

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.

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New York: Rooms 1109-1111, 160 Broadway.

Winnipeg: 511 Union Bank Building

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NO. 23.

OXFORD

Keen's



Blue

At home and abroad
enjoys a unique re-
putation for purity

It is the most perfect
and satisfactory Blue
made

It's money to you, Mr. Grocer, to make it your leading laundry blue

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

Agents for the Dominion of Canada

The Leading
Laundry
and
Cooking
Starches
in
Canada
are

Benson's "Prepared" Corn

— AND —

Edwardsburg "Silver Gloss" Starch

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

Edwardsburg Starch Co., Limited

ESTABLISHED 1858.

53 Front Street East, Toronto, Ont

Works: Cardinal, Ont.

164 St. James Street, Montreal

You
Can Sell
These With
Satisfaction
and Profit

**A PURE
HARD SOAP**

**A Soap
Your Trade
Requires**



**Every Month
Every Week
Every Day**

**Makes Child's Play
of Wash Day**

**St. Croix Soap Mfg. Co.
Factory at
St. Stephen, N.B.**

**BRANCHES:
Montreal, Toronto,
Winnipeg, Vancouver,
West Indies.**

**A Handy
Can of
Soap
Powder**



**A Large
Package
for
5 Cents**

*Stepping
Stones
to Success*

*Quality
is remembered
long after price is for-
gotten. Use "Quality"
then as a "Stepping
Stone to your Greater
Success."*

"Stower's"

Lime Juice Cordial
will not ferment. No
impurities—no adultera-
tions—the "Quality" pre-
paration that is blended
just right.

Codou's Macaroni

White, delicate, tender—the product of
a factory famous for its cleanliness. Codou's
Vermicelli, fancy letters and pastes, are
quite as renowned for their superiority. The
product commands an ever-increasing
patronage from the best class of trade.

Griffin & Skelley's Fruits

The dried and canned fruits, packed under the "Griffin"
brand, admit of no argument as to quality—there can be
nothing better than the "best." Seeded Raisins, Canned
Fruits, White and Green Asparagus, Prunes, Seedless Raisins,
Cured Fruits of all kinds, but only the highest quality of each.

Olsen & Kleppe's Norwegian Sardines

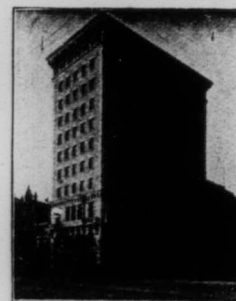
The "Albatross"—a small, specially selected fish. The "Ambrosia"—equally
good, but not so small. These two brands (in pure Olive Oil) represent the
finest of their kind to be procured. Among English epicures the demand is
persistent—and very large. Use "Quality" as a stepping stone to success.

*ARTHUR P. TIPPET & CO., Agents
Montreal*



Montreal Office

Manufacturers' Agents and Brokers' Directory



Winnipeg Office

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

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.

S. Robitaille & Co.

Sherbrooke - - - Quebec
Manufacturers' Agents and Grocery
Brokers

We are open for a few more first class lines in
Confectionery and Groceries.

W. S. CLAWSON & CO.

Manufacturers' Agents and Grocery
Brokers.

Warehousemen
ST. JOHN, - - - N.B.
Open for a few more first-class lines.

W. H. Millman & Sons

Wholesale Grocery Brokers
TORONTO

Finest Storage, Excise and
Custom Bonds.

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

OUT FOR MORE BUSINESS

THE HARRY HORNE CO.

Grocery Brokers and
Manufacturers' Agents.

309-311 King St. West, - - - Toronto

We are open to represent a leading Manufacturer of
Groceries or Grocery Sundries, for Toronto district.
Will give special attention to a good line. Reference—
Traders Bank. We solicit your correspondence.

WATSON & TRUESDALE

(Successors to Stuart, Watson & Co.)

Wholesale Commission Brokers and
Manufacturers' Agents.

WINNIPEG, - - - MAN.

Domestic and Foreign Agencies Solicited.

Prout, Simpson & Co.

Wholesale Produce Merchants

We are open to act as Selling Agents and
Distributors for few suitable lines.

References—Standard Bank, Winnipeg

Splendid Trackage Warehouse. Low In-
surance Rates.

WINNIPEG - - - MAN.

DISTRIBUTORS, LIMITED

EDMONTON, ALBERTA

Manufacturers' Agents, Commission Mer-
chants, Warehousemen.

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

A Large Percentage

*of our orders are "REPEATS"
which fact testifies to the
popularity of*

Meat of Wheat

*Where once introduced it
quickly displaces all
similar articles*

*It pays you a good
profit*

THE WESTERN CEREAL CO.

TORONTO



**BAKING
POWDER**

AN ABSOLUTELY PURE POWDER

Warranted to give perfect satisfaction.
Sold to the consumer at popular prices
and pays you a handsome profit.

4 oz.	Cases	4 doz.	60c. doz.
6 oz.	"	4 "	70c. "
8 oz.	"	3 "	85c. "
12 oz.	"	2 "	1.35 "
16 oz.	"	2 "	1.60 "
5 lbs.	"	1 "	7.20 "

It will pay you to stock "Anchor" brand

EBY-BLAIN, LIMITED

Toronto

Your Tea Trade Is Important

We want to convince you that you can improve it
by stock ng and pushing

RAM LAL'S PURE TEA

This high-grade brand will meet the exacting taste
of your most particular customers.

Send to us for samples and particulars

Ram Lal's Pure Tea Co., Limited

Montreal, Canada

THE CANADIAN GROCER

PERRIN'S

RED LABEL

PACKAGE



20 CENT TINS

GRAHAM WAFERS

DELICIOUS GOODS, HANDSOME PACKAGES

Quality



Talks!

There's only one sure way to obtain and hold the better class trade—let your store talk 'quality.' And there's no line so reliable in quality and so delicious in flavour as

BRAND'S POTTED MEATS AND FISH IN GLASSES AND TINS

We also manufacture the celebrated AI Sauce and Brand's Essence of Beef, together with a wide range of preserved provisions and invalid specialties. We carry a full line of the different kinds in stock in Toronto and Montreal for your convenience, and can assort to meet your requirements.

Prices of Potted Meats, etc.

Meats and Bloater Paste	\$1.55
Fish Pastes	1.75
Game and Chicken . .	1.85

F.O.B. Toronto

Price list and full particulars on application to our agents

THOS. O BAXTER,
27 Front Street East, Toronto

or H. Hubbard,
27 Common St., Montreal

Brand & Co., Ltd.

Purveyors
to
H.M. the King

London, Eng.

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

Leading Brands :

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

ETC.

DOMINION CANNERS
LIMITED
HAMILTON.

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, Agents for Quebec and Ontario

MONTREAL

TORONTO

Hobart Electrical Meat Choppers

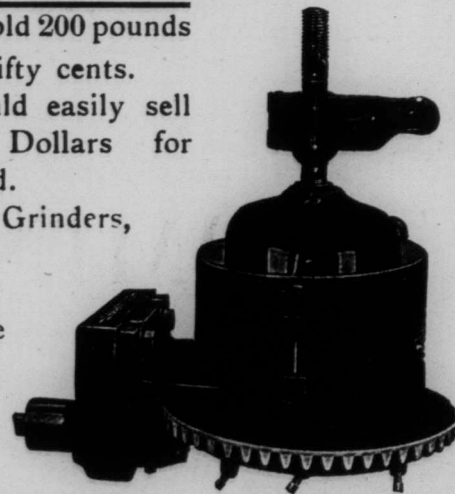
Are the Standard of Quality from
the Atlantic to the Pacific.

Bone Grinder Attachment

You Lost Six Dollars Last
Week if you sold 200 pounds
of bones for fifty cents.

They would easily sell
for Seven Dollars for
Chicken Feed.

Hobart Bone Grinders,
attachable
to Hobart
Choppers, are
making big
money for
Butchers
everywhere.



Please Write
for
Catalogue.

CANADIAN SALES
AGENTS

The W. A. FREEMAN CO., Limited, Hamilton, Ont.

KOP'S ALE, ---Non-Alcoholic

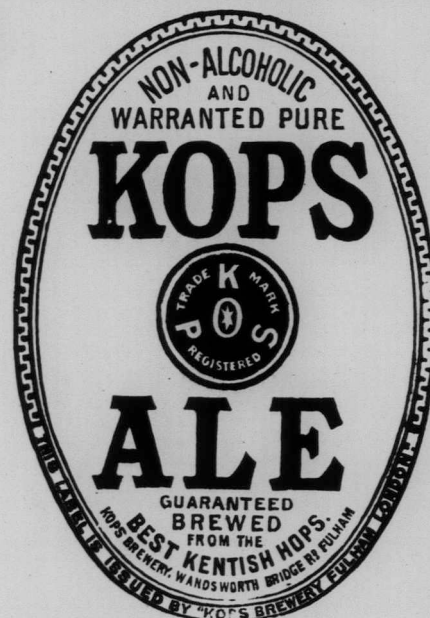
Is prepared from ingredients of undoubted purity, the bitter principle being derived from the finest hops, sufficiently aerated to make them pleasantly sharp.

It is delicious and appetizing, is an agreeable salutary bitter, and while found to act as a tonic stomachic and an aid to digestion, it is so free of alcohol that it will be found a veritable boon to total abstainers.

Are you selling it?

If not, introduce it to your customers this season and you will find it a very profitable line to carry.

Printed catalogues and full particulars from us or our agents.



KOP'S BREWERIES, London, S.W., England

CANADIAN AGENTS:—Hudson's Bay Co., Vancouver, B.C. W. L. MacKenzie & Co., Ross Ave., Winnipeg. Kenneth H. Munro, Coristine Bldg., Montreal. Royal Stores, St. John's, Nfld. The Turner Co., Ltd., 106 Front St. E., Toronto.



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. O. 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.



No article with such food value has had such patronage as McCormick's Jersey Cream Sodas. We are adding thousands every year of satisfied grocers, throughout the Dominion of Canada. The increased patronage is due entirely to quality.

MCCORMICK'S JERSEY CREAM SODAS



The Sauces and Pickles

MADE BY

Purnell & Panter

Limited

are of the same excellent quality as their

English Pure Malt Vinegar



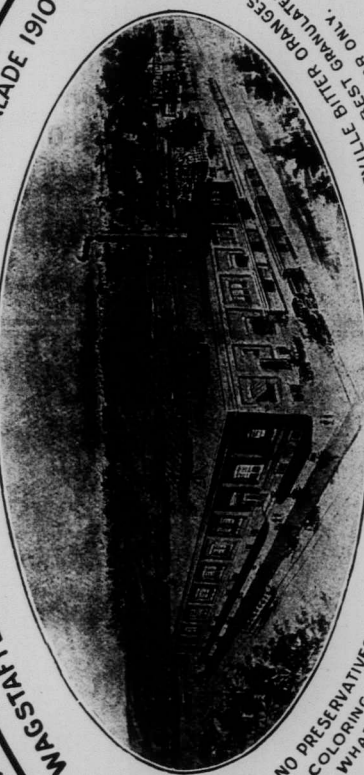
Canadian Agents:

Charlottetown, P. E. I., Horace Hazard; St. John, N. B., C. E. McMichael; Halifax, N. S., Erb & Rankin; Montreal and Ottawa, C. S. Harding, Canada Life Building; Quebec, Cy. 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
NOW READY



SEVILLE BITTER ORANGES
AND BEST GRANULATED
SUGAR ONLY.

NO PRESERVATIVES OR
COLORING USED
WHATEVER

Exact Reproduction of

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

The North Queensland Meat Export Co., Ltd.

WORKS, OOLBUN

TOWNSVILLE, NORTH QUEENSLAND

MANUFACTURERS OF

Canned Meats, Extract of
Meat, Etc.

OF FINEST QUALITY

SPECIALTY:

Boiled and Roast Beef

in 1 lb., 2 lb. and 6 lb. tins, full weight.

As supplied to British War Office, Admiralty
and Indian Government.

CORRESPONDENCE INVITED FROM WHOLESALE BUYERS

Apply: C. J. PIGGOTT, Sole Agent, 19 Eastcheap, London, E.C., Eng.

WHITE SWAN COFFEE

IS GIVING THE BEST OF
SATISFACTION IN THOUSANDS
OF CANADA'S BEST HOMES

PACKED IN HANDSOME

1 pound square tins, it is the most attractive
and easiest selling high class
coffee on the market

QUALITY GUARANTEED
by Government approved form of Warranty
which seals each tin.

White Swan Spices & Cereals, Limited
TORONTO

A QUICK SELLER AT A GOOD PROFIT

Women prefer using **MINUTE TAPIOCA** be-
cause of its obvious advantages as a summer
dessert.

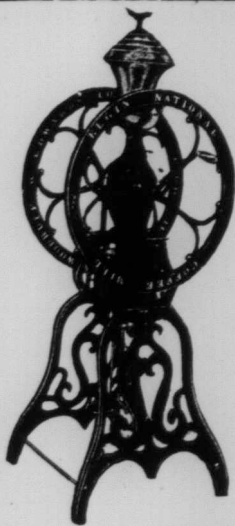
It requires no soaking—fifteen minutes' cooking
produces a delicious tapioca pudding.

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

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

Ask your jobber for
MINUTE TAPIOCA

Minute Tapioca Co.
Orange, - Mass.



Five Essentials

- Simplicity
- Fast Grinding
- Durability
- Easy Adjustment
- Finish

Elgin National Coffee Mills

(40 STYLES)

These are high-grade, attractive
looking mills, at a

LOW COST

Ask any of the following Jobbers for our Catalogue:
WINNIPEG—G. F. & J. Galt (and branches); The Codville Co.
(and branches); Foley Bros., Larson & Co. (and branches).
VANCOUVER—The W. H. Malkin Co. Ltd.; Wm. Braid & Co.
HAMILTON—Jas. Turner & Co.; Balfour, Smye & Co.; MacPherson,
Glassco & Co.
TORONTO—Eby, Blain, Ltd.
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.

The "QUALITY" SARDINE



You can enhance your
reputation and add to
your profit by handling

KING OSCAR BRAND SARDINES

the line which is uniformly pure, sweet
and well packed.

They are a trade-winning line and
never fail to satisfy.

CANADIAN AGENTS

J. W. Bickle & Greening
(J. A. Henderson)
Hamilton, - - Ont.

THE CANADIAN GROCER.

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.

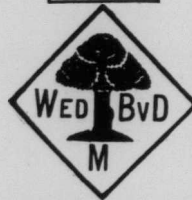
If you have not yet tasted the taste of Frou-Frou, you may do so by sending us your name and address, when a generous sample tin will be at once sent to you.

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

MACGREGOR SPECIALTY Co.

Canadian Distributors

TORONTO, ONT.



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.

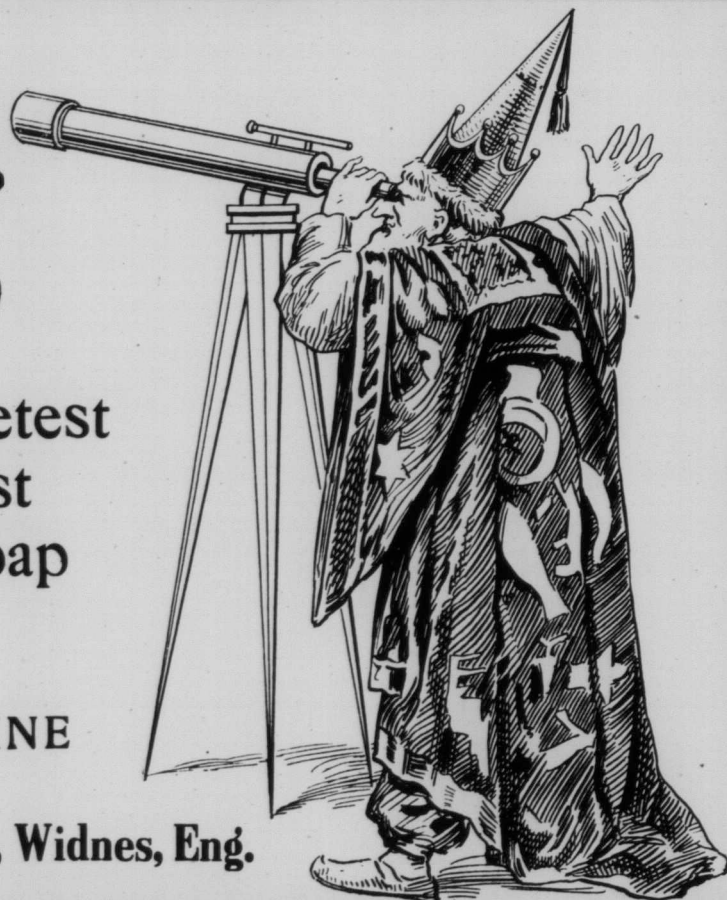
Essex, Ont.

Gossages' Magical Soap

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

GUARANTEED GENUINE

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



Are You Carrying The Empress Brand?

Coffees, Spices, Flavoring
Extracts, Pure Jams
and Jellies

WE WANT YOU to do so.
IT WILL PAY YOU to do so.
YOU WILL do so if you try them once.

WRITE US

Empress Manufacturing Co.

Limited

VANCOUVER, B.C.

MADE IN CANADA

SUPERFINE LINEN RECORD

Perfect conditions of manufacture have
been largely responsible for the
excellence of

Superfine Linen Record

Made in all Weights and Sizes

WHITE, AZURE and BUFF

SAMPLES FURNISHED ON REQUEST

THE ROLLAND PAPER COMPANY, LIMITED

GENERAL OFFICES:
53 St. Sulpice Street
MONTREAL, P.Q.

MILLS AT
St. Jerome, P.Q.

EVERY CAN

Ev

St.

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EVERY
CAN



GUARANTEED

St. Charles

Evaporated Cream

BETTER PROFITS
MORE SALES
SATISFIED CUSTOMERS

With a Good
Stock of
St. Charles



St. Charles Condensing Co.

NO SPRINGS

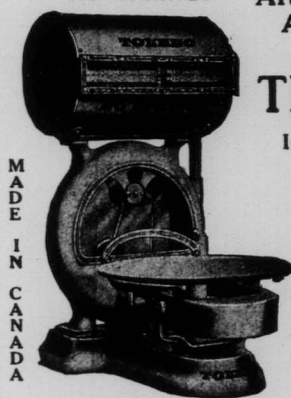
After 9 Years' Test and Its
Adoption by the World's
Greatest Merchants

The Toledo Scale

Is Now the Recognized Standard.

1. It is Automatic.
 2. It contains No Springs.
 3. It is always reliable—not affected by temperature.
 4. Guarantees Honest Weight.
 5. Pleases Customers and Brings Trade.
 6. Saves Money, Time and Labor.
- Is Most Beautiful and Attractive.

105 Styles and Sizes
for all kinds of Stores
PRICES \$40 UP.



MADE
IN
CANADA

70,000 Now in Use

The Great Atlantic and Pacific Tea Company, using 128 Toledo Scales, says:—

"I am convinced that Toledo Scales are the best on the market. They are exact as to both weights and computations, and never out of order."

"They are time savers and money savers and stop the giving of overweight. Customers like Toledo Scales, because the scale shows them just how much they are getting."

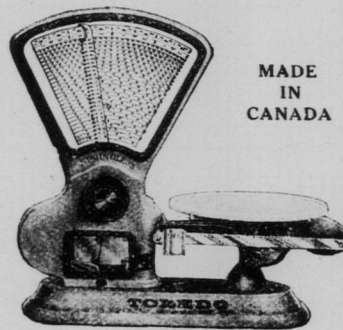
FRANK A. JONES,
Manager, Boston Store

Scales of all makes taken in exchange
rebuilt and for sale cheap.
Send for Catalogue, Free.

Toledo Computing
Scale Co.

Makers of Honest Scales
TOLEDO, OHIO

OFFICES:
Toronto, 335 Yonge St.
Winnipeg, Edmonton, Calgary



MADE
IN
CANADA

NO SPRINGS



She wouldn't take as a gift, any other salt but

WINDSOR SALT

For Table or Dairy

She knows that "Windsor" Salt is pure---that no adulteration is added to keep it from caking---and that it gives a delightful savour to the food, the butter and the cheese.

She knows, too, that no other salt is "Just as good."

The Canadian Salt Co., Limited
WINDSOR, ONTARIO

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, reating 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

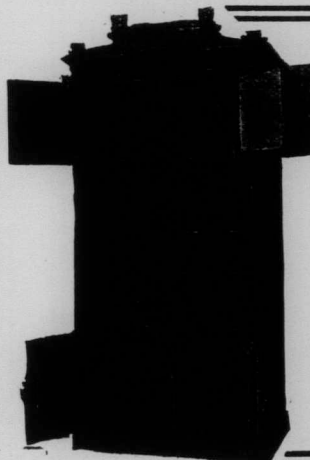
ARCTIC Refrigerator

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

Arctic Refrigerators for All Purposes.

JOHN HILLOCK & CO

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





To
Northern Ontario Merchants

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

Sweet

Sterling
BRAND

Pickles

The wide-awake Grocer is fully alive to the possibilities of the Picnic Trade.

No picnicker's outfit or outing basket is complete without

STERLING BRAND SWEET PICKLES

and it's "up to you" to be ready to supply this demand!

There's a snap and delicacy about "Sterling" Brand that has made them a warm public favorite. See to your stocks.

The T. A. Lytle Co., Ltd.
Sterling Road : Toronto



Redpath

is

Canada's Standard

for

Refined Sugar

Manufactured by

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



HAVE A CARE

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

Shirriff's Imperial Scotch Orange Marmalade

It is made solely of luscious Seville Oranges and highest grade sugar, and in flavor is unapproachable. See to your Stocks.

Order from Your Jobber or Direct

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

ESTABLISHED OVER 100 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.

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

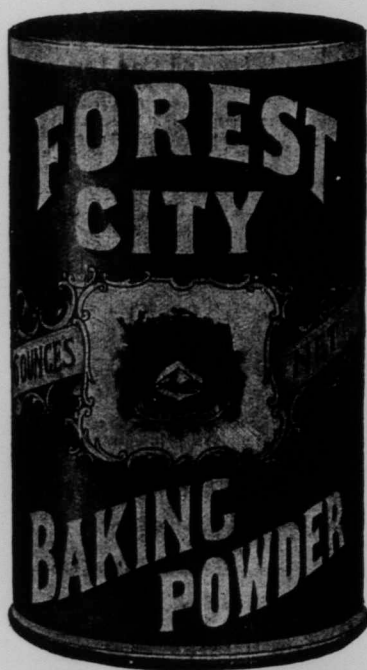
Green & Co., 25 Front Street East, Toronto. R. Robertson & Co., 912-913 Dominion Trust Bldg., Vancouver, B.C.

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

We are open to do business on easy consignment terms

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

For every kind of cleaning in the house

ASEPTO

Soap Powder
"The enemy of dirt"

Stands absolutely a'one!

It is wonderfully economical to use, and is a great favorite with the careful housewife! Recommend "Asepto." Its effectiveness will guarantee repeats.

See to your Stocks.

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

Agents--
ROSE & LAFLAMME, Ltd.
Montreal



Repeat Orders is the story of all Grocers who handle

Canada First Evaporated Cream

There is nothing to equal it as a pure, healthful substitute for fresh cow's milk. Every can guaranteed absolutely pure and thoroughly sterilized. Order from your wholesaler.

THE AYLMEYR CONDENSED MILK CO., Limited, - AYLMEYR, 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

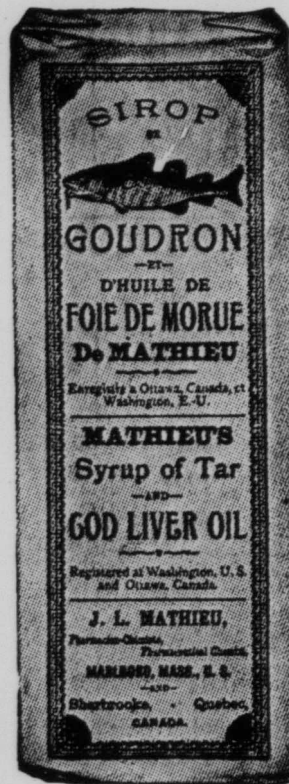
THE CANADIAN
COCOANUT CO.

Montreal



Purest

Cocoanut



A COLD CURE EVERY Dealer Can Recommend

To be able to recommend an article because of its success in the past makes selling easy.

MATHIEU'S SYRUP

of Tar and Cod Liver Oil

has been a wonderful success. The testimonials received by the proprietors tell of marvellous cures. Thousands of households are never without it.

Its sales have multiplied in every community where it is sold. Dealers never find it a slow seller. During the Fall and Winter seasons large sales are assured. Keep a good supply on hand and when ordering order also

MATHIEU'S NERVINE POWDERS

which are necessary to reduce fever and remove pains in connection with colds.

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

Distributors for tern 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

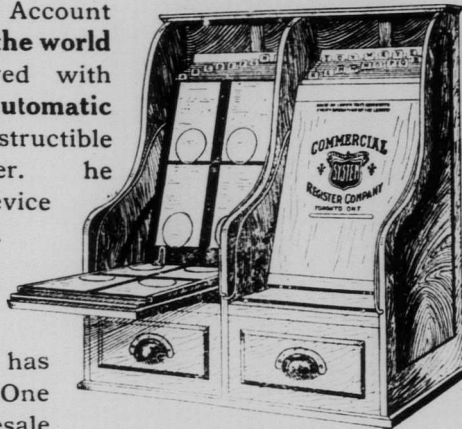
THE COMMERCIAL

Is the **only** Account Register in the world manufactured with the **patent automatic** and indestructible sheet holder. **he** cleverest device of the age.

Also the patented "locked" slip-holder has no equal. One large wholesale firm says: "The

New Commercial is pre-eminent, and if every customer of ours had one he would be able to discount his bills." The Commercial cuts out book-keeping, collects your accounts, pleases your customers and increases your trade. Thousands in use in Canada and the United States. Send postal for catalogue and testimonials of Canadian Merchants that you know.

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



Fits any Safe.

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



THEY

**Sell
Well**

**Show
a Nice
Profit**

**Give
Satis-
faction.**

WHY ?

Because they
are

CANADA'S BEST

Rose & Laflamme, Limited - Montreal and Toronto.

YOU

have a fine profit-making proposition right within your grasp if you will follow the lead of the wise grocers and feature



RICHARDS PURE SOAP

HERE'S THE COMPLETE LINE:

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

Agent for Toronto and Hamilton: MR. HUTCHINSON, Omand Mfg. Co., 76 Colborne St., Toronto

The "Eureka" Refrigerator



A
Handsome
Fixture

Write
for
Catalogue

The
"Eureka"

Patented
System

is by long odds the most satisfactory for grocers and butchers. Merchants throughout the Dominion have pronounced it the most economical and effective.

Eureka Refrigerator Co., Ltd.
56 Noble Street (Near Queen St. Subway)
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

75,000 Gallon Pickles in Brine

This is at least one of the largest stocks held in Canada.

Kegs—1, 5 and 10 Gallon.

Bottles—Malt lever tops, and 40 oz. square.

Write for prices before placing orders elsewhere.

Thos. McCready & Son, Ltd., St. John, N.B.
Bonded Vinegar, Pickle and Spice Manufacturers.

There's Genuine Pleasure

and liberal profit in selling

"WHITE LILY" BRAND MARSHMALLOW BISCUITS!

They are genuine satisfaction-givers because of their excellent flavor and the crisp and fresh condition in which they always reach the retailer. Put up in glass-front tin boxes and retail at 18c and 20c. Obtainable also in 20-lb. tins and in wood boxes. Other leading "White Lily" lines you can handle profitably are—CREAM SODAS, HAVELOCK LUNCH, JAMJAMS and PEOPLE'S FANCY MIXED.

Write for prices.

J. A. MARVEN, Limited

Moncton, N.B.

**BAIRD'S
"Second-to-None"
Pickles**



So called because they are second to none for value.

No other manufacturer has produced a better pickle at the price, and there are few as good.

**GOOD, SOUND
VEGETABLES
and
PURE VINEGAR**

**Low Price
High Quality**

JOHNSTON, BAIRD & CO.

GLASGOW, SCOTLAND

Agents:—Geo. Stanway & 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

**Facts are Stubborn Things
and the fact that**

AURORA COFFEE

is so much Superior to all the others is a valid reason why you should handle it! The aroma and flavor of "Aurora" Coffee are unsurpassed, and its retail price, 40c., leaves you a very good margin of profit. Stock up without delay.

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



BRANCH—SAULT STE. MARIE

There is no Time Like the Present



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

PROPRIETORS

ROWAT & CO.

GLASGOW, SCOTLAND

Canadian Distributors:— Snowdon & Ebbitt, 325 Coris-
tine 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.



"KANDY KID"

A Dainty Popcorn Confection

The more your customers
eat, the more they'll want.

A Seller and a Repeater

MADE ONLY BY

Clyde Fuller & Bro.

WINDSOR : : ONTARIO.

Get Wise to the Profit Problem KITCHENER BRAND PORK AND BEANS

are equal in quality and selling at 25 per cent. less
than the best packs on the market.
Why not, Mr. Grocer, make this profit?
Our beans are all hand picked and put up in the new
sanitary can, in 1, 2 and 3 lb. sizes, plain or tomato
sauce. We also have a full line of fruits and vege-
tables. If your wholesaler cannot supply you, write
us direct for prices.

THE OSHAWA CANNING CO., Limited
OSHAWA, ONT.

Spices, and How to Know Them

By W. M. GIBBS

The only book on the subject—just published. The
merchant or salesman, who knows all about spices, can com-
mand the spice trade in his territory. To get this informa-
tion, he should read this work, dealing with PREPARATION,
USE and ADULTERATION OF SPICES—a chapter devoted to
each spice.

14 Colored Plates. 176 Pages. 100 Illustrations.
Price \$3.50, Postpaid.

MACLEAN PUBLISHING COMPANY

Technical Book Department

111-117 University Ave. - Toronto, Canada

Cane's "New Idea" Butter Tubs

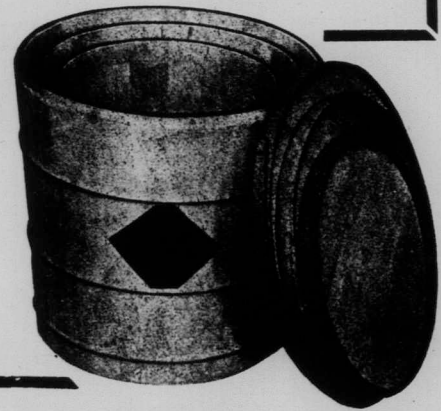
These are the kind of Butter Tubs your customers want. Show them how the specially-treated wood keeps the butter absolutely free from contamination and retains its freshness unimpaired.

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.



No Odor

It dries them up **Common Sense**
KILLS { Roaches and Bed-Bugs
Rats and Mice

All Dealers and 381 Queen St. W., Toronto, Ont.
Dealers find Common Sense a very good seller, for the reason that it gives general satisfaction and each customer tells others about same. Write for prices.

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

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.

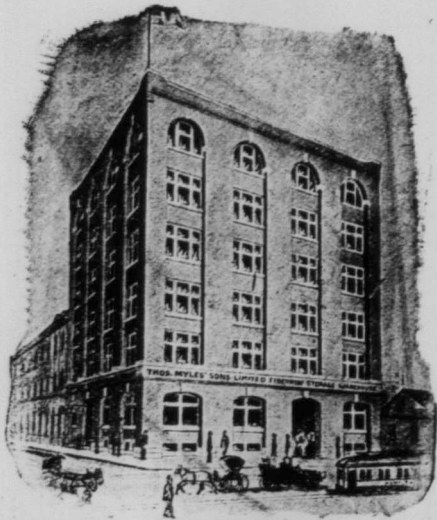
Put up in artistic and attractive $\frac{1}{2}$ lb. and $\frac{3}{4}$ lb. tins.

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

S. H. EWING & SONS
MONTREAL and TORONTO

THE CANADIAN GROCER

HAMILTON STORAGE



Most Centrally Located. Fireproof Warerooms for Merchandise.

BONDED OR FREE

Separate Rooms for Furniture. Insurance Arranged at Lowest Rates.

LIBERAL LOANS

Quickly and Confidentially Advanced on Goods in Store.

GENERAL CARTAGE AGENTS

Distributing from Cars a Specialty.

THOS. MYLES' SONS, LIMITED

Main and Hughson Sts., Hamilton, Ont.

**A
MONEY
MAKER
FOR
YOU**

PACKARD'S
MON-AMI
WATER-
PROOF **BOOT POLISH**

**IT
GIVES
YOU
104%
PROFIT**

Mon-Ami

gives the quickest, brightest
most lasting and waterproof
SHINE to all leathers.

List Price, \$9.00 per gross.

Discount in 1 gross lots, 25%. Less quantities,
list price.

Terms 5% 30 days.



Mon-Ami

But three months old ;
yet
sold by almost the entire
grocery trade of Canada.

Are you in line ?

If not—get busy !

MON-AMI is only one of our complete line of Boot and Shoe Polishes.
Write us for complete price list.

EVERY PACKAGE GUARANTEED

L. H. Packard & Co., Limited

Packard Building, Montreal

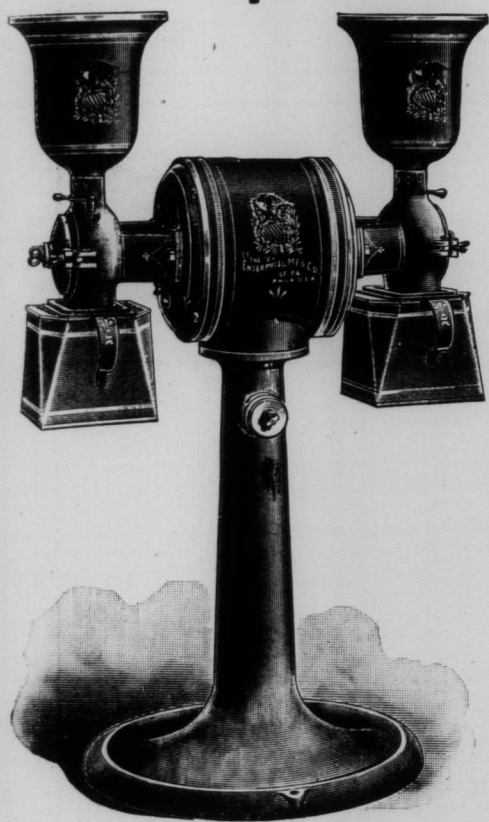
Manufacturers of High Grade Boot and Shoe Polishes
Also Makers of the Famous Rapid Metal Polishes

DOME LEAD

There is no better stove polish to be had in the world than

James Dome Black Lead

Pays both Jobber and Retailer a Good Profit.



The LATEST "Enterprise" Electric Mill

New ideas applied to rapid grinding of coffee by electric power make these new "Enterprise" Pedestal Mills *by far the best on the market to-day*. They are **Direct Connected**. They lose no power in transmission. The grinders are on the motor shaft. The double Mill shown here, No. 0852, is for alternating current; can also be furnished for direct current. One Mill is fitted with tooth grinders which *cut* the coffee, the other mill fitted with ribbed grinders for pulverizing. Each hopper holds six pounds. The Mill will granulate 3 pounds of coffee per minute, and pulverize $\frac{1}{2}$ pound per minute. The cans or receivers are enclosed as a protection against dust. The Mill is self-cleaning. This compact, graceful 1 H.P. Mill is already in great demand. We invite correspondence and will send facts, illustrations and prices of our 45 sizes and styles of Rapid Grinding and Pulverizing Mills on request.

We supply grocers also with Meat and Food Choppers, Self-Measuring Pumps and Faucets, Smoked Beef Shavers and other "Enterprise" Specialties. You should have our latest catalogue. If you haven't it, write.

The Enterprise Mfg. Co. of Pa. Philadelphia, U.S.A.
21 Murray Street, New York 544 Van Ness Ave., San Francisco

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

Quality's the Magnet

that always attracts, and it's the quality of

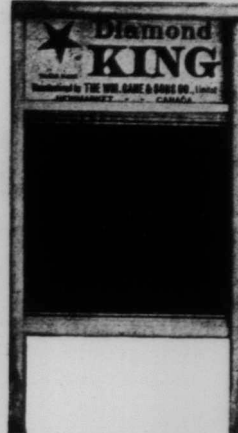
Wonderful Soap

that attracts and endears it to the busy housewife. It is unrivalled in chasing dirt from soiled clothes and commends itself to the retailer because it is attractively packed and made-up. The profit, moreover, is a real good one.

Have you heard of our sales-helping proposition. If not, write and ask us about it to-day.

The Guelph Soap Co.
GUELPH - - ONTARIO

Toronto Agents—MacGregor Specialty Co.



Diamond KING
Manufactured by THE W.M. CANE & SONS CO., LIMITED
NEWMARKET, CANADA

It Pays to Sell CANE'S Washboards

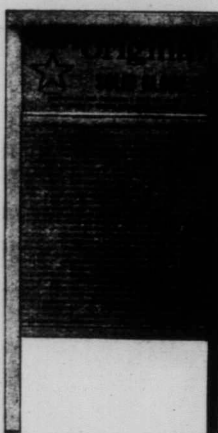
because they are the best-made washboards on the market and are as good as washboards can possibly be made.

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.



Tea Hints for Retailers

By JOHN H. BLAKE

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

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

(275 pages)
(24 full-page illustrations)

Sent to any address on receipt of \$2.00.

MacLean Publishing Company
(Technical Book Department)
111-127 University Ave., TORONTO

Working Capital

is the money you put into quick-moving stock. Don't let your money loaf around your shelves in the form of slow-moving stock. Buy



Queen Quality Pickles

Sweet Mixed Chow

They sell quickly and steadily, because their quality is uniformly excellent and they are packed in attractive 10 and 20-oz. bottles.

We use only the best selected vegetables, high-grade spices and pure vinegar in Queen Quality.

Write us for Prices
**Taylor & Pringle
Co., Limited**
Owen Sound .. Ontario

JAPAN TEAS

Our first shipment of new crop is now on the way.

S. T. NISHIMURA & COMPANY

MONTREAL & JAPAN

N
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PRO
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W
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No matter what section of the country you live in you will find some PROGRESSIVE MERCHANT using a

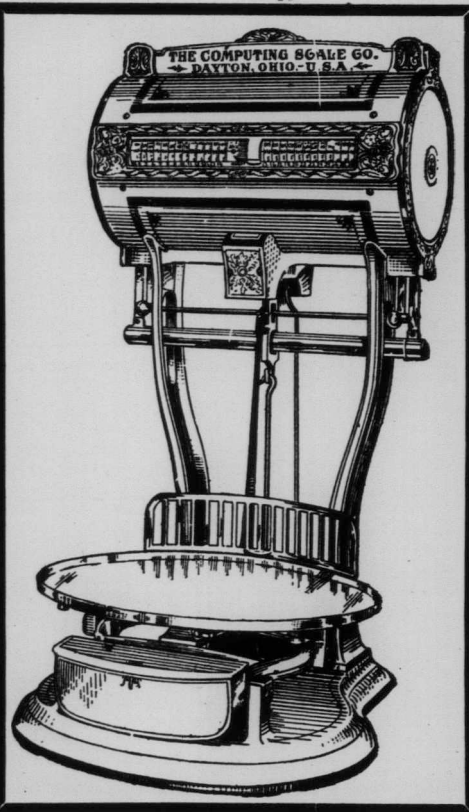
Dayton Computing Scale

WHY DOES HE USE A DAYTON? BECAUSE IT SAVES HIM MONEY OVER THE OLD SYSTEM OF WEIGHING.

WHAT IT DOES FOR HIM IT WILL DO FOR YOU.

It does not cost you much to PROTECT YOUR BUSINESS AGAINST LOSS THROUGH WEIGHING, as we sell FAMOUS DAYTON SCALES FROM \$30 UP.

EVERY merchant who is anxious to stop the loss through over-weight should have this AUTOMATIC DAYTON SCALE demonstrated to him. It will be a revelation as OVERWEIGHT IS IMPOSSIBLE with this



Scale. SOLD ON EASY MONTHLY PAYMENTS.

NO INTEREST CHARGED.

Drop us a card and have a demonstration on this scale. You will be under no obligation to buy.

We make very liberal allowances for old COMPUTING SCALES of any manufacture, if traded into us on the price of one of our improved scales, so if you have an old Computing Scale get our figure for an allowance.

Made In Canada by Canadian Workmen

Patronize Canadian factories.

EVERY SCALE WE SELL IS FULLY COVERED BY GUARANTEE.

Send us your card for a demonstration.

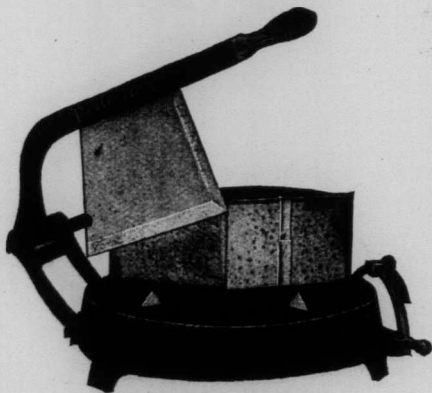
THE COMPUTING SCALE CO.
of Canada, Limited.

164 King St. West, - TORONTO, ONT

The Perfection Cheese Cutter

IS THE BEST

(Made in Canada)



The "Perfection"

Because it combines simplicity of operation with perfect accuracy.

No necessity for figuring and consequent mistakes.

Place the cheese in position and the Cutter does the rest.

Manufactured only by

American Computing Co. of Canada
HAMILTON, ONT.

When Your Boy Delivers

a bag of Purity Salt he is delivering a line that will give unusual satisfaction to the customer.

PURITY SALT

is well named, because it consists exclusively of fine dry, even salt crystals, free from all foreign substances. It is "The Salt That Satisfies."

**ASK YOUR JOBBER
FOR
PURITY SALT**

**The Western
Salt Co., Limited**
MOORETOWN,
ONT.



OK

ENGLAND'S
LEADING
FRUIT SAUCE

25 years' reputation, and the only
sauce backed up by a purity guar-
antee of

1000 GUINEAS

[Sells at 15 cents and 25 cents
BE WARY OF IMITATIONS

SAUCE

George Mason & Co., Limited

Sole Manufacturers LONDON, ENG.

Sole Canadian Agents

S. T. NISHIMURA & CO.
MONTREAL

SUB-AGENTS:-

Toronto, Ont.—Geo. Stanway & Co
Hamilton, Ont.—James Somerville
Ottawa, Ont.—H. D. Marshall
London, Ont.—Wm. G. Coles & Co.
Quebec, Que.—A. Francois Turcotte
Kingston, Ont.—James Craig

A 'SIMPLEX' Bacon Slicer will save you money

It cuts
perfectly

Safe and
Simple

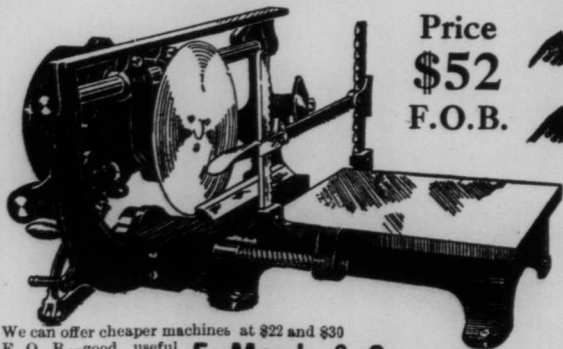
Compact,
yet
Business-
like

Roll or side, the 'Simplex' cuts both
'clean as a whistle'—equal to the high-
est-priced machine on the market.

No difficult mechanism, nothing to
go wrong, a lad can use the 'Simplex'
without the slightest risk of accident.

The 'Simplex' doesn't fill up your
counter, it is beautifully compact, very
smart to look at, and very easy to clean.

Money cheerfully returned if not as
represented.



Price
\$52
F.O.B.

We can offer cheaper machines at \$22 and \$30
F. O. B.—good useful
machines and really
practical. See id to—
E. Morris & Co. King's Lynn, Eng.

When taking the weekly grocery order
mention

SNAP

THE MAGIC HAND CLEANER

to the housewife. Once purchased, you can be
sure of repeat orders, because there is nothing
known equal to SNAP for chasing dirt, grease,
tar or paint from soiled hands.

It is antiseptic and beneficial to the skin.

See to your stocks to-day and recommend
SNAP.

SNAP
Company
Limited



Montreal,
Que.

INVITE trade by
making your store
attractive. Well
dressed windows and carefully arranged
goods lose half their effect under a cracked, discol-
ored, 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



WILL IT PAY?

This is the first question that is asked by any merchant when considering the purchase of modern store fixtures. The fundamental question is one of

ECONOMY

A device is economical if

- It adds cleanliness,
- It is a convenience,
- It makes labor lighter,
- It makes labor more efficient

It reduces the labor item,
It saves time,
It adds safety,
It adds neatness,
It helps the appearance.

IT SAVES MONEY

Considered from these standpoints the

BOWSER

Self-Measuring Oil System is the greatest economy

The question is not "Can I afford it?" because it will pay for itself with money that was before wasted, It's simply up to you to investigate. The merchant who tries to see how much he can really get by adopting modern methods is the one who pulls the largest trade.

WRITE FOR BULLETIN 5

S. F. Bowser & Co., Ltd., Toronto, Ontario

Avoid that Needless Loss


Modernize your method of handling credit customers. Adopt the plan that has proved itself successful all over America.

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.



MADE IN CANADA

DELAY MEANS LOSS

Every day you delay installing THE McCASKEY ONE WRITING SYSTEM OF HANDLING CREDIT ACCOUNTS YOU ARE LOSING MONEY.

These are some of the ways in which the money is lost without your knowledge:

- Forgotten charges—goods sold—never charged.
- Disputes with customers—loss of trade
- Poor collections—loss of discounts.
- Loss of accounts—The McCaskey is an Automatic Credit Limit. And in a hundred other ways.

Let us tell you about them, we'll do so gladly if you will drop us a line and say 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.

"BANNER"

1910

The Cold Blast Lantern

New Lift Air-Chamber Tubes Screw-cap and Handle		Patent Automatic Lock Patent Double Seamed Oil-Well
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For Sale by all Jobbers

Ontario Lantern & Lamp Co.

LIMITED
HAMILTON, - ONTARIO

Galt "Classik" Ceilings

LAST CALL

Do not wait another day to order your Lobster and Kipperd Herring supplies. Write us now for

ICE CASTLE LOBSTERS

AND ALSO

Ice Castle Kipperd Herring

We are packing the goods and are nearly sold up. Quality high as ever. Going to go as quickly as packed.

J. W. WINDSOR

Packer of the Largest Variety of Canned Goods in Canada

AGENTS—Jas. Craig, Windsor; A. E. Richards, Toronto and Hamilton; Geo. H. Gillespie, London, Ont.; W. H. Escott, Winnipeg; Dominion Brokerage Co., Edmonton.



"It pays to sell goods that give satisfaction."

Mr. Grocer, you cannot conscientiously hand out some other brand as "just as good," but you can recommend

Cook's Friend Baking Powder

as the best at any price.

Remember, 50 years a leader for high-grade quality, purity and uniformity is some record. Never changes in quality—always the best—and **Contains No Alum.**

ORDER FROM YOUR JOBBER

W. D. McLAREN, LIMITED
MONTREAL

Adams
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Grow Bigger in the Bigness of the Whole

Feature "SALADA" in your store—recommend it to your customers
—become a partner with us in increasing trade.

"SALADA"

THE RECORD OF SIX WEEKS

With the week ending April 30th, our sales increased 27476 lbs.

"	"	"	May 7th,	"	"	21684	"
"	"	"	14th,	"	"	57219	"
"	"	"	21st,	"	"	39606	"
"	"	"	28th,	"	"	14532	"
"	"	"	June 4th,	"	"	32608	"

over the corresponding weeks of 1909.

For nineteen years
"SALADA" quality
and "SALADA" value
have been building
business on the strong
foundation of Relia-
bility.

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Dominion Guild Endorses Contract Selling Plan

Like the Ontario Wholesale Grocers' Exchange, They Want to See it Rule—Annual Convention in Montreal—Are Opposed to Quantity Price and to Manufacturers Discriminating in Favor of a Few Retailers—An Open Letter to Traveling Salesmen—The New Officers.

Montreal, June 9.—A great deal of work was accomplished at the 20th annual meeting of the Dominion Wholesale Grocers' Guild, held here on Monday, Tuesday and Wednesday of this week.

Besides topics of special interest to the wholesalers being discussed, there were addresses from a few manufacturers and retailers, who were present.

Representative wholesalers from Halifax to Vancouver were present.

President L. E. Geoffrion was in Europe, unfortunately, as was President Carrier, of the Provincial Guild.

As will have been already observed, the name of the association was changed back to the old style.

MONDAY MORNING SESSION.

Armand Chaput, as chairman of the Montreal Wholesale Grocers' Exchange, welcomed the members, and trusted they would have as profitable and pleasurable a time as all had in Victoria last year.

Arch. Miller, of Quebec, was proposed as chairman, and read the President's address which was as follows:

"In meeting to-day to take up the 20th annual meeting of the Canada Wholesale Grocers' Exchange, it must be gratifying to all those present to realize that while we have not made the progress that could have been made, and would undoubtedly have been made, had all the trade more earnestly co-operated in this very necessary work, we have at least accomplished many things that have been a protection and benefit to the trade in general.

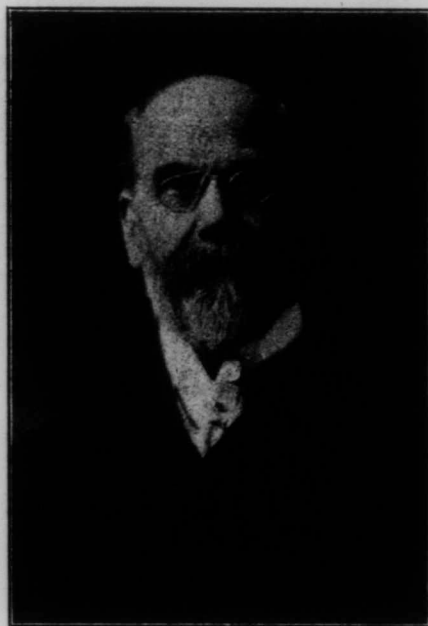
"It is because of the many difficulties that confront us—the many complex problems which have to be solved—the many questionable methods employed in business—that the necessity exists for the trade getting together from time to time to devise ways and means for bettering the business in which we are engaged.

"Firstly, then, careful thought will lead us to the conclusion that there are some features of the business that require our very special attention—some features of the business that, if left to go unchecked, would undoubtedly send the trade on the downward path, and lead to a condition that would be not only ruinous from a financial point of view, but that would be discreditable to the intelligence that must necessarily be represented for the successful conduct of a wholesale business.

Secret Rebate Evil.

"Perhaps we have no greater evil to contend with to-day than the deliberate violation of manufacturers' selling contracts by secretly rebating on many lines of goods, the margin on which, in many cases, is not sufficient to cover

selling expenses. In this connection, a solution to this vexing and demoralizing practice should claim the attention of those present, if necessary, for a whole day, and ways and means can be adopted to prevent it, and no time should be lost. With a view to bringing in a report suggesting a remedy for the abuses that at present exist (which remedy, while it may not be an absolute cure, would at least work in that direction) would suggest the appointment of a committee to bring in a report to this meeting at the earliest possible date. A proper solution to this difficulty will undoubtedly build the grocery business on a solid



HUGH BLAIN, TORONTO.

Elected President of The Dominion Wholesale Grocers' Guild.

foundation, and, in a great measure, solve a difficult problem with which we have to deal.

In a measure this was done at the convention of the Ontario wholesale trade, and resolutions passed, and methods endorsed that if endorsed by the entire trade of the Dominion would go a long way towards putting the business on a better and more satisfactory basis. A great deal of time and effort was put forth to make the meeting of the Ontario wholesale trade of profit, and a success, and it will depend upon the action of this meeting how much benefit the trade of the entire Dominion can derive from the efforts recently put forth by the Ontario trade.

So much for the ethics of business. If we once get them on a good, honest

basis it will be easier to accomplish results in other directions.

Now, having regard to heavy lines of importance to the trade that are at present being sold on a basis that cannot possibly cover the expenses of doing business, it would be well to direct your attention to some of the principal ones.

The Canned Goods Trade.

You have already received circulars from the secretary directing your attention to the fact that if you desire to make a margin on canned goods the matter remains in your hands. So far as the Ontario trade is concerned, I am safe in saying that they desire to make a profit, and they realize that the only way to do it is to work in harmony with the Dominion Cannery, Limited.

The situation in canned goods is greatly improved from the viewpoint of making satisfactory arrangements for sale of same, and we have with us to-day representatives of the Dominion Cannery, Limited, who have come prepared to submit a proposition that will ensure the trade a margin, provided the trade in turn are prepared to co-operate with the Dominion Cannery, Limited. It cannot be expected that they can accomplish this unless they have the cordial support of the trade. There is nothing clever about selling goods at cost, or a fraction over cost—such action rarely brings satisfactory results, and undoubtedly a good healthy business on a paying margin is much more satisfactory to a reasonably inclined wholesale man than a large volume of trade with no margin.

We are handling some heavy items, the margin upon which does not cover selling expenses. Among them might be mentioned condensed milk and cream and laundry soaps. The volume of the latter is considerable, but not sufficient margin is made to cover the cost of selling.

The Ontario trade reached the conclusion that the only way of dealing with matters of this kind was through what they called a "Manufacturers' Committee," which was appointed at their annual meeting in Toronto, and they, in conjunction with a committee of retailers, will approach manufacturers jointly or singly as necessity requires.

In conclusion let me emphasize the fact that every man in the wholesale grocery business, having regard to his turnover, is equally interested in putting the grocery business on a healthy basis. Undoubtedly, progress has been delayed by the peculiar mental attitude of some of the trade. They have not displayed that generous disposition necessary in a work of this kind, but have rather inclined to run their own show believing

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that they will succeed best in that way. Every man is entitled to his opinion, but the fact cannot be overlooked, that, had no effort been made through an organization to improve trade conditions, business to-day would be badly demoralized, and would show very serious losses all round. It must not be overlooked that the conditions of trade to-day are largely due to the efforts of a few active workers in each locality. Unfortunately, it seems to be difficult to get all the trade to wake up to a realization of the necessity for cordial co-operation. The work we are doing must, of necessity, be educational, and the results accomplished must depend upon the state of development reached by the members of the trade, in properly appreciating the actual conditions that prevail in business, and the absolute conviction that only by united effort can we better ourselves. Successful association work requires hearty co-operation, and we are here to-day to, if possible, to think logically for the correction of trade evils, and intelligently negotiate for better arrangements. I have not addressed you in high-sounding phrases and paid complimentary remarks to those who deserve them, but have endeavored (and I hope I have succeeded to some extent at least) to impress you with the importance of the fact that these meetings involve hard and conscientious work if good results are to be attained. Properly applied, there is sufficient capital, energy, and ability connected with the grocery business to put it on a first class basis; but you can rest assured our success will depend upon the measure of unanimity that prevails, and the willingness on the part of all those connected with the trade to assume their fair share of the work necessary to accomplish results that we hope this meeting will bring forth.

Mr. Miller paid a nice tribute to the memory of the late Col. Davidson, who had been such a prominent and welcome figure at past meetings. A letter of condolence to Mrs. Davidson, from the Dominion Exchange, had been sent and acknowledged.

Messrs. Cross, Beckett and Cook, appointed last year to draw up a new set of by-laws, requested the appointment of another consulting committee for discussion of the by-laws arranged, on behalf of the assembled members, said committee to report Tuesday morning.

Messrs. Gross, Symons, Letellier, Smye and Ethier were appointed.

Endorse Work of Ontario Exchange.

When it was proposed that the Dominion Exchange should endorse the proceedings of the Ontario Exchange at their meeting April 25, 26, 27 and 28, Fred Smye was called upon to briefly outline what was accomplished at that convention.

He referred to the success of the meeting which was fully reported in The Canadian Grocer. The proceedings had attracted favorable comment all over the continent, many complimentary letters having been received from large United States wholesalers among others.

Settling the suggestion that the meet-

ing approve of the minutes of the Ontario Exchange, the following motion was made:

Moved by W. C. Cross, seconded by J. S. Royer:

"That the Canada Wholesale Grocers' Exchange are in entire accord with the Contract Selling Plan in which the manufacturers exact a condition providing for a declaration when required by them.

"That the Canada Exchange put itself on record as being opposed to quantity price, believing it to be not only an inducement to encourage violations of selling contracts, but also hurtful to the best interests of the retail trade in general.

"That this Exchange also goes on record as being opposed to manufacturers discriminating in favor of a small percentage of retailers to the damage and detriment of the large percentage of retailers—such action on the part of manufacturers being unfair, and if persisted in by the manufacturers being a sufficient reason not to entitle the manufacturers to the support of either the retail or wholesale trade." Carried unanimously.

MONDAY AFTERNOON SESSION.

H. C. Beckett made a motion for the appointment of a committee to consider what might be done to improve conditions in the trade generally. Messrs. Beckett, Cross and Miller were named, and asked to report in the morning.

S. Villa brought up the question of status of members, raising the point as to whether a non-member of a local or provincial exchange could be nevertheless, a member of the Canada Exchange. This resulted in the following motion being put and carried:

"That it be incorporated in the by-laws of the Canada Wholesale Grocers' Exchange that no firm shall be eligible for membership unless said firm is a member in good standing in the local and provincial exchanges.

G. E. Barbour suggested the appointment of a permanent secretary. In the discussion which followed, participated in by Messrs. A. H. Pafford, H. C. Beckett and Gardner, it developed that the Ontario Exchange had some experience with a paid secretary who devoted himself exclusively to their work. He proved unsatisfactory, through no fault of the secretary himself, but because it was found that better results were accomplished through efforts put forth by members of the Exchange themselves.

The subject was then dropped.

A cablegram from President L. E. Geoffrion was read:

To the Chairman:

I wish you best success and regret very much to be unable to be with you to work in the interest of the association. Best wishes to all.

L. E. GEOFFRION.

Canned Goods Arrangement.

R. L. Innes, S. Nesbitt and W. R. Drynan, representing the Dominion Cannery Limited, were present for a time, and entered into a short discussion with the members on the arrangements to be made for the marketing of the 1910 crop of canned fruits and vegetables. Before retiring a general suggestion as to the proposed plan was

placed before the meeting by Mr. Drynan. Subsequently the matter was thoroughly threshed out, the chief point emphasized being that the grocery trade profits, both wholesale and retail must be retained. The canners said that the fact that their ownership of practically every factory in Canada amounting to anything would ensure economical operation, which, in turn they claimed made it certain that prices would always be fair to wholesaler, retailer and consumer.

All the discussion on this subject was preliminary in its character, the representatives of the canners having been requested to meet the members of the Exchange again on Tuesday, when representatives of the various provincial exchanges would all be present.

TUESDAY MORNING.

Monday's good resolve to make an early start was not made good, and it was 9.45 when the meeting was called to order, instead of 9 o'clock.

Back to Old Name.

The new constitution and by-laws were up for discussion first thing.

One of the most important changes adopted was the decision to revert to the old name of the association—the Dominion Wholesale Grocers' Guild. This was thought to be more suitable than the present name, which was chosen at the meeting in Quebec two years ago.

The new by-laws were drawn up in such a way as to meet all requirements of the Dominion, Provincial and Local Guilds. After being read the by-laws were accepted, after some little discussion.

Retailers Represented.

E. M. Trowern and J. A. Beaudry, representing the Retail Merchants' Association were present, and addressed a few words to the meeting.

Mr. Trowern stated that it had come to be recognized that the only way to succeed now-a-days was through associations and associated effort. Much good had already been accomplished by the retail association, but after all, the retailers were only a unit, and to secure the best results, a unit in all branches—manufacturers, wholesalers and retailers—was required. The day was coming, he said, when these bodies would act as one, when improvements would be made which could not now be conceived.

Working Together.

Mr. Beaudry said that gradually the retailers all over Canada were beginning to work harmoniously together. Quebec grocers had been much interested in the resolutions adopted at the Ontario Guild meeting in April, on the occasion of the conference with the Ontario retail grocers. Local retailers were in entire accord with these resolutions, and heartily endorsed them.

Replying to a question by Mr. Beckett Mr. Beaudry said that the retailers in Quebec would be only too glad to meet Ontario grocers to form a committee, federal in its scope, for the purpose of conferring with a federal committee of the wholesale grocers to discuss ways and means of bettering trade conditions generally.

Concluding Mr. Beaudry remarked, that, speaking for the Quebec grocers, he believed thoroughly in the principle

of distribution through the triple channel of manufacturer, wholesaler and retailer.

A Universal Sentiment.

Major Butler, of the Shredded Wheat company, stated that he had within three weeks attended the annual meetings of the Southern Wholesale Grocers' Association, and the National Wholesale Grocers' Association. At these meetings he had found that the same sentiment prevailed as did at the present gathering. There was a pleasing insistent desire to eliminate trade abuses, and to improve conditions through association work.

Freight Weight Increase.

Mr. Tilston, manager of the Montreal Board of Trade Transportation Bureau, addressed the meeting on the proposed increase in minimum carload weights by Canadian railways.

He explained that the proposed table of increases would have to be submitted to the Board of Railway Commissioners when it would likely be submitted to various business bodies.

It is proposed to increase the minimum rate on classifications 1, 2 and 3 to 24,000 lbs., and classes 3, 4 and 5 from 24,000 lbs. to 30,000 lbs.

Hard on Retailers.

Fred. Smye said that the increase of the minimum rate from 24,000 lbs. to 30,000 lbs. would be a hardship of the greatest kind, on the retail grocers of Canada, in that a 24,000 lb. carload of assorted groceries, representing as it did an investment of some \$2,000 on an average, meant about as big an order as any Canadian retailer was in a position to give. It was difficult now to make up a car; if the minimum weights were increased it would be almost impossible to do so.

Samuel Villa remarked that this was a second increase in minimum weights, and would accentuate the hardships felt at the time of the first increase.

Various suggestions were thrown out by different members, and it was finally decided to leave the matter in the hands of Mr. Tilston, and Mr. Walsh, the Canadian Manufacturers' Association's transportation expert. Mr. Tilston will be given the views of the grocery trade in different parts of Canada, as well as specific instances likely to be useful to the experts when making formal objection, before the Railway Commissioners, to the proposed change.

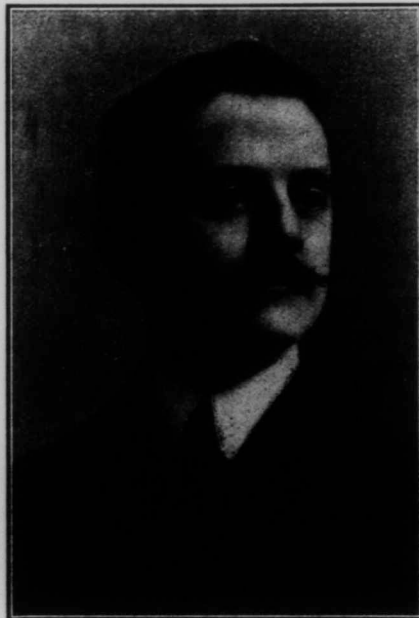
An Address to Travelers.

H. C. Beckett reported on the work of the special committee named to suggest trade improvements. He presented a written statement which was received with much approval. It was in the form of an address to travelers, suggested to be read, or otherwise conveyed to wholesale grocery salesmen by individual houses, the idea being to send copies to every wholesale grocery concern to make this possible. The address was as follows:

To the salesmen of Canada, engaged in the wholesale grocery trade.

Gentlemen,—“You are aware of the unsatisfactory condition of the grocery trade in every department, the buying department, the selling and settling department. To you, representing the selling department, we would say that you

are the custodians of this, perhaps most important branch of our business. To you is entrusted the reputation of the house, its honor, its integrity, its capabilities, its success. It largely depends upon you what the commercial standing of the house shall be. We select you to represent us for the honesty, the intelligence, the ability which we believe you possess and we ask you to consider seriously the inherent responsibilities which you have assumed as representatives of the house. You must elevate the standard of business morals and the character of your house or you must debase the standard of business morals and the character of your house. Each salesman, therefore, whether he is in the sample room or on the road, carries with him



ARMAND CHAPUT, MONTREAL, QUE.

The President of The Montreal Wholesale Grocers' Guild.

the good name of his house, and it behooves him that it shall be kept by him unsullied.

“The members of the Dominion Wholesale Grocers' Guild feel it to be their duty to make this task as easy as possible for you to perform, and have used their best efforts to make such arrangements and adopt such methods as will enable you to do a clean, straightforward, honest business. To enable you to exercise that sterling business ability characteristic of the genuine salesman without the fear of competition from unfair and dishonorable means. We desire to ask your special attention to the “Contract Selling Plan” in connection with the voluntary “Declaration” supported by the “Secret Commission Act” now embodied in the “Canadian Criminal Code.”

Penalty For Secret Rebating.

“This section of the criminal code provides among other things a penalty upon conviction on indictment of two

years' imprisonment or a fine not exceeding \$2,500 or to both and upon summary conviction to imprisonment for six months with or without hard labor or a fine not exceeding \$100 or to both who

(b) Corruptly gives or agrees to give or offers any gift or consideration to any agent as an inducement or reward or consideration to such agent for doing or forbearing to do or for having after the passing of this act done or forborne to do any act relating to his principals, affairs or business, or for showing or for forbearing to show favor or disfavor to any person with relation to his principals, affairs or business, or

(c) Knowingly gives to an agent, or being an agent knowingly uses with intent to deceive his principal, any receipt, account or other document in respect of which the principal is interested and which contains any statement which is false or erroneous or defective in any material particular and which to his knowledge is intended to mislead the principal.”

“You will observe the sub-section ‘b’ provides against a salesman or traveler giving a clerk or agent without the knowledge of the clerk or agent's principal any rebate or consideration, and subsection ‘c’ provides against a salesman or traveler giving a rebate or consideration to any person without the knowledge of his, the salesman or traveler's principal. The seller, therefore, being an agent cannot give a bribe or inducement of any kind to anyone without his principal's knowledge without being criminally liable and even with the consent of his own principal cannot give a clerk a bribe or inducement without the knowledge of the clerk's principal without being criminally liable. It is equally clear that a principal cannot give a clerk a bribe or consideration either without the knowledge of the clerk's principal without being criminally liable.

“This construction of the Act by the Dominion Wholesale Grocers' Guild is upheld by the opinion of E. F. B. Johnston, who enjoys the highest reputation as a criminal lawyer. This view of the Act has never been seriously questioned by the grocery trade. The trouble has been to get evidence of these illegal acts. It is here, therefore, where the usefulness of the Declaration comes in and which in accordance with the recommendation of the Guild must be taken by the seller when called upon in case of a violation or a supposed violation of the Act.

Has Right to Refuse.

“It is, of course, the right of anyone to refuse to give this Declaration either from a sense of being guilty of the offense or from any other cause, but you must remember that your principal is under contract with the manufacturer that you or himself or both will take the Declaration when called upon and if you or he refuses, the manufacturer is

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pledged to the trade not to sell his products to your principal, or impose an agreed penalty for breach of contract. It is therefore imperative if you remain a grocery salesman that you should take this Declaration.

"There is no shuffling, there the action lies in his true nature; and we ourselves compelled, even to the teeth and forehead of our faults, to give in evidence," as Shakespeare puts it.

"It is, therefore, clearly established that our contracts with the manufacturers must be observed if we wish to remain in the grocery business. Both you and ourselves must adhere rigidly to the prices and terms stipulated and you will also observe that in the form of Declaration recommended, you have to swear that you have not sold sugar, tobacco or other proprietary goods at less than the established prices, nor given more discount off for cash on any class of goods than provided for by the established rules of the trade.

"These arrangements we are pledged to adhere to and all of us, both principals and employes, are in honor bound to faithfully carry out.

"Gentlemen, we want you to be honorable business men. We want to be honorable business men ourselves. We want you to keep the interest of your house in view. We want you to keep the interests of your customers in view. We want your relationship with the retail trade to be dignified and fair. We want you to assure the retail merchant that the wholesale merchant will be ever watchful of his welfare. We want you to discourage the sale of any but goods that will afford the retailer a reasonable profit. We want you to assure him that his competitor cannot buy proprietary articles at less than he can. The retail merchants are honorable business men. We want you with their assistance and with our assistance to place the trade, both wholesale and retail on a satisfactory basis so that we may all be able to make a reasonable profit and raise the grocery business to a position that will be the emulation of all other branches of trade."

A Mistaken Idea.

Mr. Beckett remarked that the address was suggested by the fact that when the secret rebates act was passed many wholesalers apparently led their travelers to believe that it meant nothing. This was altogether wrong. The Government would assuredly take action whenever there was ground for prosecution.

A nominating committee was appointed, consisting of H. C. Beckett, C. H. Gross, K. MacKenzie, J. F. Edgett and Mr. Prevost.

TUESDAY AFTERNOON.

The morning session lasted until half past one, and it was nearly four o'clock before the meeting convened in the afternoon.

Sugar on the Slate.

Most of the time at the disposal of the convention was occupied in a lengthy and animated discussion of the sugar question. Owing to the increased

cost of doing business the sugar trade was deemed to be in an unsatisfactory condition, and it was felt that steps should be taken to improve conditions. The matter was referred to a committee for investigation.

Canned Goods Arrangement.

The question of canned goods came up and was finally settled by the adoption of a selling plan along the general lines of past arrangements, which is intended to result in an equitable deal for manufacturer, wholesaler and retailer.

THE WEDNESDAY SESSION.

The most important matter attended to on the last day of the convention was the election of officers. The result of the ballot was as follows:

President, Hugh Blain, Toronto, Ont.; vice-presidents, Robt. Kelly, British Columbia; W. Georgson, Alberta; H. B. Gordon, Manitoba; Geo. E. Bristol, Ontario; Archibald Miller, Quebec; R. F. Randolph, New Brunswick; R. M. Symons, Nova Scotia.

Next Convention in Toronto.

A telegram was read from the National Wholesale Grocers' Association of the United States, wishing all success to the meeting and a reply sent.

It was decided to hold the next meeting in Toronto. A vote of thanks to the Montreal trade for their courtesy during the convention was passed. Mr. Smye moving it regretted that the pressure of business made it impossible for members to more fully fill in with the entertainment plans of the Montrealers. A vote of thanks to the Board of Trade for the use of the Council Chamber for meetings was also passed, as was a vote thanking Mr. Miller for the manner in which he conducted meetings in his capacity as chairman. In the afternoon the delegates were entertained to a trip around the harbor.

WHO WAS THERE.

Those present were: R. M. Symons, of R. B. Seaton & Co., and L. Mortimer Smith, of A. & W. Smith & Co., Halifax, N.S.; J. H. Harris, of J. H. Harris & Co., Moncton, N.B.; G. E. Barbour, of G. E. Barbour Co. Ltd., St. John, N.B.; Arthur C. Pyke, Sec. Maritime Wholesale Grocers' Exchange, Halifax, N.S.; Armand Chaput, of L. Chaput, Fils & Cie., Montreal; L. A. Langlois, of Langlois & Paradis, Quebec; R. H. Beaulieu, of Cote, Boivin & Cie, Chicoutimi, Que.; J. F. Edgett, of Reed Co. Ltd., Moncton, N.B.; S. A. Jones, of Jones & Schofield, St. John, N.B.; J. B. E. Letellier, of J. B. E. Letellier, Quebec; John Dillon, of A. M. Smith & Co., London, Ont.; J. S. Royer, of J. B. Renaud & Co., Quebec; J. A. Lemieux, of A. Carrier & Fils, Levis, Que.; W. L. Harding, of W. F. Hatheway Co., Ltd., St. John, N.B.; C. H. Gross, of Leeson, Dickie, Gross Co. Ltd., Vancouver, B.C.; Fred T. Smye, of Balfour, Smye & Co., Hamilton, Ont.; A. Hudon, of Hudon & Orsale, Montreal; Thomas Kinnear, of T. Kinnear & Co., Toronto; Jos. Dufresne, of Jos. Dufresne, Joliette, Que.;

W. Pouliot, of Chevalier, Pouliot & Co., Joliette, Que.; H. Laporte and Jos. Ethier, of Laporte, Martin & Co., Montreal; F. W. Humphrey, of F. W. Humphrey, Toronto; J. N. Gow, of Macpherson, Glasco & Co., Hamilton, Ont.; Wm. C. Cross, of Hall & Fairweather Ltd., St. John, N.B.; A. G. Olive, of George Foster & Sons, Brantford, Ont.; F. M. Sloan, of John Sloan & Co., Toronto; A. H. Pafford, of Davidson & Hay, Ltd., Toronto; H. T. Wilson, of Groceries, Ltd., Toronto; W. P. Eby, of Eby, Blain, Ltd., Toronto; Samuel Villa, of James Turner & Co., Hamilton, Ont.; M. S. Sutherland, of Fenwick, Hendry & Co., Kingston, Ont.; R. J. Carson, of R. J. Carson, Kingston, Ont.; H. C. Beckett, of W. H. Gillard & Co., Hamilton, Ont.; Arch. Miller, of Whitehead & Turner, Quebec; A. E. Provost, of Provost & Allard, Ottawa, Ont.; J. R. Gardner, of F. J. Castle & Co., Ottawa, Ont.; K. Mackenzie, of K. Mackenzie & Co., Winnipeg, Man.

TRADELETS.

The supply of "taffy" ran short after Tuesday morning.

The Maritime Provinces were well represented as usual.

Kenneth Mackenzie, the old reliable from Winnipeg, was right there.

Glad to see C. H. Gross come all the way from Vancouver. That's the right spirit.

"Foxy Grandpa" kept good order and conducted the meetings in business-like fashion.

Fred Smye is certainly a hustler—he and Harry Beckett make a great team, alright.

G. E. Barbour is a St. John man who doesn't wear velvet gloves when he is talking.

We missed brother Randolph from Fredericton. Must be doing a heavy business down east.

The Carson-Sutherland combination from the Limestone City operated together right through.

The "Baby Doll" wore a happy smile at all times—besides an appropriated carnation on Tuesday.

Friend Provost has the right idea and he's not the kind that, to quote Harry Beckett, "lays down."

A. H. Pafford knows what he wants and has a mighty good idea of the shortest way to get there.

The delegates were entertained at luncheon, at the Canada Club, Tuesday at noon, by the Montreal Guild.

Secretary Cook did everything to make the visitors feel at home—as he always does when the convention is held in Montreal.

Fred Smye knew what he was talking about when he said wholesalers made more money by attending the meetings than by staying away.

Armand Chaput, although he took a back seat, entered into the discussions—and was on hand when the white flowers were going round.

Major Butler: "The secret rebater will get the retailer, if not to-day, then to-morrow. The only way to avoid being caught is have nothing to do with the gentleman."

"The Little Iron Man" worked just as hard as ever. Some very nice things were said about him by the members of the Guild, who can appreciate the arduous tasks he undertakes.

Practical Methods Used in Retail Grocery Stores

Cleveland Grocers Decide on the Weight Plan—Electric Fan Contrivance For Driving Flies From The Window—Chatham Grocer Advertises Source of Produce—Nothing Lost Through Early Closing.

Decide to Sell by Weight.

Cleveland, O., June 8.—Four hundred of the leading grocery stores of Cleveland, O., last week inaugurated the plan of selling vegetables and groceries by weight and not by measure.

This change comes as a voluntary concession on the part of the Retail Grocers' Association. It probably means that within a short time the dry measure method of sale and purchase of these commodities will be practically abolished. The Cleveland consumer now asks for 12 pounds of apples, peaches, beets, carrots, tomatoes, onions, etc., instead of a peck, or three pounds instead of two quarts. Irish potatoes are bought at 15 pounds for a peck.

The experiment had already been made by some of the big stores and they report that their customers were well satisfied.

Electric Fans Scare Flies.

Bracebridge, Ont., June 9.—Grocers of this town have little trouble in keeping flies from the window. This is how it's done. Bracebridge has a wonderful electric lighting system giving 24 hours' service. Nearly every store owns one or two electric fans, which, being placed in the display window, speed with such lightning rapidity that flies and other insects have no time to linger at the temptations before them.

Telling Whence Produce Comes.

Chatham, Ont., June 9.—W. J. Easton, a Chatham merchant adopts a novel idea with reference to his holiday meat trade. In his advertising, which frequently takes the form of reading notices, he gives the names of stock raisers from whom his cattle, calves, lambs and hogs are purchased. For instance, in Thursday's paper he states: "There are some exceptionally fine Easter calves . . . fattened by Thos. Smith, concession 5, Raleigh, especially for the Easter trade." In his advertising last Christmas Mr. Easton quoted probably a dozen or more stock raisers of prominence as his source of supply.

The idea, something new in the meat trade here, should not only interest grocers who run meat shops in connection, but might also be adaptable to the handling of butter, eggs, maple syrup, and summer fruits among other lines. It is at present not an uncommon thing for customers to patronize a certain grocery store because it handles Mrs. So-and-so's butter—though, in the event of that lady's butter being sold out, the customer is generally satisfied with any other butter the grocer may recommend.

The scheme of utilizing the name of the actual producer as a drawing card for the grocery seems to offer possibili-

ties. Of course, there is the danger that the grocer may be building up prestige for some fellow merchant to whom the butter woman or other producer may later see fit to transfer her supply. Nevertheless, the mere act of specifying where a certain line of produce comes from usually carries a great deal of weight with ordinary buyers who, as a general rule, don't know the producer named from Adam.

Loses Nothing by Closing Early.

Toronto, June 9.—Another enthusiastic worker for early closing and the Wednesday afternoon holiday the year round is A. A. Martin, 202 Lippincott Street. For his own satisfaction he has given the early closing a trial and is quite satisfied he has lost nothing by it.

Mr. Martin says a man working until 10 and 12 o'clock every night is not capable of doing his business justice the next day. He closes at 7.30 in the evening and sales after that hour would scarcely pay for the gas, he says.

P. R. Morrison, of 127 Lippincott St., is another strongly in favor of shorter hours and both gentlemen would like to hear the opinions of other Toronto merchants.

TRADE NOTES.

G. K. Nauta, representing "De Jong's" cocoas and chocolates, Wormerveer, Holland, is making a business tour of Canada. He was in Toronto this week and will visit Hamilton and London before going to the Pacific Coast via Owen Sound, Fort William, and Winnipeg. He also represents a Rotterdam wine and liquor firm.

The Hamilton, Ont., Commercial Travelers' Association has presented the Hamilton Sanitarium with a furnished cottage, costing \$1,200. At a recent enthusiastic gathering of about 300 Hamilton citizens and the sanitarium committee, E. J. Fenwick, vice-pres. of the Travelers' Association made the presentation and J. J. Evell, the chairman of the sanitarium committee replied.

Things That Shouldn't Be



A Clerk Should not Appear as if he were Condescending to Serve a Customer—Everybody Should be Treated Courteously and Respectfully.

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The Canadian Grocer

Established . . . 1886

THE MACLEAN PUBLISHING CO., LIMITED

JOHN BAYNE MACLEAN . . . PRESIDENT

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

Cable Address: Macpubco, Toronto. Atabek, London, Eng

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MONTREAL	Rooms 701-702, Eastern Town-ship Bank Building Telephone Main 1255 J. J. Gallagher
TORONTO	111-127 University Avenue Telephone, 7324 Main
WINNIPEG	511 Union Bank Building Telephone 3728 F. R. Munro W. E. Hopper
ST. JOHN, N.B.	
UNITED STATES—	
NEW YORK	R. B. Huestis Lawyers' Title, Insurance & Trust Co. Building, 160 Broadway, New York, N.Y. Telephone, 494 Cortland.
GREAT BRITAIN—	
LONDON	88 Fleet Street, E.C. Telephone Central 12960 J. Meredith McKim
FRANCE—	
PARIS	John F. Jones & Co., 31bis Faubourg Montmartre
SWITZERLAND—	
ZURICH	Louis Wolf Orell Füssli & Co.

Subscription, Canada and United States . . \$2.00
Great Britain, E. 6d. Elsewhere, 12s.

PUBLISHED EVERY FRIDAY

FRUIT AND GRAIN CROP OUTLOOK

The present is an anxious time for growers of crops, both fruit and grains. Too much or too little moisture means much to them.

This year, however, none in eastern Canada can complain of too little rain, but for a time it looked as if the west would suffer on this account. However, timely rains, and snow in some parts, relieved the situation and from present prospects the west will yield as good, if not better, crops than in 1907. The acreage is much more.

In British Columbia the fruit outlook is for a heavy crop; in fact, growers look for the largest in history. All the trees seem to have come through the winter without the damage that was sustained a year ago.

The weather in the Niagara peninsula has for some time been backward and cool, but that of the past week was much better.

There promises to be a fine crop of strawberries there. The early varieties are ripening, and the Williams, which is largely grown in that section, have set for a heavy crop and will begin to ripen about June 20.

Raspberries look well, but sweet cherries will be medium to light, the rainy weather affecting many orchards.

Plums, the Japanese variety, have set a light crop, but European varieties will be a medium to full crop.

Pears of nearly all varieties have set a full crop. Grapes will only be a medium crop from present appearances. Apples had a full bloom and are setting

well, and many orchardists are spraying thoroughly for codlin moth.

From present appearances there will be, on the whole, a good fruit crop. Work is well advanced and there has been little or no injury from frost.

Tomatoes are backward, but warm weather will remedy this. Fruit lands are selling freely at high prices.

A SUGAR SCHOOL.

Something unique in the way of technical education is to be attempted at Glasgow, Scotland. This is none other than what is termed a sugar school, where young men are to be technically trained in regard to matters appertaining to the sugar trade.

The particular training is designed to fit the pupils of the school to take positions as managers, engineers, overseers and chemists at the sugar mills, which are located in different parts of the Empire.

Scotland has for many generations been famous as a centre for refining sugar. Some of the wealthy men in Glasgow are ambitious enough to think that her sons may take a greater part than heretofore in the manufacturing of the raw material, and they are backing up their ambition with substantial contributions of money in order that technical educational facilities may be provided.

Who knows but possibly the young men trained at the proposed technical sugar school at Glasgow may ultimately assist in solving the problem of the production of beet sugar in Canada, which has not by any means yet realized the anticipation of its promoters.

THE APPLE QUESTION AGAIN.

New light has been thrown on an old subject by a large United States apple exporter.

Recently he told of his troubles during the past year: "Farmers do not even stop at putting seconds and culls in with No. 1's, but even fill in with cider apples."

The result was to lower the whole market tone to such an extent that many of the largest exporters were unable to realize a profit.

This statement was made regarding the U. S. pack, but Government records here show that the same thing has been going on for some years past, and instead of being on the decrease, is becoming more and more general.

If our farmers could only be made to feel how our apple trade with England was suffering from just such small trickery, there would be a stop to it from most quarters. Unfortunately, they do not seem to realize that Canadian apples are gradually losing their pre-eminence in the English market.

A Canadian exporter estimated that fully half of our export of No. 1's would show tricky packing. This is becoming a matter of more than local interest. It is a national question, and one which so far has failed to reflect much credit on the Canadian farmer.

The only remedy seems to be to keep preaching, and wherever possible, have the commission men take up the matter, insisting on honestly packed apples. Even the numerous convictions for violations of the law on this matter have seemingly had little effect.

It is sincerely to be hoped that this year will see an improvement.

ANNOUNCE FLOUR DECLINE.

As will be seen from a report in another part of this paper, the retailers of Halifax, N.S., are alive to the advantages secured by the recent decline in flour.

They are featuring this fact in their advertisements and are very wise in doing so as a good many of the general public will patronize their stores for flour when a reduction in price has been announced.

It would be advisable to not only feature flour just now in the newspaper advertisements, but in the window as well, providing a few show cards are used to announce the decline and the lower price. This ought to bring good results.

B. C. RETAILERS COMPLAIN.

Another increase is noted in hams and bacon in the British Columbia market. One brand of hams is up from 22¾ to 23½ cents, while bacon has advanced from 28½ to 29½ cents.

These items fluctuate more than any others there, and it all depends on the stock on hand. If the stocks are heavy, the price is dropped a fraction of a cent for an inducement to the retailer, and when the stocks are low, the grocer pays a little more for the same article.

There has been more than one complaint in British Columbia, not about hams and bacon alone, but of other lines, the prices of which are handled in the same way. On the coast, the opportunity is greater than in large cities in the east, since the point of supply is not so convenient, and a few days' delay makes a big difference in the stock in hand.

FROM THE FAR EAST.

Editor Canadian Grocer.—To-day we received your very valuable number of May 27th. It alone is really worth the dollar which we sent for 6 months' subscription.

J. KELLY & CO.
Charlottetown, P.E.I., June 1, 1910

Making a Selling Window of Vegetables and Fruit

A Simple Arrangement That With Show Cards and Price Tickets is Sure to Bring Business — How It Can Be Constructed and The Vegetables and Fruits to be Used—Designed For a Corner Window.

The accompanying suggestion is for a fruit and vegetable window. While it is simple and does not require much ingenuity to construct it, it should be a good drawing card for any grocery store.

As will be observed from the shape, it is designed for a corner window, but the same idea can practically be carried out in a one-sided display.

The foundation is just a common board one, built somewhat on the stair fashion, but with slanting steps and a level platform on top.

Around the base of the window may be placed cans of vegetables such as corn, peas or tomatoes, end to end. If the labels are turned up a more attractive effect will be secured.

Next to the cans may be placed a row of carrots as suggested in the drawing, only they should be packed close together to hide the window floor. A row of beets similarly packed might come next. On the second landing corn on the ear is one suggestion, but, of course, the grocer may make this greens of some

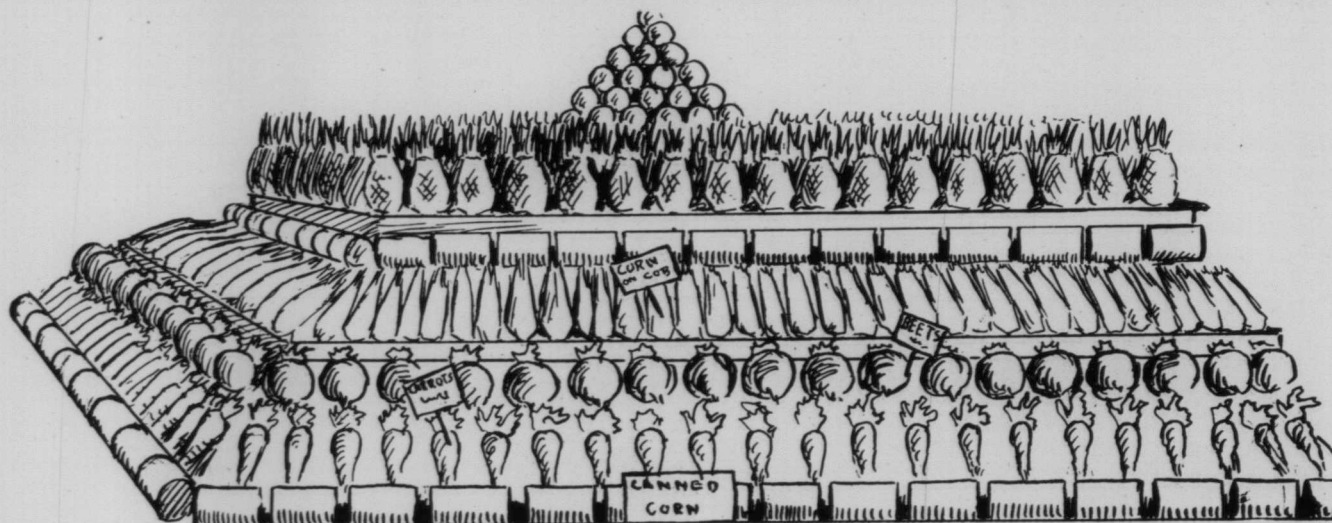
in the centre, and they are arranged symmetrically and close by each other.

To make such a display a good seller a few window cards telling of the superior quality of the various articles, their origin, etc., should be scattered here and there. The price in such a case should also be given.

It is almost as simple to make a neat display like the above as it is to throw the different fruits and vegetables carelessly into the window. Any clerk who has the interests of his employer at heart would be glad to arrange it if it were suggested to him. If this is done The Grocer would be glad to learn of the results.

NEW OFFICERS ELECTED.

Winnipeg, June 9.—The Caterers' Association, of Winnipeg, which comprises the wholesale and retail grocers, butchers and confectioners of the city, met on the evening of June 2 and elected the officers for the coming year. President Ald. Wilton acted as chairman. The



A Suggestion For Dressing a Window With Canned and Fresh Vegetables and Fruits.

kind, asparagus, peas in the pod or any other vegetable he wishes to sell. If corn is used a row of canned corn above with the labels up would be appropriate.

Use Tomatoes For Color.

To give a little color to the display use tomatoes by piling them neatly all the way round.

The top landing in the drawing made by The Canadian Grocer's artist is allotted to fruit—pineapples and oranges—pineapples, because these are now in big demand for preserving, and oranges as they have become a grocery staple with a demand all the year round. The pines occupy the entire platform, with the exception of a neat pile of oranges

vote ran as follows: President, E. Tugwell, Foley Bros. & Larson; vice-president, C. E. Christie, grocer; treasurer, W. A. Bartram, provision merchant; secretary, E. V. Battley, butcher; committee, Harper Wilson, Ald. Wilton, Ald. Gowler, B. Holman.

The association is to meet next week again to make arrangements for the annual picnic. Several invitations have been received from outside points offering sites for a picnic ground. It is expected that Winnipeg beach will be the chosen place but it is difficult to get a date when the grounds are not occupied.

SOCIABILITY AND HARMONY.

J. A. McCrea & Son, Guelph, Ont., and their staff are among the foremost of Ontario grocers in promoting a social

feeling among the members of a retail store. Recently they met at the home of one of the staff where a pleasant social evening was spent, and at the same time presented R. J. E. McCrea, on the eve of his marriage, with an address and a handsome club bag. This retail firm regularly holds little social functions and the result is that all work in perfect harmony in the store.

TRADE NOTES.

Theodore O. Leonard, a Detroit traveling salesman known to many in Canada died recently.

Geo. Ruppel one of the grocers, of Elmira, Ont., is building a new residence which when completed is expected to be one of the finest homes in that pretty town.

The Dominion Government has subsidized a property in Palmerston, Ont., for a Public Cold Storage. It will be operated by the Palmerston Cold Storage Co.

Thomas Burton and Hazen John Burton, of St. Andrews, Charlotte County, N. B., have entered into a general partnership for carrying on a retail grocery business at St. Andrews, under the name of H. J. Burton & Co.

R. W. Wilson who was head clerk for Steel Bros., Fergus, Ont., for some twelve years has purchased the grocery and confectionery business of A. H. Foot, of the same town.

Davidson & Hay, Limited, wholesale

grocers, of Toronto, are suing J. Broughton and W. Ball, retail grocers, for \$336 and costs in County Court. Plaintiffs say they sold goods to defendants for \$1,333.73, and that a deposit of \$1,010.63 has been paid. The balance of \$323.10 includes \$12.97 interest. Mr. Ball claims that he dissolved partnership with Mr. Broughton before the goods were purchased, which the latter admits to be right.

HELPS HIM IN HIS BUSINESS

W. J. Ireland, Tottenham, Ont., writes as follows:—Thank you for your valuable "Grocer" which I appreciate a great deal. It helps me in my business very much.

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The Markets—Higher Currant Prices Expected

Leading Authorities Receive Confirmatory Reports of Previous Unfavorable Weather Conditions—Advices to Buy Now Have Been Passed Around, Giving the Statement that the Opening Price of New Crop May be the Lowest—Price of Old Stock Increases One Shilling During Past Week—Rice is Much Firmer.

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

QUEBEC MARKETS

POINTERS.

Rice.—Up 15c.
Seed Tapioca.—Up 1/2c.
Ginger and Mace.—Very firm.
Sugar.—Firm.

Montreal, June 9th, 1910.

The feature of last week was the 15c. rise in all lines of rice. This change took place just too late for publication in the previous issue. It has had a decidedly beneficial effect on trade in this line, buying being indulged in freely.

The short sugar war in the States attracted considerable attention. It caused refined prices in New York to drop to the \$5 mark.

Monday, Tuesday and Wednesday of this week the wholesale grocers met here in Montreal. A full account appears on another page of this issue.

Dr. McCarrey, government health officer, has been very busy of late confiscating spoiled foodstuffs. Among the items were a lot of canned lobsters.

The constant rain during the past few weeks has had a bad effect on trade in general. Collections are poor and buyers seem to be afraid to lay in any large stocks. It is to be hoped matters will improve soon.

Sugar.—Since the recent advance there has been a slight weakening in the price of raws, and U. S. refiners took advantage of it to start a short cut price war. The two concerned were the Federal and the American Sugar Refining Companies. Prices touched the \$5 mark. Evidently the matter has been settled, as prices are again almost normal. Trade is only fair here.

Granulated, bags	5 15
" 20-lb. bags	5 25
" Imperial	4 90
" Beaver	4 90
Paris lump, boxes, 100 lbs.	5 95
" " 50 lbs.	6 05
" " 25 lbs.	6 25
Red Seal, in cartons, each	0 35
Crystal diamonds, bbls.	5 85
" " 100 lb. boxes	5 85
" " 50 lb.	6 05
" " 25 lb.	6 25
" " 5 lb. cartons, each	0 37 1/2
Crystal Diamond Dominoes, 5-lb. cartons, each	0 37 1/2
Extra ground, bbls.	5 60
" " 50-lb. boxes	5 80
" " 25-lb. boxes	6 00
Powdered, bbls.	5 40
" " 50-lb. boxes	5 60
Phoenix	5 60
Bright coffee	5 10
No. 2 yellow	5 00
No. 1 "	4 90
No. 1 "	4 75
Bbls. granulated and yellow may be had at 5c. above bag prices.	

Syrups and Molasses.—Molasses trade is only fair at present. The bulk of the trade passing is for choice, but there is a fairly even division in all lines.

Syrup trade has improved, and orders for small lots are coming in much better.

Fancy Barbadoes molasses, puncheons	0 36	0 26
" " barrels	0 28	0 39
" " half-barrels	0 40	0 41
Choice Barbadoes molasses, puncheons	0 31	0 33
" " barrels	0 34	0 36
" " half-barrels	0 36	0 38
New Orleans	0 27	0 28
Antigua	0 30	0 30
Porto Rico	0 40	0 40
Corn syrups, bbls.	0 03 1/2	0 03 1/2
" " 1-bbls.	0 03	0 03
" " 1-bbls.	0 03	0 03
" " 38-lb. pails	1 80	1 80
" " 25-lb. pails	1 30	1 30

Cases, 2-lb. tins, 2 doz. per case	2 50
" 5-lb. " 1 doz. "	2 85
" 10-lb. " 1/2 doz. "	2 75
" 20-lb. " 1/4 doz. "	2 70

Tea.—Local men are awaiting the arrival of the new Japan crop, which is already near Canada. A new stimulus will be given the tea business when this takes place.

Recent cables report China Congos strong.

Locally trade is somewhat dull, and no price changes have taken place.

Choicest	0 40	0 50
Choice	0 35	0 37
Japans—Fine	0 30	0 35
Medium	0 25	0 28
Good common	0 21	0 23
Common	0 19	0 21
Ceylon—Broken Orange Pekoe	0 21	0 40
Pekoes	0 20	0 22
Pekoe Souchongs	0 20	0 22
India—Pekoe Souchongs	0 19	0 02
Ceylon greens—Young Hysons	0 20	0 25
Hyson	0 20	0 22
Gunpowders	0 19	0 22
China greens—Pineau gunpowder, low grade	0 14	0 18
" " pea leaf	0 20	0 30
" " pinhead	0 30	0 50

Coffee.—There is a decided scarcity in low grade Santos which has had a beneficial effect on other lines. Prices are firm throughout, and trade is somewhat better.

Mocha	0 18 1/2	0 25	Santos	0 14	0 17
Rio, No. 7	0 10	0 12	Maracaibo	0 15	0 18

Spices.—Gingers and mace are firm, and slightly higher in the primary market. At the same time new business is light. Local manufacturers are busy filling old orders and preparing for the increase when the weather gets more settled.

Allspice	0 13	0 18	Ginger, whole	0 15	0 20
Cinnamon, whole	0 16	0 18	" Cochin	0 17	0 20
" ground	0 15	0 19	Mace	0 07	0 75
Cloves, whole	0 18	0 30	Nutmegs	0 30	0 60
Cloves, ground	0 20	0 25	Peppers, black	0 16	0 18
Cream of tartar	0 23	0 32	" white	0 20	0 25

Dried Fruits.—Reports on the new date crop show that this year it will be excellent unless something happens to change present conditions.

Future prunes are strongly held, and higher prices are looked for.

Other lines are rather dull, with the exception of Valencia raisins, in which trade is fair.

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

Nuts.—Naples filberts are somewhat scarce and firmer. Brazil cables seem to denote a rapid exhaustion of the new crop, and if so higher prices will be in order.

Other lines are quiet at same prices.

In shell—	
Brazils	0 14 1/2 0 15 1/2
Filberts, Sicily, per lb.	0 11 0 12 1/2
" Barcelona, per lb.	0 10 1/2 0 11 1/2
Tarragona Almonds, per lb.	0 13 1/2 0 14 1/2
Walnuts, Grenoble, per lb.	0 13 1/2 0 14 1/2
" Marbots, per lb.	0 12 1/2 0 13 1/2
" Cornes, per lb.	0 11 1/2 0 12 1/2

Shelled—	
Almonds, 4-crown selected, per lb.	0 32 1/2 0 35
" 3-crown "	0 31 1/2 0 33
" 2-crown "	0 30 0 30
(in bags), standards, per lb.	0 28 0 27
Cashews	0 15 0 17

Peanuts—	
Spanish, No. 1	0 12 0 12
Virginia, No. 1	0 13 0 13
Pecans, per lb.	0 05 0 05
Pistachios, per lb.	0 07 0 07

Walnuts	
Bordeaux halves	0 28 0 30
Broken	0 23 0 27

Evaporated Apples.—During the past few days local demand has been stimulated to a considerable extent. The cause is thought to be the large buying of late for export. The poorer grades are pretty well exhausted and most of the trade passing is in the higher grades.

Evaporated apples, prime	0 08
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Beans and Peas.—There is little change in the bean situation. Export trade is still holding its advantage. So far, this buying has had little effect on local trade, but there are signs of coming activity in case it continues.

Peas are quiet at unchanged prices.

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

Rice and Tapioca.—Just too late for publication last week all lines of rice went up 15c. This change is ascribed to the large increase in demand in China for foreign rices, particularly Burma. At the advance the sale is brisk.

Tapioca is firm and seed tapioca has gone up. It is now quoted at 6-7c. Sales are only fair, however.

Rice, grade B, bags, 250 pounds	2 90
" " 100 "	2 90
" " 50 "	2 90
" " pockets 25 pounds	3 00
" " 1/2 pockets, 12 1/2 pounds	3 10
" grade c.c., 250 pounds	2 80
" " 100 "	2 80
" " 50 "	2 80
" " pockets, 25 pounds	2 90
" " 1/2 pockets, 12 1/2 pounds	3 00
Tapioca, medium pearl	0 05 1/2 0 06

CANNED GOODS

MONTREAL—There is a first class demand for vegetables of all the standard kinds at prevailing prices. Fruits are somewhat dull in can, but in glass the trade is quite considerable. It is thought that the growing ease with which green fruits can now be distributed has had a slackening effect on the canned fruit trade.

Peas, standard, dozen	\$1 05
Peas, early June, dozen	1 07 1/2 1 10
Peas, sweet wrinkled, dozen	1 10 1 12 1/2
Peas, extra sifted, dozen	1 52 1 60
Peas, gallons	3 87 1/2 3 92 1/2
Pumpkins—3 lb., \$1.00; gallon, \$3.00.	
Beans, dozen	0 87 1/2
Corn, dozen	0 80 0 82 1/2
Tomatoes, dozen (Ontario and Quebec)	0 85 0 90
Strawberries, dozen	1 50
Raspberries, 7s, dozen	1 50
Peaches, 2s, dozen	1 70
Peaches, 3s, dozen	2 65
Pears, 2s, dozen	1 65
Pears, 3s, dozen	2 40
Plums, Greengage, dozen	1 60

DIRECTORY OF

Manufacturers, Manufacturers' Agents,
Brokers, Etc.

BRITISH COLUMBIA

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

Importers and Roasters of High Grade
Coffees.

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

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

Mail orders promptly attended to.

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

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

Correspondence Solicited.

**VICTORIA
FRUIT GROWERS' ASSOCIATION**

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

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COR. WHARF AND YATES STS. - VICTORIA
Branch at 140 Water Street, Vancouver.

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Wholesale Brokers

GROCERIES, PRODUCE, FRUITS, GRAINS

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Write us for information about B.C. trade.

Cable Address—"Robin," Vancouver.

Codes—A C, 5th Edition; Revised Economy; Modern
Economy; Utility and Dowling's.

WILLIAM W. DUNCAN

Broker and Manufacturers' Agent

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Free and Bonded Warehouses

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

McLEOD & CLARKSON

Manufacturers' Agents and Wholesale Commission
Agents

144 WATER ST., VANCOUVER, B.C.

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

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

Andrews & Nunn

Manufacturers' Agents and
Wholesale Commission Merchants

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VANCOUVER, B.C.

Correspondence
Solicited

Highest
References

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

The West India Co., Ltd.

The Canadian house of

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

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

WEST INDIAN PRODUCE

of all descriptions.

WRITE US FOR PARTICULARS, PRICES, ETC.

305 St. Nicholas Building,

MONTREAL

A Toronto Grocer's Success

Standing in the store of a successful Toronto grocer the other day a gentleman heard a lady ask the price of oranges. "30c. and 40c.," replied the grocer, a man of few words, and added, "The 40c. are the better buying." The lady took the 40c. The gentleman also wanted oranges and he too followed the grocer's advice.

Nine out of every ten of your customers can better afford to buy **40c. Red Rose Tea** than any 30c. tea. You can't afford to sell 30c. tea when you can just as easily sell **40c. Red Rose Tea**.

Just try pushing the **40c. grade of Red Rose Tea**. Make it a feature of your business and it will mean better business. You can make a profit on the motto

Red Rose Tea

Is Good Tea

The 40c. is **VERY** good.

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

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

To the Manufacturer or Wholesaler—

If it were possible to employ a traveller who could call on 7,000 of the best dealers all through Canada every week, what salary would you figure he'd be worth—even supposing he did nothing more than go in and shake hands with these dealers, under such circumstances they'd be glad to see him.

Would he be worth \$200, \$300 or \$500 per week? Many a house would pretty nearly let him fix his own salary.

Equip an advertisement in the Canadian Grocer with a verbal handshake for every dealer in Canada, and a frank, brief, pointed talk about your goods and you add a traveller to your staff who will make 7,000 calls a week for you at a salary of \$4 to \$8 a week—less than you would pay a first-class stenographer.

Of course this traveller won't displace any of your regular salesmen, but he will help them to sell more goods and open up more new accounts.

sold eggs a little lower, but the market price is the figure stated.

All jobbers say that the high price of pork products is restricting sales to a large extent. The demand for lard, hams, and bacon shows a heavy decline, and there is not much prospect of the prices becoming easier.

One of the principal changes in the grocery market is a drop in the price of flour. The decline is about 25 cents per barrel on all grades. There is only a fair demand for flour for household use at this season of the year. Some of the retail dealers are featuring flour prices in their advertisements this week.

The fruit dealers report business brisk. Fruits of all kinds are now coming on the market in good supply. Collections were a little slow towards the end of the month, but since then there has been an improvement. Rhubarb is scarcer than usual, much of it having been killed off by frosts early in the season. Bananas are in full demand, and the quality of the fruit in recent shipments is much improved. The price ranges from \$1.75 to \$2.40 per bunch.

United States cabbage dropped one dollar per barrel this week. It is now quoted at \$2 per crate. U.S. beans are selling at \$1.75 per box. Pineapples are in good supply and are selling at \$3 per crate. Bermuda onions are still on the market, and are quoted at \$1.50 per box.

Creamery prints	per lb..... 0 28	Beef, Canadian	per bbl..... 18 00 19 00
Creamery solids	per lb..... 0 27	Hams smoked 0 16 1/2
Dairy, tubs, lb. 0 25	Pork, fresh 0 10 0 11 1/2
Fresh eggs, doz. 0 19	Codfish, quintal 5 50
Sugars—		Herring, pickled	
Extra Standard,		per bbl..... 5 00	
granulated..... 5 30		Apples, per bbl. 1 50	3 00
Austrian, bags,		Potatoes—	
granulated..... 5 20		P.E. Island, bag..... 1 50	
Bright yellow..... 5 10		Nova Scotia..... 1 50	
No. 1 yellow..... 4 80		Onions, Spanish	
Flour, wheat		per lb..... 0 02 1/2	
per bbl..... 6 10 6 20		Onions, American,	
Flour, Ontario		can, per lb..... 0 02 1/2	
blends, bbl..... 4 75 5 00		Onions, Canadian,	
Cornmeal, bag. 1 85	1 65	per bag..... 1 60 1 75	
Oats..... 0 48 0 50		Molasses, fancy	
Pork, American		Barbados, bbl..... 9 37	
per bbl..... 29 50		Molasses, fancy	
Pork, clear bbl. 31 50	32 00	Barbados, gal. 9 33	0 34
Beef, American		Beans, bushel..... 2 25	
plate per bbl. 19 50	20 00	Rolled Oats, bbl. 4 55	4 60

NEW BRUNSWICK MARKETS.

St. John, N.B., June 9.

With the advent of warmer weather there has been increased activity in nearly every branch of the commercial markets. Eggs have dropped to 19 and 20 cents a dozen for new laid stock, and 17 to 18 cents for the case variety. Butter is also cheaper, being quoted at 22 to 23c in tubs and 24c to 27c in rolls. Bacon has advanced 2 cents per pound and is now selling at 18c to 20c wholesale. Both Manitoba and Ontario flours declined during the week. Manitoba's are now quoted at \$6.15 to \$6.25 and Ontario's, \$5.45 to \$5.75.

All over the province now the farmers are busy putting in their crops and the indications point to a much greater yield this year than last season. Vegetables are well advanced and are reported fully a month ahead of other years. The crop of hay, grain and potatoes will be considerably larger than in past years and 1910 will doubtless be a banner year with the farmers unless something unforeseen occurs.

Sugar—		Rice, lb..... 0 03 1/2 0 03 1/2	
Standard gran.	5 40 5 50	Beans, hand	
Austrian..... 5 30 5 40		pickled, bus..... 2 20 2 25	
Yellow..... 4 90 5 30		Beans, yellow	
Flour, Manitoba	6 15 6 25	eye, bus..... 2 50 2 65	
" Ontario..... 5 45 5 75		Cheese, new, lb	0 14 0 14 1/2
Cornmeal, bags.	1 65 1 60	Lard, compound	
" bbls. 3 15 3 20		lb..... 0 14 0 14 1/2	
Rolled oats, bbls	5 00 5 10	Lard, pure, lb...	0 17 C 17 1/2
Buckwheat,		Bacon..... 0 18 0 20	
west, grey, bag	2 90 3 00	Pork, domestic	
Val. raisins, lb.	0 05 1/2 0 06 1/2	mess..... 28 00 28 50	
Cal. raisins, seed-		Pork, American	
ed..... 0 07 1/2 0 08 1/2		clear..... 29 50 32 00	
Currants, lb.... 0 07 0 07 1/2			
Prunes, lb..... 0 05 1/2 0 09			

Molasses, fcy.		Strawberries,	
Barbados, gal	0 32 0 33	dozen..... 1 70 1 80	
Butter, dairy,		Salmon, case—	
lb..... 0 24 0 27		Red spring... 6 50 6 75	
Butter, cream-		Cocoa..... 6 00 6 25	
ery, lb..... 0 29 0 30		Peaches, 2s,	
Eggs, new laid	0 19 0 20	dozen..... 1 75 1 85	
Eggs, case..... 0 17 0 18		Peaches, 3s,	
Potatoes, bbl.	1 25 1 50	dozen..... 2 85 2 95	
Canned goods—		Baked beans,	
Peas, doz..... 1 15 1 55		dozen..... 1 90 1 90	
Corn, doz..... 0 90 0 95		Fish—	
Tomatoes, dz	1 00 1 05	Cod, dry..... 3 00 4 25	
Raspberries,		Herring, salt,	
dozen..... 1 95 2 05		bbl..... 4 75 5 00	
		Bloaters, box... 0 85 0 90	

Manitoba Fish Exports High Since First of Year

In View of High Prices of Meat in the U. S., the Latter Country Imported More in Two Months Than During 1909—Steps Being Taken to Preserve Fisheries in That Province—Conditions Existing There.

Winnipeg, June 9.—Of the many industrial enterprises in Manitoba opened during the past few years perhaps the fish trade has been one of the most important. It took many years for the people of this country to recognize that there was a wealth of resource in the fisheries of this province.

Until about six years ago the three great lakes were teeming with fish of all varieties and no one seized the idea of their tremendous commercial value, except possibly a few local fishermen who found a ready demand for a limited number within the province.

When the trade did open however it opened large, for a strongly capitalized firm from below the border began fishing operations with a view to supplying an eager market in the large cities of that country.

As a consequence within three years after this export trade began it was reported that our provincial fisheries were being rapidly depleted, and by foreign operators. Nothing was done, however, by the authorities for many months and the exportations increased, and our fish were growing more scarce. Fortunately however (from the standpoint of those who were creating the agitation), the large export firm with unlimited interests elsewhere, failed, and of course the fishing to a large extent ceased.

About this time, however, some action was being taken toward the restoration of fish in the lakes and also in the way of the curtailment of exportation by foreign operations.

\$226,000 Worth Exported.

The Dominion Fishermen Commission which made the investigation was the means of stimulating the U. S. custom officers to gather some interesting information.

It was pointed out that the export during the last few months has reached tremendous proportions. It is estimated that the value of the fish export during January and February amounted to over \$226,000 while the entire fish export for 1909 amounted to about \$170,000. This is accounted for by the fact that meat prices in the States have made great advances recently. The great part of the export during the past winter has been frozen fish which were sent to almost every part of the country. White fish is the principal fish being exported, but there has been an increased demand for all grades, and the market has gone up to an average of about seven cents to the exporter.

What has been true of the export trade however, is not altogether true of the trade in this province or this country.

One of the wholesale fish companies

states that the trade here is not particularly active, and that prices have not been enhanced. He also states that the Dominion Government was justified in curtailing the exportations from local waters, but as yet the damage has not been serious.

"In fact," he states, "with the present restrictions and with no summer fishing except on Lake Winnipeg for two and one half months, and with the further limitations of a 2,000,000 pound summer catch, the depletion will quickly be made up. Local fish dealers do not want to over-fish the lakes. It is to our interest to preserve them and severe restrictions may at the same time be necessary and an injury to the trade."

Lakes Were Overfished.

In connection with the Dominion Fisheries Commission report, it sets forth the belief that all the lakes of Manitoba had been over-fished, that some of the more valuable species such as whitefish and pickerel, had decreased very seriously in size and abundance, and that sturgeon was on the point of extinction. It sets forth that the evidence showed conclusively that the Manitoba fisheries had been unduly controlled by foreign fish operators, who have dictated the prices of fish and secured the major profits; that the better grades of fish were sent to the United States, which curtailed the home supply; and urged, in view of the rapidly increasing population, that every effort should be made to restore the fisheries. It is urged that summer fishing on Lakes Winnipegosis and Manitoba be prohibited, and that on and after January 1, 1911, the closed season be applied with a view to restoring the pickerel and whitefish.

WANT EARLIER CLOSING.

The grocery clerks in the retail stores in the business district of St. John, N. B., are endeavoring to induce the proprietors to close the stores at 6.30 p.m. instead of 7 p.m. as at present. The clerks contend that under the present system they usually have to wait at the stores until about 7.15 which makes a long period between dinner hour at 12 o'clock and supper about 7.30. Several of the employers have expressed sympathy with the movement.

Little Girl: "That bun you sold me yesterday had a fly in it, and muvver says you ought to give me another one."

Baker: "I can't do that; but tell your ma that if she'll let me have the fly back I'll give her a currant for it."
—Punch.

Go
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oppo
AGENTS

Golden Opportunities and Golden Realities for You!

The markets of the West are not yet glutted, and the man of enterprise has an opportunity right now of sharing in chances that will lead to fortune. What have you to sell, Mr. Manufacturer? We are here to assist you to capture this profitable trade. We have the facilities, the connection, the business ability and the financial standing to handle your goods successfully and we will do so on a reasonable commission basis. Large track warehouses at all the chief distributing centres give us facilities enjoyed by no other firm.

Send us details of what you have to sell. We are after more business. Write us to-day.

NICHOLSON & BAIN

WHOLESALE COMMISSION MERCHANTS AND BROKERS

WINNIPEG REGINA CALGARY EDMONTON FORT WILLIAM

Storage for all classes of merchandise. Cars distributed from Calgary, Winnipeg, Regina, Edmonton and Ft. William.

YOU CAN REACH SUCCESS



The Secret of Success

lies in handling goods of known worth and proven merit—in selling satisfaction-givers



Jams, Jellies, Grape Juice and Catsup

are renowned for the purity of their composition, and the excellence of their flavour. But don't accept our unsupported statement! Ask the Department of Inland Revenue for a copy of Bulletin 194, which certifies "E.D.S" products to be 100% pure. There's no more powerful lever to move all the better class family trade your way than a reputation for selling pure foodstuffs. Seize the opportunity! Feature "E.D.S" Brand. It leaves a well-worth-while profit for the retailer.



Made by
E. D. SMITH

at his own fruit farms
WINONA,
ONTARIO

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

STILL
EASIFIRST!

OUR



SHORTENING

IS A WINNER
AND A MONEY-MAKER

FOR YOU

ORDER TO-DAY.

GUNNS PORK AND BEEF PACKERS
LIMITED TORONTO

COOKED HAMS

FOR THE WARM WEATHER
AND OUT-OF-TOWN TRADE
—LET US BOOK YOUR ORDER
FOR A SHIPMENT OF COOKED
HAMS EITHER DAILY OR
WEEKLY.

—NONE BETTER—

F.W. Fearman Co.
LIMITED
Hamilton

Jersey Cream
Brand
Evaporated Milk



THE RICHEST
By Government Test

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

MILD CURED
Breakfast Bacon
Skinned Backs
and Hams

Finest Quality. Made from Selected Hogs.
Made under Government Inspection.

The WM. RYAN CO.
LIMITED

PACKING HOUSE:

FERGUS, - - ONT.

HEAD OFFICE:

70 and 72 Front St. East, TORONTO

Pre

Butter heavy ou ed. In s shipping other pa practice ter and output fr

The ir of both the form lieved tl the mini England, is equall suffered i ness. Ch The pr high mar age conce directed

Poultry although brighten

Provisi in all lin remained showing

There hogs whi

When tl increase

Pure Lard— Boxes, 50 Cases, 10

" " Pails, wo Pails, tin Tubs, 50 Tierces, 3

Compound L, Boxes, 50 Cases, 10

" " 5 " 3

Pails, wo Pails, tin, Tubs, 50 Tierces, 3

Pork— Heavy Canad

Beef pork... Canada short

Clear fat bac Heavy flank Plate beef, 10

" 20 " 30

Dry Salt M Green bacon, Long clear ba

Long clear ba Hams— Extra large s

Large sizes, 1 Medium sizes Extra small s Bone out, rol

" Breakfast ba Windsor bac Spiced roll ba Hogs, live, ps dressed

Butter— this year the receip per cent. doing wel been good

Receipt: ages as a year. Fo packages same seas

New milk cre Dairy, tubs, l Fresh dairy r



Perfection



There is one dominant spirit in the manufacture of Magic Baking Powder—the spirit of perfection. This is an intense desire to make it faultless in every respect and free from the injurious substitutes that are contained in the cheap alum powders. Modern automatic machinery and employees in spotless white uniforms insure a perfect mixture and absolute cleanliness.

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

THIS IS THE TIME

to tell your customers about
**Shredded Wheat
and Strawberries**

a delicious, wholesome, nourishing combination for the Summer days when the palate is tired of heavy meats and soggy pastries.

You have the Biscuit and the Berries. Educate your customers. They will thank you for reminding them of such a healthful, nourishing, appetizing Summer dish.

Heat a Shredded Wheat Biscuit in the oven to restore crispness, then pour the berries over it; serve with milk or cream and sweeten to suit the taste.

If your customers like Shredded Wheat and strawberries they will like Shredded Wheat with raspberries, blackberries, peaches, sliced bananas or any other fresh fruits.

THE CANADIAN SHREDDED WHEAT CO., LTD.
NIAGARA FALLS, ONT.

CLARK'S MEATS and Summer Homes!

Many of your customers go to their country homes now, or are in their country homes now.

—They want meats—

You can recommend CLARK'S MEATS because of their excellence and variety.

Thus you can consider your customers' needs and your own profit.

See that your stock is complete.

Wm. Clark - Montreal

Manufacturer of high-grade

—Food Specialties—

in November for Vancouver. Great interest is being taken in it, and the event promises to be a noteworthy one in the history of the industry. The proposition is to hold this show in other cities in Canada in alternate seasons so that the fruit growing industry in all parts of the Dominion may reap mutual benefit.

INFORMATION FOR BUYERS.

(Supplied to the Trade by Sellers.)

There has recently been placed upon the market a development of the Automatic Springless Weighing Machine for retail merchants which is truly a wonder. By this new machine a much wider scope of utility is provided than by any other weighing device or scale heretofore invented. This scale practically gives the merchant two complete automatic scales in one. An ingenious, automatic device, operated by a simple turn of a knob, instantly changes the scale from a ten pound to a twenty pound or back from a twenty pound to a ten pound automatic scale, as may be desired. At the same time the range of selling prices per pound is also changed, allowing the merchant to see instantly the value of goods at any one of fifty prices. Scale manufacturers never before have given the merchant a computing scale with so many different prices per pound. For the weighing of higher priced goods which are sold in smaller quantities, this two-scales-in-one machine has especially designed a range of higher prices operating with the smaller weighing capacity. The lower priced goods, naturally sold in larger quantities, are handled by the features of the scale having the lower price range and the larger weighing capacity. With all these great results, the machine is simple. Any child can readily understand and operate it. It is a product of the inventors connected with the Toledo Computing Scale Company, Toledo, Ohio.

NEW WINNIPEG BROKERS.

Geo. G. Davey, late with the Imperial Extract Company, Toronto, has joined Nicholas Bawlf, of Winnipeg, in a grocery brokerage business in Winnipeg. The firm is known as Bawlf, Davey & Company, and is located at 122 Chamber of Commerce building.



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

NO CHEMICALS are used in the manufacture of

EPPS'S COCOA

Epps's flavour is the natural flavour of fine cocoa, and is cocoa as it should be.



'MILENIA' MILK CHOCOLATE

Melts in the mouth with a delightful smoothness and a lingering delicacy of flavour.

MADE WITH FULL-CREAM MILK.

Special Agents: **C. E. COLSON & SON, Montreal**

Nova Scotia: **E. B. ADAMS, Halifax.**

Manitoba: **BUCHANAN & GORDON, Winnipeg**



GEO. KEMP, LTD.
LONDON, ENGLAND.

SUPPLIERS TO THE BRITISH GOVERNMENT

**Dainty Novelties
Splendid Selling Lines**

KEMP'S BISCUITS

YOU MUST STOCK THEM

Send your name and address for samples and Export Price List.

SOLE EXPORT AGENTS

H. COLLINGS & CO.

16 Philpot Lane, E.C., London, Eng.

FOR QUALITY

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.

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THE A. J.
GENTLEME
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For slicing E
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**SIMP
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GRINDER
"ROYAL" C

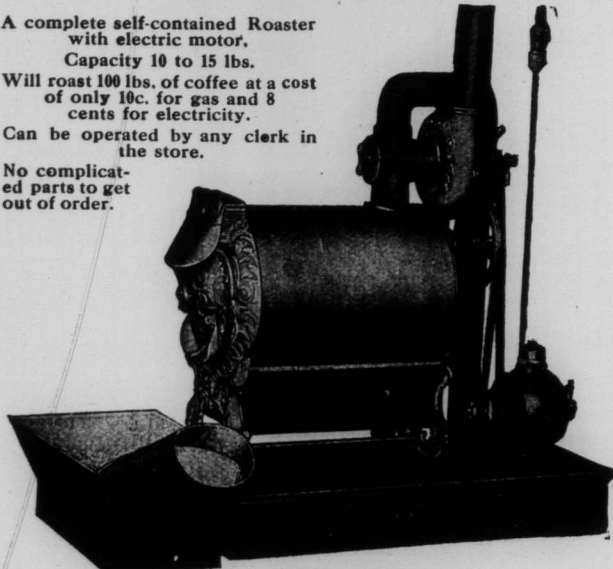
THE

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

OTTAWA, Canada, 11-5-09.

THE A. J. DEER CO.

GENTLEMEN:

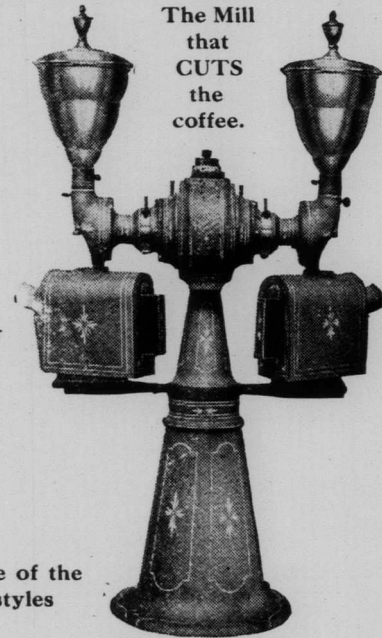
In reply to your letter of Nov. 1st we find our Coffee Roaster a huge success, as our coffee sales are increasing every day.

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

NORTH ADAMS, Mass., 5-11-10

THE A. J. DEER CO.

GENTLEMEN:

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

Yours truly,

(Signed) STANDARD MERC. CO.

“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.

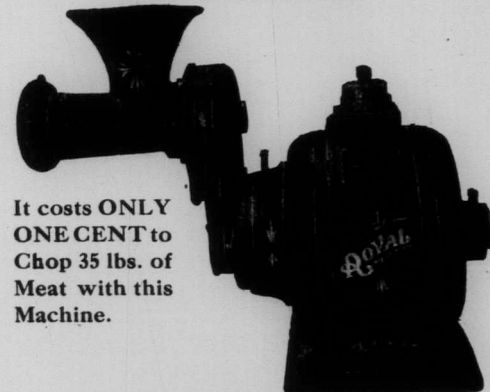
WE PAY THE FREIGHT
AND DUTY

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

Sells Quick

**Tastes Good
and Folks Want More**

Post Toasties

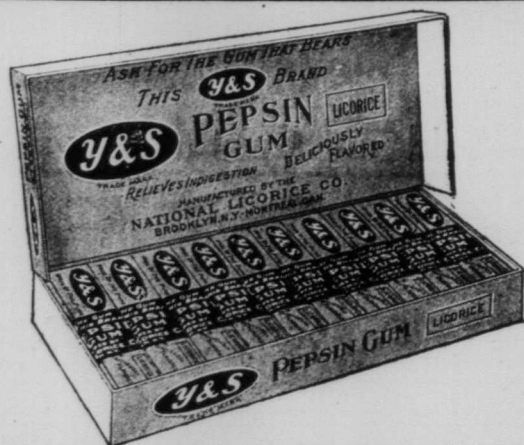


This means steady profits to the Grocer. Persistent, heavy advertising, and the distinctive, delicious flavour of Post Toasties keeps them moving.

The sale of every package is guaranteed.

We will send prepaid, a splendid Window Display to any retail grocer, upon request.

Postum Cereal Company, Ltd., Battle Creek, Mich.



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

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. Loueks Ottawa
R. G. Bedlington Calgary

In sym that has late, the er. This that ther in flour words. (for a big Recent ra ple moist The tot berta thi an increa year. In is dull bu ing from since the Business by the ch weeks and factory.

Flour.— decline. I proved by ditions ar small lots at present Winter wheat Straight roller Extra, bbl. Manitoba spr stro

Oatmeal. ther dull t points abo but a drop ing unless Fine oatmeal, t Standard oatm Granulated " Gold dust corn Bolted cornes Rolled oats, ba

Flour.—S on June 1s exceptional wheat has prices of la that the lo fered. Thei the prices

1st Patent..... 2nd Patent..... Strong bakers. Feed flour.....

Straight roller... Patents..... Blended.....

Cereals.— been exper the cereal n cially has market is fi good busines Rolled oats, small " 25 ba Rolled wheat, smu " 25 b Standard and grai

COLL Chatham, ly meeting o sociation las

Cereals Have Been Sustained by the Weather

Delayed Summer While Not Benefiting Some Lines of Business, Has Helped the Cereal Market — Flour Market Steady, Following Recent Decline—Reports Refer to Better Trade as a Result—Wheat is Slightly Firmer.

In sympathy with a tone of firmness that has been given the wheat market of late, the flour market is slightly stronger. This steadiness prompts the opinion that there will hardly be another decline in flour although it is not said so in words. Conditions are still favorable for a big crop in the west this year. Recent rain with snow has provided ample moisture for the present.

The total acreage under crop in Alberta this year is estimated at 1,582,973 an increase of 27 per cent. over last year. In a general way, trade in wheat is dull but the situation in flour, judging from various reports has improved since the last drop in the price.

Business in cereals has been assisted by the chilly weather of the last three weeks and trade is reported quite satisfactory.

MONTREAL.

Flour.—Flours are firm at the recent decline. Trade has been somewhat improved by the change, but weather conditions are so poor that the buying is in small lots. Export trade is rather light at present.

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.—The oatmeal market is rather dull this week, with few redeeming points about it. Prices are the same but a drop would not be at all surprising unless present conditions change.

Fine oatmeal, bags.....	2 20
Standard oatmeal, bags.....	2 20
Granulated ".....	2 20
Gold dust oatmeal, 98-lb. bags.....	2 10
Bolted oatmeal, 100-bags.....	1 65
Rolled oats, bags.....	2 00
barrels.....	4 25

TORONTO.

Flour.—Since the decline that occurred on June 1st, the local market has been exceptionally steady. In addition to this wheat has been quoted at slightly higher prices of late and it is believed by some that the lowest quotations have been offered. There have been no changes in the prices if flour since last report.

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 80

Cereals.—The prolonged chill that has been experienced of late has benefited the cereal market and rolled oats especially has sustained its demand. The market is firm and satisfactory, with a good business reported.

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, 48 lb. sacks.....	2 20

COLLECTED OVER \$1,095.

Chatham, Ont., June 9.—At the monthly meeting of the Retail Merchants' Association last Tuesday, the collection de-

partment was the central theme of discussion. The department has completed the first year of its existence, and, despite the fact that much time was necessary for organization and that the retirement of Collector Murdock last winter involved nearly a month's interval, over \$1,095 was collected by the collector directly in the course of the year, all of it slow pay money and much of it regarded as hopeless. In addition, much money was paid direct to merchants, fewer credits have been asked, and the general tone of credit business throughout the city is represented to have perceptibly improved; while there is the added feature of the insurance afforded the merchant through the delinquent list.

Organization for the coming year is now in progress. Here and there are merchants who are dissatisfied with the results; but the majority will undoubtedly renew, since the new collector, Ernest Askunas, now has the department in good working order and it is in a position to give better results.

The example of the grocers, who sent John McCorvie and Wm. Potter as delegates to the recent convention at Toronto, is being followed by the local R.M.A., President A. D. Westman being appointed as delegate to the convention at Kingston. An invitation was also extended to Provincial Secretary E. M. Trowern to visit Chatham next September, when the annual banquet will probably be held. The election of officers for the local branch will take place after Mr. Westman's return from the general convention this month.

MOONEY CO. BUY WINNIPEG BUSINESS.

The Mooney Biscuit and Candy Co., of Stratford, have purchased the entire business of the Foley Bros. & Larson Co., Winnipeg, and take possession at once.

The deals involve about \$500,000. No time will be lost in bringing about a uniformity of the lines produced from both the Stratford and Winnipeg plants. William C. Mooney will manage the Winnipeg business.

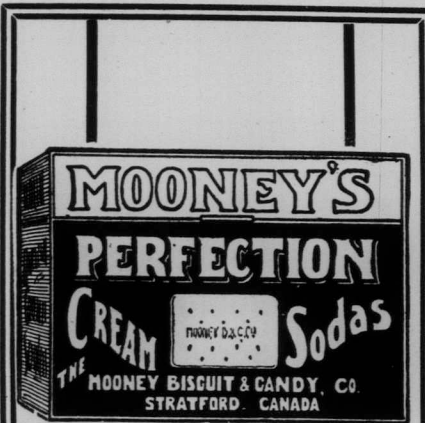
TRADE NOTES.

The Drummers' Snack Club outing goes this year to Oakville, Ont., the dates being July 29-30.

M. T. Burnett has purchased the grocery business of John Armstrong, 337 St. Antoine St., Montreal.

H. B. Wylie, late of Belfast, Ireland, has succeeded to the managership of Scroggie's grocery department, Montreal.

M. Napoleon Gendreau, son of M. N. Gendreau, of Lecaille, Gendreau & Cie., of this city, died at the home of his grandfather, M. L. Constant.



There's always a big demand among campers and picnickers for a good Soda Biscuit!

Are you stocking
Mooney's
"Perfection"
Cream Sodas

the kind that always reaches your customer in a crisp and fresh condition?

It's a line that never fails to satisfy, and leaves a good margin of profit.

They are pleasantly palatable and perfectly pure.

See to your stocks.

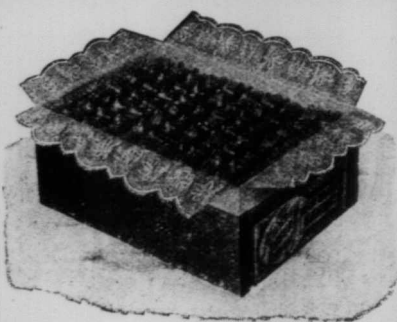
The
MOONEY BISCUIT
& CANDY CO., LTD.
Stratford, Can.

COX'S GELATINE

The Leading Gelatine for more than Sixty Years. Foremost in Purity and Manufactured by Messrs. Cox as well as PACKED by them.

PURITY GUARANTEED

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



Experience!

You remember in the old days there was a system of apprenticeship usually about four years' grinding to learn a business.

After serving this term one was supposed to be quite proficient. In time one became an expert in a chosen field—if one stayed with the work.

Experience made one such.

Now, it's fully twenty-five years since we began making Bordeaux Chocolates. In the first few years we learned all they could teach us about them.

But we were not satisfied. We did not feel we had attained perfection. We kept on plugging.

Eventually we considered we had reached highest attainable perfection.

Everyone complimented our quality by imitating it.

So we registered our brand—for your protection—the public's—our own.

That perfect confection, the result of our experimenting, our experience, has since been known, and is now famous as the

“CHOCOLATE BORDO”

and it's an all-the-time winner.

The Montreal Biscuit Company

Manufacturing Confectioners

MONTREAL

TRUMILK

IS FULL-CREAMED CANADIAN MILK IN POWDER FORM

MILKSTOCK

IS FINEST SEPARATED MILK IN POWDER FORM

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

Sole Manufacturers

Canadian Milk Products, Limited

MAIL BUILDING, TORONTO



The New Flavor MAPLEINE

Better Than
Maple

The Crescent Mfg. Co.
Seattle, Wash.

Order from your jobber, or

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

CIE FRANCAISE des PATES ALIMENTAIRES Macaroni, Vermicelli, etc.

Strictly French Manufacture Guaranteed
Manufactured at
92 Beaudry Street MONTREAL

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 Besseneurs Market, - Montreal
WE SELL FEATHERS TOO

CORRESPONDENCE SOLICITED

H. G. Spurgeon

Manufacturers' Agent

P.O. Box 1812 WINNIPEG, MAN.

If you are looking for trade with Irish merchants there is one paper that can put you in touch with buyers, and that is

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

10, Garfield Chambers, Belfast Ireland

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, - Uxbridge, Ont.

SUCHARD'S COCOA

This is the season to push SUCHARD'S COCOA. From now on cocoa will be in demand daily. It pays to sell the best. We guarantee SUCHARD'S cocoa against all other makes. Delicious in flavor; prices just right.

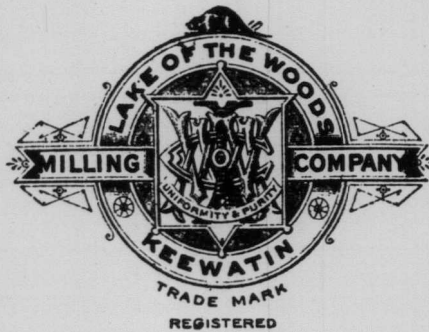
FRANK L. BENEDETTO & CO., Montreal Agents.

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.



Five Roses costs more and yet costs less

GOU WHO buy to sell again, have YOU ever figured the *True Cost of Things?*

So as to *know* your *Real* Margin of Profit.

For instance, Brother Grocer, take this matter of "flour."

Let us consider together how Cost is made up—*not* the Cost of Production, you know—but YOUR Cost, the cost of selling to Mrs. Ultimate Consumer. First, of course, comes Invoice Value—what you pay the Maker to get Possession.

This is "First Cost."

But you can't base your Profit on *that* alone, for the Difference between First Cost and Selling Price doesn't always yield a profit, sometimes a Loss.

Isn't that so, Brother Grocer?

So you must *add* Something Else—what?

Rent, Light, Insurance, Collecting, Delivering, Bookkeeping—in short, your Cost of Doing Business.

And you add your own Salary and that of your Help.

Likewise, the Time it takes to convince the buyer, for Time is Money, you see.

And you figure a Speedy Turnover.

And like a Scientific Retailer, you throw in something to cover the Risk of Dissatisfaction, the Possible Loss of a Customer.

For Satisfaction Insurance has a Money Value of its own—your repeaters are worth something.

It's your Goodwill, Brother Grocer—your *only* asset the morning after a fire.

So you see, don't you, why some flours *cost more than others while costing less*, why a Fat Gross Profit may go hand-in-hand with Nothing Net.

Maybe you are harboring a robber in your cash box.

Just see, Brother Grocer, how FIVE ROSES flour pays you more in *every* way:

By saving Time in selling, since Extensive Advertising has made known the quality advantages, the success elements of FIVE ROSES.

So you have more time to push goods *harder to sell*.

And it saves board-bill by never outstaying its welcome, reducing your stockkeeping.

Makes your dollar travel faster by quickening the Turnover, increasing your available capital, allowing you to take advantage of market opportunities.

Allows you to sleep on both ears, free from worry and controversy with customers due to the "cussedness" of poor quality.

Gives you free advertising through the wagging tongue of Genuine Satisfaction.

Figure all this, Brother Grocer, in YOUR cost when you next order flour; figure all this and more when you compare Net Profits with Gross. This is no dream of an idle mind, but a *business-building fact* as evident as your own hopes of success.

Don't you see that every bag of flour you sell that is *not* FIVE ROSES is like a thief in your Cash Box, a leak in your Till?

Reducing Present Profits and Future, Brother Grocer.

Reducing your Confidence in your Salesmanship.

Can't YOU—won't you—see it this way!

LAKE OF THE WOODS MILLING CO., LIMITED
CANADA

TOMATOES

Florida stock, only few more cars to arrive. Our first car Texas four-basket crates will arrive last of this week; under-stand stock is fine.

Pineapples, Strawberries, Oranges, Lemons, New Potatoes, Cabbage, Cucumbers, etc.



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.

Potatoes Dearer, with Higher Prices Expected

Some Dealers Even go so Far as to Express an Opinion That the Price Will Reach One Dollar—Scarcity is Reported, Particularly in Ontario—Tomatoes are Firm — Pineapples Experience Heavy Demand and Firmer Prices Prevail—Lemons are Strong in Tone.

Press rumors that have lately been noticed from different parts of Ontario referring to a scarcity of potatoes has been followed, as least so far as Toronto is concerned, by increased prices. They have not been confirmed for other localities, but dealers are all quoting at the increased price, and it has been stated that the condition will become general and higher prices will be asked before the new crop is marketed.

Pineapples have sold heavily of late at fair quotations. There is now a sign of firmness which is general. Slightly higher prices are looked for. Oranges are uneventful. The lemon market is firm, although it has not received any strength from the weather. Dealers are awaiting for news from the east in regard to any damage the earthquake of Tuesday may have done.

Tomatoes are firm. The Canadian hot-house variety is now coming in, but has not relieved the situation yet.

MONTREAL.

Green Fruits—Strawberries are coming in freely, and that cause, along with poor buying on account of the rainy weather, has weakened the price to 15c. Oranges continue to have a heavy sale. Pineapples are down to \$3, owing to heavy receipts.

Apples—		Messinas...	3 00	3 25
Bon Davis.....	6 00	Oranges—		
Russets.....	6 00	Floridas.....	3 00	
Spies, per bbl.....	8 00	California navels	4 00	4 25
Bananas crated,		Porto Ricos.....	2 50	
bunch.....	1 65	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.....	6 00	Valencias, large,		
Grapes, Almeria,		per case.....	4 50	5 00
per keg.....	5 00	Pineapples—		
Limes, per box.....	1 25	Floridas, case.....	3 00	
Lemons—		Strawberries—		
Sicily bitters, box	1 75	Florida, qt.....	0 15	0 18

Vegetables—The market is only fairly brisk this week, but is reported as satisfactory. Prices remain practically unchanged. Asparagus is proving popular, Celery is of poor quality now, and little is being offered.

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 02 1/2	
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 50	5 00
Florida, crate....	2 75	3 50	Parsley, dozen....	1 00	
Celery, large, crt.	7 00	12 00	Parasnips, bag....	0 75	
Cauliflowers, doz....	6 50		Radishes, dozen		
Cauliflowers, per			bunches.....	0 15	
basket.....	4 50		Rhubarb, doz....	0 25	0 35
Cucumbers, bskt	1 75	2 00	Spinach, bbl.....	2 00	2 25
Garlic, per lb....	0 15		Tomatoes—		
Green Peppers,			Floridas, crate ..	2 50	3 50
basket.....	0 75		Cubans, crate ..	2 25	2 50
			Turnips, bag.....	0 50	0 75

Fish—Trade is improving in general now that the summer resorts are opening. There is a gradually increasing demand for most lines. Supplies are com-

ing in fairly well, and prices are pretty well maintained. Mackerel and Gaspe salmon are more plentiful and at slightly lower prices.

FRESH

Shad, 'Roe,' ea....	0 50	Brook trout.....	0 23
Shad, 'Buck,' ea....	0 30	Lake trout.....	0 10
Pike.....	0 08	Whitefish.....	0 11
Perch.....	0 05	Mullets.....	0 05
Steak cod.....	0 05	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 0

FROZEN

Codfish.....	0 04	0 04	Mackerel.....	0 08
Dore, winter caught,			Pike.....	0 06
per lb.....	0 08		Salmon, B.C., red,	0 10
Haddock.....	0 04		Gaspe salmon.....	
Halibut, per lb....	0 08 1/2		per lb.....	0 18
Herring, per 100...	1 25		Smelts, 10 lb. boxes,	0 07 1/2
Market cod.....	0 04		Whitefish, large,	
Steak cod.....	0 05		lb.....	0 09
			Whitefish, small....	0 07

SALTED AND PICKLED

Green cod, No. 1,			Salmon, B.C., red, bbl	14 00
bbl.....	6 00	6 50	" " pink, bbl	12 00
Labrador herring, bbl	5 00		" " Labrador, bbl	18 00
" " 1/2 bbl	2 85		" " 1/2 bbls	9 00
Labrador sea trout,			" " tros.,	
bbls.....	11 00		300 lb.....	23 00
Labrador sea trout,			Salt eels, per lb....	0 07
half bbls.....	6 00		Salt sardines, 20 lb. pis	1 00
No. 1 mackerel, pall.	2 00		Scotch herring, bbl..	6 50
" " 1/2 bbls..	9 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
Kippered 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 15
Oysters, choice, bulk, Imp. gal.....	1 40
" " Selects, Imp. gal.....	1 6 1/2
" " Sealship, standards, per Imp. gal.....	1 75
" " select, per Imp. gal.....	2 00

PREPARED FISH

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

TORONTO.

Fruit—As might have been expected, the weather has had a slightly deterrent effect upon the green fruit market, both from the producing and consuming ends. Pineapples have held the centre of the stage, having beat out strawberries for first place. The demand has been heavy, the retail trade having assisted greatly by featuring this fruit from the preserving standpoint. The supply has been ample, but prices have undergone no change. Strawberries are being received in continued abundance before an increased demand. Prices are quoted from 13c to 15c, and some call them even at 16c. Lemons are strong. A slight falling-off in demand was noticed recently, but the fine weather will bring the usual heavy call for this fruit. A large consignment of Verdelli fruit is on the water and will likely be quoted at high prices. Apples are pretty well cleaned out. In regard to pines, it may be said that the

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Bananas...
Cherries...
Florida, bo
Cocoanuts,
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Lemons, Si
Oranges—
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market has shown firmer tendencies and quotations are slightly higher.

Apricots, crate. 3 50	Large 3 00 3 50
Bananas..... 1 50 1 75	Small..... 3 75 4 25
Cherries, California, box... 2 50 2 75	Mexican..... 2 50 2 75
Cocconuts, sack 4 50	Valencia..... 4 50 5 00
Grape Fruit—	Peaches, new, ct 2 50
Florida..... 3 75 4 75	Pineapples, case 2 25 2 50
Lemons, Sicily. 2 75 3 50	Strawberries—
Oranges—	Maryland, box.. 0 13 0 15
California navels	

Vegetables—Probably the strongest feeling locally at present is in potatoes, which, although a drug on the market a short time ago, have of late shown a scarcity which has toned up the market. It is also predicted that owing to the nature of the season the new crop is going to be later than usual, which stimulates the market still more. Delawares are up to 75c a bag, and Ontarios are quoted at 55c and 60c a bushel. Throughout Ontario various reports are arising substantiating these statements. Several dealers expressed the opinion that they believed the dollar mark would be reached before long. At any rate, the market is strong just at present, and there is

NEW POTATOES

FANCY VIRGINIA, Large White Stock. Price now down.
Car lots arriving.

TEXAS TOMATOES

4 Basket Crates. First car of season due Monday.

WATERMELONS

First car FLORIDA MELONS due Monday.

Regular arrivals CANTALOUPE, BERRIES, CHERRIES, APRICOTS, PLUMS, etc.

"If it's new and good, we have it."

WHITE & CO., Ltd.

Branch at Hamilton

TORONTO

Phone Main 6565

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

every reason, to believe that it will go higher.

Tomatoes are also being quoted at a higher mark and are quite firm. Onions have been rather irregular of late. The demand still exceeds the supply. The Egyptian onions are apparently nearing the close of their market. There is a good demand for imported green vegetables, with prices, if anything, slightly advanced. Canadian hot-house tomatoes are arriving at 17½¢ pound.

Asparagus, per dozen.....	1 25	Egyptian, sack. 2 75	3 00
Beets, hamper.....	2 25	Potatoes, Ontario, bag.....	0 55
Beans, green per hamper.....	3 00	Potatoes, Delaware.....	0 75
Beans, wax, per hamper.....	3 00	Potatoes, Texas.....	4 00
Cabbage, case.....	2 00	Potatoes, new, bushel.....	1 75
Carrots, box.....	2 25	Bermuda, new, per barrel.....	5 50
Carrots, hamper.....	2 50	Parsley, per doz bunches.....	0 25
Cucumbers, doz.....	1 25	Radishes, doz.....	0 25
Cucumbers, hpr 2 00	3 00	Peas, green, per hamper.....	2 00
Lettuce, Canadian, dozen.....	0 25	Rhubarb, doz.....	0 15
Mushrooms, lb. 0 50	0 60	Spinach, hamper.....	0 60
Onions—Texas Bermudas per crate.....	2 50	Tomatoes, case of 6 baskets.....	2 75
Bermuda, case 45 lb.....	1 75	Tomatoes, Canadian, h. h., lb.....	0 17½
		Turnips, bag.....	0 40

Fish—Storms have interfered with the fish supply and there has been a resulting scarcity. The demand has remained fairly keen, but trade has suffered from the decreased supply. Prices are slightly higher.

FRESH CAUGHT FISH				
Halibut.....	0 09	0 10	Steak cod.....	0 08
Salmon trout.....	0 11	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 06		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		Haddie, Finnan.....	0 07
Codfish, shredded, box.....	1 80		Herrings, Digby, bundle.....	0 60
" Bluenose, ".....	1 40		Herrings, Imported.....	1 50
Cod steak, per lb.....	0 07		Loch Fyne, per kit.....	1 50
Cod, Imperial, per lb.....	0 05		Kippers, per box.....	1 25
Ciacoes, per basket.....	1 25		Quail on toast, per lb.....	0 05½

Buying and Handling Vegetables at a Good Profit

What Some Grocers Pay Particular Attention to—Advisability of Always Keeping Fresh Stock on Hand and Making Rapid Turnover—Methods Used in Display.

Spring vegetables afford the grocer a fair profit with but slight possibility of his sustaining a loss. This statement is volunteered after obtaining from retailers their opinions based on their own experiences in this regard.

As soon as the prices become favorable—when market gardeners begin to bring in large quantities of lettuce, onions, radishes, carrots, tomatoes, etc.—the grocer will find that his customers expect him to carry a stock of these articles. The average grocer, however, anticipates the demand, not waiting until a customer asks for them, and prepares to handle them. Some go at it in a half-hearted manner, as if they were afraid they might find themselves with a heavy stock on hand and lose money. Others are systematic in their method. Instead of depending entirely on a catch trade they enquire among their customers in an en-

WINNIPEG.

Green Fruit—Apples do not figure in the market now, since the best grades have all been cleared off, and jobbers are asking a moving price only. Grape fruit is popular, as are also pineapples and strawberries. Strawberries from Hood River will be off the market next week, and new goods from Missouri will arrive soon. The stock there is reported good.

Bananas.....	2 50	Oranges, Cal., navel.....	4 50
Cranberries, bbl.....	8 00	Pineapples, case.....	3 50
Cocconuts, doz.....	0 90	Strawberries, Hood River, qt. 0 15	0 18
Grape Fruit, Florida, box.....	7 00		
Lemons, Messina.....	5 00		

Vegetables—A wide range of import stuff is having a good sale at moderate figures. Jobbers claim that lower prices prevail just now on southern grown stuff than is usual at this time of the year. The low price of potatoes here at present is a feature of the trade, and the good demand for Egyptian onions is also remarkable.

Asparagus, doz.....	2 00	Onions, Egyptian, per lb.....	0 03
Butter beans, lb.....	0 15	Potatoes, new, lb.....	0 03
Carrots, Orleans.....	2 50	Parsley, per doz.....	0 05
Cabbage, new, lb.....	0 04	Parsnips, dozen.....	0 50
Cucumbers, bskt.....	2 00	Radish, dozen.....	0 35
Lettuce, doz.....	0 30	Rhubarb, box.....	2 50
Mint, doz.....	0 40	Tomatoes, Florida, crate.....	3 75
Onions, green, per dozen.....	0 25		

Fish—There is plenty of halibut and whitefish on the market. In addition to these, goldeyes form a considerable part of the trade in the fresh-caught fish. The salmon stock is growing lighter, due to a slow production on the Pacific. The frozen fish trade is light, but there will be some moving for a few weeks yet.

Halibut.....	0 9½	Ocean Frozen—Salmon, pink, red, dressed.....	0 15
Salmon Trout.....	0 11	Smoked—Bloaters, basket.....	1 50
Whitefish.....	0 9	Fillets, lb.....	0 20
Haddock.....	0 3½	Haddie, Finnan.....	0 08
Lake Frozen—Goldeyes.....	0 3½	Herring, Digby, bbls.....	0 95
Yellow Pickrel.....	0 7	Kippers, box.....	1 30
Pike.....	0 3½		
Whitefish.....	0 8		

all season. The most of what I did throw away might easily have been sold, but it was getting stale and I knew it. I felt that if I sold it, I might possibly lose a customer, so I gave fresh goods and I know that customer would be entirely satisfied. There is nothing gained in being greedy. The customer who does not relish the goods she purchases from you is not likely to be pleased, and worse than that, she might give your opposition a call the next time. The possibility and the probability of such an occurrence was one of the first lessons I learned when I started in the business. My employer one day gave—but what's the use, everybody knows the truth of the statement from their own experiences, and it is not necessary to tell mine."

Keeping Them Fresh.

It is of prime importance that the vegetables should be kept fresh. It is well that they should have an appearance of having just been gathered, with the dew not yet gone from the leaves. There are various methods of securing this end. Some grocers have the slip-

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, ¼, ½, 1, 2, 3 and 5 pound. Get prices from your dealer.

Graham Bros. & Co., Kinmount, Ont.

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LOGGIE'S LOBSTERS

EVERY TIN OF OUR PRODUCTS IS GUARANTEED

**Golden Crown
and Golden Key**
ARE OUR BRANDS

THEY are made in standard sizes to suit the trade. We are expert packers and our goods have a recognized reputation. Your querulous customer in quest of quality will have no cause to complain when you show a tin of Loggie's and tell him or her to sample it. There is satisfaction in every can.

W. S. Loggie Co., Limited
SOLE PACKERS
Chatham - - - New Brunswick

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.

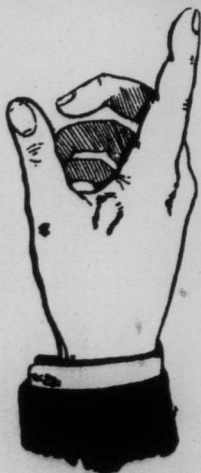
Each tin is provided with a spare lid for use after the tin has been opened.

"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.



The next time you are wanting Canned Fish, be sure your Jobber has the name right:—

BRUNSWICK BRAND

This will be your guarantee that the contents of each can will be such that you can confidently recommend them to your customers. Sea foods, owing to the greater care which is now bestowed on their selection and packing, are growing in favor each season. See that you are fully stocked with BRUNSWICK BRAND to meet the coming demand.

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

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

THE CANADIAN GROCER.

shod system of leaving them on the counter, pouring over them a little water now and then. This is hardly an excuse for decent care. The counter gets dirty even if it is devoted to vegetables alone. Some use a shallow tub, which serves the purpose satisfactorily, but on a small scale.

Some have prepared a shallow vessel of galvanized tin suitable for a counter or a window. Others again install a fountain, which is not only a novelty, attracting attention to the vegetables, but admirably serves the purpose of keeping them fresh, thereby prolonging their virility.

These fountains are of all sizes, some occupying an entire window, which is set apart to boom the sale of vegetables and for display effect. Others are smaller and may be placed in a window or in a prominent place in the store. Moss placed around the border of the lower basin of a font with pebbles here and there in the water adds tone to the whole and creates a favorable impression, according to a grocer who has one of these fountains.

In regard to keeping goods fresh, a grocer states that he kept lettuce a week in his cellar and it was in excellent condition when he brought it up. It is safest and best, however, not to obtain too big a supply, and as in handling of fruits, it is well to do what may be termed a hand-to-mouth trade.

CHANGES OF THE WEEK.

New Businesses Opening Up, Assignments and Sales Made.

Ontario.

Annie L. Bentley, grocer, North Toronto, has assigned.

Wm. J. McIntyre, grocer and confectioner, Cobalt, Ont., has assigned.

Quebec.

Honore Blouin, wholesale grocer, Quebec, Que., has effected a compromise.

The assets of Chas. E. Gray, general merchant, Brysonville, Que., have been sold.

Mrs. L. Landry, general merchant, Buckingham, Que., is succeeded by Eugene Paquette.

Western Canada.

Jos. Prince has opened a new store at Delmas, Sask.

Jacob Gordon has opened a general store at McLean, Sask.

Ayotte Bros. have opened a general store at Souris Valley, Sask.

Jos. Edwards has opened a general store at Edmonton, Alta.

L. Hoffmeyer has gone into the fruit business in Edmonton, Alta.

Mrs. H. A. Dunn has opened a grocery business in Calgary, Alta.

Robert Anderson, grocer, Calgary, Alta., has sold to James Miller.

Neilson & Gibson, general merchants, Wawanessa, Man., have sold to W. Martin.

W. J. Bragg, grocer, Elmwood, Man., has sold to E. E. Paerry, of London, Eng.

Walter Robinson, grocer, Enderby, B.C., has sold to G. B. Agnew of Minionas.

Howard Bros., general merchants, Bruce, Alta., have sold to L. E. Kennedy.

J. H. Beatty, general merchant, Stavelly, Alta., is negotiating sale of business.

Dawson Bros., grocers, Rosthern, Sask., are giving up their business in that place.

Yeates & Salmon, general merchants, Perdue, Sask., have sold to C. Clarke, of Toronto.

R. B. Elliott, general merchant, Gainsboro, Sask., has sold to W. J. Bragg, of Winnipeg.

Wm. Schaeter, general merchant, Regina, Sask., has opened a branch store at Saskatoon.

W. G. Marshall, formerly of Portage la Prairie, has purchased a grocery business in Moose Jaw.

A. Labelle, general merchant, Ranfurly, Alta., has sold to Goodman-Jones of Brandon.

Findlay & Jurema, general merchants, Oakburn, Man., have dissolved, F. M. Jurema & Co. to continue.

N. Holmes, general merchant, Claresholm, Alta., has sold to Mark Fisher, formerly of Walkerton, Ont.

Jefferson & Whittaker, general merchants, Bon Accord, Alta., have dissolved. J. F. Jefferson to continue.

A. Bridgeman, general merchant, Sandy Lake, Man., has almost completed a fine new store building, which he will occupy in a few weeks.

New Companies.

A Dominion charter has been granted to Coco-Nut Butters, Limited, capitalized at \$40,000, with head office at Montreal, to carry on the business of dealers, manufacturers, importers, and brokers of coco oil, peanut oil, etc., and to convert the same into various products and to manufacture butter from the same by secret processes:

JAMAICA CIGARS
and CIGARETTES

"La Retreat" Brand

Made from the finest and choicest tobacco.

La Retreat Factory Co. Agent required for these
7 Port Royal St. Products in Canada.
Kingston, Jamaica, B. W. I. Special inducement to financially responsible party.

Tell Your Customers
That :

SHAMROCK
BIG PLUG
SMOKING TOBACCO

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

CLAY PIPES

The best in the world are made by

McDOUGALLS

Insist upon this make

D. McDougall & Co., Ltd., GLASGOW,
SCOTLAND

SPRAGUE

CANNING MACHINERY CO.,

CHICAGO, ILL., U.S.A.

TANGLEFOOT



The Original Fly Paper
For 25 years the Standard
in quality

All others are imitations

Black Watch

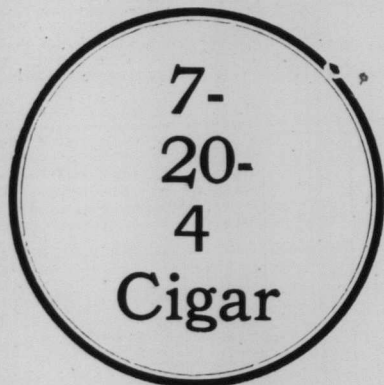
The Big Black Plug
Chewing Tobacco

"A Trade Bringer"

Sold by all the Wholesale Trade



THE CANADIAN GROCER.



Do you realise

that it's easy for you to run a Tobacco Department in your store, and it's a sure thing that your profit will be all right if you feature the

7-20-4 CIGAR

It is a high-class popular smoke which never fails to please. Write for prices.

Sherbrooke Cigar Co., Sherbrooke, Que.

—BUY—

Star Brand

Cotton Clothes Lines


—AND—

Cotton Twine

Cotton Lines are as cheap as Sisal or Manila and much better
For Sale by All Wholesale Dealers.
SEE THAT YOU GET THEM.

BLACK JACK

QUICK, CLEAN, HANDY



TRY IT.

SOLD BY ALL JOBBERS

3½-lb. tins—3 doz. in case.

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.

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Classified Advertising

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

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

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

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

ADDING MACHINE.

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

AGENTS WANTED.

A LEADING SCOTCH HOUSE manufacturing a high grade line of Jams, Jellies, Marmalade, Peels and Confectionery, is open to appoint agents for the Provinces of Ontario, Quebec, New Brunswick and Nova Scotia. Liberal terms. Apply, with particulars and references, to "Scot," c/o THE CANADIAN GROCER, 88 Fleet St., E.C., London, England. (24)

WANTED—Grocers to sell Nation's Custard Powder. Retail 5 cents per packet. ½ and 1-lb. patent measure tins. Gives big profit. Satisfies customers. Increases sales. Wholesale Agents:—Green & Co., Toronto; W. H. Escott, Winnipeg; W. H. Malkin Co., Vancouver. (34)

AGENCIES WANTED.

A FIRM OF COMMISSION AGENTS in Jamaica are desirous of representing Canadian firms manufacturing groceries, biscuits, condensed milk, etc. Can influence large turnover in these lines. Highest references given. Box 343, CANADIAN GROCER, Toronto. (tf)

MALE HELP WANTED.

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

BUSINESS CHANCES.

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

IF YOU WISH TO SELL your business or farm, we can find you a customer. If you wish to BUY, write us. We may have just what you are looking for. Address, WM. J. PLATT & CO., Bridgeport, Conn. (26p)

COUNTER CHECK BOOKS.

COPELAND-CHATTERSON SYSTEMS—Short, simple. Adapted to all classes of business. Copeland-Chatterson-Crain, Ltd., Toronto and Ottawa. (tf)

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

FOR SALE.

FOR SALE—Automatic Computing Scale. S. H. Fagan, Windsor, Ont. (29)

FOR SALE in the city of Windsor, Ontario, large corner grocery store. Good business reasons for selling. Address 23 Pitt St. West, Windsor, Ont. (23p)

FOR SALE—Second-hand, but done up as new, f.o.b. Liverpool, all half cost price—4 h.p. Gas Engine, Crossley, cost £90; Dynamo, cost £70; Gas Oven, cost £20; Receipt Giving Till, cost £12; Flour Sifter, cost £10; Hoist, cost £5; Soda Water Plant and Syphons, cost £100. Apply MERCHANT, Southport, England.

MISCELLANEOUS.

A BOOK-KEEPING STAFF IN ITSELF—DOING the work with machine-precision and accuracy, the National Cash Register. Write for demonstration literature. The National Cash Register Co., 285 Yonge St., Toronto.

A BOON TO EVERY GROCER. A perfectly reliable fountain pen is to be found in the Beumel "Rival" Pen. Easy to fill, non-leakable, and writes with exceptional smoothness. Gold nibs of thicknesses to suit every style of handwriting. Guaranteed in every respect. Sold by all stationers. A. R. MacDougall & Co., Canadian Agents, Toronto.

ANY man who has ever lost money in the mails has had occasion to learn by painful experience that the only proper way to remit money is by Dominion Express Money Orders and Foreign Drafts. If lost or delayed in the mails, a prompt refund is arranged or new Order issued without further charge.

ATTRACTIVE fixtures sell your goods. Walker Bin Fixtures and Show Cases prove invaluable in economising store space, and by compelling custom, assist materially in effecting sales. Send for catalog. Estimates for fixtures submitted. Walker Bin and Store Fixture Company, Ltd., Berlin, Ont.

COUNTER CHECK BOOKS—Especially made for the grocery trade. Not made by a trust. Send us samples of what you are using, we'll send you prices that will interest you. Our Holder, with patent carbon attachment has no equal on the market. Supplies for Binders and Monthly Account Systems. Business Systems Limited, Manufacturing Stationers, Toronto.

DOUBLE your floor space. An Otis-Fensom hand-power elevator will double your floor space, enable you to use that upper floor either as stock room or as extra selling space, at the same time increasing space on your ground floor. Costs only \$70. Write for catalogue "B." The Otis-Fensom Elevator Co., Traders Bank Building, Toronto. (tf)

EGRY BUSINESS SYSTEMS are devised to suit every department of every business. They are labor and time savers. Produce results up to the requirements of merchants and manufacturers. Inquire from our nearest office. Egrý Register Co., Dayton, Ohio; 123 Bay St., Toronto; 258½ Portage Ave., Winnipeg; 308 Richards St., Vancouver.

ELIMINATE FIRE RISK, save insurance, reduce maintenance costs and save money on your actual building work by using the Kahn System of Fire-proof Construction. Used in many of the largest business premises on this continent. Write for catalogue. Trussed Concrete Steel Company of Canada, Limited, Walker Rd., Walkerville, Ont.

ERRORS AVOIDED, LABOR SAVED—Using the "Shou-perior" Autographic Register. Three copies issued at one writing. 1st, Invoice; 2nd, Delivery Ticket; 3rd, Charge Sheet perforated for filing. No handling of carbons. High grade printing and neat invoices. Make full enquiry. Autographic Register Co., 191-193-195 Dorchester St. E., Montreal. (tf)

FIRE INSURANCE. INSURE IN THE HARTFORD. Agencies everywhere in Canada. (tf)

GET THE BUSINESS—INCREASE YOUR SALES. Use Multigraph Typewritten Letters. The Multigraph does absolutely every form of printing. Saves you 25% to 75% of your printing bill. Multigraph your Office Forms; Letter-heads; Circular Letters. Write us. American Multigraph Sales Co., Ltd., 129 Bay St., Toronto. (tf)

IF YOU have been afflicted with one of those fountain pens that won't write when you want it to, or leaks when you don't want it to, give it away to one of your poor relations and buy a Moore Non-Leakable Fountain Pen and you will be happy. Consult your stationer. W. J. Gage & Co., Toronto, sole agents for Canada.

JUST NOW we are holding a special sale of second-hand typewriters. All makes are represented—Underwood, Remingtons, Oliviers, Empires, Smith Premiers, etc. They have been carefully rebuilt and are in good workable, wearable condition. The Monarch Typewriter Company, Limited, 98 King St. W., Toronto, Ont. (tf)

KAY'S FURNITURE CATALOGUE contains 160 pages of fine half-tone engravings of newest designs in carpets, rugs, furniture, draperies, wall papers and pottery, with cash prices. Write for a copy—it's free. John Kay Company, Ltd., 36 King St. West, Toronto.

MODERN FIREPROOF CONSTRUCTION. Our system of reinforced concrete work—as successfully used in any of Canada's largest buildings—gives better results at lower cost. "A strong statement" you will say. Write us and let us prove our claims. That's fair. Leach Concrete Co., Limited, 100 King St. West, Toronto.

MISCELLANEOUS.

PROFESSIONAL MEN, business men, merchants, church workers, find innumerable uses for the Fulton Sign and Price Marker. The Fulton Rubber Type Company, of Elizabeth, N.J., are makers of Ink Pads, Daters and business outfits of high quality. Sold by all stationers. A. R. MacDougall & Co., Canadian Agents, Toronto.

SCOTCH PLAID STATIONERY is the latest creation for business and society correspondence. Paper and envelopes present a finished linen surface, most agreeable to the pen touch. Leading stationers have it. Write for samples. The Copp, Clark Co., Ltd., Toronto. (tf)

SAVE 50% OF THE COST OF HANDLING merchandise by installing a Beath System of Overhead Carriers. Saves valuable floor space because the trackage is on the ceiling. Systems for all kinds of businesses, large or small. Write us for illustrated catalog. W. D. Beath & Son, 193 Ter-auley Street, Toronto. (tf)

SAMPLES FREE—Write us to-day for free samples of our new two-color Counter Check Books—white and yellow leaves. We make Check Books endfold and yellowfold, single and triplicate pads. Lowest prices. Dominion Register Company, Ltd., 100 Spadina Ave., Toronto.

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THE METAL REQUIRED in a Modern Concrete Building. Our special facilities enable us to produce at minimum cost Concrete Reinforcements, Fenestra Steel Sash, Automatic Fire Shutters and Steelcrete Metal Lath. Complete stock, quick delivery. Before deciding write us for catalogue and prices. Expanded Metal and Fireproofing Co., Ltd., Fraser Ave., Toronto. (tf)

WANTED—A splendid opportunity for dealers to handle the best combination Duplicating, Addressing and Office Printing Machine on the market. Exclusive territory. Send name and address, giving occupation and references, to the Canadian Writterpress Company, Limited, 33 John St., Hamilton, Ont. (tf)

WAREHOUSE AND FACTORY HEATING SYSTEMS. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

WHEN buying bookcases insist on having the best on the market, "Macey Sectional Bookcases." Carried in stock by all up-to-date furniture dealers. Illustrated booklet sent free on request. Canada Furniture Manufacturers, Ltd. General offices, Woodstock, Ont. (tf)

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SITUATION WANTED.

A YOUNG MAN who intends going West in August and has ten years' experience in the grocery business, is a good window dresser and show card writer, would like to hear of a position that is vacant. Can furnish the best of references. Address, "Good Worker," care THE CANADIAN GROCER, Toronto. (23p)

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PROBABLY the most talked about machine in Canada is the Hainer Book-keeping Machine. It combines in one machine the cash and credit register, time recorder and account register. Representatives wanted everywhere. Write for our proposition. Book-keeping Machines, Limited, 424 Spadina Avenue, Toronto. (tf)



ALWAYS RIGHT. SUN PASTE

Stove Polish is just right every time you sell it, and the boxes are always filled full. You have no complaints coming after you pass it over your counter. Why not make friends for yourself as well as for us by selling the stove polish which always pleases the housekeeper? That's SUN PASTE. Just push it and see them come back for more.

MORSE BROS., Props. - Canton, Mass., U.S.A.



Fortify Your Position

as a grocer by adding to your shelves the world's Best Shoe Polish

2 in 1

It produces a brilliant lasting polish and is moreover waterproof.

"2 in 1" is a popular favorite and sells all the time.

See to Your Stocks.

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

TEA LEAD

Best Incorrodible

Buy "PRIDE OF THE ISLAND" Brand

as extensively used for years past by most of the leading packers of Tea in Canada.

ISLAND LEAD MILLS LIMITED,

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

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ALFRED B. LAMBE & SON, TORONTO
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OECIL T. GORDON, MONTREAL



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BUT IT CAN BE AVOIDED BY USING

DUSTBANE

on sweeping day. "Dustbane," moreover, disinfects the room and restores carpets and rugs to their original freshness. The women swear by "Dustbane" when once they have used it. Get them on your side by selling "Dustbane. There's money in it for you

Dustbane Manufacturing Co.
Boston, - Mass.

Canadian Factories: Winnipeg, Manitoba, St. John, N.B.

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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

91 YOVILLE 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



"Bluenose"
The finest butter in tins on the market.

Never deteriorates in hot or cold climate. Invaluable on camping or fishing trips. See that you have a good stock on hand, at this season especially.

SMITH & PROCTOR, Sole Packers, Halifax, N.S.

We make a specialty of

Maple Flavor

For Manufacturers of Extracts
Syrups, Biscuits and Confectionery

STUART BROTHERS

Distillers Essential Oils, Etc.

NIAGARA FALLS

CANADA

SUN PASTE

you sell it. You have over your yourself as fish which hat's SUN come back

S.A.

Brand

ackers

TED,

E., L., ENG.

ONTARIO JOHN, N.B. MONTREAL

DISINFECTANT

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er, disinfects their original bane" when side by selling

ng Co. lass.

t. John, N.B

Goods

deal

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REAL



Ocean corn starch, 48 1-lb. tins, \$3.60;
30-lb. wood pails, 0.06;
Pure assorted jam, 1-lb. glass jars, two dozen in case, 1.75

Jelly Powders
IMPERIAL DESSERT JELLY



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



Prices—Ontario and Quebec:
Less than 5 cases, \$3.00
Five cases or more, 4.95

Fly Pads.

WILSON'S FLY PADS
In boxes of 50, 10c; packets, \$3 per box; or three boxes for \$2.80; 5 boxes \$2.75.

OCEAN MILLS

Montreal
Chinese starch, 48 1-lb., per case \$4.00;
Ocean Baking Powder, 48 3-oz., \$1.00;
48 4-oz., \$1.90; 60 8-oz., \$4.50; 36 1-lb., \$3.75; 48 1-lb. pkg., \$4; 10 1-lb. tins, \$5; loose 25 lbs., \$1.75;
Ocean blancmange, 48 8-oz., \$4; Ocean borax, 48 8-oz., \$1.60; Ocean cough syrup, 36 6-oz., \$6.00; 36 8-ounce, \$7.25;



List price.

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

WHITE SWAN SPICE AND CEREALS, LTD

White Swan, 15 flavors. 1 doz. in handsome counter carton, per doz., 90c.



Lard

M. E. FAIRBANKS CO. BOAR'S HEAD LARD COMPOUND.

Tierces... \$1.13
1-bbls. 0.13
Tubs, 60 lbs. 0.13
30-lb. Pails, 2.73
30-lb. tins, 2.63
Cases 3-lb., 0.14
" 5-lb., 0.14
" 10-lb., 0.13

F.O.B. Montreal.



GUNNS
"EASIFIRST"
LARD COMPOUND.

Tierces... 0.12
Tubs 0.12
30-lb. pails, 0.13
30-lb. tins, 0.12
10-lb. " 0.14
5-lb. " 0.13
3-lb. " 0.13
1-lb. cartons 13

Licorice

NATIONAL LICORICE CO.
5-lb. boxes, wood or paper, per lb. \$0.40
Fancy boxes (36 or 50 sticks), per box... 1.35
"Ringed" 5-lb. boxes, per lb. 0.40
"Acme" pellets, 5-lb. cans, per can... 2.00
" (fancy bxs. 60), per box 1.50
Tar licorice and tolu wafers, 5-lb. cans, per can... 2.00
Licorice lozenges, 1-lb. glass jars... 1.75
" 50 5-lb. cans... 1.60

"Purity" licorice, 10 sticks..... 1.45
100 sticks.....
Dulc, large cent sticks, 100 in box....
Lye (Concentrated)



GILLETT'S PERFUMED LYE

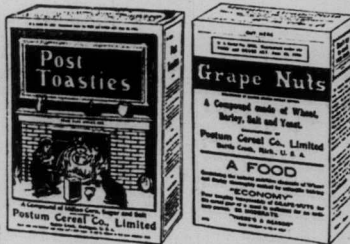
Per case
1 case of 4 doz \$3.50
3 cases of 4 doz 3.40
5 cases or more 3.35

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
2-lb. " " 2.80
4-lb. tins, " 4.65
7-lb. " " 7.85
"Shredded"
1-lb. glass, doz. 1.90
2-lb. " " 2.10
7-lb. tins, " 2.35

Cereals.



Grape Nuts—No. 22, \$3.00; No. 23, \$4.50.
Post Toasties—No. T3, \$2.65.



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 & OIL, LTD.
Minerva Brand—
Minerva, qts. 12's \$ 5.75
" pta. 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
Case of 1-lb. containing 60 packages, per box, \$3.00
Case of 1-lb. containing 120 pkgs. per box, \$3.00
Case of 1-lb. and 1-lb. containing 30 1-lb. and 60 1-lb. pkgs. per box \$3.00
Case of 50 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. " " 3.00
No. 3, " 30 1-lb. " " 3.60
No. 4, " 60 1-lb. " " 3.60
No. 5 Magic soda—cases 100—10-oz. pkg. 1 case..... 3.65
1 case..... 3.55



SELL
Royal Metal Polishes

NOW

Do not wait for to-morrow, but push these sterling metal polishes now in the springtime, when everybody is thinking of cleaning up.

ROYAL POLISHES are the best for all kinds of metals. Housekeepers KNOW this.

HAVE YOU A STOCK?

ROYAL POLISHES COMPANY
MONTREAL



THE
"WALKER BIN"
SYSTEM



Provides for the Complete Equipment of the Modern Grocery.

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

Walker Bin & Store Fixture Co.

BERLIN : ONTARIO

BRANDS
"BANNER" & "PRINCESS"
CONDENSED MILK

are prepared from the purest and richest country milk, with no addition but that of pure sugar.

St. George Evaporated Cream

(Unsweetened)

The most sanitary conditions are observed in the canning and handling of the milk. The reputation of these brands as genuine satisfaction-givers is unsurpassed.

Lines that mean much in profit and reputation to every grocer who handles them.

J. MALCOLM & SON

ST. GEORGE,
ONT.

A SLIGHT DIFFERENCE

IN PRICE ON A CHEAP ARTICLE LIKE

Sal Soda

SHOULD NOT COUNT, WHEN QUALITY IS CONSIDERED

BRUNNER, MOND & CO.'S
ENGLISH SAL SODA

is the **PUREST**, contains **LEAST MOISTURE** and therefore **GOES FURTHEST** of any Washing Soda sold.

WINN & HOLLAND, LIMITED

SOLE AGENTS

MONTREAL

FREQUENCY OF SAILINGS

Every twelfth day a Pickford and Black steamer leaves Halifax for Bermuda, The British West Indies and Demerara, and is away thirty-eight days. A delightful trip for moderate cost. Write us.

PICKFORD & BLACK
HALIFAX

OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters.

'WELLINGTON'
KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of
Emery, Black Lead, Emery, Glass
and Flint Cloths and Papers, etc.

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Queen City Water
White Oil

GIVES PERFECT LIGHT

The most economical high-grade oil ever sold in Canada.

FOR SALE EVERYWHERE

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LIMITED
Montreal



90 cents
per doz.

THOMAS WOOD
& CO., LTD.

Montreal and
Boston.

Wood's Prim
rose, per pound
wholesale 40c., re
tail 60c.; Golden
Rod, 35c. and 50c.;
Fleur-de-Lis, 30c.
and 40c. Packed
either black, green

TARTAN Per doz
case..... \$9 90
case..... 1 80
Per case
assorted..... \$7 20
Per doz
rs, 4 doz. in \$2 00
rs, 3 doz. in 3 75
Per lb
n case 0 30
..... 0 27 1/2
..... 0 27 1/2
..... 0 25 1/2
..... 0 25

ITS CO.
oats, 36's (or 2-18's)
(with premium)
meal, 24's, 2.40;
wheat, 36's, 2.90;
es, 36's, (11 case
1.90; 5 1/2 case lots,
er oats, 20's (with
20's, (with premi
st food, 18's, 2.25
axon wheat flour
s, 3.50; Hominy
5 lbs. each, 22c. lb.

NY OF CANADA,
BRANCH.

..... 44
..... 45
..... 46
..... 44
..... 46
..... 44
..... 50
..... 56
..... 42
plug or bar. 45
..... 45
..... 44
..... 50
sches, 2s. 59
ydies

..... \$18 00
..... 9 00

..... \$1 15
case. 1 15

t office.

SALT

HIGHEST
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.

J. H. Wethey, Ltd.
ST. CATHARINES, ONT.



Pick this up
and use it at
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Red, White, Black, Grey

If you read the papers
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you will buy

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