CANADIAN GROCER

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

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VOL. XXV.

PUBLICATION OFFICE: TORONTO JULY 14, 1911

No. 28

Robinson's Patent Barley

Needs Little Pushing.
Your Customers Will Like
it, and a Demand
is Immediately Created.



Robinson's Patent Barley

is a Healthful and
Nutritious Food for Young
and Old.

For Particulars, Address

MAGOR, SON & CO.,

403 St. Paul Street, MONTREAL 30 Church Street, TORONTO

AGENTS FOR THE DOMINION OF CANADA

The Making of Ice Cream

requires the use of yolks of a number of eggs. Now while it is not generally known, the number of eggs required can be cut down by the use of

BENSON'S PREPARED CORN

and incidentally the flavor of the ice cream is materially improved at the same time. You probably know at the present time some customer of yours who has a freezer and who would be glad to know this.

EDWARDSBURG Starch Company, Limited

MONTREAL

CARDINAL

TORONTO

BRANTFORD

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THE CANADIAN GROCER

ALL YOUR CUSTOMERS KNOW AND APPRECIATE THE VALUE OF

MacLaren's Imperial Cheese

A GREAT MANY HAVE USED AND ARE CONVINCED ON THE NEVER VARYING QUALITY OF

MacLAREN'S IMPERIAL PRODUCTS

BUTITOTTHOSE FEW WHO HAVE NEVER TRIED

MacLaren's Products

YOU ICAN SAY, BACKED UP BY OUR GUARANTEE, THAT THEY ARE PREPARED WITH THE SAME CARE AS TO QUALITY AS

MacLaren's Imperial Cheese

SEWATON THE RESULTS

YOUR JOBBER HAS THEM



POR FURTHER PARTICULARS WRITE DIRECT

MANUFACTURED AND GUARANTEED PURE TO

Maglaren imperial cheese company. Limited

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The Best-

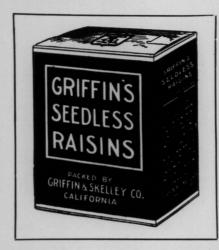
Always the Best—

Only the Best-

Raisin Perfection

Finest Flavor Most Wholesome Cleanest

Nothing superior is packed or grown—a flawless product.



What the consumer says:

"I find 'Griffin's' Seedless Raisins "the best I have ever used, I tell all m y friends how clean and nice they are."

We have hundreds of such letters.

Canned Where Caught

The "Thistle" Brand of Canned Haddies are canned right where they are caught—at the water side. How better could you preserve the natural richness and delicate flavor of the fish? Impossible.

But that is not all, because Captain Austin has the unequalled skill of a lifetime of experience. There's no dirt or slime—no uncleanliness to be found in the "Thistle" Brand. The reputation of the foremost fish-curer in the country is at stake under the label of the "Thistle" brand. Buy it and you buy the best.

"THISTLE" BRAND FISH

Arthur P. Tippet & Co.

Agent



Manufacturers' Agents and Brokers' Directory

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



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THE MARSHALL BROKERAGE COMPANY 67 Dundas St., LONDON, ONT.

Wholesale Grocery Brokers. Fully equipped to act as agents for British, American and Canadian grocery lines. WRITE US.

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FOR SALE

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

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Irish Grocer, Drug, Provision and General Trades' Journal

If you are interested in Irish Trade.

J. A. TILTON

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Correspondence solicited with Houses looking for first-class grocery connections.

Use this space to talk to Old Country, Canadian and United States Manufacturers.

Currants

on spot, Ceroni's pack, fine filiatras, cleaned and uncleaned. No better packer in Greece.

W. H. Millman & Sons

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W. S. CLAWSON & CO.

Manufacturers' Agents and Grocery Brokers.

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Grocery Brokers and Agents. stablished 1885

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Manufacturers' Agents, Commission Merchants, Warehousemen.

Track connection with all Railroads.

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FIRST CLASS CONNECTION

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During Travelers' Holidays

(JULY 17th TO JULY 29th)

We solicit your orders by

MAIL, 'PHONE OR TELEGRAPH

- AT OUR EXPENSE -

WE GUARANTEE QUICK SHIPMENT SAME DAY AS ORDER IS RECEIVED.

PRICES RIGHT

EBY-BLAIN, LIMITED

Wholesale Grocers

Toronto

BORDEN'S EAGLE BRAND EVAPORATED MILK CONDENSED MILK PEERLESS BRAND



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By recommending these Brands you will please your customers.

They are the best that Science can produce.

BORDEN'S CONDENSED MILK CO.
"Leaders of Quality" Established 1857

Sales Offices and Agencies:

MONTREAL TORONTO WINNIPEG



Mason & Hickey, Winnipeg and Calgary WILLIAM H DUNN, Montreal, Toronto and Vancouver

By Special Appointment



to His Majesty King George V.

Established 1817.

Macfarlane Larg ees

Granola Digestive

(Regd.)

Biscuits

All varieties of the high-class Biscuits manufactured by this old-established and widely known Scotch Firm are now being regularly imported and can be—supplied in all parts of the Dominion.—

SAMPLES AND FULL PARTICULARS FROM

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NEWTON A. HILL, 25, Front Street, Toronto.

MASON & HICKEY, 287, Stanley Street, Winnipeg.

The STANDARD BROKERAGE CO.,

852/864, Cambie Street, Vancouver, B.C.

For nearly a quarter of a century

'Granola Digestive" Biscuits

have maintained the highest degree of excellence in point of quality and food value.

They will be found appropriate for every occasion on which biscuits may be served, and are admirably adapted for general family use.

Macfarlane Lang Com

Biscuit Manufacturers,

Glasgow and London.



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Contain More-Cost Less

These four words are strong selling points for the brands that give your customer more quality and more quantity for their money.

"Simcoe" Brand Baked Beans

3's FAMILY SIZE, ALSO SUPPLIED IN FOLLOWING BRANDS:

Red Cross, Canada First and Quaker

are hand picked beans, prepared by a special process and packed solid, either Plain or with Chili Sauce; the sauces and spices used are chosen with exceeding care as to flavor and purity.

"Red Cross" beans are supplied also in 1's, 2's, 3's flats and 3's tall, making a size to suit large or small families and hotels. The green label on the top of every can tells your customer that it contains more beans to the can than 3's flat sold at higher prices.

Now that the season for canned goods is here, push and profit thereby by selling "Red Cross" brand Pork and Beans.

Dominion Canners, Limited Hamilton, Canada





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CLARK'S



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And Support the House that Advertises to the People

If there is one product that we take particular pride in advertising and selling to the people, it is CLARK'S PORK and BEANS, because our methods are so vastly superior to anything similar in Canada that it enables us to sell Pork and Beans that are so easy to digest and are such a perfectly wholesome food that even the weakest of people can eat and enjoy them.

CLARK'S BEANS are hand picked. That is, every bean is picked over by hand and selected before passing on its way through the maze of perfect cleansing and preparing machinery that makes Clark's Plant easily the first of its kind in Canada.

CLARK'S SAUCES are individual sauces. That is to say, each Sauce is made from Clark's own recipe and the perfect natural flavor that is in these sauces is made possible only by using the finest of selected materials and practical knowledge gained by experience.

Can You Wonder at their Popularity?

CLARK'S PORK AND BEANS

PLAIN SAUCE, 6 Sizes - The Pink Label

TOMATO SAUCE, 6 Sizes - " Blue "

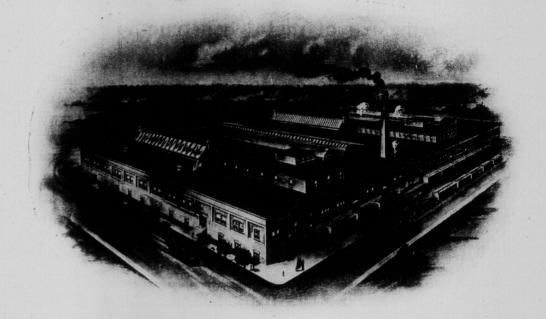
CHILI SAUCE, 3 Sizes - " Red and Gold Label

WM. CLARK Montreal

Manufacturer of "Chateau" Brand Soups And a Hundred Other Food Delicacies THE CANADIAN GROCER

WAGSTAFFE'S

fine Old English
PURE JAMS, JELLIES, MARMALADES,



The most up-to-date Fruit Preserving Plant in Canada, the Walls in processing rooms are constructed of white enamelled Bricks, the floor is of mastic, and has every modern sanitary method that skill or money can procure.

Cleanliness is our motto.

Wagstaffe's New Season's
Strawberry Now Ready for Delivery.

Book your orders quickly.

WAGSTAFFE Limited

HAMILTON Pure Fruit Preservers

ONTARIO

MEAKINS'

SANITARY WASHBOARDS

Have the qualities which recommend them to particular buyers.

These washboards are of metal construction throughout and have no wood to warp and no nails to come loose or rough edges of zinc to cut hands. They cannot retain dirt because each board is made in one piece.

Send for Particulars and Prices to

Meakins & Sons, Hamilton, Ont.



No Dirt Can Lodge in the "All-Metal"



A SOURCE OF PROFIT IN ARROWROOT

One of the best gifts of the New World has only recently come to its own in a large way. For a century or more St. Vincent has shipped the bulk of the world's supply because St. Vincent Arrowroot is the best.

Recently, the enormous increase of the use of cocoa and chocolates and the study of domestic science and nursing have brought it into common use among a much larger portion of the people.

There is a large profit for the dealer in handling Arrowroot as it rapidly makes its way among the consumers.

Arrowroot makes delicious Blanc Manges, Puddings, Biscuits, Cakes, etc., and is invaluable as a diet for invalids.

Samples, recipes, grades and prices given on application to the Secretary of the

St. Vincent Arrowroot Growers' and Exporters' Association KINGSTOWN, - ST. VINCENT, B.W.I.



The gum that is good all through

SOLD BY ALL JOBBERS IN THE UNITED STATES & CANADA

SOMETHING NEW DAINTY, TASTY AND UP-TO-DATE





CORON



SANITARY CANS

FOR

Baked Beans, Soups, Meats, Condensed Milk, Evaporated Milk &

Sanitary Can Co., Ltd.,

Niagara Falls, Ont.

English Brewed Ale and Stout

The most healthful drink of Old England is KOPS ALE, brewed from finest Kentish hops. It is in enormous demand in all parts of the world, and our several breweries situated in London, Birmingham and elsewhere, are kept busy all the year round.

Kops Ale or Kops Stout

will be found the best for luncheon or dinner, and are refreshing and stimulating at any time. They have a fine, bitter taste, but are entirely free from anything of an injurious nature. THEY ARE ABSOLUTELY NON-INTOXICATING. Good for all the year round trade. Let us correspond with you and send you Analytical report with other information.



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KOPS BREWERIES, London, S.W., England

50c. PER GALLON TO BE SAVED

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Special
JULY
and AUG.
Offer

→ Olive Oil

VERGINE BRAND OLIVE OIL will bring satisfaction and profit to every grocer handling it because it is of the highest quality, backed by this firm's recommendation and is extensively advertised throughout the Dominion. As a result the demand is increasing daily, especially as the salad season is now on.

HOW TO SECURE OUR SPECIAL PRICES

Drop us a card, ordering direct or stating that you are ordering from your wholesaler.

SPECIAL—Gallons, \$2.25 per gal. Half gal., \$2.30 per gal. Quarter gal., \$2.35 per gal., F.O.B. Montreal and Toronto

REMEMBER Vergine Brand is the best quality of Olive Oil on the market to-day and you are therefore getting a rea bargain. Don't put it off till to-morrow but write now.

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The harles in Italian Products

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COOK'S FRIEND

Baking Powder

The Powder with a pedigree. The powder that does not contain Alum.

ON DUTY FOR 50 YEARS

W. D. MCLAREN, Limited



ST. CHARLES MILK

St. Charles Evaporated Milk

as a quick seller has no peer. It assures you good profits. Now is the time to stock up with St. Charles Brand.

Every can is guaranteed

St. Charles Condensing Co.



INGERSOLL, ONT., CANADA

You show good judgment when you recommend

Shirriff's True Vanilla, for your customers would prefer to use Shirriff's if they realized its superiority over extracts that are Vanilla

in name only. After they have flavored their sauces, puddings and cakes with Shirriff's True Vanilla they will feel very grateful towards you indeed.

Shirriff's True Vanilla is the REAL thing. It is made from the finest Mexican first-quality Vanilla beans. It is aged until its strength surpasses all others. Shirriff's has a wonderful delicacy of flavor and richness—a rare bouquet. Every bottle you sell of



brings you a good profit—the same holds true on each and every one of the more than ninety flavourings which comprise the line of Shirriff's Extracts. If you believe in supplying your customers with goods of the best quality—and we believe you do—you'll give Shirriff's Extracts'good space in your store.

Imperial Extract Co.

TORONTO

CANADA

"Every

Knock

a Boost"



Comfort Lye

"MAKES DIRT RUN"



WE LIKE THE BOOSTING

PUGSLEY, DINGMAN & CO., Limited

TORONTO

THE STAR EGG DELIVERY SYSTEM



Made in one and two dozen sizes.

Gets the Business and Saves Your Money

STAR EGG CARRIERS AND TRAYS

FOR SAFE EGG DELIVERY

The only system especially invented for delivering eggs by vehicle Stops all breakage and miscounts. Costs less to install and operate than paper bags or boxes. Satisfies customers, and furnishes the best kind of advertising medium possible.

It will pay you to find out all about STAR EGG CARRIERS AND TRAYS.

Write to-day for particulars and we will send you two valuable books:
"NO BROKEN EGGS," and "SAMPLE ADS."

Star Egg Carriers are licensed under Canadian Patent No 96566, to be used only with trays supplied by us Manufacturers, jobbers or agents supplying other trays for use with Star Egg Carriers are contributory infringers of our patent rights and subject themselves to liability of prosecution under the Canadian patent laws.

STAR EGG CARRIER & TRAY MFG. CO.

1550 JAY STREET,

ROCHESTER, N.Y.

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DOYATI SUMMER DRINKS

Delicious — Refreshing

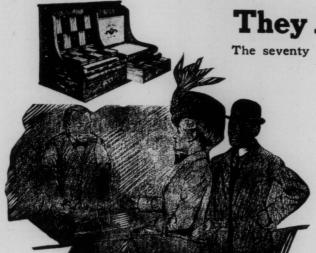
Our Lime Juice has been on the market for years. The delightfulness of flavor and the highness of quality are gaining thousands of new customers every year.

The BOTTLE which contains the Lime Juice is of standard decanter design and will prove very useful after the fluid is extracted.

Dealers' inquiries will receive prompt attention.

Rowat & Co. GLASGOW SCOTLAND

Canadian Agents: Quebec, Ontario, Manitoba, and the North-West, Snowdon & Ebbitt, Montreal; Halifax, F. K. Warren; St. John, F. H. Tippett & Co.; Vancouver, C. E. Jarvis & Son.



They Ask for Their Saleslips

The seventy thousand merchants in all lines of business who use

of Drudg-

find that their customers ask for their saleslips-the itemized accounts of their purchases --- showing the total amount due. They want to know what they owe

- The McCaskey System saves The McCaskey System cuts against forgetting to charge, customer asks for it.)
- limit.
- time, labor and money for the out useless booekeeping. It merchant. It protects him keeps every account posted and totaled to date. It is an auto-(if he ta Is to write the slip the matic collector. It furnishes proof of loss in case of fire.
- It is an automatic credit It flags the merchant at every danger point.
- ¶ No merchant can afford to be without it---it is sold on easy payments if desired and pays for itself.
- Information is free Write for catalog to-day.

Dominion Register Co., Limited

90-98 Ontario Street,

Toronto, Canada

Agencies in all Principal Cities.

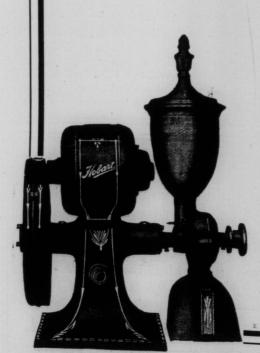
519-521 Corn and Produce Exchange, Manchester, Eng.

Manufacturers of the famous McCaskey SURETY Duplicating and Triplicating Salespads and single carbon pads in all varieties.

Improve Your Store Interior!

Increase your store efficiency and augment your profit by installing a

HOBART **COFFEE GRINDER**



It is a necessary adjunct to every up-to-date store, and is a handsome ornament to any business.

Provided with automatic release—an effective protection against accidental damage to motor. Guaranteed to be the fastest and most efficient

coffee grinder on the market.

All parts are of selected materials and perfectly made and fitted.

May we give you further information? It is free for the asking. Write us to-day.

W. A. Freeman Co., Ltd. Hamilton, Ont.



Get Wise



and Busy



Mr. Grocer: Don't let your business grow flat and stale by hammering away at the same old lines. Get wise to the NEW ONES (THE GOOD ONES). St. George, Princess and Banner milk will add a new tone to your business, bring you new customers, bring back the ones you have lost and produce for you a fat living profit. The quality of these lines is unquestionable—Note our prices.

St. George Evaporated Milk, 4 doz. in case—\$3.35 Princess Condensed Milk, 4 doz. in case—\$3.90

Banner Condensed Milk, 4 doz. in case—\$4.40

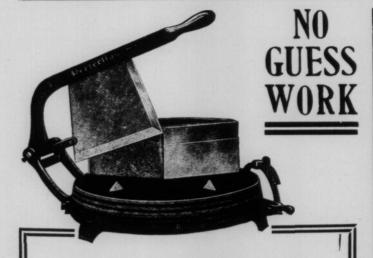
5 Case Lots shipped, freight prepaid, to any rail point in Ontario.

J. MALCOLM & SON

Order from your wholesaler or direct from the factory.

ST. GEORGE

ONT.



It is not easy to cut cheese exactly to the ounce, oftentimes more than the order calls for is cut and it is left to dry up and waste. That will continue to be your loss if you cut cheese by guess work.

THE

Perfection Computing Cheese Cutter

can be depended upon to cut just exactly the amount required. All you have to do is to set the price mark on one scale opposite the weight mark on the other scale, turn the thumbscrew and it is ready for business.

Write us asking for particulars and prices.

American Computing Co. of Canada HAMILTON, ONT.

ARE YOU HOT

after the "picnic" trade or are you letting your competitors get it?

Meadowsweet Cheese

is suitably packed for picnic and holiday hampers and is a

Universal Favorite

A Rich and Delicious Nip.

Retails at 10c. per package and guarantees repeats.

We assure you that this is the best small cheese package on the market.

The Meadow-Sweet Cheese Co. 21 Bonsecours St., Montreal

Hitch Your Salesmanship to Quality Goods

especially when these goods also represent bigger value for your customer's money. Our

MEADOW CREAM SODAS

are all that sodas ought to be; light, crisp, nutty, and the Meadow Cream Soda package is the largest package for the money in the trade, as well as having an attractive label.

THE W. J. CROTHERS CO.

Kingston, Ont.

The one great summer breakfast—steadily popular for ten years. Different from all other breakfast foods—

FORCE"

It's malted to make it easily digested. Toasted crisp to make it delicious. Ask your customers to try it for breakfast.

THE H. O. COMPANY, Hamilton Ontario

The Grocer who studies the market and stocks only those goods which will meet with popular favor is bound to win trade. That's why so many Grocers sell

ASEPTO SOAP POWDER

THE ENEMY OF DIRT

Destroys germs, economical in use and does its work well. It makes your customers' money go farther, and it will return a good profit for your time in selling.

Asepto Soaps Ltd.

Grocery Profit Insurance

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

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

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

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

H. J. HEINZ COMPANY

New York

Pittsburgh

Chicago

London



THE DOMINION MATCH

Notice the name and bear in mind that they are making themselves an essential part in every household.

The kind that gives a light every time you strike, with a substantial stem and a head that does not fly off when struck—these qualities appeal to the customer, and moreover it makes an excellent display stock, and your profit is assured.

THE DOMINION MATCH CO., LIMITED

DESERONTO, ONT.

or Canada Brokerage Company, Limited, Toronto

Jarland BRAND

Travellers' Holidays July 17 to 29.

FREE TELEPHONE AND TELEGRAM

Good service, special prices and your orders appreciated

Phone 3595 - Exchange to all Departments

BALFOUR, SMYE & CO., WHOLESALE HAMILTON



INSURED PROFIT!

You can get insurance against losses but none to prevent loss of profit The best profit insurance is a stock of salable goods; most of the losses result from dead stock.

FOREST CITY Baking Powder

has been recognized as the standard of purity a line you can honestly recommend. You take no chances stocking this reliable brand, and it is backed up by our repu-

The Standard for 25 Years.

6 oz. tins. - 75c. doz. 12 oz. " - \$1.25 "

Gorman, Eckert & Co.,

LIMIT

LONDON, Ont.

WINNIPEG, Man.



"WALKER BIN" SYSTEM



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is the only Complete Line of Modern Grocery Fixtures Manufactured in Canada.

It affords the best-known facilities for handling a grocery stock of any size and displaying that stock to the best advantage.

A "Walker Bin" Outfit will put new life into your business, and the cost will be small compared with the results that are bound to follow.

Write for Illustrated Catalogue
"MODERN GROCERY FIXTURES"
and let us give you an estimate.

Walker Bin & Store Fixture Co.

REPRESENTATIVES:

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Berlin, Ontario

COFFEE High Grade Coffees are up several cents per pound, but we will contract with you for the balance of the year for

AURORA COFFEE

the same magnificent quality at the same prices. By this plan we will not only retain our many present customers, but hope to make many new ones. Now, don't miss your opportunity. Get a sample from us. We will send you a big sample on application. You are to be the judge. It's easy money to get in touch with us.

W. H. GILLARD @ CO.,

Wholesalers

HAMILTON, ONT.

JAPAN TEAS

are notable for their purity, being absolutely free from coloring matter and possessing healthful and invigorating properties.

FURUYA & NISHIMURA

MONTREAL. NEW YORK, CHICAGO and JAPAN

The Sugar that has Stood the Test of Time



Extra Granulated Sugar

First made in 1854 by John Redpath and to-day by the largest and best equipped Sugar Refinery in Canada.

It is a matter of pride with us to turn out nothing but the best. We will stop business when we stop doing that.

All Grocers who have regard for the best and most permanent custom will give "Redpath" Sugars first place.

Extra Granulated Extra Ground Powdered Golden Yellow.

in 100, 50 and 25 lb. boxes and in "Red Seal" dust proof cartons.

The Canada Sugar Refining Co.,

Montreal, Can.

Established in 1854 by John Redpath

KO-KO-BUT

The Perfect Cooking Butter.

MORE ECONOMICAL MORE DIGESTIBLE

MORE WHOLESOME

than butter.

100% Pure Vegetable Fat.

The Best Grocers sell KO-KO-BUT. Do You?

Write for Recipes

Dominion Cocoanut Butters Limited 46 University St., Montreal.

Star Brand

Cotton Clothes Lines

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

New PEAS (with MINT) in Cooking Nets (Farrow's Patent)

now, or at any time of the year, if you buy Farrow's "Patent Net" Farrow's "Patent Net" Peas and cook them as

The grandest 10 cent line the Old Country has ever sent us.

CANADIAN AGENTS:

McLeod & Clarkson, 847 Beatty Street, Vancouver.

W. G. Patrick & Co., 77 York Street, Toronto,
W. A. MacNab & Co., Cabot Bldgs., St. John's, Newfoundand,
T. A. MacNab & Co., Cabot Bldgs., St. John, N.B.
W. A. Simonds, 89 Union Street, St. John, N.B.
Ruttan & Chapman, Fort Garry Court, Main St., Winnipeg.
Ruttan & Chapman, Fort Garry Court, Main St., Winnipeg.
Rose & Laflamme, 400 St. Paul St., Montreal.
C. E. Cheate & Co., Pickford & Black's Wharf, Halifax



Trade Mark of Quality

PICKLING SEASON COMING

+ The best selection of spices obtainable cleaned by our new vacuum system; free from dust and dirt, our famous

Sweetheart Brand Pickling Spices

are the ones that satisfy your customers, leave good margin for yourself and ensure repeat orders-Order now.

IX L Spice & Coffee Co., Ltd.

LONDON, ONTARIO

"For Old Acquaintance Sake" is all right sometimes

BUT NOT IN BUSINESS

"FOR PROFIT SAKE" WILL SUIT YOU BETTER

WHITE SWAN LYE

Shows you a profit of 50% and gives your customers much more for their money than other brands,

and is

Guaranteed Absolutely Pure

Sold from Ocean to Ocean ON MERIT

SELI. GINGERBREAD **BRAND MOLASSES!** It Pays

Four real reasons why you can increase your Molasses sales by selling "Gingerbread Brand."

- It is a strong baker.
 It has a good body.
- 3. Its quality and flavour are unsurpassed.
- 4. It is put up in a large variety of sizes.

Give your wholesale a trial order for "Gingerbread" Molasses and be convinced.

Put up in tins---2's, 3's, 5's, 10's and 20's, Pails---1's, 2's, 3's and 5's gals. and in barrels and ½ barrels.

Dominion Molasses

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HALIFAX, NOVA SCOTIA



ANALL-YEAR-ROUND SELLER

For steady profit and genuine satisfaction no line of canned milk can compare with

Canada First Evaporated Milk

It is guaranteed perfectly pure and very rich in cream and every can is perfectly sterilized before being filled.

A Line that is in constant demand. Made in Canada by Canadians.

THE AYLMER CONDENSED MILK CO., Limited, Aylmer, Ont. Head Offices, HAMILTON, ONT.

IMPURITIES

in Granulated will not always show until the housekeeper has made her Jams, then it is too late to rectify the damage.



is absolutely pure. Don't take chances. Give your customers the best.

THE ST. LAWRENCE SUGAR REFINING CO., Limited, MONTREAL, QUE.



It Appeals to Busy Women

Here's a line, Mr. Grocer, that never fails to appeal to women because of its economy of time and money.

Minute Tapioca

The only Tapioca that requires no soaking. A delicious pudding can be made right from the package in fifteen minutes. And six full quarts can be made from each package,

Your Jobber can supply you.

Minute Tapioca Co., Orange, Mass.

Canadian Representatives: Canadian Specialty Co., Toronto; R. B. Hall & Son, Montreal; W. S. Clawson & Co., St. John, N.B.

The Favorite Pickle



BAIRD'S

SECOND-TO-NONE

PICKLES

The Perfection of Quality.

Johnston, Baird & Co.
Glasgow, Scotland

Agents: Maclure & Langley, Ltd., 12 Front E., Toronto, 604 Lindsay Bldg., Montreal; W. L. McKenzie & Co., Winnipeg: R S. Bedlington & Co., Vancouver; Schofield & Beer Commission Merchants, St. John, N.B.; W. J. Mahony, Board of Trade Bldg., St. John's, Nfd.

"KING OSCAR" SARDINES

THE QUALITY BRAND

Will surely by their flavour and purity obtain and hold for you the best of the family trade. This brand is very attractively gotten up and the contents are guaranteed solely selected autumn-caught fish. Will be found to be uniformly sweet, tasty, wholesome and well packed. A real good line for profit.

Ask Your Wholesaler

JOHN W. BICKLE & GREENING,

(J. A. Henderson)

Hamilton, Ont.



By Special royal, permission

WHITE DOVE COCOANUT

is the best possible!

Has no equal for quality. Always gives satisfaction and leaves a good profit margin.

W. P. DOWNEY,



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

"GLEANER"

might bring inquiries. Better write for rates to

I. C STEWART, Halifax

The W. H. ESCOTT CO.

WHOLESALE

Grocery Brokers

187 BANNATYNE AVENU

WINNIPEG

COVERING

MANITOBA and SASKATCHEWAN

CORRESPONDENCE SOLICITED

MAKE AN END OF THE "BAD ACCOUNTS"

Give every credit customer an Allison Coupon Book, make collections easy eliminate errors and disputes, stop the costly "leaks," and p'ease the customer better than any other credit plan ever devised.

Allison Goupon Books

practically put credit business on a cash basis, to the general satisfaction of everyone concerned HERE'S HOW THEY WORK



You think he is good.
Just give him a \$10 dilison Cospon Book.
Have him sign the receipt or note in the front of the book, which you tear out and keep. Oharge thim with \$10 - No crouble. When he was a time's worth, tear off a ten-cent output of the conduction of t

or sale by the jobbing trade eve anufactured by Allison Coupon (dianapolis, Ind., U.S.A.

Nature has solved the problem of distribution. It uses a multitude of agents to effect the distribution of its products.

Nature does not expect

Nature does not expect every seed to fall upon fallow ground and to take root. But, it achieves a profitable percentage upon its distribution. This is all that an advertiser has to do to reap a profitable harvest on his outlay.

TRY A

Condensed Ad.

IN

Canadian Grocer



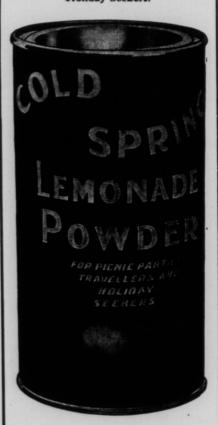
them up Common Sense
KILLS { Reaches and Bed-Bugs
Rats and Mice

All Bealers and 381 Queen St. W., Tereste, Ont.
Dealers and Common Sense a very good seller, for

22

Cold Spring Lemonade Powder and

Orangeade
For Picnic Parties, Travellers and
Holiday Seekers.



Put up in artistic, attractive ½ 1b. and ½ 1b. tins.

Guaranteed pure, and superior to any other liquid or powder lemonade on the market.

S. H. EWING & SONS

96-104 King St. Montreal 20½ Front St.

SUCHARD'S COCOA

This is the season to push SUCHARD'S COCOA. From now on Cocoa will be in demand daily. It pays to sell the best. We guarantee Suchard's Cocoa against all other makes. Delicious in flavor. Prices just right. FRANK L. BENEDICT & CO., Montresl Agents

WINDSOR SALT

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

TORONTO SALT WORKS
TORONTO, ONT. Guo. J. CLIFF, MANAG

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325

Without a Peer

For sweeping and cleaning purposes in the home you cannot sell your customer anything better than

SOCLEAN

THE DUSTLESS SWEEP ING COMPOUND

You are absolutely safe in recommending it as the best dust absorber and carpet and rug cleaner on the market. It is also a thorough disinfectant and makes the home fresh and fragrant.



Particulars from your wholesaler or direct.

SOCLEAN LIMITED

444 King St. West - TORONTO
PHONE ADELAIDE 1584

Dried Fruit for Particular People



Will Satisfy

This Mark on Every Box

Place Order Now for Fall Delivery

All First-Class Jobbers Handle

Are You A Good Salesman

If so, are you capable of creating a demand for all classes of worthy goods?

Castols! Castols!

The Candy-coated substitute for Castor Oil, in tablets, is a line you should certainly give a trial.

You CAN Sell it---Don't Say NO.

60% PROFIT

Put up in fancy half gross display tins. An investment of \$2.25 brings you \$3.60.

Ask your wholesaler

SNOWDON & EBBITT

325 Coristine Building

MONTREAL

Simple, But Oh How It Sold Dates!



Here's a simple little thing one grocer did that brought him three days of splendid date sales.

He cut our advertisement of
DROMEDARY
DATES from a
monthly magazine
—we advertise in
nearly all the good

ones—and pasted it on the front of his window. Over it was a brush sign, "We Sell These," and in the window a display of the cartons with one open. He says he never sold so many dates in his life.

DROMEDARY DATES are sure to sell if people see them, because they are the finest selected fruit, wrapped carefully in oiled paper and packed in cartons. They're clean, fresh, and indefinitely moist. All jobbers.

We also pack ROYAL EXCELSIOR and ANCHOR brand package dates.

THE HILLS BROS. COMPANY
Beach and Washington Sts., NEW YORK

There is Health and EPPS'S COCOA

The favorite with young and old. Delicious, fragrant, "Epps's" contains the maximum of nourishment in Cocoa. "Epps's" stands for excellence

EPPS'S MILK CHOCOLATE

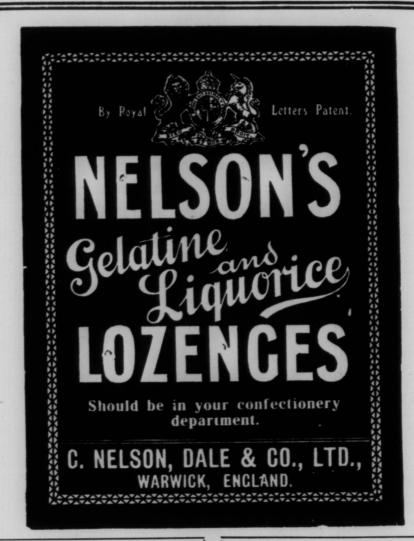
of unsurpassed quality at a popular price.

Special Agents: C. E. COLSON & SON, Montreal. Manitoba: BUCHANAN & GORDON, Winnipeg J. W. GORHAM & CO., Halifax, N.S.

KEEP POSTED ON SUGAR

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

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



HIGH GRADE OLIVES

Falcon Brand of Queen Olives absolutely disarms criticism. If you do not know its superiority, try a case on your customers. They'll demand more.

Write for particulars to

A. F. MACLAGAN

Leard's Lobsters, Canned Chicken, Chicken Soup and Quahauge. Write for prices.

> W. A. LEARD SUMMERSIDE, P.E.I.

The Deadly House Fly

Scientists are agreed that flies are not only a fruitful source of discomfort and irritation but also disseminators of deadly disease, and on that account everything possible should be done to reduce the numbers of these pests.



SMITH'S GENUINE FLY POISON

Ho

U

is the oldest and most effective fly killer, as is proved by the

Increase of 110% in its Sale

It is handsomely got up and makes very attractive stock.

It is sold as follows:— Boxes 50 5c. Pkts. \$1.10 Cases 100 5c Pkts. \$2.00 3 cases for \$5

Owing to the great popularity of Smith's Poison many worthless counterfeits have been placed on the market. Safeguard yourself by taking only packages bearing our full name and address

Made only by

SMITH BROS.

Beachville, Ont.



Brand's Rolled Ox Tongues

have attained their present wide sale because of their unsurpassed quality.

Only the finest tongues are used and the greatest care is exercised in every part of the process of preserving and packing them attractively in glass jars. They are splendid window and counter stock, their inviting appearance leading to steady sales.

BRAND & CO., LIMITED Purveyors to H.M. the King

MAYFAIR, LONDON, ENGLAND

NEWTON A. HILL, 25 Front St. East, TORONTO H. HUBBARD, 27 Common St., MONTREAL McLEOD & CLARKSON, VANCOUVER, B.C.

How are your Soap Sales?

Down? Then we can put them up. Up? Then we can put them higher up still. How do we do it? It's quite simple. We sell you

"Canada's Best" **SOAP**

and the soap, in a very literal sense, "does the rest." It is the soap customers come back for, the popular favorite, which is always increasing in popularity.

SHALL WE SEND YOU A SAMPLE CASE?

United Soap Company

OF CANADA, LIMITED MONTREAL.

Quality is the Main Consideration

In the manufacture of Foodstuffs

"GLOBE"

Macaroni and Vermicelli

are made from hard wheat, no maze or rice flour mixed with them, and are absolutely free from any glutinous substance.

Manufactured in a modern scrupulously clean factory by experts, who see that the quality is as perfect as skilled labor can make it.

Stock now and be ready for the fall trade.

D. SPINELLI & CO.,

MONTREAL.

GIVE YOUR ORDERS FOR

St. Lawrence Flour

The new flour made by the best experts in the most modern and best equipped mills of America.

FOUR BRANDS OF EQUAL PURITY

"Regal," "National," "Laurentia" "Daily Bread"

WE GUARANTEE DELIVERIES

THE

St. Lawrence Flour Mills Company, Limited

TEL. BELL: MAIN 7239

1110 Notre Dame St. West MONTREAL

"St. Lawrence Flour is as Pure and as White as the Lily"

Malt Vinegar

The name CHIVERS should occur to you every time you think of MALT VINEGAR.

You c whole

WAF

golder reach

Telfe

you

48,

There's a Reason

Our Vinegar is of the highest quality and has the good-will of the most investigating housewives.

We do not Boast

when we say we are the largest bottlers and brewers of A1 Vinegar in Great Britain.

Write us.

S. Chivers & Co.

CARDIFF. WALES

Canadian Branch, 112 St. Francois Xavier St., Montreal

Contractors to the Admiralty

Steady and Profitable Sellers!



Keep on the safe side by handling lines of worldwide repute.

PURNELL'S

Sauces, Vinegars and Pickles

are purity personified. They never fail to satisfy the consumer and increase the profit of the retailer.

Sold by all Canadian Jobbers.

Here's a list of our agents:

Chariottetown, Horace Haszard; St. John N.B., E. C. McMichael; Montreal and Ottawa, G. S. Harding. Canada Life Building; Halifax, N.S., J. Billman, 236 Hollis St.; Quebec, Cy. A. W. Dunn, 67 St. Peter St.; Toronto, Lind Brokerage Co., 78 Front St. E.; Hamilton, J. H. Stratton & Co.; Winninge, Carman Brokerage Co., 141 Bannatyne Avenue E.; Vancouver, B.C., C. E. Jarvis & Co., Room 10, Flack Block, Hastings Street.

Bristol, Eng.

Est. 1750

Tea Bints For Retailers

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

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

(275 pages)

(24 full-page Illustrations)

Sent to any address on receipt of \$2.00.

MacLean Publishing Company (Technical Book Department)

143-149 University Ave.,

TORONTO

The Package of Quality!

You can be sure of the flavor, goodness, quality and wholesomeness of every packet of GRAHAM WAFERS-if they come from Telfer Bros. They are golden brown squares of nourishment, and always reach you in a fresh and appetizing condition.

FEATURE THIS LINE-IT PAYS

Telfer Bros., Limited, Collingwood, Ont.

TORONTO WINNIPEG HAMILTON FORT WILLIAM





earn How To Think!

The Sheldon School wants an opportunity to explain to you, free of all cost, how it is making thinkers out of men who before were mere plodders. Are you ready to hear the story?

> The big prizes in the world of business, the big positions, the big salaries, are going to the men who can think ahead. "How to develop thinking ability" is a matter of

training---training that you can acquire in your spare time at home.

The Business Building and Salesmanship Courses of The Sheldon School will easily put you in harmony with the fundamental laws which develop thinking men.

48,000 Sheldon Men Have Learned How

The Sheldon Book is one of the most interesting pieces of business literature ever prepared. It outlines the Sheldon Idea and explains how Sheldon has applied all the laws of mind training to everyday business needs.

This book is mailed Free to ambitious men. It points out specific instances among more than 48,000 Sheldon men who, without exception, have improved their ability to think through Sheldon teachings.

If you are seriously in earnest---write for The Sheldon Book, since you can do so without obligation or cost. This coupon brings it---mail it surely to-day.

The Sheldon School

1237 Republic Building, Chicago, Illinois

The Sheldon School,	Republic Bldg., Chicago
BOOK and full in	copy of THE SHELDON formation regarding Methods.
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REAL TRUE CREAM AT LAST

Mr. A. McGill, the Chief Analyst to the inland Bevenue Department of Canada, wrote in Bulletin 144, as far back as under date 3rd June, 1908;—"The word 'OREAM' is largely used to designate condensed milk. This is incorrect and SHOULD BE MADE ILLEGAL As a matter of fact, these so-called 'creams' are not any richer in milk fat than sugared condensed milks, and many of them are distinctly poorer. Among the samples examined ONLY ONE (No. 25628) which contains 25.20 per cent. of fat IS ENTITLED TO BE CALLED OREAM.

This one sample was prepared by FUSSELL'S GOLDEN BUTTERFLY CREAM

is REAL CREAM and contains from 25 to 30 per cent. milk fat. Condensed milks—the so-called "Evaporated Creams"—contain about 8 per cent. only.

Samples and particulars of:—Alexander Marshall, 144 Water St., Vancouver, B.C.; W. H. Bscott, 137 Bannantyne Avenue, Winnipeg, for Manitoba and Saskatchewan; C. Fairall Fisher, 22 St. John St., Montreal, for Quebec; McCarthy, Holloway & Reid, P.O. Box 1056, Edmonten, Alberta, for Alberta; The Harry Horne Co., 309 King St. West, Toronto, for Ontario; R. B. Colwell, 285 Barrington St., Halifax, for Nova Scotia, or FUSSELL & CO., LTD., A Monument Street, Landon Eng.

FUSSELL & CO., LTD., 4 Monument Street, London, Eng.

Seasonable Goods at Profitable Prices Prompt Purchasers

WE HAVE JUST RECEIVED

362 cases Sardines "Tevillec," the well-known brand, of $\frac{1}{4}$ s., which we offer at \$7.00 a case
200 "Victoria," the standard brand, $\frac{1}{4}$ s., - - at \$8.50 "

95 " "Romain," a good and profitable seller - - at \$8.00

Special prices for 25 case lots, assorted or not.

SALMON

The catch of Salmon is reported to have been small; stiffer prices will surely rule. Place your orders with us at once. We recommend specially our "Victoria Brand," of superior quality at advantageous prices

Imported Canned Goods of the "Soleil Brand"

Prices for select imported canned goods are very much higher. Higher prices will prevail on account of short crops. We have bought 3,000 cases before the advance in prices. Send us your orders and stock at once for:

French Peas, Beans, Asparagus, Medleys of Vegetables, Flageolets, Spinach, Carrots, Brussels Cabbage Sprouts.

SOUPS:—"Julienne," "Printaniere," "Cherfil," "Peas," "Tomatoe Pease."

VICHY WATER

We have received a large consignment of the best mineral water from the VICHY BASIN, Spring "La Capitale," which we can offer at \$5.00 per case of 50 quart bottles.

RUSH YOUR ORDER AT THESE FIGURES

TEAS.—Try our special brands "Victoria" or "Princess Louise." Ask for prices.

WRITE, PHONE OR WIRE AT OUR EXPENSE.

LAPORTE, MARTIN & CO., LIMITED

568 ST. PAUL STREET, MONTREAL

Telephone Main 3766.

Quality Talks!

Quality Tells!

Quality Makes and Keeps Customers!



No serious-minded grocer can afford to give second place to "Salada" in his business, because there is no such tea in flavor and quality to be had outside our well-known Lead Packet. Then "Salada" actually pays him a larger net profit than any bulk teas.

THE "SALADA" TEA CO., Toronto or Montreal

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Progressive Position Taken by Guild

Ontario Wholesalers Agree to Principle of a Credit Association, But One Only in Affiliation With Western Organization—Manufacturers Speak of Rights To Sell Goods to Whom They Please at Whatever Prices They Desire—Endorse The Idea of Manufacturers' Declaration System — Retailers Present

(Staff Correspondence.)

Toronto, July 13.-A glimmer of triumph shone for a moment on the face of ex-President F. T. Smye when he gave the word which brought to a close the annual convention of the Ontario Wholesale Grocers' Guild, on Thursday last. And there were more faces than his reflecting contentment within. The reason was that the sessions over which Mr. Smye had been presiding as executive head for 1910-11 had been prolific of results. Things had been accomplished even beyond the dreams of those who had looked for happenings, and it is probable that this 1911 gathering will go down in Guild history as its most important. The members in the ranks, not always united, had been organized by clever generalship so that a solid front is to be presented to the manufacturers of many lines. There was action as well as talk, and if the incoming executives but carry out the spirit and letter of the resolutions on the minutes book, the wholesalers as a body, and the retailers of the province as well will have a lot of adjusting to do.

There were many kind words addressed to Mr. Smye before the meeting closed, and H. C. Beckett, also from the Ambitious City, was roundly praised for his tireless Guild spirit. Also the thanks of the convention were tendered to Hugh Blain, the president of the Dominion Guild, who read an interesting and instructive paper and gave of his experience and wisdom freely to the meetings

The two outstanding features of the convention were the lining up of the members for the "Declaration System for Manufacturers," and the adoption of the principle of a credit association. In regard to the latter, largely as a result of the illuminating explanations of Henry Detchon, of Winnipeg, an organization will be effected in this city for Ontario, and it will work in affiliation with the body now active in Winnipeg and the West. This was done, not out of any spirit of antagonism of the western concern, but solely that the Ontario body would have for itself a certain measure of independence of action. The declaration system for manufacturers, it was said; would be the means of saving for the wholesalers hundreds of thousands of dollars in

profits, while it would also work for a certain uniformity of prices among retail grocers. Practically all of the wholesalers in Ontario to whom the petition regarding the system had been presented had affixed their signatures as falling in line, and the movement will be continued unril practically all the members have been lined up.

The settlement of a uniform system of invoicing was another feature, and this one applies more particularly to the relations of the wholesale house and its retail customers. It was practically decided that in future all the discounts to be given the dealer will be clearly shown on the individual items on the invoice on a thirty-day basis. This was calculated to remove the discount responsibility from the traveler and to place it upon the selling house. It was pointed out that this would mean a little more bookkeeping for the wholesaler, but it was felt that the benefits accruing would more than counterbalance that handicap.

The spirit shown throughout the discussions was excellent, and it is possible that as a result of the work done, manufacturers, wholesalers and retailers will work more in harmony than ever before. The only disappointment of the gathering lay in the fact that E. F. B. Johnston, K.C., found it impossible to address the meeting on the relations existing between the trade and the laws of the land. In making the announcement Mr. Smye said that the lawyer had set his heart upon talking to the members but that he had been ordered abroad by his physician on account of his health.

Retailer and Wholesaler.

When the afternoon session began on Wednesday, a number of retailers from different parts of the province were present. President Smye welcomed them, and pointed out that the wholesaler and retailers had mutual interests and that he wished them to air any grievances they might have in regard to the trade. It was explained to the retailers that the wholesalers were making efforts to eliminate dishonorable methods on the trade, such as secret discounts and other practices. H. C. Becket pointed out that the Secret Commission Act made it unlawful for

the retailer to take any secret rebates at all. There was, he said, no endeavor to do anything unfair to the retail trade. "We want you to be perfectly satisfied that we are doing nothing against your interests. If you have any grievances we want you to let us know as we are doing everything in good faith."

He alluded to one case in which the wholesalers had lost a certain amount on one manufactured line in their effort to protect the retail trade.

M. Moyer, of the Retail Merchants' Association, introduced the retailers. He pointed out that the retail association had greater obstacles to contend with than the wholesaler, first, because there were so many in the business and also because there was the large consuming public to deal with. The consumer, he said, was in great strength, and had to be served right. There was a great deal of misunderstanding on the part of the consuming public that the merchants were taking too much profit, and yet the consumer wished the merchant to get a fair profit.

What is Retailer?

Mr. Pike, retail grocer, of Cobalt, was introduced, he said that the retail grocers at their convention had decided on matters that they would like discussed. One of these was the practice of certain wholesale houses in selling over the heads of the retailers to large consumers such as hotels, restaurants, mining and lumbering camps, etc. The resolution, which had been adopted by the retail grocers and which was presented to the convention read as follows:

"That it is the opinion of this convention that whereas our Association has secured since our last meeting, at considerable expense, the legal right under a special Act of the Dominion Parliament to notify our members of those wholesalers or manufacturers who sell direct to our customers, to proceed and formulate some plan whereby we can take action thereon, and that the wholesalers be asked how far they will go in assisting to remedy this unfair practice, and it is suggested that retailers be defined as those that carry stocks in retail stores for sale to the public."

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THE CANADIAN GROCER

It was a point which the retailers wished a straight reply as the question was an important one. Chairman Smye said he thought that it was more of a problem to be dealt with by the Dominion Guild, but urged its discussion, as it was one that had been prominent in all parts of the country.

In answer to a question Mr. Pike said that a baker who used the goods in manufacturing his products would not be called a consumer. Mr. Smye pointed out that in Hamilton the retailers had agreed that as hotels sold the goods bought to their patrons, that there would be no objection to wholesalers selling to them, and while he also pointed out an instance in the United States, where on a similar case, this ruling had been made.

E. M. Trowern argued that on manufactured lines, if the manufacturer took orders from the retailer and delivered the goods direct, that the wholesaler got a percentage on the sale anyway. He wanted to know why

the wholesaler should be able to take orders from an hotel and the retailer not secure any commission. The retailer kept the stock and supplied their odd wants, and should get a commission on all their trade. He pointed out that their association now had the privilege to notify their members of those wholesalers or manufacturers who were not playing fair with the trade in this or any other matter.

Mr. Pike thought that in contending that hotels, because they sold to their patrons, were included as retailers, was splitting hairs for if the principle was carried out, it could be brought down to the ordinary boarding house.

Line Drawn Somewhere.

Mr. Blain said that the line must be drawn somewhere. But whatever was done in this line, it would be necessary to make it general all over Canada, for if a wholesale house in Ontario refused to sell goods, they could go to a wholesale house in some other province.

Mr. Trowern contended that the same

principle that allowed the wholesalers to get a commission on the goods sold by the manufacturer should not be disturbed in the retail trade. He thought that this matter could be thorthrashed out if there was a committee meeting between wholesalers and retailers so the question was referred to a meeting of the retailers and the manufacturers' committee of the wholesalers' Guild for discussion.

Contract Selling.

Mr. Trowern then introduced the following resolution dealing with the enforcing of the contract selling plan:

"Whereas our Association has been advocating for some years the advisability and necessity of having all staple lines sold on the contract selling plan, and as we are now in a legal position to take dp some definite action and endeavor as far as possible to have our desires carried out, we recommend that this meeting consider the advisability of having a joint official appointed by the retailers,

A QUEBEC CITY STORE INTERIOR.



Glimpse into the establishment of A. Grenier, in the Ancient Capital. The Store is situated at 94-96 Rue St. Jean.

The shaggy appearing dog is not real, but has created somewhat of a sensation during the past years—

Note also the neat attractive arrangement of the goods. The ceiling is also worthy of

notice.

wholesalers and manufacturers, whose exclusive duty it will be to interview the trade to promote the same, and to investigate all charges that are made by any member of the trade of the violation of any contract so given."

Mr. Beckett said that this should also be referred to a conference of retailers and wholesalers as it required a great deal of thought and discussion before any action could be taken.

Mr. Blain thought that it looked like a reasonable resolution, but should be thoroughly discussed and it was referred to the joint committee to come up at the Dominion Guild.

Through the Wholesaler.

The meeting was then opened to the manufacturers, a number of whom were present and Mr. Rowley, of the E. B. Eddy Co., Ottawa, was the first to address the meeting. Mr. Rowley said in part:

"The policy of the Eddy Company for over half a century has been, is now and will be, as long as I am in charge, to cater largely to, and to sell through the medium of, our friends among the wholesale grocery and jobbing trades of Canada. By this means, the labor and the cost of distributing the wares we make, among the retail trade and the large number of smaller purchasers is minimized, in fact, almost entirely avoided.

"Although we have more than a score of branches, agencies and depots placed advantageously in all the largest and the most important cities throughout Canada, these establishments are used chiefly as delivery distributing points to, for, and in the interests of the wholesale trades. By this means, we avoid the employment of an army of commercial representatives and travelers which we would otherwise have to employ, and who when so employed, would go over the same ground, perform the same work, and come into unnecessary contact with the travelers and the representatives of our wholesale friends.

"Wherefore, since by this means we do not have to employ travelers, and pay a large number of traveling representatives, it is but right and fair, that a reasonable profit should go to the wholesale grocery and jobbing trades who undertake the care, the cost, and the trouble of this part of the process of the final disposition and distribution of our wares to the retailer, and to the consumer.

How it is Done.

"In carrying out this policy and plan, we say to the wholesalers:—We will sell you our product at our list prices, subject to a certain discount, on certain terms for a minimum stated quantity, with well understood conditions as to delivery and

payment, on the understanding that in re-selling our goods, you adhere rigidly to our list prices and handle our goods exclusively, and certify to us periodically that you have done so; then we will allow you an extra loyalty quantity discount.

"I have been doing this for more than 20 years, because it is an advantage to us (as it is an advantage to any manufacturer), that the price of the wares we make shall be as fixed, as stable and as uniform as possible. Also so that our regular customers may thus feel that all such customers are treated alike.

"We consider we are entitled to fix prices for our own wares, and to stipulate, when we sell them, that the purchaser in re-selling them, shall not do so at a cut price, or at lower than the price fixed by us from time to time in our list.

No Restraint of Trade.

"Now gentlemen, pray listen carefully to what I am now to say. There is no restriction of trade at all in our way of conducting business, and there need be no 'restraint of trade' in any of you carrying on your various businesses in the same way.

"With this preliminary statement of fact, may I now say that having a long experience in this matter, and having given the subject most careful consideration and assiduous attention for many years, I am fully convinced that our plan is a fair and square, simple way of protecting the honest wholesaler, the honest traveler, the honest retailer and the honest manufacturer, against the losses, ills or evils that have been and are still prevalent in the sale of some other lines of manufacture.

"No self-respecting manufacturer will allow the price of any of his wares to be cut, or allow his business to be disturbed, and the joy of living made a burden to him by some ill-advised effort to unfairly secure the trade of, or to get the better of some other manufacturer, or trader, by cutting prices when all the manufacturers and all the wholesale trade who are straightforward in the matter, and are willing to, can secure a proper, profitable margin on the goods we make or you handle.

Profit to Each.

There is always rivalry among, and opposition from other manufacturers. To get the best results, a fair price must be made by the manufacturer and a fair profit must be made by the manufacturer. Out of that price, and out of that profit, I am willing there should be a fair profit to the wholesale grocery and jobbing trades to repay them for their trouble in the distribution of our wares throughout Canada, through this medium of the wholesalers.

"We realize that to get the undivided

services of any reliable wholesale firm, that firm have to be given a good profit, because their undivided services are worth more to us than the services of a firm who divides its time in selling lines of goods in opposition to those we make, and at cut prices that are intended to and sometimes do interfere largely with the profits of the wholesale trade and with the returns received by the manufacturers for their wares, so let me make it plain to you all, that notwithstanding the way we strive to get the undivided support of the wholesaler, that it is not all that is necessary.

The Successful Producer.

"'A guaranteed quality, is a prime essential—the very first—but the successful manufacturer has also to make a large assortment, has to have it well distributed, has to make prompt delivery; all these are essential, and then, his prices must be right.

"The successful manufacturer must also have ample facilities and must get next the good will, the hearty support and the best selling power of the wholesaler.

"If a manufacturer has all this, he ought to be able to supply through the medium of the wholesale trade—to the retailer, user and consumer, a better article at a lower cost to the user than it is possible for any manufacturer to sell, distribute and deliver satisfactorily to the retail trade direct.

"Many years experience in distributing has taught me that it is worth a lot to us to have the good will, and the selling power of wholesale grocery and jobbing trades that employ a legion of traveling salesmen, and who, so far as the Ontario branch is concerned, have an office and staff devoting their energies solely to the sale and distribution of the manufacturers' wares; anyhow, to be quite frank about it and without in any way wishing to flatter the Guild members, or the wholesalers, and not because I am a guest here to-day and am talking to you by special invitation; I have no hesitation in saving that we regard the wholesalers as the best connecting link between the manufacturers, and the retailers, and the consumer.

Contract Selling Plan.

"The Contract Selling Arrangement' is now becoming more general in use with manufacturers, so let me tell you our plan.

"It is to make arrangement with each wholesale house separately on the understanding that the arrangement shall be carried out in perfect good faith; we depending on the honesty of the wholesale firms as distributors, as much as we depend on the honesty and integrity of our resident managers and agents. The arrangement being made, both parties have a right to see that it is car-

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ried out in good faith and in its entirety, that is, has the right to rely absolutely on the rigid carrying out of the arrangement. It is not a new thing and it is not an unlawful thing for a manufacturer to control the sale of the goods he makes, and it is no new thing for the wholesaler and the jobber to join in order to control the sale of any special or proprietary goods, or any line of manufacture.

"This is merely a matter of a fair arrangement and a good understanding, but it is essential that there should be absolute honesty, integrity and loyalty on both sides.

"There is no doubt, whatever, about the right of any manufacturer to sell the wares he makes, to whom he chooses, at whatever price and on whatever terms he choses.

A Celebrated Case.

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"I have had a long and extended experience in this and have looked into these matters, for many years, from all the different points of view and without wishing to take too strong a position, or to give advice that ordinarily should come in a different way, still, I would like anyone who may be timid or uncertain about this, to refer to the well known case of Elliman Carrington, a report of which will be found in the English Chancery Court Reports of 1901, vol. 2 Ch. 275. This shows how safe and sure any manufacturer may feel in making a selling arrangement with members of the trade such as I have spoken of, and how safe and sure the wholesaler may be in joining in such arrangement; let me tell you what happened about the sale of the Elliman's goods. Elliman's were manufacturers of a line, which they sold to wholesale traders, under a contract whereby the purchasers bound themselves not to sell Elliman's goods at less than a certain specified price, and further bound themselves, that if they re-sold the goods to the trade, they would procure a similar signed agreement from their retailer whom they sup-

A purchaser, Carrington by name, sold some of Elliman's goods to a retail trader without procuring such an agreement as was provided for by the contract, and Elliman sued them for breach of contract. It was held, that this contract was not in restraint of trade, and that the vendors could maintain an action in respect of the breach of the contract.

The Judgment.

"The late Judge Kekewick, one of the judges of the High Court of Justice in England, in delivering the judgment said:—

"The defendants' point is that they cannot be sued upon this written con-

tract into which they have entered because it is in restraint of trade. In one sense no doubt it is so, because one of the contracting parties is not at liberty under the contract to do what he pleases with the goods which he purchases. But it is necessary to see what the contract really is. The plaintiffs are the manufacturers of Elliman's Royal Embrocation for horses and cattle, and Elliman's Universal Embrocation for human beings. They are not bound to sell the embrocation at all; they are not bound to manufacture it. They are at liberty to do as they please and when they have manufactured it they are at liberty to sell it at whatever price they choose to fix-it may be a prohibitive one, or it may be such a small price that they cannot make any profit out of it. That is entirely for their consideration. Carrington & Son are minded to buy Elliman's goods with a view to selling it again, that is, to buy wholesale in order to sell to others retail, and Elliman's make a bargain with them that they shall not sell it below certain prices-that part of the bargain has not been broken-and that when when they sell to others they will procure from those others an agreement that they will not sell it below certain prices. Why should not Messrs. Elliman be at liberty to fix the price in that way? Nobody has argued, and it could not possibly be argued, that they are not at liberty to fix the price on the first sale to Carrington & Son. Why should they not be at liberty to make the further bargain with Carrington & Son that they should not sell it below a cerain price. It is said that it is in restraint of trade. In one sense it is, but it is just as much and no more in restraint of trade for Elliman's to say that they will not sell at all. It seems to me that what is restraint of trade as regards Carrington & Son is really the liberty of trade as regards Elliman's.

"The cases which have been cited are well known authorities expounding a great principle and showing what exceptions there are to that principle. But this case seems to me not to fall within any principle or exception. I do not think it is touched by the authorities at all. It is merely a question whether a man is entitled when he is selling his own goods to make a bargain as to the use to be made of them by the purchaser. It is said that the contract is against public policy; but that phase merely embodies, for the present purpose, the great principle of restraint of trade, and to say that it is to prevent Elliman from exercising their own discretion seems to me to be applying a well-settled principle of law to facts to which it cannot have any possible application. On the question, therefore, as to the validity of the contract, I am entirely against the defendants."

Appeals to Common Sense.

"Now, gentlemen, what can be more clear, more applicable, or more satisfying to us all? Where can be found a wiser judgment as affecting the matter under discussion here, than this judgment of Judge Kekewick in this celebrated case of 'Elliman's vs. Carrington,' a judgment of one of the greatest judges of one of the highest courts of England, and a judgment that will appeal to the common sense of every man here. It therefore follows, that to whatever extend we as manufacturers, and you as sellers, are able to make our trade relations with one another perfectly honest in the eyes of the law, and perfectly fair in the observance of contracts, we are not only benefiting you as wholesale dealers, but we are benefiting the retailer, the user and the consumer.

Protection to Firm.

"The object of what is known as a 'Contract Selling Plan' with its accompanying declarations, is intended to bring about honest dealing, is approved by the highest courts of the land, and is a form of contract that we adopted many years ago, and have carried into straight forward and honest and successful operation for over a quarter of a century, and is a plan I heartily recommend to every wholesaler as a protection to his firm and to every manufacturer as an aid to a better understanding between all parties, as it is a plan which will, result in profit and advantage to all concerned.

"Don't forget, no manufacturer is bound to sell to every man who wants to handle his goods.

"Every manufacturer has a right to ascertain the character of a man he is dealing with, and has a right to say, we do not care to sell goods, or to have dealings with a man who breaks his contracts.

"Everyone has a right to see that arrangements with selling agents, upon which he shapes and moulds his business and distributes his wares, are honestly and straightforwardly kept and maintained.

"When a contract of this sort is broken, it not only affects one's business, trade and reputation, but it affects one's temper, and one's health, so I for one do not intend to carry on business, or to make contracts with, or to sell to neonle who break their agreements. This is the position the Eddy Co. took years ago, holds now and intends to hold to, so I say to you wholesalers, that as you are loyal to us, we will be loyal to you; that as you endeavor to help us carry on our business by the best me-

thods and as honest traders, you have the right to expect and we have a right to give you, our assistance, and so we expect your assistance because we intend to continue to merit your constant, hearty and loyal support."

To the Retailer.

To the retailers, Mr. Rowley said that the reason he did not sell direct to the retailers was that he could sell, more advantageously to himself and retailers, through the channel of the wholesaler. He recommended all branches of the trade joining for discussion and hoped that at future conventions there would be a larger numbers of manufacturers present.

A vote of thanks to Mr. Rowley was moved by A. Allard, Ottawa, and seconded by Mr. Blain, Toronto, for the clear manner in which he had put the problem before the wholesalers, and also for the forward movement which his company had made in taking hold of the present selling plan.

Mr. Innis Speaks.

R. L. Innis, secretary-treasurer of the Dominion Canners, was the next manufacturer called upon, and he said in part:

"We feel that our close connection with the wholesale trade has given us a keener sense of appreciation of the difficulties with which you have to contend, and that this knowledge can only come to any manufacturer by taking a deep interest in the welfare of a selling organization, the value of which is not always recognized by manufacturers.

"While all manufacturers have their difficulties to contend with, I do not hesitate to say that to any who have been in close touch with the wholesale grocery trade, there can be no question about the value of the wholesaler as a distributing medium for the manufacturer, and there can be no question about the wholesaler being the cheapest, most effective, most convenient and most economical medium of distribution. We have our dealings with wholesalers and recognize that the natural channel of trade is from the manufacturer to the wholesaler, and from the wholesaler to the retailer. The economy of this link in commerce needs no argument from me. It has already been declared by the highest court in the province and by some of the highest courts in England to be the best and cheapest method of connecting the manufacturers with the consumer.

"Without wishing to offend, I am inclined to believe that the trade sometimes give their support to manufacturers who are not altogether entitled to it, and the loyalty to the manufacturer

who is loyal to you is not always forthcoming. Herein comes the point that I believe you fail in—you do not always unanimously stand true to the manufacturer who supports you.

Favors Declaration System.

"Through your committee we have heard much of the Declaration System in connection with manufacturers' selling contracts on proprietory lines. desire to say that we have given this matter much thought and are convinced that it is the one system that will protect you against violation of contracts and against the secret rebater. In our opinion the declaration system is a simple way of detecting a violation and it does not put the onus on the manufacturer of examining customers' books and going into unpleasant investigations. We naturally take it that if a wholesale house requests us to get a declaration from another wholesale house or a traveler for same, that the wholesale house making the request is in possession of reliable information that leads them to believe the accused has not been living up to our selling contract. If the house is guilty they deserve to be punished, and if not guilty why should they not clear themselves of suspicion?

"I do not believe that any traveler or any wholesale house will give the declaration if they are guilty, and thus we arrive at a settlement without the necessity and delay of investigation. If the house refuses they admit their guilt and we must do our part by exacting the penalty the selling contract provides for.

"I trust your deliberation and discussion on the commercial questions affecting your business will result in much benefit and you have our continued good wishes in this respect."

A vote of thanks was tendered Mr. Innis, having been moved by Mr. Craig, of Kingston, and seconded by Mr. Becket, of Hamilton.

The Salmon Situation.

Mr. Smye called upon Robt. Henry, of the B. C. Packers' Association, and one of the oldest members of the Guild, to enlighten those present on matters relative to salmon. Mr. Henry said in part:

"The salmon industry is great and mighty in Canada, and all parts of America, and it still continues to expand. From this country salmon is exported to all parts of the world. The salmon trade in Canada is growing immensely, there being a big increase in the population, which has helped considerably. The important part of the salmon trade is to have the canneries well situated and to have the fish well packed," he said, "and at present the packing is on a high standard."

"In regard to contract selling price much has been done, although it had not been possible to enforce it as well in western Canada as in the eastern portion. It looks, if the dealers in western Canada do not live up to the regulations, that the packers will have to refuse to sell them. Common sense is better than law, and in regard to complaints, a simple talk will do a great deal in getting dealers to observe the regulations. All complaints have to be well founded and proved because a man cannot be punished unless he is proven guilty. We want the advice and cooperation of the wholesalers, but think that it is most satisfactory for the packer or manufacturer to set the price themselves. I wish to be in the salmon business long enough to establish a set price on not only one grade, but all grades of our goods. I wish to thank you for asking me to be present on behalf of the British Columbia Packers' Association."

A resolution of thanks was moved by Mr. Ince, of Toronto, and seconded by Mr. Foster, of North Bay.

Mr. Hutchinson Speaks.

A. Hutchinson, of the St. Lawrence Starch Co., said that the distribution of goods through the medium of the whole-saler had proved the best manner. Some complaints of not living up to the selling agreements, when investigated, were found to be more in the methods of invoicing and bookkeeping than in attempts to evade the agreements. Individual dealers should not forget that when they agree to handle a manufacturer's goods that they should do so to the best advantage to the trade.

Mr. Shannon, of the Genesee Pure Food Company, Genesee, N.Y., was another manufacturer who was present and gave a short address.

Mr. Henderson, of the Canadian Salt Co., reminded those present that Canada was a big country and, conditions being different in different parts of the country, lead to differences of opinion. A start should be made at the bottom and that to improve conditions the retailer must be taken into consideration. "A man who cuts prices is a fool. I am very strong on this point, and retailers should stop to consider it. A man who cuts prices is cutting his own business throat, for, once he starts it, he must continue it, and in all directions."

A resolution of thanks to those manufacturers who were present was moved by Mr. Blain, and seconded by Mr. Paffard.

A resolution recommending the postponement of the meeting of the Dominion Guild until September and cooler weather, was passed.

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THURSDAY MORNING.

There were some minor matters to come up for attention at the opening hour, but these were soon disposed of. P. Screaton, London, Ont., then read an address on "The Secret Commissions Act." It follows:

"Owing to the apparent lack of knowledge on the part of some of the trade and some travelers as to the meaning of the Secret Commissions Act, it has been suggested by many members of the trade that steps should be taken to better inform the merchants and salesmen as to its real meaning and that more publicity should be given to this recent addition to the Criminal Code.

"As you already know, the Act was passed in 1909 and was the outcome of a great deal of trouble in regard to many commercial matters between agents and contracting parties. The Federal Government, therefore, passed an Act dealing with this subject of such importance to the trade.

What an Agent is.

"Under this Act, an agent means any person employed by another (such as a traveler) and being an agent he knowingly with intent to deceive, sells goods at a price and then secretly rebates a portion of the purchase price, is guilty and liable on conviction to two years' imprisonment, or to a fine not exceeding \$2,500, or both. The transaction is intended to mislead and deceive, and the transaction is unlawful. The object of the Act is manifest, viz., to keep agents and all persons dealing with them honest. The object of the Act is to prevent the rules, contracts and regulations of the employer from being broken, otherwise without this check a traveler could break all rules and regulations that might be put in force by the manufacturer, and there would be no legal remedy against such a thing.

Act Prevents Collusion.

"The Act also prevents collusion between the traveler and the person he is dealing with, and this is one of the most important elements in it. A traveler doing these things and the man with whom he deals being a party to same, both come under the law and it is felt by many that all do not realize this and for that reason the following resolution is deemed in the interests of the trade generally:

The following resolution was then passed:

"That it is the opinion of this convention that greater publicity should be given to the Secret Commissions Act, and so that merchants and salesmen should thoroughly understand its meaning and the penalties for a violation, this convention

therefore authorizes arrangements being effected for the distribution by The Canadian Grocer of a copy of the Act to the retail trade of Ontario, and an explanation of the same as sent out by them about a year ago."

The committee concerned with the carrying out of the terms of this resolution will arrange with The Canadian Grocer to send out copies to every retail merchant in Ontario.

Before Henry Detchan, who followed, presented his address on the Credit Men's Association, Chairman Smye mentioned the fact that several men of recognized judgment in the trade had endorsed this movement. The address follows:

The Credit System.

"The conditions under which credit is to-day extended need improving. The information obtainable is inadequate. The protection afforded by our laws is not ample for our requirements. The methods adopted by ourselves are not sufficiently comprehensive nor uniform. As a matter of fact, we are all too busy to take time to formulate systems.

"How many different collection schemes are adopted, each varying in its methods? How many varying systems of bookkeeping are in vogue? How many systems of credit records are represented?

"Recognizing these evils, as we all do, why is it that in such an important matter some universal action has not been taken to correct them? I suppose the answer is "Too busy." And yet, in almost every other department of a business man's affairs co-operation has succeeded in improving business conditions

"Now that is just exactly what our association is doing—improving conditions under which credit is being extended. And I will now explain to you in detail, how.

"The first step in regard to the credit system is the giving of it. In order to extend credit intelligently it is necessary to eliminate as far as possible the chances of making mistakes. This can only be done by securing the very best and most up-to-date information.

"Up to the time of the inception of our association we were dependent upon the reports received through our travelers from the customers themselves, through the banks, and finally through the mercantile agencies. These sources of information are very desirable, but we are going one better. We are operating what we call a clearing house. Members desiring a report on a customer send in an enquiry slip with the name of such customer. Every day at a specified hour the names of all cus-

tomers enquired of by all members are placed upon a sheet, and this sheet bearing such names is in turn forwarded to all members using the clearing house service.

"This sheet provides spaces opposite each name enquired of, and in accordance with the membership contract, each member fills in opposite the name of each customer with whom he may be doing business the "total amount owing," "total amount overdue," "highest credit given," "how long sold" and "manner of paying," whether the customer takes his discount or is "good," "fair" or "slow."

"These sheets are collected next day and tabulated in a report form under each customer's name so as to show the information given. In addition to the report thus obtained being sent to the member making the enquiry, each member commenting, showing liabilities, receives a copy of this report, so that should twenty-five houses respond, each of these twenty-five houses interested would be sent a copy of the report and so receive information from 24 ledgers in exchange for the information given.

"On this report also is incorporated a synopsis of the previous clearings made.

"Generally speaking, accounts are cleared once every 60 days, no new clearings being put through should a recent report be on file.

Obtained Without Disturbance.

"You will readily see that the information so obtained is authentic, accurate and up-to-date, is constantly being revised and by the process outlined above the credit man is continually having brought before his notice the position of every account with whom he is doing business, because if he is not seeking a report the chances are that some other member is. And, gentlemen, this information is being obtained without disturbing the customer. Nor does the customer know. The name of the reporting member is not shown on the report, only the office knowing this, but the trade is shown. It may happen that a member is in some particular account, not desirous of disclosing the information usually supplied. In such cases, members are at liberty to report account as "confidential," and any member after receiving such report may obtain at the discretion of such member the necessary information. This, however, is seldom resorted to.

The Turn-down List.

"In addition, supposing some special information has come to the notice of one of you gentlemen, by notifying the office, attention will be called to such

customer with a request for those interested to call up clearing house.

"Then a "turn-down list" is in operation, run as follows: Each member is supplied with a card each week upon which he inserts the name of any customer whose order has been refused, with the reason for such refusal. These reasons are outlined in a "key." From the information thus obtained, a weekly "turn-down list" is published, showing the number of the member reporting the "turn-down" and the reason for same. This list is only supplied to those members agreeing to contribute such information.

"We feel by the methods thus explained that we are gathering and distributing the most reliable and up-to-date information obtainable. In fact, we in the west, and, I believe, our members in the east, are basing largely their faith or otherwise, in an account upon these reports.

Up to the East.

"Up to the present we have only been supplying information west of the Great Lakes. It is for you to say whether you want this information east of there. We are also carrying on an educational campaign tending towards better business habits amongst retail men. We have distributed thousands of pamphlets urging retailers to keep proper books of account, to take stock annually, to carry proper and adequate insurance, to attend promptly to correspondence, to look after his paper as it falls due, to pay stricter attention to the collection of his book accounts, to supply signed financial statements to his wholesaler and mercantile agencies. In a word, gentlemen, to run his business as I have no doubt you are running yours. We are also using our funds for bettering conditions under which business has to be done. We are in touch with the various Provincial Governments seeking redress for certain evils at present existing in the legislation of the provinces. We have also submitted certain suggested reforms to the Federal Government at Ot-

"We are not doing this to the sound of the trumpet, but by the common sense method of showing the various departments in control the justice and necessity of our requests and allowing them to take to themselves whatever credit there may be in putting through reasonable legislation in the interests of all concerned, wholesaler or retailer alike.

Protecting Honest Retailer.

"We are making the cause of the retailer our own in many ways, protecting the honest from the dishonest, because we recognize the fact that if the retailer is prosperous and working under good conditions that the wholesaler

is benefited thereby. In this connection, we have appointed a competent man to represent the retailer, in case of fire losses where any difficulty may arise respecting adjustment. We have also had a form of financial statement prepared, embracing the very best features of the numerous forms in existence, both in Canada and the United States. This form is gradually replacing the multiplicity of forms with which the retail man in the past has been inundated.

"I may say we are taking a very strong stand with the retailer on this point of supplying his creditor with a signed financial statement. We are insisting that this shall be done. In addition, when the statement is received, members are verifying the correctness of same by comparing the amount of liability shown with the clearing house reports. With a general adoption of this principle, retailers in the west are waking up to the fact that it has become a necessity to supply such a statement before large credits can be obtained. This is inducing better methods all round.

Stamping Fraud Out.

"Then we are taking up all cases of fraud, perpetrated upon our members. We have a guaranteed fund of between \$9,000 and \$10,000 for this purpose, and have succeeded in several cases, but more particularly by extensive advertising the fact that we have such a fund. Through the kindness of the daily press and trade journals we have taught the crook that the laxity of the houses obtaining in the past has given place to a determination to stamp our fraudulent practices. Through the cases already investigated, the weakness of the law has unfortunately been only too well demonstrated, and this is receiving our atten-

"We have likewise approached with fairly satisfactory results the mercantile agencies, with a view to obtaining from them a better service. The agencies are a necessary factor in credit-giving, and while working with them harmoniously, we have not lost sight of the fact that it is necessary that their service shall be adequate to the requirements of our members. In the matter of fire insurance, we have already worked wonders. By reporting every case of under-insurance we have succeeded in a large number of cases in inducing the retailer to protect himself, his family and his creditors by carrying larger and a better class of insurance.

Handling Insolvent Estates.

In order to eliminate the personal liability of members we are securing a Dominion charter. So soon as that is obtained we intend to open a department for the handling of insolvent estates, the

investigation of weak accounts, the placing in charge of decrepit businesses, where deemed advisable, men who will assist in pulling such businesses out of the mire. We are at present considering the advisability or otherwise of adding a collection department, but this has not yet been voted on by the members.

"The main objection that I have heard on my travels is that members may not give accurate information. There may be some weak-kneed or unscrupulous persons who, erroneously thinking to gain some desired personal end, may depart from the spirit of the association. Such persons in their own interests should not join the association, as their defaulting would soon come to the front, and I am sure they would not care to be branded as such.

"But this has not proved to be the case. There has been engendered a feeling of confidence among all members through the medium of the association.

"We hold a general meeting once a month to discuss credit problems, and members thus meet one another who otherwise would remain strangers. You can understand the change this has brought about in Winnipeg. It will be just the same in your district. It cannot help it.

"My object in coming East is part of a scheme to extend the influence of the association from the Atlantic to the Pacific. If we have accomplished so much good in a small way, you can, no doubt, imagine what the result will be of a large body of men from East to West working towards a common good. Present members of our association will tell you that their losses have been largely curtailed through our instrumentality. We cannot help but show results.

Looking to East.

"The establishment of offices in Toronto and Montreal, under competent men, having the confidence of the wholesale houses, is the first step sought. The smaller centres would clear from these two places. Local secretaries would be appointed in centres where the membership warranted same, under the direction of a local committee. The membership fee of \$100 per annum has been found more than ample to cover all expenses, and a considerable surplus is in view for the current year. The association is mutually co-operative, non-profit-making, and stands for the general improvement of credit conditions, the prevention of fraud, the prosecution of fraud, the gathering of reliable information, the improvement of the laws, and the improvement in the handling of weak and insolvent debtors.

"All the elim counts."
Mr. B

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"All tending to that one ideal state, the elimination of losses from poor accounts."

Mr. Blain said that he was thoroughly in sympathy with co-operation, but that it should always be so that it will benefit all concerned. The matter of insolvent estates was one that needed some betterment of conditions, as bankrupt stocks were being sold in different parts of the country and were a temptation for dealers to purchase goods which they should never touch. "There is nothing like keeping trade healthy and if this slaughtering and throwing of cheap stocks on the market could be prevented, it would be a good thing for trade," he said. He thought the grocery trade was under great obligation to Mr. Detchon for his explanation of the credit exchange.

Douglas Eby and Mr. Logan, also of Toronto, expressed themselves heartily in accord with the views of Mr. Detchon.

On motion of Mr. Becket and S. Allard, a resolution was passed by the convention recommending the principle of the system as set down by Mr. Detchon, as one that should be of interest to all branches of business.

Thanks to President.

A vote of thanks to the past president, Mr. Smye, was moved by Mr. Craig, of Kingston. It was as follows:

"The hearty and enthusiastic thanks of this Guild are due and hereby tendered to F. T. Smye, for the able, energetic, and loyal manner in which he has filled the office of president during the past year, and from which he is now retiring. It is much to be regretted that the enthusiasm with which Mr. Smye is imbued could not be transmitted to all the members of the trade."

Mr. Becket in seconding this, said that Mr. Smye was one of the best and most energetic presidents that the Guild had ever had.

Mr. Smye in responding, pointed out that although the work during his tenure of office had been somewhat strenuous, the knowledge that good was being done for the trade caused him to give his services freely. "It should be," he said, "the pride of every wholesaler, this association with the Guild. There are some members of the trade who do not fully appreciate the importance of association in furthering the conditions of trade." Mr. Smye alluded to the honor of holding the position of its president and said that it should fit a man for greater work in the future for the good of the association. He hoped that the honor would be passed along to all those members. Closing, he said, he wished to thank the Guild for the honor

they had conferred upon him and he hoped that those following in his footsteps would realize the importance of of the wholesalers and trade at large.

the position and the many things that it was possible to accomplish for the good

Vancouver Grocers Hold Annual Picnic

Event Was Marred by Rain, But Retailers and Wholesalers Turned Out for Big Parade-Novel Floats Included Auto Delivery Decorated With Garlands - Program of Races and Novelty Contests Run Off at Exhibition Park.

Vancouver, July 13.-Rain on July 1st marred the grocers' picnic held under the auspices of the Vancouver Retail Grocers' Association. The event took place at Exhibition Park, after a procession from the heart of the city. Probably no single trade in Vancouver ever presented a more creditable appearance than the grocers did in their parade, which was led by the city band and the pipers' band.

The rigs of the wholesalers followed the band, and there were some novel floats. The big auto delivery of F. R. Stewart & Co., was decorated with garlands of rosettes, while that of Kelly, Douglas & Co., was draped in bunting. The Vancouver Poultry Supply Company had an exhibit in the shape of a big live turkey in a cage at the top of their rig. T. F. Mc-Dowell had another novelty in the way of a gasoline engine driving a large coffee grinder on one of his rigs. Following the wholesalers came the pipers' band leading the retailers. Altogether there were over 50 rigs in the procession and the display was watched by throngs of spectators.

At the grounds a programme was provided, consisting of horse races, bicycle races, foot races, tugs-of-war, and some novelty contests. Every man and woman going into the grounds received a coupon for a drawing, which entitled the winners to a suit of clothes valued at \$50, and a \$50 dress respectively.

The grocers showed their strength in the tugs-of-war. One, among the employes of the retail grocers, five a side, was won by W. H. Walsh's men, while the team from F.R. Stewart & Co.'s carried off the honors among the wholesalers. The married men, seven on a side, won from the single, all being grocers

The parade prizes were awarded as follows:

Best decorated wholesale wagon.-1, Parkinson & Archibald; 2. F. R. Stewart & Co.

Best retail delivery wagon.-1, E. & A. Grocery; 2, Vancouver Poultry Sup-

Best decorated delivery automobile.-F. R. Stewart & Co.

Best grocer's delivery, single horse .-1, T. F. McDowell; 2, and 3, London Grocery.

Retail grocer's delivery, double horse. -1, W. H. Walsh; 2, J. A. Dickie; 3, W. H. Walsh.

Slow race for delivery horse attached to delivery wagon, last horse home to win.-1, London Grocery; 2, W. H.

Foot races and smaller events aroused interest in the younger people, much amusement being caused by the biscuit eating contest. Each competitor had to swallow two pilot bread biscuits, and there was some rapid work. The contest was a hurried one, and in the grab for prizes the names of the winners were unrecorded.

To the committee who had the event ib charge much credit is due, for despite the drizzle nearly all afternoon, the large number attending were given a good time. The officers who had the arrangements in hand were:-Wm. Clark president; James Foran, vice-president; R. D. Dinning, secretary; T. Duke, A. G. Main, Frank McDowell, W. H. Walsh, F. W. Welsh, and Frank Wright, directors.

GUELPH SIDEWALK LAWS.

Guelph, Ont., July 13.-The police enforced the by-law prohibiting the exposure of goods on the sidewalks of the city on Monday last, and already the fruit men are protesting, claiming that the prohibition was aimed directly at them. A movement is on foot to have a by-law prepared, amending the law so that the dealers may have the use of about 18 inches of the sidewalk. A meeting of those interested will be

TO BUILD ON BALL GROUNDS.

Toronto, July 6.—It was definitely decided at a special meeting of Board of Directors of E. W. Gillett Co., which was held here on June 27th, that their new plant consisting of five or six structures will be erected in this city on the property known as the old baseball grounds in Parkdale. Until this meeting it was uncertain whether this industry would remain in Toronto or elsewhere.

THE CANADIAN GROCER

Established - - 188

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THE REASON FOR SUGAR ADVANCE.

THE REASON FOR SUGAR ADVANCE.

In the memory of the most experienced trader there probably never was a time when the situation in raw sugar products paralelled that obtaining to-day, and, although it is never safe to predict for the future in that staple, likely to hold for some time to come.

On Tuesday last, following upon a small increase of the week before, refined sugar in Canada advanced ten cents per hundred, and the comment was freely bandied about that the end had not been reached. The superficial observer credited the rise to the keen demand of the preserving season, and darkly surmised that the manufacturer was simply skimming off the cream, but that was not the real reason. One had to go deeper than that for the cause was bound up in the raw markets.

In the first place, the beet market in London England, had done an unprecedented thing—it had advanced a shilling in a week, and no reasons to be regarded as explanatory were given. On the last day of June the beet market stood at eleven shillings; within a few days it ascended about sixteen cents, and at the end of a week had risen a full shilling. It was a highly-excited, speculative market. Investors on the American side, seeking the cause for the situation, were turned away with indefinite answers. None, apparently, could say just what the cause was to be traced to. The trade is hinting that reports have leaked out about damage to the growing beet crop on the continent of Europe, but this could not be confirmed or refuted.

Of course, the New York market became sympathetic at once, for there was a difference of twenty-three points between the two centres. Cuba's yield of cane had been given as two hundred thousand tons short, and there was no prospect of getting that amount of raw product, either from Europe or Java or somewhere else in time for the fall meltings. The report from London was like an explosion, and the price of refined was simply bound to shoot up, which it did, and now has done again.

There is, at present, a keen demand for sugar, and it is probable, unless retailers throughout the country have taken the precaution to be warned beforehand, that there will be a great scramble for supplies. As to the

future, again speaking with qualifications, it is just possible that the London and New York markets will hold somewhere close to the existing level until accurate estimates of the yield of sugar beets on the continent have been received and transmitted to an anxious army of speculators.

THE NIAGARA FRUIT CROP.

The situation in the Niagara fruit district is still exceedingly serious, and clergymen have been praying for rain. According to reports, it would seem that the welcome rain storms which have been sweeping over Ontario generally have avoided the big fruit belt, a district where moisture is absolutely a necessity.

At a meeting of the St. Catharines, Ont., city council on Wednesday night, several of the aldermen, who also happen to be fruit men, discussing the conditions, said that the statement that berries were being literally cooked on the bushes was no myth. The fruit not only looked withered and cooked, but tasted like it. Ald. R. F. Robinson said that the cherry crop had suffered to a considerable extent for the reason that the heat had ripened them before they were quite ready for picking.

So far the growers are consoling themselves with the knowledge that so far the plum and peach yield has not suffered to any extent. If the heat moderates or rain comes soon it is probable that these will be saved. Still there is many an anxious man in the "peninsula" and many a cry of thanksgiving would go up to the cruel-smiling heavens, if the anxiously-awaited rain storm materializes.

CROP SITUATION.

Never in the history of the west have the conditions for a good general crop been so promising. The earliness of the season has in many cases eliminated entirely the danger of frost, although a few parts of Saskatchewan report a slight damage by frost. It has been estimated by experts that one hundred and sixty thousand men will be needed to harvest the crop of the west this year. Of these men, between forty and fifty thousand will be needed from the east, for a period extending from three to five weeks. Arrangements are already being made by the railroads to secure this help.

Rains have been general throughout the west, although in some parts of southern Manitoba and southern Saskatchewan reports of suffering through drought are being received. It is, nevertheless, expected that in the worst stricken area at least half to three-quarters of a crop will be reaped. In comparison with last year a crop more than twice the size will be reaped, not on account of such an increase in the yield per acre, but on account of the increased acreage.

MILLIONAIRE SHUTS UP SHOP.

"Why such a shop could not be made a paying proposition seems a mystery. What with growing their own vegetables, churning their own butter, raising their own chickens, and, in fact, producing nearly everything that such a store handles, and then again getting not only the wholesaler's, but the retailer's profit, one would think that such a business would yield a profit equal to the dividends of a radium deposit, but such did not prove to be the case and would seem to indicate that even with the high prices obtaining for any kind of farm or garden produce, re-

tailers are not making the profits that they are accused of exacting from the pockets of Toronto citizens."—Toronto Daily Star.

The Star is referring to a store on Yonge Street which had been operated by W. G. Trethewey, the millionaire, who runs a model farm at Weston, Ont. The business establishment, however, was closed some days ago, with the announcement that it was a losing proposition, and so the Star says, "That retailers are not making the profits that they are accused of exacting from the pockets of Toronto citizens."

The retail greers of Toronto and of the country owe a debt of gratitude to W. G. Trethewey. He, evidently, was possessed of the idea that the dealers were making money hand over fist, even if they had to buy their goods through the wholesaler, and so he thought he would grow and make most of his own produce and make more money. But he didn't do it; the business went behind at the rate of nearly two hundred dollars a day, and even the millionaire could not see that going on. So he closed up shop. The public should be convinced after this, that the retail greer isn't operating a branch of the royal mint.

Mr. Trethewey said he found his greatest trouble was in obtaining an efficient service. He lamented that the clerks would take orders to deliver half a pint of milk or cream, and then send it out in an auto, costing three thousand dollars. Now he has transferred all the business done at that store to his farm at Weston, and there he intends to stay.

THE FUTURE OF HONEY.

Conditions reported so far are none too favorable for the production of honey in Ontario, and the "busy buzzers" do not seem to have wintered as well as usual. Indeed the depreciation appears to have been almost three times that of the preceding winter although no definite cause for the increase in mortality has been given.

In the fall of 1910, the number of colonies, registered was 23,730, quite a formidable army. In May of this year, however, the figures had dwindled to 20,414. The difference represents a loss of fourteen per cent. while that of the corresponding period last year was but five per cent.

Accordingly the remaining colonies will be less fit than last year for the task of gathering in the sweet drops from the clover fields. Besides this the weather must be taken into consideration, for any sudden change in temperature, or at least a sudden chill, has a tendency to reduce the possibilities of a bountiful collection. The secretion of nectar in the flowers is hindered.

From this it would appear that honey seems to be in a fair way toward higher prices. One redeeming feature, however, lies in the fact that so far the condition of clover is reported as almost uniformly good.

LEMONS ARE STRONGER.

It was pointed out in The Grocer last week that if the warm weather continued, an upward movement in lemon prices could be expected. Such has been the case, and higher prices are now being asked. The torrid weather throughout the country during the week brought a tremendous demand for this fruit, and as a result dealers were again caught with short stocks. In Toronto, where

a little over a week ago, they could be bought at \$5, now as high as \$6 is being asked.

While there have been some recent arrivals of stocks, they were badly wanted and no overplus of supplies exists at any point. While the heat, and accordingly, the demand, has somewhat abated, a steady trade can be expected for some time. With the primary market steady and the gap caused by the hot weather to be filled, a certain amount, at least, of the recent advances can be expected to be maintained. Future weather will exert a certain amount of influence on prices.

THE MAN WHO WOULD NOT READ.

A case came to light recently, which shows more clearly than anything else could why a great many many men do not succeed in this busy world.

A representative of this paper called upon a certain Ontario dealer and urged upon him the necessity of having his clerks read the paper in order that they might keep closely in touch with all the new developments of the trade. The employer merely smiled and remarked: "If you can get the clerks to say they really want the paper and will read it, I will pay for it for them." The traveler tried and tried hard to impress upon the clerks the need of their reading a trade paper, but one and all affirmed that they had no time to read, and were not paid for that anyway. Evidently the employer in question knew his men.

Both employer and clerks were to blame in this—the proprietor for neglecting to inculcate in the help the desire to read, and the clerks because they would not seek to advance themselves by reading, and finding out what other clerks were doing at the moment to better their own condition. It is inconceivable that in this, the age of reading any one would venture to put forward the excuse that he did not have time to read, and especially where the reading bore a direct relation to his own bread and butter and the earning of it.

It is such employers whose trade never seems to increase, but generally appears to be on the wane; it is such clerks who, after a few years, find themselves out of employment and worse still, completely out of touch with the conditions of this work they have been doing for so many years.

EDITORIAL NOTE.

Lemons are being squeezed up again.

Niagara district fruit men are really alarmed about the crop. There apparently was no exaggeration in the report that berries were withering on the bushes and fruit on the trees, from the heat.

Ontario's crops seems to be far enough advanced to fight off the attack of the drought demon. That is good news, because agriculture is still the chief industry of that province.

A Toronto wholesaler made an effort to secure some beans the other day and found that there wasn't a man in the city able to let him have any. Construction camps must be increasing faster than the acreage being set aside for this food product.

Buying Public Demand Better Service

Not Cheap Selling That Draws Trade But Good Treatment— United Effort Will Help the Retail Grocer on to Better Things—Clerk Should Never Cease to Learn His Business—Persistence Absolutely Necessary.

By M. Moyer, Treasurer Retail Merchants' Association of Canada.

The fact becomes more apparent every day that it is not cheap selling that draws trade, but up-to-date service, and if the consuming public have to send away from their own towns to get the service they approve of, then there is something wrong with the methods of store keeping. There is perhaps nothing we have in the country which is so slow to move out of its old rut as store keeping, and in consequence of this, the country is losing one of its best assets. The men who distribute the products and bring within easy reach things the people need and desire to have, are an important factor in all communities, and if these fail to do the work in the best possible manner then the people have reason to complain, and if they are forced to seek other places to do their buving the merchants are largely to blame. The old time idea still prevails in the minds of a good many merchants that they cannot be on friendly terms with others who are in the same line of trade and instead of working together to improve the commercial machinery they are trying to throw obstacles in the way of each other, and while they are doing this their customers are deserting them.

Bitter Rivalry Results in Poorer Service.

The time was, when customers thought such a state of affairs was necessary, that bitter rivalry was their opportunity to get things cheaper, but they have grown out of that fallacy, and are demanding a more dignified service.

Some of the merchants are realizing this, and are improving their methods, but others are not, and until they all agree to conform with popular, up-to-date business ideas, their services, as distributors, are inadequate and not satisfactory. While all other lines of activities have found great beln and advantage in united effort, there are still a great many so called merchants, who are hanging on what they have got, and are opnosed to anything and everything which is in advance of their own old stick-in-the-mud notions.

Knocking Merchants' Organizations.

There are even cases where some of the merchants in a town organized a retail merchants' association in order to improve conditions, and those who did not join, led their customers to believe that it was a combine to raise the prices of goods, and for that reason they did not join them. Tactics of this kind are common among merchants and

as long as they don't rise to a higher level, or weed out the old fossils the country will suffer for want of up-to-date business men.

Manufacturers and producers of all kinds are constantly on the alert for improved machinery at any cost, in order to produce, more, better and cheaper goods, but the merchants are not following this rule and for that reason they are not getting the trade that rightfully belongs to them, and they are not rendering the service the people are entitled to.

While this machinery consists principally of men, they require the best, but like machinery, in order to get satisfactory results they must be properly oiled and have careful attention. In this respect the clerk does not get the same chance as a machine. If a machine does not work perfectly, it is helped and adjusted until it does perfect work. A clerk would be more than human if he could give the best that is in him without the oil of encouragement and appreciation. In some places, where the

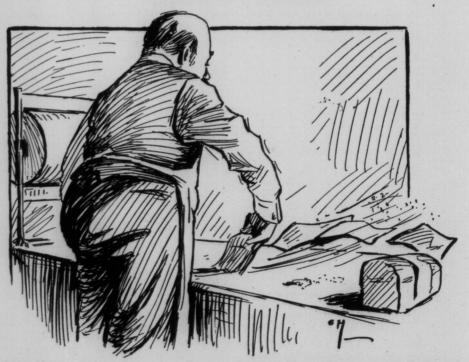
employers understand how to treat their clerks, they do their work so perfectly that people take a real pleasure in buying from them, and consequently will get their trade.

Clerks and Increased Knowledge.

As soon as a clerk thinks he knows it all, then he has to start to learn how little he knows. What he knows to-day is not enough for him to know to-morrow. Salesmanship like music requires constant intelligent practice. A word, a look, or a simple act, may make or lose a customer which may mean hundreds of dollars to the store. Many a manufacturer throws out a machine which has cost him thousands of dollars and replaces it with a better one, and he finds that it pays to do it.

Would it not be equally wise on the part of the merchant to demand a higher type of a machine in the shape of better clerks. Improved machines are invented and manufactured, because it is a known fact that there is a constant demand for better machines, for which the manufacturing world is willing to pay. If the commercial world were willing to pay for better clerks, surely the service could be so much improved that it would meet the demands of the neople, and business would follow its natural channel. Better clerks and husiness improvements can only result from united effort which will he my next subject.

CARTOON TALKS ON SERVICE



Sweeping crumbs from the counter to the floor does not work for any improvement of the opinion which the customer has of the dealer. A floor littered by odds and ends presents an appearance far from attractive.

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The Markets-Sugar Advances 10 Cents

Further Advance on Tuesday—Market Strong—Heavier Purchases of Sugar by Retailers—Interest in Prospects for Growing Crops—Prices on Strawberries and Peas Expected Soon—Some New Crop Peas Arrive on Market—French Pea Crop Reported Damaged—Summer Drinks and Prepared Foods in Good Demand.

See also Provisions, Cereals and Fruit Pages Following.

ONTARIO MARKETS

Pointers.

Sugar.-Up 10 cents.

Currants.—Bought at shade higher price than last year.

Jams.—Some manufacturers have withdrawn prices.

Canned Pineapple.—Advance of 40c in past 6 months.

Toronto, July 13.—Sugar again supplied the feature of the week, advancing 10 cents to \$4.85 on Tuesday of this week. The market is decidedly strong, even at the advance and a further upward movement is seemingly in order.

Business in general is reported quite good with collections fair. The country travelers will holiday from the 17th to 29th and the city travelers from the 20th to the 31st and are now making strenuous attempts to swell the amount of sales before taking their annual holiday. Some dealers are considering how the fires in Northern Ontario are going to affect trade in that section of the country. One wholesale house received an order for shipment by express to that section this week on which the express charges amounted to over \$100.

One wholesaler spoke particularly of the unsettled situation in jams. "Some of the manufacturers," he said, "have withdrawn their prices on jams until something more definite regarding the outlook is ascertained. There seems to be no question but that there will be a shortage. Producers of compounds have already advanced prices on their product."

Packers of pineapple have been advancing prices in order to put them on a paying basis and a total advance of 40 cents per dozen within the past six months has taken place. Prices on new pack strawberries and peas have not been made but are expected soon. A shipment of new peas was received in Toronto this week.

Summer drinks of various kinds are in good demand and with Old Sol dispensing his most fiery brand of sunshine, no difficulty should be found in selling these lines.

Sugar.—A further advance, as suggested last week, has taken place in the sugar market, 10 cents being added on Tuesday bringing quotations on the Toronto market up to \$4.85. The market is decidedly firm at the advance, and it seems quite probable under conditions now existing that a further upward movement will be in order. The facts of the case

are these. Cuban raws have practically all been contracted for. American refiners will require, it is estimated, 200,000 tons of raws before Jan. 1st. The demand for refined in New York is extra heavy, thus forcing refiners to make purchases. Dealers in Europe being acquainted with these facts and on this and the strength of damage to growing beet crops in Germany and Bohemia have forced prices up fully 25 points above quotations ruling for beets two weeks ago. At present European beets landed in New York equal \$4.57 while the last sales of Cuban raws were made at \$4.23. Thus on the surface, the situation exhibits considerable strength, although just what European beets will do is somewhat uncertain. The course of the market depends largely upon future supply and demand. Local demand from the retailer shows improvement, although it has been somewhat affected by the scarcity of fruits for preserving.

Imperial granulated	4 65
Beaver granulated	4 65
Yellow, bags. Barrels of granulated and yellow will be furnished at 5 cents above bag prices.	4 45
Extra ground, bris	5 25
" 50-lb. boxes	5 45
" 25-lb. boxes	5 55
Powdered, brls	5 05
50-lb. boxes	6 05
11 25-lb. boxes	5 45
Red Seal, cwt	7 10
St. Lawrence Crystal Diamonds	7 60
Paris lumps, in 100-lb, boxes	. 5 75
" in 50-lb. "	. 5 85
' in 26-1b. "	6 05

Dried Fruits.—It seems like repetition to say that stocks of prunes, peaches and kindred lines are practically cleaned up because such has been the case for some little time past. The market is bare of nearly all lines. Raisins and currants are the only exception and these are limited. Interest in the growing California fruit crop is still lacking. More attention has been given to currants and considerable buying of this year's (rou is reported at prices a shade higher than last year's opening prices, but the market is rather unsettled as yet. The first shipments of new stock will not arrive until the early part of October. From Spain come reports of good prospects for the raisin crop, both as regards quality and quantity, but no prices have as yet been

Syrup and Molasses.—"Nothing special" is the report in regard to both these lines. Syrup trade is moderate for the season of the year with molasses quietly inclined. Prices are repeated at previous quotations, with no features to the situation.

Syrups—	Pe	r case	Maple Syrup—	
2 lb. tins, 2 doz.			Gallons, 6to case	4 80
in case		2 25	1 " 12 "	5 40
5 lb. tins, 1 doz.			Quarts, 24 "	
in case		2 60	Pints, 24 "	3 00
10 lb. tins, & doz.			Molasses-	
in case		2 50	New Orleans,	
20 lb. tins, 1 doz.				0 35
in case		2 45	New Orleans,	• ••
Barrels, per 1b		0 034	bbls 0 28	32
Half barrels, 1b.		0 031	Barbadoes, extra	-
Quarter II II		0 031	fancy	0 45
Pails 384 the se		1 70	Porto Rico 0 45	
Pails, 384 lbs. ca		1 20	Muscovado	0 30
-0		4 40	MIUBOUTRUU	0 00

CANNED GOODS

Toronto.—Wholesalers are wondering to what extent their orders for canned goods will be filled. They are closely following crop conditions and the torrid weather of the past two weeks, combined with last year's experience regarding the shortness in delivery, has brought this thought more prominently before them

tnem.			
VEGETA	BLES	Per do	Z.
Asparagus tips, 2's, talis Beans, Golden Wax, 2's. """" Midgets, 2's """ Refugee or Valentine "" Refugee Midgets 2's. """ Whole, blood red, 2's. """ whole, blood red, 3's. """ whole, Rosebud, 2's. """ """ """ """ """" """" """" """"""""	Gr	oup B Gr 2 521 2	oup A
Beans, Golden Wax, 2's		0 971 1	00
" Midgets, 2's			30
" Petures or Valentine	Green) %	1 371 1	40
" Refugee Midgets 2's	Green) 28.		30
Death - 1/2 - 3 - 3 - 5 - 5		1 374 1	40
" whole blood red, 2's			00
" sliced, blood red, 3's		1 324 1	35
whole, blood red, 3's			40
whole, Rosebud, 28	••••••		30 55
Cabbage, 3's		0 974	00
Carrots, 2's		0 971	00
fancy 2's		0 971 1 0 971 1 0 95 1 1 05 1	971
Cabbage, 3's. Carrots, 2's. Corn, 2's. 'fancy, 2's. 'on cob, gal. Peas, Standard, size 4, 2's. 'Early June, size 3, 2's. 'Sweet Wrinkle, size 2, 2's. 'Extra fine sifted, size 1, 2'		4	771
Peas, Standard, size 4, 2's		1 35	40 50 50 871 00
Sweet Wrinkle size 2 9's			50
" Extra fine sifted, size 1. 2"	8	1 771	871
Pumpkin, 3's		0 971	00
Spingeh table 9's		3 021	05
3's	•••••	1 771	30
" " gal		5 021	30 30 30 505
Tomatoes, 2's		1 05 1	071
gals		8 75	1 021
Spinach, table, 2's Spinach, table, 2's "" 3's Tomatoes, 2's "" 3's Turnips, 3's.		1 124	1 15
			1 20
Apples, standard, 7s		3 75	4 (0 1 30 5 30 1 55
gal		5 274	5 30
Cherries, black, not pitted, hear	y syrup, 2's	1 52	55
red. not pitted, heavy	syrup, 28	1 524	1 95 1 55
" red pitted, heavy syr	ар, 2'в	2 17	2 27± 1 65
" white pitted heavy as	vy syrup, 2's	1 624	1 65
" red pitted, gal		8 521	8 55
Gooseberries, 2's, heavy syrup.			771
Peaches, 2's, white, heavy syrup	m	1 071	1 771
" 2's, yellow, heavy syru		1 874	1 90
Raspberries, black, heavy syrup	, 2'8		1 90
" red. heavy syrup.	'a	1 90	7 05 1 95
red, standard gal.		7 021	7 05
"red pitted, gal. Gooseberries, 2's, heavy syrup. Lawtonberries, 2's, heavy syrup Peaches, 2's, white, heavy syru "2's, yellow, heavy syrup hack, heavy syrup, ared, heavy syrup, red, standard, gal "red, standard gal. "red, solid pack, ga Pineapple, ja sliced.	1	9 27	9 30
Pineapple, 1½ sliced			1 75 1 70
" 1 grated	*************		75
Khubard, preserved, 2's	••••••	1 52	1.55
" standard, gal		2 27	2 30 3 60
Rhubarb, preserved, 2's		3 50° 1 77½	1 80
Clover Leaf and Horseshoe br	ands salmon	:	
1-10. UMIE, UUZUH 2 20 2 2/2	Cohoes, per Red Spring	doz	1 77
I-lb. flats, dozen 2 45 2 471	Tabetania	uoz. 2 10	2 18
Other salmon prices	Lobsters, ha		9 05
Humpbacks, doz 1 30 1 35	Lobsters,		4 00
Humpbacks, doz 1 30 1 35 Pinks 1 30 1 35	ters, per d	ozen	1 60
Northern River Sockers		2 20	2 25
Turkey 4 00	Soup, 2's		. 19
Chicken 4 00 Turkey 4 00 Ducks 4 00	190up, 18		. 1 40

Prunes-		
30 to 40, in 26-lb. boxes		0 17
Same fruit in 50-lb. boxes		0 161
Apricote-		
Choice, 25 lb boxes	0 20	0 21
Candied Peels—		
Lemon 0 09 0 11 Orange 0 10 0 121	Oltron 0 15	0 17
Figs— Elemes, per lb.	24 "0 11	1 0 101
Elemes, per lb. 15 inches 0 08 0 10 2 0 08 0 10	24 " 0 11	0 13
2 " 0 08 0 10 12 2 " 0 09 0 12	Umbrella boxes0 12	0 14
Tapnets, "	0 04	0 041
Bag figs	0 04	0 134
Dried apples	G 09	0 09
Evaporated apples		0 16
Pine Filiatras 0 071 0 08	Vostizzas 0 10	0 12
Patras 0 08 0 082 Uncleaned to less		
Raisins-		
Sultana	0 10	0 12
" extra fancy	0 14	0 16
Valencias selected	0 08	0 10
Seeded, 1 lb packets, fancy 16 oz. packets, choice	0 09	
	Sairs	0 05
Dates— Hallowees—	Package dates, per 11b 0 06	1 0 068
Full boxes 0 053 0 06	Fards choicest., 0 10	0 0 10

Tea.-" Moderate steadiness with a slight easing off in prices" was the way one broker described the Ceylon tea situation. Apparently, prices have eased somewhat but to no great extent as yet. One report on Ceylon tea says, "There was a good demand ruling, but with quality generally showing a distinct falling off, a great deal of irregularity was apparent, and a lower range of prices was often established. This was most noticeable amongst common and lower medium sorts. Common kinds of leaf tea were obtainable in fair quantity, the quotations for this class making a decline of 1/4c per lb. Better mediums showed no material alteration.'

Coffee.-Prices are unchanged and so is the general situation. New York reports both speculative and spot coffees steady, and that, while the situation statistically is strong, the improvement in business has not come up to expectations. Considering the trade to the retail trade, local dealers contend that the demand for coffee is well maintained as well as the standard of quality.

Rio, roasted					Mocha, roasted.		
Green Rio					Java, roasted 0		
Santos, roasted.	0	20	0	22	Mexican		
Maricaibo, "	0	22	0	24	Gautemalo 0		
Bogotas	0	24	0	25	Jamaica 0		22

Nuts.-Nothing new has developed in nuts. Prices are unchanged with a moderate trade being transacted, with peanuts and shelled varieties the most prominent.

Almonds, Formigetta	C 15	0	16
" Tarragona		0	16
" shelled	. 0 35	0	38
Walnuts, Grenoble	0 154	0	16
" Bordeaux	0 14	0	15
" Marbots	0 15		151
" shelled		0	40
Filberts	. 0 12	0	124
Pecans	. 0 18	0	204
Brazils (new crop)	. 0 16	0	18
Peanuts, roasted	. 0 10	0	124

Spices.-Retailers have not as vet commenced purchasing in anticipation of their wants for the pickling season, but this trade is expected to develop in the near future. "It generally comes on with a rush," said one dealer, "and

is liable to start at any time." Prices are steady.

	Bbls.	Pails or Boxes	Tine	plan. ds	1-1b.	
Alispice	0 14	0 16	0 17	0 75	0 80	
Cinnamon	0 94	0 25	0 27	0 90	0 90	
Casenne pepper	0 234	0 244	0 264	0 90	0 90	
Cloves	0 241	0 25	0 27	0 90	0 90	
Cream tartar	0 25	0 26	0 28	0 90		
Curry powder			0 25	****		
Ginger	0 22	0 24	0 26	0 80	0 90	
Mace			0 75		2 75	
Nutmegs			0 30	190	2 00	
Pepper, black	0 15	0 16	0 174	0 75	0 90	
Pepper, white	0 24	0 25	0 26	1 00	1 10	
Pastry spice	0 23	0 24	0 26	0 80	0 90	
Pickling spice	0 15	0 16	0 18	0 75	0 75	
Turmerio			0 16	****		
Mustard seed, per 1b.	in bulk				0 12	
Celery seed, per lb. in	bulk			*****	20	

Rice and Tapioca.—The trade in these lines is of a routine character, with nothing special bearing on prices in evidence, other than spoken of previously.

Montreal				2 90
Rice, stand B 0 Rangoon 0	031 0 031	Sago, medimm brown Tapioca—	0 051	0 06
Patna 0 Japan 0 Java 0 Carolina 0	04½ 0 06 06 0 07	Bullet, double goat	0 06	0 08 0 061 80 0

Standard B, from mills, 500 lbs. or over, f.o.b.

Beans.-Some dealers report the supply of beans none too plentiful, considering that new crop will not be available before October. Others express a different opinion regarding the amount available, although it is allowed that many are of inferior quality. The acreage in Ontario this year is slightly in excess of last year. A crop of 1,000,000 bushels is predicted by one authority if weather conditions prove favorable.

Prime	beans,	per bu	shel.		1 90	2	10
Hand 1	picked	beans,	per	bushel	2 10	9	25

MANITOBA MARKETS

POINTERS-

Sugar.-Firm.

Syrup.—Advanced ten cents.

Beans.-Firm and high.

Winnipeg, Man., July 15th.-Trade in all lines of the grocery business continues to be extremely active for this period of the year. Prices are holding firm and the condition of the growing crop is certainly reflected on the condition of the market. Orders have been heavier than usual during the week as the majority of the travelers are coming in some time this week for the Canada Industrial Exhibition which is held from the 13th to the 22nd of July. Owing to the expected holiday they have been hurrying over their territory and as a result, orders have been coming in large quantities. One wholesaler when asked if the arrival of the traveler in the city would ease the rush at all on his house, replied with a grim smile that they had enough orders on hand to keep them busy for a month and that they were unable to give the attention that should be given to each order at the present time. This will in a way help to give an idea of conditions prevailing.

All lines during the week have been strengthening considerably. The feature of the week, however, was the advance of ten cents per case in syrup and fifteen cents per gallon in barrels. Beans are also attracting attention by their firmness and Ontario Maws are quoted now at 121/2 cents.

Sugar.-While no change has taken place in the price of sugar the market continues to hold firm. There is a strong demand at present and stocks are of fair size.

Montreal	and B.O. granulated, in bbls 5 15
"	" in sacks 5 10
	yellow, in bbls 4 75
	" in sacks
Icing suga	r, in bbls 5 50
Domdonad	in boxes (25 lbs.)
Lowdeled	sugar, in bbls
**	" in small quantities 6 05
Lump ha	rd, in bbls
***	in j-bbls 6 10
	in 100-lb. cases

Syrup and Molasses.—The strength of the syrup market can be understood when it advanced 10 cents a case and 15 cents per gallon in barrels. While an advance was expected it was not anticipated at anything as high as this would take place and consequently many have been considerably surprised.

Syrups—	
24 2-lb. tins, per case	 2 23
12 5-lb. tins, per case	 2 48
6 10-1b. tins, per cate	 2 46
3 20-1b. tins, per case	2 47
Half barrels, per cwt	 4 00
Barbadoes molasses, in half barrels, per gallon	0 62
New Orleans molasses, half barrels, per gallon	0 45
New Orleans molasses, per barrel, per gallon	0 47

Fruits.-The situation in dried fruits remains unchanged in the last week and while several lines are reported to be going higher, no change in prices has yet been quoted.

Californ	in voiel	**	clean	ed, per lb ed, per lb ed in ‡-lb. packages			122 132
Camion	na raisi			ed in f-io. packages		0	673
**	66	fan	package	d, in 2-lb. packages		U	012
			package			0	08
**	44			d, in 1-lb. packages		•	00
		Der	nacksge	packages		0	09
44	66	fan	cv seede	d, in 1-lb. packages		٠	00
				packages		0	091
Raisins	3 crow	n muse	atels, pe	r lb			075
Raisins	4 crow	n musc	atels, pe	r lb			08
			, ,				
Prune				Prunes, 50-60, 1b			14
25-1bbx	, 90-100,1			Prunes, 40-50, lb		0	14
	80-90		0 131	Silver prunes, ac.			
	70-80		0 14	to quality	0 114	0	14
	60-70	"	0 144				
				1 11			-
Currant	s. uncle	eaned. I				0	07
Currant	dry.	cleaned, I	Filiatr	ck, per lb			
Currant	dry,	cleaned	, Filiatra	as, per lb		0	08
**	dry,	cleaned,	per lb.	as, perlb		00	08 08
::	dry, wet, c Filia	cleaned, cleaned, tras, in	per lb., 1-lb. pk	g., dry, cleaned, lb.		000	08 08 09
Pears,	dry, wet, c Filia	cleaned cleaned, tras, in	per lb.	g., dry, cleaned, lb. Nectarines, lb.		000	08 08 09
Pears, p	dry, wet, o Filia per lbs, stan	cleaned cleaned, tras, in	, Filiatra per lb., 1-lb. pkg	as, per lb		0000	08 08 09 12
Pears, peache	dry, wet, or Filia per lb s, stan per lb	cleaned, cleaned, tras, in	0 161 0 102	s, per lb		0000	08 08 09 12
Pears, peache ard, peache	dry, wet, c Filia per lb s, stan per lb s, choice	cleaned, tras, in d-	0 161 0 102	g., dry, cleaned, lb. Nectarines, lb. Dates, Hallows per lb., bulk. Dates, psc age		000 0 0	08 08 09 12 08
Pears, peache ard, peache Aprico	dry, wet, or Filia per lbs, stan per lbs, choicets, stan	cleaned, cleaned, tras, in d- d-	0 102 0 112	g, dry, cleaned, lb. Nectarines, lb. Dates, Hallows per lb., bulk Dates, psc age 30 in case		000 0 0 0	08 08 09 12 06
Pears, peache ard, peache Aprico ard, p	dry, wet, or Filia per lb s, stan per lb s, choicets, stan per lb	cleaned cleaned, tras, in d- d- d-	0 161 0 102	g, dry, cleaned, lb. Nectarines, lb. Dates, Hallows per lb., bulk. Dates, psc age 30 in case Peel, lemon, lb		000 0 0 00	08 08 09 12 08
Pears, peache ard, peache Aprico ard, p	dry, wet, or Filia per lb s, stan per lb s, choice ts, stan per lb ts, choice t	cleaned cleaned, tras, in d- d- d-	0 16½ 0 16½ 0 16½ 0 16½	g, dry, cleaned, lb. Nectarines, lb. Dates, Hallows per lb., bulk Dates, psc age 30 in case. Peel, lemon, lb Peel, orange, lb		000 0 0 000	08 08 09 12 06 10 10
Pears, peache Aprico ard, per li	dry, wet, or Filia per lb s, stan per lb s, choicets, stan per lb	cleaned deaned, tras, in d-	0 102 0 112	g, dry, cleaned, lb. Nectarines, lb. Dates, Hallows per lb., bulk. Dates, psc age 30 in case Peel, lemon, lb		000 0 0 000	07: 08: 08: 09: 12: 05: 06: 10: 14:

Coffee.—This line is also considerably stronger and is expected to advance on the local market during the week to correspond with the advance of the Southern market. Stocks or fair sizes are held in the city at the present time but the demand during the last few weeks has been only normal. Coffee, standard Rio. 0 141

Beans and Peas.—The bean market is strong and expected to be considerably

Coffee, choice...... 0 152 Coffee, extra choice.. 0 162

higher be quoted at tario. It will adva bushel du on the m expected. Beans, 3-lb. pi Hand picked, Peas, split, 100

Flour. domestic last week quired als but busin active.

Much i present ti trade wit cannot co producers quently t flour to J so well a after that done in thought, l in Japan and the being was

First p 98 lbs, sa 1st clears Cereals. fallen off week and ported to

no reduct price on derstod th present fi prices wi Farmers a hay on t effect on business

There i and oatm some of the West Rolled oa of 80 por teed oatr pounds.

> BRITI Vancou

vance of in price a age. Ci turned or label an A grocer crate wh is alway highest q ed if cr raw crea in a labe higher before long. Ontario Maws are quoted at 121/2 cents per pound in Ontario. It is expected that local prices will advance from five to ten cents a bushel during the week. Peas are also on the move and a similar advance is expected.

Beans, 3-lb. picker, per bushei Hand picked, per bushel Peas, split, 100 lbs.....

Flour.—There has been a fairly good domestic movement of flour during the last week at steady prices. Export acquired also showed some improvements but business in this respect was not active.

Much interest is being taken at the present time in the endeavor to develop trade with the Orient. Local millers cannot compete with the Washington producers of low grade flour and consequently the export trade of Canadian flour to Japan and China which started so well a few years ago fell off short after that and there has been but little done in that direction since. It is thought, however, that there is a market in Japan for the best Canadian grade and the result of recent shipments are being watched with much interest.

First patents are steady at \$2.65 per 98 lbs, sack; seconds \$2.45; clears \$2.35; 1st clears \$2.00 and common grade \$1.50.

Cereals.-The demand for feed has fallen off considerably during the last week and a small surplus stock is reported to be in millers' hands. While no reductions have been announced in price on the Winnipeg market, it is understod that millers are willing to shade present figures and it is likely lower prices will be in existence before long. Farmers are now delivering loads of new hay on the market which has had an effect on the local demand for feed, and business in the country is quiet.

There is no new feature in rolled oats and oatmeal. Business expected that some of the mills in different parts of the West are beginning to grind again. Rolled oats is quoted at \$1.90 per sack of 80 pounds and standard and guaranteed oatmeal at \$2.40 per sack of 98 pounds.

BRITISH COLUMBIA MARKETS.

Vancouver, July 13.-Despite the advance of summer, butter remains firm in price and poor in quality on the average. Creameries which never before turned out poor butter, have under their label an article that is being returned. A grocer this week sent back a 60-pound erate which had blue mould on it. He is always doing his best to get the highest quality. The wonder is expressed if creameries are not selling their raw cream and putting up other butter in a label that has won a reputation.

Growers in the Ladner district at the mouth of the Fraser River, have started early shipments of potatoes. Two tons and a half were sold this week, the price being \$100 a ton. It looks as if potatoes are going to be more expensive than usual during next winter. In former years potatoes at the outset have commanded from \$60 to \$70 a ton at the opening of the season, and only once has \$100 been paid and that for only a shipment or two at the very first. The late season is the principal cause of the scarcity and the high price, and a late frost, which nipped the tops, necessitating a second planting in some cases. Dry weather in the spring also had its effect.

With the advance of the season, local strawberries have been coming into the city at about a carload a day, with the price down to \$2 a crate. It is not expected that they will be any cheaper.

There is still a scarcity in beef, and supplies are being brought in from Omaha and other points. Some relief is expected now that grass-fed cattle will be available shortly from the

NEW BRUNSWICK MARKETS.

St. John, N. B., July 13.-The most notable feature of the local market is the strength of sugar. An advance of 5 cents was noted last week, and all New York refiners this week made an additional advance of ten cents. Prospects are that the price will go higher.

Although the flour market is strong, experienced local dealers are of the opinion that there is too much difference between Manitoba and Ontario patents, but do not anticipate much of a change in the immediate future.

Beans, hand	Molasses, fcy.
picked, bus 2 20 2 25	Barbados, gl 0 28 0 29
Beans, yellow	Potatoes,
eye, bus 2 40 2 45	bbl 2 25 2 40
Cheese, new, lb. 0 121 0 121	Butter, dairy,
Currents, 1's, lb. 0 082 0 09	lb 0 19 0 21
Canned goods-	Butter, cream-
Peas, No. 4 1 20	ery, 1b 0 22 0 23
" No. 3 1 27	Eggs, hennery 0 17 0 18
" No. 2 1 321 " No. 1 1 80	Eggs, case 0 16 0 161
" No. 1 1 80"	Ham 0 16
Peaches, 2's,	Rice, lb . 0 031 0 031
dozen 1 95 2 00	Lard, compound
Peaches, 3's,	1b 0 11 0 11
dozen 3 00 3 05	Lard, pure, lb 0 111 C 12
Raspberries,	Bacon 0 16 0 18
dozen 1 85 1 90	Pork, domestic
Tomatoes 1 45 1 50	mess 21 00 21 50
Strawberries. 1 85 1 90	Pork, Ameri-
Flour, Manitoba 6 15 6 20	can clear 19 25 21 50
" Ontario. 5 20 5 25	Salmon, case—
	Red spring 7 00 7 50
Fish-	Cohoes 6 50 6 75
Ood, dry 5 00 5 10	Baked beans,
Cornmeal, gran 4 75	dosen 1 15 1 25
Cornmeal, bags 1 60	Lemons, Messi-
" bbla 3 35	na, per box 4 50 5 CO
Oatmeal, bbls. 5 25 5 30	A STATE OF THE PARTY OF THE PAR
Std. oatmeal 5 75	Sugar-
Rolled oatmeal 5 25	Standard gran. 4 80 4 90
Buckwheat,	Austrian " 4 70 4 80
west. grey, bag 2 65 2 70	Bright yellow 4 60 4 70
Oal. raisins, seed-	No. 1 yellow 4 30 4 40
ed 0 10% 0 10%	Paris lumps 5 60 5 78

Just at press time, a wire arrived from our correspondent in St. John. N. B., reading that sugar had advanced ten cents per hundredweight in that province. Ontario, Quebec and Nova Scotia were also affected in this increase.

NOVA SCOTIA MARKETS.

Halifax, July 13.-An advance of ten cents per hundred pounds in the price of all grades of refined sugar is the principal change in the local grocery markets this week. Wholesale dealers say that the sugar market is strong, and that there is every probability of another advance in the near future. Extra standard granulated is now quoted at \$4.85 per hundred pounds.

More potatoes are coming on the market now from Prince Edward Island, than for some weeks. They are all old stock. They are now quoted at 80 cents per bushel, and the quality of the stock is excellent for so late in the season. New American potatoes are on the market, and they are quoted at \$3 per bushel.

Heavy receipts of butter are coming along, but the price continues unchanged. The egg trade is quiet as the receipts are light, particularly of Nova Scotia stock. The crop of strawberries is proving very disappointing, the drought of the past ten days having shortened the crop materially. The price has jumped to 12 cents per box for Nova Scotia berries. Some New Brunswick berries arrived to-day and they are selling at 15 cents per box.

INFORMATION FOR BUYERS.

Supplied to the Trade by Sellers.

F. Chivers & Co., of Bath, England. are now placing their "Six Good Lines" on the Canadian market, and find that the dealers are showing great interest in their carpet soaps, furniture polish and floor polish, etc. The dealers' margin of profit is very reasonable. They are represented by Harrison & Son, St. Nicholas Building, Montreal.

The Dominion Cocoanut Butters, Ltd., beg to announce to the trade that they will be pleased to forward on request a series of recipes for use in cooking with Ko-Ko-But, a butter substitute adver-

tised in this paper.

Laporte, Martin & Co., Limited, have been fortunate enough to secure 3,000 cases of the celebrated imported canned vegetables and soups of the "Soleil" brand just before the advance in prices. Orders should be placed at once. A special offer is also made by this firm for the "La Capitale" Vichy Water, one of the best water of the Vichy Basin. A consignment of sardines is also to be had at bargain figures. Read their advertisement in this issue.

Owing to the large increase in business in British Columbia, W. G. Patrick & Co., have found it necessary to open a branch in Vancouver in charge of Jno. Hutchison. The new office will be located in room 416, Holden Block, 16 Hastings St. East, Vancouver, B.C.

CAMPBELL BROS. and WILSON, Limited

WINNIPEG

RAMO GOODS

WHOLESALE GROCERS AND PACKERS OF ROYAL SHIELD BRAND OF TEAS, COFFEES, EXTRACTS, JELLY POWDERS, ETC.

Guaranteed absolutely pure and of high quality.

Order now your requirements of Canned Fruits and Vegetables and ensure full delivery. We offer you choice of all the standard well-known brands.

Your Correspondence and Orders Solicited

CAMPBELL, WILSON & HORNE, LIMITED, CALGARY CAMPBELL, WILSON & SMITH, LIMITED, REGINA CAMPBELL, WILSON & ADAMS, LIMITED, SASKATOON CAMPBELL, WILSON & HORNE, LIMITED, LETHBRIDGE



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And tion v Less Comp questi himse cussio the s condi town scale there date thing ceedin with time solved eapol tary; the v

> I h times own repea in it.

Ou that mark sume or ou ed a many tools body who trade live stand of the pay experime that sellin age is rest us a any is litend that

Why Department Cutter Came Into Fold

Methods by Which Grocers in Minneapolis Forced Big Competitor to Admit Himself Beaten—Selling by Dealers Just at Advertised Prices Caused Big Store's Trade to Fall Away—The Value of Co-operation.

* By Henry Johnson, Jr.

Another Grocers' Convention question was: If the Other Fellow Sells at Less than Cost how shall we Meet the Competition?

I am inclined to the opinion that the questioner has solved that problem for himself; but it is a good point for discussion, and the answer is various and the solution largely dependent on local conditions. It is solved in my own town by our simply ignoring that kind of competition, and selling at our own scale of prices. In Minneapolis, where there is a strong, well organized, up-todate association which really does things, the solution was unique and exceedingly effective. In a Western City with which I am familiar, up to the time of my last advices, they had not solved the difficulty, though they have at hand the same remedy used in Minneapolis and an up-to-date local secretary; and it has always been a puzzle to me why they have not yet found the way out.

I have covered this thing two or three times already so far as telling about my own store goes; but the story will bear repeating for what good there may be in it.

Do Not Meet Price.

Our town happens to be peculiar in that it is what may be called a final market-things come in and are consumed there. Very little goes through or out of it. It is not what may be called a manufacturing centre, although many things are made there, including tools and farm machinery; but the great body of the people are salaried workers, who do a good deal in the social line, trade where it is fashionable to trade, live according to certain accepted standards, and, while often complaining of the high cost of living, are willing to pay the cost of exacting service and the expense of carrying a wide variety of fine goods. Hence, one peculiarity is that the fact that one or two may be selling notably cheaper than the average merchant does not greatly affect the rest of us; in fact, it sometimes takes us a long time to find out that there is any cutting going on. Obviously, there is little of the problem for us to contend with. Occasionally we learn that some department store man, who runs a quasi-grocery end to his business, is selling baking soda for 7 cents where our price is ten cents-but

we do not meet that price—rather let the customer go to him for that item. For to meet his price would be to lose 3 cents not only on that package, but on all our sales of soda; while to let him sell this one customer does little damage in comparison. So we simply handle the difficulty that way.

Right Goods for Trade.

On other items, where there is sometimes a tendency to close price-competition, we rely on better service; bigger assortment; the fact of always having the right line of goods for the particular trade; emphasizing something other than price-and this last is one proper recourse which is always within the reach of every merchant who would grow and prosper in spite of what might otherwise be disastrous competition. I know of one well-to-do grocer who has "gone it alone" in one town where price seems to be all that is generally thought of, and has made a big success. He worked on having the goods, the attractive fixtures, the carefully organized and efficient delivery service. His store was the wonder and amazement, also the subject of humorous comment to begin with; but nobody smiles at him now, though many smile with him.

Story of Minneapolis.

The story of Minneapolis is unique so far as I know. The association was formed and perfected really as a desperate means of self-preservation, as there was one department man who was cutting things wide-open regularly. Soemthing had to be done to bring this man to reason; and somebody had a brilliant idea. The department man advertised low prices on a certain assortment of goods, as was his regular habit, when one day he noted that his list failed to draw the accustomed crowds. He cut deeper-and less impression was made. His "shoppers" were put to work and they reported that the reason why his leaders failed to draw was that, on the days when he advertised them, every store in the town sold those goods at precisely his prices for just as long as he sold them at the reduced figures. There was no ostentation about it. The grocers did not cut under his figures. They did not specially display that cut-price line. It simply happened that customers who asked prices at grocery stores, for comparison, found they

could buy at the same figures of their regular grocers; and, naturally, they preferred to buy of the regular man rather than go away down town to get the same figures and pay cash to the department store. The point was that, as every grocer sold at the reduced prices, there was little burden on any one of them and they could stand it even longer than the department store man could do. He thought it over for a while; could see no way out; and finally came right to the secretary and acknowledged himself beaten. Moreover, he joined the association; has been a strong member ever since, and that association is to-day a model of efficiency and strength. All of which shows that, if the trouble is met boldly and in a spirit of honest, hearty, good-faith co-operation, it can be cured.

A Difficult Case.

In one other town an altogether mistaken policy was adopted. The association was strong enough to make the jobbers feel that they could not profitably sell to a newly organized grocery department in a department store and the attempt was made to deny supplies to that department. The effect was to send the department's orders to another city, at some considerable cost, of course; but that store was then able to advertise that the "grocer's trust" was working to keep up prices to the poor, and the department man posed as the champion of the laboring classes, etc., all to its own great gain in its other departments, so that it really made a very good thing out of the mistaken move of the grocers, while the grocers themselves were suffering from the same old cut prices. This went on for a year or more, until one of the stronger jobbers saw the weakness of the position in which the association had placed itself and decided that it would sell that department all the goods it wanted. That broke the combination and rendered ineffective such advertising as had been so profitable to the department store; stole its thunder, so to speak, and put it much more nearly on the same basis as other stores. It took some little time for the local association to see that the jobber was right, but I believe it is understood now. If that association will now follow the lead of Minneapolis, the entire trouble may be cured.

All of which shows, I think, that association work, properly directed can accomplish wonders and do incalculable good; also that any plan which savors of coercion will get nowhere no matter how great may be its apparent strength.

It also simmers down to the answer that the way to meet the other fellow in his folly is not to meet him at all, but to devise means, according to the local conditions, to beat him at his own game and trim his claws.

Manusacturers, Manusacturers' Agents, Brokers, Etc.

BRITISH COLUMBIA DIRECTORY

W. A. JAMESON COFFEE CO.

Importers and Roasters of High Grade

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.

The Condensed Ade, in this Paper will bring good results

I AM NOW OPEN

for appointment for one or two good agencies. My travellers are now calling in every town of import-ance in Alberta and British Columbia.

20 YEARS' EXPERIENCE

By placing your business with me you will se the benefit of a strong and reliable connection. Write Box Z, Canadian Grecer, Montreal

VICTORIA FRUIT GROWERS' ASSOCIATION

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

COR. WHARF AND YATES STS. - VICTORIA Branch at 14) Water Street, Vancouver.

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

"We will never be buried with the unknown dead--we ADVERTISE. There's the whole thing in a nutshell --- we ADVERTISE; and, therefore, we CANNOT be unknown."

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.



Investigate THE MERITS OF

COLES

which we make in all sires and styles for all purposes. We manufacture a complete line of hand mills--mills for coffee roasters and electrically driven mil's, at reasonable prices.

All Prices are F.O.B. Phila., Pa.

Coles Mfg. Co.

1624 N. 23rd St. PHILADELPHIA, PA.

For Direct Current, \$65 For Alternating Current, \$75

AGENTS—Chase & Sanborn, Montreal; Todhunter, Mitchell & Co., Toronto and Winnipeg; Dore Bros., Hamilton, Ontario; Kelly, Douglas & Co., Vancouver, B. C.; L. T. Mewburne & Co., Calgary, Alta.

There's Money in Summer Drinks

The first thought of the thirsty public on these hot days is to have a drink that will please the taste, and quench the thirst.

The grocer who has for sale a line of summer drinks of such individual merit as "Sterling Brand" will corner the trade of these goods in his locality. Their excellent quality and genuineness make them sure favorites wherever used and guarantee repeat orders.

SEE TO YOUR STOCKS TO-DAY

The T. A. LYTLE CO., Limited

STERLING ROAD, TORONTO

Well-Earned Holidays

Red Rose Tea travellers will be on holidays from July 17th to the 29th, and I am sure you wish them all two weeks of solid enjoyment. In the meantime your stock of Red Rose Tea may get low in some grades, and your order by mail, or by wire at my expense, will receive prompt attention.

It Pays to Recommend

Red Rose Tea

Because it "is good tea"

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

Branches

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

Be Careful How You Buy Your Refrigerator



Don't get an "Ice Box."

The damp, musty, stagnant air "Ice Box" is a breeding place for germs and disease, and the average refrigerator is merely an elaborate Ice Box.

Proper ventilation and perfect circulation of cold, dry air is only properly obtained in the "Eureka" Refrigerator, which has an exclusive and patented system of air circulation, and this guarantees an absolutely dry refrigerator.

We have been twentyfive years exclusively manufacturing refrigerators, and our present models have all our knowledge and experience worked into them.

In the matter of sanitation in materials used, in design and finish, in price, there is no refrigerator on the market can compare with the "EUREKA."

Let Us Send You Our New Illustrated Catalogue.

EUREKA REFRIGERATOR CO., LTD., TORONTO 54-56 Noble Street.



Built on Merit

The easiest running, quickest grinding and most attractive mill for your store is the

ELGINNational Coffee Mill

It is equipped with our new style force feed steel cutting grinders, which make for fast grinding and durability

Prompt shipments our specialty.

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.; Kelley, Douglas & Co., Ltd.
HAMILTON—Jas Turner & Co.; Balfour, Smye & Co.; McPherson, Glassco & Co.
TORONTO—Eby, Blain, Ltd.
LONDON—Gorman, Eckert & Co.
ST. JOHN, N.B.—G. E. Barbour Co., Dearborn & Co.
REGINA, SASK.—Campbell, Wilson & Smith
MONTREAL—The Canadian Fairbanks Co. (and branches).
EDMONTON, ALTA.—The A. MacDonald Co.

MADE BY

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

Bean Harvest of One Million Bushels

This Yield Predicted by N. H. Stevens, of Western Ontario— This, Provided That Weather Conditions are Favorable for Balance of Season—Acreage Larger Than Last Year—Drought Has Been Having Effect.

Chatham, Ont., July 13.—A bean crop in Ontario of close upon 1,000,000 bushels is hopefully predicted by N. H. Stevens, one of the leading authorities upon this branch of agriculture. Mr. Stevens is president of the Canada Flour Mills Co., Limited, of Chatham and Blenheim, and one of the most extensive dealers, and as such keeps closely in touch with the progress of the crop.

Mr. Stevens' estimate is based upon one very important proviso — that weather conditions for the balance of the season are favorable. And this, in turn requires that, after a considerable spell of drought, the bean growing districts of Essex, Kent and Elgin be visited by rain during the coming week.

In conversation this morning, Mr. Stevens stated that the bean acreage this year was slightly in excess of that for 1910, though the increase is hardly sufficient to merit emphasis. The seed went in under quite favorable conditions. A few days of damp weather, most suitable for sprouting plants, followed closely on the seeding, and the plants in most cases came up well.

Since the seeding, early in June, the beans continued to do exceptionally well, until a few days ago, when the lack of moisture began to make its effects apparent in a certain stunting of the growth of the plants and the withering of the leaves. Mr. Stevens, however,

is inclined to minimize the bad effects of these conditions. Even now, the young plants are in good condition, and rain within the next two or three days will not merely save a heavy loss, but will also ensure a bumper crop.

Mr. Stevens added that there are at present sufficient beans in the hands of buyers and farmers to supply even a heavy demand until the new crop is

MARITIME BOARD OF TRADE.

The Maritime Board of Trade will meet this year in Moncton, N.B., and the date of the convention has been fixed for August 17th.

Thomas Williams, of Moncton, is the secretary of the Board and is making elaborate preparations so that the gathering this year will probably be one of the most important in the history of the organization. Many matters of interest to merchants in the provinces down by the sea will be taken up and the discussions should prove to be interesting. The Canadian Grocer has arranged to have a member of its staff present and a full report will be given in this paper, as in past years.

ready for the market, though, should a shortage occur as a result of the unfavorable weather so far this month, the available supply might prove inadequate to meet the demand. With approximately 50,000 acres under cultivation, principally throughout Western Ontario, Mr. Stevens considers that there is slight cause to fear such a condition.

Wheat crops in this vicinity are excellent, the harvesting being pretty well completed. The oat crop promises to be short, but barley and corn are looking well. They, too, require moisture, however.

Everything about a Successful grocery store is usually bright, attractive and reliable.

And these are the prominent qualities of

FELS-NAPTHA SOAP

plus right quality, of course.

No question which laundry soap to make YOUR leader!



Your Customers

look to you for ideas for dessert, especially when apples are scarce.

Have you suggested pies made from

WETHEY'S MINCE MEAT?

(IN SANITARY CARTONS)

You have them. If not, get some quickly from your jobber and PUSH IT, IT WILL PAY YOU.

J. H. Wethey, Limited
ST. CATHARINES, ONTARIO

No doubt the phenomenal growth and development of the Canadian West

have caused you much thought as to representatives in that fast growing and ready market.

We will represent you at each pulsating distributing centre. We have large track warehouses and ample storage accommodation for all classes of merchandise.

We will handle your products for you on a reasonable commission basis. We have the experience, the business ability and the financial standing to do so successfully.

Let us advise you of the Western prospects of YOUR line-drop us a card and get in touch with us at once.

Much depends on it for you.

NICHOLSON & BAIN, Wholesale Commission Merchants and Brokers.

HEAD OFFICE - - WINNIPEG, MAN.

WINNIPEG

REGINA

SASKATOON

EDMONTON

CALGAR 1

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 LIMEHOUSE, LONDON, E., ENG.

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

Don't hesitate to recommend and stock

McLean's Cocoanut



IT'S A QUALITY ARTICLE THAT NEVER FAILS TO PLEASE

The Canadian Cocoanut Co., Sole Makers, Montreal

Only Account Register THAT will fit any safe. THAT takes little counter space. Sheets lift out and fit any safe

USED OVER THREE YEARS

Newmarket, Ont., Jan. 3, 1911.

Am pleased with the new Commercial Register which I purchased of you. I used the old one over three years, and while it was in good order, it became too small for my increased business.

have examined others, but still think yours takes the lead.

G. H. KNOWLES

Send Us a Postal for Full Information.

COMMERCIAL REGISTER CO.

178-180 Victoria Street - - Toronto, Ont.

BONELESS SKINNED BACKS

THICK, LEAN, MILD CURED

Particularly suitable for slicing machines.

SPECIAL PRICE FOR TEN DAYS

GUNNS LIMITED

PORK AND BEEF PACKERS
TORONTO

Fearman's English Breakfast Bacon

The

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Unsurpassed for quality, a little higher in price, but well worth the money.

F. W. Fearman Co.



Reindeer Milk

The safest food for Infants, similar to human milk in fat proteids and sugar, will not curdle and is free from all germs. You will always get repeat orders when you sell goods bearing the REINDEER BRAND. Prices will never be lower. Have you a good stock on hand?



TRURO, NOVA SCOTIA

Roll Bacon

ESPECIALLY MILD CURED.
AS FINE AS ANY BREAKFAST BACON.

WE ARE MAKING A SPEC-IAL CUT IN PRICE AT PRESENT.

THE WM. RYAN, LIMITED

Pork Packers and Wholesale Produce Merchants

Packing Houses FERGUS 70-72 Front St. East TORONTO

Country Produce Affected by the Heat

Warm Weather Affects Butter and Eggs — Complaints of Heated Cheese and Tainted Poultry — Torrid Weather Depresses Customers' Appetites and Sale of Meats—Live Hogs Are Steadier Under Firmer English Bacon Market.

The pulse of the domestic provision trade is beating somewhat slower this week, appetites having been affected by the torrid weather and the meat trade suffering in consequence. The redeeming feature is the excellent demand for cooked meats which under the heavy demand continue to firm up. Export trade is, however, quite satisfactory according to the various reports.

Canadian live hog markets are steady on a firmer English bacon market. The London market eased off a little and dealers were beginning to lower live hog prices, but a steady tendency has now set in. The offerings of hogs are none too liberal while the demand is initly keen.

All country products have been affected to a greater or less extent by the warm weather. Eggs are one of the big items, all centres reporting a large shrinkage in this article. The quality of butter arriving has dropped off and at some points, really good dairy butter is scarce, although there is plenty of the inferior grade. From other centres come a few complaints of a few lots of heated cheese arriving, while dressed poultry when shipped during the warm weather was tainted in some cases.

At the time of the last report, cheese was none too steady but since then the market has firmed up and sharp advances were recorded at some country boards. Competition among hose auxious to fill their contracts is given as an explanation.

TORONTO.

Provisions. — The torrid weather of the past two weeks has apparently played havoc with the consumer's appetite for meats, a slackness in sales being reported by a number of dealers. Cooked hams are, however, enjoying a healthy demand, and prices have expanded another cent, now ruling at 24 to 25 cents. Lard is moving none too freely, and some dealers are quoting ½ cent under present quotations. Other lines of provisions appear steady in price. Live hogs are unchanged but steady, under a somewhat steadier English bacon market

Long clear bacon, per lb	0 11	0 114
Smoked breakfast bacon, per lb	0 16	0 18
Fickled shoulder	U UOT	0 111
Roll bacon, per lb.	0 30	0 101
medium hams, per lb	0 151	0 16
Parke name, per ID	U 18	0 14
Cooked hams	0 04	O OR
Fresh shoulder hamsShoulder butts	****	0 12
Backs, Diain, per lb	0 10	0 20
" pea meal		0 20

Heavy mess pork, per bbl	18	00	20	00
Short cut, per bbl	20	00	99	00
Lard, tierces, per lb	. 0	10	0	1(1
" tubs "	. 0	103	0	104
" neile "	0	10	0	102
" compounds, per lb	. 0	08	0	09
Live hogs, at country points			6	75
compounds, per lb			7	10
Drassed hogs	. 9	25	10	25

Butter.—The warm weather is held accountable for a dropping off in the quality of butter arriving. Really good quality dairy butter is scarce, but there is plenty of the inferior stock. When shipments arrive from country points, prints are out of shape, and their selling quality generally impaired. Prices show no change this week.

	Per	lb.
Fresh creamery print	0 21	0 24
Creamery solids	0 20	0 22
Farmers' separator butter	0 18	0 19
Dairy prints, choice	0 16	0 18
Fresh large rolls	0 15	0 16
No. 1 tubs or boxes		0 17
No. 2 tubs or boxes	0 15	0 16

Cheese—After exhibiting an easier tendency at the beginning of last week, the market took an upward move at country points, sharp advances occurring at some boards. As a result, quotations

are marked up ½ cent this week.

New cheese—
Large........... 0 121 0 12

Poultry.—One large dealer in poultry advises all shippers to send their poultry alive, as the dressed product are liable to taint. For the same reason, another dealer says that he is making no quotations at all on dressed poultry. There is practically nothing doing in geese or turkeys. Fowl and broilers are the favorites, with a good demand for all supplies that are coming forward.

Fowl, live..... 0 13 0 14 Duckling, live.. 0 14 0 15 Broilers, live... 0 16 0 18

WINNIPEG.

Butter.—The demand for creamery butter has been so strong during the week that an increase of 1 cent per pound has taken place, for Manitoba fresh made creamery rich. In boxes this is quoted at 2 cents per pound higher than last week. This increase in demand is reported to have taken place on account of the lowering of the supplies of the dairy butter in the country. At present, stocks of dairy butter in the city are good, and for No. 1 quality there is a firm demand. Only about fifty per cent. of the supplies of dairy butter being received, however, can be termed No. 1 grade and all remaining

50 per cent. inferior butter which dealers would rather not handle at all.

Creamery butter— Manitoba fresh-made creamery bricks Manitoba fresh-made, boxes	. 0	22 21
Dairy butter— Strictly No. 1, delivered Winnipeg	0 0	12

Provisions.—Steadiness prevails in the provision market this week, a fairly good amount of trade being transacted. Smoked and cured meats have been active, while breakfast bacon is reported to be considerably firmer. Live hogs are in good demand and the price is holding steady.

Eggs.—There is a good supply of eggs coming in, but owing to the fact that the quality is decidedly poor, due no doubt to the hot weather and the fact that they were not gathered soon enough, has brought about a decline of about 1 cent per dozen in price. Prices quoted now are 17 cents per dozen for ordinary fresh eggs. While for strictly fresh, or what is termed "Brookfield" eggs, wholesalers are asking 25 cents per dozen.

Cheese.—Prices of cheese coming in the city show some improvement during the week. Prices, however, hold firm at 10½ cents per pound for Maw new cheese and no advance is expected at present.

Grocer Letter Box

Editor Canadian Grocer.—Can you tell me who is the manufacturer of "Norub" and the address?

BROCKVILLE.

Editorial Note.—Noruh is manufactured by Macks Noruh Laundry Tablet Co., Almonte, Ont.

Editor Canadian Grocer.—I notice an article in The Canadian Grocer advising merchants to purchase cherry pitters for loaning to their customers. Would you kindly answer in next week's Grocer where I would be able to purchase one and onlige.

L. H. WARE.

Huntsville, June, 1911.

Editorial Note.—The pitters in question intended for loaning to customers who purchase cherries should be obtained at one of the local hardware stores. If those merchants do not happen to have them in stock they should be in a position to get them. The pitters come in several sizes.

W. A. Wagonhauser, general merchant, Winnott, B. C., has sold to J. W. Robson.

Fleming & Ramsden, general merchants, Nelson, B. C., dissolved, Ross Fleming continuing.

Winnipeg Caterers at Winnipeg Beach

Twenty-fifth Annual Celebrated by Dealers at the "Peg"—Rain Fell Soon After Train Reached the Lake—More Than Three Thousand Enjoyed a Pleasant Day—Grocers Win Ball Game.

(Staff Correspondence.)

Winnipeg, July 13.—On Wednesday, July 5, the Winnipeg caterers held their 25th annual picnic, at Winnipeg Beach, a favored resort, about 50 miles north of the city. Three heavily-laden trains, each carrying thirteen coaches, were necessary to convey three thousand excursionists from the city. Great preparation had been made for several weeks previous, and the program covering the transportation and sports was carried out very systematically, and without any inconvenience.

The morning was beautiful, and to all appearances presented very favorable prospects for the day's excursion, but two train loads were landed at the grounds only about one hour before a heavy rain came on, which marred the sports program somewhat. The sun came out hot afterwards, and in about an hour the schedule was resumed.

Particularly noticeable was the number of women and children, and only on an occasion of this kind does it become evident that such a great number are dependent on the caterers of the city.

The whole day was practically given over to sports, and there were about twenty-nine events in all run off on the grounds. The fun, however, began on the train, when a watermelon was passed through the train for the passengers to guess the number of seeds it contained. This created quite a sensation, and when opened at the grounds it was found to contain 274 seeds, and a prize of \$5.00 was awarded Russell Thomson, whose guess was 273.

To the officers who were especially delegated with the work of the excursion great credit is due for the success of the entire affair. Secretary H. S. McKay was very busy all day in his endeavor to give everyone a good time. Captain Harper Wilson of the Finance

The manufacturers of a leading staple grocery line with an excellent connection, having found it advisable to canvass the retail trade—in addition to the wholesale, would be pleased to consider handling other lines on a commission basis throughout Ontario and the Maritime Provinces.

Address Box 391, Canadian Grocer

and Transportation Committee, with his associates, W. A. Bartram and B. H. Holman had responsible work to perform in arranging with the railway for transportation and for prizes for sports. Mr. Clark, the "fat man," had charge of the Sports Committee, and superintended the sports and individual events in a very creditable manner.

Shortly after 11 o'clock a baseball match was brought on between the grocers and butchers versus travelers and bakers. The game proved to be an exceptionally exciting one, but as the grocers and butchers stated afterwards, it was too one-sided. The score stood 8-3 in their favor.

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J. H. Vancise, grocer, Collingwood, has sold out.

Booth & Stern, Cobble Hill, B. C., have succeeded to the general store of N. Lacroix.

Wiggins & Harrison, grocers, New Westminster, B. C., have registered as the West End Grocery.



can be used in a hundred different ways for desserts and for table jellies.

It is all so free from trouble and work that it is becoming an everyday habit. Here is a subject that vitally interests every grocer.

There are seven Jell-O flavors.

THE GENESEE PURE FOOD CO., Bridgeburg, Can. Grocers: Well known and well advertised goods are always to be found on the shelves of the leading groc ry stores. Experience has taught dealers that the public have more confidence in such goods than in bulk goods that do not bear the name of the manufacturer. No wise manufacturer will spend large sums of money in advertising inferior goods that will not meet the requirements of discriminating consumers.

MAGIC BAKING POWDER



Contains no Alum and conforms to the high standard of Gillett's Goods.

> E. W. GILLETT COMPANY LIMITED. TORONTO, ONT.

Winn peg

Montreal





"Swat the Fly"

Now that the campaign is raging so strong against the household pest and menace to good health—the fly, are you prepared to meet your customers' demands for a weapon to "Swat the Elips".

WONDER FLY KILLER

will last the entire season, and do its work effectively. Put up in a neat tray, and when moistened with water, spells death to the fly who sips of the deadly poison.
You can do a big business in this line—stock up now and just see your profits rise.

Dominion Agents:

Sealing Crystal

204 Stair Building, Toronto

Phone Adelaide 199

Silent Salesman Refrigerator One of the Famous Arctic Line

Very attractive and specially adapted for the grocer. Made with plate glass front and double selected glass sides, white tile floor and white opal top. Shelving is of plate glass and case in birch or oak as desired. A handsome effective fixture. Perfect circulation of cold, dry air.

Representatives in West: Ryan Bros., 147 Bannatyne Avenue.
Winnipeg, Man., Donnelly, Watson & Brown, Calgary, Alta.

Write for Cetalogue and Details

John Hillock & Co.

Toronto, Ontario

TO THE WHOLESALE TRADE :

West India Co., Limited

305 St. Nicholas Building MONTREAL

THE CANADIAN HOUSE OF:

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

SUGARS MOLASSES

and all West Indian Produce

We represent some of the chief houses in Barbados, Trinidad, Jamaica, St. Kitts, Antigua and other islands, besides having our own house in Demerara, which was established there in 1782.

Ask us for prices before filling your orders for the coming season

West India Co., Limited

Cor

CANADA: No better Coun



MOTT'S: No better Chocols

"Elite"

true to its name, the best cooking and drinking chocolate made.

Diamond

nothing better for eating in this style is made anywhere AND IN ADDITION good profits to the retailer.

Ask your jobber.

John P. Mott & Co.

Halifax, N.S.

SELLING AGENTS:

J. M. Douglas & Co. R S. McIndoe
Montreal Toronto

Jos E. Huxley Tees & Persse Johnston & Yockney
Winnipeg Calgary Edmontor
Frank M. Hannum, Ottawa



Carr & Co's Carlisle Biscuits

have a world-wide reputation, not only for quality, but also for the way in which they are put up. They are invariably packed for export in air-tight tins, and reach the retailer in the same fresh and crisp condition that they left the factory. Think what this m ans to you.

ORDER FROM NEAREST AGENT

CARR & CO. CARLISLE ENGLAND

AGENTS-Wm. H. Dunn, Montreal and Toronto; Hamblin & Brereton, Winnipeg and Vancouver, B.C; L. T. Mewburn & Co., Ltd., Calgary; T. A. MacNab & Co., St. John's, Newfoundland.

Grocers Know

That

Grape-Nuts, Postum and Post Toasties

a l'Ost l'Ousties

are Good Sellers

"There's a Reason"

Pure Products—Steady Demand—
Satisfied Customers—Splendid Profit

No Risk—Sale of Every Pkg. Guaranteed!

Canadian Postum Cereal Company, Ltd., Windsor, Ont.

A Grocer Writes:

"As a merchant of nineteen years' experience, I feel that I should write you a word of appreciation of the value of your products—Grape-Nuts, Postum Cereal and Post Toasties—to the merchant and to the consumer.

"In justice to himself and to his customers, no merchant can afford to be without these goods, as the demand is steady and regular and not spasmodic and irregular, as is the case with some products which sell well during an extensive coupon or other wide advertising campaign and then fail to repeat.

"Especially appreciative are those who, troubled by indigestion, have quit coffee and use Postum Cereal instead.

"I am convinced that your products would make profitable sellers for any merchant, even if you never advertised them again.

"Yours truly,
"GEO. M. COOPER."

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condit was 7 1, 85.5 of 81. 73.8, 61.6 for age.

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Cornmeal Advances, Rolled Oats Steady

In Sympathy With Raw Material. Cornmeal Advances 15c Per Cwt.—Oat Market is Firm—Flour is Unchanged, But Steady—Wheat Strong Under Bullish Crop Report From United States Government—Moderate Flour Trade.

Cornmeal supplied the feature of the breadstuffs and cereal markets this week, a general advance of 15 cents per hundredweight being recorded. This is due to the higher market on corn, which made itself especially felt last week, with the resulting advance. Other lines of cereals as well as flour are unchanged, with a firm undertone.

Trade seems to be well maintained for the season of the year, domestic demand being steady, with some improvement in export enquiry reported.

There are many interested ones who would indeed like to know how wheat and flour will stand when something definite for the year has become known. Even those who spend all their time in selling this product are almost as uncertain as the small dealer who handles only a few sacks. The fact of the matter is that nobody is able to say with any degree of certainty just what to expect of the flour market. It is almost entirely in the hands of the "weather man."

"I don't look for any cheaper flour for a while," said one dealer, "as the late drought has brought somewhat of a cloud upon the horizon. The fact is that conditions have been extremely favorable for some time, and with the continued torrid spell, the country is ripe for crop scare news."

The United States crop report issued at the beginning of the week was extremely bullish, and had its effect upon the wheat markets. According to it the condition of winter wheat on July 1st was 76.8, as compared with 80.4 June 1, 85.5 for 1910, and a ten year average of 81.4. Condition of spring wheat was 73.8, as compared with 94.6 June 1, 61.6 for 1910 and 87.8 the ten year average.

The oat market is strong, with rolled oats accordingly firm. Montreal reports an active demand for oats from European sources, there being orders in the market for fully 500,000 bushels on Monday, but bids were a little out of line.

MONTREAL.

Flour.—The demand for flour is good and the market is at least temporarily firm, although it is difficult to tell what the future will bring. Prices remain unchanged.

Winter w	heat patents, bbl	4 90
Manitoba	1st spring wheat natents, hhl	E 30
**	straight patents bblstrong bakers	4 80
	second "	

Cereals.—There is no change to this market. The price remains steady demand is fair, but otherwise nothing specially new is reported.

Fine oatmeal, bags	2 35
Standard oatmeal, bags	2 35
Bolted cornmeal, 100-bags	1 70
Bolled oats, bags, 90 lb	

TORONTO.

Flour.—No change has taken place in flour as far as prices are concerned, while the only difference in the situation is a stronger feeling in the wheat market, which continues to fluctuate as

Manitoba Wheat.		
1st Patent, in car lots. 2nd Patent, in car lots. Strong bakers, in car lots. Feed flour, in car lots. 3 00	4	60 40
reed nour, in car lots 3 00	3	20
Winter Wheat.		
Straight roller	4	15 50
Blended	4	50

Cereals.—The strength of the cornmeal market was spoken of particularly last week. Since then an advance of 15 cents per bag has taken place on this market, bringing quotations up to \$1.90 The oat market is quite strong, and rolled oats is accordingly steady. Trade continues normal for the season of the year.

Rolled oats, small lots, 90 lb. sacks	 2 25
" 25 bags to carlots	 2 15
Standard and granulated oatmeal, 98 lb. sacks	 2 45
Rolled wheat, small lots, 100 lb. brls	 2 90
" 5 brls. to car lots	 2 75
Cornmeal, 100-lb. bags	 1 90

NEW ST. JOHN STORE.

St. John, N. B., July 13.—A new store has been opened in Charlotte street by Pidgeon & Co., which presents a very creditable appearance. The fixtures are all new, and the modern appliances in the store are very attractive. A complete line of all modern groceries with a good display of cases, fixtures, eto, is in evidence in the store, the fixtures aiding materially in the display of the goods.

Limes are reported by wholesale fruit men as selling much better of late. Prices are maintained as stocks are not large.

P. W. Hodgetts, of the Ontario Agriculture Department, said this week, "The crop of berries in many sections is almost a complete failure, with the fruit all shrivelled up. Harder fruits, like apples, pears and plums are not doing so poorly."



Have you noticed the difference in the taste of a Perfection Cracker which distinguishes it from every other soda biscuit?

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

It is these differences over other makes that commend Perfection Crackers to the housewife. They are immensely popular with your best paying trade (your dependable customers). The quality is protected and preserved from the factory to your customer's table by excellent packing.

See to your stocks to-day.

The
MOONEY BISCUIT
& CANDY CO., LTD.

Stratford and Winnipeg

PROGRESSIVE GROCERS

MAPLEINE

(A FLAVORING)
GOOD PROFIT, STRONG
DEMAND
EXTENSIVELY ADVERTISED

ITS USES-Mapleine makes better Syrup than real maple at half the cost and is delicious for flavoring past-ies, ice cream and confections. Order from your jobber to-day or

Frederick C. Robson & Co., Sales Agents 26 Front St. E., Toronto Crescent Manufacturing Co., Seattle, Wash.



The Institute of Certificated Grocers

Movement in Great Britain Which is Said to Have Been Most Effective in Raising Standard of Grocers and Assistants— How Institute Began with Generous Gifts—The Troubles.

By John Williams, England.

It is our belief that the Institute of Certificated Grocers which came into existence two years ago is destined to play a great part, as, indeed, it is already doing, in the improvement of the health of the people. Upon the food of the people, so the scientist tells us, depends the health and ultimately the life of the people.

As the direct result of fifty years' experience as a grocer in one of our Midland cities, I, in conjunction with others, put into practice a scheme for the technical education of the grocers' assistant ten years ago. Out first venture was so successful, and was the object of so many encouraging letters, that a Conference was held in February, 1909, presided over by Sir William Anson, our present president. At this conference delegates from all parts of the country attended, nearly \$10,000 was subscribed on the spot, including \$2,500 from Sir William Tate, Bart., and it was unanimously decided to found the present organization. From that moment the trade took up the movement enthusiastically. Recently the Worshipful Company of Grocers has signified its approval of the aims of the Institute by a substantial donation to its funds.

For every aspirant to a grocer's shop 200 years ago it was necessary for him to join his Livery Company and learn "the art and mystery of grocery." Joining the company has declined today, but the mystery of the trade remains. That explains our position. How to raise the status of the trade was the problem we set out to solve. It was made possible to begin to do this on a more worthy scale than had been at first anticipated by the generosity of a large firm, who set aside \$5,000, to cover a period of ten years, to be devoted to a prize of \$500 annually to form the first prize at the national ex-

The Highest Skill.

We have founded the Institute because modern developments in the trade, the decay of apprenticeship, the enormous number of articles dealt with, the application of chemical science to the production of commodities, the wide field from which these are drawn, the increasing intelligence of the consumer, and the growing complexity of the laws which affect the grocer, make it imperative that the grocer and the men who assist him should po-

sess the highest skill and efficiency. Only thus can the position of the grocer be established and maintained, whilst the confidence of the consuming public is strengthened and increased. For these reasons, the Institute has set out to promote and secure the greater efficiency of the trade.

Our first business is to make the young assistant of more service to his employer by encouraging him to learn certain things about the commodities that he handles, which will make his services more intelligent. For instance, in this year's examination paper, the candidate was asked, among other questions: "Which of the following evaporated fruits, when properly cooked, is most profitable to the consumer-dried plums, evaporated apples, peaches, or apricots, at the prices which follow?" In "law," as it affects the grocer, he was asked to state briefly: "How the law endeavors to provide for the accuracy of weights and measures." The Council of the Institute grants certificates and diplomas to the successful students. These alone we regard as a good reference for capability to a young man in passing from one situation to another.

The work of the Institute was incorporated in November, 1909, and since that time the progress has been almost phenomenal. Winter evening technical classes have been held in connection with, and generally under the supervision of, the Higher Education Authority. In this direction we desire to develop a system of apprenticeship, necessarily a new one, which will enable students to attend special classes during the day. That's the greatest difficulty which we have to face and overcome. At the same time, we believe that the operations of the Institute in promoting technical education will do much to remove the reproach which has attached to the trade in view of its hitherto undesirably frequent appearances in the Bankruptcy Court. We are losing no opportunity of bringing before the notice of the members of the trade, particularly the younger members, the desirability of attending these classes, so as to secure that thorough knowledge which their calling demands.

Day Classes Proposed.

Already proposals have been made to the Education Authority for such classes to be held during the day, which would

have been accepted if only we could obtain a sufficient number of pupils. Thus our work in London would have been more successful but for the late hours so many assistants are compelled to work. Therefore, we want to secure those better conditions which we believe the trade generally is ready to grant. Our goal is the creation of a staff in every grocer's shop in the land who may be relied upon to act always in the interests of the customer, and the purity of the articles of food which he sells.

Technically-equipped students are already being selected for positions of importance and responsibility in the trade in preference to their less accomplished brothers. The status of the trade is being raised without a doubt, and nothing but good can ensue to trader and public alike from the acquisition of knowledge appertaining to the business on which their existence depends. My personal opinion may be expressed thus: "I hope the membership of the Institute will be the hall-mark of honor in the grocery world, while, as regards finance, I feel pretty well assured that the members of the trade will rise to the occasion, and enable the work to be carried on in an able and efficient manner."

TO DISCUSS EARLY CLOSING.

St. John, N. B., July 13.—The early closing enactment in St. John is still unsettled, and there promises to be a lively discussion at the common council when the question is brought up at a meeting to be held next week. A petition bearing the names of 400 citizens, a great number of them merchants, has been prepared, and will be presented at the meeting in protest of the by-law, and asking that it be repealed. What action will be taken, of course, is a matter of much conjecture, but it is said that the aldermen are about evenly divided upon the matter.

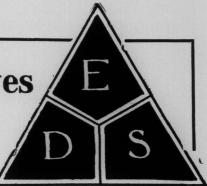
Quite a number of grocers are interested in the outcome of the meeting, and were on hand this week at another meeting, when it was expected they would be given a chance to air their views. This was not done, however, postponement having been made until next week. Meanwhile a number of dealers have been reported by the police, but no judgment has been given until the holding of the meeting referred to.

R. R. Rankin, grocer and provision dealer, as well as ex-mayor of North Bay, Ont., left last week on a holiday trip to Scotland, England and Ireland. He sailed from Montreal on the Granpan with the Scots of America and expects to be away two months. His friends here are anticipating a bunch of heather on his return.

The Popularity of Your Preserves

is assured if you stock the best, and you cannot do better than stock

"E.D.S." Brand Jams and Jellies





Guaranteed 100% Pure

There can be no stronger "talking point" than their absolute purity, for that is what commends them to everyone. Once you have got a customer to try "E.D.S." Jams and Jellies you have made a regular customer for them—one who will come back again and again. It repays the trying.

Made only by E. D. SMITH, at his own Fruit Farms, Winona, Ont.

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

WALTER BAKER & CO.'S

CHOCOLATE

CHUCULATE & COCOA

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

Walter Baker & Co., Ltd.

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DORCHESTER, MASS.

A. C. LANDRY

STE. FLAVIE STATION

Making specialty of wholesale in Grecories, Flour, Grain, Provisions, Etc.

Every packet of

WILSON'S FLY PADS

Is capable of killing a bushel of flies



We Can Supply You With Small Fruits

YOU get good value when you buy your small fruits from us. We are prepared to handle them on consignment as we have an up-to-date Cold Storage Plant.

WRITE US FOR PARTICULARS

Lemon Bros.

Owen Sound, Ontario and Sault Ste. Marie

WE are large BUYERS and dealers in WOOL. Country merchants should get in touch with us early for prices—an opportunity for you to do some extra trade and make extra profits.

WRITE AT ONCE

Successful Grocer Tells Fruit Secrets

Considers This One of the Most Profitable Departments in His Store-The Great Growth in Demand-How He has Conducted Buying Operations-The Shipping Home at a Saving in Cost-Would Keep Away from Auctions.

By C. H. Crysdale, Oshawa, Ont.

fact that my first start in business was made in that line but fruit has always been considered by me one of the most vital parts of the business. When I gave up the fruit and ice cream establishment to enter the grocer field I carried with me most of the people who were good enough to patronize me in the former store. Since then I have been bolstering it up and endeavoring to widen its scope by every means in my power and now I am satisfied to mention that the business in this department amounts to between seven and eight thousand dollars a year.

This is worth considering because there is, generally speaking, a good margin in fruit. There are losses it is true, but if a man is reasonably careful and uses good judgment in buying he can usually close out the season with a fairly good surplus. Fruit is a great drawing card and when folks become accustomed to patronize one store they very rarely change so long as the goods sold them are up to the standard. One must be careful to see that this is maintained. Thus you see if a dealer buys right and acts fairly and honestly with his customers he is in a pretty fair way of coming out considerably ahead at the end of the year.

Business is Changing.

There was a time not so many years ago, either, when even in the big cities very little fruit was sold other than the domestic lines. No one ever imagined then of importing goods, probably taking the view that people would not know what it was when it did arrive and would not pay for it anyway. Now all this has been changed. Fruit is selling all the year round, and the domestic side of the turnover while important, of course, is not by any means the whole trade. Imported goods are coming from all parts of the world. Demand has been developed for them and people now-adays think no more of asking for currants from Greece or prunes from Oregon or California than they do of requesting the clerk to do up a quarter's worth of sugar. The business has been created by evolution.

It takes perseverance to build up a fruit business and it requires judgment if the business built up is to be maintained in a flourishing state. And yet

Probably the reason may lie in the it is the greatest side-line in my opinion for any grocer to handle. It is a food product, and, because of that, is his legitimate stock. You take a man who buys seven or eight cases of pineapples. He takes considerable chances because that particular fruit is just a little treacherous. Some of them are liable to spoil on him. Probably before the lot is sold out there would be quite a few gone bad. That is where judgment comes in and perseverance also, and I just mention it here to illustrate the point I have been trying to make.

The Biggest Problem.

But I consider the biggest problem of the fruit business is to be found in the buying side of it. There is subject matter for profound thought for every merchant in this. I gave a great deal of meditation to this particular line trying to work out the best possible method of purchasing supplies. Oshawa being reasonably close to Toronto, the market which in my opinion controls the fruit situation at least as far east as Belleville, has probably helped me considerably, in working this out.

My plan is to go to the city market twice a week during the strawberry and peach season. During the rest of the year I always visit Toronto at least once a week. Now I consider I have saved often from fifteen to twenty dollars on purchasing my fruit from the market direct rather than prove the traveler of any one house. I believe also that it would pay the average grocer who transacts a good fruit business to visit the Toronto fruit market as I have done.

Then as to shipping. The express medium is all right but I have used freight mostly and the boats often. This latter is a splendid method of setting goods down at a water-front point. They keep nice and cool all the way down. Sometimes a carter meets the boat or train and at other times again we send out our own wagon to bring up the light goods and save time. The freight train is also just as good in my estimation as a means of shipping as the express train. Usually the fruit bought in the afternoon is shipped out that night and is set down in any reasonably nearby point early the next morning. A good deal of expense is saved by this method.

Growing Central Market.

I have been told that men from as far east as Belleville have made it a point

to visit the Toronto market at least once a week to purchase supplies. Of course, I do not know how they have succeeded but considering their actions in the light of my own success, I think I would be safe in saying that they have found it a profitable method of buying goods. I believe too that before many years have passed that merchnats from practically every town will do their buying for themselves on the floor of the fruit exchange. A man sees what he is getting and knows whether it will suit his trade or not. If there is any fault to be found it must be laid at his own door.

Now as to selling. I have always found that as a rule people want good stuff rather than the cheap lines. Generally speaking if you give anyone weak pithy stuff they will not come back. On the other hand had they been served with good whole fruit they would have been back for the next order. That is why I always made it a point to buy the best possible stuff I could. But there are times when one cannot help himself. He sometimes arrives on the market after the weeding out process has been entirely finished, and there is nothing left for him but the culls.

It has been my experience that a retail dealer should have nothing to do with the auction sale. True I have at various times secured good bargains there but generally speaking the losses more than absorb all the profit from a few good buys. There have been times when I have bought a few lots of oranges and bananas at excellent terms to myself. But I consider the method as not conducive to the development of good judgment and as opposed to the best business methods and for that reason would advise against its patronage by the average retail grocer.

FRUIT COMMISSION APPOINTED.

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Ottawa, July 13.-The Minister of Agriculture, Hon. Sydney Fisher, has appointed J. A. Ruddick, dairy and cold storage commissioner, and W. H. Bunting, a fruit grower of St. Catharines, Ont., a committee to inquire into the fruit industry. It is expected their report will be available for the meeting of the Dominion conference of Fruit Growers to be held in this city during next winter. The investigation is to be held with a view to securing reliable data respecting the area and extent of land adapted to fruit growing in the various provinces and the varieties of fruit that can be grown with profit.

GUELPH MERCHANTS PROTEST.

Guelph grocers are indignant over the passing there, by the Board of Health, of a by-law prohibiting the exposure of fruit in front of the stores.



Absolutely Pure
The only baking powder
made with Royal Grape
Cream of Tartar
No Alum, No Lime Phosphate

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ALL grocers should carry a Full Stock of Royal Baking Powder.

It always gives the greatest satisfaction to customers, and in the end yields the larger profit to the grocer.

THERE IS NO SUBSTITUTE

CURRANTS

We are proprietors of

"AFRODITE" brand, the best AMALIAS currant on the market.

"NACRISSUS," fine FILIATRA currants

"ELEKTRA," fine FILIATRA cleaned currents.

and importers and distributors of Highest-grade PATRAS and VOSTIZZA

Currants.

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

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

JAMES S. MacDOUGAL, London
A. B. LAMBE & CO., Hamilton
W. G. A. LAMBE & CO., Toronto
H. D. MARSHALL, Ottawa
ARTHUR P. TIPPET & CO., Montreal
J. W. GORHAM & CO., Halifax
McKELVIE & CARDELL, LTD.,
Calgary, Alberta
W. S. CLAWSON & CO., St. John, N.B.

GREEK CURRANT CO.

124 WARREN STREET

NEW YORK

THE LARGEST CURRANT HOUSE IN GREECE

Do You Have a Pleasant Smile

When You Open Your Bank Book?

If not you should figure out where your losses are coming from. Perhaps you will find that you are paying too much for foreign goods when the Canadian are just as good.

MACARONI

VERMICELLI

SPAGHETTI

Manufactured under most hygienic conditions in Montreal by skilled men trained from their boyhood in France.

NO Customs Duty

Therefore CHEAPER GOODS, BUT SAME

QUALITY, GOOD PROFITS.

L'ETOILE

(" Cie Française de Pates Alimentaires.")
6-9 Harmony Street, Montreal.

LEMONS

This weather you are looking for good stock at right price, send us your orders. Have also full lines of

Oranges, Bananas, Water Melons, Galifornia Peaches, Plums and Apricots, Tomatoes,

in fact, anything wanted in our line.



25-27 CHURCH ST TORONTO are Largest Receivers

"St. Nicholas"

Lemons will sell in cool weather.

That'll Do!

says the Fancy Dealer when you show him a box of "St. Nicholas"

The Quality Sells Them

J. J. McCABE

AGENT

TORONTO, : : ONT

Hot Wave Boosts Lemon Prices Again

Dealers Caught Short Again—Advance is Greater at Some Places Than Others—Good Sale for Fruits—California and Canadian Fresh Fruits Receiving Attention—Canadian Tomatoes on Market—Old Stock Potatoes Maintain Their Firmness.

The 12th of July and the Orange celebration have been responsible for a good movement of fruit during the past week, while the warm weather which has been general has naturally resulted in a better sale of fruit.

One of the lines which have been affected most by the recent continued warm wave is lemons. Dealers at many centres have again been caught short and prices have taken another upward movement. In Toronto, dealers are purchasing from one another to supply their customers, for while some have shipments in New York, difficulty is being experienced in getting them to their destination. Facilities for unloading the steamers in New York seem none too good, and resident dealers apparently get the best service. Toronto also reported slowness in shipments of oranges and at the beginning of the week some Toronto dealers were without supplies.

Trade is turning more from the general lines to those fresh fruits which receive attention at this time. California peaches, plums and apricots are being taken up well, while Canadian respherries, currants, cherries and gooseberries are in good demand, and more liberal arrivals could easily be handled. Strawberries are as good as done, while the big days for raspherries are practically over, although they will continue to come along for a little while yet.

Watermelons are plentiful and prices are inclined downward. Pines are drawing to a close, although some stocks are still available. What grapefruit that is left is extra heavy and very fancy stock.

Supplies of imported tomatoes are more liberal and the tendency in price easier. Niagara district is sending out the Canadian product, while peas and beans are also being offered, the latter lrowever, showing the effect of the hot weather. Old potatoes maintain their firmness while new stock is rather slow in becoming anyways reasonable in price.

MONTREAL.

Green Fruits.—The hot weather has been, on the whole, good for trade. Lemons are on the job and other fruits have been going well. Raspberries, strawberries and cherries, with currants are in good demand. The question is rather as to the supply. The demand is good and prices might be a little lower.

Cantaloupes are being asked for extensively. California goods find quite a ready sale although, naturally, the new Canadian fruits are selling well.

Apricots, Califor-			Lemons 4 0	Б	00
nia, box 2 00	2	50	Limes, a box 1 25	ī	60
Apples, Spies, ex-		20.7	Oranges-		
tra fancy 9 60	9	51	Valencia 4 00	4	25
Bananas, bunch 1 50			Sorrento 3 2)	3	50
Bananas, crated. 2 00	2	50	Mexican 2 75	3	00
Cantaloupes, Cal 5 00	6	00	Peaches, Califor-	П	-
Cherries, Cana-			nia, orate 2 50	3	00
dian 1 50	1	60	Pineapples-	_	
Cherries, Califor- nia, box	0	33.0	Havanas, case 3 50	4	00
nia, box	2	75	Plums, California	п	40
Occounues, begs. 4 50	4	75	box 2 00	2	75
Currants, red.			Raspberries, box	0	15
basket 1 00	1	25	Strawberries, Ca-	п	-
Currents black.			nadian 0 14	0	16
basket 1 25	1	75	Watermelons,	П	
Grape fruit, Flo. 8 75	4	50	each 0 50	0	60

Vegetables.—Onions are scarce, Egyptians being reported worth 5c a lb. Tomatoes are in good demand. New potatoes are considerably easier.

Beans, wax, hamper	2 00	Onione-	
Beets, doz	1 25	Egyptian, bag	3 00
Carrots, doz	1 25	Bermuda, crate	3 50
Oabbage, crate 3 00 Oucumbers, bas. 2 50		California potatoes	
Garlie, 2 bunches	0 25	new, per bbl 4 50	
Green Peppers.		Potatoes, bag	1 45
small basket	1 25	Radishes, dosen	
Leeks, doz 1 75	2 00	bunokes	
Lettuce-		Tomatees, flats	1 40
Canadian lettuce		Tomatoes, bus. 2 60	3 00
per doz	1 45	Turnips, bag	1 50

TORONTO.

Green Fruits.-It was pointed out in our last issue that if the warm weather continued, dealers would probably be caught short on lemons again. Such has been the case and from \$4.50 to \$5.00 last week, prices have advanced to \$5.00 and \$6.00. Spot stocks are extra low with the big demand for the past week or so and some difficulty is being experienced in getting shipments even after the cargoes have arrived in New York. "There are at present on board ship in New York, 5 or 6 cars for Ontario, but New York dealers, being on the spot, apparently get first service in unloading," said one dealer. "With the present shortness of supply, the higher market in general and the big demand, I expect to see prices continue strong at least until the end of July."

Shipments of oranges were also slow in getting in this week, and several dealers were cleaned out at the beginning of the week and are anxiously awaiting supplies. Imported tomatoes are coming along freely and are cheaper at \$1.00 to \$1.25 per crate. Quite a few Canadian tomatoes of good quality are being offered at \$1.50 to \$1.85 per 11 qt. basket. Supplies are coming chiefly from Leamington, with small shipments from Queenston and Aldershot. Strawberries are about done with a few odd lots offered, while Canadian red and black

raspberries,

Banagnas
Occoonuts, sack
Grape Bruits
Florida, per once
Lemons
Verdelli
Limes, box
Oranges
Late valencias
Pinesappies drate
Strawberries
Canadian, qt.
Raspberries
Bik raspberries
Bikack currants,

Vegetable are on the rat 40 to 60 the latter a felt the effe and shipme Canadian at the wane, we decidedly at this time of steady at \$1 suppiles coshore of V

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TOMAT Ca Wax Be

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GRO H PHONE raspberries, black and red currants and gooseberries are on the market.

Вапараб 1 00	1 75	Red currants.
Grape Pruis		basket 0 90 1 00 Gooseberries.
Florida, per case 4 50	5 00	basket 0 85 1 00 Tomatoes, 4 box
Verdelli 5 00	6 00	crate 1 00 1 25
Oranges—		Can. tomatoes, 11-qt. baskets. 1 50 1 85
Late valencias 4 30	4 25	Rhuberb, doz 0 25 0 40
Pineapples drate 3 50 Strawberries	1 60	Peaches, 6-dosen boxes 1 75 2 25
Canadian, qt 0 11	0 121	Plums 2 50 2 75
Raspberries 0 13	0 15	Apricots, 6-doz.
Blk. raspberries 6 13	0 15	boxes 1 75 2 00 Cherries, Cana-
Black currents, basket 1 60	1 75	dian, 11-q. bsk 6 85 1 50
		Watermelons 0 40 0 60

Vegetables.—Canadian beans and peas are on the market this week, the former at 40 to 60 cents per 11 qt. basket and the latter at 50 to 60 cents. Peas have felt the effects of the past warm weather and shipments are somewhat dried up. Canadian asparagus and spinach are on the wane, while old stock potatoes are decidedly small in compass even for this time of the year and prices are steady at \$1.75. New stock potatoes, with suppiles coming mostly from the east shore of Virginia, after a slight reces-

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Royal Crest Brand Late Valencia Oranges

The finest Summer Oranges that come from California

Very heavy and juicy, and possessing that genuine orange flavor not found in other Brands.

The following sizes are especially fine: 96's, 112's, 126's, 150's.

Try Them

WHITE & CO., Limited, TORONTO.

Fancy Fruits

RASPBERRIES

ARE COMING FREELY NOW

CHERRIES

MONTMORENCY SOUR

RED CURRANTS

LARGE CHERRY

GOOSEBERRIES

LARGE ENGLISH

TOMATOES and CUCUMBERS

Canadian Field Grown

Wax Beans, Peas, Cabbages, New Carrots, Beets, &c.

Wire, phone, or mail your orders to

STEVENS & SOLOMAN

GROWERS AND SHIPPERS

HAMILTON, ONT.

PHONES 1990-2700-3200

Domestic Fruits

are now coming quite freely. We have fresh arrivals every day. Send along your orders.

California Fruits

Peaches Plums Apricots Cherries Canteloupes

Oranges Lemons Bananas Watermelons

Pineapples New Potatoes

New Cabbage

HUGH WALKER & SON

(Established 1861)

GUELPH, ONTARIO



BUSTER BROWN

LEMONS

It is taking over

6,000,000

of our Lemons to fill the demand this summer. Are you selling your share? Whether price is low or high, Follina packs always represent the highest value.

SOLD BY ALL BEST WHOLESALERS

W. B. STRINGER, Sales Agent

FOLLINA, BROS. Packers

sion, are steady again at present quotations. Some odd lots of new potatoes should begin to make their appearance in the country districts in the near future, but it will probably be the end of the month before supplies become anyways general.

Beets, Louisiana		Canadian beans,	
dos	0 75	11 qt. basket . 0 40	
Canadian beet, bag 0 60	. 75	Canadian peas, 11 qt. basket 0 50	0.40
Cabbage, South	•	Onions—	
Carelina	3 75	Texas, case	1 50
Carrots, new, box 3 to 4 doz. 1 75	0.00	Egyptian, sack	2 50
Oucumbers.	2 00	Petatoes, Onte-	
hamper	2 50	rio, bag	1 75
Wax beans, ham-		Potatoes, new,	
Green beans.	1 30	barrels	5 50
hamper	1 25	Parsley, per des	0 75
Lettuce, Cana-		Newturnips, per	
dian, head 0 25	0 30	11-qt. backet 0 25	. 29

WINNIPEG.

Fruit.—On account of the excessive warm weather, trade has been extremely firm and several lines have arrived on the market in poor condition, especially cherries, gooseberries, red currants and wax beans from Ontario. Other fresh fruit have arrived in the market. California apricots, peaches and plums. Hood River strawberries are on the market.

Florida grape fruit, box	7 00
Bananas, bunch 3 50	4 75
Navel oranges \$ 60	§ 00
California lemons, crate 6 00	7 00
	5 60
Florida pineapples, case	4 59
Oal. black cherries, 10 box	3 00
	3 00
Cal. Apricots, box	2 25
Cal. Peaches, box	2 35
Cal. Piums, box 2 50	3 00

Green Vegetables.—Potatoes continue their upward march, an advance of 25 cents per bushel having taken place during the past week. In the prices quoted below it will be noticed that potatoes in car loads are now worth \$1.40 per bushel. These high prices are due to the scarcity that is existing out here at the present time. Several new lines of green vegetables have arrived on the market, such as native peas, carrots, beets and cabbage. The demand for all greens is strong and a large trade is being carried

Potatoes-		
Small lots, per bus	. 1	75
Farmers' loads, per bus.		50
		50
Buying price, car lots		
Ontarios, in car lots	1	40
Minnesota new potatoes. Virginia cobbiers potatoes, per trl. 165 to 180 lbs	0	
Native mint, per doz	7	
		80
Native green onions, doz		
Native paraley, per doz	0	
Native lettuce, per doz	0	
Native watercress, doz	0	
Minnesota cucumbers, doz	. 1	
Mississippi bomatoes, crate 1	50 1	
American head lettuce, doz	1	
Native spinach, lb	0	034
New cabbage, per lb	0	16
Kalamazoo celery, per doz	0	75
American peppers, basket	1	
Native rhubarb, lb	0	021
Minnesota Deans, Dushel Darket	4	0.
Mississippi carrots, per lb	4	07
Mississippi beets, per lb	(
Native mushrooms, per lb	6	80
Native asparagus, per doz	. 1	40
Native radishes, per doz	0	
Native carrots, per dozen bunches.	0	30
Native beets, per dozen bunches	0	
Native cabbage, per dozen	0	
Native peas, per lb	1	25
Trained home! Not 10	** 4	LOP



Fish - Oysters



Firmness in Some Lines of Fresh Fish

Shortness in Supply Accountable—Halibut and Mackerel Most Noticeable—Summer Demand in Evidence—Summer Catch in Nova Scotia Will Fall Below the Average—Arrival of Brook Trout is Small—Prices Are Steady.

In general, a fairly satisfactory demand exists on the different fish markets for the season of the year, trade being of a steady character. A firmness is noticeable in a number of lines now being offered, shortness in supply being accountable. In this respect, halibut and mackerel are perhaps most noticeable.

A report from Nova Scotia says that while the vessels of the Lunenburg fleet are doing fairly well, it is estimated that the summer catch will fall 25,000 quintals below the average. Cod and haddock are in fair supply while some small hauls of mackerel have been made on the Nova Scotian coast.

QUEBEC.

Montreal.—Gaspe salmon are arriving freely. The demand is good with firm prices. Halibut are becoming scarce and prices have advanced a cent. Fresh mackerel are scarce and the list shows an advance in price. The arrivals of brook trout are not numerous. Prices are otherwise steady. Demand is good for this time of the year.

FR.	ESH .
Alewives (shad herring) per 100 sah. 200 Bluefish, per lb. 012 Dressed per ch, per lb. 010 Ecis, fresh, each 025 Mackerel 612 Haddock, per lb 641 055 Steak cod head-less.per lb. 05 66	Balibut, express 0 10
FBO	ZEN
Haddock	Salmon, B.C., red0 09 0 10
Labrador sea trout, bbls	Salmon, Labrador, bl. 16 00 Salmon, Labrador, half bl
Bloaters, large, per box, 60s Haddies	1 10

Herring, new smoked, per box	. !	0 2
New fillets, per lb	:	0 1
SHELL FISH		
Shell oysters, choice, barrel 12 00	1	3 (
XXX shell oysters	. 1	0 0
Lobsters, live. per lb		0 3
Oysters, bulk, selects		0 4
Solid meats—Standards, gal., \$1.75; selects, gal., \$3		• `
PREPARED FISH		
Boneless cod, in blocks or packages, per lb	7, 9	9, 1
Shredded cod, 2 doz. in box, per box		2 (
Skinless cod, 100 lb. case		6

ONTARIO.

Toronto.—The feature of the fish market is a general firmness which has made itself felt over the whole list to a certain extent. Trade is only moderate, with its bright and dull spots as can be expected at this time of the year. Some lines such as shredded and imperial cod are about cleaned up.

1	are about creat	icu u	P.	
	FRES	SH CA	UGHT FISH	
	Steak cod Fresh halibut Ferch		Fresh caught white Fresh caught herring Haddock 0 06	0 12 0 05 0 07
	Fresh trout	0 11	Pickerel	0 10
	Gold eyes Pike Pink sea salmon 0 08 Round red salmon	0 05	White fish, winter caught Yellow pickerel Mullets Bluefish	0 04
	SMOKED, BON Acadia, 3-lb. boxes, per crate			0.00

NOVA SCOTIA.

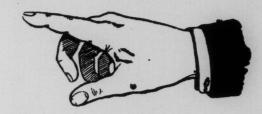
Halifax.—Dealers report salt fish in good demand for the season of the year. While the vessels of the Lunenburg fleet are doing fairly well, it is estimated that the summer catch will fall 25,000 quintals below the average. In Lunenburg, \$6.25 is being paid ex vessel for bank cod, and \$6.38 in Halifax for the same fish. Three weeks ago the price in Halifax was \$6.90 per quintal. The reduction in the price is due to the fact that the fish are being more heavily

DRIED APPLES

We have a few hundred pounds of Dried Apples for sale.

O. E. ROBINSON & CO.
INGERSOLL - ONTARIO
Would you like our Weekly Circular?





When placing your order for Canned Fish, be sure you have the name right:

"BRUNSWICK" Brand

It is the finest brand obtainable, and may be relied on to give the fullest satisfaction.

By the "Brunswick" modern, sanitary process of canning, the natural fish flavor is preserved to a remarkable degree.

Keep a generous stock of "Brunswick" Sea Foods. There is an excellent profit in selling them.

Connors Bros., Limited

Black's Harbour, 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. DeCarteret, Kingston; James Haywood, Toronto; Chas Duncan, Winnipeg; Shallcross, Macaulay & Co., Calgary, Alta.; J. Harley Brown, London, Ont.; Johnston & Yockney, Edmonton, Alta.

Delicious Appetising

CCC A

We Pack No Hard Tough Fish?

The most scrupulous care is taken to see that in the packing of

"Concord" Norwegian Sardines

nothing but the finest freshly-caught Autumn fish and pure olive oil are used. "Concord" Sardines will be found to be mile-cured and not too much smoked, and their delicious flavour will commend them to your particular customer. Feature "CONCORD"; there's a good margin for the retailer. Order from your whole-saler.

LIST OF AGENTS

R. S. McIndoe, Toronto. Watson & A. H. Brittain & Co., Montreal. W. A. Sin

Watson & Truesdale, Winnipeg. W. A. Simonds, St. John, N.B.

Radiger & Janion, Vancouver and Victoria, B.C.

Gaspe Lobsters

Pounds and Halves, Flats.

Quality and condition first class.

Write for uotations

or

Ask our Travelers.

MATHEWSON'S SONS,
MONTREAL

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salted than the earlier catch. The prices this season are the highest on record for bank fish. The highest price ever paid in Lunenburg in the past was \$6.00, and in Halifax the mark did not go above \$6.25.

The markets abroad are in good condition, considerably better than last year, high as they were then. Vessels have difficulty in obtaining bait as Caplin are scarce at Newfoundland.

The lobster fishery on the Cape Breton coast this season has been the best for years. The prices are high and the catch good. Despite the unfavorable weather at times, many of the fishermen have averaged \$50 each for one week's work. Some of the packers now claim that the fishermen are netting more money out of the industry than the packers. One factory at Alder Point, C.B., has so far this season, shipped one thousand cases of lobsters. The shore boats are also doing well with cod and haddock, but the latter is in light demand at the present time.

Some small hauls of mackerel were made on the Nova Scotia coast this week. The fish were very large, and sold on the local market for 25 cents a piece. Salmon is high, most of the fish being shipped to the Boston market, where the demand is good.

APPLES REPLACE PEACHES.

Ruddy Beauties Said to be Favored in Okanagan District.

Vancouver, July 13.—The peach crop in the Okanagan district this year will be quite small compared to last year. The past winter was severe there and the trees were caught. In many parts of the district the crop will be almost a total failure. Summerland, for instance, will be able to ship only about one carload, where it shipped 18 last season.

Because of the unreliability of the peach crop, it being affected one way and another almost every season, large new areas are going into apples. Peach prices are high, but the crop not being sure, orchards now being laid out are mostly with apples. The Okanagan has the advantage of a moderately cold climate in winter, giving strength to the apple trees, and a dry summer, which gives color and size to the fruit. Irrigation makes growing conditions almost perfect. The apple crop in the Okanagan will be larger than ever this year, the trees being loaded.

Wellwood, the Toronto Yonge Street fruit dealer, is showing a sugar pineapple weighing 9 pounds, in his window this week. It comes from Porto Rico.

The Grocer's Encyclopedia---Tapioca

Some of the Circumstances Attendant Upon the Preparing of This Food Product for Market—How Roots are Dug up and Treated in Many Ways Before it is Finally Shipped out—What Plant is Like.

Apparently grocers do not bring tapioca before the notice of their customers often enough, or its sale would be showing a larger volume. It is nutritious, easily digestible and very palatable and can be made up into a variety of dishes. It makes a delicious dessert, taken in conjunction with stewed fruits or madeup into a pudding with milk and custard. It is especially recommended for invalids or those suffering



from weak digestion and it is a fact that the general public do not really know the food value of this product. It is of a kindred nature to arrowroot, the nutritive value of which is known the world over.

What It Is.

The public are also not well acquainted with the source and manufacture of this article of food. Tapioca is made from the roots of the tapioca plant. This plant goes under numerous names in various parts of the world. The botanical name is Manihot, but it also bears such names as cassava, cassada, manipot, manioca, mandioca and many others.

The native home of tapioca is Brazil and, to a limited extent, it is also produced in Porto Rico, Jamaica and Trinidad. However, on account of cheaper labor in the East its cultivation was begun there and has developed until by far the greatest part of the world's supply comes from the Straits Settlements and Java. It will be as found in these latter places that the growth and processes of manufacture will be described.

The tapioca plant grows from four to eight feet in height. It consists of one straight woody stalk which may be an inch to an inch and one-half in diameter at the base. None of the portion above ground enters into the food product. The part of the plant below ground is that which is utilized for the produc-

tion of tapioca. This consists of one or more tubers somewhat resembling our sweet potato, although usually much larger in size, some single tubers occasionally weighing as much as twenty to twenty-five pounds.

Natives Dig Roots.

The work of digging these tubers is done by natives, the implements used being an extremely crude sort of hoe. As soon as they are dug, the roots are carried to the mill where they are thrown into a washer. This consists of a large, horizontal cylinder, built of wooden slats and slightly inclined toward one end, and so hung that the lower part of it, as it is made to revolve, is submerged in a tank of water. Into the higher end of this, as it turns slowly the tubers are thrown and are gradually tumbled through the water, passing out at the lower end quite thoroughly washed. In dropping out of the washer, the tubers fall on a carrying belt which transfers them to the grinder, consisting of two cylindrical rasps. revolving toward each other. Into this grinder a steady stream of clear water is kept flowing and, as the root is thoroughly crushed, it is washed into pipes or troughs conducting this mixture to sieves which separate the pure tapioca starch from the wood and fibre of the

These sieves are round, and inclined slightly towards one end. There are usually two of them which revolve slowly towards each other. Into these streams of water are continually flowing, and as



they turn slowly, the fine pure starch is washed down through and is caught beneath in a large vat or pan. The wood and fibre are expelled at the lower end as waste matter. The fine starch mixed with water is drawn from the receiving THE CANADIAN GROCER

ONE KING
ONE EMPIRE
ONE SAUCE

HOLBROOKS

Imported Absolutely!

The rapid growth of the sale since its introduction into Canada six years ago---due to its excellent quality, moderate price, and supported by live and persistent advertising, has attracted unusual interest even from competitors---a sure proof of its growing popularity.

HOLBROOKS WORCESTERSHIRE SAUCE sells at a popular price---25c., and yields a larger profit to the retailer than any other advertised sauce.

HOLBROOKS LIMITED

CANADIAN AND AMERICAN OFFICES:

40 SCOTT ST.

H. GILBERT NOBBS

TORONTO

Head Office and Manufactory - Birmingham, England

pans to shallow vats where the starch is allowed to settle and water is drawn off.

The Final Treatment.

From the settling vats, the starch is transferred to deeper tanks, more water is added and the mixture agitated by, a power paddle. During this process the particles of dirt, which are heavier than the starch, gradually settle out. When the washing process is complete the water is again drained off. After the starch is comparatively dry, it is taken out of the tank in cakes or blocks.

These blocks of moist tapioca are broken up into pieces and cooked in iron basins over a wood fire. In each of these basins is placed five or six pounds of damp starch, which is at first stirred vigorously to prevent burning. The tapioca remains in this basin for about five minutes and is heated to a high temperature. Next it is placed in shallow pans over a slow wood fire and here allowed to remain until thoroughly dried. It is then ready to be bagged for shipment and in this form is the flake tapioca found on the market today.

The grocer has had both the nutritive value as well as the source and manufacture pointed out to him and now armed with these facts, he should be able to interest his customers in this article of food. The summer season is a good one for the sale of tapioca, and the dealer should now make an effort to sell it.

HONEY CROP SMALL.

Raleigh Apiarist Says Clover Ripened Too Early for Bees.

Chatham, Ont., July 13.—That the honey crop in this section will be the smallest in twenty years is the prediction recently made by Apiarist W. A. Chrysler, of Raleigh township, a few days ago.

"Climatic conditions are for the most part the cause of the shortage," explained Mr. Chrysler. "The clover crop ripened earlier than it has in years, and the blossoms came at the time when the bees were not built up strong enough to take advantage of the flow. The period of bloom on all plants, trees and grasses was very short. Basswood came out on June 25. This was much too early; and, as clover and basswood are the mainstay of the bees, they did not get the proper nourishment.

"Honey this year will be a quarter of the crop it should have been. In Lambton the amount of honey produced is somewhat better than in Essex and Kent

"The bees themselves did not suffer much by the shortage, but the increase

in numbers was retarded and there was little swarming."

SHOW CASE ON STREET.

London Dealer Leads Way in Displaying Protected Goods.

London, Ont., July 13.—There has been so much talk about the grocer exposing goods at the door and on the street that one firm in London have had made two display cases to put in front of their show windows. These cases have three glass doors and plate glass top, also two shelves. There is a compartment for ice. They keep fruit, vegetables or poultry nice and fresh and clean, but they have one drawback and that is that they hide the show window. Scandrett Bros. are the grocers who have led the way in this regard.

Meredith Smith, son of Chancey Smith, wholesale fruit dealer, died after a week's illness. He was for years in the office with his father and was well liked by all the grocers.

Wm. Elliott, for many years with Scandrett Bros., and lately with a wholesale grocery house of Stratford, has accepted a position with T. A. Rowat & Co.

TRADE NOTES.

A meeting of the picnic committee of the Hamilton Retail Grocers' Association was held last week, when final arrangements for the outing to Niagara Falls were completed. Ninety coaches on two railroads have been provided.

The Drummers' Snack Club are making great preparations for their annual outing and it is probable that the crowd that is to attend at Georgetown, Ont., will have a better time then ever before. Everything that could be done was accomplished ahead, and there should be no hitch in the arrangements.

At a meeting of the West Toronto Merchants' Association last week it was decided that the annual picnic will be held to St. Catharines, on Wednesday, July 19th next.

Lindsay, Ont., July 13.-Merchants here are exercised about the possibility of losing the trade of the campers at Sturgeon Point. It appears that although the demands of the tourists at that summer resort, have always, in the past, been filled from this place, that Fenelon Falls is getting most of it this year. The grocers blame the boat service between this town and the point and claim that its cost is the reason for the swing of the trade. It is expected that the Board of Trade will take action in the matter in the hope that something may still be done to retain the business to local dealers.

Never Run Short of

SHAMROCK

BIG PLUG SMOKING TOBACCO

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

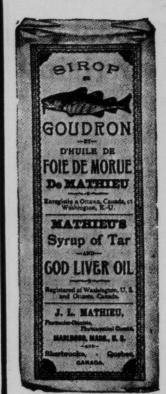
CLAY PIPES

The best in the world are made by

McDOUGALLS
Insist upon this make

D. MeDOUGALL & CO., LTD., SCOTLAND

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



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MATHIEU'S SYRUP

of Tar and Cod Liver Oil

MATHIEU'S

amongst all the cold cure and cough remedies on the market.

The sale has increased enormously—
Thousands of testimonials attest their wonderful value—
They never become dead stock—

They afford dealers a good profit-Those who once use them make them a household remedy—

Dealers who do not carry them simply lose sales that go else-where.

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

Sold by all wholesale dealers

AND

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

Distributors for Western Canada

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

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

MAPLE SUGAR

CHEWING **TOBACCO**

Rock City Tobacco Co.

Ouebec

Tuckett's

Orinoco

Tobacco

NO BETTER JUST A LITTLE MILDER

THAN



Tuckett's Myrtle Cut Tobacco

WHICH HAS THE LARGEST SALE IN CANADA.

TUCKETT LIMITED

Hamilton,

Ont.

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Advertisements under this heading, 2s. per word for first inscriton, is, for each subsequent inscriton. 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 once can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

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STORE TO RENT in thriving town of Ingersoll, specially suited for grocery or hardware; best stand in town, building in first-class condition. To a desirable tenant will be let for term of years at reasonable rental. Apply J. C. NORSWORTHY, Ingersoll, Ont. (30)

FOR SALE.

GROCERY BUSINESS FOR SALE in Windsor, Ontario. Stock \$3,000. Will rent or sell pro-perty. Address Box 390, THE CANADIAN GROCER, Toronto. (30)

FOR SALE—Grocery and bakery business. Turn-over of about \$16,000 per annum. In thriving town of 1,100. Good cash business. Apply Box 392, CANADIAN GROCER, Toronto.

REPRESENTATIVES WANTED.

SCOTCH MANUFACTURERS OF SAUCE AND Pickles desire first-class Commission Agent to represent them in Ha ifax, N.S. Only firms who can influence large business need apply. References. Box No. 70, CANADIAN GROCER, 88 Fleet St., London, England. (28)

MISCELLANEOUS.

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

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

A CCURATE COST KEEPING IS EASY if you have a Dey Cost Keeper. It automatically records actual time spent on each operation down to the decimal fraction of an hour. Several operations of lobs can be recorded on one card. For small firms we recommend this as an excellent combination—employees' time register and cost keeper. Whether you employ sew or hundreds of hands we can supply you with a machine suited to your requirements. Write for gatalog. International Time Recording Company of Canada, Limited. Office and factory, 29 Alice Street, Toronto.

BUCKWHEAT Flour guaranteed pure and unsur-passed by any mill in the Province. T. H. Squire, Queensboro, Ont., solicits your orders.

Business-Getting Typewritten Letters D and real printing can be quickly and easily turned out by the Multigraph in your own officeactual typewriting for letter-forms, real printing for
stationery and advertising, saving 25% to 75% of
average annual printing cost. AMERICAN MULTIGRAPH SALES CO., Limited, 129 Bay Street,

COPELAND-CHATTERSON SYSTEMS — Short, simple. Adapted to all classes of business. The Copeland-Chatterson Co., Limited, Toronto and

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 priess that will interest you. Our Holder, with patent earbon attachment has no equal on the market. Supplies for Binders and Monthly Account Systems. Business Systems Limited, Manufacturing Stationers, Toronte.

COUNTER CHECK BOOKS—Write us to-day for samples. We are manufacturers of the famous Surety Non-Smut duplicating and triplicating Counter Check Books, and single Carbon Pads in all varieties. Dominion Register Co., Ltd., Toronto.

MISCELLANEOUS.

DOUBLE your floor space. As Otis-Fensem hand-power elevater will double your floor space, en-able youte use that upper floor either as stock room or as extra selling space, at the same time in-erasing space on your ground floor. Costs only \$70. Write for catalogue "B." The Otis-Fensem Elevator Co., Traders Bank Building, Teronto.

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 merebants and manufacturers. Inquire frem our nearest office. Egry Register Co., Dayton, Ohio; 123 Bay St., Teronto; 258% Portage Ave., Winnipeg; 308 Richards St., Vancouver.

FIRE INSURANCE. INSURE IN THE HART-FORD. Agencies everywhere in Canada.

MOORE'S NON-LEAKABLE FOUNTAIN PENS. If you have Fountain Pen troubles of your own, the best remedy is to go to your stationer and purchase from him a Moore's Non-Leakable Fountain Pen. This is the one pen that gives universal satisfaction and it costs no more than you pay for one not as good. Price, \$2.50 and upwards. W. J. GAGE & CO., Limited, Toronto, sole agents for Canada.

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

PENS—The very best Pens made are those manufactured by William Mitchell Pens, Limited, London, England. W. J. Gage & Co., Limited, Toronto, are sole agents for Canada. Ask your stationer for a 25c, assorted box of Mitchell's Pens and find the pen to suit you.

HUNDREDS OF TYPEWRITERS of every make and condition are being traded in as part payment on the famous MONARCH. Price and quality are the levers we use to prevent over stock. We believe we can give the best bargains in rebuilt typewriters in Canada. A postal will bring our catalogueand full information. THE MONARCH TYPEWRITER CO., Limited, 46 Adelaide Street 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. Weet, Terento.

THE "Kalamazoo" Loose Leaf Binder is the only binder that will hold just as many sheets as you actually require and no more. The back is flexible, writing surface flat, alignment perfect. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bres. & Rutter, Ltd., King and Spadina, Teronto.

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

TECHNICAL BOOKS.

CANADIAN MACHINERY AND MANUFACTURING NEWS, \$1 per year. Every manufacturer using power should receive this publication regularly, and also see that it is placed in the hands of his engineer or superintendent. Every issue is full of practical articles, well calculated to suggest economies in the operation of a plant. Condensed advertisements for "Machinery Wanted" inserted free for subscribers to the GROCER. "Machinery for Sale" advertisements one cent per word such insertion. Sample sopy on request. CANADIAN MACHINERY, 143-148 University Ave., Toronte.

SALES PLANS—This book is a sellection of \$38 successful plans that have been used by retail merchants to get more business. These include Special Sales, Getting Heliday Business, Co-operative Advertising, Money-Making Ideas, Contests, etc. Price \$2.50, postpaid. MacLean Publishing Co., Technical Book Dept., 143-149 University Avs., Toronte.

Grocery Advertising

· By Wm. Borsodi

It contains suggestions for special sales, bargain sales, cash sales, etc.; ideas for catch lines or window cards, and many hints for the preparation of live advertising copy. A collection of short talks, advertising ideas and selling phrases used by the most successful grocery advertisers.

PRICE \$2.00

ALL ORDERS PAYABLE IN ADVANCE.

MacLean Publishing Co. 143-149 University Ave., Toronto

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By Joseph M. Walsh

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

Cultivation and Preparation.
Commercial Classification and Description.
Adulteration and Detection.
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This work, written by one of the greatest authorities in the world upon the subjects of Tea and Coffee, will be mailed to you postpaid on receipt of

\$2.00

IT WILL PAY YOU TO SEND AT ONCE.

MacLean Publishing Co.

Technical Book Department 143-149 University Avenue, Toronto

ONS FOR PROPRIETARY ARTICLES

011074710
QUOTATIO
Baking Powder Diamond W. H. GILLARD & CO. 1-lb. tins, 2 dor. in case
\$-lb. tins, \$
4-dosen. 10c. 80 85 1 5-dosen. 6-os. 175 1-dosen. 12-os. 350 3-dosen. 12-os. 340 1 1-dosen. 22-lb 10 50
dozen 2a lb 10 50 dozen 5-lb 19 80 MAGIO BAKING FOWDER Ontario and Quebec Prices
Cases. Sizes. Per doz
MAGIC 4 " 8 " 1 30 4 " 12 " 1 80 2 " 12 " 1 85 4 " 16 " 1 85
BAKING 1 16 " 230 2500 25 1b 260
1 " 12 " Percase 1 " 16 " \$6 00 Special discount of 5 per
Special discount of 5 per cent. allowed on five cases or more of "Magic Baking Powder."
BAKING POWDER Sizes. Per Doz Boyal-Dime \$0 95 " \displays -1b 1 40
" 6-oz 1 95 " 1-lb 2 55 " 12-oz 3 85
" 3-lb 13 60 " 5-lb 22 35 Barrels—When packed
in barrels one per cent. discount will be allowed.
WHITE SWAM SPICES AND GERFALS LTD. White Swam Baking Powder—1-lb. tins, 3-dos. in case, \$2 dos.; 1-lb. tins, \$1.25 dos.; 1-lb. tins, \$0 dos.
Borwick's
Baking Powder
MANUTATION OF THE PARTY OF THE
GOOKS PRIEND
MELLI MICHELPIC CHISTOTHER MISTRY
PROPERTY OF THE PROPERTY AND A STATE OF THE PROPERTY AND A
Oartoons— Per dos Me. 12, 4-oz., 6 dz 0 76 No. 1, 1-lb., 4 dos 2 40 No. 13, 4-oz., 5 dz. 0 78 No. 1, 1-lb., 2 dos 2 50 In Tin Boxes— No. 2, 5-oz., 6 dos 0 80 No. 13, 1-lb., 2 dz. 3 00 No. 2, 5-oz., 5 dos 0 85 No. 14, 8-oz., 3 dz. 1 75 No. 1, 24-oz., 4 dz. 0 45 No. 15, 4-oz., 4 dz. 1 10 Mo. 10, 13-oz., 4 dz. 2 10 No. 16, 24-lbs 7 25 No. 10, 13-oz., 4 dz. 2 20 No. 17, 5-lbs 14 60
Oartoons— Per doz No. 12, 4-oz., 6 dz 0 70 No. 1, 1-lb., 4 doz 2 40 No. 13, 4-oz., 5 dz. 0 75 No. 1, 1-lb., 2 doz 2 50 In Tin Boxes— No. 2, 5-oz., 6 doz 0 80 No. 13, 1-lb., 2 dz. 3 00 No. 2, 5-oz., 6 doz 0 80 No. 13, 1-lb., 2 dz. 3 00 No. 3, 5-oz., 6 dz 0 85 No. 14, 8-oz., 3 dz. 1 75 No. 5, 33-oz., 4 dz 0 45 No. 15, 4-oz., 4 dz. 1 10 Mo. 10, 13-oz., 4 dz 2 10 No. 16, 24-lbs 7 25 No. 10, 12-oz., 2 dz 2 30 No. 17, 5-lbs 14 60
FOREST CITY BAKING
Dozen 6 ez. tins
WHITE SWAN SPIGES & CEREALS, LTD. White Swan Breakfast Food, 2 doz. in case, per case 33 60
per case \$3.90. The King's Food, 2 dz. in case, per case \$4.80. White Syan Rayley

	boxes, per lb Perfection choco-	0 35	
COWAN	doz. in box, doz.	1 80	
	Perfection choco- late, 10c size, 2 and 4 doz. in		
	hox. per doz	0 90 er lb.	
Sweet Chocolate— Queen's Dessert, ‡'s (Queen's Dessert, 6's, Vanilla, ‡-lb., 6 and 1: Parisian, 8's, 6 and 12	and 1's, 12-lb. bxs.	0 40	
Queen's Dessert, 6's,	12-lb. boxes	0 40 0 35	
Parisian, 8's, 6 and 12	lb. boxes	0 28	
Diamond, 6's and 7's, Diamond, ‡'s, 6 and 1	6 and 12-lb. boxes 12-lb. boxes	0 24 0 25	
GOMAN'S	Icings for c	ake-	
- SUPERIOR -	Checolate, W		
MOCOLAN	pink, lemon, or maple, alm	ond,	
TOMME	maple, alm	m, in	
CAMICA	dozen in box	, per	
Prepared Ready for Ise	dozen		
THE THE	Chocolate		
Tittata Ganash	Confections	er lb.	
Maple nuds, 5-lb. bor Milk medallions, 5-lb Chocolate wafers, No Chocolate wafers, No Nonpareil wafers, No Nonpareil wafers, No Chocolate ginger, 5-l Milk chocolate wafer		0 36	
Milk medallions, 5-lb	boxes	0 36	
Chocolate wafers, No	. 2, 5-lb. boxes	0 25	
Nonpareil wafers, No	0. 1, 5-1b. boxes	0 30	
Chocolate ginger, 5-1	b. boxes	0 30	
Milk chocolate wafer	s, 5-lb. boxes	0 36	
Coffee drops, 5-lb. box Lunch bars, 5-lb. box Milk chocolate, 50 l	ces	0 36	
Milk chocolate, bo	bundles, 3 doz. in	1 35	
box, per box Milk chocolate, &c ca	kes, 3 doz. in box,		
per box	l's. 6-lb. boxes, lb.	1 35 0 36	
Nut milk chocolate,	s, 6-lb. boxes, lb.	0 36	
Nut milk chocolate		0 90	
Agents, O. E. Col	pre's.	al.	
In to and 1-lb. tins,	pre's. son & Son, Montre 14-lb. boxes, per	0 35	
Smaller quantities		0 37	
G J Estabrook.	St. John. N.B.;	J. M.	
Douglas & Co., Mo	ontreal; R. S. Mcl	ndoe,	
Toronto; Jos. E. Hu	hnson & Yockney	Ed-	
G. J. Estabrook, Douglas & Co., Mc Toronto; Jos. E. Hu Persse, Calgary; Jo monton; Standard ver; Frank M. Hann	Brokerage Co., Va	ncou-	
ver; Frank M. Hann	ium, Ottawa.		

(INS		UK		4
	Greengage plun stoneless	1 75	Lemen.		1 60
-	Pu	re Prese	orves—Bu	lk	3 3
	Strawberry	0 59 0	1bs 14	a & 30's p	0 10
	BASED DOCTY	wod up	te Me per		0 10
	Keen's Oxford	i. per lb	lue		01
	In 10-box Gillett's Mam Coo	moth,	gross bo	late	20
			Cocoa-		
	NUTRITIO		Perfection	on, 1-1b.	
	COWA	S	Perfection	r doz on, ‡-1b. r doz	2 4
	PERFECTI		Perfect	r doz	0 9
	3900	3	tins, pe	on, 6-1b. er lb bulk, No.	0 3
	ABSOLUTELY	PURP	1, per l	bulk, No.	0 5
	London Pearl Special quo	l, per lt		a in bar-	0 :
	rels, kegs, etc. Unsweeten		polate-		
			late, boxes,	choco- 's, 12-lb. per lb	0 :
	COWA	N	Perfection late, 2	on choco- oc size, 2 box, doz.	
		انسا	Perfection late, 1	on choco- oc size, 2	
	Sweet Choo	nolete	box, p	doz. in	Perl
	Queen's Dess Queen's Dess	ert, j's ert, 6's	and 1's, 1 12-lb. bo	2-lb. bxs.	0



The King's Food, 2 dz. in case, per case \$4.80.
White Swam Barley Crippe, per doz. \$1.
White Swam Self-rising Buckwheat Flour, per dozen \$1.
White Swam Self-rising Pan cake Flour, per dozen \$1.
White Swam Self-rising Pan cake Flour, per dozen \$1.
White Swam Self-rising Pan cake Flour, per dozen \$1.
White Swam Flake Remole, per dozen \$1.
White Swam Self-rising Pan cake Remole, per dozen \$1.
White Swam Self-rising Pan cake Remole, per dozen \$1.
White Swam Self-rising Pan cake Remole, per dozen \$1.
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White Swam Self-rising Pan cake Remole, per dozen \$1.
White Swam Self-rising Pan cake Remole, per dozen \$1.
White Swam Self-rising Pan cake Remole, per dozen \$1.
No. 1 chocolate, \$1.0 cakes, per dozen \$1.
Permium No. 1 chocolate, \$1.0 cakes, \$1.0 cakes

Coccanut

CANADIAN COCOANUT CO., MONTRE	AL.
Packages-5c., 10c., 20c. and 40c. pack	ages,
packed in 15-lb. ahd 30-lb. cases. P	
1-lb. packages	0 26
lb. packages.	0 28
1 and 1-lb. packages, assorted	0 261
and 1-lb. packages, assorted	0 271
-lb. packages, assorted, in 5-lb. boxes	0 28
lb. packages, assorted, in 5-lb. boxes lb. packages, assorted, 5, 10, 15 lb cas	0 30
\ Bulk-	0 00
In 15-lb. tins, 15-lb. pails and 10 25 and	50-lb.
boxes. Pails. Tins.	Bbls.
White moss, fine strip 0 12 0 21	
Best Shredded 0 18	0 17
Special Shred 0 17 Ribbon 0 9	
Macaroon 0 17	0 17
Desicated 0 16	0 16
White Moss in 5 and 10 lb. square tin	s, 21c.
WHITE SWAN SPICES AND CEREALS	LTD.
White Swan Coccoanut—	
Featherstrip, pails	0 15
Shredded	0 15
f., h=caration' a-cis" a-ug" seug" ID'	- 22

Condensed Milk

BORDEN'S CONDENSED MILE CO.

Wm. H. Dunn, Agent, Montreal	to !	Cor	on	to.
Eagle Brand Condensed Milk Gold Seal Condensed Milk	25	75	1	45
Challenge Condensed Milk Peerless Brand Evaporated Milk	4	00	î	00
five cent size (4 dozen)	2	00	0	50
Peerless Brand Evaporated Milk family size	3	50		90
Peerless Brand Evaporated Milk pint size (4 dozen)	. 4	80	1	20
Peeriess Brand Evaporated Milk hotel size	3	70	1	85



'Jersey" brand evaporated cream	
per case (4 dozen) 'Reindeer" brand, per case (4 dozen	. \$3 50
"Reindeer" brand, per case (4 dozen	5 00
'Reindeer" Condensed Coffee, case	. 5 00
'Reindeer" Condensed Cocoa, case.	. 4 80





EBY, BLAIN CO. LIMI	TED.	
Standard Coffees		
Roasted whole or ground. Pack proof bags and tins.		
Nectar 0 32 Ambrosis		0 26
Nectar 0 30 Plantatio	m.,	0 23
Empress 0 28 Fancy Bo Duchess 0 27 Bourbon.	ourbor	0 22
Crushed Java and Mocha groun	d	
Package Coffees.		
Gold Medal, 2 lb. tins, whole or go	round	0 30
" " 1 lb. tins, "	**	0 31
TIO. UIDS.	"	0 32
Anchor Brand, 2 lb. tins " 1 lb. tins "		0 31
German Dandelion, 1 lb. tins, gr		0 32 0 26
if it is tins.	ound.	0 28
English breakfast, 1 lb. tins.	**	0 18
Grand Prix, 1 and 2 lb. tins.		0 30
Demi-Tasse, 1 and 2 lb. tins,	**	0 80
Flower Pos, 1 lb. pots,	"	0 22.
Confections		
IMPERIAL PRANUT BUT	TER	
Small, cases zen	. 1 80 . 2 75 . 1 35	
30-10. paus	. 0 18	ID.

WHITE SWAN SPICES AND CEREALS LTD. White Swan Blend.



1-lb. decorated tins, 32c lb. Mo-Ja, 1-lb. tins 30c. lb. Mo-Ja, 1-lb. tins Mo-Ja, 2-lb. tins 28c. lb.

Cafe des Epicures—1-lb. fancy glass jars, per doz, \$3.69 Cafe l'Aromatique—1-lb. amber glass jars, per doz, \$4 Presentation (with 3 tumblers) \$10 per doz.



Cheese-Im	perial
Arge size jars, doz	8 25
mall size jars, per des	Commercial rap for
Imperial holder— Large size, dos. 18 06 Med. size, dos. 17 00 Small size, dos. 12 00	WAT LARENS WEEK AND LAND LAND LAND LAND LAND LAND LAND
Roquefort— Large sise, dos. 2 40 Small sise, dos. 1 40	

Danada Oream Cheese—	
In carbons, each I dosen	0 90
Large blocks, dozen	2 30
Medium blocks, dosen,	1 30



London, Eng.

'Golden Butterfly brand Cream, 8 dos. 10c. size, cases \$7.79

Coupon Books-Allison's

For sale in Canada by The Eby Blain Cb. L44. Toronto. C. O. Beauchemis & Fils. Montreal \$2, \$3, \$5, \$10, \$15 and \$50. All same price one size or assorted.

-310					
UN	ÐΝ	UÌ	(B)	BR.	

ON-NUMBERS	
Under 100 books	04
100 books and overeach	084
500 books to 1000 books	08
For numbering cover and each cou	pen

Infants' Food

Robinson's patent barley, 1-lb. tins, \$1.25; 1-lb. tins, \$2.25; Robinson's patent greats, 1-lb. tins, \$1.25; 1-lb. tins, \$2.25.

Flavoring Extracts





CRESCENT MFG. CO. Mapleine.

RISING SUN SUN PASTE STOYE POLISH

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.

You Must Realize

that an article which has a huge amount of consumer advertising behind it to pull it through the stores, as has

2

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The World's Best Shoe Polish

must be a profitable and quick-selling line to handle.

But in addition to this ad-pulling force, "2 in 1" has sterling merit behind it. It preserves the boots and makes them pliable; is waterproof; shines quickly and lasts a long time; does not soil the clothes or clog the brush, and is just now in increasing demand.

You can't afford to be without "2 in 1" on your shelves.

The F. F. Dalley Co.

Hamilton, Canada, and Buffalo, N.Y.

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HALIFAX HOTEL
HALIFAX, N. S.

THE GRAND UNION

The most popular hotel in

OTTAWA, ONTARIO.

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ASSURANCE
COMPANY

FIRE AND MARINE

HEAD OFFICE, TORONYO, ONT.

Assets over - - - \$3,570,000

Income for 1906, over 3,609,000

HON. GEO. A. COX, President

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Is best made from MASON'S EXTRACT OF HERBS. One tablespoonful of this Extract makes a gallon of DELICIOUS BOTANIC BEER.

Has been used for over thirty years with the greatest success.

Send for Booklet, "Hints on Brewing."

NEWBALL & MASON NOTTINGHAM, ENGLAND.

GOOD! IT'S MASON'S

70

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LAPO

Extra F Tres Fir Fins Mi-Fins Moyens Moyens

Case—
12 litres
12 quart
Tins—
5 gals.,
2 gals.,
1 gals.

St. Nice La Nep La Capi La Sani ... Vichy L

Le So Case 25 " 12 " 50 " 200 "La Lu Case 25

Alimen Vern Box, 25

Grape

Matts (Sparkli



"PERFECTION" **CHEESE CUTTERS** are MONEY-MAKERS

> for the GROCER-We know they will do the work-and guarantee them.

Walter Woods & Co., Hamilton Wir

Winnipeg



No. 1, 4 doz. in case... 0 50 No. 2, 2 doz. in case... 0 90 No. 3, fats, 2 doz in case 1 00 No. 3, tails, 2 doz in case 1 25 No. 6, 1 doz. in case... 4 00 No. 12, 4 doz. in case... 6 50

LAPORTE, MARTIN & CO., MONTREAL.

AGENCIES. THESE PRICES ARE F.O.B. MONTREAL.

IMPORTED PEAS "SOLEIL"

				Pe	r ca	
Sur Extra Fins		flacor	100	Bou.	10	
Extra Fins	tins	KIIO	100	11110	15	
Tres Fins	**	46.	100	**	15	0
Fins	**	**	100	**	13	0
Mi-Fins	**	- 11	100	**	12	0
Moyens No. 2	"	**	100	66	10	0
Moyens No. 3	"		100		8	7
Aspa	ragus,	Hario	ots, e	bo.		

MINERVA PUB	CE OLIVE OIL.
Case— 12 litres 6 50 12 quarts 5 75	Case— 24 pints 6 25 24 1-pints 4 25
Tins— 5 gals., 2s23 00 2 gals., 6s29 00 1 gals., 10s25 00 gals., 20s26 00	Tins— 2 gals., 20s13 50 2 gal., 48s Sq17 00 3 gal., 48s Rd15 50
VICHY V	WATERS.

Le Soleil," 72 per cent. Olive Oil Case 25 lbs., 11 lb. bars	0 071 lb. 0 081 lb. 3 50 case 3 75 case
"La Lun," 65 per cent. Olive Oil Case 25 lbs., 11 lb. bars. "12 lbs., 23 lb. bars. "50 lbs., 4 lb. bars. "100 lbs., 4 lb. bars. "200 lbs., 3 oz. bars.	0 07 lb. 0 08 lb. 3 25 case 1 80 case 3 40 case
Alimentary Pastes, Blanc & Fils, Vermicelli, Animals, Small Past	Macaroni, tes, etc.
Box, 25 lbs., 1 lb	0 071

DUFFY & CO. BRAND.				
Grape Juice, 12 qts				71
24 pts				1
Apple Trice 18 ster		•		56
Apple Juice, 12 qts		•		7!
Champagne de Pomme, 12 qts				o
" 24 pts			5	5
Matts Golden Russett—				
Sparkling Cider, 12 qts				00
" # 94 pts			Б	50



BLUE. (Moody's Royal)



CHLORIDE OF LIME. (Moody's Royal)

Per doz.

1 lb. Carbonized
Fibre packages 0 85

1 lb. Carbonized
Fibre packages 0 45



DRUDGE. (Moody's Anty) Extra Fine.



QUICKSHINE STOVE POLISH. No. 10, Fancy tins, tall shape....doz. 0 85

HALF TIME SHOE PASTE (Moody's Extra Fine) 4 doz. in wood box.....per doz. 0 85 1 doz. in carton, 12 in wood box ' 0 75

HAND CLEANER Moody's Electric) In Fancy tins, 3 doz. in wood box, doz. 0 85



KLENZINE AMMONIA POWDER (Moody's)

Large size, 11 lbs. 0 90 8mall size, 10 oz... 0 45 Packed 3 doz. in wood bo

Jam

Ceresis



Grape Nuts—No. 22, \$3.00; No. 23, \$4.50. Post Toasties—No. T3, \$2.85. Postum Cereal—No. 0, \$2.25; No. 1, \$2.70.



Force, 36's]..... 4 50 Gusto, 36's..... 2 85

Jelly Powders



Assorted Case, Contains 2 doz. \$1.80 cmon (Straight) Contains 2 doz. 1 80 cmon (Straight) Contains 2 doz. 1 80 cmon (Straight) Contains 2 doz. 1 80 cmol contains 2 doz. 1 80



Assorted Case, Contains 2 doz. \$2 50 Chocolate (Straight) Contains 2 doz. 2 50 Vanilla (Straight) Contains 2 doz. 2 50 Strawberry(Straight) Contains 2 doz. 2 50 Lemon (Straight) Contains 2 doz. 2 50 Unflavored (Straight) Contains 2 doz. 2 50 Weight 11 lbs. to case. Fr'ght rate, 2d class.

IMPERIAL JELL. DESSERT



Mnatord

	S OR KERN'S
Per d	loz. Per dez
D.S.F., 1-lb. tins 1 4	0 F.D 1-lb. tins. 1 45 C Per jar
1-1b. tine 2 5	C Per jar
" 1-lb. tina 5 0	0 Durham, 4-lb, jar 0 75
F.D., 1-lb. tins 0 8	0 Durham, 4-lb. jar 0 75 1-lb. jar 0 25
	EPARED MUSTARD
Small, cases 4 dozen.	0 45 dozen
Medium cases 2 doze	an 0.00 II
Medium, cases 2 doze Large, cases 1 dozen	1 35 "

N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

ls ... 0 101 s, 601bs 0 102 b. Pails 2 15 b. tins 2 05 es 31-b 0 112 5-lb.. 0 113 10-lb.. 0 11

F.O.B. Montreal



INSTITUTES ALL OTHE

GUNNS LARD COMPOUND

Tieroes.	0 091
Tubs	
20-1b. pa	
20-lb. ti	
10-lb.	0 101
5-lb. 3-lb.	" 0 10
	tons 101

Figories	
NATIONAL LICORICE CO	
5-lb. boxes, wood or paper, per lb	\$0 40
Fancy boxes (36 or 50 sticks), per box	1 25
"Ringed" 5-lb. boxes, per lb	0 40
"Acme" pellets, 5-lb. cans, per can	2 00
" (fancy bxs., 40), per box	1 50
Tar licorice and tolu wafers, 5-lb. cans,	
per can	2 00
Licorice lozenges, 1-lb. glass jars	1 75
" 90 K-1h cams	
'Purity "licorice, 10 sticks	1 45
" 100 sticks	0 73
Dulc, large cent sticks, 100 in box	
Lve (Concentrated).	



PERFUMED LYE Ontario and Quebec Prices.

Per case





For sale by all grocers.

A. P. TIPPET & CO., AGENTS	
Maypole soap, colors, per gross	
Maypole soap, black, per gross Oriole soap, per gross	10 20
Floriols soap, per gross	12 00 18 20



3 dos. to box..... \$3 60

6 dos. to box \$7 20



5-case lots (delivered), \$4.15 each, with 20 bars of Quick Naptha as a free premium.



The GENUINE. Packed 100 bars to case.



EDWARDSBURG STARCE CO., LIMITED

Laundry Starobes-	Per lb	EDWA
No. 1 white or blue, 4-lb. carton	\$0 06t	"Crov
No. 1 white or blue, 3-lb. carton	0 061	Barrels, 70
Silver gloss, 6-lb. draw-lid boxes	0 07k	Half-barrel
Silver gloss, 6-lb. tin canisters	0 07	-barrels, 1
Edwardsburg silver gloss, 1-lb. pkg.	0 07	Pails, 25 lb
Kegs silver gloss, large crystal	0 365	
Benson's satin, 1-lb. cartons	0 07	(
No. 1 white, bbls. and kegs	0 054	2-lb. tins,
Canada white gloss, 1-lb. pkgs Benson's enamel, per box 1 50		5-lb. tins,
		10-lb. tins,
Oulinary Starch— Benson & Co's. Prepared Corn	0 064	20-lb. tins,
Canada Pure Corn		Barrels, 70
20-lb. boxes, to higher.		Half barre
Celluloid-Boxes of 45 cartons, per cas	e 3 60	Quarter be
BRANTFORD STARCH WORKS, LIMI	TED	Pails, 391.
Ontario and Quebec.		Pails, 25 lb
Laundry Starches		
Canada Laundry, boxes of 40 lb	0 06	Plain tins.
Acme Gloss Starch—		2 lb. t
1-lb. cartons, boxes of 40 lb Finest Quality White Lamdry—	0 05	5
3-lb. canisters, cases of 48 lb	0 061	10
Barrels, 200 lb	0 05	5. 10 ar
Kegs, 100 lb	0 06	
[Aly White Gloss—		Be
1-lb. fancy cartons, cases 30 lb.	0 07	2 lb. tir s
8-lb. toy trunks, 8 in case	0 08	9
6-lb. toy drums, with drumsticks	0 071	10 "
8 in case	0 061	5. 10 at
wolfel ar or become to to		

Brantford Gloss—
1 lb. fancy boxes, cases 26 lb.... 6 07
Canadian Electric Starch—
Boxes of 40 fancy pigs., per case 2 06





SOUDS CHATEAU BRAND CONCENTRATED SOUPS

Veretable Mutton Brown
Mulligatewny Chicken
Or Tail
Sootch Broth Julienne
Mock Turtle
Vermicelli Tomato
Tomato



Case of 5c. packages, oc.

		ma-ore	BOD	-		
	Ont	ario and Qu	ebeo	Prices.	Pe	r case
Mo. 1,	CREC	60 1-lb. pa	ckuge	s { 1 5	case	\$2 85 2 75
No. 2,	**	120 1-lb.	"	{ 1	case	2 85
No. 8,	*	{30 1-lb. 60 1-lb.	"	: {1	case	2 85 2 75
No. 5 1 1 case. 5 cases	dag	120 ½-lb. {30 1-lb. 60 ½-lb. ic sods—case	s 100	—10-oz.	pkg	2 90 2 80

Stove Polish Per gross
 Rising Sun, No. 1 cakes, \$ £ † grs. bxs. \$8 50

 Rising Sun, No. 3 cakes, gross boxes. \$ 50

 No. 5 Sun Paste, † gross boxes. \$ 40

 No. 10 Sun Paste, † gross boxes. \$ 9 00



6a size, gross, \$2.40. 2a size, gross, \$2.50

Syrup	H
### EDWARDSBURG STARGE CO., LTD. "Crown" Brand Perfection Syrup Barrels, 780 lbs	R
Crown Brand Corn Syrup	-
2-lb. tins, 2 doz. in case, per case 2 25 5-lb. tins, 1 doz. in case, per case 2 60 10-lb. tins, ½ doz. in case, per case 2 50 20-lb. tins, ½ doz. in case, per case 2 45	10
Barreis, 700 lbs. 0 03; Half barreis, 350 lbs. 0 03; Quarter barreis, 175 lbs. 0 03; Fails, 35; 1 70 Pails, 25 lbs., each. 1 20	11 2:
Lily White Corn Syrup.	
2 lb, tins, 2 doz. in ease 2 5;	I
10 " 1" " 2 75 20 " 1 2 70 5. 10 and 20 lb. tins have wire handles)	C
Beaver Brand Maple Syrup. Case	
2 lb. tirs 2 dog in case \$3 50 5 "1 4 0 10 " \$ " 3 95 20 5. 10 and 20 lb. tins have wire handles)	
	## Crown Brand Perfection Syrup Barrels, 760 lbs

Cannod Haddies, "Thistle" Brand Cases 4 dos. each, flate, per case..... \$6 00 Cases 4 dos, each ovals, per case..... 5 00

GILLETT'S UNEAM TARTAR Ontario and Quebec Prices.
Per dos
lib. paper pkgs., 4 doz. in case.......\$1 00
lib. paper pkgs., 4 doz. in case.............2 00 4 doz. 1-lb. paper pkgs. assorted. \$8 00 }-lb. cans with screw covers, 4 dos. in s with screw covers, 3 dos. in

Gum





Milk.

CANADA FIRST BRAND

Canada First Evaporated Oream, baby size.

nada First Evaporated Oream, baby size. 2 00 size of the first Condensed Milk. 4 55 eaver Condensed Milk. 4 00 osebud Condensed Milk. 4 25

Sauces

j-pint bottles, 3 and 6 dozen cases, des 0 90 Pint bottles, 3 dozen cases dos. 1 75



Rep. ½ pints, packed in 6-doz. case... 2 25 mp. ½ pints, packed in 4-doz. case... 3 15 Rep. quarts, packed in 2-doz. case... 6 50 Vermicelli and Macaroni. D. SPINELLI C'Y, MONTREAL. B. SPINELLI CY, MONTREAL.

Fine.

4 lbs. box "Special"......per box 0 22

8 lbs. "Standard".....0 27

9 lbs. "Standard".....0 55

10 lbs. cases or 75 lbs. bbis....per lb. 0 05

5 lbs. cases 11b. pkgs (Vermicelli) " 0 06

Tobacco.

TOBGOO .

TOBGOO OMPANY OF CANADA,
LIMITED—EMPIRE BRANCE.

Wing—Black Watch, 6s. 44

Black Watch, 12s. 45

Black Watch, 12s. 45

Bully, 6s. 44

Currency, 6is and 12s. 46

Ourgency, 6is and 12s. 46

Ourgency, 6is and 12s. 46

Pag Boll Bars, 7is. 56

Pay Boll Bars, 7is. 56

War Horse, 6s. 42

Gillett's Oream Yeast, 3 doz. 5 cent pkgs. 31

Gillett's Oream Yeast, 3 doz. 1n box. 1 15



THE SALADA"



Blue Label, j's	0 21	
Orange Label, 1's and d's	0 23	0 :
Blue Label, 1's	0 30	
Brown Label, I' and a's	0 28	0
Brown Label, ‡'s	0 30	0
Green Label, I's and g's	0 35	0 1
Red Label, §'s	0 40	0



MELAGAMA TEA

We pack in 60 and 100 lb. cases. All

				Who	esale	Retail
Brown !	Label.	11b. o	r 1		0 25	0 30
Red			r 1		0 27	0 35
reen	**	1s. à o	r £		0 30	0 40
Blue	**	18. 4 0	r 1		0 35	0 50
Tellow			r 1		0 40	0 66
Purple					0 55	0 80
blos					0 70	1 00



Black Tabel Till metall at ar	
Black Label, I-lb., retail at 350	BU 20
Black Label, 4-lb., retail at %c	0 21
Blue Label, retail at 30c	0 94
Green Label, retail at 40c	0 30
Red Label. retail at 50c	0 36
tred reper Legen of onc	
Brown Label, retail at 60c	0 42
Gold Label, retail at 80c	0 55

Jams and Jellies

BATGER'S WHOLE FRUITSTRAWBERRY JAM Agents, Rose & Lafiamme, Montreal and Toronto.

1-lb. glass jar, screw top, 4 doz., perdoz. \$3 30

T. UPTON & CO. H.P. Sauce, packed in cases of 3 doz. \$1 96 H.P. Pickle, packed in cases 2 doz. pts. \$3 55 H.P. Pickle, packed in cases, per doz. \$3 55 H.P. Pickle, packed in cases, per doz. \$3 55 H.P. Pickle, packed in cases, per doz. \$3 55 H.P. Pickle, packed in cases, per doz. \$3 55 H.P. Pickle, packed in cases, per doz. \$3 55 H.P. Pickle, packed in cases, per doz. \$3 55 H.P. Pickle, packed in cases, per doz. \$3 55 H.P. Pickle, packed in cases, per doz. \$3 55 H.P. Pickle, packed in cases, per doz. \$3 55 H.P. Pickle, packed in cases, per doz. \$3 55 H.P. Pickle, packed in cases, per doz. \$3 55 H.P. Pickle, packed in cases, per doz. \$3 55 H.P. Pickle, packed in cases, per doz. \$3 55 H.P. Pi

Jelly Powders



List price.

WHITE SWAN SPICE

White Swan, 15 flavors. 1 dos. in handsome counter



For charges for inserting quotations in this dept. apply to Advt. Manager, The Canadian Grocer, at our nearest office.

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Your customers will appreciate this, and when they find that SYMINGTON'S has the flavor, attempth and aroma of the finest Coffee will become regular buyers. It is the purest and most economical of all Coffee Basences.

OS. Symington & Co., Edinburgh and London and Edinburgh and London and Tondon (Anthropy William). W. B. Bayley & Co., Foromo. Quebec. Messie, F. D. andler & Co., Montreal. Vencouverand Winniper. Messie, Shallerons, Macaulty & Co.





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Very attractive values.

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The housekeeper's guarantee lies in the repu-tation of the manufacturers.

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A manufacturer may advertise a table delicacy extensively to the general public; and every dealer may stock that article; yet every dealer would have dozens of customers who would not ask for it; they would possibly consider it an extravagance—something beyond their means.

In order to get the widest distribution of his product the manufacturer must bring the salesmanship of the dealer to bear on the situation. This alone can overcome any prejudice in the mind of the consumer.

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The dealer's attention can best be secured through the business paper he reads every week. That is why advertising in The Canadian Grocer has proved a splendid business-builder for so many large firms.