

# CANADIAN GROCER

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

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

Toronto: 111-127 University Ave.  
New York: Rooms 1109-1111, 160 Broadway.

Winnipeg: 511 Union Bank Building

VOL. XXIV.

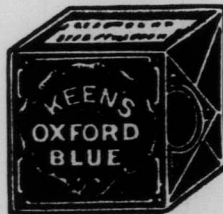
PUBLICATION OFFICE: TORONTO, JUNE 17, 1910.

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 Street, **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, desserts, 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



OLIVES



**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

Toronto

## Bramwell's Epsom Salts

Not a "by product" but manufactured especially for the most particular class of trade—folks who are super-sensitive 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.

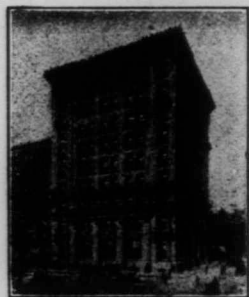
Unlike ordinary "Salts," they contain no moisture. Great dryness is a distinguishing feature of the Bramwell product.

Made by particular people for particular people. Made in St. Helens, Eng. **Contain 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**



Montreal Office

# Manufacturers' Agents and Brokers' Directory



Winnipeg Office

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

## R. B. Colwell

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

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

### FOR SALE

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

J. T. ADAMSON & CO.  
Customs Brokers  
and Warehousemen

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

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

### CLARE, LITTLE & CO., WESTERN DISTRIBUTORS

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

### H. B. BORBRIDGE

Wholesale and Retail Grocery  
Broker  
OTTAWA

### BUCHANAN & AHERN

Wholesale Commission Merchants and Importers  
QUEBEC, P.Q.  
Groceries, Provisions, Sugars, Molasses, Dried  
Fruit and Nuts, Grain, Mill Feed,  
Fish, Fish Oil, 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 "may-  
bes" considered. I only want one, so write me  
to-day.  
G. WALLACE WEESE  
Manufacturers' Representative  
30-32 Main St. East HAMILTON, Canada  
"Face to Face Business"

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

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  
Importers and exporters. Prompt and careful at-  
tention to all business. Highest Canadian and foreign  
references. Cable address: "Macnab," St. John's.  
Codes: A, B, C, 5th edition, and private.

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

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

Established 1885

### W. G. PATRICK & CO.

Manufacturers' Agents  
and  
Importers  
77 York Street, Toronto

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

### RAW SUGAR ON SPOT

1 car each, light and dark  
Jamaica Crystal.  
Prices Right.  
Lind Brokerage Company  
73 Front St. E., Toronto

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

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

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

WRITE TO  
10 Garfield Chambers, Belfast, Ireland  
For sample copy of the  
Irish Grocer, Drug, Provision,  
and General Trades' Journal  
If you are interested in Irish Trade.

DISTRIBUTORS, LIMITED  
P. O. Drawer 1893  
EDMONTON, ALBERTA  
Manufacturers' Agents, Commission Mer-  
chants, Warehousemen.  
We sell direct from the Manufacturer to the Retailer  
Track connections with all Railroads.

# 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  
pints “ 25c. “

Send  
us  
your  
orders

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

**New Finnan Haddie in Stock**

“Thisle” 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**



Winnipeg Office

W. & CO.

Agents

Toronto

Wheese Co.

Wholesale

W. ROIT, Mich.

W. SPOT  
dark  
oil.

W. Company  
Toronto

W. NE CO.  
and  
agents.

Toronto

W. Grocery Specialties.  
W. ness, should write  
W. solicited from For

W. ESDALE  
W. son & Co.)

W. Brokers and  
W. agents.

MAN.

W. Sales Solicited.

W. Solicited

W. Agent

W. Agent

W. MAN.

W. fast, Ireland  
W. of the

W. Provision,  
W. Journal  
W. Irish Trade.

W. LIMITED

W. BERTA  
W. Commission Mer-  
W. chmen.

W. Agent to the Retailer  
W. Railroads.

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

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

Leading Brands :

**“Aylmer”**  
**“Little Chief”**  
**“Log Cabin”**  
**“Simcoe”**  
**“Delhi”**

**ETC.**

**DOMINION CANNERS**  
**LIMITED**  
**HAMILTON.**

THE CANADIAN GROCER

# POULTON & NOEL, Ltd.

English Preserved Provision Manufacturers

LONDON, ENGLAND



OX TONGUES  
POTTED MEATS  
GALANTINES  
ETC., ETC.



IN GLASSES AND TINS

PRICE LIST MAY BE HAD ON APPLICATION TO US OR

ROSE & LAFLAMME, Limited, CANADIAN SELLING AGENTS  
MONTREAL TORONTO

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

Phones

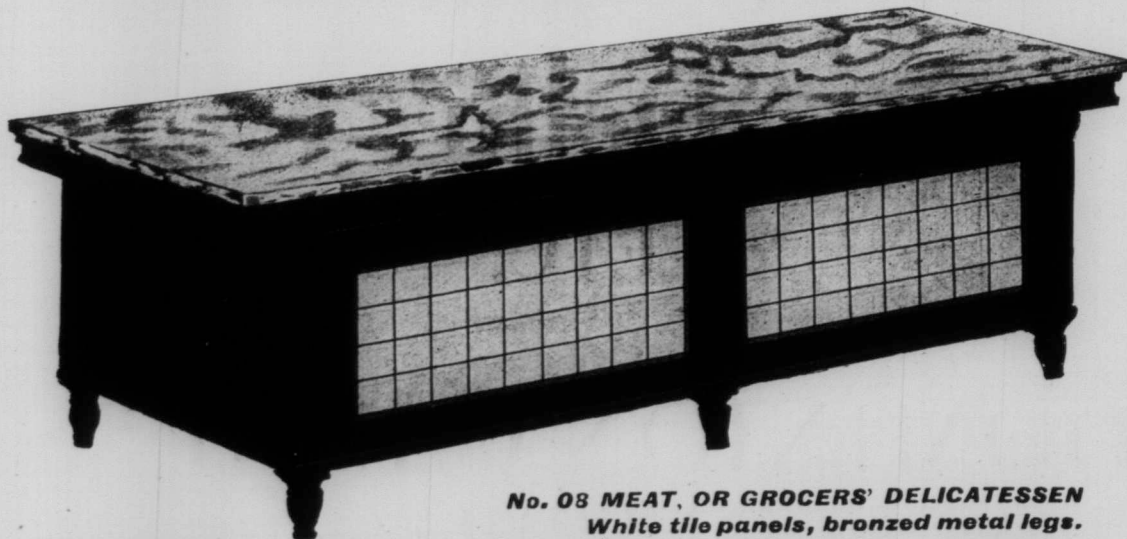
1475

1476

1477

537

597



Cable

Address

"FREEMAN"

No. 08 MEAT, OR GROCERS' DELICATESSEN  
White tile panels, bronzed metal legs.

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 PURE MALT VINEGAR

It is a perfect vinegar, of delicious flavour, guaranteed strength and rich, delicate aroma. 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.  
MacGregor Specialty Co., 437 Parliament St., Toronto.  
Mr. Kenneth H. Munro, Montreal.  
Mr. L. A. Gastonguay, 60 Bedford Row, Halifax, N.S.

## White Cottell & Co.

CAMBERWELL, S.E., LONDON, ENG.



UNSWEETENED

# 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 front.

## 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.



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

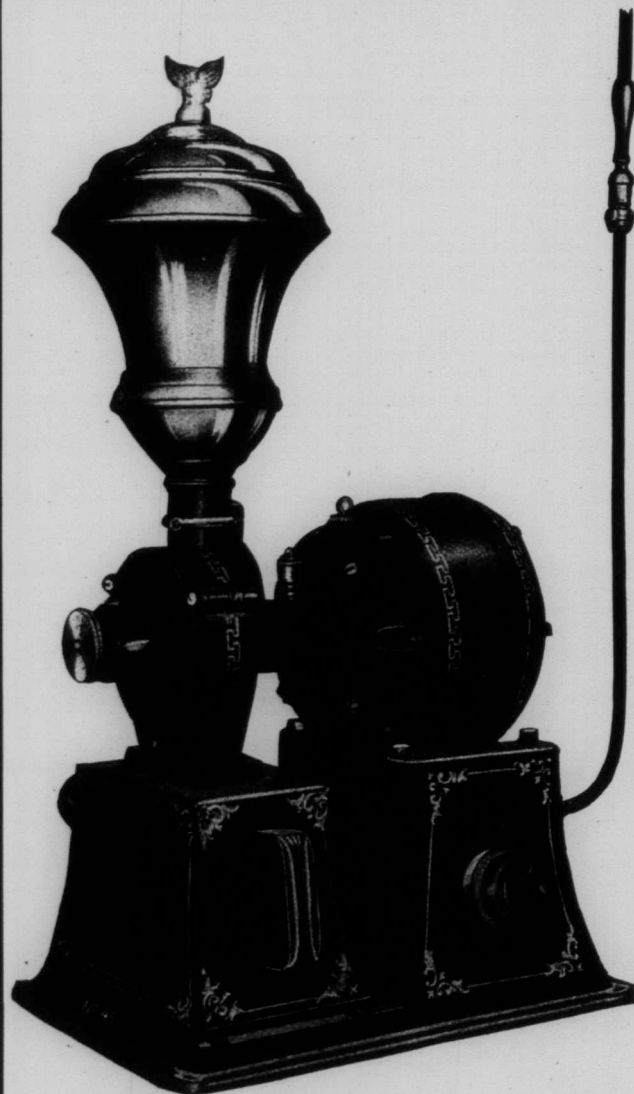


**The Eastern Canning Co.**

**PORT CANADA, : N.B.**

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, Ottawa; Nicholson & Bain, Winnipeg, Western Agents; Martin & Robertson, Vancouver, B. C.

# 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.

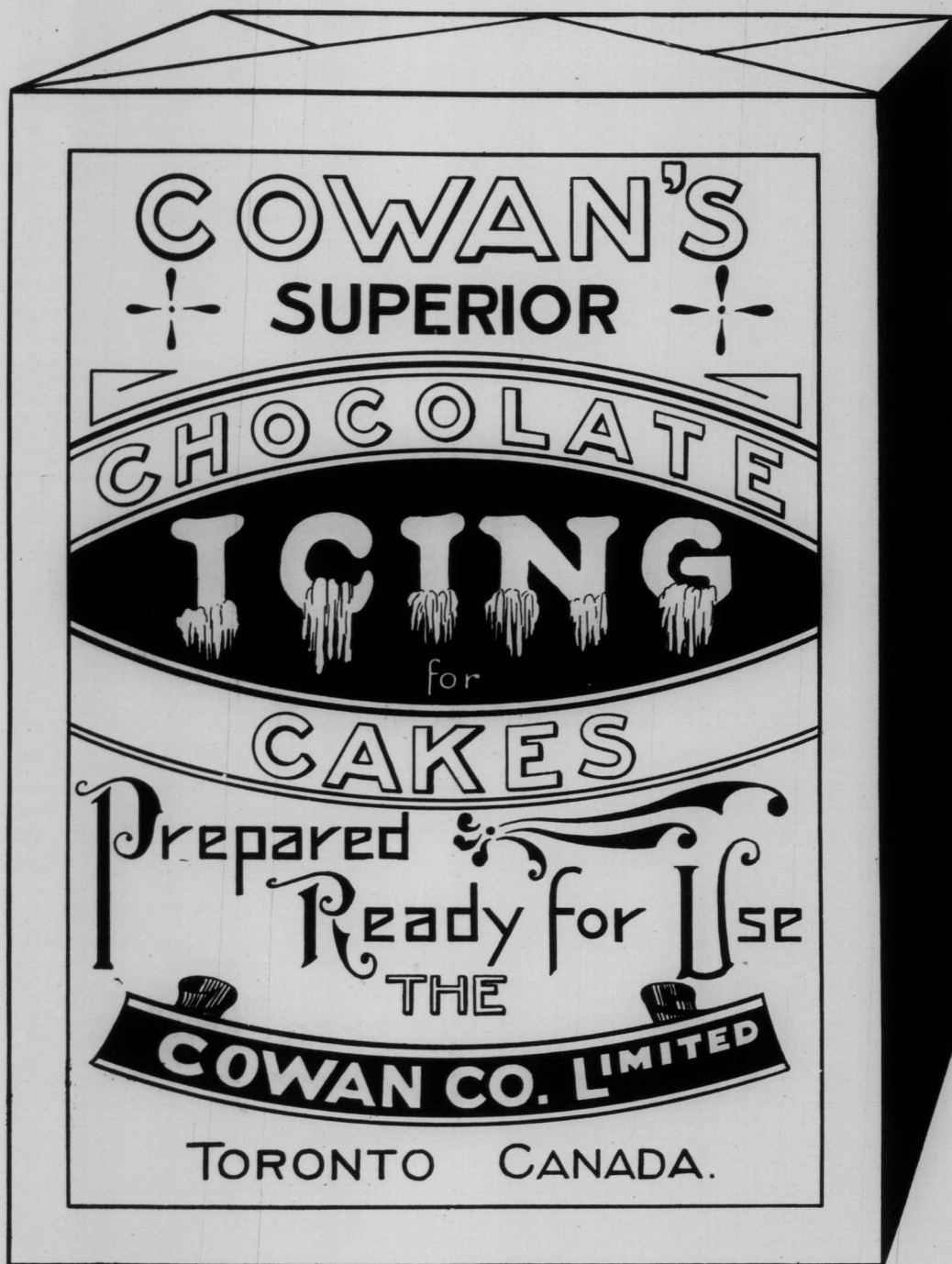
It will granulate 2 lbs. of Coffee per minute, and is connected direct up to your lamp socket, saving cost of wiring. The price cannot fail to attract you.

\$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

**AGENTS:**

Chase & Sanborn, Montreal  
Todhunter, Mitchell & Co., Toronto and Winnipeg  
Young Bros., Vancouver, B.C. Wm. Braid & Co., 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.

THE COWAN CO., LIMITED : TORONTO

Mill  
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no less  
of design

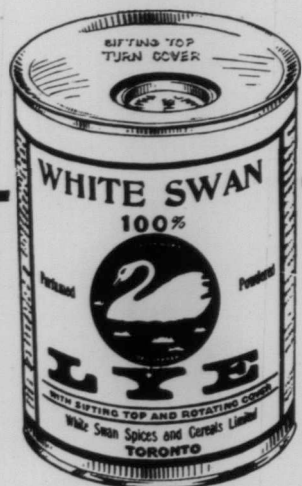
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CO.  
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uver, B.C.



**THIS TIN CONTAINS**

**100%**

PERFUMED-POWDERED

**LYE**

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

**A MUCH LARGER PROFIT** THAN YOU HAVE BEEN RECEIVING ON SIMILAR GOODS.

**A TIN CONTAINING** ABOUT A QUARTER POUND MORE LYE THAN IS USUALLY GIVEN.

**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**  
TORONTO



## Tell this to the WOMEN

By using 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

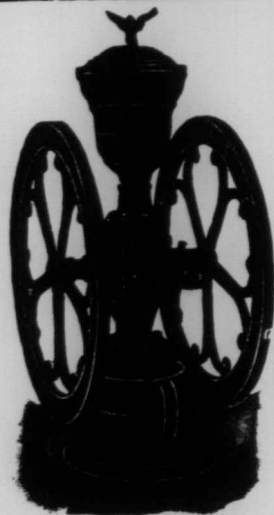
**MINUTE TAPIOCA**

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 COFFEE MILLS

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, Glasco & Co.  
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 cents per tin.**

**John W. Bickle & Greening**

(J. A. Henderson)

Canadian Agents

Hamilton

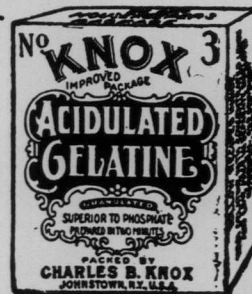
# EXTRA PROFIT THAT DESERVES EXTRA PUSH

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 27½ per cent. duty. 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.



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



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

**ESSEX BRAND** IS KNOWN TO  
ALL THE TRADE

**Essex Canning & Preserving Co.**

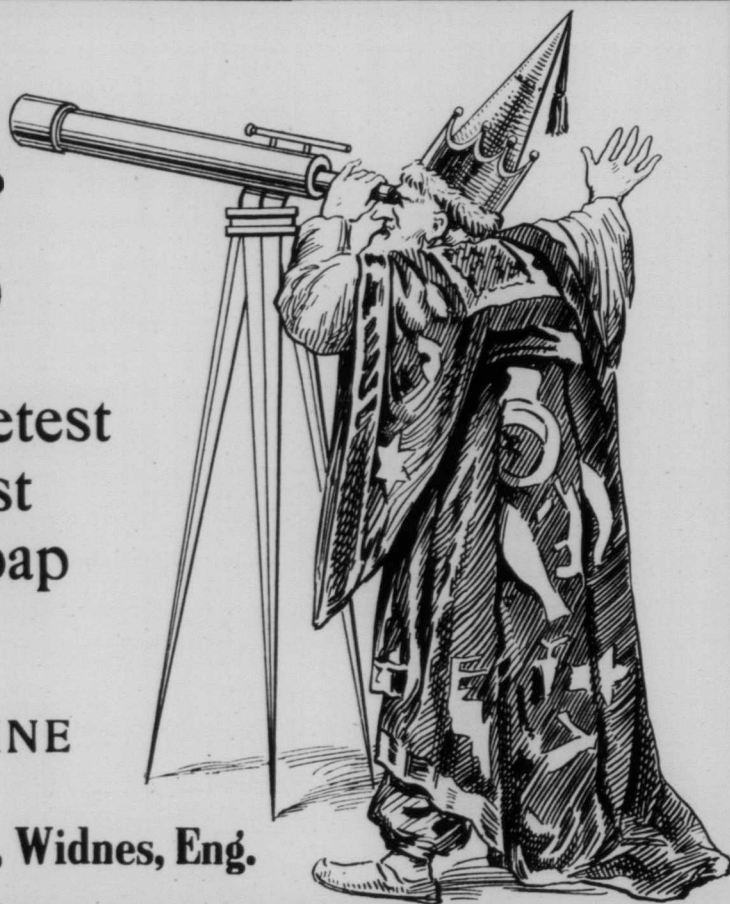
**Essex, Ont.**

# Gossages' Magical Soap

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

GUARANTEED GENUINE

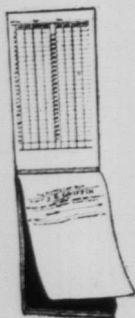
William Gossage & Sons, Ltd., Widnes, Eng.



Better Service.      No Advance in Price

## COUNTER CHECK BOOKS

To Suit Any System



Write for samples, or tele-  
phone 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

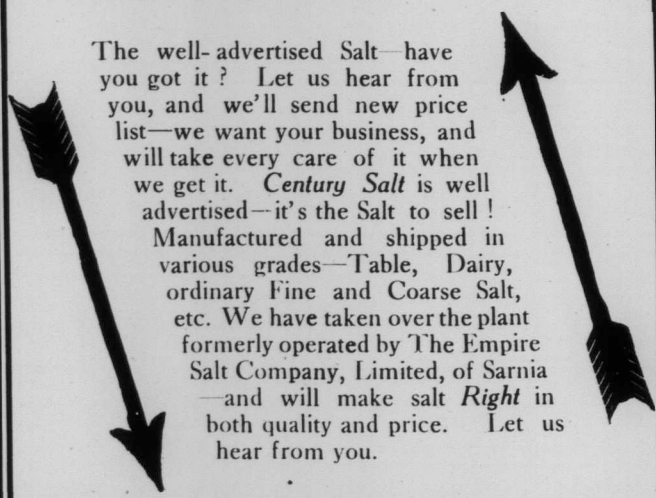
WRITE US FOR PRICES

**Empress Manufacturing Co.**  
Limited

**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, - ONTARIO

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

## 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



Made in Canada

We also own the foundation patent on Platform Cylinder Scales like this. We claim this patent is also infringed by the Moneyweight Scale Company by its sale of Dayton Barrel-shaped 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, : N.Y.



## YOUR PROFITS

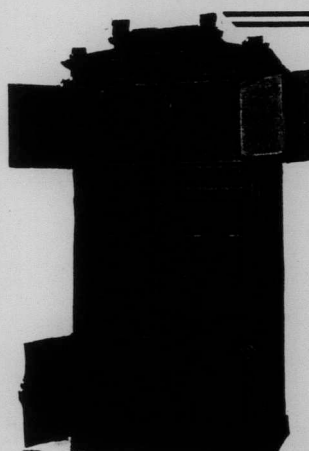
in the handling of your perishables, such as butter, eggs, etc., are secured if you are using an

## ARCTIC Refrigerator

The 'Arctic' is the 'last word' in scientific refrigerator construction, and is moreover 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**

**WE** are well situated to supply your requirements 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  
of

**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 & Breerton, Winnipeg; L. T. Mewburn & Co., Ltd., Calgary; Standard Brokerage Co., Ltd., Vancouver, B.C.; T. A. McNab & Co., St. John's, Newfoundland.

*Redpath*

is

**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**



ESTABLISHED OVER 200 YEARS

# CHAMPION'S

# MALT VINEGAR



LONDON, ENGLAND

IS THE BEST

Commands a Preference over all others.

Made from the finest malted barley.

AGENTS

W. S. Clawson & Co., South Wharf, St. John, N.B.  
Green & Co., 25 Front Street East, Toronto.

W. H. Escott, 141 Ballantyne Ave. East, Winnipeg  
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

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!

## ASEPTO 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 Cream

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 AYLMEY CONDENSED MILK CO., Limited, - AYLMEY, ONT.**

**Tartan**  
**BRAND**

**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 at your service. **NO. 596** for Out-of-Town Buyers.

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

*St. Lawrence*

**GRANULATED**

and

**GOLDEN YELLOWS**

Made only from Pure Cane Sugar

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

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

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

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

**McLean's**

Original

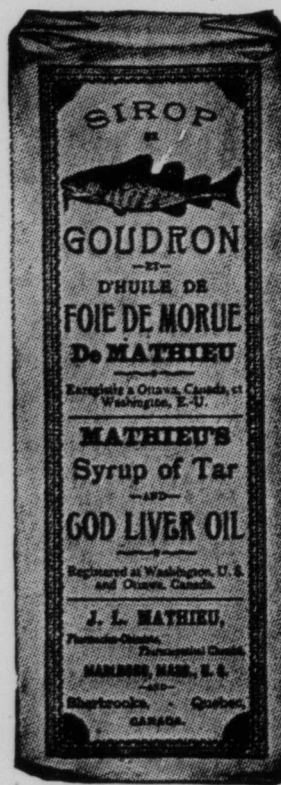
THE CANADIAN  
COCOANUT CO.

Montreal



Purest

**Cocoanut**



**MATHIEU'S SYRUP**

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

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

The sale has increased enormously—  
Thousands of testimonials attest their wonderful value—  
They never become dead stock—  
They afford dealers a good profit—  
Those who once use them make them a household remedy—  
Dealers who do not carry them simply lose sales that go elsewhere.

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

Sold by all wholesale dealers.

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

Distributors for Western Canada:

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

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



**QUALITY**

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

Sold by leading hardware dealers, or write to us.

**HAM & NOTT CO.**  
Limited  
BRANTFORD CANADA

# 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.

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

?

*So is Everybody*  
Your customers will be asking for  
**"A Nice Drink"**

**BATGER'S**

**LIME JUICE CORDIAL  
OR BATGER'S LEMON SQUASH**

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

**ORDER FROM YOUR JOBBER**

Agents:  
**ROSE & LAFLAMME, LIMITED**  
MONTREAL and TORONTO

## A REAL TREAT

At any time of the year.

Goodwillie's delicious Fruits in Glass are always highly appreciated at **Any Table at Any Time.**

Remind your customer of **Goodwillie's** when she is buying and she will thank you for having done so.

*Is your Stock Well Assorted?*



Goodwillie's Pure Fruits in Glass

Agents--Rose & Laflamme, Ltd., Montreal and Toronto

# YOU

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    Snowflake 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

For Hand Filled Goods

Tomatoes, Stringless Beans, Asparagus, Spinach, Etc.  
Apples, Peaches, Pears, Plums, Etc.

### Sanitary Enamel Lined Cans

For Color Fruits and Goods of Strong Acidity

Strawberries, Red Raspberries, Black Raspberries, Blackberries, Sour Cherries, Blueberries, Beets, Rhubarb, Etc.

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

Write for Samples

**Sanitary Can Company, Ltd.**  
Niagara Falls, . . . Ontario

## 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!

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.

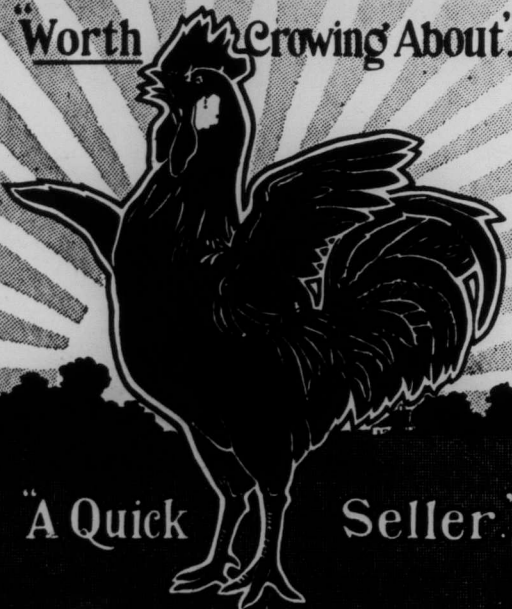
Its delightfully piquant flavour is daily pleasing thousands of palates, and the wide-awake Grocer is keeping his shelves well stocked with NO. 1 SAUCE to meet the demand.

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

Masons  
Limited,

25 Melinda St.,  
TORONTO, ONT.

"Worth Crowing About."



"A Quick Seller."

## BAIRD'S SAUCE

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

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

## GINGERBREAD

—BRAND—

## MOLASSES

A Molasses that increases your sales.

THREE reasons for it:

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

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

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

**THE BEST THERE IS**

Be convinced now.

**The Dominion Molasses  
Co., Limited**

HALIFAX - NOVA SCOTIA



### BIGGER AND BIGGER SALES

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

## AURORA COFFEE

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

Branch: Sault Ste Marie.

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. Tippet & Co., St. John, N.B.; C. E. Jarvis & Co., Vancouver, B.C.



**I** NVITE trade by making your store attractive. Well dressed windows and cases and carefully arranged goods lose half their effect under a cracked, discolored, unsanitary wood or plaster ceiling.

"Classik" embossed steel ceilings and walls are not only fire-proof and hygienic but very artistic and will last forever. Easily kept bright and fresh by wiping with a damp cloth. Machine-cut beads (patented) make seams invisible and erecting easy.

Quickly and easily installed without interruption to business. Get catalog "A" showing hundreds of designs suitable for stores, schools and residences. It gives full information.

**The Galt Art Metal Co., Limited**  
GALT, ONTARIO  
WINNIPEG-DUNN BROS.

### Galt "Classik" Ceilings

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**  
**MONTREAL**

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## 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 buying 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.



## Cheese for 5000 Grocers

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

WE ARE SPECIALISTS FOR THE TRADE.

Write, Wire or Phone.

THE ST. LAWRENCE GROCERY  
395 St. Lawrence Building Montreal

## GEORGE & BRANDAY

Established 1879

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. A small advertisement in the

## KINGSTON "GLENER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax



## CHINESE STARCH

Quick Sales.  
Satisfaction.  
Large Profit.  
No Dead Stock

Get Prices

OCEAN MILLS  
MONTREAL

## WARMINTON'S

Shipping Specialties

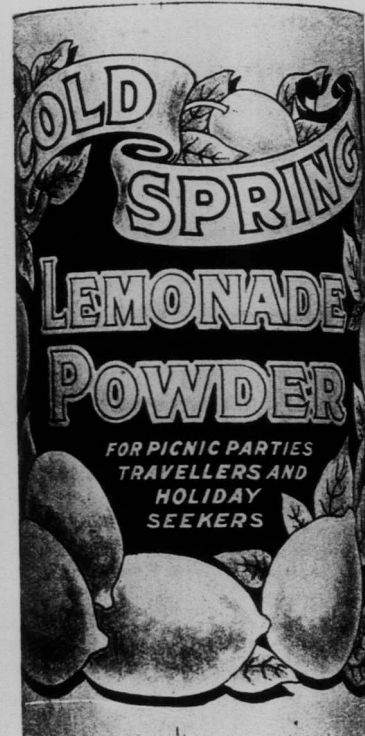
STRAPPING, CLUTCH NAILS, PAIL HOOKS, ETC.

Save expense to shipper

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 ¼ 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.

**Flavouring**

**Spelling BRAND**

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

*Write for prices.*

**THE T. A. LYTTLE CO., LTD.**  
Sterling Road  
TORONTO

**Extracts**

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

The name of **Purnell & Panter** Limited

BRISTOL, ENG.,

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

**Vinegar, Pickles or Sauce**

ESTABLISHED 1750

Cars always at your disposal

Canadian Agents:

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



**WAGSTAFFE LIMITED, HAMILTON**

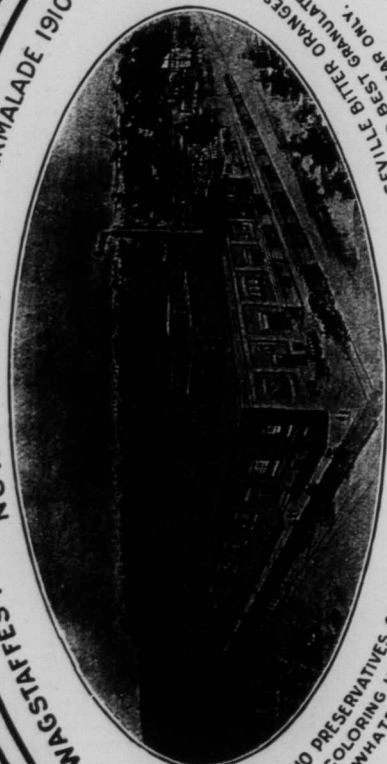
WAGSTAFFE'S FINE OLD ENGLISH NEW SEASON MARMALADE 1910

WAGSTAFFE'S NOW READY

NO PRESERVATIVES OR COLORING USED WHATEVER

Exact Reproduction of

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



SEVILLE BITTER ORANGES AND BEST GRANULATED SUGAR ONLY.

Agents for Ontario: Messrs. W. B. Bayley & Co., Toronto

Agents for Quebec: Messrs. F. L. Benedict & Co., Montreal

**SYMINGTON'S**

**COFFEE ESSENCE**

UNQUESTIONABLY THE VERY BEST

THOMAS SYMINGTON & CO. EDINBURGH

ALWAYS READY, ALWAYS PURE! ONE STANDARD QUALITY!

TO BE HAD OF ALL WHOLESALEERS



PANSY  
Brand  
Chocolates

PANSY  
Brand  
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.

Minto  
Apricot  
Black Currant  
Burnt Almond  
Chips  
Cherry  
Cinnamon  
Coffee  
Emperor  
Fruit

Ginger  
Globe  
Honey  
Ice  
Ice Cream  
Imperial  
Jim Crow  
Lady Caramel  
Langtry  
Lemon

Maple  
Maple Wafer  
Maple Walnut  
Marshmallow  
Nougat  
Nougatine  
Old Fashion  
Opera  
Peach  
Pear

Pecan  
Perfection  
Raspberry  
Royal  
Scallop  
Valencia  
Vanilla Bean  
Walnut  
Ginger  
*(Dipped)*

*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

FREE: Beautiful hangers for the asking

PANSY  
Brand  
Chocolates

PANSY  
Brand  
Chocolates

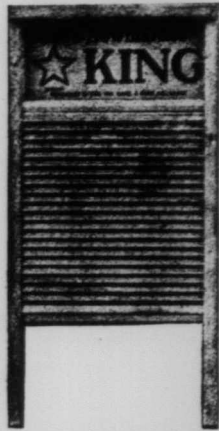
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LTD.

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

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RD

RGH



### It Pays to Sell CANE'S Washboards

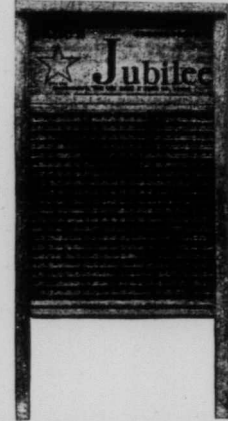
because they are the best-made washboards on the market and are as good as washboards can possibly be made.

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.



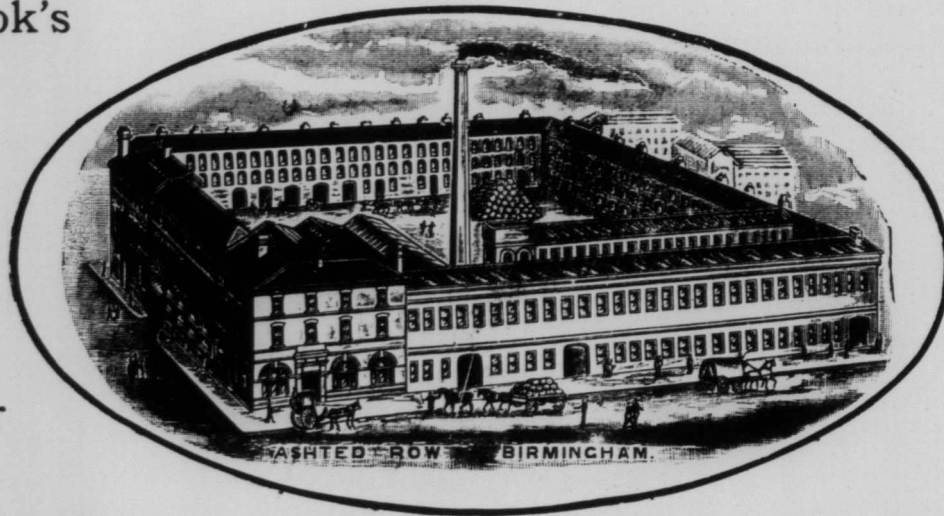
## The Largest Sauce Factory in the World

Holbrook's  
Worcestershire  
Sauce

Punch  
Sauce

Pure  
Malt  
Vinegar

Pure  
Pickles



#### Local Agents

- Quebec  
J.R. Renaud & Co.
- Montreal  
F. L. Benedict & Co.
- Winnipeg  
Richards & Brown
- Regina  
Campbell Bros. & Wilson
- Calgary  
Campbell, Wilson & Horn
- Vancouver  
Kelly, Douglas & Co.
- Victoria  
Wilson Bros.
- Halifax  
Bauld Bros.
- St. John, N.B.  
Barbour & Co.
- Fredericton, N.B.  
Randolph & Son

**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, R.  
Allison Co.  
American  
Andrews  
Aspetto M  
Aymer Co

Baker, W.  
Balfour, S.  
Batger & C  
Benedict,  
Bickle, J.  
Blue Ribb  
Borbridge,  
Borden Co  
Bowen, E.  
Brack & C  
Bristol, Ge  
Buchanan  
Burt, F. N

Canada M  
Canada Su  
Canadian I  
Canadian C  
Canadian I  
Cane, Wm.  
Carr & Co.  
Carter, H.  
Champion  
Chaput Fil  
Chase & Sa  
Clare & L  
Clark, W.  
Cawson &  
Coles Mfg.  
Colwell, E.  
Commercia  
Concord Co  
Connors Br  
Constant, I  
Cowan Co.  
Coz, J. & G  
Crescent M

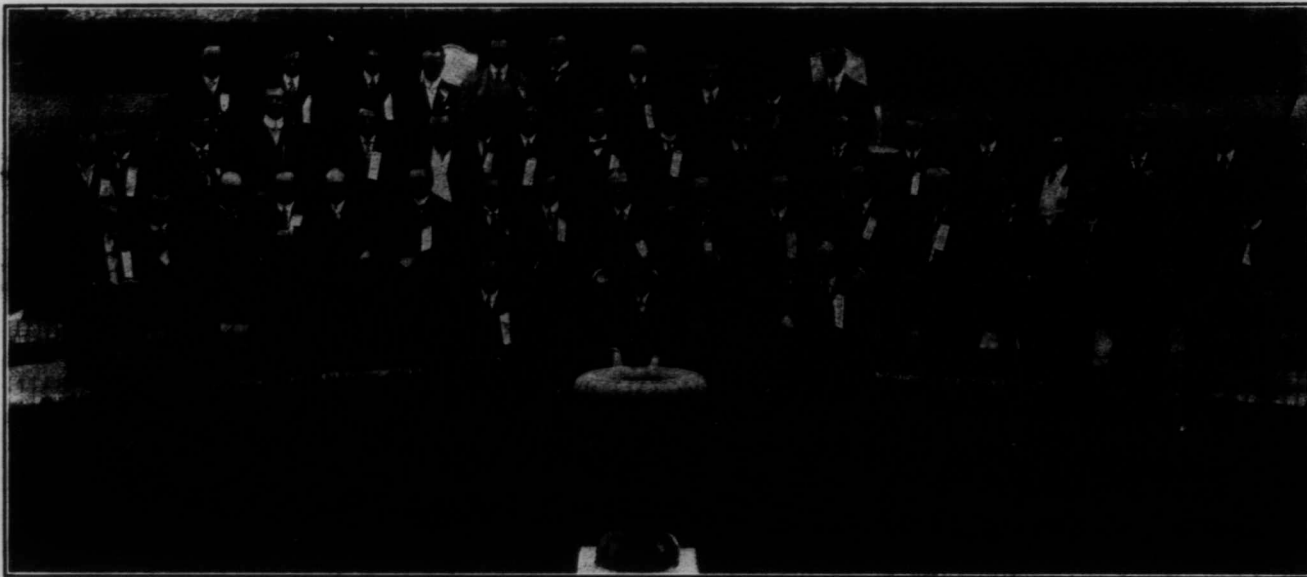
Dalley, F. I  
Deer, A. J.  
Distributor  
Dominion C  
Dominion I



is so good  
that  
over  
Twenty Million  
packages  
are  
sold each year.

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Commercial Register Co.	17		Lemon Bros.	56	Patrick, W. G. & Co.	2	White & Co.	55
Concord Canning Co.	57		Lind Brokerage Co.	2	Perrin, D. S. & Co.	4	White, Cottell & Co.	7
Connors Bros.	57		Lytie, T. A. Co.	12	Pickford & Black	inside back cover	White Mop Wringer Co.	13
Constant, H.	52		<b>M</b>		Poulin, P.	52	White Swan Spice & Cereals, Ltd.	10
Cowan Co.	9		MacNab, T. A., & Co.	2	Poulton & Noel	6	Wilson, Archdale	46
Coz, J. & G.	51		McCabe, J. J.	54	Purnell & Panter	22	Wiseman, R. B. & Co.	82
Crescent Mfg. Co.	56		McDougall, D., & Co.	58	<b>R</b>		Wood, Thomas & Co., Ltd.	10
<b>D</b>			McIntosh, F. R., & Co.	40	Richards Pure Soap	18	Woodruff & Edwards	64
Dalley, F. F. Co.	62		McLeod & Clarkson	40	Robinson, O. E., & Co.	56	Woods, Walter, & Co.	63
Deer, A. J.	49		MacLaren Imperial Cheese Co.	40	Rowat & Co.	20	<b>Y</b>	
Distributors, Ltd.	2		inside front cover	50			Young, A. J., Ltd.	14
Dominion Cannery, Ltd.	2		inside front cover	45				
Dominion Molasses Co.	19		inside front cover	45				



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.

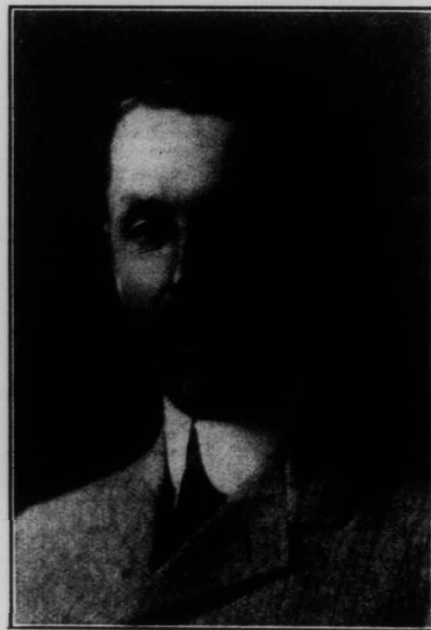
Brandon, Man., June 14.—An organization in western Canada which is growing stronger year by year, both in numbers and potency is the Associated Board of Trade of Western Canada.

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 discuss 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 resolu-

tions 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

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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 convention—the 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 ques-

tion, "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 about.

**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-five-foot 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 of 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.

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 getting 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 election 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 transportation matters whose duty it shall be to study the freight tariffs of the railway companies operating in the provinces and endeavor to adjust any differences arising between the mer-

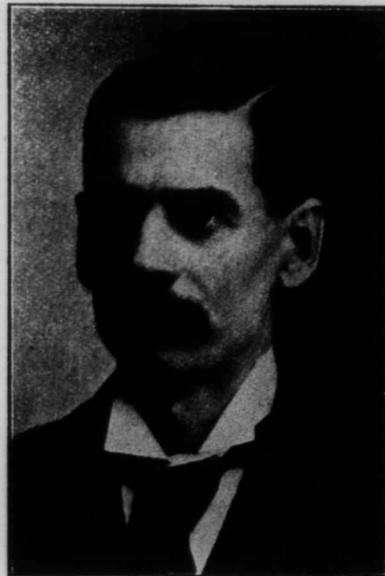
cantile interests and the railway companies in connection with these tariffs."

**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, co-operated in the matter of properly distributing harvest hands.

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 report to a combined committee from 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 farmers 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 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.

**Better Customs Facilities.**

"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 adequate 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 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 increasing the facilities at 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. In 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 motion, 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 nearly everyone was in favor of leaving the name unchanged. Mr. Shaw, traffic manager C.N.R., referred to the "Duluth" wheat in the United States as applied to the grain grown in three states. Besides 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

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 Hon. 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 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 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 \$10 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.

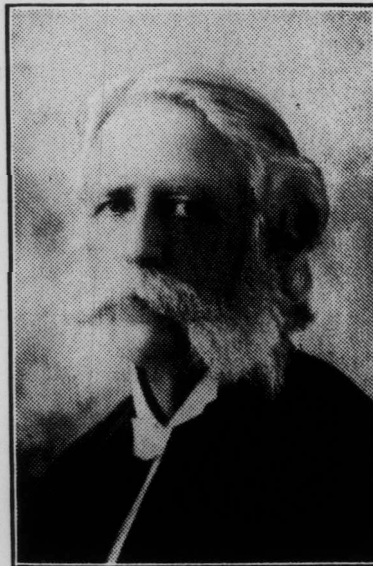
Be it resolved that this convention request the Department of the Interior to favorably consider the question of greater activity in throwing open Indian reserves for settlement.

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 it 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) compulsory."

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 carried.

**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 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 their course because of the lack of anything to guide them 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, 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.

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 withdrawn.

**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 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 reason.

Judge Maguire, Prince Albert, introduced the resolution.

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

At five o'clock Friday an automobile tour about the city had been arranged.

At seven o'clock the same evening a banquet was to be given in Aagaard's Cafe.

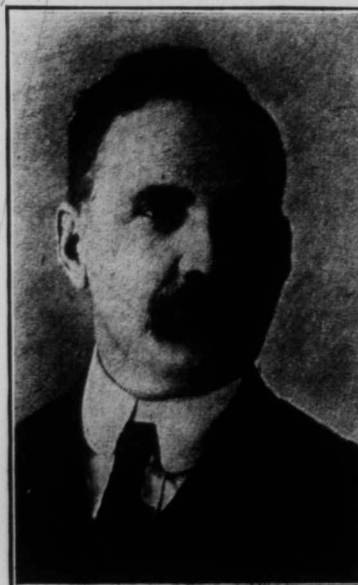
**FRIDAY MORNING.**

**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 provinces, and urge the desirability of early legislation with a view to providing for a boiler construction and Inspection Requirement Act of Dominion-wide application.

This resolution emanated 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. 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 of 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 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 fraud-

lent promoters of gold mine schemes, and he thought the law was not stringent enough to curtail wildcat schemes. One of the requirements that a promoter 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 strongly, 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 southern 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

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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 thought 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 Selanders, 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.

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 Wilson 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, Stratheona; 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. Lanning, 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, 15c per one-pound jar, (sold ordinarily at 25c); pineapple, four cans for 25c (usual two tins for 25c); salmon, 10c (usual, two tins for 25c); sugar, (B. C.) 18-lb. sack, 90c, (usual, \$1.25); baking powder, per 12-ounce tin, 30c, (usual, 40c); one brand of catsup, two for 45c, (usual, 35c 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 unanimous, 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 majority 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.

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 & Sons, Toronto, is back to business again, after an illness extending over two months.

# The Canadian Grocer

Established 1886

THE MACLEAN PUBLISHING CO., LIMITED

JOHN BAYNE MACLEAN - PRESIDENT

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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 wholesale 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 co-operative fresh egg circles.

## Opens at Eight O'clock and Closes at Six Sharp

**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

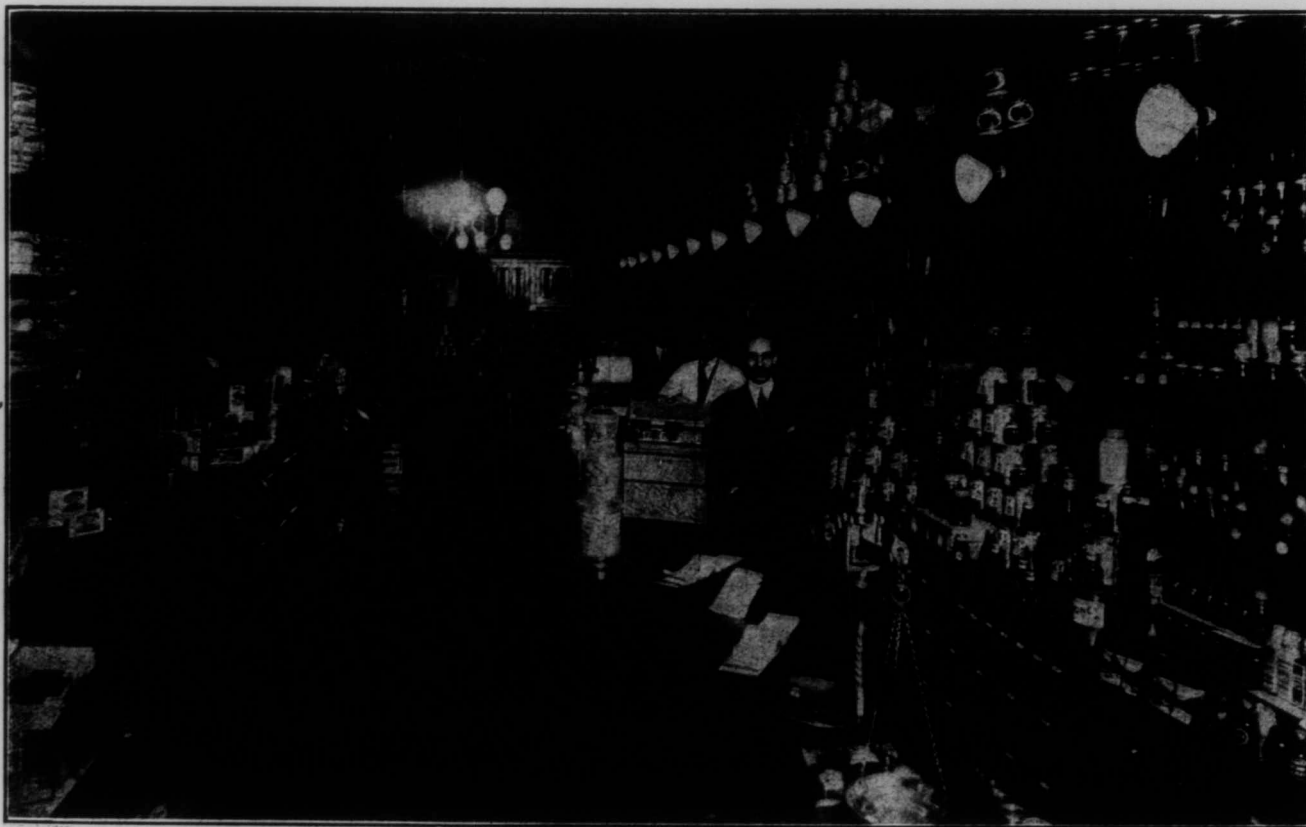
other ideas, enables him to secure a good share of the trade.

### 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.

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.

## 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:—

### Law.

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 rea-

son 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 ¼ oz., was, in fact, a most difficult knack to acquire.

### PAPER SOLD AS TEA.

Short weight in the sale of such necessities 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 Sold for 25 Cents—Special Price From a Wholesaler.**

By A. H. H.

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 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 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 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 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 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 form-

er 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 apply 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 part;

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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Importers and Roasters of High Grade  
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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?

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"Is Good Tea"

T. H. ESTABROOKS  
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## 2's, Heavy Syrup

### \$1.00

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## Do You Sell Wafers?

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

# Frou-Frou

## The World's Greatest Wafer.

MacGregor 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.

## MACGREGOR SPECIALTY Co.

Canadian Distributors

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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

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

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**HAMS  
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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.**  
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**REINDEER  
Coffee**  
With Milk and Sugar



Ready

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No trouble to prepare  
Just add Boiling Water

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

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**Breakfast Bacon  
Skinned Backs  
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Finest Quality. Made from Selected Hogs.  
Made under Government Inspection.

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# 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.

24½¢ 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 24½
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 effect will be as serious as at first was expected.

Quebec, large	0 11½	0 11½
Western, large	0 11½	0 11½
" twins	0 12	
" small, 20 lbs.	0 12	
Old cheese, large	0 13	

Eggs—Eggs are still coming in freely, but not quite in the quantities of last year. The price is still 20½¢, 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. Few lots are obtainable at first hand. Prices are still unchanged.

Compound maple syrup, per lb.	0 4½	0 05
Pure townships sugar, per lb.	0 10	0 11
Pure syrup, 8½ lb. tin	0 70	
10½ lb. tin	0 85	

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

White clover comb honey (nominal prices)	0 15	0 17
Buckwheat, extracted	0 08½	0 09
Clover, strained, bulk, 30 lb. tins	0 11	0 11½
Buckwheat comb	0 12½	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	0 15½
Smoked breakfast bacon, per lb.	0 19	0 20
Pickled shoulder	0 15	0 15½
Roll bacon, per lb.	0 18	0 18½
Light hams, per lb.	0 18	0 18½
Medium hams, per lb.	0 17	0 17½
Large hams, per lb.	0 17	0 17½
Cooked hams	0 26	
Fresh shoulder hams	0 13	
Shoulder butts	0 17	0 18
Bacon, plain, per lb.	0 19½	0 20
" pea meal	0 20	0 20½
Heavy mess pork, per bbl.	28 00	29 00
Short cut, per bbl.	30 00	31 00
Lard, tierces, per lb.	0 15½	0 16
" tubs	0 16	0 16½
" pails	0 16½	0 16½
" compounds, per lb.	0 12	0 14½
Live hogs, at country points	9 15	9 20
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.

Fresh creamery print	Per lb.	0 23	0 23½
Farmers' separator butter	0 20	0 21	
Dairy prints, choice	0 17	0 18	
No. 1 tubs or boxes	0 18	0 18½	
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 10¾¢ to 11¢ a pound.

Old cheese—		White	0 14	
Large	0 12½	0 13	New cheese—	
Twins	0 13	0 13½	Large	0 11½
Stiltons	0 13	0 15	Twins	0 12

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 18½	0 19
Second grade, doz.	0 17	0 18
Chips, 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	0 18	
Turkeys, per lb., large	0 17	0 18

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

Clover honey, extracted, 60 lb. cans	0 10½	0 11
" " " 10 lb. pails	0 11	0 12
" " " 5 lb. pails	0 11½	0 12
" " comb, per dozen	2 00	
Buckwheat honey, lb.	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

## MONTREAL.

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

Pure Lard—		
Boxes, 50 lbs., per lb.	0 16½	
Cases, tins, each 10 lbs., per lb.	0 16½	
" " " 5 " "	0 16½	
" " " 3 " "	0 17	
Pails, wood, 20 lbs. net, per lb.	0 17½	
Pails, tin, 20 lbs. gross, per lb.	0 17½	
Tubs, 50 lbs. net, per lb.	0 16½	
Tierces, 37½ lbs., per lb.	0 16½	
Compound Lard—		
Boxes, 50 lbs. net, per lb.	0 13½	
Cases, 10-lb. tins, 60 lbs. to case, per lb.	0 13½	
" " " 5 " "	0 13½	
" " " 3 " "	0 13½	
Pails, wood, 20 lbs. net, per lb.	0 12½	
Pails, tin, 20 lbs. gross, per lb.	0 12½	
Tubs, 50 lbs. net, per lb.	0 13½	
Tierces, 37½ lbs., per lb.	0 13	

Pork—		
Heavy Canada short cut mess, bbl. 35-45 pieces	30	50
Bean pork	27	00
Canada short cut back pork, bbl. 45-55 pieces	30	50
Clear fat backs	32	50
Heavy flank pork, bbl.	20	50
Plate beef, 100 lb. bbls.	8	75
" 200 "	17	00
" 300 "	25	00

Dry Salt Meats—		
Green bacon, flanks, lb.	0 16½	
Long clear bacon, heavy, lb.	0 16	
Long clear bacon, light, lb.	0 16½	
Hams—		
Extra large sizes, 25 lbs. upwards, lb.	0 16	
Large sizes, 18 to 25 lbs., per lb.	0 17½	
Medium sizes, 13 to 18 lbs., per lb.	0 18	
Extra small sizes, 10 to 13 lbs., per lb.	0 19½	
Bone out, rolled, large, 16 to 25 lbs., per lb.	0 19	
" small, 9 to 12 lbs., per lb.	0 19	
Breakfast bacon, English, boneless, per lb.	0 19½	
Windsor bacon, skinned, backs, per lb.	0 20	
Spiced roll bacon, boneless, short, per lb.	0 18	
Hogs, live, per cwt.	10	60
dressed, per cwt.	13	80

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

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

"There are other reasons also for the scarcity 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, and down in Detroit, to produce butter. Ten quarts of milk bring 70 cents, and there is no labor or expense other than shipping.

**TRADE WITH ITALY AND BELGIUM.**

**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 always 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 silk 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 hav-

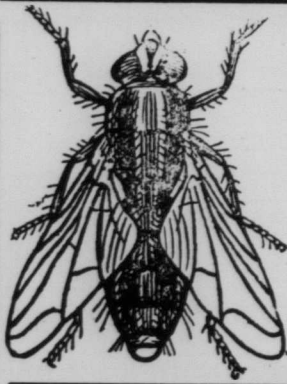
ing sold adulterated pepper, \$10 and costs each. An inspector of the Inland Revenue Department laid the charge. The grocers claimed they bought the pepper from wholesalers, who guaranteed it pure. Some time ago the grocers were also fined for selling impure coffee. The magistrate regretted he had to impose the fine, and urged the Retail Merchants' Association to get after the wholesalers, who, he declared, are partially responsible.

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 markets, we are in the best possible position to keep you posted by mail and wire of any actual or contemplated changes and general gossip of the markets. Some of the largest concerns are subscribers, and we should like to place our proposition before you. For further information write

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



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

**WILSON'S  
FLY PADS**

**MAPLE SYRUP!**

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

**SUCHARD'S COCOA**

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.

**CARTER'S**

EXTRA CONCENTRATED  
**LEMON SYRUP**

"BIG WHEEL"  
**LEMONADE.**

CRYSTALS OR POWDER.

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





# 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.

## MAGIC BAKING POWDER

CONTAINS NO ALUM.

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

**E. W. Gillett Co. Ltd.**  
 Toronto, Ont.

Winnipeg

Montreal



MADE IN CANADA

### Pays a Profit From the Day It is Installed

- ¶ This is THE McCASKEY ACCOUNT REGISTER in which is embodied the SYSTEM of handling ACCOUNTS 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 are interested.

FIRST AND STILL THE BEST

**DOMINION REGISTER CO., Limited**  
 Successor to the McCaskey Register Co. in Canada  
 96-104 Spadina Avenue - TORONTO, Can.

## 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 drop market.

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.

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.,**

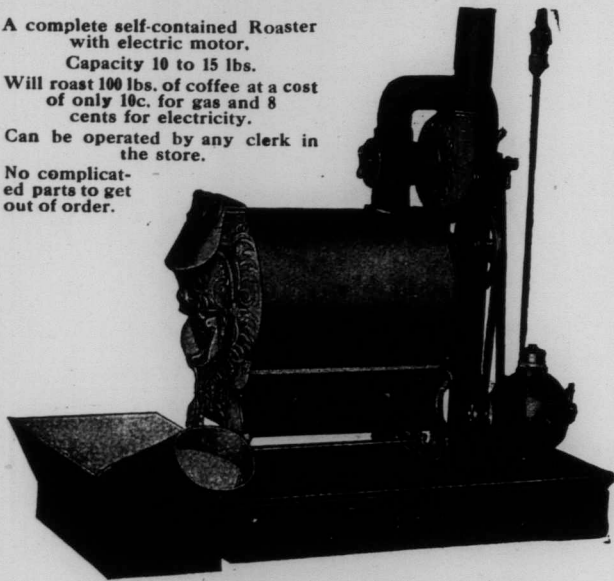
Le Perade

Que.

THE CANADIAN GROCER

# “ROYAL” MONEY-MAKERS FOR THE RETAIL STORE

A complete self-contained Roaster with electric motor.  
Capacity 10 to 15 lbs.  
Will roast 100 lbs. of coffee at a cost of only 10c. for gas and 8 cents for electricity.  
Can be operated by any clerk in the store.  
No complicated parts to get out of order.



No. 1 “ROYAL” Coffee Roaster

THE A. J. DEER CO.

OTTAWA, Canada, 11-5-09.

GENTLEMEN:

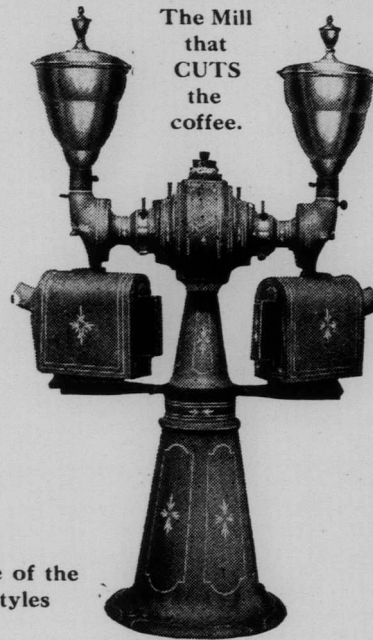
In reply to your letter of Nov. 1st we find our Coffee Roaster a huge success, as our coffee sales are increasing every day.

Yours respectfully,

(Signed) BATE & CO.

A FINE WINDOW ATTRACTION!

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



The Mill that CUTS the coffee.

One of the 72 styles

THE A. J. DEER CO.

NORTH ADAMS, Mass., 5-11-10

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,

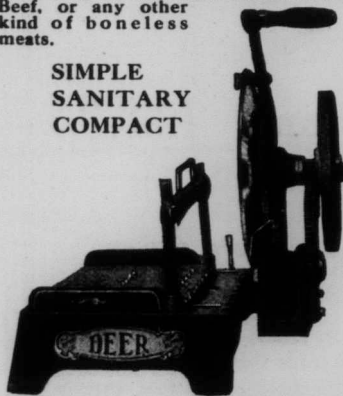
(Signed) STANDARD MERC. CO.

## “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.

SIMPLE  
SANITARY  
COMPACT



Also equipped with extra meat tables.

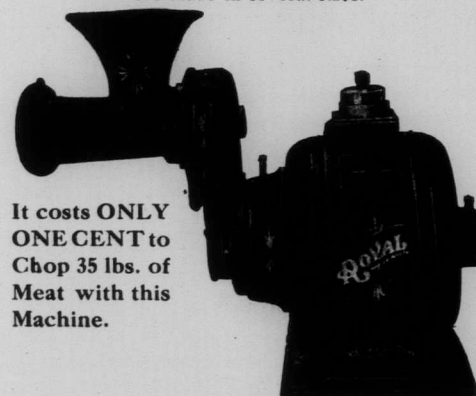
WE PAY THE FREIGHT AND DUTY

Write for free catalog of whichever machine interests you.

DO IT TO-DAY.

For your meat department!  
They mean larger profits for you.

“ROYAL” Choppers are made in several sizes.



It costs ONLY ONE CENT to Chop 35 lbs. of Meat with this Machine.

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.**  
MONTREAL

## 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

# 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**

CANADA:  
No better  
Country



MOTT'S:  
No better  
Chocolate

All the year round

# Mott's

"Diamond" and "Elite"

brands of

# 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:

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

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.	4 60
Manitoba spring wheat patents, bbl.	5 40
" 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, bags	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.

Manitoba Wheat.	
1st Patent	5 30 5 40
2nd Patent	4 80 4 90
Strong bakers	4 60 4 70
Feed flour	3 15
Winter Wheat.	
Straight roller	4 80
Patents	5 20
Blended	4 70

Cereals.—Cereals are still enjoying a good call the weather not having as great an effect as was expected. Prices remain unchanged with the total amount of the trade reaching a fair figure.

Rolled oats, small lots, 90 lb. sacks	2 00
" 25 bags to car lots	1 90
Rolled wheat, small lots, 100 lb. brls.	3 00
" 25 brls. to car lots	2 90
Standard and granulated oatmeal, 98 lb. sacks	2 20

### 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 regard 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 wholesaler. 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 the 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 or 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.

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

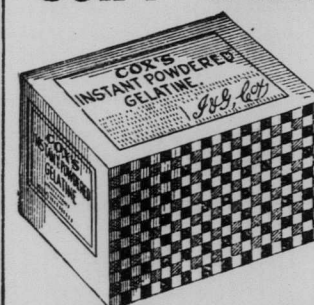
## MOONEY'S

Order to-day.

The  
**MOONEY BISCUIT  
& CANDY CO., LTD.**

Stratford, Can.

## Cox's Gelatine



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

Canadian Agents: **J. & G. Cox, Ltd.**  
C. E. Colson & Son, Montreal  
D. Masson & Co.  
A. P. Tippet & Co.,  
Gorgie Mills, EDINBURGH

**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 times over.

**HOW THEY WORK**



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

For Sale by the Jobbing Trade Everywhere.  
Manufactured by  
**ALLISON COUPON CO., 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 adulterations, and are the most convenient form in which milk can be got. For sale by all wholesalers. For further particulars apply to the

Sole Manufacturers  
**Canadian Milk Products, Limited**  
MAIL BUILDING, TORONTO

52 Highest Awards in Europe and America  
**WALTER BAKER & CO.'S**  
**CHOCOLATE & COCOA**

Registered U.S. Pat. Off.

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

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

**CIE FRANCAISE des PATES ALIMENTAIRES**  
**Macaroni, Vermicelli, etc.**  
Strictly French Manufacture Guaranteed  
Manufactured at  
82 Beaudry Street MONTREAL

The  
**Condensed Ads.**  
on page 18  
will interest you

**W. H. ESCOTT**  
WHOLESALE  
**Grocery Broker**  
141 BANNATYNE AVENUE  
**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  
Bags or Barrels. Car or Broken Lots.  
WRITE FOR QUOTATIONS.  
Prompt attention to all orders.  
J. W. EWEN, - Uzbridge, Ont.

**FEATHERS WANTED**  
Highest prices paid for feathers of all kinds. Must be clean and free from quills. Prompt remittance  
WRITE TO  
**P. POULIN & CO.**  
39 Bonsecours Market, - Montreal  
WE SELL FEATHERS TOO

**THE HODGSON GUM CO.**  
898 St. Lawrence St. MONTREAL  
Makers of High Class Gums at Popular Prices. Write for Samples and Quotations.  
We make special brands to order.

# We would rather our mills were burned or robbed

**I**N 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 profits.

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.



LAKE OF THE WOODS MILLING CO., Limited,  
Montreal

rocess  
serva-  
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SCOTT

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KATCHEWAN

SOLICITED

SALT

Prompt shipments  
order our expense

T WORKS

J. CLIFF, MANAGER

OATS

OATMEALS

Car or Broken Lots.

TATIONS.

all orders.

Uzbridge, Ont.

WANTED

ers of all kinds. Must  
Prompt remittance

& CO.

st, - Montreal

ERS TOO

GUM CO.

MONTREAL

Class Gums at

ite for Samples

tions.

ands to order.

# 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.

McWILLIAM  
**Mc. AND E.**  
EVERIST

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 year. 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 pineapples 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—		Mesquitas	3 00	3 25
Ben Davis	6 00	Oranges—		
Kussets	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	Mexicans	2 25	
Cranberries, bbl.	11 00	Sicily bitters		
Cocoanuts, bags,	4 25	box	2 25	3 00
Grape fruit—		Jamaica, bbl.	3 75	4 25
Florida, box	5 50	Valencias, large,		
per kg	5 00	per case	4 50	5 00
Limes, per box	1 25	Pineapples—		
Lemons—		Floridas, case	2 50	2 65
Sicily bitters, box	1 75	Strawberries—		
	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 01
basket	3 25		Imported, box		2 00
Beans, wax	3 50		Mushrooms, lb.		0 75
Beets, bag	0 50	0 75	Onions—		
Beets, new, doz.	1 25		Egyptian, lb.		0 021
Carrots, bag	0 75		Red, per bag		1 75
Carrots, new, doz.	1 00		Potatoes—		
Cabbage, bbl.	1 50	2 00	Montreal, bag	0 60	0 70
Cabbage, new, ct	1 50	1 75	Potatoes, new,		
Celery—			per bbl.		4 00
Florida, crate	2 75	3 50	Parsley, dozen		1 00
Celery, large, crt.	7 00	12 00	Parsnips, bag		0 75
Cauliflowers, doz.		6 50	Radishes, dozen		
Cauliflowers, per			bunches		0 15
basket		50	Rhubarb, doz.	0 25	0 35
Cucumbers, bkt	2 00	2 25	Spinach, bbl.	2 00	2 25
Garlic, per lb.		1 15	Tomatoes—		
Green Peppers,			Floridas, crate	3 25	3 85
basket		0 75	Cubans, crate	2 25	2 80
			Turnips, bag	0 50	0 75

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	
Pike	0 08	Whitefish	0 10	
Perch	0 05	Mulletts	0 05	
Steak cod	0 06	Haddock	0 04	
B. C. salmon	0 15	Halibut	0 09	
Gaspe salmon	0 18	Bullheads	0 10	
Market cod	0 04	Carp	0 05	
Sturgeon	0 09	Dore	0 12	
		Mackerel	0 12	
FROZEN				
Codfish	0 04	0 04	Pike	0 06
Dore, winter caught,			Salmon, B. C., red,	0 10
per lb.	0 08		Gaspe salmon	
Haddock	0 04		per lb.	0 18
Halibut, per lb.	0 08		Sweets, 10 lb. boxes	0 01
Herring, per 100	1 25		Whitefish, large,	0 09
Market cod	0 04		lb.	0 09
Steak cod	0 05		Whitefish, small	0 07

SALTED AND PICKLED			
Green cod, No. 1,		Salmon, B. C., red,	bbl 14 00
bbl	6 00	" pink,	bbl 12 00
Labrador herring, bbl	5 00	" Labrador,	bbl 17 00
" " bbl	2 85	" "	bbls 8 50
Labrador sea trout,		" "	Iron,
bbls	11 00	300 lb.	23 00
Labrador sea trout,		Salt eels, per lb.	0 07
half bbls	6 00	Salt sardines, 20 lb. pks	1 00
No. 1 mackerel, pail.	2 00	Scotch herring, bbl.	6 50
" " bbls	8 00	" "	keg 1 00
No. 1 pollock, bl	4 00	Holland herring, bbl	5 50
		" "	keg 0 75

SMOKED	
Bloaters, large, per box	1 00
Haddies	0 07
Herring, new smoked, per box	0 13
Kipper herring, per box	1 15

SHELL FISH	
Clams, Quahogs, per bbl.	6 50
Clams, Little Necks, per bbl.	11 00
Shell oysters, bbl.	10 00
Lobsters, live, per lb.	0 14
Oysters, choice, bulk, gal.	1 50
" Selects, Imp. gal.	1 75
" "Sealshtp," standard, per Imp. gal.	1 75
" " select, per Imp. gal.	2 00

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

### TORONTO.

Green Fruit—The 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 quantities. However, it is expected that the shipments will begin in earnest about the middle of next week. Local dealers anticipate that event and prices should slump, as it is asserted that the crop 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

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

out.....	0 22
ut.....	0 10
h.....	0 10
.....	0 05
.....	0 04
.....	0 09
is.....	0 10
.....	0 05
.....	0 12
l.....	0 12
.....	0 06
B.C., red,	0 10
lmou.....	0 18
0 lb. boxes,	0 0 1/2
h, large,	0 09
h, small.....	0 07
ED	
B.C., red, bbl	14 00
" pink, bbl	12 00
abrador, bbl	17 00
" " bbls	8 50
" " " "	23 00
per lb.....	0 07 1/2
ines, 20 lb. pla	1 00
erring, bbl.....	8 50
" keg	1 00
herring, bbl	5 50
" keg	0 75
.....	1 09
.....	0 07
.....	0 13
.....	1 15
.....	6 50
.....	11 00
.....	10 00
.....	0 14
.....	1 50
.....	1 6
gal.....	1 75
.....	2 00
6, 8, 9 & 10c. per lb.	
.....	1 80
.....	5 50

weather has fruit business. de is carried eliveries may ile the fruit fruit exchange iting the ar- Strawberries small quan eted that the arnest about Local deal- t and prices- rted that the Grape fruit ilifornia, and ractically the lorida brands e firm at a d is good. f waste to the the wholesal- st in this re- 1 opportunity Cantaloupes

# 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 fore-front 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  
HAMILTON, - - - ONT.  
Phone 1990, 2700

FANCY  
**RIPE** { PINEAPPLES  
FLORIDA TOMATOES  
BANANAS

**FRESH** { LETTUCE  
RADISH  
RHUBARB  
GREEN ONIONS

==== Finest Oranges and Lemons ====

**HUGH WALKER & SON**  
Established 1861  
GUELPH, ONTARIO

# 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

## THE CANADIAN GROCER.

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

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

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, per dozen.....	1 25	Egyptian, sack.....	2 75	3 00
Beets, hamper.....	2 25	Potatoes, Ontario, bag.....	0 55	0 60
Beans, green per hamper.....	3 00	Potatoes, Delaware.....	0 75	
Beans, wax, per hamper.....	2 75	Potatoes, Texas.....	3 50	4 00
Cabbage, case.....	1 75	Potatoes, new, bushel.....	1 75	
Carrots, box.....	2 25	Bermuda, new, per barrel.....	5 50	6 00
Carrots, hamper.....	2 50	Parsley, per doz bunches.....	0 25	0 30
Cauliflower, dz.....	2 75	Radishes, doz.....	0 25	
Cucumbers, doz.....	1 50	Peas, green, per bushel.....	2 50	2 75
Cucumbers, hpr.....	2 00	Rhubarb, doz.....	0 15	0 25
Lettuce, Canadian, dozen.....	0 25	Spinach, hamper.....	0 60	
Mushrooms, lb.....	0 50	Tomatoes, case of 6 baskets.....	2 75	3 10
Onions—		Tomatoes, Canadian, h.h., lb.....	0 17	
Texas Bermudas per crate.....	2 50	Turnips, bag.....	0 40	
Bermuda, case 45 lb.....	1 75			

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.

FRESH CAUGHT FISH				
Halibut.....	0 09	0 10	Steak cod.....	0 08
Salmon trout.....	0 11		Perch.....	0 07
White fish.....	0 11	0 12	Haddock.....	0 07
FROZEN LAKE FISH				
Goldeyes.....	0 06		Pike.....	0 07
Pickrel yellow.....	0 08		Whitefish, frozen.....	0 04
			Perch, fresh caught.....	0 07
OCEAN FISH (FROZEN)				
Herring, per 100.....	1 50		Salmon, pink, per lb.....	0 08
Mackerel, each.....	0 22		" Red.....	0 09
Smelts, No. 1.....	0 08		" sea dressed.....	0 10
SMOKED, BONELESS AND PICKLED FISH				
Acadia, tablets, box.....	1 60		Fillets, per lb.....	0 11
Bloaters, per basket.....	0 90		Haddle, Finnan.....	0 07
Codfish, shredded, box.....	1 80		Herrings, Digby, bundle.....	0 60
" Bluenose, ".....	1 40		Herrings, Imported Loch Fyne, per kit.....	1 50
Cod steak, per lb.....	0 07		Kippers, per box.....	1 25
Cod, Imperial, per lb.....	0 05		Quail on toast, per lb.....	0 05
Clacoes, per basket.....	1 25			

### 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 well 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.



## The New Flavor MAPLEINE

Better Than  
Maple

The Crescent Mfg. Co.  
Seattle, Wash.

Order from your jobber, or  
Frederick E. Robson & Co  
28 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

### Ingersoll - Ontario

Would you like our Weekly Circular

### 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 FURS

## Oval Butter Dishes

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

Graham Bros. & Co., Kilmount, 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 best customers will buy "Concord" Norwegian Sardines

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

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

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



#### LIST OF AGENTS:

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

## CUSTOM CATCHERS

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, Winnipeg; 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 Been 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, Petrolia, 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, Ottawa, has sold his grocery stock.  
W. E. Hooker & Son, grocers, St. 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 registered.  
M. Marcell, grocer, Montreal, has registered.  
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. Matuseh 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, Grifin, 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 & McKay.

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

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 plant 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 fire.

JAMAICA CIGARS  
and CIGARETTES

"La Retreat" Brand

Made from the finest and choicest tobacco.

La Retreat Factory Co.

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

Agent required for these  
Products in Canada.

Special inducement to financially 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  
PIPES** Those made by  
**McDOUGALL**  
are peerless. Insist upon  
having them.  
**D. McDOUGALL & CO., Ltd., Glasgow, Scot.**

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

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

**Black Watch**  
The Big Black Plug  
Chewing Tobacco  
"A Trade Bringer"  
Sold by all the Wholesale Trade  


## 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.**

An exhibition was recently held in 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

not it is sold in "penn'orths," such a portion being sufficient to "smear" several 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 fermentation.

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 from Imported Leaf Exclusively

**The Geo. E. Tuckett & Son Co., Limited**  
HAMILTON, CANADA.





## FRIENDS—NOT GROWLERS



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!

Lasts surprisingly, Polishes rapidly.  
Sells phenomenally. Is waterproof.  
Wears off slowly. Leaves excellent profit.

Such is "2 in 1." Stock it.

**The F. F. Dalley Co., Ltd.**  
HAMILTON, Ont. and BUFFALO, N.Y.

### Tea Hints for Retailers

By JOHN H. BLAKE

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

- The Tea Gardens of the World*
- Tea from Seed to Leaf*
- Tea from Leaf to Cup*
- The Tea Marts of the Orient*
- How to Test Teas*
- Where to Buy Teas*
- Is it Wise to Place an Importation Order?*
- Bulk versus Package Teas*
- How to Establish a Tea Trade*
- Tea Blending*

(275 pages)

(24 full-page illustrations)

Sent to any address on receipt of \$2.00.

**MacLean Publishing Company**  
(Technical Book Department)

111-127 University Ave., TORONTO

### NOTICE TO MANUFACTURERS

We have sold out our warehousing and forwarding business and are now prepared to handle two or three additional high-class lines selling to the Western wholesale grocery trade.

**R. B. Wiseman & Co.**

123 Bannatyne Avenue East WINNIPEG, MAN.

Reference—Bank of Ottawa, Winnipeg

Molassine Meal

Molassine Dog and Puppy Cakes

Molassine Terrier, Hound and Puppy Meal

Molassine Chicken and Poultry Food

Are reliable foods for horses, cattle, dogs and poultry.

Sole Canadian Importer:

**ANDREW WATSON**

51 YOUVILLE SQUARE, MONTREAL



# BROOMS OF QUALITY

## WE make them! YOU should sell them!

# YOUR customers will appreciate them! OURS do

and keep our factory going on FULL TIME

A postal will bring you information.

Walter Woods & Co.

Hamilton and Winnipeg

## Tea Lead,

Best Incorrodible

### "Pride of the Island"

Manufactured by **ISLAND LEAD MILLS LIMITED,**

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

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

Canadian Agents

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

Saves time.  
Saves money.  
Saves you bags.

Should be in every grocer's store.

**McGregor's Patent Bag Holder**

**KILGOUR BROS.**  
Wellington St. West TORONTO

Ocean corn starch, 48 1-lb. \$3.50.  
Jam Per lb.  
30-lb. wood pails..... 0 06 1/2  
Pure assorted jam, 1-lb. glass jars, two dozen in case..... 1 75

**Jelly Powders**  
IMPERIAL DESSERT JELLY

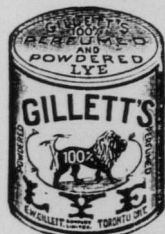


List price.  
"Shirriff's" (all flavors), per doz....  
Discounts on application.

WHITE SWAN SPIC AND CEREALS, LTD.  
White Swan, 15 flavors. 1 doz. in handsome counter carton, per doz., 90c.



"Purity" licorice, 10 sticks..... 1 45  
"Purity" licorice, 100 sticks.....  
Dule, large cent sticks, 100 in box.....  
**Lye (Concentrated)**



GILLETT'S PERFUMED LYE  
Per case  
1 case of 4 doz \$3 50  
3 cases of 4 doz 3 40  
5 cases or more 3 35



ST. CHARLES CONDENSING CO.

PRICES:  
St. Charles Cream, family size, per case..... \$3 50  
Baby size, per case..... 2 00  
Ditto, hotel..... 3 70  
Silver Cow Milk..... 4 55  
Purity Milk..... 4 25  
Good Luck..... 4 00

**Mustard**  
COLMAN'S OR KEEN'S  
D.S.F., 1-lb. tins..... per doz. \$ 1 40  
" 1-lb. tins..... " 2 50  
" 1-lb. tins..... " 5 00  
Durham 4-lb. jar..... per jar 0 75  
" 1-lb. jar..... " 0 25  
F.D. 1-lb. tins..... per doz. 0 85  
" 1-lb. tins..... " 1 45

IMPERIAL PREPARED MUSTARD  
Small, cases 4 dozen..... 0 45 dozen  
Medium, cases 2 dozen..... 0 90  
Large, cases 1 dozen..... 1 35 "

**Olive Oil**  
LAPORTE, MARTIN & OIE, LTD.  
Minerva Brand  
Minerva, qts. 12's..... \$ 5 75  
" pts. 24's..... 6 50  
" 1-pt. 24's..... 4 25

**Sauces**  
PATERSON'S WORCESTER SAUCE  
1-pint bottles, 3 and 6 dozen cases, doz..... 0 90  
Pint bottles, 3 dozen cases, doz..... 1 75

**Soda**  
COW BRAND

**DWIGHT'S SODA**  
A Compound made of Wheat, Berley, Salt and Yeast.  
Postum Cereal Co., Limited  
Duluth, Minn., U.S.A.

Case of 1-lb. containing 50 packages, per box, \$3.00  
Case of 1-lb. containing 120 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

**MAGIC BRAND** Per case  
No. 1, cases 60 1-lb. packages..... \$2 60  
No. 2, " 120 1-lb. " " " 2 60  
No. 3, " 60 1-lb. " " " 2 60  
No. 5 Magic soda—cases 100—10-oz. pkgs.  
1 case..... 2 65  
5 cases..... 2 55

**PURE AND DELICIOUS**  
TRUE FRUIT FLAVORS  
CARTONS EACH 1 DOZ.

Assorted flavors—gross 10.75.  
**Soap**  
The GENUINE. Packed 100 bars to case.

**FELS-NAPHTHA**

Prices—Ontario and Quebec:  
Less than 5 cases..... \$5 00  
Five cases or more..... 4 95

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In boxes of 50, 10c.; packets, \$3 per box; or three boxes for \$2.50; 5 boxes \$2.75.

**Lard**  
N. K. FAIRBANK CO. BOAR'S HEAD BRAND COMPOUND.

Tierces... \$1 13 1/2  
1-bbls. .... 0 13 1/2  
Tubs, 80 lbs. 0 13 1/2  
20-lb. Pails. 2 73  
30-lb. tins.. 2 83  
Cases 3-lb. 0 14 1/2  
" 5-lb. 0 14  
" 10-lb. 0 13 1/2

F.O.B. Montreal.

**GUNN'S "EASIFIRST" LARD COMPOUND.**

Tierces... 0 12  
Tubs..... 0 12 1/2  
20-lb. pails. 0 13  
20-lb. tins. 0 12 1/2  
10-lb. " 0 14  
5-lb. " 0 13 1/2  
3-lb. " 0 13 1/2  
1-lb. cartons 13 1/2

**Licorice**  
NATIONAL LICORICE CO.  
5-lb. boxes, wood or paper, per lb..... \$0 40  
Fancy boxes (36 or 50 sticks), per box... 1 25  
"Ringed" 5-lb. boxes, per lb..... 0 40  
"Acme" pellets, 5-lb. cans, per can.... 2 00  
(fancy box, 40), per box 1 50  
Tar licorice and tolu wafers, 5-lb. cans, 3 00  
Licorice lozenges, 1-lb. glass jars..... 1 75  
" 30 5-lb. cans..... 1 50

**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. 7c.; pint sealers (24 oz.), 1 doz. in case, per dozen \$2.25.

**SHIRRIFF BRAND**  
"Imperial Scotch".....  
1-lb. glass, doz.... 1 55  
3-lb. " " " 2 80  
4-lb. tins, " " 4 65  
7-lb. " " " 7 35  
"Shredded".....  
1-lb. glass, doz.... 1 90  
2-lb. " " " 2 10  
7-lb. tins, " " " 8 35

**Post Toasties**  
**Grape Nuts**

Grape Nuts—No. 23, \$3.00; No. 23, \$4.50.  
Post Toasties—No. T3, \$2.85.



**CASH OR PARCEL CARRIERS**  
 SAVE TIME & MONEY



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 We will instal a System of Gipe Carriers in your store; you use them TEN DAYS, and if you do not find that they give you BETTER and QUICKER SERVICE than any other WIRE CARRIER, PNEUMATIC TUBES, CABLE CARRIERS or CASH REGISTERS, we will remove them at our expense.



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**Provides for the Complete Equipment of the Modern Grocery.**

Write for Illustrated Catalogue showing some of the stores we have fitted up.

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 BERLIN : ONTARIO

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 Port of Spain - Trinidad

**Popular Because Reliable!**



Order from your Jobber.

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**BAKING SODA**

the favourite with the Canadian housewife. It is noted for its strength, purity and reliability.

See to your stocks. It's always in demand.

**CHURCH and DWIGHT**  
 Manufacturers  
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**Oakey's** The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters.

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**KNIFE POLISH**

**JOHN Oakey & Sons, Limited**  
 Manufacturers of  
 Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

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GRADES

Verret, Stewart & Co.  
Limited  
Montreal

The average consumer is every day becoming more and more discriminating, and demands that the food products offered shall be pure, wholesome, and—above everything—free from any contamination.

## WETHEY'S CONDENSED MINCE MEAT

Wrapped and packed  
in sanitary packages

SOLVES THIS QUESTION

Quality Unexcelled.  
Three dozen to a case.

Absolutely Dust-proof.  
All jobbers.

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