chewing—Black Watch, 6s. 44

Black Watch, 12s. 45

Bobs, 6s and 12s. 46

Bully, 6s. 44

Currency, 6js and 12s. 46

Stag, 6 2-5s. 46

Old Fox, 12s. 44

Pay Roll Bars, 7js. 56

Pay Roll, 7s. 56

War Horse, 6s. 19lug or bar, 45

Empire, 6s and 12s. 44

Ivy, 7s. 56

Starlight, 7s. 50

Cut Smoking—Great West Pouches, 8s. 59

6-lb. toy drums, with drumsticks in case. 0 08
Kegs, ex. crystals, 100 lb. 0 07
Lford Gloss—
1-lb. fancy boxes, cases 35 lb. 0 07
dian Electric Starch—
Boxes of 40 fancy pkgs., per case 3 00 For charges for inserting quotations in this dept. apply to Advt. Manager, The Canadian Grocer, at our nearest office.



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pound 40c., re Golden and 50c;

. \$7 90 . 1 80 er case

. \$7 20

Per doz

. \$2 00 n

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Write for Illustrated Catalogue showing some of the stores we have fitted up.

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If you want information of any kind about the West Indies do not hesitate to write us for it.

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"Cow Brand" BAKING SODA

the favourite with the Canadian housewife. It is noted for its strength, purity and reliability.

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The original and only Genuine Preparation for Cleaning Cutlery, 6d. and is. Canisters.

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Manufacturers of Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

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WETHEY'S CONDENSED MINCE MEAT

Wrapped and packed in sanitary packages

SOLVES THIS QUESTION

Quality Unexcelled.

Absolutely Dust-proof.

All jobbers.

Three dozen to a case.

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