

**PAGES
MISSING**

CANADIAN GROCER

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

Montreal: 78-792 Eastern Telephone Bank Bldg.
London, Eng.: 25 Fleet St., E.C.

Toronto: 14-16 University Ave.

Winnipeg: 21 Union Bank Bldg.

New York: Rooms 127-131, 126 Broadway.

VOL. XXIV.

PUBLICATION OFFICE: TORONTO, JULY 29, 1910.

NO. 50.

KEEN'S BLUE

In every civilized country **KEEN'S OXFORD BLUE** holds pride of place because of its quality and economy in use. The majority of housekeepers ask for Keen's and will take no substitute. Stock up with Keen's. It's always in demand.

For Sale by all the Canadian Jobbing Trade.

FRANK MAGOR & CO., 403 St. Paul Street, **MONTREAL**
Agents for the Dominion of Canada

A PROFITABLE PAIR

BENSON'S

"Prepared" Corn

STARCH

and

EDWARDSBURG

"Silver Gloss"

STARCH

They are the leading laundry and cooking starches in Canada, and are noted for their purity and ease in handling. See to your stocks.

EDWARDSBURG STARCH CO., LIMITED

ESTABLISHED 1858

53 Front Street East, Toronto, Ont.

Works: Cardinal, Ont.

164 St. James St., Montreal

THE CANADIAN GROCER

As
Caller Herrin'
Stands for
Fresh Herring
So does



MACONOCHIE

Stand for

Quality and Value

Pickles
Peels
Fish
and
Jams

Are World-
wide favorites



Pan Yan Pickle
Pan Yan Sauce
Worcester Sauce
and
Bloater Paste

Are well-known
Specialties

FOR SALE BY ALL UP-TO-DATE JOBBERS
CANADIAN AND UNITED STATES REPRESENTATIVES

MacLaren Imperial Cheese Company, Limited

MANUFACTURERS AND IMPORTERS GROCERS' SPECIALTIES

TORONTO

CANADA

The

"S"
LIME
is sweet
rastidion
ing for s
you ha
whole
P
H

"QU

The Best Only—Always the Best

“THISTLE”

The Brand that sells solely on its recognized merit, which was gained by conscientious effort to maintain

Unvarying Quality

Clean, Wholesome Haddie that win confidence and hold permanent trade. The brand that sells---the “Thistle”

HADDIE

“STOWER'S”

LIME JUICE CORDIAL

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

Palatable—Profitable
Has No Musty Flavor.



“STOWER'S”

LIME JUICE

“Concentrated”

Strongest and Best.
Palatable---Profitable.

No Musty Flavor.

TAYLOR'S

Candied and Drained Peels, produced by specialists in this one thing from year's end to year's end. Their

Unvarying Quality

has won an enviable reputation among the elect. The entire time of the makers is devoted to maintaining the standard

PEELS

“QUALITY IS REMEMBERED LONG AFTER PRICE IS FORGOTTEN”

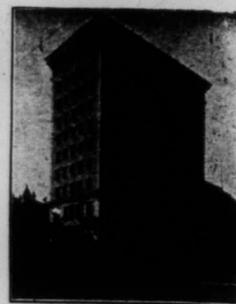
Remember this one sure fact,
every time you try to sell inferior quality, and what it really means to your success.

Arthur P. Tippet & Co.



Montreal Office

Manufacturers' Agents and Brokers' Directory



Winnipeg Office

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

<p>R. B. Colwell BROKER HALIFAX, N.S. REPRESENTING LEADING MANUFACTURERS, SUCH AS E. D. Smith Lowneys Toblers</p>	<p>Live Representation! Do not neglect the Eastern Townships. Am open for another good agency. Know the trade. Have three travelers, E. H. BOWEN, SHERBROOKE, QUE. Manufacturers' Agent and Broker.</p>	<p>W. G. PATRICK & CO. Manufacturers' Agents and Importers 77 York Street, Toronto</p>
<p>J. W. GORHAM & CO. JERUSALEM WAREHOUSE, HALIFAX, N.S. Manufacturers' Agents and Grocery Brokers WAREHOUSEMEN can give close attention to few more first-class agencies. Highest references.</p>	<p>W. S. CLAWSON & CO. Manufacturers' Agents and Grocery Brokers. Warehousemen ST. JOHN, - - - N.B. Open for a few more first-class lines.</p>	<p>MacLaren Imperial Cheese Co. Limited AGENCY DEPARTMENT Agents for Grocers' Specialties and Wholesale Grocery Brokers TORONTO, Ont. DETROIT, Mich.</p>
<p>FOR SALE Cheap for cash, Fruit Cleaning Plant with Date Press. In good running order. J. T. ADAMSON & CO. Customs Brokers and Warehousemen 27 St. Sacramento Street, Montreal TEL. MAIN 778 BOND 28</p>	<p>SALMON—We can quote you on different lines, and as salmon is likely to be very much higher, our prices will interest you. W. H. Millman & Sons Wholesale Grocery Brokers TORONTO</p>	<p>ARRIVING IN STORE 1 Car Purnell & Panter's celebrated English Pickles and Vinegar, all sizes. Lind Brokerage Company 73 Front St. E., Toronto THE HARRY HORNE CO. Grocery Brokers and Manufacturers' Agents. 309-311 King St. West, - - Toronto Leading manufacturers of Grocery Specialties desirous of extending their business, should write us at once. Correspondence solicited from For- eign Firms.</p>
<p>ROBERT ALLAN & CO. MONTREAL General Commission Merchants Representing Morris Packing Co. Pork and Lard—Finest Quality</p>	<p>NEWFOUNDLAND T. A. MACNAB & CO. ST. JOHN'S, NEWFOUNDLAND MANUFACTURERS' AGENTS and COMMISSION MERCHANTS Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's. Codes: A, B, O, 5th edition, and private.</p>	<p>WATSON & TRUESDALE (Successors to Stuart, Watson & Co.) Wholesale Commission Brokers and Manufacturers' Agents. WINNIPEG, - MAN. Domestic and Foreign Agencies Solicited.</p>
<p>CLARE, LITTLE & CO., WESTERN DISTRIBUTORS Wholesale Commission Merchants and Manufac- turers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Busi- ness solicited. Our position is your opportunity. SASKATOON, Western Canada</p>	<p>G. C. WARREN Box 1036, Regina IMPORTER, WHOLESALE BROKER, and MANUFACTURERS' AGENT Trade Established 12 Years. Domestic and Foreign Agencies Solicited</p>	<p>CORRESPONDENCE SOLICITED H. G. Spurgeon Manufacturers' Agent P.O. Box 1812 WINNIPEG, MAN</p>
<p>H. B. BORBRIDGE Wholesale and Retail Grocery Broker OTTAWA</p>	<p>W. G. A. LAMBE & CO. TORONTO Grocery Brokers and Agents. Established 1885</p>	<p>DO YOU WANT REPRESENTATION IN WINNIPEG Where Business is Booming? BAWLF, DAVEY & CO. Wholesale Grocery Brokers.</p>
<p>BUCHANAN & AHERN Wholesale Commission Merchants and Importers QUEBEC, P.Q. Groceries, Provisions, Sugars, Molasses, Dried Fruit and Nuts, Grain, Mill Feed, Fish, Fish Oil, Etc. Correspondence Solicited. P.O. Box 29</p>	<p>Canadian Manufacturers and Exporters Are you aware of the fact that there are 4½ millions Irishmen prepared to buy Canadian Goods? Don't you want some of this business? You can get into touch with 5,000 distributors every week by advertising in THE IRISH GROCER, DRUG, PROVISION and GENERAL TRADES' JOURNAL, the best known general store and grocery paper in Ireland. Write for sample copy and particulars to 10, Garfield Chambers, Belfast, Ireland</p>	<p>DISTRIBUTORS, LIMITED P. O. Drawer 99 EDMONTON, ALBERTA Manufacturers' Agents, Commission Mer- chants, Warehousemen. We sell direct from the Manufacturer to the Retailer Track connections with all Railroads.</p>

Can
NOV
You
EB
Whol
Ste
Sel
we
The

Canned SALMON—

NOW—

is
the
time
to
buy

Either for present delivery or for new pack for fall shipment, we are in a position to quote interesting prices on

“ANCHOR” brand—the finest Fraser River Sockeye

“GOLD MEDAL” brand—fancy Northern Sockeye

“RED STAR” brand—a very choice Cohoe

“BIG HORN” brand—choice humpback

You can be sure of one thing— You will not buy any cheaper than you can to-day. SEND US YOUR ORDER NOW.

EBY-BLAIN, LIMITED—

Wholesale Grocers - - - - - Toronto

Steps to a Satisfactory Tea-Trade

And you will obtain a satisfactory and permanent tea-trade.

Employ the most effective sales-method at your command.

A tea that is always reliable.

Select a brand that has well earned merit.

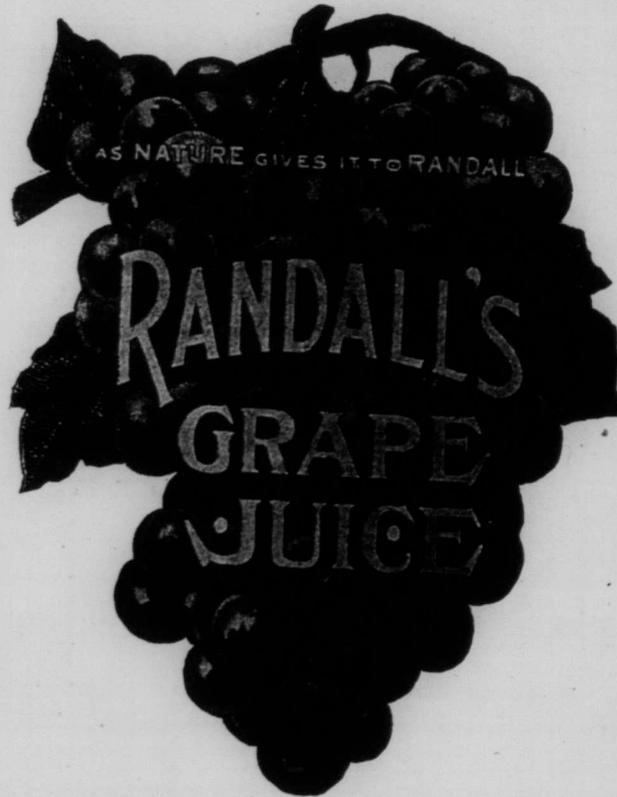
The Blue Ribbon Tea Co., Limited : **Montreal**
Canada

Pure-Unadulterated

Randall's

Grape

Juice



Search history back through the dim, bygone ages, and ever will be found mention of grapes, and the preserved juice of grapes—wine. Even primitive man recognized the tonic, invigorating properties of the grape, but to him, and until now, the art of preserving its juice without alcoholic fermentation was unknown. So that, through all time, to get the benefit of the life-giving nectar contained in the fruit, man has been obliged to poison his system with alcohol. By the Randall process all this is changed. To-day you can offer to your customers, at a very moderate price, THE PURE JUICE OF THE CANADIAN CONCORD GRAPE, SIMPLY PRESERVED BY STERILIZATION, and ABSOLUTELY FREE FROM ALCOHOL OR ANY ADULTERATION WHATSOEVER.

Randall's Grape Juice

in bouquet and flavour rivals the rarest vintages of wine.

WILL IT SELL? TRY IT. TRY IT NOW, and MAKE AN HONEST EXTRA PROFIT.

Made from Randall's Grape Juice are

Randall's Carbo Grapo Syrup **Randall's Grape Ale Syrup**

Cases of two dozen pint bottles cost \$4.75 per case. Write for price list of other sizes.

Sold by the Grocery and Drug Jobbers Everywhere.

The Randall Grape Juice Company, Ltd.

JORDAN, ONTARIO

C. L. MARSHALL & CO., Toronto, Representatives

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

Leading Brands :

“Aylmer”

“Little Chief”

“Log Cabin”

“Simcoe”

“Delhi”

ETC.

DOMINION CANNERS

LIMITED

HAMILTON.

ABSOLUTE PROOF that the Grocer Can Depend on QUALITY and CONDITION of

Campbell's SOUPS

Extract from Dominion Government Report on Canned Soup.

Bulletin No. 204, March 24th, 1910, Inland Revenue Department.

Out of 150 samples of all brands of soups analyzed at Ottawa, 26 samples were CAMPBELL'S, and the result of the analysis is shown as follows:

CAMPBELL'S SOUPS

1. Condition of Contents—"Good" 100%
2. Metallic Contamination—"None"
3. Condition of Can—"Good"

This analysis proves the purity and condition of CAMPBELL'S SOUPS will bear out the highest recommendation you can give them, and you can depend on them giving satisfaction in all cases. Sell them whenever possible.

JOSEPH CAMPBELL COMPANY
CAMDEN, N.J.

"21 Kinds—Look for the Red-and-White Label."

ROSE & LAFLAMME, Limited, 400 St. Paul St., MONTREAL, CANADA,
Sales Agency for Provinces of Quebec and Ontario.



Your Attention!



These goods we can highly recommend for quality and attractive style of packages.

The range is a large one, including Ox Tongues, Potted Meats, Galantines, etc., put up in both glass and tin.

Price list on application.

Poulton & Noel Limited

ENGLISH PRESERVED PROVISION MANUFACTURERS

LONDON,

ENGLAND

Rose & Laflamme, Limited, Montreal & Toronto

CANADIAN SELLING AGENTS

If



Messrs. Ma
Messrs. W.
MacGregor
Mr. Kenne
Mr. L. A. G
W. A. Simo

Just how



If We Could Show You



just how and where our vinegar is made, you'd understand why it has won such distinction on both British and Canadian markets.

The best can't be beaten, and our

Pure Malt Vinegar

is par excellence the finest product offered. Submitted to any test, domestic, commercial or chemical, it still makes good and retains its high standard. Order now from nearest wholesaler or agent.

CANADIAN AGENTS:

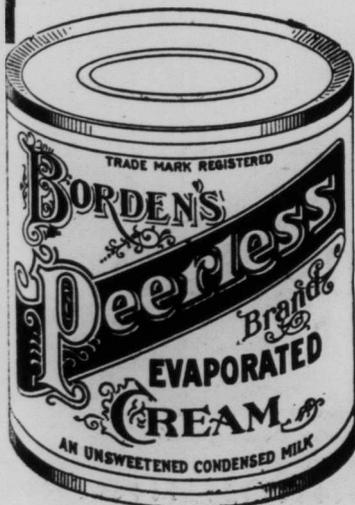
Messrs. Martin & Robertson, Vancouver and Victoria, B.C.
 Messrs. W. L. Mackenzie & Co., Ross Ave., Winnipeg.
 MacGregor Specialty Co., 437 Parliament St., Toronto
 Mr. Kenneth H. Munro, Montreal.
 Mr. L. A. Gastonguay, 60 Bedford Row, Halifax, N.S.
 W. A. Simonds, 89 Union Street, St. John, N.B.

White Cottle & Co.

CAMBERWELL, S.E., LONDON, ENG.

Quality, Purity and Cleanliness

Just how heavily these count is attested by the fact that the best merchants always give the preference to Borden's Brands, and by the further fact that the great majority of consumers will consider no others.



Leaders of Quality for Over 50 Years.

Borden's Condensed Milk Company

ESTABLISHED 1857

WILLIAM H. DUNN, Montreal and Toronto

Mason & Hickey, Winnipeg, Man. Shallcross, Macauley & Co., Vancouver, Victoria, Nelson and Calgary.



The Original

Buy "The Powder With a Pedigree"



**COOK'S
FRIEND
BAKING
POWDER**

A Leader for 50 Years

because of its unwavering high-grade quality and uniformity.

Always the same price and always gives the same satisfactory results.

No questionable ingredients used, and positively "Contains No Alum."

W. D. McLAREN, Limited
MONTREAL



Balaklava Brand Beans

Are the pick of the crop, put up in a sanitary factory by experts who know how to pack them so as to make them most delicious.

— WITH OR WITHOUT TOMATO SAUCE. —

The Eastern Canning Co.

Port Canada, N.B.

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

You
for th
fixed
howev



Just fill i
this ad.,
the pro
The I

M

You
in
Ver
the

"N

(



You Won't Be Getting a Call From Our Travellers

for the next two weeks, as this is the holiday season fixed by the Wholesale Grocers. There is no need, however, to run short of our lines.



Just fill in your requirements on the form printed on this ad., and mail to us. We will give your favors the promptest attention.

The Richards Pure Soap Co., Ltd.

Woodstock, Ontario

Agent for Toronto and Hamilton:

Mr. Hutchison, Omand Mfg. Co., Toronto

- Cases RICHARDS PURE SOAP
- Cases QUICK NAPTHA SOAP
- Cases SNOW-FLAKE CHIPS (100 pkgs)
- Cases TELEPHONE SOAP (100 cakes)
- Cases COMET SOAP (100 cakes)
- Cases GOLD DUST SOAP (30 2lb. bars)
- Bbls. SNOW FLAKE CHIPS (loose)
- Boxes ⁵⁰ Lbs. SNOW-FLAKE CHIPS (loose)
- Boxes NEUTRAL SOAP CHIPS “
- Bbls. NEUTRAL SOAP CHIPS “
- Cases AMMONIA POWDER (3 doz. in cartons)
- Cases 100% PURE LYE (4 doz. in tins)

Toilet Soaps

- Gross 33% GLYCERINE (3 to box)
- Gross TWIN-BAR CASTILE (loose)
- Gross TWIN-BAR OATMEAL (loose)
- Gross SKIN-FOOD GLYCERINE (loose)
- Gross SULPHUR CREAM (loose)
- Gross CARBOLIC (single cartons)
- Gross MECHANICS PINE TAR (single cartons)
- Gross BUTTERMILK & GLYCERINE (3 to box)
- Cases MEDICATED TABLETS (2 gross to case)

Your best advertisement lies in pleasing your customers. Very easily done if you sell them



“NUGGET”

(Waterproof) POLISHES

ON SALE ALL OVER THE WORLD



THE NUGGET POLISH CO., LIMITED

TORONTO :: :: HALIFAX

Gossages' Magical Soap

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

GUARANTEED GENUINE

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



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

ESSEX BRAND IS KNOWN TO ALL THE TRADE

Essex Canning & Preserving Co.

Essex, Ont.

"Ed"



Our ES
wonderful
coffee, fit
Recom
It always

Thos

Messrs. V

Messrs. F



You

Hal

T

"Edinburgh's Pride"

EVERY BOTTLE OF



Symington's "Edinburgh" Coffee Essence

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

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

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

Thos. Symington & Co.

EDINBURGH

AGENTS FOR ONTARIO—

Messrs. W. B. Bayley & Co., . . . Toronto

AGENTS FOR QUEBEC—

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

COUNTER CHECK BOOKS

Write for samples and prices;
we are now in a position to give
better service, with no advance
in price.

F. N. BURT CO., Ltd.

TORONTO - MONTREAL

Phone Main 2511

Phone Uptown 5962



Fairbank's Famous Five

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

- Fairbank's Gold Dust Washing Powder
- " Fairy Soap (for Toilet and Bath)
- " Glycerine Tar Soap
- " Sunny Monday Laundry Soap (contains no rosin)
- " Pummo Soap

Half Box Gold Dust free with each 5 box purchase.

WRITE FOR PRICES

THE N. K. FAIRBANK COMPANY
MONTREAL, CANADA

TO WIDE-AWAKE GROCERS

Frou-Frou is now being nationally advertised

This advertising is reaching your customers, amongst others, and it is to your advantage to stock Frou-Frou, because few articles show you such a handsome profit as does this Dutch Biscuit, the peer of all wafers.

Not only is the profit—under our price protection plan—such as to induce every grocer in the Dominion to stock Frou-Frou, but its sale is assured right from the start, and you will find the public ready and glad to pay a fair price—a few pennies more per lb.—for a wafer that soars so high in quality above all others.

The smooth, rich flavor of Frou-Frou is a revelation to those who only know the taste of the ordinary every-day filled wafer.

You owe the introduction of Frou-Frou to your customers, and to your own business.

FREE OFFER

We will furnish you, free of charge, with absolute proof of our claim that Frou-Frou is the most delicious, tempting morsel of goodness that ever left a baker's hands, by sending you, upon receipt of your name and address, a sample of this Dutch Wafer of indescribable charm.

TASTE THE TASTE OF FROU-FROU

MACGREGOR SPECIALTY Co.

Canadian Distributors

TORONTO, ONT.



PERRIN'S

RED LABEL

PACKAGE



20 CENT TINS

GRAHAM WAFERS

DELICIOUS GOODS, HANDSOME PACKAGES

It
Be read
will; p
who w
than e
Wh
S
Extra
the re
moder
experi
The
Com
J
S.

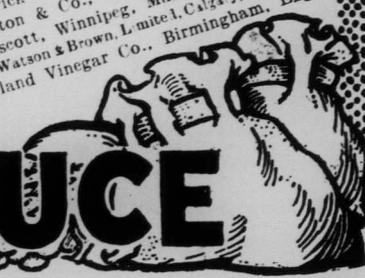
It grows—and grows—and grows—does the demand for H.P. SAUCE

Be ready to meet it—be progressive—be wide-awake. If you don't supply H.P., "the other fellow" will; probably he'll soon be supplying a good many other things, too, for a customer who wants H.P. means to have it, and when she's had H.P. once she's more than ever certain to take care she gets it again.

The moral is very simple—and very sound.

W. G. Patrick & Co., Toronto and Montreal.
 R. B. Seeton & Co., Halifax, N. S.
 W. H. Escott, Winnipeg, Man.
 Donnelly, Watson & Brown, Limited, Calgary, Alta.
 The Midland Vinegar Co., Birmingham, Eng.

H.P. SAUCE



When you buy

Redpath

Extra Granulated Sugar, you secure the results of the latest process, of modern machinery and of years of experience.

Manufactured by

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

EMPRESS BRAND JAMS

20-oz. Glass Jars—1909 Fruit

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

TRY THEM. That's all we want. We are sure of your future orders once you have had the

EMPRESS BRAND

WRITE US FOR PRICES

Empress Manufacturing Co. Limited

VANCOUVER, B.C.

JAPAN TEAS

Medium grades of New Crop are due to arrive in a few days. Samples are now in.

S. T. NISHIMURA & COMPANY
 MONTREAL & JAPAN

**Northern Ontario Merchants
YOU ARE AFTER LARGER PROFITS**

Let us show that
**YOU CAN INCREASE
YOUR PROFITS
FROM 5% to 10%**

A. J. Young, Ltd.
Wholesale Grocers and
Provision Merchants.



WE ARE AFTER YOUR TRADE
**OUR GOODS are at
your door**

**Trade with us to
YOUR ADVANTAGE**

**North Bay
Cobalt and
Sudbury**

**MASON'S
No. 1 SAUCE**

Sauce That Satisfies

That's a good description of No. 1 Sauce, because it not only satisfies the palates of your customers, but it leaves satisfaction and profit behind for you.

It is made of absolutely pure ingredients in a specially clean and efficiently fitted factory.

Stock and recommend this delightful Sauce! There's a worth-while profit for the retailer.

Send for Samples and Details.

MASONS LIMITED
25 MELINDA STREET - TORONTO
Agents Wanted where not Represented

Grocery Profit Insurance

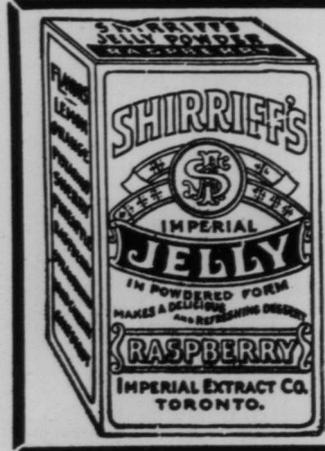
☐ You can get Insurance against many losses, but none to prevent loss of profits.

☐ The best profit insurance is a stock of salable 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 salable.

☐ 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



It is to your own profit and credit

to handle a superior brand of Jelly Powders, and no line will prove so satisfactory as

SHIRRIFF'S JELLY POWDERS

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

Order from Your Jobber or Direct

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

Retails
10c.
a
Package.

R
Soda
Crisp,
W

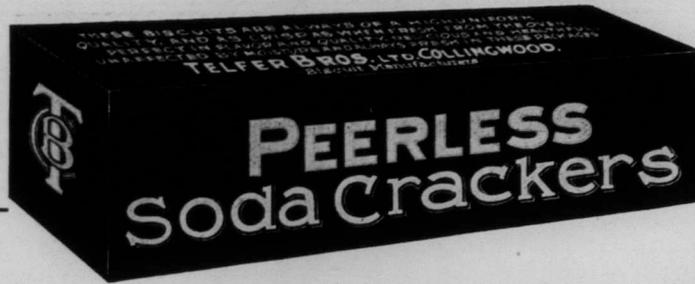


THE
Ca

process c
canning
Stock an

The

Retails
10c.
a
Package.



This handsome
package contains
the Soda Cracker
with a flavor--

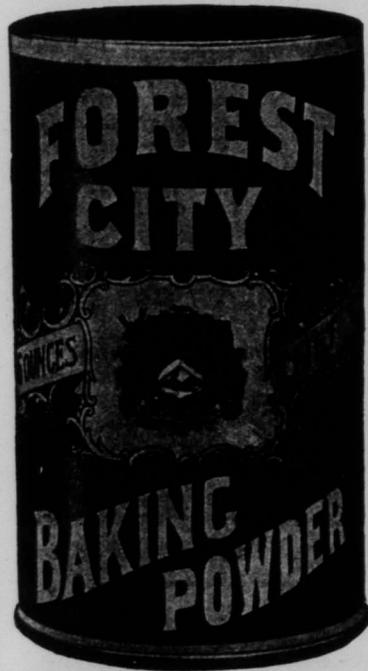
Red Label
Soda Crackers,
Crisp, Dainty and
Wholesome.

You're sure of their quality, flavor, goodness, cleanliness and freshness.
Manufacturers also of all kinds of dainty and high grade biscuits.

TELFER BROS., LIMITED, - COLLINGWOOD, ONT.

Branches: Toronto, Winnipeg, Hamilton, Fort William

FOREST CITY BAKING POWDER



THE STANDARD
FOR 25 YEARS

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

Manufactured By
**GORMAN
ECKERT &
CO., Limited**
London & Winnipeg

DID YOU EVER

come across a woman who wasn't
glad to save labor on wash day?

Sell her

A SEPTO

Soap Powder The
Enemy
of Dirt

Asepto will lighten her labor and
earn for you the housewife's
goodwill.

Order to-day through your wholesaler

Agents: **Rose & Laflamme, Ltd.**
MONTREAL

Asepto Mfg. Co. - St John, N.B.

THERE'S a reason why

Canada First Evaporated Cream

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

Order from your wholesaler.



The Aylmer Condensed Milk Co., Ltd., Aylmer, Ont.

**Tartan
BRAND**

WHILE the travellers are away on their vacation, we will appreciate your orders by mail, phone or telegraph. All goods shipped same day as order is received.

PHONE AT OUR EXPENSE -
 Numbers 596
 1996
 1997
 1804
 Night Phone 1807

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

St. Lawrence

GRANULATED

and

GOLDEN YELLOWS

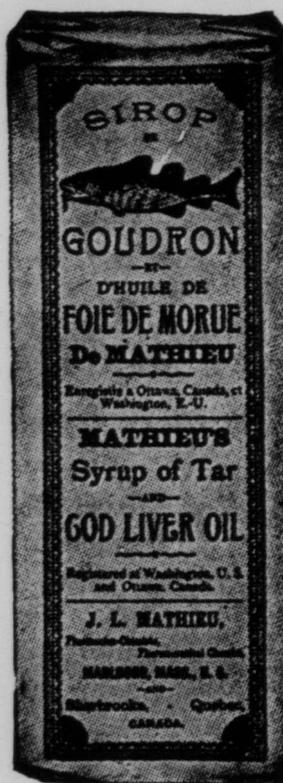
Made only from Pure Cane Sugar

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

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

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

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



MATHIEU'S SYRUP

of Tar and Cod Liver Oil has a more certain sale than most remedies. It is largely advertised, so that every one is familiar with the name.

It has been so successful in effecting cures that every user is a publisher of its excellent qualities. Its sales have increased wonderfully everywhere. It is a sure seller.

MATHIEU'S NERVINE POWDERS

are needed wherever colds are attended with pains and fever.

See that you are well supplied with both, as the season of Colds is now on.

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

Distributors for Western Canada:

Foley Bros., Larson & Co., Wholesale Grocers and Confectioners,
 Winnipeg, Edmonton, Vancouver.
 L. Chaput, Fils & Cie., Wholesale Depot, Montreal.

LASCELLES DE MECRADO & CO.

General Commission Merchants

KINGSTON,

JAMAICA

EXPORTERS OF

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

**MR. GROCER—
ONE MOMENT!**

When next you're ordering Salt—just remember that well-advertised, guaranteed, and profitable brand:

**CENTURY
SALT**

Your customers are being told its merits in bright, snappy newspaper advertisements. Then, again, Century Salt *is real good, pure salt*. Then, too, we deliver quickly, anywhere. But first get our price list.

DOMINION SALT CO., Limited

Mfrs. and Shippers, SARNIA, ONT.

**Royal
Salad
Dressing**

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

No table relish is so sure to please.

It attracts the kind of trade that buy the best.

Made in Canada by

The Horton-Cato Mfg. Co.

Windsor, :: :: Ontario

The Commercial Account Register

**The Up-to-Date
Merchant
Wants:**

- FIRST—The Best.**
- SECOND—Time Saver, Quickness in operation.**
- THIRD—Fire Protection. It must fit his safe.**
- FOURTH—Durability.**



THE COMMERCIAL

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

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

COMMERCIAL REGISTER CO.

178-180 Victoria Street - - Toronto, Ont.

NO SPRINGS

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

The Toledo Scale

Is Now the Recognized Standard.

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

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



M
A
D
E

I
N

C
A
N
A
D
A

70,000 Now in Use

S. S. Kresge, using 150 Toledo Scales, says:—

"After a thorough demonstration and practical test of your Toledo Scales, we placed orders for a total of 150 Toledo Springless Automatic Scales for use in our system of stores throughout the United States. This, we think, is evidence enough that we consider the Toledo the best."

S. S. KRESGE,
By C. V. VanDusen

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

**Toledo Computing
Scale Co.**

Makers of Honest Scales
TOLEDO, - - OHIO
CANADIAN OFFICES:

Toronto, Montreal, Winnipeg,
Calgary, Moose Jaw, Edmon-
ton, Saskatoon, St. Thomas,
Vancouver.

Canadian Factory, Windsor, Ont.



M
A
D
E

I
N

C
A
N
A
D
A

NO SPRINGS

ONCE
YOUR CUSTOMERS

BUY A TIN OF
WHITE SWAN COFFEE

THEY WILL
RECOGNIZE ITS WORTH
AND USE IT ALWAYS.

PACKED IN HANDSOME SQUARE ONE
POUND TINS. 2 OR 4 DOZ. PER CASE.

WHITE SWAN SPICES & CEREALS, LIMITED
TORONTO



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

"Klondike" and "Jubilee"

Manufactured by

Stevens-Hepner Co., Limited
Port Elgin, Ontario, Canada

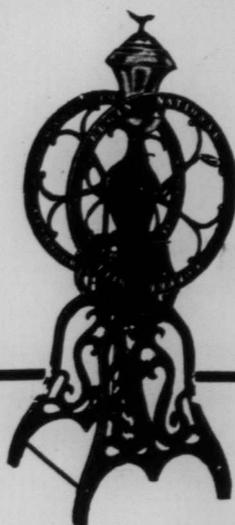
Durability

Finish



Fast
Grinding

Easy
Adjustment



These are some
which recom-

of the features
mend the

**ELGIN NATIONAL
COFFEE MILL**

to a place of prominence in your store. The "Elgin" is equipped with the new style force feed steel grinders, and has special adjuster device for regulating the grinding. An ornament and attraction to any store.

Ask any of the following jobbers for Descriptive Catalogue:

- WINNIPEG—G. F. & J. Galt (and branches); The Codville Co. (and branches); Foley Bros., Larson & Co. (and branches).
- VANCOUVER—The W. H. Malkin Co., Ltd.; Wm. Braid & Co.
- HAMILTON—Jas. Turner & Co.; Balfour, Smye & Co.; McPherson, Glasco & Co.
- TORONTO—Eby, Blain, 1 td.
- LONDON—Gorman, Eckert & Co.
- ST. JOHN, N.B.—G. E. Barbour Co.; Dearborn & Co.
- REGINA, SASK.—Campbell Bros. & Wilson.
- MONTREAL—The Canadian Fairbanks Co. (and branches.)

WOODRUFF & EDWARDS CO., Elgin, Illinois

Fortune in



Foresight

Quality



in the Canned Fish you are handling is a most important matter, and you can obtain and hold the best of the family trade if you are selling

KING OSCAR SARDINES

Show your foresight by pushing these fish. They are pure, sweet, wholesome, well packed and attractively gotten up and never fail to satisfy.

Stock your shelves liberally with "King Oscar" Brand.

CANADIAN AGENTS

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

Tea

"Prid

Manufact
ISLAND

Tel. Address: "Lan
A.B.C. Codes used
Canadian Agents

Wor

A Q

B

JOHN

Agents:—Maclure & L
W. L. McKenzie & Co.,

You'll

on the

The distinc
it a prime
"well-wor

W.

Tea Lead,

Best Incorrodible

"Pride of the Island"

Manufactured by
ISLAND LEAD MILLS LIMITED,

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

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

Canadian Agents

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



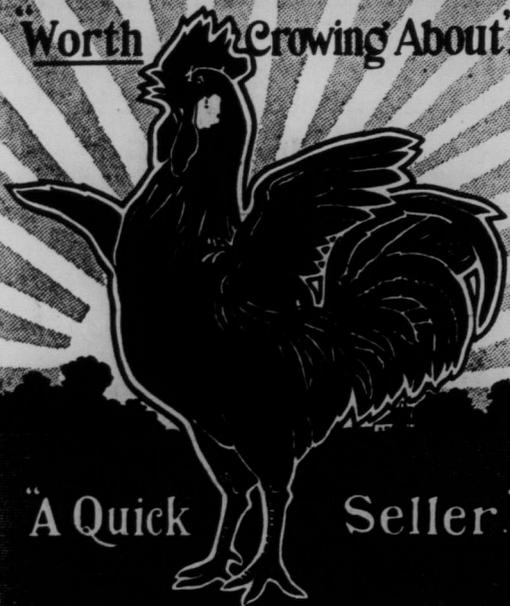
QUALITY

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

Sold by leading hardware dealers, or write to us.

HAM & NOTT CO.
Limited
BRANTFORD CANADA

"Worth Crowing About"



"A Quick Seller"

BAIRD'S SAUCE

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

Agents:—Maclure & Langley, Ltd., 12 Front E., Toronto—604 Lindsay Bldg., Montreal;
W. L. McKenzie & Co., Winnipeg; R. Robertson & Co., Vancouver and Victoria

GINGERBREAD

BRAND

MOLASSES

A Molasses that increases your sales.

THREE reasons for it:

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

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

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

THE BEST THERE IS

Be convinced now.

**The Dominion Molasses
Co., Limited**

HALIFAX - NOVA SCOTIA

You'll Hit the Bull's Eye

on the "Popular Taste" Target if you are selling

AURORA COFFEE!

The distinctive quality, aroma and flavor of "AURORA" Coffee have made it a prime public favorite, and its retailing price of 40c. leaves you a "well-worth-while" profit. See to your stocks.

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

BRANCH—SAULT STE. MARIE





Rowat's
Lines
Always
Sell
Quickly

PROPRIETORS

ROWAT & CO.
GLASGOW, SCOTLAND

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

Sanitary Cans

For Hand Filled Goods

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

Sanitary Enamel Lined Cans

For Color Fruits and Goods of Strong Acidity

Strawberries, Red Raspberries, Black Raspberries, Black-
berries, Sour Cherries, Blueberries, Boats, Rhubarb, Etc.

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

Write for Samples

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

ESPECIAL EMPHASIS

should be laid on the fact that

SNAP

does its work *honestly!*

There are no half measures in the way SNAP
removes every vestige of tar, dirt, grease or paint
from soiled hands. And it is, moreover, anti-
septic, and beneficial to the skin.

SNAP SELLS ALL THE TIME!

TRY IT!

SNAP
CO.
LIMITED



Montreal,
Que.

GET

after the o
Fountains
and cater for
Supplies. V
manufacture
known foun
fruit juices,
in an up-to-c
tory by our

Som Inter

A "GALT" I
in any mod
It adds a to
of your stor
to get a
fixtures an
A "GALT"
an orname
particularly
proof; will
unaffected
A "GALT"
necessary,
ceiling wit
Send sketc
quotation a
of designs.

The C

McLe

"The Na

The

GET BUSY Fountain

after the owners of Soda Fountains in your district and cater for their Fountain Supplies. We are the actual manufacturers of all the best-known fountain fruits and fruit juices, which are made in an up-to-date sanitary factory by our special process.



They are prepared from selected ripe fruits exclusively, and retain their natural aroma and flavour of the fruit to a remarkable degree. A line every grocer can recommend and handle with profit.

The T. A. Lytle Co.
Sterling Road Limited
Toronto

Something that Interests Grocers

A "GALT" EMBOSSED STEEL CEILING is an essential in any modern store.

It adds a touch of beauty and dignity to the interior of your store that nothing else can. No trouble to get a design that will harmonize with your fixtures and equipment.

A "GALT" METAL CEILING, however, is not merely an ornament. Its *practical* advantages appeal particularly to shrewd business-men. It is fire-proof; will not stain, crack or fall down; it is unaffected by heat, dampness or vibration.

A "GALT" CEILING is moderate in cost and, if necessary, may be applied over a wood or plaster ceiling without interrupting business.

Send sketch and measurements of your ceiling for quotation and catalog "A-3," showing hundreds of designs.

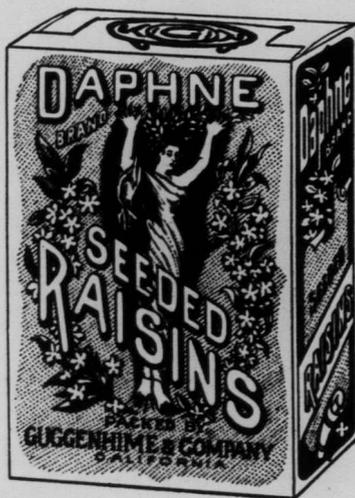
The Galt Art Metal Co., Ltd.
Galt, Ont.

"Pansy" and "Daphne"

(FANCY)

(CHOICE)

SEEDED RAISINS and EVAPORATED FRUITS



are put up in California, and have no superior. The fruits are carefully selected and attractively packed by men who know their business. You will not go astray in ordering these brands.

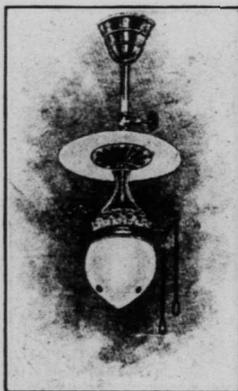
GUGGENHIME & CO.
California

McLean's

"The Name"

AND THE PACKAGE
TO THE RIGHT

The Canadian Coconut Co.
Sole Makers
MONTREAL



A PULL TURNS ON THE LIGHT

Better than electricity or city gas, cheaper than coal oil or candles. Steady, white, brilliant; $\frac{1}{4}$ cent per hour for 500 candle power. Lighted or extinguished by a pull of chain and regulated to any desired candle power in the same way. **Absolutely Safe**, permitted by all insurance companies. **More Light Means More Business.** Delivered ready for any one to install. Write now for circular and special price to merchant direct. For stores, homes, churches, hotels, etc. First class agents wanted.

MACLAREN & CO.
Gasoline Lighting Systems
MERRIKVILLE, ONT.

**You can sell Purnell's
Sauces, Vinegar and Pickles**



to your particular customer because their reputation is based on general quality and right packing.

They are a line that are genuine satisfaction-givers, and they leave the grocer a very liberal margin of profit.

They are general favourites and are more in demand than any similar imported line.

See to Your Stocks!



All Good Jobbers handle

**PURNELL'S
Pure Products**

Canadian Agents:
Charlottetown, P. E. I., Horace Hazard;
St. John, N. B., C. E. McMichael;
Halifax, N. S., Erb & Rankin; Montreal
and Ottawa, C. S. Harding; Canada
Life Building; Quebec, Cy. D. Bon-
homme, 131 St. Peter St.; Toronto;
Lind Brokerage Co., 73 Front St. E.,
Hamilton, J. H. Stratton & Co.; Winni-
pez, Carmar Brokerage Co., 141
Bannatyne Avenue E.; Vancouver,
B. C., C. E. Jarvis & Co., Mercantile
Bldg., cor. Cordova and Homer Sts.



**Tell this
to the
WOMEN**

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

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

makes six full quarts of a pudding that is unusually delicious in taste and appetizing in appearance. **MINUTE TAPIOCA** is absolutely pure and is put up in the largest and most sanitary tapioca factory in the world.

**Ask your Jobber for
MINUTE TAPIOCA**

Minute Tapioca Co., Orange, Mass.



A STRONG COMBINATION:—

**UTILITY
CLEANLINESS
ATTRACTIVENESS**

A "Walker Bin" Outfit is a "Necessity" to the Modern Grocery.

Write for Illustrated Catalogue
"Modern Grocery Fixtures".

**Walker Bin & Store Fixture Co.
LIMITED**

REPRESENTATIVES:—
Manitoba: Watson & Truesdale, Winnipeg, Man.
Saskatchewan and Alberta: J. C. Stokes,
Regina, Sask.
Montreal: W. S. Silcock, 33 St. Nicholas Street
Berlin, Ontario



FROM PALACE TO COTTAGE

the palates of particular people are being delighted by drinking

TWINING'S TEAS
(in packages only)

They are the most reliable of all package teas, as witness the bona fide warrants granted to Twining's by the Crowned Heads of Europe. A line to recommend and sell to your particular customers.

CANADIAN AGENT

HAROLD RITCHIE
8 Matilda Street, TORONTO

Whi
Dov
Coc
Mea
Mar
Lea
Coc

W. P.
M



It dries Co
them up
KILLS {
All Dealers and 3
Dealers and Com
the reason that it
customer tells other

GEORGI

Shipping a
Dealers in Coffee,
Wax,
KINGSTON,

Nature
problem
It uses
agents to
bution c
Nature
every se
low gro
root. B
profitabl
its distri
that an
do to
harvest

White
Dove
Cocoanut
Means
Market
Leader
Cocoanut



W. P. DOWNEY
MONTREAL



No Odor
It dries them up **Common Sense**
KILLS { *Roaches and Bed-Bugs*
Rats and Mice
All Dealers and 381 Queen St. W., Toronto, Ont.
Dealers find Common Sense a very good seller, for the reason that it gives general satisfaction and each customer tells others about same. Write for prices.

GEORGE & BRANDAY
Established 1879
Shipping and Commission Agents
Dealers in Coffee, Cocoa, Pimento, Hides, Honey
Wax, Sugar, Rum, etc., etc.
KINGSTON, JAMAICA

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

THE PEOPLE OF
JAMAICA

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

KINGSTON
"GLENER"

might bring inquiries. Better write for rates to

L. C. STEWART, Halifax

WARMINTON'S

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

Save expense to shipper
J. N. WARMINTON
207 St. James St., - MONTREAL

Don't Blame the Credit Customer

Blame yourself for that continued loss. Wake up and stop it. Very easily done. Simply get in touch with Allison, that's all.

Allison Coupon Books

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

HOW THEY WORK



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

For sale by the jobbing trade everywhere. Manufactured by Allison Coupon Company, Indianapolis, Ind.

Cold Spring
Lemonade Powder
and Health Salts



Prostrations from the heat are almost hourly occurrences. There is a simple method to protect yourself. A cool drink of

Lemonade or Health Salts

can be made almost anywhere. It cools and pleases.

See that your customers have a fair chance to try these delicious summer drinks.

Once a customer, always a customer.

S. H. EWING & SONS
MONTREAL and TORONTO



CHINESE STARCH

Quick Sales.
Satisfaction.
Large Profit.
No Dead Stock

Get Prices

OCEAN MILLS
MONTREAL

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

Jose Segalerva

MALAGA, SPAIN

This is the trade mark to look for on your

Malaga Table Raisins

If you insist on getting this brand you will receive the finest packed

Rose & Laflamme

Agents Limited

Montreal - Toronto

Goodwillie's Fruits

IN GLASS



Have You Tasted Them Yourself ?

If not, do so

Agents:

Rose & Laflamme Limited

Montreal and Toronto

Nations Custard Powder

LARGE 5c. PACKETS

1 LB. and 1/2 LB. TINS

Sample FREE on request

GREEN & CO.

136 John Street, - TORONTO

HOTEL DIRECTORY

HALIFAX HOTEL

HALIFAX, N. S.

THE GRAND UNION

The most popular hotel in

OTTAWA, ONTARIO.

JAMES K. PAISLEY, Prop.

ACCOUNTANTS

Jenkins & Hardy

Assignees, Chartered Accountants, Estate and Fire Insurance Agents, 15 1/2 Toronto St., Toronto 52, Canada Life Building, Montreal

WESTERN ASSURANCE COMPANY.

Incorporated 1851

FIRE AND MARINE

HEAD OFFICE—TORONTO, ONT.

Assets over - - \$3,570,000

Income for 1906, over 3,609,000

HON. GEO. A. COX, President

W. R. BROCK, Vice President

W. B. MEIKLE, General Manager

C. C. FOSTER, Secretary

British America Assurance Company

A.D. 1833

FIRE & MARINE

Head Office, Toronto

BOARD OF DIRECTORS

Hon. Geo A. Cox, President W. R. Brock, Vice-President
Robert Bickerdike, M.P., W. B. Meikle, E. W. Cox, Geo. A. Morrow,
D. B. Hanna, Augustus Myers, John Hoskin, K.C., LL.D.
Frederic Nicholls, Alex. Laird, James Kerr Osborne, Z. A. Lash, K.C.
Sir Henry M. Pellatt, E. R. Wood.

W. B. Meikle, General Manager; P. H. Sims, Secretary

CAPITAL - - - - - \$1,400,000.00
ASSETS - - - - - 2,162,753.85
LOSSES PAID SINCE ORGANIZATION 29,833,820.00

SO

Wouldn't store

To permit of the in you

To carry

Would

To take tam

To not do

If you and in scribing

THE

THE I

Holbro Worcestershire

Sauce

Punch Sauce

Pure Malt

Vinega

Pure Pickles

HOLBR

TW

Ye pe

SOME DIFFERENCE, BUT—

Wouldn't it be a careless trick to permit the door of your store to be left open or unlocked every night?

To permit your clerks to make change promiscuously out of their pockets or leave cash lying around at random in your store?

To carry no insurance on your store and stock of goods?

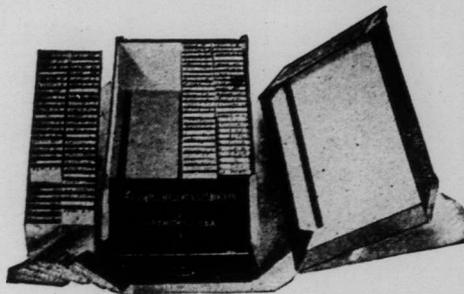
IF SO, WHY THEN

Wouldn't it be a policy

To take care of your accounts in such a way that charges cannot be lost, destroyed or tampered with?

To not simply have a statement showing proof of loss in case of fire, but to lock the door before the thief gets in by protecting your accounts against fire?

If you are looking for a better method of keeping accounts one that will take less time and insure greater accuracy, safety and efficiency—write at once for catalog G describing the Keith Book System.



THE SIMPLE ACCOUNT SALESBOOK COMPANY

SOLE MANUFACTURERS. Also Manufacturers of a complete line of Counter Pads.
1926 DEPOT, ST., FREMONT, OHIO, and HARTFORD, CONN., U.S.A.

THE LARGEST SAUCE FACTORY IN THE WORLD

Holbrook's

Worcestershire
Sauce

Punch
Sauce

Pure
Malt
Vinegar

Pure
Pickles



Local Agents

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

HOLBROOKS LIMITED

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

Manager
H. GILBERT NOBBS

TWO CENTS PER WORD

You can talk across the continent for two cents per word in a Canadian Grocer Want Ad.

Copper

Copper

Silver

Silver

Gold

Gold



The most modern and up-to-date Fruit-Preserving Factory in Canada

Wagstaffe's Pure Jams

We delight in clean, healthy, square, honest competition, and no low personalities.

We have now ready for delivery New Season

Strawberry, Raspberry
Black Currant
Red Currant **JAM**

ETC.

Boiled in silver pans. Free from coloring, preservatives or glucose

Mr. Grocer, buy the goods with that rich, snappy, fruity flavor.

WAGSTAFFE LIMITED

Pure Fruit Preservers, : : : : Hamilton

GAL
Each

has sh
ing m
month
Our o
per y
both a

Adams, J. T., & Co.
Allan, Robt., Co.
Allison Coupon Co.
American Tobacco Co.
Andrews & Nunn.
Aspeto Mfg. Co.
Aymer Condensed M

Baker, Walter, & Co.
Balfour, Smye & Co.
Bawlf, Davey & Co.
Beardwood Agency.
Benedict, F. L.
Bickie, J. W., & Gree
Blue Ribbon Tea Co.
Borbridge, H. B.
Borden Condensed M
Bowen, E. H.
Bristol, Geo. & Co.
Buchanan & Ahern.
Burt, F. N., & Co.

Campbell Co. Jos.
Canada Maple Exch.
Canada Sugar Refini
Canadian Biscuit Co.
Canadian Coconut C
Canadian Milk Prodi
Carr & Co.
Carter, H. W. & Co.
Chaput, Fils & Cie,
Church & Dwight.
Clare & Little.
Clark, W.
Clawson & Co.
Colwell, R. B.
Common Sense Mfg.
Concord Canning Co
Connors Bros.
Cox, J. & G.
Crescent Mfg. Co.

Dalley, F. F. Co.
Distributors, Ltd.
Dominion Cannery,
Dominion Molasses
Dominion Register
Dominion Salt Co.
Downey, W. F.
Duncan, W. W.

GAINING EVERY MONTH

Each month from January 1st to July 1st
the business of

"SALADA"

has shown an increase over the corresponding month of 1909, making for these six months a total gain of 1,103,565 packages. Our output is now over 22 million packages per year, and every package is guaranteed both as to quality and quantity.

INDEX TO ADVERTISERS

A	E	L	R
Adamson, J. T., & Co. 2	Eastern Canning Co. 8	LaRetreat Factory Co. 58	Royal Polishes, Ltd. 2
Allan, Robt., Co. 2	Eby-Blain Limited. 3	Lascelles de Mercado & Co. 16	Ryan, Wm. Co. 4
Allison Coupon Co. 23	Edwardsburg Starch. outside front cover	Leard, W. A. 56	S
American Tobacco Co. 58	Empress Mfg. Co. 13	Leitch Bros. 48	St. Lawrence Grocery 52
Andrews & Nunn. 42	Escott, W. H. 52	Lemon Bros. 56	St. Lawrence Sugar Refining Co. 16
Asepto Mfg. Co. 15	Estabrooks, T. H. 43	Lind Brokerage Co. 2	Salada Tea. 27
Aylmer Condensed Milk Co. 15	Ewan, J. W. 52	Lytie, T. A. Co. 21	Sanitary Can Co. 20
B	F	M	Segalerra. 24
Baker, Walter, & Co. 52	Fairbank Co, N. K. 11	MacGregor Specialty Co. 12	Simple Account Salesbook Co. 25
Balfour, Smye & Co. 16	Fearman, F. W., Co. 46	MacNab, T. A., & Co. 2	Smith, E. D. 45
Bawlf, Davey & Co. 2	Fels & Co. 44	McCabe, J. J. 54	Snap Co., Ltd. 20
Beardwood Agency. inside back cover	G	McDougall, D., & Co. 58	Sprague Canning Machinery Co. 58
Benedict, F. L. 52	Galt Art Metal Co., Ltd., The 21	McLaren, W. D. 8	Spurgeon, H. G. 3
Buckle, J. W., & Greening. 18	George & Brandy. 23	McLeod & Clarkson. 21	Stevens-Hepner Co. 18
Blue Ribbon Tea Co. 3	Gibb, W. A. Co. 56	McLeod & Clarkson. 42	Stevens & Solomon. 56
Borbridge, H. B. 2	Gillard, W. H., & Co. 19	McWilliam & Everist. 54	Stewart, I. C. 23
Borden Condensed Milk Co. 7	Gillett, E. W., Co., Ltd. 49	M	Stringer, W. B. 55
Bowen, E. H. 2	Gipe Carrier Co. inside back cover	Maconochie Bros. inside front cover	Syrington, T. 11
Bristol, Geo. & Co. outside back cover	Goodwillie & Son. 24	Magor, Frank. outside front cover	I
Buchanan & Ahern. 2	Gorham, J. W., & Co. 2	Malcolm, Jno., & Son. 62	Tanglefoot. 58
Burt, F. N., & Co. 11	Gossage & Co. 10	Masons Ltd. 14	Telfer Bros. 15
O	Graham Bros. 56	Matheson's Sons. 57	Tippet, Arthur P., & Co. 1
Campbell Co. Jos. 6	Grant, T. Geddes. inside back cover	Mathieu, J. L. Co. 16	Toledo Scale Co. 17
Canada Maple Exchange. 52	Green & Co. 24	Millman, W. H., & Son. 2	Toronto Salt Works. 52
Canada Sugar Refining Co. 13	Guggenheimer & Co. 21	Minute Tapioca Co. 22	Truro Condensed Milk Co., Ltd. 46
Canadian Biscuit Co. 44	Gunns Ltd. 46	Montreal Biscuit Co. 52	Tuckett, Geo. E., & Son Co. 59
Canadian Coconut Co. 21	H	Mooney Biscuit and Candy Co. 51	Twining & Co. 22
Canadian Milk Products, Ltd. 52	Ham & Nott. 19	Morse Bros. 62	V
Carr & Co. 50	Heinz, H. J., Co. 14	Mott, John P. & Co. 50	Verret, Stewart Co. outside back cover
Carter, H. W. & Co. 56	Hillock, John & Co. inside back cover	N	Victoria Fruit Exchange. 42
Chaput, Fils & Cie, L. 43	Hodgson Gum Co. 52	National Licorice Co. 50	W
Church & Dwight. inside back cover	Holbrooks, Ltd. 25	Nelson, Dale & Co. 50	Wagstaffe, Limited. 26
Clare & Little. 2	Horne, Harry, Co. 2	Nicholson & Bain. 45	Walker Bin and Store Fixture Co. 22
Clark, W. 49	Horton Cato Co. 17	Nickel Plate Stove Polish. 63	Walker, Hugh, & Son. 55
Clawson & Co. 2	Hotel Directory. 24	Nishimura, S. T. & Co. 13	Warminton, J. N. 23
Culwell, E. B. 2	H. P. Sauces. 13	Nugget Polish Co. 9	Warren, G. C. 3
Common Sense Mfg. Co. 23	I	O	Watson, Andrew. 62
Concord Canning Co. 57	Imperial Extract Co. 14	Oakey, John & Sons. inside back cover	Watson & Truesdale. 3
Connors Bros. 57	Imperial Tobacco Co. 58	Ocean Mills. 23	West India Co. 42
Cox, J. & G. 51	Irish Grocer. 2	P	Western Canada Flour Mills Co. 4
Crescent Mfg. Co. 44	Island Lead Mills Co. 19	Patrick, W. G. & Co. 2	Western Salt Co. 25
D	J	Perrin, D. S. & Co. 12	Wethey, J. H. outside back cover
Dalley, F. F. Co. 62	Jameson Coffee Co. 42	Pickford & Black. inside back cover	White & Co. 55
Distributors, Ltd. 2	Johnston, Baird & Co. 19	Poulin, P. 52	White, Cottell & Co. 7
Dominion Cannery, Ltd. 5	K	Poulton & Noel. 6	White Swan Spice & Cereals, Ltd. 18
Dominion Molasses Co. 19	Kilgour Bros. 63	Purnell & Panter. 22	Wilson, Archdale. 44
Dominion Register Co. 49	L	Q	Winn & Holland. inside back cover
Dominion Salt Co. 17	Lake of the Woods Milling Co. 53	Randall Grape Juice Co. 4	Wiseman, R. B. & Co. 62
Downey, W. P. 23	Lambe, W. G. A. 3	Richard's Pure Soap. 9	Wood, Thomas & Co., Ltd. 18
Duncan, W. W. 42		Robertson & Co., R. 42	Woodruff & Edwards. 64
		Robinson, O. E., & Co. 56	Woods, Walker, & Co. 63
		Rowat & Co. 50	
		Royal Baking Powder Co. 59	
			Young, A. J., Ltd. 1

What Constitutes Expense in a Retail Business?

Successful Merchant of 32 Years' Standing Points Out the Items to be Considered Supposing a Start Was Made With \$10,000 Capital—The Five Cardinal Accounts and the Three to be Watched Closely—Interest on Investment, Proprietor's and Employes' Salaries, Rent, Fixtures, Advertising, Light, Heat, etc., Included in Expense Account.

By Henry Johnson, Jr.

I am asked to write on a "Method to be Followed in Cutting Down Expenses," and am frank to say I do not know any. There is no known method—no system which can be set running and be trusted to work automatically. Cutting expenses is "eternal vigilance"—that's all. But we can start right, through knowing our business; and a discussion of what expenses are, with a little introduction, will probably be interesting and instructive.

There are five accounts in our business which may properly be likened to "working capital" in that they are constantly active. There are about eight accounts which are fundamental, or "cardinal," without which no systematic record of a business can be kept, but the five I speak of are "on the job" every working day and we surely must take pains to know about them or they will give pains to us. These are cash, merchandise, expense, owing and being owed.

The Three to be Watched.

And of these five, three demand our daily watchfulness. Those are expense, owing and being owed. If we handle these three right, we may rest comparatively easy about the others. In fact, cash and merchandise will almost get along all right if we watch the "Big Three." Of course, if we waste our cash in "riotous living" we will not have it; and if we pay too much for our goods we cannot make money—no matter how careful we may be of the Big Three. But the man who can successfully handle the Big Three is not apt to be careless in what he spends; nor is he likely to pay too long prices.

The aforesaid Big Three may therefore be said to be pretty nearly the law and the profits of the grocery business.

It is not possible to run a business successfully by giving attention to some parts of it. The work must be all round in character. Yet neither can any man study the whole of any business at one time, no matter how familiar he may be with it. He must divide it into sections, subjects, subheads, etc., and attack each portion separately, working over it until he masters it, else he will get nowhere. Hence, while I cannot say that one of the Big Three is more important than either of the others, I am going to begin with expense, the great primary drain of every business, great or small.

I once saw a man rise to speak on expense at a grocers' convention. He was asked what it cost him to do business and he replied: "Eleven and six-tenths." He said it crisply, definitely, as if he knew what he was talking about. His audience muttered, as they nodded to each other, knowingly: "Huh, huh; just about right"; but I knew, and you know, that very, very few—if in fact, a single one—in that crowd actually did know what his own expense account would figure if prorated on his sales. Further than that: You know, as I also know, that probably not a single one of those merchants was doing business on any such expense as 11 6-10 p.c. In my long experience, which covers 32 years to date, only once have I seen this equalled.

What is Included in Expense.

Now, obviously, if we would cut expenses, we must do several preliminary things. We must know the true nature of expenses; then we must ascertain what our expenses are, facing the music boldly, being watchful not to fool ourselves; then let us study what our expenses can be without danger—then what they should be to admit of our making a fair profit; lastly, we must set about trimming here and there, skillfully pruning off a penny where we can, until we work the limits down to the correct ratio.

To find what constitutes expense we must begin at the beginning. Let us say a merchant has \$10,000 which he puts into a business. He might loan that anywhere at 6 p.c., hence it is worth 6 p.c. and must naturally cost 6 p.c. Thus, his primary item of expense is \$600 a year for interest. He buys furniture, fixtures, wagons and other equipment; and, being a prudent, careful man, he confines that investment to \$1,250—a truly moderate figure, as things go nowadays. The fixtures, etc., will shrink 10 p.c. per annum, to be on the safe side, so that item on an investment of \$600, will show \$60 a year for depreciation. The horses and wagons will last five years on the average, hence must be shrunk 20 p.c. per annum, which, on the amount of \$650, gives us another item of \$130 per year to add to expense. Then there is the manager, whose salary must be paid—it matters not whether he is proprietor, he must get his money. He is a val-

uable man, of wide experience in his line, who could get a good position elsewhere. So he is worth the money to his own business.

Figuring on a business of \$60,000, which is about the limit for the capital, and allowing 2½ p.c. for the manager, we have another item of \$1,500 to add to the annual expense. The premises in which the business is to be conducted may be owned by the proprietor; no matter about that. They are rentable and they must be charged up to the business at the going rental. Let us estimate \$100 per month, \$1,200 per annum, or 2 p.c. on sales. Next comes the mooted question of salary and wages expense. It is said to be as low as 6½ p.c. total in some places, and I know it is up to 10 p.c. in some others. But 6½ to 8 p.c. is said to be the proper range, so let us take 7½ p.c.—mainly because, to be frank about it, I cannot figure it down lower! This will give us 5 p.c., or \$3,000 per year for wages expenses.

Our deliveries may be heavy or light, depending on location. Let us place a medium figure on them, say 2 p.c., giving us another \$1,200 per year. Being wide-awake, we must advertise, and about 1 p.c. or \$600 will do for the present, though that is very moderate. Then there are incidentals, like insurance, light, heat, ice, stationery, etc., for which all of 2 p.c. must be allowed, adding another \$1,200 and giving us a grand total of \$9,490 or 15.81 p.c.

Now, let me premise by what will occur to you, namely, that no man would start out just this way. He would begin small and work up to that point. But, the idea is that any merchant who, at the end of one year finds himself with around \$10,000 total capital in his business and who decides that the business is large enough to continue the employment of \$10,000, is in precisely the position I have indicated, and he must figure things just this way. What he can do if he decides that he does not need all the capital he finds invested is another question, which we shall take up another time.

You will say that this expense account is too high. Truly, it is. Yet I can point out to you many successful merchants who are carrying just such a load as I have indicated; and the ques-

tion is are y
That is whe

Based

In this pa
tactical cor
conditions p
store. I do
ways knows
often does n
have set it
help you to
the spots
often be fo

R.M.A

Montreal,
busy one f
Merchants'
Montreal.
Quebec w
own conver
nesday and
20th and 2
tion was h
by member
sections of
President l
Secretary,
A. M. Pat
ville; Jo
cers' sect
others.

President
bee Cit
ch.

Little l
of comm
morning.
Leger,
branch,
the asse

tion is are you carrying a load like it ? That is where you come in.

Based on Actual Conditions.

In this paper I have not drawn a fantastical condition, but one based on conditions prevailing in many a grocery store. I do not say that the owner always knows his condition. Fact is he often does not know it. That is why I have set it before you; maybe it will help you to find some weak spots. When the spots are found the remedy will often be found also. Thus, in looking

for any "method" such as was suggested at the beginning of this article, think first of finding the actual conditions prevailing in your business; and the remedy will follow almost automatically.

If you have an actual or suppositious problem, suppose you write me about it. Nothing will be divulged as to your identity unless you specially desire it; so we can talk freely, of intimate concerns in this family circle, and benefit each and all accordingly. Let me have your views.

R.M.A. Convention Endorse the Minimum Fee of \$5

Quebec Provincial and Dominion Board Conventions Held in Montreal Last Week—Believe in Retailers Handling Pure Goods—Officers of Both Provincial and Dominion Associations Elected.

Montreal, July 27.—Last week was a busy one for the members of the Retail Merchants' Association who gathered in Montreal. Delegates from all over Quebec were there primarily for their own convention, which was held Wednesday and Thursday of last week, July 20th and 21st. After the local convention was held the Federal was attended by members and delegates from other sections of Canada. Among these were President B. W. Ziemann, Preston, Ont., Secretary, E. M. Trowern, Toronto; A. M. Patterson, 2nd vice-pres., Brockville; John J. Boyce, President Grocers' section of Quebec, and many others.

meetings such as these served as a means to bring men in different sections and in different lines of trade together with the one object in view—to promote the best interests of all. With common interests, and united effort it was astonishing what could be accomplished.

After Mr. Leger several addresses of welcome with responses, brought the session to a close.

After lunch the time was pretty much devoted to receiving reports. The evening session was devoted to committee reports.

Thursday morning was given up to the election and installation of officers. W. U. Boivin, dry goods merchant, was elected president; P. J. Cote, dry goods merchant, Quebec, first vice-president; A. Laniel, grocer, Montreal, 2nd vice-pres.; P. E. Beaudoin, Thetford Mines, treasurer, and J. A. Beaudry, Montreal, secretary. These five were also appointed to represent the province in the 6th annual Federal Convention on the two following days.

**THE DOMINION CONVENTION.
Changes to Constitution.**

On Friday morning at ten, with the president, B. W. Ziemann in the chair, the following gentlemen assembled at headquarters, corner of St. Denis and Lagachetiere Sts., Montreal, E. M. Trowern, Sec.; C. W. Kelly, Guelph; J. A. Beaudry, Treas.; W. U. Boivin, J. A. Dore, J. S. Watson and others. In all about twelve attended.

Changes to the constitution were the first important things to come before the meeting. Many weak points were declared to have developed during the time the present constitution has been in force, and steps to eradicate such mistakes had, it was claimed, become essential. Some of these were merely minor changes, but in some instances the whole article was cut out.

The election of officers resulted as follows:

President—B. W. Ziemann, merchant tailor, Preston, Ont.

1st Vice—P. J. Cote, dry goods merchant, Quebec City.

2nd Vice—A. M. Patterson, dry goods merchant, Brockville, Ont.

Secretary—E. M. Trowern, Toronto.
Treasurer—J. A. Beaudry, Montreal.
Auditor—J. S. Watson, boot and shoe merchant, Montreal.

The election of each of these was unanimous. The delegates were royally entertained by J. A. Beaudry at the Canadian Club, at luncheon.

Minimum Fee at \$5.

At a few minutes after two the afternoon proceedings began. The main details to be completed were the receiving and passing of resolutions.

A resolution was passed endorsing the action of the Dominion Board in making the minimum fee \$5. Another placed the meeting on record as strongly opposed to the Co-operative Societies Bill recently before the Dominion House. Another endorsed the recent Secret Commissions Act, passed by the Ottawa Government, and contained a request that the provisions of the act should be made known to all members and their clerks.

Are Opposed to Free Gifts.

Resolution No. 8 speaks for itself, and is herewith given:

"That we again place ourselves on record as being strongly opposed to all such schemes as free gifts or coupons with the purchase of goods, prizes in packages, or any device that will act in the form of a bribe to customers in the purchasing of goods, and we request that a copy of this resolution be forwarded to the Dominion Board asking them to place a copy of this resolution in the hands of all manufacturers or dealers who adopt this practice."

Considerable discussion followed the bringing up of this old question, but the majority favored the resolution.

Resolution No. 16 reads:
"That this Board endorse the recommendation of the Grocers' Section of the Ontario Provincial Board of our Association, and print cards for distribution among our members as follows:

1910	Member.	1910
The Retail Merchants Association of Canada, (Incorporated)		
GROCERS' SECTION.		
All goods sold here are guaranteed to conform with the PURE FOOD LAW.		

The Retail Merchants' Association of Canada, incorporated by special act of the Dominion Parliament, stands for full weight, careful service and business principle.

May Invade Maritimes.

Much of the time of the delegates was taken up with a varied program of entertainment provided by the local men. An invitation to inspect the harbor as guests of the Harbor Commission was only prevented by rain, but notwithstanding a few trifles missed, the delegates thoroughly enjoying themselves. Much of the entertainment program was due to the hand of the the Dominion treasurer, J. A. Beaudry.

During the whole of the proceedings the members seemed to be most optimistic and from hints dropped, the Association may invade the Maritimes before any great time has gone by.

Saturday was hardly necessary to complete the work, and many left Friday or early Saturday.



JOHN J. BOYCE.

President Merchant Grocers' Assn. Quebec City and Vice-Pres. Retail Merchants' Assn., Quebec City.

Little beyond registration and reports of committees took place during the morning. In closing, however, Arthur Leger, the President of the provincial branch, gave an address of welcome to the assembled delegates. He said that

Thousands Visit Falls with Hamilton Grocers

More Than 1,500 Gallons of Beverages Consumed—A Hundred Coaches Necessary to Carry the Crowds—Baseball Game in Which Grocers are Victorious—Many Other Humorous Events—The Officers in Charge.

Hamilton, July 27.

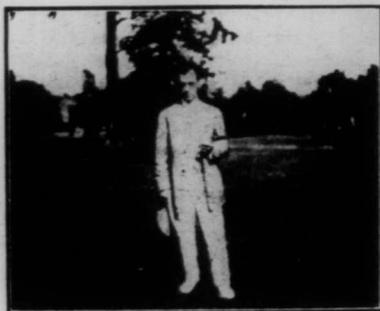
200 gallons milk.
400 gallons coffee.
400 gallons tea.
150 gallons lemonade.
400 pounds sugar.

No, this is not an extract from the requisition of the commissary department of a regiment going into camp for a couple of weeks. It merely represents a few items from the bill of fare of the Hamilton Retail Grocers on their annual picnic to Niagara Falls.

It takes a lot of good healthy people to consume such a quantity of drinkables. As usual, this event attracted nearly five thousand from the Ambitious City alone, and the supplies were not at all excessive.

The figures above give some idea of the magnitude of the picnic, which, to Hamilton, long ago attained the dignity of an institution. For thousands of citizens it is the big event of the year.

The strike of Grand Trunk trainmen made it necessary, at almost the last



J. M. SEMMENS,
Chairman of the Picnic.

minute, for the committee in charge of transportation, to cancel an order given that road for several trains, and secure extra accommodation from the T., H. & B. Five heavy trains were run, and, unfortunately, it was necessary to crowd them rather uncomfortably. However, all of the excursionists understood the circumstances and felt that the committee had managed excellently in the face of considerable difficulty.

Several things combine to make this picnic an immense success. The most important is, of course, the splendid enjoyment assured by the large and varied programme of amusements. Then there is the place where it is held—an exceedingly beautiful park overlooking the majestic cataract of Niagara. The conditions are pretty nearly ideal.

For twenty-one years the Hamilton grocers have been holding this picnic, and it is worth noting that only on one occasion have they had other than real fine weather.

Financing the Big Picnic.

Grocers throughout Canada will be interested in knowing how the affair is

financed. There has never been any desire to have a surplus, but several times the attendance has been so large that quite a neat sum remained in the treasury after all expenses were paid. This money has always been devoted to char-



J. A. McINTOSH,
President of Hamilton Grocers' Assn.

ity or some other laudable purpose. One year \$100 was given to the Muskoka Free Hospital for Consumptives, and another year \$150 was spent in furnishing a reception room for the Young Women's Christian Association at Hamilton.

The total expense runs up to about \$1,200, which includes \$200 for music. An annual programme is issued, and a profit of about \$500 is generally realized on the advertising space. Then there is a commission of 15 cents on every ticket sold. This year the commission would run up to over \$700.

One of the most interesting features of the picnic is the refreshment department, which serves tea, coffee, milk and lemonade free of charge to the excursionists. When you consider the number of people attending, this is no simple task, and a great deal of credit is due to the committee in charge, of which A. G. Bain is chairman, for the excellence of the arrangements. This department has been in Mr. Bain's charge for the past twelve years. When he first took it over an ordinary wash



A. G. BAIN,
Chiefly Responsible for Unique Refreshment Service.

boiler constituted the equipment. As the picnic grew, until one hundred, instead of ten coaches, were required to accommodate the crowd, the committee

invested in big kettles, holding 40 gallons apiece, each having its own separate furnace. These are supplied with three faucets, so that no time is lost in serving. Twenty men are required to wait on the people, who are admitted at one door in single file and go out by another. By a splendid system confusion is reduced to a minimum.

Tea, coffee, milk and lemonade are carried away in paper pails, five thousand of which are supplied by various manufacturers.

Grocers are Baseball Champions.

To get back to the programme. In the morning a baseball match was played between teams representing the grocers and travelers. The score was 18-12 in favor of the former. The teams were:

Grocers—Cummings, ss; Hobson, c; Williamson, 1b; Foote, rf; Smith, p; Cochrane, cf; Lavis, 2b; Cann, lf; Knox, 3b.

Travelers—Morton, c; O'Neil, 3b; Beasley, rf; Norman, ss; Lumsden, lf; Geiger, 1b; Little, cf; Plater, 2b; Wilson, p.

Umpire—D. M. Barton.

In the afternoon there were daylight fireworks, pigeon race, guessing contest, baby show, fat man's race, rabbit-catching contest, and many other interesting



JAS. MAIN AND JOHN O. CARPENTER.

The Former Treasurer of Association and Latter Chairman of Executive Committee.

events, some of them containing touches of novelty that added, of course, to their enjoyment.

Splendid music was furnished by the 13th Regiment band, and a rube band in grotesque costumes was on hand as a comic feature.

The Men in Charge.

The officers of the Hamilton association are as follows:

President, J. A. McIntosh; 1st vice-president, Ed. Hazel; 2nd vice-president, J. M. Semmens; treasurer, Jas. Main; secretary, M. R. Hill; executive, John O. Carpenter (chairman), A. Lavis, J. L. Brown, A. G. Bain and W. Smye, Jr.

Following were the picnic committees:—

Transportation—J. O. Carpenter, J. Kirkpatrick, A. G. Bain, W. Smye, Jr., J. Main.

Printing—W. Smye, Jr., E. Hazel, J. Forth, J. H. Shannon.

Refreshments—A. G. Bain, A. Bell, J. Main, A. Ballantine.

Amusement
J. Foote, M
Music—F
McIntosh.
Games—

Genera

Tamworth
chant show
city of sto
over and
is turned

This is t
of A. B. C
He can't
is carrying
making b
to all.

Mr. Ca
about \$12
times a y
of \$36.00
eral mere

He doe
ness and
as much
a coupon
which is
in his ov
be the sa

But wh
it with l
small to
1,000 an
cally eve
are good

When
knows h
\$10. W
chased n
the acco
vents a
books an
debts a

In re
has ma
"dunne
any pos
lection.
ticular

"A f
get a
seems t
he will
afterwa

"But
store, y
a corne
ing tha
settle it

"Str
method
and us

Amusement—M. R. Hill, C. Hubbard, J. Foote, M. Burkholder, G. Dawson.
 Music—H. Taylor, Jas. Main, J. A. McIntosh.
 Games—A. Lavis, J. Knox, J. L.

Brown, H. Almas, J. Lampman, Henderson Bros., J. Forth.
 Reception Committee—A. Ballantine, B. Chrysler, C. H. Peebles, J. Kirkpatrick.

the same time driving home the point that because he had only one price he could afford to sell cheaper in such cases.

The result was this farmer came back to deal with him regularly and he has never since had any difficulty over his prices.

"Had I submitted to him in the first place," says Mr. Carseallen, "he would have demanded concessions always and eventually would have been the cause of breaking up my entire system of doing business."

General Merchant Turns Over Stock 3 Times a Year

Annual Turnover Amounts to \$36,000 — Method He Uses to Promote Cash Sales—Has Only One Price to All—An Incident Showing How He Nailed Fast a Customer Who Threatened to Leave Him—Places Limit on Credit Customers.

Tamworth, Ont., July 28.—Every merchant should keep close tab on the quantity of stock he carries, the annual turnover and the number of times the stock is turned over during the year.

This is the opinion of A. B. Carseallen, of A. B. Carseallen & Co., of this place. He can tell at any time what stock he is carrying and he knows the profit he is making because he has only one price to all.

Mr. Carseallen values his stock at about \$12,000. He turns this over three times a year, making an annual turnover of \$36,000. His stock consists of general merchandise.

He does both a credit and cash business and aims to encourage the latter as much as possible. To do this he gives a coupon with every 25 cent purchase, which is later redeemed in dishes, etc., in his own store. This he considers to be the same as a cash discount.

Places a Credit Limit.

But when he does give credit he gives it with his eyes open. Tamworth is a small town with a population of about 1,000 and Mr. Carseallen knows practically everybody and what amount they are good for.

When a man comes into his store he knows his limit, whether it is \$2, \$4 or \$10. When that amount of goods is purchased no further credit is granted until the account is paid in full. This prevents any debtor getting far into his books and curtails his losses through bad debts a great deal.

Never Duns a Farmer.

In respect to collecting accounts he has made it a rule never to mail a "dunner" to a debtor where there was any possibility of making a personal collection. He is more than usually particular about farmers.

"A farmer," he says, "never likes to get a 'dunner' through the mail; it seems to injure his personal pride and he will often steer clear of your store afterwards as much as possible."

"But when you get him into your store, you can easily side-track him to a corner and hand him his account saying that you would be glad if he could settle it as soon as possible."

"Strange to say he considers this method on an altogether different basis and usually settles; then you have him

in your store and can observe what effect the presentation of the account will have on him."

Mr. Carseallen does not close his accounts at regular periods, but only from time to time when he deems it advisable.

Has Only One Price.

Another method which he adopted and one which he claims is working well, was his decision to stick to one price. The population of Tamworth are educated to this and when a customer comes to his store he or she knows that only one price will be quoted.

Mr. Carseallen cites an instance showing that sometimes trouble arises but that it is best not to give in.

Not long ago a farmer called one Saturday night to buy a pair of boots. He was inclined to be somewhat cranky. He was shown a pair of boots at \$2.80, but he wanted them for \$2.75. It was pointed that if Mr. Carseallen reduced the price he would be disarranging his whole system of doing business. He argued that while 5 cents didn't make any difference one way or another to either of them that it meant he would be setting up a precedent that would change his entire method. He also pointed out that it didn't matter who asked for a reduced price—all were treated alike.

This did not convince his customer who declared he would go somewhere else and get the boots. While Mr. Carseallen was sorry to lose him, he was forced to allow him to go elsewhere.

But this is not the end of the story. The wife of this farmer dealt with Mr. Carseallen. The time to go home came around and the farmer called for his wife at the store. The merchant assisted the woman into the buggy with her parcels but avoided making any reference about the boots—in fact he kept as far away from the subject as possible at the same time knowing that the farmer was itching to talk about it.

Just as the latter was picking up the lines to drive off he remarked: "Well, I got those boots all right."

Farmer Lost on the Deal.

He was asked in a kindly manner to show them, which he did. They were exactly the same as Mr. Carseallen had been selling for \$2.50 and not nearly as good a boot as the one he had shown him for \$2.80. He pointed this out at

Must Deliver Net Weights to Their Customers

The Uniform Tares Committee of the National Wholesale Grocers' Association of the United States is sending out a notice to members warning them to avoid violations of the law by delivering net weight to their customers. The letter reads in part as follows:

"Your attention is called to the subject of 'Buying merchandise gross weights for net.'

"For a great many years the jobber, being an intermediate dealer, has accepted bulk goods sold by weight or measure as they came to him from producers and turned them out to customers at the same weights he received them. Very naturally he was not particularly concerned as to whether the weights were gross or net. Since the advent of modern methods and legal regulations it has become a burning question and absolutely necessary for a dealer to know that when he invoices a certain number of pounds, that amount so mentioned must be there, or he must be held to account. When such articles as rice, beans, cereals, flour, dried fruit, etc., are handled on the basis of the avoirdupois pound as a unit, it is a violation of law in reference to weights to represent that a package contains 100 pounds of the commodity, for instance, when in fact it contains 99 pounds net. The amount stated in the invoice would be considered a declaration of weight of contents.

"By reason of the foregoing, jobbers desiring to avoid violations of the law should deliver net weight to their customers.

"Every dealer should insist on net deliveries and where same are not given carefully make a record of shortages and deduct such shortages from invoices.

"In the event that conditions are such that it is not practicable to deduct, then make claim and render invoice to seller, demanding settlement."

Old Country grocers claim that figs and muscatels are not packed satisfactorily and have passed resolutions urging the necessity of better packing and better grading of these fruits.

The Canadian Grocer

Established . . . 1886

THE MACLEAN PUBLISHING CO., LIMITED

JOHN BAYNE MACLEAN . . . PRESIDENT

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

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

OFFICES

CANADA—	
MONTREAL	Rooms 701-702, Eastern Town- ship Bank Building Telephone Main 1255 J. J. Gallagher
TORONTO	143-149 University Ave. Telephone, 7324 Main
WINNIPEG	511 Union Bank Building Telephone 3726 F. R. Munro
VANCOUVER, B.C.	H. Hodgson, 11 Hartney Chambers
ST. JOHN, N.B.	W. E. Hopper
UNITED STATES—	
NEW YORK	R. B. Huestis Lawyers' Title, Insurance & Trust Co. Building, 160 Broadway, New York, N.Y. Telephone, 494 Cortland.
GREAT BRITAIN—	
LONDON	88 Fleet Street, E.C. Telephone Central 12960 E. J. Dodd
FRANCE—	
PARIS	John F. Jones & Co., 31bis Faubourg Montmartre
SWITZERLAND—	
ZURICH	Louis Wolf Orell Fussli & Co.

Subscription, Canada and United States \$2.00
Great Britain, 8s. 6d. Elsewhere, 12s.

PUBLISHED EVERY FRIDAY

NO TRAVELER'S TAX AT CAMPBELLTON.

We are advised by D. Murray, mayor of Campbellton, N.B., that no tax is imposed by his town on commercial travelers.

Correction is therefore cheerfully given to a paragraph which appeared in The Grocer last week stating the contrary.

Some years ago a representative of The Grocer was taken in charge by a police official in Campbellton because he was canvassing for subscriptions without a license, and we were not aware that the tax no longer existed.

THE CROP AT PRESENT.

It is quite evident now that the crops in southern Manitoba, Saskatchewan and Alberta have been considerably injured by the excessive heat and lack of moisture. However in the northern belt they are well up to the average. This much is certain, that much harm has been done, but to what extent is difficult to estimate with any degree of accuracy.

In many respects the failure of the wheat crop in Western Canada will be a blessing in disguise to some farmers.

A representative of The Canadian Grocer now in the west states that there is often a wonderful difference between crops on opposite sides of the railway line. One farmer sowed wheat practically on the stubble, while the other cultivated his soil as a farmer should, and even in an extra dry district the latter will have something for his trouble. It all goes to show the value of scientific farming.

In Ontario the grain crops are excellent. Another representative of The Grocer traveled through Central and Eastern Ontario last week, and reports fall wheat, oats and peas in splendid condition. In fact farmers declare they have never had a better crop in years. Timothy and clover hay were both heavy, and are now under shelter. Fall wheat cutting is under way and from 30 to 40 bushels will be realized. Peas are ripening rapidly and oats are turning. Sunday's rains assisted both to fill out where they had not already matured.

Retailers in Ontario will welcome these conditions because they tend to make the farmer freer with his money and more prompt in his payments.

STRIKE AFFECTING TRADE.

Correspondents and representatives of The Canadian Grocer in Quebec and Ontario tell of many drawbacks to trade owing to the strike of G.T.R. trainmen.

Freight in many instances has been delayed, particularly where the Grand Trunk is the only means whereby it can be moved, and merchants are suffering for lack of supplies. Express rates on sugar, etc., have had to be paid on necessary shipments, and this has left little profit. Fruits, and provisions such as pork products, butter and eggs have also been neglected.

Merchants in the tourist sections reached by the G.T.R. only are much handicapped. Tourists do not care to take any chances and are either cancelling their proposed trips or going elsewhere by another route.

The trade is therefore anxious to see a settlement and when matters are again adjusted there will be a considerable relief and better business in the parts affected.

HONEY LIKELY TO BE DEAR.

From all accounts Ontario honey will be scarce and high this year.

While the bees wintered in splendid condition and while prospects for a good yield were bright up to the middle of April, the weather conditions since that time have not been conducive to good results.

From April 20 to May 24 and later the weather was cold and damp. At the latter date when the bees should have been gathering a surplus from the fruit bloom they were practically starving and in many instances had to be fed. But in spite of this stimulant they became less in numbers or strength and were weak to begin on clover which is the principal honey flower.

Dry weather then set in and large bee-keepers say that only about one-

half an average crop of honey will be realized.

If this is the case prices will likely advance and will probably be about 11 to 12½c wholesale.

A CHANCE FOR INFERIOR GOODS.

As noted in one of our news columns last week an order-in-council has been issued by the Dominion Government authorities at Ottawa, enforcing regulations with respect to the inspection of canned goods under the Canned Foods Act.

It will be observed from this that this inspection only applies to goods preserved for "export or from one province to another." These regulations are similar to those respecting sanitary conditions in factories and slaughter houses handling meats for export trade.

What is the purport of this? It simply means that a manufacturer who packs goods for consumption in the province in which he is established is exempt from a rigid inspection.

Going a step further, a manufacturer who sells his goods only in his own province, since he is exempt from this inspection, may palm off almost any kind of goods on the retailer and consumer. If he is honest and careful in his work he will not do this, but there is always the way open for him to make an inferior article, to neglect to come up to the regulations, to cut prices and undersell his honest competitor and possibly to injure the healths of the people of the province who purchase his goods.

Such legislation is unfair to the retailers and consumers of every province in which there are canned goods manufacturers selling exclusively within the province.

It is something that shouldn't be. If one manufacturer spreads sufficiently to export his goods or sell to another province, he should not be subject to a heavy inspection expense, which a competitor in his own province does not have to bear.

The same argument applies to the inspection of abattoirs. It leaves the way open for the manufacturers who export, to sell an inferior article in their own province and send out their best. Why this should be is difficult to ascertain.

Sprinkle the floor with water several times daily during this hot weather. If it does not actually cool the store it creates a feeling of coolness and at any rate it keeps down the dust.

People may sometimes forget where they have been well served, but never where they have been "done."

The Aims of the Institute of Certified Grocers

It Recognizes that Business Conditions are Constantly Changing—Greater Ability Necessary to Keep in the Front Rank—"Automatic Machines" in the Grocery Business Discouraged.

The Institute of Certified Grocers!

Readers will probably recall a previous reference to this organization, which a short time ago held its annual examinations for members, and concerning which a brief note appeared in these columns. It was organized in England, some time ago, and the results thus far obtained have so greatly exceeded the expectations of the originators that the idea is rapidly gaining ground and spreading throughout the United Kingdom.

Technical education is to-day demanding greater attention than ever. Governments and prominent educationists are beginning to realize the merit of the claims advanced by the pioneers of technical training and in the near future Canada will, it is believed, witness great advancement in this regard. The Institute of Certified Grocers provides a technical training for grocers and their assistants.

The grocery world has of late been closely following the career of the Institute, and there is now a feeling in the United States that the idea is a practical one, and is worth adopting.

It is an association of qualified members of the grocery trade, including representative grocers, grocers' managers and grocers' assistants. It recognizes that the conditions of business life are constantly changing, and while ability in one's profession is more important than ever, the opportunities to acquire it are, in the present rush of business life, few and far between. It starts out in its great mission, therefore, by linking up such members of the trade as have proved themselves, either by their past business career or by test examinations, qualified to call themselves grocers, as distinct from automatic machines.

The institute aims at efficiency in all the branches of the general grocery trade. The secretary states that the abnormal number of failures in the trade in England proves that without knowledge, a grocer cuts a very sorry figure, and the Institute has organized special classes so that the grocers and assistants or clerks may acquire this knowledge, and urges the members of the trade, particularly the younger members to attend these classes and acquire a thorough knowledge of their calling.

If there is one class of grocers whom wholesalers and successful retailers hold up to scorn, it is the boilermaker or machinist who, having saved a tiny pile, opens a grocery store under the impres-

sion that all that is required of him is to take in money and hand out goods. This idea prevails right up to the present moment, but not in the same measure as heretofore, the number of failures having moved to caution retired farmers, etc., who had been contemplating a similar step.

After having carefully discussed the advisability of forming an organization those who were behind the movement reached a determination to proceed with it and launched the Institute on November 1, 1909. Examinations were held simultaneously throughout England in April of this year, and following these local examinations the successful students assembled in London in May, to try the national examination of the Institute, the examination being of the most searching character. The successful students should have a most valuable knowledge after the course of studies they have followed. Equipped as they now are there should be very few failures among the class that graduates yearly from the Institute of Certified Grocers.

TOO MANY CHANGES BAD.

Frequent change either of employers or lines is the most serious mistake any salesman can make. On the road to-day are many men who might be earning twice what they are if they had stuck to one line; but they allowed a slight increase in salary to tempt them to change, and have lived to rue the day. Acquaintance in a given territory, familiarity with some high-grade line, and the confidence of the trade are a salesman's greatest assets, and every change lessens their value.

Of course, times will come when changes are necessary, but they should be made only after the most careful deliberation and with a view to establishing a connection that will be permanent. In making a change the salesman will consider carefully the standing of firms, how they treat their customers, if their goods are well known, and how much advertising they are doing. No salary should be large enough to tempt him to take out, through a territory where he is known, a line of unreliable goods and thus destroy the confidence of his old customers in his good faith. It is better to stay where you are unless you can make a change that will result in your permanent betterment.

Having considered carefully the advisability of a change, every effort should be made to find a new position before resigning his present one. In the eyes of almost every employer the man at work has a value at least 25 per cent. higher than the one out of a job. To be able to say, "I am now employed and am giving satisfaction," supplementing this with good reasons for desiring a change, has proved the open sesame to many a first-class opportunity.

Through their wide acquaintanceship salesmen are in a better position to hear of opportunities than perhaps any other class of men. Then, too, they have open to them firms handling the same line as their own. Sales managers are always glad to consider men in the employ of their competitors; and if your work has been above the average, you may be surprised to see how much they know about you.

The man who can stand up and be cheerful under adverse circumstances will have the sympathy of people and their help to a greater extent than the man who goes to pieces the minute a piece of ill-luck looks over the fence at him.

At this time of year the man in the store needs to get out of the store at every opportunity and store up as much as possible of the sunshine that will help carry him through the winter.

If you think that you can be pleasant with people inside of the store and look over the tops of their heads when you meet them on the street and still get their business, guess again.

A SERIES OF ARTICLES ON BUSINESS MANAGEMENT.

The attention of readers is directed to a series of articles beginning in this week's issue from the pen of Henry Johnson, Jr. These articles are written exclusively for The Canadian Grocer by Mr. Johnson, who has spent 32 years in the retail trade and who knows exactly what he is talking about. They will deal with Business Management in the store including expense of doing business, accounts owing and owed and the knowledge which ought to be possessed by the merchant who is anxious to become a successful business man.

Mr. Johnson does not talk from hearsay, but from actual experiences. He invites correspondence and any sent through The Canadian Grocer will be considered strictly confidential and forwarded on receipt to him.

Thinks Guild Should Work for Benefit of Members

Letter to the Trade From New President of The Dominion Wholesale Grocers' Guild—His Ideas on Quantity Price, Wholesalers' Relation With Retail Trade and Mode of Distribution—Cost of the Guild Suit.

Hugh Blain, of Eby, Blain, Ltd., Toronto, who was recently elected president of The Dominion Wholesale Grocers' Guild, is sending out a letter to the trade in Canada bearing on his opinions with respect to existing conditions.

In it he says: "In assuming the office, it is gratifying to know that never in the history of the trade have conditions been so favorable for placing the grocery business on an honest and satisfactory basis. The general public recognize, to an extent which they never did before, the importance of the grocery trade as a vital factor in the health of the people; and, with the proposed legislation by the Dominion Government, the trade will be able to guarantee the consumer a purer article of food. Recent legislation, making secret rebating criminal, together with the decision of the courts, has also fortified the trade and placed it in a position to take a stand in forcing a rigid adherence to a high standard of business morals. The enthusiastic support of the entire trade of the Dominion is pledged to the observance of absolutely honest methods in the transaction of business.

"The 'Manufacturers' Selling Contract' with the voluntary declaration to insure its enforcement, has been approved and adopted by the Dominion Wholesale Grocers' Guild as a crowning deliverance on behalf of the whole trade of Canada, and it now becomes the duty of the officers and members to see that every piece of machinery we have is kept constantly in motion to secure to the fullest measure the benefits to be derived from this unique protective plan. The honest man will welcome its rigid enforcement, while the dishonest man will sooner or later become the object of its just punishment. I earnestly solicit the active cooperation of every member of the guild in a sincere endeavor to place the grocery business on a satisfactory and an honest basis.

Cost of the Guild Suit.

"I would like to point out the enormous expenditure of time and money which it cost the members of the guild to place the grocery business in the position it occupies to-day, and put forward the claim that there should be special advantages for guild members only. In addition to the preparation and revision of the equalized sugar books twice a year for the last twelve years at an expense of several thousand dollars (as well as all other incidental expenses, necessary to a proper organization) the recent suit against the guild cost over \$12,000. to prove to the public that our methods were just and honorable and necessary in the interests of the trade. With such an experience, while I would gladly serve every person in the business alike and with equal pleasure, I cannot realize or admit that I should work for those who have not contributed one cent towards this expense, and who appear to be so absolutely indifferent to our interests as members of the trade.

"As distributors of the manufacturer's products, it is proper that we should justify our existence. We often hear

ignorant people say "Do away with the middleman, and save his profits." To the superficial observer this sounds well and, looking at it from an isolated case, he concludes that the whole subject has been settled in favor of his opinion. Some manufacturer has sold a large quantity of his goods to a special retailer at a cut price. This retailer has probably also cut the price to the consumer, who thus gets the goods cheaper than the regular price. Our Socialistic Anti-Middleman individual without further knowledge rushes to the conclusion that the consumer is buying cheaper because the manufacturer sells direct to the retail man. Let us put the telescope of experience before the eyes of this narrow-minded, short-sighted individual and ask him to look beyond the small circle of his own restricted vision and take a larger and clearer view of the situation. He will see this same manufacturer's representative (at a daily expense for traveling of three, four, or five dollars, and a still larger expense for salary) selling these same goods to the retail merchants all over the country at the regular prices. Suppose there are one hundred such travelers, each selling his own line of goods, and you will readily see the enormous expense this involves; and (as the law of average must apply on the manufacturer's prices, if he is to succeed, as well as to all other matters in life) while the special buyer and his customer gets the goods at less than the average or proper price, the retail trade generally and the general consumer must pay more than the average price. This is invariably the way it works out when you eliminate the so-called middleman.

Distribution Through Wholesaler.

"Look now at the same goods distributed through the regular channels. The goods are assembled in large quantities in the wholesale warehouse, at the least possible expense to the manufacturer and frequently at car-load freight rates. They are then sold by one wholesale traveler instead of by travelers representing one hundred manufacturers at practically the same expense as the expense of one of the hundred. There are, of course, more than one jobbers' traveler selling these one hundred lines but, as a rule, it requires many more than one traveler to handle the output of a factory, if sold direct to the retail trade. As a matter of fact it requires less travelers to distribute goods to the retail trade through wholesale houses than it does by the manufacturer selling direct to the retail trade. I think I am within the mark when I express the belief that goods can be distributed to the retail merchant by the jobber at from one-third to one-half less than by the manufacturer, and with greater satisfaction to the retailer.

Would Bring Commercial Chaos.

"This selling at lower prices to a retailer at less than to the retail trade generally is always indulged in by the manufacturer when he sells direct to the retail trade, and is unfair to the great majority of the retail merchants. It is always a mistaken policy on the part of

the manufacturer. It degrades the business standing of the average retail man, and withdraws his interest and loyal support from the sale of the goods. No matter how large the retailer may be in a business way, he is merely an incident of trade conditions, and if he were wiped out of existence the business of the country would go on as usual; but, if the retail trade generally were wiped out, it would bring about commercial chaos. Human existence would become intolerable until business again resumed definite channels, and these channels would, I am satisfied, be found to be exactly as they are to-day. The manufacturer, the wholesaler, and the retailer, are the natural branches of trade.

"It is as natural for the wholesaler to assemble the manufacturer's goods, so the retailer can, with facility, get his assortment, as it is for the retailer to assemble his goods so that the consumer can get what he wants at one convenient place without having to go possibly hundreds of miles for what he requires. Think for a moment how a retailer could ever commence business if he had not the wholesale house to go to, where all the goods he requires are assembled, and from which he can select his stock. I have attempted to make it clear that our existence is, as a necessary branch of business, justified. If, however, further evidence is required, we have the overwhelming testimony of both the manufacturer and the retail merchant.

"Having satisfied ourselves that we, as well as the retail trade are necessary it becomes important that we should work in harmony with the other branches. Much has been done in this direction during the past year. Conditions existing between the manufacturer and the wholesale trade have been much improved. Dozens of contracts on the protective plan with the manufacturers have been made, with the right to call for a declaration if a violation of the contract is suspected, and has been found to work well. This has established a much closer community of interest between these two branches. The manufacturer realizes and admits the advantage of distributing his products through the wholesale jobber, as the cheapest and best methods of distribution, and I believe many manufacturers are now realizing the necessity of a more liberal compensation for the services of the wholesaler as his distributor.

Relations With Retail Trade.

"Equally satisfactory advances have been made with the retail trade, and it is with unmixed pleasure and satisfaction that I see the relations between them and ourselves becoming daily more cordial. Not one retail man in one hundred wants a secret rebate on the price of goods if he is sure that his competitor does not get it. He does, however, want a fair field and no favors. He wants to know that his neighbor does not get advantages in buying that will enable his neighbor to undersell him. He wants to be able to say to his customers "I know I buy my goods right, and I can, therefore, sell you as cheaply as any one in the business." It is the wholesaler's imperative duty, and it should afford him his greatest pleasure, to keep constantly in view the interests of his retail customers. When a manufacturer puts an article on the market, the wholesaler should join the retailer, and they should insist that the retailer gets a proper margin of profit.

"They should also insist that propri-

etary articles should be sold to all retailers at the same price and on the same terms. In Ontario the Wholesale Guild appointed a committee and the Retail Association appointed a committee, and these two committees are to form a joint committee, and I hope to see the trade, both wholesale and retail, so support, endorse, and uphold this committee that, if a manufacturer refuses to provide for a reasonable profit, the trade, both wholesale and retail, will absolutely refuse to handle the goods. It is unthinkable that a man, because he is in the grocery business, should be forced to sell his services to the manufacturer for less than cost. It is getting less than cost that causes ninety per cent of all the dishonesty in the

world to-day. From an ethical point of view, it is worse than slavery; because, it not only binds you to do work for another, but compels you to do it for less than a living. It forces men from corner to corner until it drives the moral fibre from the human conscience. It rejoices me to know that there will be such a co-operation between the wholesale and retail trade as will in due time remove this disgrace from our business record. If any one doubts this coming cordiality and co-operation between these two branches of business, let him study the address of E. M. Trowern, secretary of the Retail Merchants' Association, delivered at the Ontario Wholesale Grocers' Guild, during their annual convention held in Toronto.

"Let me repeat my determination to work exclusively for the benefit of the Guild members. Every association works, and should work, for the benefit of those associated together—The Law Society for the Lawyer; the Medical Council, for the Doctor; the Ministerial Association, for the Preacher; and so on through every walk of life. Why then should not the Guild work for the benefit of its own members?"

"If any member has an idea or plan in view that he thinks would be of advantage to our members, I would ask you to write me and I will see that it is properly considered. Remember that to accomplish satisfactory results, we must have individual action combined with associated effort."

Practical Methods Used in Retail Grocery Stores

A Neat Method of Displaying Bottled Pickles Used by Winnipeg Grocers—Toledo Grocers Must Cover Fruit With Netting—No Saturday Night Delivery by Barrie Grocers—Montreal Grocer Attributes His Success to the Attention and Care he Gave the Business While he Was an Assistant.

Must Use Netting on Fruit.

Toledo, O., July 28.—A campaign to exterminate the fly has been inaugurated in Toledo and the grocers and fruit dealers have been the first to be approached regarding it. At a recent meeting of the executive, the medical health officer addressed the officers stating that all vegetables, fruits, etc., must be covered by a screen or mosquito netting.

A heated discussion arose, some of the members expressing their opinions that when any movement is agitated or any reform is undertaken by the health department, it has always seen fit to make the grocers the first victims. At length, it was decided that all who handle fruit must cover it with a netting and included in the list is grocer, vendor, huckster or banana stand holder.

No Saturday Night Delivery.

Bracebridge, July 28.—The example set by the grocers of this town in refusing to deliver goods on Saturday night is being followed by other places in the district. Barrie grocers have not only adopted this idea, but they are also giving a weekly half holiday during July and August.

Gooseberries are going to be a big crop here, but blueberries are, according to reliable farmers, practically a total failure.

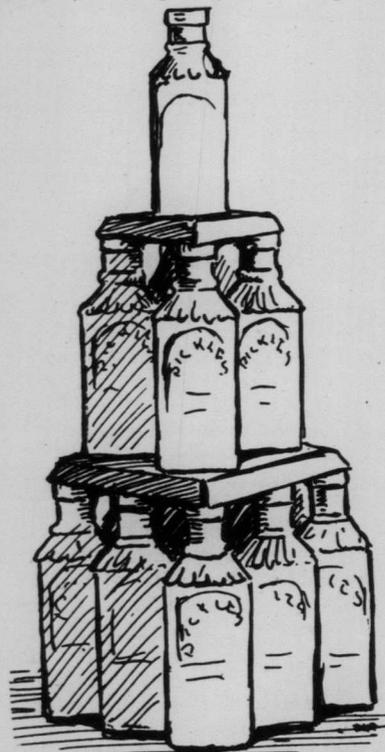
A Good Business Beginning.

Montreal, July 28.—"From the time I first commenced business for myself, I never had the slightest fear of not making a success of it," said a young grocer of this city recently during a casual conversation. In making an explanation he continued—"while I was working as an assistant I took as much interest in the business as if it had been my own. I always tried to please customers just in order to acquire that ability. Then the time came when I had a chance to launch out in business for myself. I did not go far from that district and a large num-

ber of the old customers followed me to my new store. With those as a nucleus it was not long before others joined them. That in itself was a great encouragement and I was never in difficulty. I attribute whatever success I may have achieved to the diligence and care that I gave my employer's business."

Making a Pickle Display.

Winnipeg, July 28.—Some Winnipeg grocers have a neat method for displaying bottled goods such as pickles,



catsups, lime and lemon juices, etc. The accompanying illustration explains it plainly. A square of bottles is placed on the counter or floor and the tops covered over with a neat, nicely varnished square

board. On top of this is a smaller square of bottles covered with another board and so on. Sometimes these pyramid shaped piles are in 5, 6 and even 7 sections and where a store is large a couple of these displays set off the interior nicely.

A little care is necessary in erecting the bottles and there will be no danger of them falling. The labels on the bottles should, of course, be turned out to obtain the best appearance.

Cutting in Sugar Continues.

Vancouver, B.C., July 26.—The local Retail Grocers' Association is discussing what action might be taken against the B. C. Sugar Refinery Co. and the wholesalers who are alleged to be supplying a local departmental store with sugar. This store is still selling the product of the local refinery at \$5 a hundred, when the wholesale price is \$5.90, less one per cent. for cash. It is maintained that because of cash and big purchase the big store is granted a special rate, but this is denied. Then it is argued by the retailers that the price ought to be protected, and the threat is that the local association will import sugar from China. Some of the latest shipments from the department are said to be not in the regular bags of the local refinery, but in paper bags, and this has given rise to the suspicion that Chinese sugar is being sold there. Even so, the cost of this article is \$5.40 to \$5.50, so there would also be a loss in selling at five cents per pound.

At any rate the cutting of prices to get customers to the big store is causing dissatisfaction among the local grocers, and there is more talk than ever of the establishment of a retailers' exchange, which would act as a large central wholesale distribution place, and thus take the business away from those wholesalers who for momentary benefit are accused of acting against the interests of the smaller dealer.

Beans and Peas—There is a good demand passing for beans, which is somewhat of a surprise to local men, considering the time of year. This has kept prices from sagging any further, and in fact has given a certain amount of prospect of a slight advance.

Peas are quiet, though prices continue firm.

Rice and Tapioca—From the jobbers' point of view there is little doing in either line. This is accounted for by the fact that during the hot weather it is too much to expect people to cook articles, which take as long as do the above. However, from the importers' point of view, matters are not so bad. Local prices are firm and the prospects are for a large fall trade. In fact, many orders for tapiocas have been booked already.

Ontario prime pea beans, bushel.....	1 95
Peas, boiling, bag.....	2 50
Rice, grade B, bags, 250 pounds.....	2 90
" " " 100 ".....	2 90
" " " 50 ".....	2 90
" " " pockets 25 pounds.....	3 00
" " " " 12 1/2 pounds.....	3 10 1/2
" grade c.c., 250 pounds.....	2 80
" " " 100 ".....	2 80
" " " 50 ".....	2 80
" " " pockets, 25 pounds.....	2 90
" " " " 12 1/2 pounds.....	3 00
Tapioca, medium pearl.....	0 06 1/2

CANNED GOODS

MONTREAL.—Peas continue to have a demand fully up to all the market can supply. In fact there is a decided shortage in all except the extra sifteds.

The condition of the entire market shows very firm prices, and a tendency toward higher levels. It would only take a little more of this feeling to send prices up another notch.

In meats there has been a substantial increase in demand at former prices.

Sardines also are in greatly increased demand, owing to the large demand for camping and hunting parties.

Peas, standard, dozen.....	\$1 05
Peas, early June, dozen.....	1 07 1/2
Peas, sweet wrinkled, dozen.....	1 10 1/2
Peas, extra sifted, dozen.....	1 52 1/2
Peas, gallons.....	3 87 1/2
Pumpkins—3 lb., \$1.00; gallon, \$3.00.	
Beans, dozen.....	0 87 1/2
Corn, dozen.....	0 90
Tomatoes, dozen (Ontario and Quebec).....	0 95
Strawberries, dozen.....	1 50
Raspberries, 2s, dozen.....	1 80
Peaches, 2s, dozen.....	1 70
Pears, 2s, dozen.....	2 65
Pears, 3s, dozen.....	1 65
Plums, Greengage, dozen.....	2 40
Plums, Lombard, dozen.....	1 60
Lawtonberries, 2s, dozen.....	1 60
Clover Leaf and Horseshoe brands salmon—	
1-lb. talls, per dozen.....	1 87 1/2
1-lb. flats, per dozen.....	1 30
1-lb. flats, per dozen.....	2 02 1/2
Other salmon—	
Humpbacks, dozen.....	0 95
Cohoos, dozen.....	1 35
Red Spring, dozen.....	1 60
Red Sockeye, dozen.....	1 85
Lobster Futures—	
1-lb. flats, doz., \$2.40; 1-lb. talls, doz., \$4.25.	
1-lb. flats, doz., \$4.50.	
Compressed corned beef, 1s.....	1 80
Compressed corned beef, 2s.....	3 15
English brawn, 2s.....	3 00
Boneless pigs' feet, 2s.....	3 00
Ready lunch veal loaf 1s.....	1 30
Ready lunch veal loaf 1s.....	2 40
Roast beef, 1s.....	1 80
Roast beef, 2s.....	3 15
Stewed ox tail, 1s.....	1 60
Stewed kidney, 1s.....	1 50
Stewed kidney, 2s.....	2 65
Minceo collops, 1s.....	1 40
Minceo collops, 2s.....	2 50
Corned beef haah, 1s.....	1 60
Corned beef haah, 2s.....	2 80
Jellied hocks, 2s.....	3 50
Jellied hocks, 6s.....	10 00
Paragon ox tongue, 1s.....	7 50
Paragon ox tongue, 2s.....	8 50
Paragon ox tongue, 2s.....	9 50
Paragon lunch tongue 1s.....	4 00
Tongue lunch, 1s.....	3 50
Suced smoked beef, 1s.....	1 60
Sliced smoked beef, 1s.....	2 60

TORONTO.—The summer season is a good time to sell salmon. The demand

is naturally heavier than usually, some believing that it is the best season. The fact that there is no trouble in preparing it for the table is a strong point in its favor and it finds demand from other sources. It was estimated by one dealer that there were no more than 100 cases of horseshoe salmon in the country. Reports of the salmon catches on the various rivers in British Columbia are given in another column, and apparently it is fairly good, although the Fraser River returns have been somewhat disappointing. However, the pack has not been put away yet and until that time there is an opportunity for many changes. One local broker stated that he expected to see only half the pack of last year. "We are only getting half our orders," he stated, "and dealers may be thankful if they receive that much." This refers to futures.

The prices of the new vegetable pack are expected to be given out at any moment now. Peas are said to be only half a pack and corn and tomatoes are beginning to receive attention. Higher corn markets of late in the United States may have a systematic effect on this side of the line, and in regard to tomatoes, reports are received from sources to be up to the average. However, with the recent copious rains these half gloomy reports are not expected to be substantiated in full. It might be said that canned goods promise to be good property.

Beans.....	0 85	0 90	Red pitted cherries, 2s.....	1 75
Corn.....	0 82 1/2	0 90	Gallon apples.....	2 25
Pumpkins.....	1 10	1 60	Barlett pears.....	2 75
Tomatoes, 3s.....	0 85	0 90	Heavy syrups, 2s.....	1 65
Strawberries, 2s 1 47 1/2	1 50	" Light 2s.....	1 15	
Raspberries, 2s 1 75	1 85	Hevy " 3s.....	2 40	
Peaches, 2s.....	1 60	Light " 3s.....	1 70	
" 3s.....	2 65	Lombard plums, 2s.....	0 80	
Lawtonberries.....	1 65	Red Spring, doz.....	1 85	
Clover Leaf and Horseshoe brands salmon:		Lobsters, halves, per dozen.....	2 00	
1-lb. talls, dozen.....	2 05	Lobsters, quarters, per dozen.....	2 25	
1-lb. flats, dozen 1 37 1/2	1 50			
1-lb. flats, dozen.....	2 15			
Other salmon prices are:				
Humpbacks, doz 0 95	1 05			
Cohoos, per doz 1 50	1 55			

ONTARIO MARKETS

POINTERS—

Sugar—Steady.

Canned Goods—New prices to be higher.

Tea—Firm.

Toronto, July 28, 1910.

If there is any feature to the general grocery market this week it is a feeling of quietness. This may be attributed in some measure to the volume of business that is being transacted in the fruit market. The grocer is apparently focusing his attention largely upon fruits, of course not overlooking his general groceries. But the opportunity of selling fruit is at hand and the retailer is apparently not letting any chances of an extra profit slip by.

The strike has caused considerable inconvenience. The trade would not call it anything else. There has been a loss inasmuch as the total amount of goods handled has been curtailed. As one prominent wholesaler said, "The com-

pany may announce that they have broken the strike, but the fact remains that our goods have been in some cases standing now for ten days and have not yet been moved." When the first day or two had passed the trade began to meet the new conditions. They arranged for other railways to carry their goods and for boats to take a certain amount. Many instances are reported of retailers who had to team the deliveries distances of from 15 to 25 miles from the nearest point on the C.P.R., or other line, to the home town. Some of the trade express the opinion that the people should not be put to such inconvenience as results from strikes. Trade in sugar remains steady and in some varieties of dried fruits there is fair business, but otherwise conditions are on the quiet side, while the grocers devote their best efforts to the new fruits.

Sugar—The demand for sugar keeps up at a high figure and prices have not shown any tendency to change. If anything may be said regarding the local situation it is that an advance is not expected and the tendency is slightly in the other direction.

Paris lumps, in 100-lb. boxes.....	6 15
" " in 50-lb. ".....	6 25
" " in 25-lb. ".....	6 45
Red Seal.....	7 20
St. Lawrence "Crystal Diamonds," barrels.....	5 95
" " " 1/2 barrels.....	6 05
" " " 100 lb. boxes.....	6 15
" " " 50 lb. boxes.....	6 25
" " " 25 lb. boxes.....	6 45
" " " cases, 20-5 boxes.....	7 70
" " " Dominos, cases, 20-5 boxes.....	7 70
Redpath extra granulated.....	5 30
Imperial granulated.....	5 00
St. Lawrence granulated, barrels.....	5 30
Beaver granulated, bags only.....	5 00
Acadia granulated (bags and barrels).....	5 20
Wallaceburg.....	5 20
St. Lawrence golden, bbls.....	4 90
Bright coffee.....	5 20
No. 3 yellow.....	5 10
No. 2.....	5 00
No. 1.....	4 85
Granulated and yellow, 100-lb. bags 5c. less than bbls.	

Syrups and Molasses—This market is quiet before a laggard demand.

Syrups—	Per case	Maple Syrup—	
1/2 lb. tins, 2 doz.....	2 50	Gallons, 5 to case.....	4 80
in case.....	2 50	" 12 ".....	5 40
5 lb. tins, 2 doz.....	2 85	Quarts, 24 ".....	5 40
in case.....	2 85	Pints, 24 ".....	3 00
10 lb. tins, 1/2 doz.....	2 75	Molasses—	
in case.....	2 75	New Orleans, medium.....	0 28
20 lb. tins, 1/2 doz.....	2 70	New Orleans, bbls.....	0 26
Barrels, per lb.....	0 03 1/2	Barbadoes, extra.....	0 45
Half barrels, lb.....	0 03 1/2	fancy.....	0 45
Quarter ".....	0 03 1/2	Porto Rico.....	0 45
Falls, 36 1/2 lb. ea.....	1 30	Muscovada.....	0 30
" 25 " ".....	1 30		

Dried Fruits—Currants are enjoying their usual good demand and there is some business in raisins. In other respects this market is inclined to quietness. The reports received by local offices from Spain regarding future raisins do not entirely agree. One is more hopeful than the majority of those received. It states that the crop will be about the same as last year, but that was much below the average. Another letter from Denia, Spain, states that the first shipments of the new fruit will be about August 25, and that the crop is going to be much below that of last year. The demand for prunes is not heavy.

Prunes—	Per
30 to 40, in 25-lb. boxes.....	0 11
40 to 50 " ".....	0 11 1/2
50 to 60 " ".....	0 08 1/2
60 to 70 " ".....	0 06 1/2
70 to 80 " ".....	0 05 1/2
80 to 90 " ".....	0 05
90 to 100 " ".....	0 06 1/2
Same fruit in 50-lb. boxes 1/2 cent less.	

Winnipeg Industrial Exhibition Bigger than Ever

Extended Ten Days This Year—Exhibits Show the Importance of the Western Metropolis As Distributing Centre—Many Foodstuffs on Display—Ontario and British Columbia Fruit Attract Attention.

Winnipeg, July 27.—The greatest fair in Western Canada, known as the Winnipeg Industrial Exhibition, closed on July 23, after ten successful days. This year the fair period was extended to almost double the length of time given to any previous exhibition. This is significant with the rapid growth of the city, and the country as a whole. It further bears out the fact that although Winnipeg has many industrial rivals in the other progressive cities in the west, yet she retains a commanding position from the standpoint of her numerical and industrial expansion.

Judgment or criticism can be best passed upon the Winnipeg exhibition when it is estimated in comparison with other great Canadian fairs. The Canadian National Exhibition is, of course, the greatest annual fair. The exhibitions in both centres are the best that those centres can produce.

Great Distributing Centre.

Winnipeg cannot yet be counted a very great manufacturing centre, although it no doubt will be before many years. It is not strictly an agricultural centre, since in this regard it is superseded by many other western centres. It is, however, a great distributing centre of a wide range of merchandise, and this fact could be brought out by a general survey of the exhibition. Most of the exhibits were of goods that are distributed, and not manufactured in this centre. Whether it is that many of the local manufacturers are satisfied with their trade, it was evident that they did not take advantage of the exhibit features. Every great fair depends much upon the support of local manufacturers, and so long as the Winnipeg factories decline to show their goods, so long will the fair be held in check. Should the fair be deprived of the agricultural displays, the outside manufacturers' exhibits in the halls, and the vaudeville stunts before the grand stand, there would be little left upon which to base a great fair. It is unwholesome, however, to take this sort of view, and it is better to believe that that which was best.

There were several displays of grocery stocks dispersed throughout the three manufacturers' buildings.

Ontario Fruit.

The Ontario Department of Agriculture occupied more space in the fruit building than any other single outside corporation at the exhibition. The entire east end of the building was utilized for the exhibit of fruits from different parts of the province. It was unfortunate that the season was rather inopportune for a perfect exhibit of the wide range of high-class goods that come from that province. As a consequence the range of goods was limited, and all the apples on hand were last

year's cold storage stock. The apples were in excellent condition and showed plainly that they had good preservative qualities. The pears, peaches and plums were all bottled, and this display, arranged in banks at the rear, was effective. There was a large quantity of currants on display, and these won admiration, many boxes being given away to the passersby. The large booth was covered with green and white cloth, and "Ontario" was lettered in green on an arch in the centre. T. B. Revett, of the Horticultural Department of Ontario, was in charge of the exhibit.

Honey Exhibit.

Although honey production is being indulged in more and more in this prov-

ince, the exhibition of this product was not large. There were only two exhibitors. It is believed that it was due to the fact that honey producers can easily find an eager market for their goods, that more of them did not take advantage of the opportunity to make an exhibit.

B. C. Fruit.

The British Columbia government exhibit of fruit covered a range including cherries, currants, tomatoes, raspberries and peaches. All the stock was well preserved in spite of the fact that it traveled 1,600 miles. The tomatoes were particularly attractive and firm in quality. Most of the stuff came from Nelson and Mission Junction districts. The few peaches on hand were picked early and did not fairly represent the quality of the B.C. peaches. The crop is said to be heavy this year. All other fruits from the coast province were shown in preservatives, and the display of the tiered glasses was exceedingly fine.

Varied Crop Conditions in Western Canada

Southern Parts of Manitoba and Alberta Have Suffered From Lack of Rain, But Northern Districts in These Provinces Present More Hopeful Outlook—The Western Provinces as Seen by an Easterner—Loss Seems to Have Been Heaviest in the Lethbridge District—Rain is Badly Needed in Manitoba.

By Staff Representative

Indian Head, Sask., July 23—Throughout the whole west varied reports of the crop situation may be heard in each locality. Each place that has any crop at all seems to be boosting its particular locality. On the south branch of the C.P.R., from Pincher to Medicine Hat, the situation in some places is very acute just now, only four inches of rain having fallen since last fall. At Pincher an old resident farmer told the writer that while his crops were not up to standard by any means, yet he would have enough to pay for his labor. He seemed reasonable in that he said that the country must look for an occasional bad year. This, he told me, was the worst in fifteen years. Rain would still help them here if it came within ten days.

At Macleod the writer was driven through the surrounding country, and while everything was very dry, yet some very fair crops were seen. In other parts of the same immediate district the crops were in much better shape, but, of course, in need of rain. The wheat in many instances was quite well headed, but much shorter than usual. There was much evidence of careless farming and in a great many cases the farmer himself is largely to blame, and this year will be a good lesson to him. He had sown the wheat on top of stubble, and in other cases had merely scratched the ground and dropping the seed, not giving it any depth. The oat crop in this district is very poor. The banks are inclined to tighten a little, but have not as yet received specific instructions

to that effect. One manager told me he expected instructions in every mail. A local machine representative said that up to the present farmers had made all their payments, but he expected there would be a few this fall whom he would have to carry over.

This District Suffered.

The worst evidence of crop failure in Alberta was found in the Lethbridge district, where they have almost no crop at all. Travelers visiting Lethbridge see this when calling on customers. Real estate firms, for instance, are doing almost nothing, and some are closing up. In the Cardston district, southwest of Lethbridge, conditions are much better.

Conditions around Medicine Hat are much the same as at Lethbridge.

As you near Moose Jaw the wheat begins to look much better, and a fair crop is looked for. This whole district as far as Regina and Indian Head is in good shape. At the latter place the writer was told that the crop outlook was never better. This can be relied on, as it was received from reliable sources. A splendid downpour of rain on the 15th inst. helped the situation materially, although they were not suffering from need of it. Some very fine samples of wheat were seen at Regina. They were grown at a point fifteen miles north, and the heads were long and well filled out. The Saskatoon district is also said to be in good condition.

Crops all through the northern part of Manitoba, Saskatchewan and Alberta are known to be in good shape.

DIRECTORY OF

Manufacturers, Manufacturers' Agents,
Brokers, Etc.

BRITISH COLUMBIA

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

Importers and Roasters of High Grade
Coffees.

Manufacturers and Proprietors of
"Feather-Light" Brand Baking Powder
We also carry a full line of TEAS,
SPICES, etc.

Mail orders promptly attended to.

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

**VICTORIA
FRUIT GROWERS' ASSOCIATION**

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

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

Wholesale Manufacturers' Agents
Correspondence Solicited.

F. R. McINTOSH & CO.
Vancouver, B.C.

When writing advertisers kindly men-
tion having seen the advertisement in
this paper.

R. ROBERTSON J. Y. GRIFFIN

R. Robertson & Co.

912-913 Dominion Trust Bldg
VANCOUVER, B.C.

Wholesale Brokers
GROCERIES, PRODUCE, FRUITS, GRAINS
Importers and Exporters

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

WILLIAM W. DUNCAN

Broker and Manufacturers' Agent
DISTRIBUTING
Free and Bonded Warehouses
VANCOUVER - VICTORIA

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

McLEOD & CLARKSON

Manufacturers' Agents and Wholesale Commission
Agents

144 WATER ST., VANCOUVER, B.C.

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

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

Andrews & Nunn

Manufacturers' Agents and
Wholesale Commission Merchants

Codes—A B C 5th Edition, Western Union

615 Dominion Trust Building
VANCOUVER, B.C.

Correspondence
Solicited

Highest
References

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

The West India Co., Ltd.

The Canadian house of

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

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

WEST INDIAN PRODUCE

of all descriptions.

WRITE US FOR PARTICULARS, PRICES, ETC.

305 St. Nicholas Building,

MONTREAL

Well-Earned Holidays

Red Rose Tea travellers will be on holidays from Aug. 1st to the 15th, 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. } Branches
315 William Ave.,
Winnipeg, Man. }

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

PRIMUS

1910 PACK

PRIMUS

Canned Fruits and Vegetables

"PRIMUS" BRAND

The Best Selected Goods Packed this Year

Price and Quality Guaranteed

L. Chaput, Fils & Cie. - Montreal

SOLE DISTRIBUTORS

FRESH EGG CIRCLES EXPLAINED.

Chatham, Ont., July 26.—Chatham is the second place where co-operative egg circles have been explained. At a recent meeting here addresses were given on the subject by Prof. F. C. Elford, of Macdonald College, Quebec, H. C. Duff, of the Farmers' Co-operative Association, Peterboro, Ont., Prof. Graham, of the Ontario Agricultural College, Guelph, John A. Gunn and John I. Brown, Montreal.

The object of the movement as explained by these men is to handle only guaranteed fresh eggs, for which the highest price will be secured. Egg circles are formed among the poultry raisers and egg-producers; eggs are collected every week and taken at once to a central station, where they are tested by the buyers. Every egg is numbered by the producer so that in the event of any dissatisfaction the trouble can be traced up to the producer. Eggs are to be gathered by the circles at least once a week; no eggs are to be delivered from found nests, and any eggs that do not meet the buyer's tests are to be accounted for by the producer. The membership fee is \$1.

Provision is made for excluding badly shaped, small or discolored eggs, and for collections at least twice a week in the summer months. No organization work was done at the meeting, which was held largely for educative purposes. This system is now in operation in Peterboro county.

TRADE NOTES.

Goderich, Ont., grocers are among the number who take the weekly half-holiday during the summer months.

Kamloops, B.C. is endeavoring to secure jobbing rates from the C.P.R. Before when an application of this kind was made, the reply was that until a wholesale house was established the rate could not be given. Now, however, a merchant has started in the wholesale business and cheaper freight rates are being asked so that goods may be distributed from Kamloops. The board of trade is acting in the matter.

Oval Butter Dishes

Write us for Prices

Graham Bros. & Co., Kilmount, Ont.



MAPLEINE

(Maple Flavor)

This is a strictly high-grade maple flavor, made of absolutely pure materials, and possesses the genuine rich flavor of the maple.

One ounce of Mapleine makes a gallon of delicious syrup. For manufacturing purposes it is positively unexcelled.

Send for Free Sample.

Frederick E. Robson & Co.

26 Front St. E., Toronto

MUCH PRAISE

has been given Fels-Naptha:— and every word deserved. Always that Fels-Naptha "did everything claimed for it."

Of these, most important, the saving of work, time, and boiling or scalding water.



USE PLENTY OF
**WILSON'S
FLY PADS**

on Wednesday afternoons and over Sundays and keep your store as free from flies as possible.

Quality and Consistency

are the two things to bear in mind regarding our biscuits. Always good and always equally good. A steady money-maker.

THE CANADIAN BISCUIT CO., :: LA PERADE, QUE.

Utilize Now the Living, Fruitful Present Time

To Secure a New and Ready Market for Your Goods!

New towns are springing up every day in the GOLDEN WEST, and we are here to tell you of the prospects, needs, opportunities and demand for any line of wares.

We are represented at each pulsating distributing centre, where we have large track warehouses and ample storage accommodation for all classes of merchandise. May we 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. Get in touch with us. We will advise you of the Western prospects of your lines.

NICHOLSON & BAIN

Wholesale Commission Merchants and Brokers

WINNIPEG REGINA CALGARY EDMONTON FORT WILLIAM

Storage for all classes of merchandise.

Cars distributed from Calgary, Winnipeg, Regina, Edmonton, Fort William

HONESTY!

No reputation is so valuable to manufacturer or retailer as that of making or handling HONEST GOODS—goods of guaranteed purity, unimpeachable quality and highly skilled manufacture.

“E.D.S.” BRAND



Jams, Jellies, Grape Juice and Catsup

bear the hall-mark stamp of honesty. The department of Inland Revenue has certified them to be 100% PURE. Send for Government Bulletin 194 and be convinced that no line you can handle will so add to your reputation as “E.D.S.” Brand. See that your shelves are liberally stocked with these satisfaction-givers.

You can recommend them to your best customers with every confidence.

Made by **E. D. SMITH** at his own Fruit Farms
WINONA, ONT.

AGENTS—N. A. Hill, 25 Front St. E., Toronto; W. H. Dunn, Montreal; Mason & Hickey, Winnipeg; R. B. Colwell, Halifax, N.S.; J. Gibbs, Hamilton.



THE MAPLE LEAF
is an emblem we are all proud of

GUNN'S

Maple Leaf
Brand



Pure
Lard

is the pride of the housewife and
chef, and brings orders and still
more orders to the discriminat-
ing grocer who stocks it.

IT IS UNEQUALLED

Put up in all standard packages.

GUNNS PORK AND BEEF PACKERS
LIMITED TORONTO

G.T. Ry.

DURING the Strike of the em-
ployees of this company we
must ask our customers to
have as much patience as possible.
It is impossible to ship freight on
this Road, but we can keep you
supplied by express, and hope that
the difficulty will soon be settled.

Special for Hot Weather Trade
"Star Brand" Cooked Hams

F.W. Fearman Co.
LIMITED
Hamilton

REINDEER
Coffee

With Milk and Sugar



Ready

To Use

No trouble to prepare
Just add Boiling Water

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

MILD CURED

Breakfast Bacon
Skinned Backs
and Hams

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

The WM. RYAN CO.
LIMITED

PACKING HOUSE:

FERGUS, . . . ONT.

HEAD OFFICE:

70 and 72 Front St. East TORONTO

Increa

Cur
tain
Pri
ure
to

Trade in tl
ably inconve
result of th
This is to b
that the prov
plies in almo
points and at
these were d
The trade we
and were ea
speak. How
to readjust
by some oth
for new sourc
they handled
ease of pork
affected.

There have
but they ca
same measur
however, do
conditions, a
a settlement
that will be
after any se
rived at.

Butter an
length of ti
the dealers
stocks are be
shipping fac
ped at a lat
eral loss, th
unanimous a
loss and inc
is entailing.

Supplies c
somewhat ar
during the v
not changed
poultry and
duced prices
at former p

Provisions
present to l
mand for t
however, in
day, notably
caused a f
which way
and as a re
Weather co
heavy trade
there is ex
change.

Pure Lard—
Boxes, 50 lbs.
Cases, tins, et
" " "
" " "
Pails, wood, 2
Pails, tin, 20 l
Tubs, 50 lbs.
Tierces, 375 lb
Compound Lard—
Boxes, 50 lbs.
Cases, 10-lb. t
" " "
" " "
Pails, wood, 2
Pails, tin, 20 l
Tubs, 50 lbs.
Tierces, 375 lb

Increased Prices in Some Pork Product Lines

Curtailment of Supplies From Country Points Created a Certain Scarcity—Butter, Eggs and Cheese Have Not Changed in Prices—Poultry and Old Honey are Quoted at Reduced Figures—Railway Difficulty has Caused Considerable Inconvenience to the Trade.

Trade in these markets was considerably inconvenienced last week as the result of the railway labor difficulty. This is to be expected from the fact that the provision men obtain their supplies in almost every case from country points and at least half, if not more, of these were dependent upon the G.T.R. The trade were not expecting the strike and were caught off their guard so to speak. However, they quickly sought to readjust matters, arranged to ship by some other means, and also sought for new sources of supply. So well have they handled business that only in the case of pork products have prices been affected.

There have been a few other advances, but they cannot be attributed in the same measure to the strike. Dealers, however, do not appreciate the present conditions, and they are all hoping for a settlement. They anticipate results that will be felt for some time, even after any settlement that may be arrived at.

Butter and eggs that are held any length of time quickly deteriorate, and the dealers in these goods know that stocks are being held on account of poor shipping facilities. If these are shipped at a later date there will be a general loss, they say, and it is with a unanimous accord that they refer to the loss and inconvenience that the strike is entailing.

Supplies of hogs have been curtailed somewhat and prices took quite a jump during the week. Butter and eggs have not changed much in any particular, but poultry and old honey are quoted at reduced prices. Cheese is holding its own at former prices.

MONTREAL.

Provisions—Prices are too high at present to be conducive to a brisk demand for this class of goods. Prices, however, in some lines were raised today, notably compound lards. This has caused a feeling of uncertainty as to which way the cat would jump next, and as a result trade is slightly better. Weather conditions are against any heavy trade, and until the cool weather there is expected to be little further change.

Pure Lard—	
Boxes, 50 lbs., per lb.	0 15
Cases, tins, each 10 lbs., per lb.	0 15
" " " 5 " " "	0 15
" " " 3 " " "	0 16
Pails, wood, 20 lbs. net, per lb.	0 16
Pails, tin, 20 lbs. gross, per lb.	0 16
Tubs, 50 lbs. net, per lb.	0 15
Tierces, 375 lbs., per lb.	0 15
Compound Lard—	
Boxes, 50 lbs. net, per lb.	0 12
Cases, 10-lb. tins, 60 lbs. to case, per lb.	0 13
" " " 5 " " "	0 12
" " " 3 " " "	0 13
Pails, wood, 20 lbs. net, per lb.	0 11
Pails, tin, 20 lbs. gross, per lb.	0 12
Tubs, 50 lbs. net, per lb.	0 12
Tierces, 375 lbs., per lb.	0 12

Pork—	
Heavy Canada short cut mess, bbl. 35-45 pieces	30 00
Bean pork	24 00
Canada short cut back pork, bbl. 45-55 pieces	29 50
Clear fat backs	32 50
Heavy flank pork, bbl.	31 00
Plate beef, 100 lb. bbls.	9 25
" " 200 " "	18 00
" " 300 " "	26 50

Dry Salt Meats—	
Green bacon, flanks, lb.	0 16
Long clear bacon, heavy, lb.	0 15
Long clear bacon, light, lb.	0 14

Hams—	
Extra large sizes, 25 lbs. upwards, lb.	0 17
Large sizes, 18 to 25 lbs., per lb.	0 18
Medium sizes, 13 to 18 lbs., per lb.	0 20
Extra small sizes, 10 to 13 lbs., per lb.	0 21
Bone out, rolled, large, 16 to 25 lbs., per lb.	0 19
" " " small, 9 to 12 lbs., per lb.	0 20
Breakfast bacon, English, boneless, per lb.	0 20
Windsor bacon, skinned, backs, per lb.	0 22
Spiced roll bacon, boneless, short, per lb.	0 18
Hogs, live, per cwt.	10 25
" dressed, per cwt.	14 25

Butter—Receipts are falling off considerably, though it may prove to be only a temporary respite. The market remains steady, at last week's figures, and with a good trade passing. Receipts for the week are 14,756 packages, as against 18,523 packages same week last year. For the season they are 202,559 packages, as against 176,634 for the same season last year.

New milk creamery	0 23	0 24
Dairy, tubs, lb.	0 21	
Fresh dairy rolls	0 21	

Cheese—There is no excitement in the cheese market this week. Receipts are falling off to a considerable degree, and there seems to be a likelihood of a continuation. Many of the factories are reducing their output, and it looks as if there would be a stronger market in the near future. Receipts for the week are 80,993 boxes, as against 102,415 boxes same week last year. For the season they are 758,301 boxes, as against 776,973 same season last year.

Quebec, large	0 11
Western, large	0 11
" " twins	0 12
" " small, 20 lbs.	0 12
Old cheese, large	0 13

Eggs—The feature of this week's trade is that storage eggs are beginning to come on the market to a certain extent. This is partly due to strike conditions here, as some of the bases of supply are cut off. Dealers are well satisfied to see a diminution of receipts, however, as they have been coming in too freely to be taken care of properly. Receipts for the week are 6,901 cases, as against 3,749 same week last year. For the season they are 113,091, as against 113,745 cases same season last year.

New laid	0 25
Selects	0 22
No. 1	0 19

Honey—The honey market seems to keep about the same. Some arrivals are coming in, and they appear to be of fully as good quality as last year. Prices are expected to be practically unchanged.

White clover comb honey (nominal prices)	0 15	0 17
Buckwheat, extracted	0 08	0 09
Clover, strained, bulk, 30 lb. tins	0 11	0 11
Buckwheat comb	0 12	0 13

WINNIPEG.

Lard.—Manufacturers and jobbers report a revival in the lard market and supplies are going out more freely. The pure stuff is the most popular and a good season is expected to open up this fall.

Pure, 20-lb. pails	3 30
" 3-lb. tins, 60-lb. cases	10 10
" 10-lb. tins, 60-lb. cases	10 00
Compound, 20-lb. pails, per pail	2 50
" 5-lb. tins, 60-lb. cases	8 50

Butter.—The market on all butter is held strong and heavy shipments are leaving the city for the east. The price of creamery is 24 cents to-day. Dairy has a good market and the price is stronger at 21 cents just now.

Eggs.—The heavy western shipment has sent eggs up and the figure ranges from 20 to 21 cents this week. The stock is all candled, and the supply from the province has not dropped off in the least.

Cheese.—The cheese market is becoming stronger. Local factory stuff is gaining prestige on this market and supplies are jobbing at 12 to 12½ cents. The Ontario product is up ¼ a cent this week, and the importation has dropped off somewhat. The price is stiff at 14 cents.

Honey.—Indications are that the yield will be fairly heavy this year. No new stock has been received by the trade, but samples from the east are expected soon. The Manitoba stuff will be of good quality and will arrive earlier than usual. The demand is not good, however, and there is little activity in the market.

Honey, 24 lb. tins, per tin	0 37
" 5 " " "	0 5
" 12 oz. jars, per dozen	2 10
" 60-lb. tins, per lb.	0 13

TORONTO.

Provisions—A scarcity in the primary market has boosted prices during the past week. In other words, there has been a scarcity of hogs, and, of necessity, pork products have been affected. It is not that the supply has become exhausted, but those in touch with conditions assert that some of the large abattoirs have been affected by the strike inasmuch as some of the places from which they receive regular supplies have been cut off by the strike. They have had to look in other quarters to try to meet the deficiency. The result has been to send up the price of live hogs, and some of the leading lines of pork products have also been affected. In regard to the future, of course, we cannot offer anything but surmises. The trade is looking for an early conclusion of the present difficulty.

Long clear bacon, per lb.	0 14	0 15
Smoked breakfast bacon, per lb.	0 20	
Pickled shoulder	0 13	
Roll bacon, per lb.	0 15	0 15
Light hams, per lb.	0 19	
Medium hams, per lb.	0 19	
Large hams, per lb.	0 18	
Cooked hams	0 27	
Fresh shoulder hams	0 13	
Shoulder butts	0 17	0 18
Backs, plain, per lb.	0 19	
" pea meal	0 19	0 20
Heavy mess pork, per bbl.	28 00	29 00
Short cut, per bbl.	30 00	31 00
Lard, tierces, per lb.	0 14	
" tubs	0 15	
" pails	0 15	
" compounds, per lb.	0 11	0 12
Live hogs, at country points	9 30	9 40
Live hogs, local	9 75	
" "	12 25	12 50

Butter—Local dealers state that there has been but little change in the butter market. Supplies at first were almost cut off when communication with particular shipping points was stopped, but arrangements were quickly made to secure stocks from other places. The price of butter has not been affected, but in regard to supplies it is believed that there has been a little decrease. In some places farmers were drawing the butter as far as sixteen miles or more, and under such conditions it could scarcely escape deterioration to some extent. Dealers arranged for shorter hauls and the inconvenience which was felt in the first week of the strike has been largely overcome. Still, on all sides provision houses are hoping for an early settlement of the strike.

	Per lb.	
Fresh creamery print	0 23	0 24
Farmers' separator butter	0 19	0 20
Dairy prints, choice	0 18	0 18 1/2
No. 1 tubs or boxes	0 19	0 20
No. 2 tubs or boxes	0 17	0 18

Eggs—Supplies of eggs are coming in now in liberal quantities. Prices are a little stiffer. In some places stocks are being held on account of inability to ship, and it is felt that they may be sent in later and in poor condition.

Selects	0 21	0 22
Fresh eggs, doz.	0 18	0 20
Second grade, doz.	0 17	0 18
Chips, doz.		0 16

Cheese—The cheese market has not been seriously affected by the strike. New makes at country points have either been stored away for later shipments, or in places where it was possible they were drawn to another road. Reports are received from some quarters that production is decreasing, but this is to be expected at this season. However, pastures are said to be in good condition yet and the make of cheese may be expected to be fairly large for some time.

Old cheese—	White	0 14		
Large	0 12 1/2	New cheese—		
Twins	0 13	Large	0 11 1/2	0 11 1/2
Stiltons	0 15	Twins	0 11 1/2	0 12

Poultry—Receipts are larger and prices are lower. With normal shipping facilities the market would be in much better condition. Farmers have been giving more attention to the poultry end of their trade of late, thus explaining the impetus that has been given the market.

Spring broilers, live	0 14	0 15
Hens, per lb. live	0 11	0 12
Turkeys, per lb., large, dressed	0 19	0 20
Spring duck, lb., live	0 14	0 15

Honey—Prices of honey are quoted somewhat easier. This is especially so on the old stocks. Reports in this regard are somewhat contradictory. With the supplies of the new honey considerably below the average, it might be expected that there would be an effect upon the old stock prices.

Clover honey, extracted, 60 lb. cans	0 10
" " " 10 lb. pails	0 10 1/2
" " " 5 lb. pails	0 10 1/4
" " comb, per dozen	1 75
Buckwheat honey, lb.	0 06 1/2

The annual meeting of the British Columbia Packers' Association was held in Vancouver recently.

Getting a Sure Profit on Sale of Cooked Meats

Some Grocers Aim to Sell Whole Hams To Make Sure of No Shrinkage or Loss by Waste Ends—Others Get Their Profit on the Best Parts and Sell Shanks at a Loss.

Does the grocer who is interested in the provision line secure a profit on the smoked hams he handles?

A branch manager of one of the largest provision dealers in Canada remarked recently in a rather odd way. "There doesn't seem to be much to this business from the layman's standpoint but when you get into it you begin to open your eyes."

After slicing it down, a half pound to Jones and a pound to Smith, until but the shank is left or what is termed the shank, has the grocer made a profit on the whole transaction and what was the extent of it?

In the old days the corner store grocer took no chances on a loss. He bought the ham and he sold it just as it was. There was no slicing and no loss.

As the result of hanging in the store the ham had shrunk in weight and had become to a certain extent dry. The consumer, however, had to bear with this. There are some retailers who are carrying on a ham business in much the same manner to-day and they are confident of their profits.

Whole Hams Bought.

At this particular time of the year the grocer should endeavor to conform his trade to this plan. During the warm weather the average housewife likes to buy a smoked ham, take it home, boil it and serve it cold for various meals. It lasts for several days or perhaps a week. It offers a release from the stove and places the good wife on the promenade deck instead of down in the engine room.

It has been stated by some retailers that the safest and probably the best way to build up a good business in hams is to sell them whole, if possible. But this can only be done at certain times.

It is not every grocer who sells a couple of hams a day and when he is

getting down to the small end of one the customer soon lets him know about it and he has to cut into another. To guard against allowing these shanks to collect is preserving a caution that will help the profits. In summer particularly this meat dries rapidly and the average customer will have none of it.

It becomes a question of selling the whole ham at 20 cents a pound or slicing it at from 23 to 25 cents a pound. If the grocer to please his customers decides to slice the ham he should pay close attention to just what he is doing. There is no element of business in working on an uncertain basis. The grocer paid for these shanks and it should be his business to get his money back and in addition, a fair profit.

Sells Shanks at a Loss.

One grocer's method is to sell the slices at a good profit and when he is nearing the shank to offer it to some customer at a much reduced price. This he believes is sufficiently safeguarding his interests. For instance, he sells the slices at 26 cents and offers the shank when it had been well reduced, at 15 cents.

Dealing in ham is one example of numerous sidelines the grocer handles. He should know exactly what margin he is realizing. A thorough knowledge of his business is its best invigorator. There is no groping in the dark, the grocer having an intelligent grasp of just what he is doing. He should be able to tell before hand what his profit is going to be and then follow his sales for a time until he is sure that he is working on a safe and profitable basis.

During the summer months of the year, at any rate a good business can be built up in handling hams and the grocer should endeavor to get the most out of the opportunities presented to him.

ANCHOR BRAND FLOUR

"The Flour" that meets every expectation of the housewife.

Manfd. by
LEITCH BROTHERS FLOUR MILLS
Oak Lake, Man. 15



their last!

MAGI that d

Winnip

It is to tell handle Yet our in six you t None the M times Will yo will br

DOMIN M 96-104 Sp

FIRST AND STILL THE BEST



THE PROFIT.



A first class profit is made on MAGIC BAKING POWDER when purchased in proper quantity to secure the benefit of the special trade discount. It is extensively advertised and sells readily—your customers get an article that pleases them, and dealers have the satisfaction of supplying to their trade pure and wholesome goods. **Easy selling qualities** and a **lasting profit** is the result.

MAGIC BAKING POWDER CONTAINS NO ALUM.

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

E. W. Gillett Co. Ltd.

Winnipeg.

TORONTO, ONT.

Montreal.

It is a Delicate Matter

to tell a successful merchant that we know how to handle his accounts better than he does himself. Yet our record of more than 60,000 systems sold in six years proves that we are right when we tell you that we can save **you Time, Labor and Money** and that the saving effected will pay for the McCaskey Account Register System several times in the first year it is in your store.

Will you listen and learn about it? A postal card will bring you information, Free.

DOMINION REGISTER CO., Limited

Manufacturers of Duplicating and Triplicating
Sales Books in all varieties.

96-104 Spadina Avenue - TORONTO, Can.

FIRST
AND
STILL
THE
BEST



MADE IN CANADA

Suggest

Clark's Pork and Beans

to any customer who is kicking about the high prices of food.

We do not think more nourishment in as palatable a form can be bought for the price.

Wm. Clark - Montreal

Manufacturer of High-Grade
Food Specialties



Fresh
Supplies
of

Carr's Biscuits

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

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

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

Ask our agents for them

Carr & Co., Carlisle, Eng.

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



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

National Licorice Co.

MONTREAL

By Royal



Letters Patent

NELSON'S POWDERED GELATINE

is a perfectly pure Gelatine in powder form, ready for immediate use, without soaking.

NELSON'S Gelatine and Liquorice LOZENGES

Should be in your confectionery department.

G. NELSON, DALE & CO., Ltd.

EMSCOTE MILLS, WARWICK, ENGLAND

The above can be had from any of the following agents:
The Smith Brokerage Co., Ltd., St. John, N.B.
Watt, Scott & Gooders, P.O. Box 1204, Montreal.
J. L. Watt & Scott, 27 Wellington St. East, Toronto.
W. Ashley, Winnipeg.
Geo. A. Stone, 34 Inns of Court Buildings, Vancouver, B.C.

Another

This
Confid
by B
tricts
Big Y

About the ea
week there wa
wheat markets
ago. This easi
a close at the
two cents below
was partly in th
lowing the rapi
was mostly due
by the recent
the west. They
time, for some
too late for oth

However, the
some of the lo
mate of the v
months ago wa
bushels. Drou
in two and som
figure at 75 n
guine of the tr
for eighty or n
dergoing a ser
at the best it v
fore a definite
obtained.

M

Flour—Flour
other 20c jum
wheat situation
they are very
high as they a
higher. At les
immediate like
The G.T.R. str
ters any, and
influence the
passing is rath
that dealers h
of their suppli
present state o
tainly fair.

Winter wheat patent
Straight rollers, bb ...
Extra, bbl ...
Manitoba spring whe
strong baki

Rolled Oats
the recent ad
seems to be c
nothing as ye
port demand s
but buyers see
to take place.
to lead one to
was in prospe

Fine oatmeal, bags...
Standard oatmeal, b
Granulated "
Golddust oornmeal, 9
Bolted oornmeal, 100-
Rolled oats, bags...
" barrels...

Flour—Loca
couraging. In
ed between
crops. The fo
ising. From
reports are be
indicate a har

CANADA:
No better
Country



MOTT'S:
No better
Chocolate

All the year round

Mott's

"Diamond" and "Elite"

brands of

Chocolate

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

EVERY JOBBER SELLS THEM

John P. Mott & Co.

Halifax, N.S.

SELLING AGENTS:

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

Another Advance in Price of Flour at Montreal

This Movement in Sympathy With Western Crop Conditions—Confidence in the New Crop has Been Restored to Some Extent by Recent Rains—Reports are Satisfactory From Many Districts—Ontario Fields Have Never Shown Better Grain and a Big Yield is Anticipated.

About the early part of the present week there was an easier tone to the wheat markets in Winnipeg and Chicago. This easiness was represented by a close at the end of one day of about two cents below the opening price. This was partly in the form of a reaction following the rapid advances of late, but was mostly due to the feeling produced by the recent general rains throughout the west. They arrived at an opportune time, for some districts, but they were too late for others.

However, there was a reclaiming of some of the lost confidence. The estimate of the western crop about two months ago was placed at 150 million bushels. Drought has cut that figure in two and some houses are placing the figure at 75 million. The more sanguine of the trade, however, are looking for eighty or more. The country is undergoing a scrutiny by experts, but even at the best it will be some time yet before a definite idea of the yield will be obtained.

MONTREAL.

Flour—Flour prices have taken another 20c jump, owing to the western wheat situation, and the report is that they are very apt to stay at least as high as they are now, if not going still higher. At least, there seems to be no immediate likelihood of any weakening. The G.T.R. strike has not helped matters any, and if long continued might influence the market materially. Trade passing is rather light, owing to the fact that dealers have already laid in most of their supplies. Still, in view of the present state of the market, trade is certainly fair.

Winter wheat patents, bbl.....	5 75
Straight rollers, bb.....	5 80
Extra, bbl.....	6 00
Manitoba spring wheat patents, bbl.....	6 30
" strong bakers, bbl.....	5 80

Rolled Oats—The market is firm at the recent advance, and trade passing seems to be on the increase, although nothing as yet to boast of. Some export demand seems to have been found, but buyers seem to be waiting for a drop to take place. At present there is little to lead one to think that any such change was in prospect.

Fine oatmeal, bags.....	2 42½
Standard oatmeal, bags.....	2 42½
Granulated ".....	2 42½
Golddust oatmeal, 99-lb. bags.....	2 10
Bolled oatmeal, 100-bags.....	1 70
Rolled oats, bags.....	2 20
" barrels.....	4 65

TORONTO.

Flour—Locally the trade is quite encouraging. Interest is pretty well divided between the Ontario and western crops. The former are unusually promising. From all parts of the province reports are being received which would indicate a harvest such as has not been

garnered in many years. This report is not confined to any one grain, but to practically all. Wheat is in splendid condition, and reliable estimates place the crop at forty bushels an acre in many localities, while it is expected that the average will reach more than 25 bus. to the acre.

Some of those who are following the crop conditions state that they expect Ontario to yield about 25,000,000 bus. Not only is the crop a good one, but the farmers of the province have in latter years been receiving prices that have encouraged them to extend their planting of wheat, and the result is that in addition to a good yield per acre there is a considerable increase in the total acreage.

Manitoba Wheat.	
1st Patent, in car lots.....	6 21
2nd Patent, in car lots.....	6 70
Strong bakers, in car lots.....	5 60
Feed flour, in car lots.....	3 10 3 30
25 cents dearer in bbls.	
Winter Wheat.	
Straight roller.....	5 90
Patents.....	5 30
Blended.....	5 10

Rolled Oats—The oat crop throughout the province is showing well, and indications are equally strong for a good yield. Buying is reported to be up to the mark and the market continues to give evidences of a strength which has been a feature throughout the entire season.

Rolled oats, small lots, 90 lb. sacks.....	2 30
" 25 bags to car lots.....	2 20
Rolled wheat, small lots, 100 lb. bris.....	3 10
" 25 bris. to car lots.....	3 00
Standard and granulated oatmeal, 58 lb. sacks.....	2 53

FREEDOM FROM FLIES.

A successful grocer describes the following method which he uses to dispose of flies. About fly season time he takes a narrow strip of wood and tacks it at the ceiling at the edge of the shelf, to this strip he tacks mosquito netting, which extends to the floor. These strips of netting over-lap each other from 8 to 12 inches so that in taking the goods from the shelves the over-lap will not leave space between the drops. In order to keep the netting in place little loads of lead are tied at the bottom. The front windows about once a week are emptied and the whole store is darkened, a little light is left in one window, where the flies will gather. At this point fly paper or fly buttons is used in sufficient quantity. In the course of half a day the store is well rid of flies.

William Rennie, seedsman and agriculturist, Toronto, died on Sunday, July 24.

The Ottawa Retail Grocers' 10th annual excursion will be held on Monday, Aug. 1, to St. Lawrence Park, Cornwall, Ont.

Biscuit Quality

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

Your absolute guarantee against soggy conditions is to sell exclusively—



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

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

MOONEY'S

Order to-day.

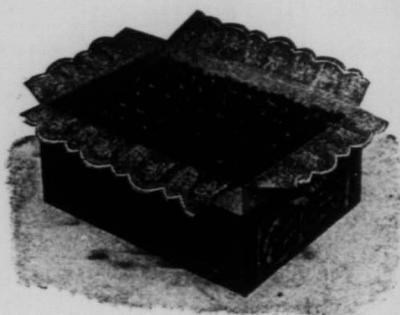
The
**MOONEY BISCUIT
& CANDY CO., LTD.**

Stratford, Can.



COX'S
INSTANT
POWDER
GELATINE
The PURITY of this GELATINE is GUARANTEED by Messrs. COX who themselves both MANUFACTURE and PACK their brand under scientific supervision.

J. & G. Cox, Ltd. Gorgie Mills
EDINBURGH
CANADIAN AGENTS
C. E. Colson & Son, Montreal A. F. Tippet & Co., Montreal



A Secret!

Many people would give a great deal of money for the recipe we use in making that famous confection of ours, the

Chocolate "BORDO"

But that is a secret—a secret we have jealously guarded for a quarter of a century.

Had imitators the knowledge of our method of manufacture they would soon be selling "Bordo" Chocolates in as great quantity as we are.

But, lacking the formula, they cannot produce the goods the people want.

So, we continue to supply, in yearly larger quantities, the requirements of the trade that is catering to those who insist on having the original "Bordo" Chocolate.

The Montreal Biscuit Co.

(The Originators)

Brewster Ave.

MONTREAL.

TRUMILK MILKSTOCK

IS FULL CREAMED CANADIAN MILK IN POWDER FORM

IS FINEST SEPARATED MILK IN POWDER FORM

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

Sole Manufacturers

Canadian Milk Products, Limited

MAIL BUILDING, TORONTO

52 Highest Awards in Europe and America

WALTER BAKER & CO.'S



Registered,
U. S. Pat. Off.

CHOCOLATE & 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., Limited

Established 1780, Dorchester, Mass.

Branch House, 86 St. Peter St.

MONTREAL, CANADA

WINDSOR SALT

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

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

W. H. ESCOTT

WHOLESALE

Grocery Broker

141 BANNATYNE AVENUE

WINNIPEG

COVERING

MANITOBA and SASKATCHEWAN

CORRESPONDENCE SOLICITED

MAPLE SYRUP!

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

Cheese for 5000 Grocers

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

WE ARE SPECIALISTS FOR THE TRADE.

Write, Wire or Phone.

THE ST. LAWRENCE GROCERY
395 St. Lawrence Boulevard Montreal

SUCHARD'S COCOA

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

FRANK L. BENEDICT & CO., Montreal
Agents.

ROLLED OATS

FLAKED WHEAT and OATMEALS

Bags or Barrels. Car or Broken Lots.

WRITE FOR QUOTATIONS.

Prompt attention to all orders.

J. W. EWEN - Uxbridge, Ont.

FEATHERS WANTED

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

WRITE TO

P. POULIN & CO.

39 Bonsecours Market, - Montreal

WE SELL FEATHERS TO

THE HODGSON GUM CO.

896 St. Lawrence St. MONTREAL

Makers of High Class Gums at Popular Prices. Write for Samples and Quotations.

We make special brands to order.

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



Lest You Forget

ALL we are going to tell you to-day, Brother Grocer, is this:

We have never used Cheap Wheat in the milling of FIVE ROSES flour, nor "doctored" wheat, nor anything else that's poor.

Out in the western prairie land we have over 80 elevators sifting the top-most cream of the *Hard Spring Wheat* upon which has been built the grand reputation of the Manitoba growers.

The least rust, or speck, or stain on the amber-colored berries warrants immediate rejection beyond recall.

There is nothing off-color, off-grade, off-quality, in the wheat that makes FIVE ROSES.

It's the pure extract of the pure kernel, needing NO BLEACHING, Brother Grocer.

A pure *Manitoba* flour is FIVE ROSES, from the ripe, red grain.

No admixture of soft wheats to reduce the strength, the lightness, the quantity of breadstuffs.

Often we pay a premium over the market price in order to secure the coveted crop of a particularly favored district.

Because, you see, the FIVE ROSES case is rested *finally* not upon FIVE ROSES salesmanship or upon FIVE ROSES advertising—good as we want these to be—but upon FIVE ROSES FLOUR, the product of 21 years of fidelity to specific, standard quality ideals in Wheat Buying, in the Milling and Marketing of Flour.

Is this assurance worth anything to you, Brother Grocer?

Then we give it in all Sincerity.

LAKE OF THE WOODS MILLING CO., LIMITED

Makers of FIVE ROSES Flour

Montreal

Strike Has Seriously Affected Fruit Business

There Has Been a Quietness That is Getting Upon the Dealer's Nerves—All Hoping for an Early Conclusion of the Present Condition in G. T. R. Freight Circles—Lemons and Oranges are Firm—Certain Amount of Waste has Been Reported in Recent Receipts of Some Varieties.

It is next to impossible to estimate the exact effects of the present railway difficulty upon the fruit markets particularly of eastern Canada. With the fruit season reaching its zenith and from the fact that the G.T.R. twists its way in and out through the Eastern provinces providing the sole communication for many of the smaller towns and villages and considering that practically no freight has been carried for almost two weeks, looking at these facts it is apparent to even the outsider that the fruit trade must have been considerably curtailed during that time. One instance might be cited of a lakeshore town on the G.T.R. No other road passed through the place, but fortunately goods could be carried from Toronto by boat. Had the town been farther inland there would have been no alternative but to wait until the railway could serve them again.

As the summer passes on, the various fruits and vegetables are coming and going, opening at a high price and gradually sliding down the scale until they are struck off the lists. Raspberries and cherries are waning and will soon be gone, but there has been a good business in each case. Oranges and lemons are quite firm and in good demand. Imported peaches, pears and plums are also going rapidly. On account of the abundance of almost every variety of fruit the strike is all the more annoying to those who were looking forward to a good season unhampered by extra difficulties in obtaining the fruit. On every side the men in the fruit business are hoping for some signs of peace and a restoration of the old order.

MONTREAL.

Green Fruit—One or two dealers report a slight break in the lemon situation, due to new arrivals, but the majority say that prices are higher still, quotations now ranging from \$7 to \$7.50.

California late Valencias are still scarce, and there is a still further advance in price, some selling as high as \$5.50. The Grand Trunk strike has had a decided influence on the receipts of perishable fruits, and several shipments have been delayed until they will be only fit for the dump when they arrive. As yet prices have not been affected to any appreciable extent.

Apples—	Oranges—
Bananas crated,	California, late
bunch..... 2 00 2 25	Valencias..... 5 50
Blueberries, box..... 0 75	Valencias, large,
Cherries, basket..... 1 75	per case..... 4 50 5 00
Gooseberries, gal..... 0 30	Pineapples—
Cranberries, bbl..... 11 00	Florida, case..... 5 50
Cocoanuts, bags..... 4 25	Strawberries, qt.. 0 10 0 12
Grape fruit—	Raspberries, qt.. 0 12 0 15
Florida, box..... 9 00	Plums..... 1 75 2 25
Limes, per box..... 1 00	Peaches..... 2 00 2 25
Lemons..... 7 00 7 50	Pears..... 3 00 3 50

Cherries are scarce and locally are

about done. Those on sale are very mediocre quality, and are higher in price.

Vegetables—With the exception of carrots and turnips, which are slightly higher, vegetables in general show weakness. Beans are now selling at \$1 and even less in scattered instances.

Mushrooms are practically done, and tomatoes are showing a decided scarcity. Celery is also about done.

Trade in general is brisk, but dealers complain of the prices they have to sell for in comparison with the buying prices and the waste due to the prevailing hot weather. Still there seems to be no doubt that business is good, such as it is.

Beans, green,	Onions—
basket..... 1 00	Egyptian, lb..... 0 03 0 03½
Beans, wax..... 1 00	Potatoes—
Beets, doz..... 0 25 0 35	Montreal, bag... 0 50 0 60
Carrots, doz..... 0 15 0 20	Potatoes, new,
Cabbage, new, dz 0 50 0 60	per bbl..... 2 50 3 00
Celery, doz..... 0 75 1 00	Parley, dozen..... 0 30
Cauliflowers,	Parsnips, new, dz 0 50 0 60
Montreal..... 1 00 3 00	Radiashes, dozen
Cucumbers, doz. 0 40 0 50	bunches..... 0 15 0 20
Garlic, 2 bunches .. 0 25	Rhubarb, doz..... 0 25
Green Peppers,	Spinach, bbl.... 1 75 2 00
basket..... 0 75	Tomatoes—
Lettuce..... 0 25 0 30	Jersey..... 2 00 2 25
Montreal, doz.... 0 25 0 30	Turnips, new,
	bunch..... 0 30 0 35

Fish—Mackerel are scarce and are selling now at 15c, an advance of 5c over last week. Another run is expected in August, and it is to be hoped that it will be above the average, or there will be a bad situation in this market.

Lake and river fish are also scarce, owing to the fact that it is the close season for a great many varieties.

Gaspe salmon are higher, owing to scarcity.

Large sales of halibut are reported at good prices, and receipts of this fish are coming in freely from the Pacific coast.

Oysters are selling slowly just now, because of the hot weather.

A feature of the week is the arrival of a 400-lb. sturgeon, caught down near the gulf.

FRESH	
Pike..... 0 08	Whitefish..... 0 12
Perch..... 0 06	Mullet..... 0 06
Steak cod..... 0 06	Haddock..... 0 05
B.C. salmon..... 0 13	Halibut..... 0 09
Gaspe salmon..... 0 20	Bullheads..... 0 10
Market cod..... 0 04	Carp..... 0 06
Sturgeon..... 0 10	Dore..... 0 12
Lake trout..... 0 12	Mackerel..... 0 15

FROZEN	
Codfish..... 0 04	Pike..... 0 07
Dore, winter caught,	Salmon, B.C., red, 0 10
per lb..... 0 10	Gaspe salmon.....
Haddock..... 0 04	per lb..... 0 18
Halibut, per lb..... 0 08½	Smelts, 10 lb. boxes.. 0 07½
Herring, per 100..... 1 25	Whitefish, large,
Market cod..... 0 04	lb..... 0 09
Steak cod..... 0 06	Whitefish, small..... 0 07

SALTED AND PICKLED	
Green cod, No. 1,	Salmon, B.C., red, bbl 14 00
bbl..... 6 00 6 50	" " pink, bbl 12 00
Labrador herring, bbl 5 00	" " Labrador, bbl 17 00
" " bbl 2 85	" " bbls 8 50
Labrador sea trout,	" " tross.....
bbls..... 11 00	300 lb..... 23 00½
Labrador sea trout,	Salt cod, per lb..... 0 07
half bbls..... 6 00	Salt sardines, 20 lb. pls 1 00
No. 1 mackerel, pall. 2 00	Scotch herring.. 6 50 7 00
" " bbls.. 8 00	" " keg 1 00
No. 1 pollock, bl ... 4 00	Holland herring, bbl 6 50
	" " keg 0 75

Canadian Raspberries

Lawton Berries Tomatoes
Cucumbers Egg Plant

New Verdill Lemons

California Fruits
Peaches Pears Plums

Watermelons

Oranges and Bananas

SEND YOUR ORDERS TO

McWILLIAM

Mc. AND E.
EVERIST

25-27 CHURCH ST. - TORONTO
Carload Importers

"St. Nicholas"

and

"Home Guard"

Verdelli Lemons

are of

Decidedly Superior Quality

and the lemon you should buy at the present high price if you wish to get the Biggest Value for your money.

J. J. McCABE

AGENT

32 Church Street, Toronto.

Bloaters, large, per box...
Haddies.....
Herring, new smoked, per
Kipper herring, per box

Clams, Quahogs, per bbl
Clams, Little Necks, per
Shell oysters, bbl.....
Lobsters, live, per lb.....
Oysters, choice, bulk, in
" Selects, Imp. s
" " Sealship, " stu
" " sele

Boneless cod, in blocks,
Shredded cod, per box
Skinless cod, 100 lb. case

Fresh Fruits—
disappearance of
cherries and pi
all lines is hea
stiff.

Bananas,
Cranberries, bbl
Cocoanuts, doz.
Lemons, Cal.
Peaches, Craw-
ford's, case.....
Apricots, case.....

Vegetables—
of goods dispos
ket has been g
previous year.

Raspberries

Now

Curran

Cherries

Will be

Tomatoes

Cucumbers

Write, please

Steven

Grower

CAL

HAMILTON,

Pho



stronger and the local production has been increased.

Asparagus, doz.	1 50	Onions, Egyptian, per lb.	0 04
Butter beans, lb.	0 15	Potatoes, new, bs.	1 75
Carrots, doz.	0 30	Parsley, per doz.	0 25
Cabbage, new, lb.	0 03	Radish, dozen.	0 20
Cucumbers, doz.	1 25	Rhubarb, lb.	0 03
Lettuce, doz.	0 20	Tomatoes, crate	2 00
Mint, doz.	0 31		
Onions, green, per dozen.	0 20		

Fish—The catch of fresh fish in Manitoba waters has reached the limit stated by the law, and as the trade warrants a greater supply, local jobbers are endeavoring to bring in fresh whitefish and halibut from other provinces. Next week a shipment is expected from Edmonton. The continuance of hot weather has tended to weaken the meat trade and stimulate the use of fish. Prices have varied little.

Halibut.	0 09	Whitefish.	0 09
Salmon Trout.	0 11	Smoked—	
Whitefish.	0 08	Bloaters, basket.	1 50
Haddock.	0 06	Fillets, lb.	0 20
Lake Frozen—		Haddie, Finnan.	0 08
Goldeyes.	0 03	Herring, Digby, bds.	0 95
Yellow Pickerel.	0 07		
Pike.	0 03		

TORONTO.

Green Fruits—In spite of the strike the local fruitmen are doing considerable business, but it has been under certain inconveniences. That there has been a falling off in trade is substantiated by the fact that the usual amount of goods is not being received. The shippers would not take a risk under present conditions; the wholesalers were in the same boat fearing to order goods under the possibility of delayed deliveries and the commission men concluded that adopting the same protective policy was good enough for them. Of course, there has been fruit brought in, but for the most part there has been a noticeable quietness which was not even thought of during the week previous. Express charges are practically prohibitive when a consignment of fruit has to be moved and the C.P.R. is reported to have as much as it can handle.

Lemons have been arriving more plentifully than for some time past. They are of good quality and are bringing a good figure. The price of 300's is firm but in the 360 class they may be cheaper and may have a weakening effect on the others. This latter is really not expected although it is a possibility.

Oranges are firm and are quoted at higher prices. Lemons are bringing more money in the United States than on this side of the line. Watermelons and peaches have been showing an amount of waste of late that has been discouraging. A day's delay with fruit of this kind means dollars, hence the dealers do not feel disposed to take chances of that kind. Bananas have arrived just about ripe, others have been in good condition. The fruitmen are not at all pleased with the first week of the railway trouble. The season is just at its height and fruit dealers are not the class of men who relish business unless it is just about "hitting the high spots".

Raspberries have dropped in price, as have also blueberries. Receipts are fairly liberal, but there is room for much improvement. Pears and peaches are a little cheaper but the rest of the market is remaining firm at former figures.

Bananas.	1 50	2 00	Gooseberries—	
Blueberries, bas	1 10	1 25	Large, per bas	1 00
Cantaloupes, Cal.—			Small, per bas	0 65
Pony crates.	6 00		Grape Fruit—	
Large crates.	7 50	8 00	California.	3 75
Cherries, sour—			Lemons.	6 00
Small basket.	0 50		Verdell.	6 00
Large basket.	1 00	1 25	Limes, box.	1 25
Cherries, sweet—			Oranges—	
Small basket.	0 50	0 75	Valencia.	4 50
Large basket.	1 00	1 75	Georgia.	2 50
Cocoanuts, sack.	4 50		California.	1 25
Red currants, small basket.	0 75		Pears, box.	3 00
Black currants, basket.	1 50		Pineapples, case	2 25
Greengages, box	1 00	1 75	Plums, case.	1 50
			Raspberries.	0 11
			Watermelon, ea.	0 40

Vegetables—Home grown vegetables are becoming cheaper under increased production. Beans, cabbage, cucumbers, tomatoes and a few others are easier and enjoying good business. Regarding the potato market there seems to be an unsettled feeling depending upon the extent of the new crop. The receipts of

the latter have begun to come in although in limited quantities. The general feeling is that the crop is going to be up to the average but in some districts the reports are unfavorable. The old stock is going a-begging for buyers and farmers are actually giving it away.

Beets, doz.	0 25	0 30	Potatoes, Delaware, ware.	0 75
Beans, wax, per 11-qt. basket.	0 35	0 50	Potatoes, Virg.	2 75
Cabbage, case—			Parsley, per doz bunches.	0 25
Canadian.	1 60	1 75	Radishes, doz.	0 25
Carrots, Canadian, doz.	0 30		Peas, green, per 11-qt. basket.	0 35
Cauliflower, dz.	2 25		Green peppers, basket.	0
Cucumbers, bas.	0 75		Spinach, hamper.	0
Lettuce, Canadian, head.	0 25	0 30	Turnips, bag.	1
Onions—			Tomatoes, Texas crate 4 basket	1 25
Texas Bermudas per crate.	2 00		Tomatoes, Can., basket 11 qt.	1 00
Egyptian, sack.	3 00	3 25	New turnips, p. r 11-qt. basket.	0 50
Potatoes, Ontario, bag.	0 20	0 30		

Fish—There have been no changes in the fish market during the past week. Newspapers have reported advances in fish as the result of the failure of the delivery, but the wholesale people do not bear them out. Halibut, white fish and trout remain the best sellers.

FRESH CAUGHT FISH

Halibut.	0 09	0 10	Steak cod.	0 08
Salmon trout.	0 11		Perch.	0 07
White fish.	0 11	0 12	Haddock.	0 07
Herring.	0 06		Mackerel.	0 22

FROZEN LAKE FISH

Pickerel yellow.	0 08	Pike.	0 07
		Whitefish, frozen.	0 04

OCEAN FISH (FROZEN)

Herring, per 100.	1 5	Salmon, pink, per lb.	0 08
		red.	0 09

SMOKED, BONELESS AND PICKLED FISH

Acadia, tablets, box.	1 60	Cod, Imperial, per lb.	0 05
Codfish, Bluenose, "	1 40	Fillets, per lb.	0 11
Cod steak, per lb.	0 07	Haddie, Finnan.	0 07
		Quail on toast, per lb.	0 05

SEASON 1908-9

Dried Apples

Shipments Solicited
Settlements Prompt

W. A. GIBB COMPANY
HAMILTON

JAMES SOMERVILLE, Manager

TRY LEARD'S LOBSTERS
and CANNED CHICKEN

Write for Prices

W. A. LEARD

Summerside,

P.E.I.

Highest price paid for
DRIED APPLES

O. E. ROBINSON & CO.

ESTABLISHED 1866

Ingersoll - Ontario

Would you like our Weekly Circular

Lemon Bros.

Owen Sound, Ont., and Sault Ste. Marie

Wholesale FRUIT, FISH and PRODUCE

Commission Merchants, and

Dealers in HIDES, WOOL and RAW FURS

CARTER'S
EXTRA CONCENTRATED
LEMON SYRUP
"BIG WHEEL"
LEMONADE.
CRYSTALS OR POWDER.

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

BRISTOL, ENG.

Qu

Yo
ent
goc
allc
you
On
you
on

Ma

202



THE

BF

CON

AGENTS—Gra
Bro., Mos
Macaulay &

Quaker Brand Salmon

Your trade needs a consistently high-class of canned goods. You cannot afford to allow inferior grades to go to your customers.

One trial and yourself and your patrons will both insist on QUAKER BRAND.

Mathewson's Sons

Wholesale Grocers

202 McGill Street - - Montreal

Sardines That Sell

are those that have a guarantee on each tin!

Concord Norwegian Sardines

are finest small autumn fish only, packed, when freshly caught, in high-grade oil. Each tin is provided with an extra cover for use after it has been once opened.

The care given in selection and packing has retained the natural delicate flavor of the fish in a remarkable degree.

Order from any wholesale grocer, and don't forget the name CONCORD.



LIST OF AGENTS:

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



THE MOST POWERFUL LEVER

to move the whole family trade round your way is the

BRUNSWICK BRAND SEA FOODS

For fourteen years this brand has held the premier position for quality, and you had better be out of business than handle other than **Quality Goods**.

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

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

TRADE NOTES OF THE WEEK.

Business Changes Recorded Throughout the Dominion During the Past Week.

Ontario.

Wm. Ford, grocer, Toronto, sustained loss by fire.

W. C. Box, general merchant, Bolton, Ont., has sold to Jas. B. Box.

F. J. Cowling, grocer, Toronto, Ont., has sold out to Fred Benson.

Thomas Atkinson, grocer, Ottawa, Ont., is succeeded by R. Richardson.

E. R. Newans is taking over the grocery business of Laura C. Newans, London, Ont.

Henry Cunningham, of Armour & Cunningham, grocers, Brockville, Ont., died recently.

W. J. Cain, general merchant, Port Lambton, Ont., is advertising his business for sale.

Geo. R. Dodson and J. S. Foster, general merchants, Highgate, Ont., recently sustained loss by fire.

Quebec.

J. A. Julien, grocer, Montreal, has assigned.

Mitra & Hanna, general merchants, Montreal, have registered.

The assets of J. A. Julien, grocer, of Montreal, are to be sold.

Despres & Fontaine, general merchants, Weedon, Que., have registered.

The assets of John Barclay, grocer, Montreal, Que., are to be sold.

J. B. DeVilliers & Fils, have opened a new general store at Riviere Beis Clair, Que.

The assets of A. G. Marrach & Co., general merchants, Joliette, Que., are advertised for sale.

The assets of Jos. Tremblay, general merchant, Les Eboulements, Que., are advertised for sale.

G. W. Holmes & Co., general merchants, Mansonville, Que., sustained loss by a recent fire. Insurance was carried.

Western Canada.

R. J. Smythe, grocer, North Vancouver, B. C., recently sustained loss by fire.

J. R. Foreman has opened a general store at Arden, Man.

Jos. Bradley has opened a general store at Wolfon, Sask.

J. Dart has opened a general business at Jack Fish Lake, Sask.

John Marshinski has opened a general store at Winnipegosis, Man.

W. J. Davidson has opened a general business at Sedley, Sask.

Dawson & Co. have opened a general store at Le Ross, Sask.

James Sinclair & Son have opened a general store at St. Louis, Sask.

Gordon L. McQueen has opened a grocery store at Daysville, Sask.

Luther Cornell has opened a grocery store at Glen Bryan, Sask.

Fanny Simpson has opened a grocery business in Edmonton, Sask.

Stevens & Allan, grocers, Kamloops, B.C., sustained loss by fire.

McCartney & Fleming, grocers, Vancouver, B.C., have dissolved.

Doyle & Allum, Ltd., grocers, Revelstoke, B.C., have assigned to W. B. Robertson.

C. J. Moore & Co., Comox, B.C., have sold their Courtenay branch to T. E. McKean.

C. F. Sealund has purchased the business in Wetaskiwin, formerly conducted by the Horseshoe Trading Co. Mr. Sealund will continue his grocery in the old premises.

OPPORTUNITIES IN THE WEST.

Announcements of business opportunities in the west refer to the following openings: A brush and broom factory in Edmonton, Alta.; flour and feed stores in Oakner, Man., Landis and Young, Sask., and Tofield, Alta.; flour mill in Bradwell and Bangor, Sask., and Tofield, Alta.; general stores in Beaudry, Cabot, Gregg, Rivers and Uno, Man. Al-lan, Biggar, Birmingham, Bradwell, Cana, Goodeve, Hubbard, Tasmin, Landis, Lenev, Leross, Mostyn, Punni-chy, Quinton, Raymore, Undora, Venn, Vera, Yonker and Zelma, in Sask., and in Chauvin, Deville and Phillips, Alta.

AN ERROR.

In transcribing notes an error was made in our issue of July 15, in an item referring to Longeway & Lewis, grocers, Montreal. This item stated that this firm had "assigned" when it should have read "registered" as reported by Bradstreets. We regret this error and trust that no inconvenience has been caused Longeway & Lewis.

JAMAICA CIGARS and CIGARETTES

"La Retreat" Brand

Made from the finest and choicest tobacco.

La Retreat Factory Co.
7 Port Royal St.
Kingston, Jamaica, B. W. I.

Agent required for these Products in Canada.
Special inducement to financially responsible party.

Never Run Short of
SHAMROCK

BIG PLUG SMOKING TOBACCO

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

CLAY PIPES

Those made by **McDOUGALL** are peerless. Insist upon having them.

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

SPRAGUE

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

TANGLEFOOT



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

Black Watch

The Big Black Plug Chewing Tobacco

"A Trade Bringer"

Sold by all the Wholesale Trade



ROYAL



**BAKING
POWDER**

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

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

**Are You Keeping Your Tobacco Stock
Up-to-Date ?**

IF NOT, WHY NOT?

“Tucketts Special”

the new 10c. plug is the latest

Order from Your Wholesaler

**Manufactured
from**

Imported Leaf Exclusively

The Geo. E. Tuckett & Son Co., Limited

HAMILTON, CANADA.

Classified Advertising

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

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

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

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

ADDING MACHINE.

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

AGENTS WANTED.

WANTED—Grocers to sell Nation's Custard Powder. Retail 5 cents per packet. 1/2 and 1-lb. patent measure tins. Gives big profit. Satisfies customers. Increases sales. Wholesale Agents: Green & Co., Toronto; W. H. Escott, Winnipeg; W. H. Malkin Co., Vancouver. (34)

AGENCIES WANTED.

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

MALE HELP WANTED.

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

MANAGER WANTED.

MANAGER WANTED—A large Oyster Company, about to open a wholesale branch in Toronto, invites correspondence from men thoroughly competent to act as manager. Only live wires need apply. Write full details of your age, entire previous experience, salary desired to start with, references, etc. All correspondence strictly confidential. Address Box 354, CANADIAN GROCER, Toronto.

BUSINESS CHANCES.

FOR SALE—grocery and butcher business in good live town about forty miles east of Toronto. This is a good paying business. Address Box 355 CANADIAN GROCER.

FOR SALE OR TO RENT. A general country store in one of the best wheat sections of Southern Sask. A post-office and mail route in connection. Address, Postmaster, Ingleford, Sask. (32)

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

COUNTER CHECK BOOKS.

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

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

MISCELLANEOUS.

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

MISCELLANEOUS.

ACCURATE 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 jobs can be recorded on one card. For small firms we recommend this as an excellent combination—employee's time register and cost keeper. Whether you employ a few or hundreds of hands we can supply you with a machine suited to your requirements. Write for catalog. International Time Recording Company of Canada, Limited. Office and factory, 29 Alice Street, Toronto.

AT LAST—A really practical pencil sharpener. The "Spiro" sharpener built on a new principle, positively does not break the lead. Ten blades. Sharpener lasts a lifetime. Every pencil user needs one. Your pencil sharp in seconds. Ask your stationer or write us direct. A. R. MacDougall & Co., Canadian Agents, Toronto.

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

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

EGRY BUSINESS SYSTEMS are devised to suit every department of every business. They are labor and time savers. Produce results up to the requirements of merchants and manufacturers. Inquire from our nearest office. Egrý Register Co., Dayton, Ohio; 123 Bay St., Toronto; 258 1/2 Portage Ave., Winnipeg; 308 Richards St., Vancouver.

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

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

EVERY RETAIL MERCHANT should use a Typewriter and every retail merchant would use a Typewriter if he knew the liberal proposition we are prepared to make. A simple request will bring it. The Monarch Typewriter Co., Ltd., 98 King St. West, Toronto, nt.

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

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

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

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

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

MISCELLANEOUS.

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

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

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

THE National Cash Register Company guarantee to sell a better Register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 285 Yonge Street, Toronto.

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

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

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

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

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

YOU can display your goods to better advantage through the use of up-to-date fixtures. We are specialists in the planning of stores and offices. Our catalogue contains illustrations of many new features and several handsomely equipped stores and offices. Shall we send you our catalogue? Jones Bros. & Co., Ltd., 30-32 Adelaide St. W., Toronto. (tf)

REPRESENTATIVES WANTED.

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

TECHNICAL BOOKS.

SALES PLANS—This book is a collection of 333 successful plans that have been used by retail merchants to get more business. These include Special Sales, Getting Holiday Business, Co-operative Advertising, Money-Making Ideas, Contests, etc. Price \$2.50, postpaid. MacLean Publishing Co., Technical Book Dept., 134-139 University Ave., Toronto.

CANADIAN MACHINERY AND MANUFACTURING NEWS, \$1 per year. Every manufacturer using power should receive this publication regularly, and also see that it is placed in the hands of his engineer or superintendent. Every issue is full of practical articles, well calculated to suggest economies in the operation of a plant. Condensed advertisements for "Machinery Wanted" inserted free for subscribers to the GROCER. "Machinery for Sale" advertisements one cent per word each insertion. Sample copy on request. CANADIAN MACHINERY, 134-139 University Ave., Toronto.

QU

Baking
Diamond W. H. OI
1-lb. tins, 2 doz. in case
1-lb. tins, 3 " "
1-lb. tins, 4 " "

IMPERIAL BAI
Cases, 18
4-dozens, 19
3-dozens, 6-
1-dozens, 12-
3-dozens, 12-
1-dozens, 24-
1-dozens, 5-



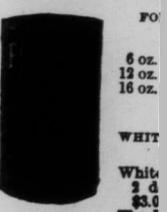
CANADIAN CAN
Aylmer Jams

Per doz
Strawberry..... 1 80
Raspberry..... 1 80
Black currant... 1 80
Red currant.... 1 80
Raspberry & red
currant..... 1 80
Raspberry and
gooseberry.. 1 80
Damson plum,
stoneless... 1 70
Greengage plum,
stoneless... 1 70
Gooseberry... 1 80
Pure Preser
5's & 7's per l
Strawberry..... 0
Black currant... 0
Raspberry..... 0
Other varieties... 0
Freight allowed up to

WHITE SWAN BAKING
White Swan Baking
doz. in case, \$2 doz.;
1-lb. tins, 80c doz.



Cartoons—Per doz
No. 1, 1-lb., 4 doz 2 40
No. 1, 1-lb., 2 doz 2 50
No. 2, 5-oz., 6 doz 0 80
No. 2, 5-oz., 3 doz 0 85
No. 2, 2 1/2-oz., 4 doz 0 45
No. 10, 12-oz., 4 doz 2 10
No. 10, 12-oz., 3 doz 2 20



White
3 d
\$3.0





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.

Molassine Meal
 Molassine Dog and Puppy Cakes
 Molassine Terrier, Hound and Puppy Meal
 Molassine Chicken and Poultry Food
 Are reliable foods for horses, cattle, dogs and poultry.

Sole Canadian Importer:

ANDREW WATSON

91 YOVILLE SQUARE, MONTREAL

NOTICE TO MANUFACTURERS

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

R. B. Wiseman & Co.

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

Reference—Bank of Ottawa, Winnipeg

BRANDS

"BANNER" & "PRINCESS"

CONDENSED MILK

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

St. George Evaporated Cream
 (Unsweetened)

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

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

J. MALCOLM & SON

ST. GEORGE, ONT.



THE SHINE COMES QUICKLY, GOES SLOWLY

"Two in One" is the best selling shoe polish on the market, because it is the best polish. Guaranteed free from all adulteration and admixture.

Order to-day.

The F. F. Dalley Co., Limited
 Hamilton, Canada. Buffalo, N. Y.



W
 YC

Walter

Saves time,
 Saves money,
 Saves you bags.

McGregor's P
 L
 Wellington



Ocean corn starch, 48 1-lb. JAM
 30-lb. wood pails.....
 Pure assorted jam, 1-lb. glass
 dozen in case.....
 Jelly Powd
 IMPERIAL DESSERT



Assorted flavors—gr
 SOAP
 The GENUINE. Packed



Prices—Ontario and
 Less than 5 cases.....
 Five cases or more.....

WILSON
 In boxes
 ets, \$3 pe
 boxes for
 \$2.75.

BROOMS OF QUALITY

WE make them! **YOU** should sell them!

YOUR customers will appreciate them! **OURS** do

and keep our factory going on **FULL TIME**

A postal will bring you information.

Walter Woods & Co. - **Hamilton and Winnipeg**

Saves time.
Saves money.
Saves you bags.

McGregor's Patent Bag Holder

Should be in every grocer's store.

LGOUR BROS.
Wellington St. West **TORONTO**

BLACK JACK

QUICK, CLEAN, HANDY

TRY IT.

SOLD BY ALL JOBBERS

1/2-lb. tins—3 doz. in case.

OCEAN MILLS
Montreal

Chinese starch, 48 1-lb., per case \$4.00;
Ocean Baking Powder, 48 3-oz., \$1.40;
48 4-oz., \$1.50; 50 6-oz., \$4.50; 36 1-lb., \$3.75; 48 1-lb. pkg., \$4; 10 1-lb. tins, \$5; loose 25 lbs., \$1.75;
Ocean blanchmange, 48 8-oz., \$4; Ocean borax, 48 8-oz., \$1.60; Ocean cough syrup, 36 6-oz., \$2.00;
36 8-ounce, \$7.50;

Ocean corn starch, 48 1-lb. \$3.60

JAM Per lb. 0 06

30-lb. wood pails..... 0 06

Pure assorted jam, 1-lb. glass jars, two dozen in case..... 1 75

Jelly Powders
IMPERIAL DESERT JELLY

GREIG'S
RASPBERRY JELLY

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

List price.

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

Discounts on application.

"Purity" licorice, 10 sticks..... 1
" " " 100 sticks..... 1
Dulc, large cent sticks, 100 in box.....

Lye (Concentrated)

GILLETT'S
PERFUMED LYE

Per case

1 case of 4 doz \$3 50
3 cases of 4 doz 3 40
5 cases or more 3 35

ST. CHARLES
CONDENSED MILK

ST. CHARLES CREAM DENSING CO.

PRICES:

St. Charles Cream family size, per case..... \$3.50
Baby size, per case..... 2.00
Ditto, hotel, 3.75
Silver Cow Milk..... 4.25
Good Luck.... 4.00

IMPERIAL
PURE AND DELICIOUS
TRUE FRUIT FLAVORS
CARTONS EACH 1 DOZ

Lard

N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

Tierces..... \$0 12
1-bbls. 0 12
Tubs, 60 lbs. 0 12
20-lb. Pails. 2 50
20-lb. tins. 2 50
Cases 3-lb. 0 13
" 5-lb. 0 13
" 10-lb. 0 13

Marmalade.

T. UPTON & CO.
12-oz. glass jars, 2 dozen case, per doz. \$1; 16-oz. glass jars, 2 doz. in case, per doz. \$1.45; 5 and 7 lb. tins and 7-lb. pails, per lb. 7c.; pint sealers (24 oz.), 1 doz. in case, per dozen \$2.25.

SMIRRIFF BRAND

"Imperial Scotch"—
1-lb. glass, doz. 1 55
2-lb. " " 2 20
4-lb. tins, " 4 55
7-lb. " " 7 35

"Shredded"—
1-lb. glass, doz. 1 50
2-lb. " " 2 10
7-lb. tins, " 8 25

Mustard

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

EASIFIRST
LARD COMPOUND
EXCELS
ALL OTHERS

F.O.B. Montreal.

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

Licorice

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb. \$0 40
Fancy boxes (36 or 50 sticks), per box..... 1 25
"Ringed" 5-lb. boxes, per lb. 0 40
"Acme" pellets, 5-lb. cans, per can 2 00
Tar licorice and tolu wafers, 5-lb. cans, per can..... 2 00
Licorice lousenges, 1-lb. glass jars..... 1 75
" 20 5-lb. cans..... 1 50

Cereals.

Post Toasties—No. 22, \$2.00; No. 23, \$4.50.
Post Toasties—No. 17, \$2.50.

IMPERIAL PREPARED MUSTARD

Small, cases 4 dozen..... 0 45 dozen
Medium, cases 2 dozen..... 0 90
Large, cases 1 dozen..... 1 35

Olive Oil

LAPORTE, MARTIN & CIE., LTD.

Minerva Brand—
Minerva, qts. 12's \$ 5 75
" pta. 24's 6 50
" pta. 36's 4 25

Sauces

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

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

Fly Pads.

WILSON'S FLY PADS
In boxes of 50, 100; packets, \$3 per box; or three boxes for \$2.00; 5 boxes \$2.75.

Soda

COW BRAND

Case of 1-lb. containing 60 packages, per box, \$3 00
Case of 1/2-lb. containing 120 pkgs. per box, \$3 00
Case of 1-lb and 1/2-lb. containing 90 1-lb. and 60 1/2-lb. pkgs. per box \$3 00

Case of 5c. pkgs. containing 96 pkgs. per box, \$3.00

MAGIC BRAND

Per case
No. 1, cases 60 1-lb. packages..... \$2 60
No. 2, " 120 1-lb. " " " " 2 60
No. 3, " 30 1-lb. " " " " 2 60
No. 4, " 60 1-lb. " " " " 2 60
No. 5 Magic soda—cases 100—10-cs. pkgs.
1 case..... 2 65
5 cases..... 2 55

CASH AND PARCEL CARRIERS
 SAVE TIME & MONEY

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

CATALOG FREE

THE GIPE CARRIER COMPANY
 98 ONTARIO STREET TORONTO ONT.

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

ARCTIC Refrigerator

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

Arctic Refrigerators for All Purposes.

JOHN HILLOCK & CO.
 Queen and George Sts. TORONTO
 Agents for Western Provinces: Egan Bros., 147 Bannatyne Ave., Winnipeg

The West Indies

If you have anything to ship to the West Indies we will handle it promptly and get you the top price.

If you are a manufacturer and wish to place your goods on the West Indian markets our travellers will do it for you.

If you want information of any kind about the West Indies do not hesitate to write us for it.

T. Geddes Grant
 Port of Spain - Trinidad

Pure **Reliable**

DWIGHT'S BAKING SODA

Have no hesitation
 in stocking and recommending
"COW BRAND"
 BAKING SODA

It is noted for its strength, purity and reliability, and is a marked favorite with the cook.
 See to your stocks. Order from your jobber

CHURCH and DWIGHT
 Manufacturers MONTREAL LIMITED

FREQUENCY OF SAILINGS

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

PICKFORD & BLACK
 HALIFAX

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Cansisters.

"WELLINGTON" KNIFE POLISH

JOHN OAKEY & SONS, Limited
 Manufacturers of Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Found Money!

Let us show you what we can do with your outstanding accounts. Our system cannot be beat. No account treated strenuously without your instructions.

The Beardwood Agency, LIMITED
 Collection Agency
 Accounting and Liquidations
 A Specialty

401 Quebec Bank Bldg., Montreal

R

the

ED

real

90 cents per doz.

WOOD LTD.

al and ton.

Primer pound 40c, re Golden and 50c Lia, 30c Packed ck, green

Per doz \$0.90

Per case \$7.20

Per doz in \$2.00

in 3.75

Per lb 0.30

0.27

0.27

0.25

0.25

(or 2-18 premium 24s, 240 36s, 290 (11 case lots 30s (with 18s, 225 heat four Homing ach, 22c)

CANADA

\$1.15

1.15

SALT

Careful Shipment
Highest Grades
Complete Assortment

Oldest Salt House in
Canada.

Verret, Stewart & Co.
Limited
Montreal

MR. GROCER,

Are you stocking the mince meat
that can be sold ALL SUMMER as
well as ALL WINTER?

ASK YOUR JOBBER FOR

WETHEY'S Condensed Mince Meat

Wrapped in sanitary packages.
Absolutely dust-proof.
3 dozen to a case.

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

Charge
All
Phone
Messages
to us

Travellers' Holidays are
on

USE THIS NOW



GEO. E. BRISTOL & CO.

Wholesale Grocers

HAMILTON

ONTARIO

CA

Montreal: 70-90

VOL. XXIV.

holds p
use Ke
family

FR

"Pro

E

53