

CANADIAN GROCER

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

Montreal: 701-702 Eastern Townships Bank Bldg.

London, Eng.: 88 Fleet St., E.C.

Toronto: 10 Front St. East.

New York: Rooms 1109-1111, 160 Broadway.

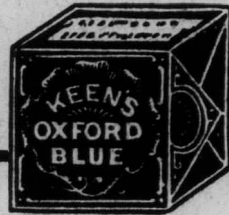
Winnipeg: 511 Union Bank Building

VOL. XXIV.

PUBLICATION OFFICE: TORONTO, JUNE 3, 1910.

NO. 22.

KEEN'S OXFORD 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

Benson's
"Prepared" Corn Starch

Edwardsburg
"Silver Gloss" Starch

The leading Laundry and Cooking Starches in Canada.

They are noted for their purity and ease in handling and leave a good profit for the dealer.

SEE TO YOUR STOCKS

EDWARDSBURG STARCH CO., LTD.

ESTABLISHED 1858

53 Front St. East, Toronto, Ont. Works: Cardinal, Ont. 164 St. James St., Montreal

THE CANADIAN GROCER



MACONOCHE'S

**PAN YAN
SAUCE**



**A Perfect
Appetizer**

ALSO

**PICKLES, PEELS, JAMS, WORCESTER
SAUCE, Etc., Etc.**

FOR SALE BY ALL JOBBERS.

PACKED BY

Maconochie Bros., Limited, London, England

CANADIAN REPRESENTATIVES:

MacLaren Imperial Cheese Co., Limited

MANUFACTURERS AND IMPORTERS—GROCERS' SPECIALTIES

Toronto

Canada



As Supplied
to
His Majesty
The King



As Supplied
to the British
House of
Commons

"Stower's" Lime Juice Cordial

Few persons would purchase plain Lime Juice if they once tried a bottle of STOWER'S LIME JUICE CORDIAL, which is all ready for use, blended just right to suit the taste of the most fastidious, and so convenient.

LIMEJUICECORDIAL is one of the most popular drinks. It is delicious—quenching thirst—keeps the blood and digestive organs in an excellent state.

STOWER'S LIME JUICE CORDIAL is prepared from the freshly squeezed juice of the Lime Fruit, with every impurity carefully removed. It will not ferment and is sweetened with the best refined loaf sugar.

— NO MUSTY FLAVOR —

Order now and be in time.

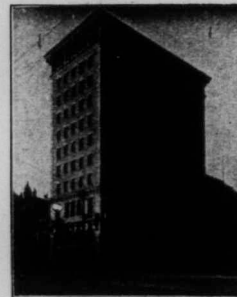
ARTHUR P. TIPPET & CO.

SOLE AGENTS



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>S. Robitaille & Co. Sherbrooke - - - Quebec Manufacturers' Agents and Grocery Brokers We are open for a few more first class lines in Confectionery and Groceries.</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>W. S. CLAWSON & CO. Manufacturers' Agents and Grocery Brokers. Warehousemen ST. JOHN, - - - N.B. Open for a few more first-class lines</p>	<p>RAW SUGAR ON SPOT 1 car each, light and dark Jamaica Crystal. Prices Right. Lind Brokerage Company 73 Front St. E., Toronto</p>
<p>ROBERT ALLAN & CO. MONTREAL General Commission Merchants Representing Morris Packing Co. Pork and Lard—Finest Quality</p>	<p>W. H. Millman & Sons Wholesale Grocery Brokers TORONTO Finest Storage, Excise and Custom Bonds.</p>	<p>OUT FOR MORE BUSINESS THE HARRY HORNE CO. Grocery Brokers and Manufacturers' Agents. 309-311 King St. West, - - Toronto We are open to represent a leading Manufacturer of Groceries or Grocery Sundries, for Toronto district. Will give special attention to a good line. Reference— raders Bank. We solicit your correspondence.</p>
<p>CLARE, LITTLE & CO., WESTERN DISTRIBUTORS Wholesale Commission Merchants and Manu- facturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Busi- ness solicited. Our position is your opportunity. SASKATOON, Western Canada</p>	<p>NEWFOUNDLAND T. A. MACNAB & CO. ST. JOHN'S. NEWFOUNDLAND MANUFACTURERS' AGENTS and COMMISSION MERCHANTS Importers and exporters. Prompt and careful at- tention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's. Codes: A, B, C, 5th edition, and private.</p>	<p>WATSON & TRUESDALE (Successors to Stuart, Watson & Co.) Wholesale Commission Brokers and Manufacturers' Agents. WINNIPEG, - - - MAN. Domestic and Foreign Agencies Solicited.</p>
<p>H. B. BORBRIDGE Wholesale and Retail Grocery Broker OTTAWA</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>Prout, Simpson & Co. Wholesale Produce Merchants We are open to act as Selling Agents and Distributors for few suitable lines. References—Standard Bank, Winnipeg Splendid Trackage Warehouse. Low In- surance Rates. WINNIPEG - - - MAN.</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>W. G. A. LAMBE & CO. TORONTO Grocery Brokers and Agents. Established 1886</p>	<p>DISTRIBUTORS, LIMITED EDMONTON, ALBERTA Manufacturers' Agents, Commission Mer- chants, Warehousemen. We sell direct from the Manufacturer to the Retailer. Track connections with all Railroads.</p>

It's the repeat business that brings the profits

and you will get the repeats if you stock

"ANCHOR" Preserves

RASPBERRY AND STRAWBERRY

12 and 16 oz., glass.

"Absolutely pure"—Pure fruit and sugar only.

IN OLIVES

We have some especially attractive lines.

You should see our

Our values are right.

Celery
Pimento

STUFFED OLIVES

Almond—
Filbert

Watch for our travellers with a full line of samples.

EBY-BLAIN, LIMITED, Wholesale Grocers TORONTO

Are You An Expert Tea-Tester?

You need not be, if you will rely on us. The high standard of "BLUE RIBBON TEA" is the result of over fifty years of the most extended experience in testing and blending.

The Teas are selected by experts from the best gardens of India and Ceylon, therefore can be depended upon for flavour, fragrance and strength.

The Blue Ribbon Tea Company, Limited

MONTREAL, Canada

THE CANADIAN GROCER

PERRIN'S

RED LABEL

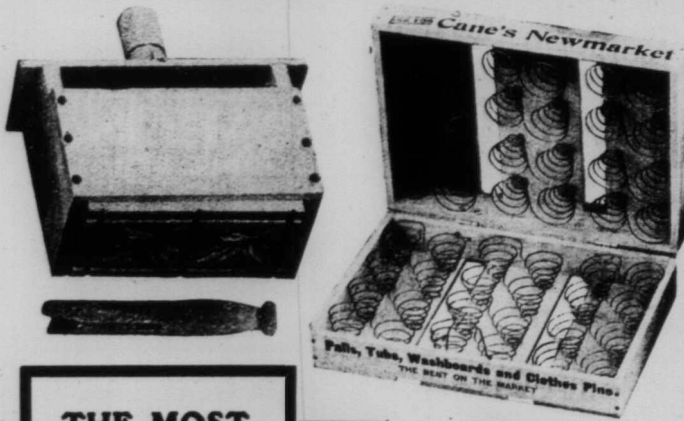
PACKAGE



20 CENT TINS

GRAHAM WAFERS

DELICIOUS GOODS, HANDSOME PACKAGES



THE MOST PROFITABLE

line of woodenware you can handle is the line with a firmly established reputation for quality. That is—

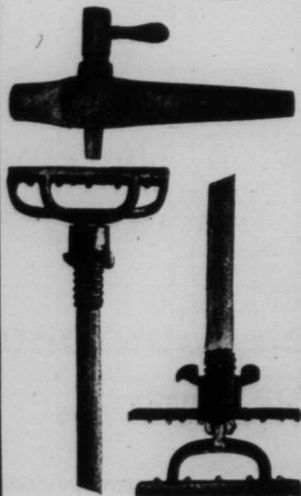
Cane's Woodenware

We make:—

TUBS, PAILS, WASHBOARDS, CLOTHES PEGS, WOODEN SHIPPING PACKAGES for CANDY, LARD, BUTTER, PICKLES, VINEGAR, SYRUP, Etc., Etc.

Ask your Jobber for Cane's.

THE WM. CANE & SONS CO.
Limited
NEWMARKET. - ONTARIO



A 'SIMPLEX' Bacon Slicer will save you money

It cuts perfectly

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

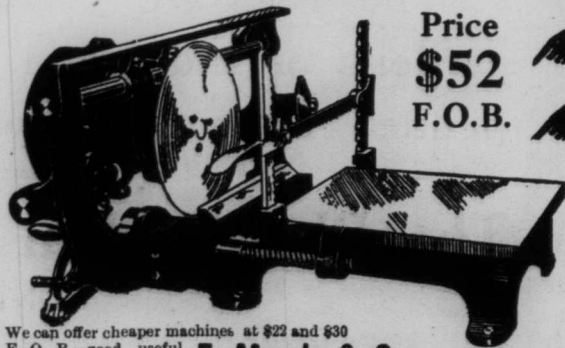
Safe and Simple

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

Compact, yet Business-like

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

Money cheerfully returned if not as represented.



Price \$52 F.O.B.

We can offer cheaper machines at \$22 and \$30 F. O. B.—good useful machines and really practical. Send to—

E. Morris & Co. King's Lynn, Eng.

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

Leading Brands :

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

ETC.

DOMINION CANNERS
LIMITED
HAMILTON.

THE CANADIAN GROCER

POULTON & NOEL, Ltd.

English Preserved Provision Manufacturers

LONDON, ENGLAND



OX TONGUES
POTTED MEATS
GALANTINES
ETC., ETC.



IN GLASSES AND TINS

PRICE LIST MAY BE HAD ON APPLICATION TO US OR

ROSE & LAFLAMME, Limited, Agents for Quebec and Ontario
MONTREAL TORONTO

The W. A. Freeman Co., Limited

MANUFACTURERS, MERCHANTS

Phones

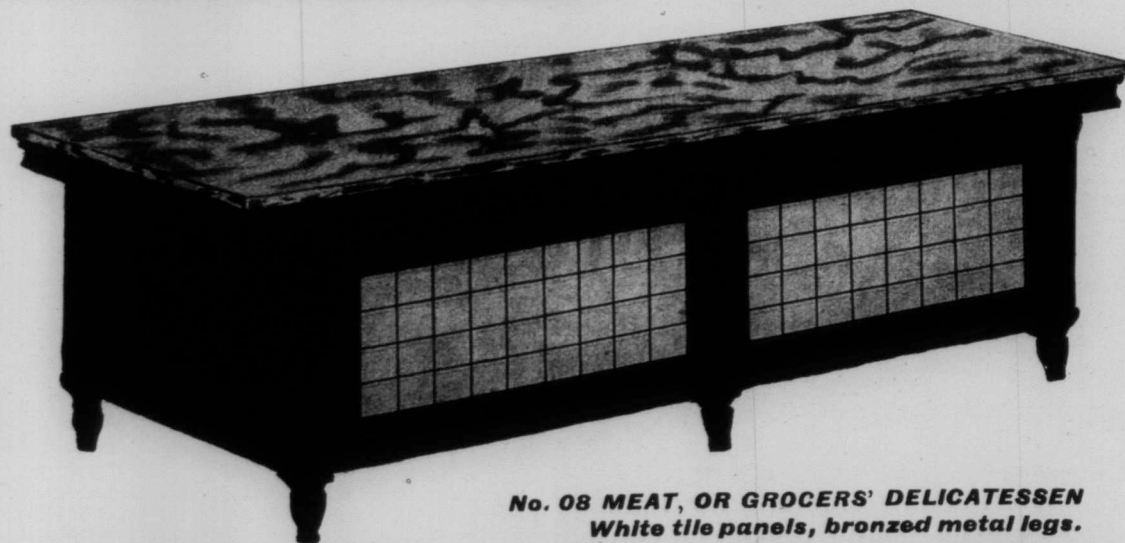
1475

1476

1477

537

597



Cable

Address

"FREEMAN"

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

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

Please Write for Catalogue

HAMILTON,

CANADA

It's in the Brewing!



Contractors to the
War Office and Admiralty

¶ The difference between the vinegar we make and the others you're sometimes asked to buy lies in the brewing. An honest attempt to produce a good article is not always rewarded with success, but—

¶ Since 1849 we have been renowned for the excellence of our plant and the perfection of our product.

¶ During that time our trade has developed and extended to all parts of the world.

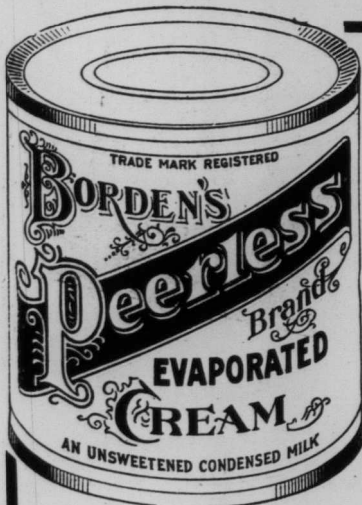
¶ We'd like to develop trade with you.

CANADIAN AGENTS:

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

White Cottell & Co.

CAMBERWELL, S.E., LONDON, ENG.



UNSWEETENED

Borden's Brands Do Build Trade—

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

Always keep Borden's Brands to the front.

Borden's Condensed Milk Co.

WILLIAM H. DUNN - Montreal and Toronto

Mason & Hickey, Winnipeg, Man.

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





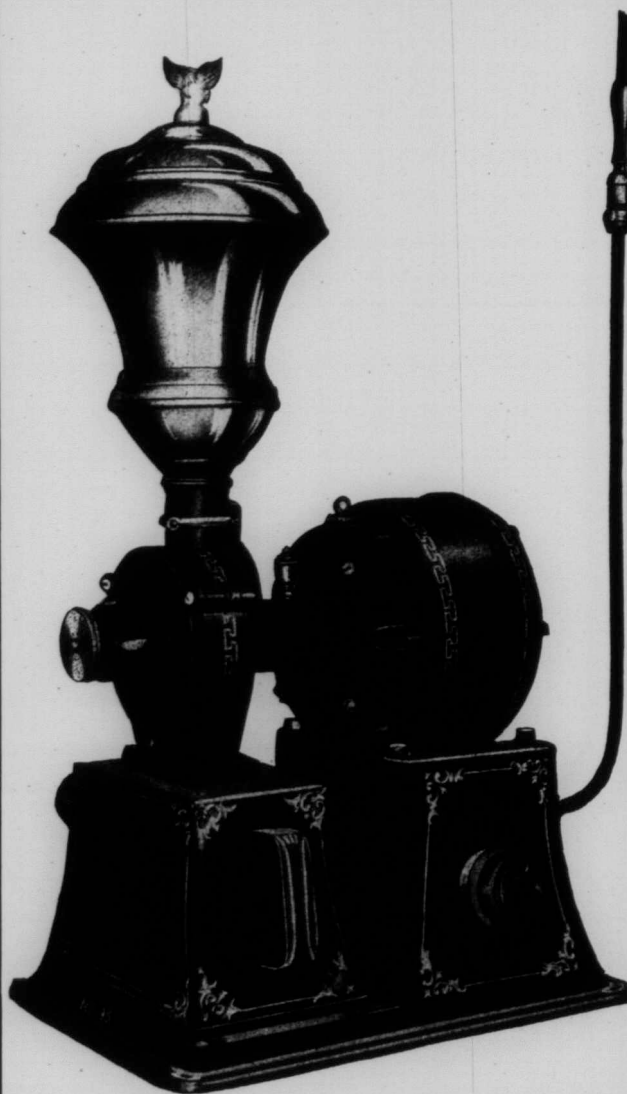
Retailers are advised to place orders with their jobbers at once, as spring importations are about to be received in Canada, and live grocers will want prompt deliveries.

PROPRIETORS:

ROWAT & CO.
GLASGOW, - SCOTLAND

CANADIAN DISTRIBUTORS:—Snowdon & Ebbitt, 325 Coristine Building, Montreal, Quebec, Ontario, Manitoba and the North-west; F. K. Warren, Halifax, N.S.; F. H. Tippet & Co., St. John, N.B.; C. E. Jarvis & Co., Vancouver, B.C.

The Ideal Mill for the Grocer



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

Coles' Electric Coffee Mill

has no peer at any price.

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

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

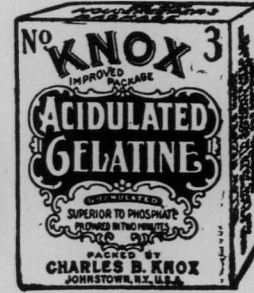
COLES MANUFACTURING CO.
1625 North Twenty-third St., Philadelphia

AGENTS:

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



MORE PROFIT FOR CANADIAN GROCERS



We are going to manufacture KNOX GELATINE in Canada, so we can give you as additional profit the amount that will be saved in duty. With this increased profit you'll have more reason than ever for pushing KNOX GELATINE---the gelatine that always pleases customers and brings them back, which means profit to the Grocer who pushes it.

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

The Reputation of Purnell's Pickles, Sauces and Pure Malt Vinegar



is one based on General
Quality and Right Packing.

CANADIAN GROCERS find them the most ready and profitable sellers of any lines imported. Are you getting your customers interested?

Your Jobber Can Sell Them.

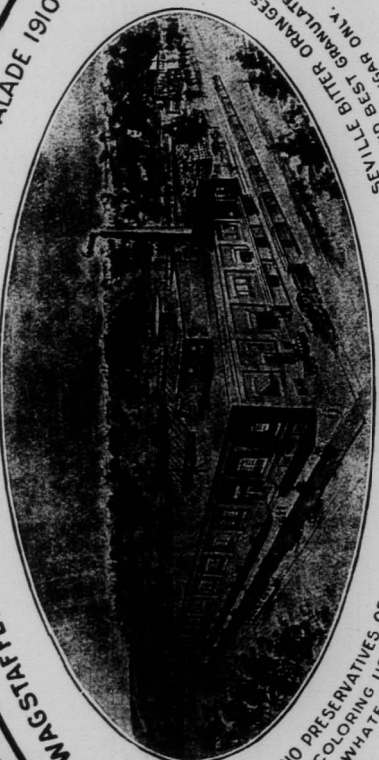
Canadian Agents:

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



WAGSTAFFE LIMITED, HAMILTON

WAGSTAFFE'S FINE OLD ENGLISH NEW SEASON MARMALADE 1910
NOW READY



SEVILLE BITTER ORANGES
AND BEST GRANULATED
SUGAR ONLY.

NO PRESERVATIVES OR
COLORING USED
WHATSOEVER

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

WHITE SWAN COFFEE

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

PACKED IN HANDSOME

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

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

White Swan Spices & Cereals, Limited
TORONTO



Tell this to the WOMEN

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

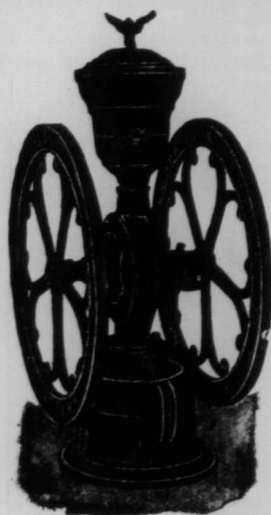
Minute Tapioca does not
require soaking—ready for
instant use right from the
package. One package of

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.



See Here!

Q We can tell you just
what is needed to give
the finishing touch to
your grocery store — you
want an

ELGIN NATIONAL COFFEE MILL

This mill is the easiest run-
ning and fastest grinding on
the market and is well-built
with steel grinders. Partic-
ular attention has been paid
to its shape and finish, so
that it is an ornament as well
as an indispensable article
in the store. *The cost is low.*

Ask any of the following Jobbers for our Catalogue:

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

MANUFACTURED BY

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

Smoked Herring in Bouillon

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

**Q A large tin of small
Herrings packed sar-
dine style in Spiced
Bouillon.**

Pays the retailer a handsome profit at
10 cents per tin.

John W. Bickle & Greening
(J. A. Henderson)
Canadian Agents Hamilton

THE CANADIAN GROCER



Frou-Frou



The Dutch Wafer of International Fame

Whoever "Tastes the Taste of Frou-Frou" will want no other wafer. Frou-Frou is a honey-combed, cream-filled wafer of indescribable charm.

Frou-Frou is warranted to keep in any climate. The grocer takes no risk in adding to his stock this delicious product of Old Holland.

Frou-Frou is packed in 10 lb. and 5 lb. tins (tins free), as well as in fancy decorated canisters. Our distribution is such as to enable the grocer to buy a single tin on as advantageous terms as a case.



FREE OFFER

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



MACGREGOR SPECIALTY Co.

Canadian Distributors

TORONTO.



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

ESSEX BRAND IS KNOWN TO ALL THE TRADE

Essex Canning & Preserving Co.

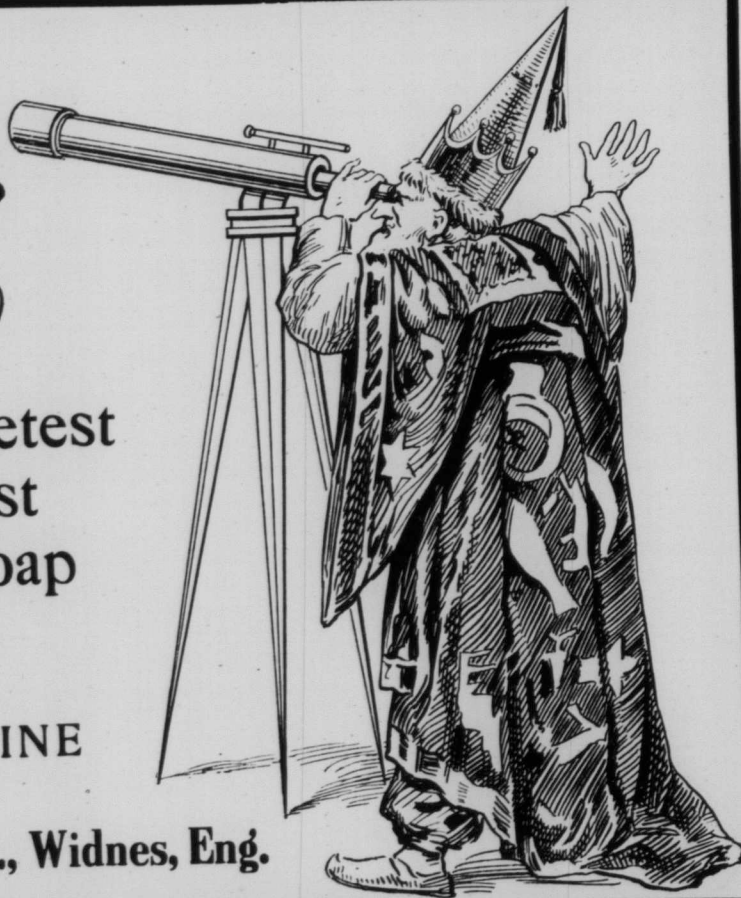
Essex, Ont.

Gossages' Magical Soap

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

GUARANTEED GENUINE

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



Importers, Roasters and Grinders

—OF—

COFFEE AND SPICES

MANUFACTURERS OF

Jams, Jellies, Pickles, Sauces and
Flavoring Extracts

We manufacture a full line of these and are
able to supply you quickly and cheaply.

OUR PRICES ARE RIGHT
WE WANT YOUR BUSINESS

Before replenishing your stock get our prices.

Empress Manufacturing Co.

Limited

VANCOUVER, B.C.

IS THE LAST PACKAGE IS WHERE THE NET PROFIT IS

Did you ever stop to figure out just where
and when you get the clear and clean profit
on a case of goods?

Deducting the usual business operating ex-
penses, isn't it always mainly in the last can
or bottle?

Hence, if the last package or two "goes bad"
or "fails to move," your profit is gone—pos-
sibly a loss is made.

HEINZ "57 VARIETIES"

are profitable stock, because guaranteed pure,
guaranteed to please and advertised.

You don't have to talk an hour to sell a can
of Heinz Baked Beans, or a bottle of Heinz
Pickles.

Why not insure your profits by selling the
kind of goods "backed to the finish" by their
makers?

H. J. HEINZ COMPANY

Members of American Association for the
Promotion of Purity in Food Products

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Balaklava Brand

You can't eat soup with a fork and you can't put up high class pork and beans unless you pack the best pork and the choicest beans in a modern factory.

Our beans are the pick of the Canadian crop—really choice. And our pork is specially selected, corn-fed stock.

Our factory is modern, equipped in the most up-to-date fashion.

In consequence, when you order Balaklava Brand you secure something much above the average in quality.

The Eastern Canning Co.

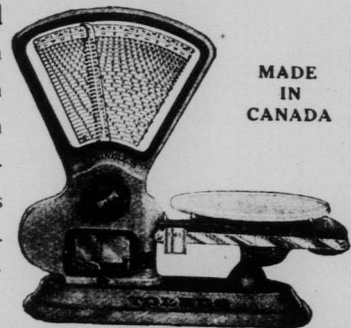
PORT CANADA, : N.B.

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

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

AN INJUNCTION

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



MADE IN CANADA



MADE IN CANADA

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

WARNING

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

TOLEDO COMPUTING SCALE CO.

Makers of Honest Scales
TOLEDO, OHIO



White Mop Wringer

always proves a splendid seller, because it does all we claim for it.

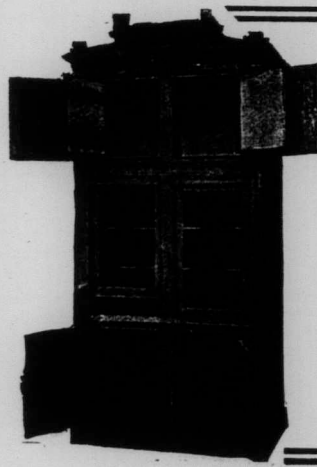
It never disappoints. Wrings drier and easier than any other device.

Each one sold is YOUR advertisement, creating more sales.

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

Write for Details. Made in Canada

White Mop Wringer Co.,
FULTONVILLE, : N.Y.



YOUR PROFITS

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

ARCTIC Refrigerator

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

Arctic Refrigerators for All Purposes.

JOHN HILLOCK & CO
Queen and George Sts., TORONTO

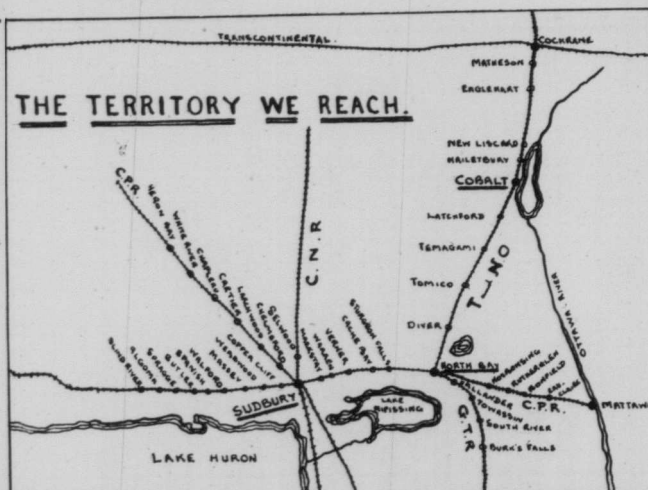
Agents for Western Provinces: Ryan Bros., 147 Bannatyne Ave., Winnipeg

To Northern Ontario Merchants

WE are well situated to supply your requirements from our warehouses at North Bay and Sudbury, and can save you the freight you would have to pay when buying in the older parts of the province. We can also promise YOU the promptest delivery.

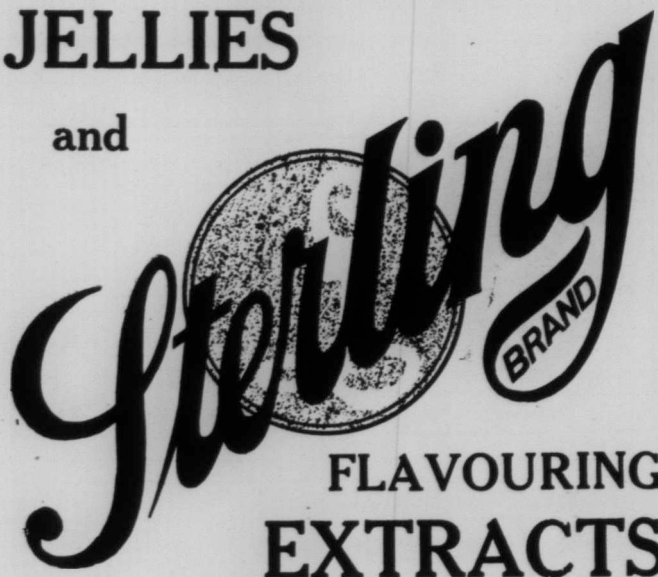
GET IN TOUCH WITH US NOW. TIME IS MONEY.

A. J. YOUNG, Limited
 WHOLESALE GROCERS AND PROVISION MERCHANTS
 NORTH BAY and SUDBURY



JELLIES

and



are noted for their purity and fullness of strength, and they retain, in a remarkable degree, the natural flavour of the fruit. A line to handle with profit and satisfaction.

Send for prices.

The T. A. Lytle Company, Ltd.
 Sterling Road, TORONTO

Redpath

Extra Granulated and other grades of Refined Sugar represent perfection in Sugar refining and are the result of experience and modern machinery.

Manufactured by

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

In Constant Demand!

There's a regular enquiry the year around for

SHIRRIFF'S
 Flavoring Essences

because they combine purity and strength and are distinguished by their natural fruit flavor.



We make a large number of different Extracts, each guaranteed true to label and of full strength. See to your stocks! This is the line to handle if you would hope to cater for the best class trade.

Order from your Jobber or write us direct

Imperial Extract Co.
 8-10-12 Matilda St. - TORONTO

ESTABLISHED OVER 200 YEARS

CHAMPION'S

MALT VINEGAR



LONDON, ENGLAND

IS THE BEST

Commands a Preference over all others.

Made from the finest malted barley

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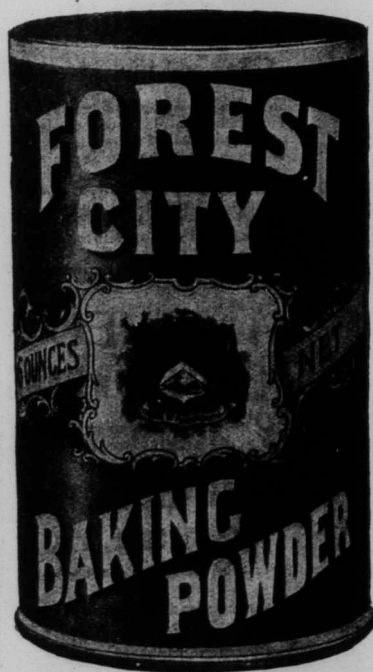
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We are open to do business on easy consignment terms

Write our Agents for Particulars

FOREST CITY BAKING POWDER



THE STANDARD FOR 25 YEARS

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

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

ASEPTO

SOAP POWDER

"The enemy of dirt"

Housecleaning of every kind is done in half the time and with half the labor if "Asepto" has been called in to the housewife's aid.

It is very economical to use, and its effective cleansing properties are a guarantee of 'repeats.'

See to your own profits by featuring 'Asepto.'

ASEPTO MFG. CO.

ST. JOHN, N.B.

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Repeat Orders is the story of all Grocers who handle

Canada First Evaporated Cream

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

THE AYLMEYER CONDENSED MILK CO., Limited, - AYLMEYER, ONT.

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BRAND

CANNED GOODS ARE GETTING SCARCE

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

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

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

St. Lawrence

GRANULATED

and

GOLDEN YELLOWS

Made only from Pure Cane Sugar

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

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

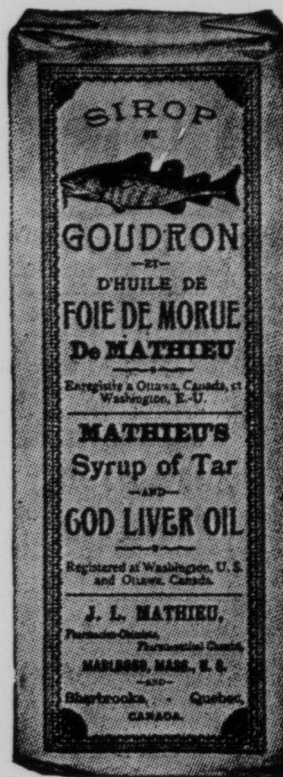
This is a quick operation and leaves the bag in perfect condition.

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

McLean's

We originated the line of shredded cocoanut now so popular in Canada. The quality has ever been maintained.

THE CANADIAN COCOANUT COMPANY
MONTREAL



A COLD CURE EVERY Dealer Can Recommend

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

MATHIEU'S SYRUP

of Tar and Cod Liver Oil

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

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

MATHIEU'S NERVINE POWDERS

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

J. L. MATHIEU CO., Props.

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Distributors for Western Canada:

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QUALITY

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

Sold by leading hardware dealers, or write to us.

HAM & NOTT CO.
Limited
BRANTFORD CANADA

Royal Salad Dressing

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

No table relish is so sure to please.

It attracts the kind of trade that buy the best.

Made in Canada by

The Horton-Cato Mfg. Co.

Windsor, :: :: Ontario

THE COMMERCIAL

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

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



Fits any Safe.

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

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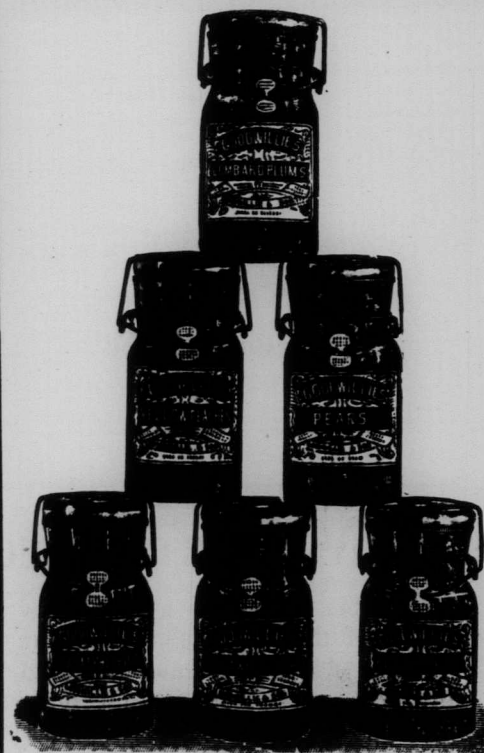
Good
Condition

Is indispensable if your biscuit trade is going to be a live business. Carr's biscuits, whose unexcelled quality is well known, reach you in a crisp, fresh condition, because they are packed right.

These are the kind to handle.

Carr & Co., Carlisle, Eng.

Order from Agents—Wm. H. Dunn, Montreal & 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.



THEY
ARE
CANADA'S
BEST

A SEASONABLE SELLER

ROSE & LAFLAMME, Limited
Montreal and Toronto



THERE'S PLEASURE and PROFIT

in handling a line of satisfaction-givers like Richards Soaps.

They are honestly made and are guaranteed pure. Here's the full line of

RICHARDS PURE SOAPS

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

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

THE
"Eureka" Patented System



of Refrigeration is an absolute guarantee against DAMPNESS and FOUL AIR; goods will keep fresh longer in the

"EUREKA" Refrigerator

than in anything else made. Used by leading merchants throughout the Dominion. No GROCER or BUTCHER should be without one. Economy

assured and satisfaction guaranteed.

Write for Catalogue.

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

Sanitary Cans

For Hand Filled Goods

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

Sanitary Enamel Lined Cans

For Color Fruits and Goods of Strong Acidity

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

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

Write for Samples

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

To the Manufacturer or Wholesaler—

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

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

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

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

**CENTURY
SALT**


The Dominion Salt Company, Limited, Sarnia, have acquired the plant formerly operated by the Empire Salt Company, Limited, and will sell and advertise their products under the brand "CENTURY SALT," including Table, Dairy, ordinary Fine and Coarse Salt, etc. If you haven't got revised Price List—get it soon—and send in your order, it will be taken care of quickly and well. We'd like to hear from you to-morrow.

The new well-advertised Salt.

**Dominion
Salt Co.,
Limited**

Manufacturers and
Shippers
Sarnia - Ontario

"Worth Crowing About."



"A Quick Seller."

**BAIRD'S
SAUCE**

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

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

**GINGERBREAD
—BRAND—
MOLASSES**

A Molasses that increases your sales.

THREE reasons for it:

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

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

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

THE BEST THERE IS

Be convinced now.

**The Dominion Molasses
Co., Limited**

HALIFAX - NOVA SCOTIA

You'll Hit the Bull's Eye

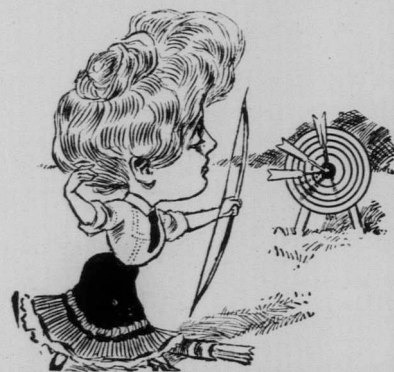
on the "Popular Taste" Target if you are selling

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



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

“KANDY KID”

A Dainty
Popcorn Confection

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

A Seller and a Repeater

MADE ONLY BY
Clyde Fuller & Bro.
WINDSOR : : ONTARIO.

Tea Lead,

Best Incorrodible

“Pride of the Island”

Manufactured by **ISLAND LEAD MILLS LIMITED,**

Tel. Address: “Laminated,” London. **LIMEHOUSE,**
A.B.C. Codes used 4th and 5th Editions. **LONDON, E., ENG.**

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

Spices, and How to Know Them

By **W. M. GIBBS**

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

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

MACLEAN PUBLISHING COMPANY
(Technical Book Department)
111-117 University Ave. - Toronto, Canada

Cane's "New Idea" Butter Tubs

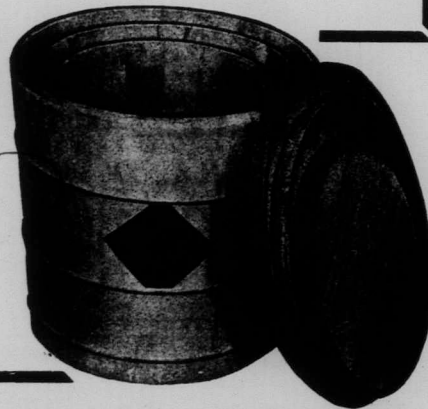
These are the kind of Butter Tubs your customers want. Show them how the specially-treated wood keeps the butter absolutely free from contamination and retains its freshness unimpaired.

YOU SHOULD HANDLE THEM

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

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

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



Stock and feature the original brand of quality,

White Dove

and you will win and hold more trade and better.

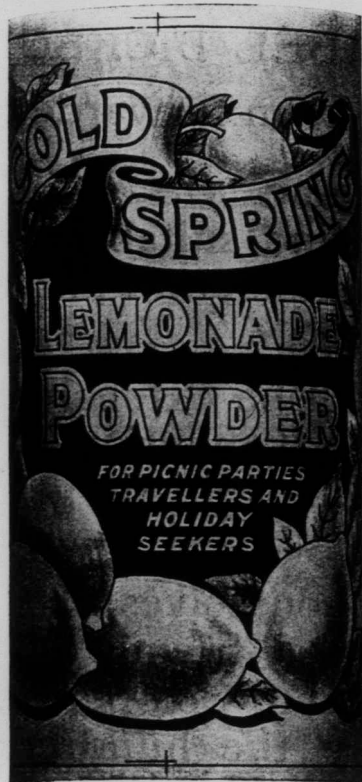
W. P. Downey
MONTREAL



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.

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

Now is the Time



to place your orders for

Cold Spring Lemonade Powder

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

The season for Picnics and Camping Parties is now on.

Put up in artistic and attractive ½ lb. and ¼ lb. tins.

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

S. H. EWING & SONS
MONTREAL and TORONTO

The Right Way

Fels-Naptha soap pays the grocer a good steady profit, and always gives satisfaction. In keeping well stocked with reliable goods of this character, you are improving your own business by pleasing your customers.



Pansy
BRAND
Chocolates

Here is the name chosen
from among several hundred
submitted in the

**MONTREAL BISCUIT COMPANY'S
NAME COMPETITION**

The Winner is:

MISS ISABEL DICKSON, Toronto,
who has been forwarded the prize.

PANSY is a name we think consumer and dealer alike will find suitable---as we do---because it is easy to remember, and possesses an individuality all its own.

PANSY Brand will be extensively advertised, and wherever you see it mentioned you will think of our chocolates---their high grade and uniform quality.

Permit us to avail ourselves of this opportunity of thanking our many friends all over Canada for their interest in this Competition. Replies have been received by the hundred from Halifax to Victoria.

Of course, our famous "Chocolate Bordo" will retain its identity, but it will be classed under the PANSY brand with all our line.

For highest quality in chocolates in future look for PANSY brand, and ever be certain that you get what you ask for. Our reputation of over 25 years as manufacturers of biscuits and confectionery will ever be your safeguard.

The Montreal Biscuit Company
Manufacturing Confectioners, MONTREAL

Adams
Allen, R.
Allison C.
American
Andrews
Asepto M.
Aymer C.

Baker, W.
Balfour, I.
Benedict,
Bickle, J.
Blue Ribb
Borbridge
Borden C.
Bowen, E.
Brack & C.
Bristol, G.
Buchan &

Canada M.
Canada B.
Canadian
Canadian
Canadian
Cane, Wm.
Carr & Co.
Carter, W.
Champion
Clare & I.
Clark, W.
Clawson &
Coles Mfg.
Colwell, E.
Commerc
Common B.
Concord C.
Connors B.
Constant, J.
Cox, J. & C.
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Dalley, F. I.
Deer, A. J.
Distributor
Dominion C.
Dominion I.
Dominion I.

In Fergus

The Peddler Controls One-fifth of the Tea Trade

Our representative recently left a $\frac{1}{8}$ lb. package of "SALADA" at every house in Fergus. Careful enquiry shows that the peddler sells 21.99% of all the tea used. The grocers of Fergus are losing the sale of 1,320 lbs. of tea each year, to say nothing of the business done in the surrounding country where the peddler ALONE supplies the farmer with tea.

This condition exists in a greater or less degree throughout Ontario. The trade have got to wake up to this evil and fight it hard. The peddler is an ever-present active persuader, and unless a strong united effort is made by the grocery trade, the trouble will steadily increase.

You can never win back the peddler's trade by Selling Bulk Tea. You can only do it by educating your customers to use a tea the peddler cannot buy. With your co-operation we can help you regain the trade you are losing. We have proved this time and again. Our share is to give high quality and value in "SALADA." Yours to keep a well assorted stock of "SALADA" on hand—to keep it well to the front and recommend it to your customers. It will mean increasing business for you and will turn many a dollar of profit into your pocket that the peddler now gets.

The "Salada" Tea Co., - Toronto and Montreal

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Failed in Spite of Years of Experience as a Clerk

The Biography of a Young Retail Grocer Who Was Forced Out of Business by Lack of Personality and of Knowledge of His Trade—An Actual Uncolored Instance—Effect of Development of Careless Methods Such as Wrong Change and Short Weight.

By A. H. Harvey.

"I do not like thee, Dr. Fell.
The reason why I cannot tell."

I recall an old quotation that runs somewhat after the above manner and which serves to explain the downfall of a young man who should never have entered the grocery business. The relation of these lines to the story about to follow may not seem particularly clear but they will be understood when you recall individuals whom you met and of whom you exclaim, "I never did like that fellow anyway. The first time I spoke to him I formed an unfavorable impression of him and it still clings to me."

This is an actual case, the young man in question living in a flourishing Canadian town where he entered the grocery arena as a clerk, later branching into business for himself and finally winding up his business but a few weeks ago after a rather inglorious career as a grocer.

He doubtless obtained the idea that he was destined to be a success from the fact that his apprenticeship was served with one of the leading grocers in the town. That was about twelve years ago, perhaps a little more or a little less.

The grocer, himself, was uniformly liked both by farmers and city people alike, among both of whom he had a large following. He was as the lumberman says, "As square as a die and as white as they make them." His disposition and his integrity and fairness, his thoughtfulness showing itself in little things were the very evident reasons for the splendid success he was accomplishing.

He took as a clerk, the young man referred to. The latter began by taking orders and in that capacity nothing much could be said against him.

Not an Outstanding Figure.

At the same time there did not seem to be anything that might be mentioned in his favor. He was decidedly neutral. You felt that if you were never to see him again you would not even miss him. Thus, he continued until he was elevated from the route work and became a regular clerk. Whatever might have been said against him he could not have been charged with laziness.

He worked well but there was still that repelling something which turned aside your confidence. I even heard rumors touching his honesty but as to that I have nothing to say. Customers gave their orders to him, because the proprietor could not serve everybody him-

self. They would have been willing to wait but it was business after all and they were content to put off the pleasure for another occasion, being content with a nod and a remark about the weather or about the health of some member of the customer's family. It is scarcely necessary to mention that they were receiving goods of best quality and a fine service.

In to Business For Himself.

The grocer who had risen from the ranks himself and could thank his efforts alone for the success he had won, burned the midnight oil when he should have been resting. Like other good grocers he had his worries, some of them being particularly annoying. He was stricken with pneumonia and died. The business passed into other hands and although the clerk remained in the old store for some time, not long after he went into business for himself in the suburbs of the city.

To all appearances he was doing fairly well, so it was said, but even the most charitable had their doubts. To begin with the locality itself had never possessed the reputation of being a good grocery centre, and nobody expected this young man to make things hum. Right at the start therefore he displayed lack of judgment in selecting a site. And no one was disappointed. Then he moved up town. He had a small trade, mostly transient, but it was hoped that he would succeed.

That young man had several good grocery ideas. On store arrangement, neatness, taste in window decorating and other general notions he was as well adapted to the business as anyone might expect, but— Well, it is said by some that personality has nothing to do with success in the grocery business, but that is one of the great reasons to which I attribute his failure. True, he did not have the best location in the town, but his second store was nevertheless a good locality. I know other men in more obscure and inconvenient positions who are making good, but I do not intend to try to explain why they are succeeding in contrast to the other man. I was simply deeply convinced that personality goes a long way to establish a successful grocery business.

Did Not Study Trade Matters.

But apart from a lack of personality there were other inefficiencies in his general business make-up. He was not a close studier of the conditions under which he was working.

Some men think—or act as if they thought—their businesses only of secondary importance to the general happenings of the day as told in the daily or weekly newspaper and the contents of the latest novels and periodicals.

While business men should keep abreast of the current happenings in order to be able to talk intelligently with their fellow citizens whom they meet on the street yet their businesses demand their first attention and it is from the papers and books which are devoted solely to their trades that the necessary information is derived.

This young grocer was not a close studier of his trade paper. He was therefore not acquainted with the weaknesses of his fellow men which had caused their failures; he was not acquainted with market conditions and bought many goods at the wrong time; he did not profit from the practical methods other Canadian grocers found successful.

Then again, he had not the faculty of holding customers, due principally to carelessness. I know of one occasion when a customer received her change 10 cents short. She discovered it when she arrived home and that simple little error meant the loss of some \$300 in business every year. It is quite probable that similar instances occurred in short weight causing losses of two or three other customers who were buying at the rate of \$300 a year.

Another weakness was that intimate friends and relations were given preferences over others. This worked towards his downfall because the latter class lost confidence in him.

Lost Custom Through Errors.

Neither was he prompt in meeting his payments. So much was this the case that mercantile agencies refused to rate him. This begot other careless habits, such as promising goods which were scarcely ever secured on time; making errors in delivering and in sending out accounts.

He had practically only two business assets—he was not afraid of work and he was neat. But this was so much overbalanced by his other deficiencies that the tide of failure could not be stemmed.

His business life was about four years. This is an actual case; there is no guessing about it, and now the ex-clerk and the more recent ex-grocer is looking for a position again behind the counter in the same capacity as five years ago.

Ne
eloq
well
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tom
pape
diur
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Newspaper Space Must Be Used Judiciously

Winnipeg Retailer Gives His Ideas on Profitable Advertising—One of the Weapons to Meet Competition of Catalogue Houses—Medium to Attract Attention of Farmers—Holding Confidence of the People.

By A. E. White, Sec.-Treas. The W. H. Stone Co.

Next in importance to the silently eloquent advertising of which a clean, well kept stock, adequate, systematic store service, and well satisfied customers are productive, comes the newspaper as a valuable advertising medium.

Not only does the merchant in the large trade centre, find printer's ink a valuable auxiliary, but his brother tradesman in the small town or village may also derive many benefits from space used judiciously in his local daily or weekly paper.

While, for a number of reasons, the average retail grocer in a city or town is not in a position to carry out an elaborate advertising programme such as the large departmental store evidently finds so successful, yet experience shows that even a limited space, attractively set up, holding a good position in the best dailies, and containing good, live logical advertising matter is a sure trade getter. Take for example, an attractive list of seasonable goods, priced as reasonably as is consistent with a fair profit, and headed off with a few well chosen, pithy remarks as to the quality of the goods, and the desirability of purchasing them at the particular time they are being offered. Have this copy inserted in the two Friday issues of one or more of the best city dailies, and the effect upon the Saturday cash sales is frequently surprising, and the direct returns often far outweigh the expense, apart from the indirect benefit derived from bringing one's firm name and business before the public.

Then, too, it frequently happens that at certain times of the year the city grocer finds it difficult to obtain a sufficient quantity of some lines of farm produce with which to supply his trade. By a short, clearly worded ad. in one or two of the best read weeklies, he soon gets in touch with the farmer or country merchant, who very possibly is seeking a market for the articles required.

Weapon Against Catalogue House.

Stating briefly the position of the country merchant, his local paper used regularly, at comparatively small expense should be one of his strongest weapons in checking the inroads of the large city mail order houses. Rates being

so much lower in the small centres, he can use space more freely, enlarging on the quality of his stock, his ability to meet outside competition, and the advantages derived by the community in

patronizing the home merchant, thus fighting his competitors, the catalogue houses, with their own weapons.

At times also, he could use the city mediums to advantage in finding a market for surplus produce.

In order that both city and country merchants obtain the best results from their newspaper advertising, it is necessary to gain and then hold the confidence of the ad. reading public, and this can only be done by representing the goods to be exactly as the customer will find them when she comes to the store to purchase.

Things That Shouldn't Be



Bright, Up-to-date Grocers Employ Only Deliverers Who are Reliable; Otherwise they Would Lose Custom.

Actual Instances Where Price Tickets Made Sales

An Observant Grocery Clerk Refers to Their Value and How They Can be Made Effective Silent Salesmen—Gives His Own Experience When He Went to Purchase a Pair of Boots—Valuable When Special Prices are Offered.

By a Clerk.

Have you ever seen price cards that you still remember? I recollect passing a cigar store a few weeks ago and instead of the window being packed with pipes, pouches, cigarettes, etc., there was simply one brand of cigars displayed and only a moderate quantity of them. A price card bore the words, "To-day's Special—Four for a Quarter." That was all, but it was a striking and yet an extremely simple display.

You can recall other articles which by the same method were indelibly impressed upon your memory. Grocers should aim at the same idea to get the best results. The little ticket bearing the price of an article plays an important part in every store. It is actually a silent salesman. Place a case of strawberries in a conspicuous place and they will undoubtedly attract attention. But place a price card on them—"13 cents, two for 25c"—and at once the customer knows all the facts about them, and without a clerk's assistance will, if she wants them, buy a box or two as the case may be. Articles in show cases might be treated in the same way. The price and show cards are lubricators to business. They make things run more easily.

People are queer beings anyway, and some women particularly. One may be passing out of a store glancing carelessly on this side and that, as 99 out of every 100 of them do, and if a clerk called her attention to a crock of sweet pickles she would generally reply that she did not need any. But if she came along to them and found the price marked on them—18c a quart—it is even money that she would stop to investigate. It is a sure thing that she would help herself to a tiny cucumber if there were no glass top to the vessel, and it would be almost an unusual happening if she did not call a clerk and buy a pint or quart.

I have seen them do it often and have come to the conclusion that it was due to some form of suggestion that is common to men and women alike. Whatever be the explanation, there is no doubt that the little price card talks more loudly than the proprietor of the store suspects.

Don't Overdo It.

There is a strong possibility of getting too many cards. Good taste should be exercised in deciding their size, and a neat style of lettering should be used. It will be noticed that the big department stores use price cards almost wherever possible,

It will also be noticed that there is no conglomerating effect due to a multiplicity of tickets in such stores. The articles must predominate. Customers must be attracted by the goods. Let the price card supply the information. Therefore, in general cases the price ticket should be of secondary importance.

When the grocer desires to sell attention to the price, however, he makes the figures stand out like the dates on circus posters. I know a grocer who about every month helps along some article that may not be selling fast. To begin with, he prepares a large sign-board, which he puts outside the door. No matter what the article may be, the price figures are large enough to be read a block away. The passerby, however, in the first glance learns the article that is being boosted. Here and there inside the store are a few signs—it is a fairly large store—of this nature, "Ask about to-day's bargain in sugar," or whatever the article may be. In another place is a sign, "21 lbs. granulated sugar, \$1." He leaves nothing unturned to impress customers with the idea that there is a sugar bargain sale offered that day and the method has always proved successful.

This is, however, a special case. It is arranged for a particular occasion. The busy store has its price cards all the year round and the arranging of them depends upon the grocer himself or a competent clerk.

Something Was Lacking.

A boot and shoe store that I have seen never puts a price in its window. There is always a display of quality goods, but not one price card.

While I have often been tempted to try their goods that window seemed to have a chilly effect. It was, at least, not inviting. Just exactly what the explanation was I cannot tell, but while I admired the goods I was not drawn in. Another store has only its prices marked, but one price prevails and it is stamped on the bottom of every boot. They have a wide reputation and can probably afford to maintain the one price. At any rate, I liked the idea and this latter store received my trade.

PICNIC MAY GO TO GRIMSBY.

Hamilton, Ont., June 2.—A large representation of the Retail Grocers' Association visited Grimsby Park, Ont., recently with a view to considering its

qualities as the scene of the annual picnic held under the auspices of the grocers of the Ambitious City. The delegation numbering over fifty were met by a band and civic representatives, including Mayor Mitchell, who, with the park officials and others, expressed the hope that the deputation would be favorably impressed by the natural beauty of the park. Jno. O. Carpenter acted as chairman at the meeting, at which the grocers talked over the question. Addresses were given by the chairman, Ex-Ald. Jno. Forth, Adam Ballantine, and the original "Bay" Hill, whose platform eloquence has never been questioned and who received a wider fame on this occasion. After the speech-making a baseball outfit captained by Charles Peebles, beat out Adam Ballantine's big leaguers to the tune of 9-8. The party returned to Grimsby village, where they were entertained at luncheon. The next item on the itinerary was a visit to the residence of E. D. Smith at Winona. The visitors demanded a speech from Mr. Smith, who responded, receiving three hearty cheers.

The outside appearance of your store counts a great deal either for or against you. It is up to you which way it scores.

During the past week The MacLean Publishing Co. has removed the main offices from 10 Front St. East, Toronto, to its new building at 111-127 University Avenue. The operation of transferring The Canadian Grocer and eleven other publications from one building to another, along with the plant necessary to set up, print, bind and mail them was an undertaking of considerable size. Unfortunately The Grocer's Spring Number was scheduled to come out just at a time when everything was upset. In consequence it was somewhat late. Those of our readers and advertisers who understood the circumstances have been very patient. We trust this explanation will set us right with the others. We did not prepare them for the delay because we were sanguine enough to believe that it would be possible, by extra effort, to get the Special out on time. And we might have succeeded but for two holidays occurring the week previous to issue. We are now fairly well settled in our new premises and hope that, after this week, there will be no further delays.

We cordially invite our friend in the trade to call and see us at our new address.

Practical Methods Used in Retail Grocery Stores

Halifax Advocate of Selling Eggs by Weight—Merchant Says He Loses No Business By Closing Early—How One Grocer Brightens Up Monday's Trade—Method for Attracting Farmers to The Store—How Show Cards Sold Dried Fruits.

Selling Eggs by Weight.

Halifax, N.S., June 1.—One of the local merchants is an ardent supporter of the "sell eggs by weight" idea, claiming that the general custom of selling them by the dozen is unfair to customers who get the small sized eggs.

He thinks that this should be the same as in England where Canadian eggs have to weigh 15 lbs. to every 10 doz.— $\frac{1}{2}$ lbs. to the dozen. The general run of eggs in Canada would not weigh more than 15 lbs. to 160 eggs or 13 1-3 dozen.

Consumers complain when eggs are too small, but if they were buying a standard dozen according to weight this would be eliminated.

No Business Lost.

Toronto, June 2.—Most grocers of today are objecting strongly to their long hours. It is usually their own faults. There is no reason why they should not have regular hours, the same as other merchants. The dry goods merchant has educated his customers to shop in reasonable hours, so why not the grocer do the same? In fact, it will be only a matter of time before the grocers and all other merchants will have their regular hours, and it might just as well be now as in years to come.

While discussing this question with a number of grocers recently, all were found to be in favor of closing early every evening except Saturday, but few care to take the first step, and none are already doing it. Canfield Bros., 395 Brock Avenue, now close every evening at 7.00, except Saturday, and also Wednesday afternoon, and they say it has not hurt their business in the least. Mr. Canfield cannot see any reason why all the grocers do not close early each evening and the Wednesday afternoon holiday continued the year round.

The grocers need not be afraid of losing their trade, he says. It is just a matter of educating the customer to trade in reasonable hours. Customers are human and don't thank you for keeping open half the night. If all were to join hands and say, "We're going to have shorter hours," such would be the case.

Tourist Trade Around Kingston.

Kingston, Ont., June 2.—The tourist season begins around here about the middle of May, and is at its height in July and August. The finest goods produced are on the shelves of the local grocers to suit the demand.

"The wholesale houses here, with few exceptions," says one retailer, "are

strictly wholesale, but there are a few black sheep who are always poking their heads through the fence and nibbling at the poor retailer's fodder. Poor deluded creatures, they are only giving themselves commercial indigestion by such petty manoeuvres with the supply hotels, boats and boarding houses. They are not supported by the better class of retail stores.

"The mail order houses do get a little trade, but the retailers are meeting them in quality and price, and the trade is falling off to a large extent."

Kingston is specially built by nature as a place where tourists find genuine hospitality, rest and pleasure, but her merchants do not make the effort they should to get the tourist trade.

To Catch Eye of the Farmer.

Peterboro, Ont., June 2.—Graham & Co., grocers, have placed business cards on the steamers plying between this city and Rice Lake, with a view to catering to the farmers' trade. The cards announce that fresh butter and newly-laid eggs will be taken in exchange for provisions, etc., and it also calls attention to the choice line of goods that the store carries. The cards are conspicuously posted in the cabins and are noticed not only by the farmers but by everyone who travels on the boats, and the store's name is thus kept before the public.

This store also showed its aggressiveness recently by appropriately decorating one of its windows upon the occasion of the death of King Edward and also on Victoria Day.

A Believer in Specials.

Winnipeg, Man., June 2.—A firm believer in specials as an aid or a stepping stone to more business is a local grocer, whose experience has proved to him the efficacy of this plan. Specials, he says, are leaders.

"As one word leads to another before the fight, so one article leads to one or twenty on your sale slip. It is not a difficult matter to pick out your special. It should be popular—something which is in every day use. Let the public know that you are going to run this special and your plans should materialize as expected.

"When you secure the new purchasers the rest remains with you," said the grocer with a sort of a nod which was more impressive than a volume.

"The customers should not even get the suspicion that they have landed into the net like a salmon. The amount of

business the special brings depends upon the ability of the proprietor and clerks to display and to sell."

Brightens up Blue Monday.

Toronto, June 2.—In order to increase his business as much as possible, D. McLean, grocer, corner of McCaul and Baldwin Streets, goes out of his own district for orders.

Every Monday afternoon he takes a trip out to the Parkdale section—a couple of miles distant or more—where he has worked up a good trade. He always makes a personal call and secures orders in the single afternoon up to \$50 and more. He also has a connection with residents in still another section of the city, where he formerly ran a grocery store. These he attends to by telephone.

Show Cards Sold Dried Fruits.

Philadelphia, Pa., June 1.—A Philadelphia retailer, J. S. Pomeroy, struck a novel idea recently in boosting his dried fruit sales. He offered the public the following advice on a show card in the store window—"For a Spring Tonic, Try Dried Fruit." He states the merits of certain fruits in the following manner:—

Unpared Peaches—Of greater spring value than the pared, because of certain tonic properties in the skin. 13c lb.; 2 lbs. 25c.

Pared peaches, for those whose palates rebel at peach skins. 25c lb.

Apricots are said to be the most refreshing of the acid fruits. We offer a superior grow. Apricots at 16c and 20c a lb.

It is educational work of this kind that has made Philadelphia the best eastern U. S. market for dried fruits.

Criticizes Wholesalers' Methods.

Bracebridge, Ont., June 2.—The advent of warm weather is making our grocers warm up to the fact that the tourist season will soon be upon them once more and that they must not be caught napping.

"One thing that should be done," said one merchant, "and done at once, is the forming of a union to try to put down the evil which is becoming alarmingly great—the raiding of our hunting and fishing grounds by so-called wholesalers. It cannot be entirely stopped but unity among us could handle traffic in such a manner that would benefit us considerably. This revenue more or less cut off hurts our merchants and our town."

Odds and Ends for Busy Men

Think out some new way of getting your goods before the public. That is one of the elementary principles of merchandizing. Once you have got an idea other will follow.

The members of the Montreal Retail Grocers' Association are preparing for a trip through the Maritime Provinces this year. They have an annual outing, and as variation this route has been suggested. About 100 of Montreal's business men are expected to compose the party.

Get away from the idea that nuts are to be bought only for the Christmas or winter season and then stored away in a remote room upstairs. They are good for every day in the year. People have been allowed to get the idea that nuts were only to be used at one particular season and it is the duty of the grocers to educate them away from that idea.

An authority on the situation states that the crop of pecans in Texas is the poorest in many years.

An advice from Washington states that the issue of trading stamps by merchants was declared unlawful by the District of Columbia Court of Appeals in a dividend decision rendered last week. It is understood that the trading stamp companies will appeal to the Supreme Court of the United States.

Don't stop with only a window display. Having carefully and regularly attended to that, carry out the same policy in the interior. It will not only give the interior a pleasing and businesslike appearance, but it will sell the goods.

The potato was first heard of in Spain about the year 1550, being introduced from Peru. It found favor in Italy, Belgium and other countries before being introduced into Ireland. It was not until the middle of the 17th century that it became a popular dietary article in Europe and North America.

The Buffalo Cold Storage Co. was fined \$200 for selling two carloads of eggs which were unfit for use.

"Present-day prices are high in some cases because the consumer can afford to pay them," says one price investigator.

Ten manufacturers and shippers were recently fined for adulterating and misbranding food products. The articles included maple syrup, vinegar, lemon flavor, honey, molasses, coffee, etc. All the cases occurred in the United States.

Some grocers work eight hours a day, others ten, while some stay with the ship for twelve, and a few have been known to work eighteen. Why is it?

The Fishing Co. of British Columbia, a new English syndicate, has commenced operation with a paid-up capital of \$1,500,000.

British Columbia packers have made arrangements for a catch of between 500,000 and 600,000 cases of salmon this year. Fifty-six canneries will be in operation, 22 of which are along the Fraser river.

Frank E. Gorrell, secretary of the National Canners' Association of the U. S., points out the necessity of educating consumers to the fact that canned goods are clean and healthy. He was impressed by a letter he received from a member of the association, who had talked over the question with a grocery clerk: "The writer passing through Gimbel Brothers' grocery department this week noticed that they had several counters filled with different kinds of canned goods, such as corn, peas and tomatoes, offering them at very reasonable prices, from 5 to 6 cents per can. He happened to meet their canned goods stock clerk, and inquired if the low prices were moving the goods very fast. He said they were to some extent, but not as much as they should. I inquired the reason. He answered, you would be surprised at the number of people who condemn canned goods, saying they are not clean, and are packed with preservatives. Others say tomatoes cause cancer, so from the above you can see the necessity of disabusing their minds on these different objections."

The proprietors of one of Philadelphia's largest grocery stores announced

in an advertisement over their own signature that they recently sold four tons of raisins in three days. This, it is said, has been due to the recent publicity campaign extending over two weeks. The demand for raisins had dropped to a low ebb, as is usually the case at this time of the year. It was suggested that some effort should be made to stimulate the trade, and as an opener, Raisin Day was celebrated. Newspapers, stores, hotels, and in many other ways, attention was called to California's product. Recipes for various methods of using raisins were published and the result of this generous and general campaign is exemplified by the recent statements which Philadelphia grocers have made. At any rate, the demand for raisins in that city is abnormal and it is believed that even after the campaign has ended the people will eat this fruit as they never did before.

Grocers of Fairfield, Iowa, are selling bananas by the pound. No longer are the largest cut from the bunch for the favored and the culls sold at shorter prices. They are retailed at seven cents a pound.

A great increase has been noticed in the consumption of peanuts in Germany. This is due to the fact that they are being substituted by bakers for almonds and walnuts in the making of cakes, etc.

Don't be a haphazard grocer. No one should have to be told that carelessness is not a part of the foundation of a successful business.

A. G. and J. W. Snowdon, Montreal, are receiving the condolences of their friends in the death of their father, who had been ill for some months.



Interior View of The Barnsdale Trading Co.'s Store, Stratford, Ont.

Price Protection Up at Retailers' Convention

California Case Cited in Which Manufacturers' Limited Price System was Upheld by Supreme Court Judge—Placed His Terms on the Outside of His Olive Oil Boxes—A Big Question in the United States.

The maintenance of the retail selling price and the relation therein of the retailer to the manufacturer was one of the leading questions at the recent National Association of Retail Grocers at Springfield, Ill.

An example was dealt with in the decision of the Supreme Court of California in the recent case of Grogan vs. Chaffee, a price-cutting retail grocer, of Pasadena, Cal. Grogan is the manufacturer of Purity olive oil in Los Angeles, and placed on the outside of the case wherein the goods were sold to the effect that:

"The goods contained in this case are sold on the condition which is made a part of the consideration of the sale, that the purchaser, if he retails them, will maintain our fixed minimum retail selling price on these goods, and if he wholesales them, he will sell them subject to the same conditions. The acceptance of these goods is sufficient acknowledgement that the purchaser (wholesale or retail) understands and agrees to comply with this condition, etc., etc."

Chaffee sold below the contract price and was cut off by the manufacturer, but he still continued to procure them through a wholesale grocery house. Two lower courts refused to uphold the contention of the plaintiff Grogan, and the matter was brought to the Supreme Court.

Was Within His Rights.

Justice Sloss wrote a lengthy decision covering all the points at the issue of the case, a few of which were:

"We have here no question of an attempted monopoly. A monopoly exists where all, or so nearly all, of an article of the trade of commerce within the hands of one man or set of men as to practically bring the handling or production of the commodity or thing within such control to the exclusion of competition of free traffic therein."

"The contract here relied on does not relate to any olive oil except that manufactured by plaintiff. There is no suggestion that this comprises all, or any large proportion of the olive oil manufactured or sold in the market, supplied by plaintiff."

"The producer was, in the first instance, under no obligation to sell his oil, and when he did sell it, had the right

to exact, as a part of the consideration for the sale, a promise by the purchaser that he would not sell it at less than a stipulated price. There is nothing either unreasonable or unlawful in the effort by a manufacturer to maintain a standard price for his goods. It is simply a means of securing the legitimate benefits of the reputation which his products may have attained."

"The tendency of the modern decisions has been to view with greater liberality contracts claimed to be in restraint of trade."

"As the owner of property has the right to withhold it from sale, he can also, at the time of its sale, impose conditions upon its use without violating any rule of public policy."

"A sale or delivery by A to B on the condition that B shall not sell below a certain price is not a combination of 'capital,' skill or acts between A and B. A has sole control of the subject of the agreement and may, as has been pointed out, sell or refuse to sell."

This has apparently settled, say the retailers, the legality of "Protected Prices" as far as California is concerned.

The retailers claim that this establishes beyond doubt the legal right of any manufacturer to protect the retail selling price on his products in California by placing the sticker on the case, as a proper legal notice.

In other lines besides the retail grocery line, retailers found that the protected price plan was growing in favor and observed the success of the Gillette safety razor, which is sold under an absolute contract that it must be retailed at the given price. The Eastman kodak films, Waterman's fountain pens and other firms are successful in maintaining the retail selling price on their goods.

OLD RATE ON OYSTERS.

Railway Commissioners Order Express Companies to Cut off the 20 Cents Again.

Toronto, June 3.—A few months ago the express companies increased the rate on oysters from Providence to Toronto from \$1.50 to \$1.70. This matter was placed before the Board of Railway Commissioners and on Wednesday they decided that the old rate must be restored.

In arguing against the reduction the

Canadian Express Company claimed that it would result in making the rate from Buffalo to Toronto 50 cents instead of 70 cents, as at present, as the Adams Express Company would still receive \$1 for carrying oysters from Providence to Buffalo. The Canadian Express Company would receive only ten cents out of the \$1.50.

The Dominion Express Company had been willing to continue at the \$1.50 rate, but the Canadian Express Company, it was stated, had insisted on increasing it to \$1.70. The latter did not handle oysters, but controlled the Buffalo-Toronto express rate, as it was the only express company with the mileage.

Chief Commissioner Mabee stated that it was understood that there should be no increase in any rate while the new classification was being made. The old tariff should stand in the meantime.

The board yesterday decided to reduce the time for which express companies are liable for the safety of money parcels after notice of the arrival of the money has been mailed to the persons to whom it is shipped. Heretofore the time has been forty-eight hours, but the board ordered that twenty-four hours shall be the limit in future.

SYRUP AMALGAMATION.

Ramsays Limited, is the name of the new firm which is taking over as going concerns the two Montreal houses, the Imperial Syrup Company, and Sugars & Cannery. Incorporation has been secured, with authorized capitalization of \$500,000. Incorporators are: G. H. Ramsay, C. A. McMillan, E. L. Jackson, F. J. Koch and W. L. Chipchase. The factory of the Imperial Syrup Company will be sold, that the operations of the company may be carried on in the larger premises of Sugars & Cannery, which factory will be further enlarged. Those who have been actively identified with the management of the two companies amalgamating will be connected with the new firm.

WANT HIGHER FEE CHARGED.

Complaints have been heard from several Guelph, Ont., grocers about the Yoshida Art Company of Toronto, who opened a temporary store on Wyndham street and have conducted for the past few weeks auction sales every afternoon and evening, flooding the city with china-ware, most of which is claimed to be of the cheaper imitation variety. The city charged the Japanese who conducted the sale a high license fee, but it is felt by some that this is not enough, as the regular merchants of the city, who pay their taxes year in and year out, should not be subjected to the trespasses of transient traders of this sort.

The Canadian Grocer

Established 1886

THE MACLEAN PUBLISHING CO., LIMITED
 JOHN BAYNE MACLEAN - PRESIDENT

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PUBLISHED EVERY FRIDAY

PINEAPPLE SEASON ON.

Retail grocers stand to make some money just now in pineapples. The pines are rather cheap, in fact cheaper than many expected they would be.

This is the pineapple season and great deal of preserving is done at this time. Grocers, therefore, have everything in their favor and should get busy to meet the demand while it lasts.

Judicious use of advertising space and of the display window will accelerate this demand, particularly if prices are named in both cases. Many grocers advertise whole cases at attractive prices and sell considerable quantities of the pines as a result.

HOME-GROWN STRAWBERRIES.

From reports received from the Niagara fruit district, home grown strawberries will be coming on the market in about two weeks time or probably less than that.

The blossoms are healthy and green berries have begun to form in abundance. The probability of a good crop is excellent on account of the many spring rains and the almost entire absence of frost during the growing season.

On account of the cool weather, however, the season will be almost as late as last year in spite of the genial March climate and the early passing of the snow.

TRADE WITH OUR NEW SISTER.

Now that the British colonies in South Africa have formed a confederation similar to that consummated by the British Colonies in North America forty-

three years ago, it is not too much to hope that between these two "Dominions beyond the Seas," a trade and commerce of important and lasting proportions may develop.

There is no sound reason why such should not be. They are buyers of that which we are sellers of and vice versa. Lack of enterprise is the only thing that can prevent it.

The nucleus of a great trade has already been laid and particularly that appertaining to our exports to South Africa, we selling last year \$1,679,733 worth of merchandise and in return buying from them \$901,190 worth.

Our chief article of export to South Africa is wheat flour, of which we send approximately a million dollars' worth. Agricultural implements, iron, steel and metals came in for \$135,786; paper \$125,646; wood and manufactures of, \$115,566; automobiles and other vehicles, \$52,056; fruits, \$22,689; cotton and manufactures of, \$9,809; leather and manufactures of, \$4,967; condensed milk \$12,715; provisions, \$34,924.

Sugar makes up the largest part of our imports from South Africa, the quantity received last year being 33,817,292 lbs., valued at \$859,230, which, by the way was the first sugar we imported from that part of the British Empire since 1906. Without sugar our imports are small indeed. In 1907 and 1908, during which we imported no sugar from South Africa, the total amount of our imports was \$28,222 and \$32,193 respectively.

Next to sugar our chief article of import from South Africa is wool, of which we bring in a little over \$20,000 worth. Hides and skins and breadstuffs come next at \$8,680 and \$7,109 respectively.

Three years ago Canada subsidized to the amount of \$146,000 annually a line of steamers between Canada and South Africa. The service is monthly and sails from St. John and Halifax in the winter and from Montreal in the summer. So far the subsidy cannot be said to have any appreciable effect on the total volume of trade between the two countries.

But subsidies alone will not develop trade. They only provide the transportation. The development of trade depends upon the ability and enterprise of the business men engaged in it. There are indications that these factors are at work.

ALBERTA'S CROPS PROMISING

The Alberta Department of Agriculture has issued a crop bulletin which reports the Province's crops in a satisfactory condition. The total acreage under crop is placed at 1,582,973 acres, an increase of 27 per cent. over 1909.

The dry weather and bad winter hit

the winter wheat somewhat, and the department estimates that 30 per cent. of the area sown is a loss. Most of this has been resown to other crops.

The spring wheat area is 488,183 acres, an increase of 51 per cent. The oats acreage is 762,460, an increase of ten per cent. Barley shows an increase of 36 per cent., with an area of 147,150.

TO CO-OPERATE IN EGGS.

Scientific handling of the egg business is the campaign now being followed up by many of the prominent dealers among the farmers. The promoters of the campaign propose to have the country divided into sections. In each section there will be a central board where eggs will be registered and offered according to grade.

It is hoped that this method will do away with one of the main defects in the present day method—the selling of mixed lots as selects or No. 1's. At present it means a careful examination by the wholesaler if he is to furnish strict grade of eggs. The project has so far met with a good reception by all concerned, and it seems a certainty that it will be given a thorough trial.

TO PREVENT FIRE LOSS.

An eastern manufacturing house takes a wise precaution to ensure immunity from fire loss, which carelessness may cause.

Prominently hung about the office and factory are placards bearing the words. "No Smoking after One O'clock." The manager experimented with a view to learning how long after being thrown in different dangerous places a cigar or cigarette stub caused a flame.

It was demonstrated that not more than five hours elapsed in most cases ere a healthy young flame developed. By forbidding smoking after one o'clock a policy of reasonable tolerance, yet absolute safety, in this matter was inaugurated.

THE RIGHT WAY ABOUT IT.

The best way to meet outside competition is to give quality, service, and price equal to, if not better than the catalogue house.

This is what the retail grocers of Kingston, Ont., are doing, as will be seen from a despatch in this issue from that city.

One retailer there says that the trade with outside houses is dwindling on this account. If grocers watch the mail order houses and give the same or better service, quality and price, they are bound to get the business—providing of course, they make these facts known through adequate advertising.

MAIL ORDER HOUSE ADS. ON SCHOOL BOOKS

When about a year ago, the government gave the T. Eaton Co. the contract to print the public school readers, general indignation was expressed in trade circles throughout the province. The government might have been excused at the time on the plea that they were ignorant of the harm they were doing. Aftet flaunting T. Eaton's name on the cover of every public school reader for the last year and the mailing of advertising matter with every package of books, the government can certainly not plead ignorance as an excuse for the present action.

The retailer, both in town and country has trouble enough, as it is, to keep up the fight against the departmental stores without having his government assist them by introducing their advertising into every home where their are school children. The Whitney administration has now made this fight more difficult than ever by extending the privilege of school book advertising to the Robt. Simpson Co., who have the contract for printing the new arithmetic.

The T. Eaton Co. and the Robert Simpson Co. cannot afford to produce these books at the low price they do, and on every book they send out there is a loss. This loss is charged by them against their advertising account and the publicity they get from the school books is compensation for their loss. In order that this publicity may profit them their sales must be increased and when the sales of the departmental store is increased the retail merchant suffers.

It is because of this increased business gained by the advertising on the books that Eatons and Simpsons can afford to print them so cheaply. The retail merchant is the man from whose pocket the department store takes its increased profits, therefore, the retail merchant is the man who is really paying for Ontario's cheap school books.

The Robert Simpson Co. have no printing plant of their own, and this fact makes it all the more apparent that their bid for the arithmetic was only an attempt, unfortunately successful, to get their firm name imprinted on one at least of the public school text books.

The Holland Linen Paper Co., which have the contract for the grammars, are in reality the W. J. Gage Co. The object of this firm in taking the contract at such a ridiculously low price was to endeavor to keep the school book trade in regular trade channels, both wholesale and retail, instead of having them distributed by the department stores.

In order that they may in some measure be recompensed for the loss incurred by taking this contract, Gages are going to publish the grammar under the

name of The Holland Linen Paper Co. and in this manner introduce into the homes of Ontario their special brand note paper, "Holland Linen." The advertising of this product will partly meet the loss on the contract.

Evidently this course of the W. J. Gage Co. was suggested to them by the T. Eaton Co., when the latter signed a contract which in itself meant financial loss, and the Gage company are to be congratulated on such a clever move.

How far is this scheme going to go? After awhile we will again likely hear of some pill or patent medicine maker contracting for the printing of a Bible or a hymn-book in order to make advertising capital from it. Everybody will no doubt remember hearing of the Christmas morning church congregation which sang from the hymn book:

Hark the Herald Angels sing
Beecham's pills are just the thing;
Peace on earth and mercy mild
Two for man and one for child.

This gives one an idea how far such a thing can be carried and on the face of it appears ridiculous.

"THE TWO MERCHANTS."

"Uncle" Walt Mason presents some good sense in his quaint philosophy in one of his recent poems on "The Two Merchants." This is how it reads:

One merchant said to his toiling clerk: "I'm greatly pleased with the way you work. The chap who tends to his duties right is bound to win the worldly fight, and you're bound to get to the top some day; meanwhile I guess I'll advance your pay." O glad was the heart of the heart of the clerklet then, and he buckled down to his work again, and he made things hum in the blamed old store, as things had never been hummed before. In t'other storeroom, across the street, the clerks were working with frozen feet; the merchant carried a scowl all day, and groaned as he gave them their meagre pay; he never praised them when hard they wrought, but kicked and scolded and made them hot; and so they soldiered and fooled away the passing hours of each golden day. There's something wrong if you lay the blame on the men who help you to play the game, when things go crooked and trade is bum; your men would help you to make things hum, if they'd been treated in proper shape—been given posies instead of crape.

Uncle Walt has hit the nail on the head. The merchant who is appreciative of his clerk's work generally get

the best results from him. No employer who is continually complaining and grumbling, works in the most congenial atmosphere and if the conditions do not tend to aggressiveness the clerks will not be aggressive.

The above poem bears a good deal of real good common sense.

A WORD TO THE WISE.

Low rents in the country, and excellent transportation facilities, encourage a growing number of families to summer away from the cities.

Many spend two or three months in regions remote from good grocery stores. Yet their requirements must be filled, and the housewife frequently meets with difficulty in securing the necessities of life.

Progressive city grocers hold the trade of such families by a little extra work which is much appreciated by those who cause it. It may cost a little more to do business in "long-distance" fashion, but, then, better prices are obtainable. When a family finds it impossible to continue relations with their regular purveyor, the nearest local man is sought. If he is attentive, and wide-awake, he can do a nice business, selling numerous higher-priced lines not salable at other seasons.

A word at this time is opportune, and sufficient for the wise.

GET RID OF CANNED GOODS.

Grocers are once again urged to get rid of their canned fruits and bottled preserves before the fresh strawberries, Canadian grown, get a foothold on the market.

Now is the time to sell these goods in order to clear out old stocks before the new arrive. Some may argue that canned goods are good holdings. This, no doubt, is true, but nevertheless the future is uncertain. Sell canned and preserved fruits now and turnover the stock. This can be accomplished through judicious newspaper advertising and window displays.

If retailers would constantly remember that there is no law compelling the sale of goods at cost, and that goods are almost always better than their listed equivalent in money, there would be fewer failures.

A good many merchants who might use their time to better advantage are sitting around croaking about what mail order competition, high cost of living and parcels post are likely to do to them.

If your store sign stands flat against the front of the store it will scarcely be visible to a person coming from either direction. Have a sign that sticks out.

Suggestion of Fresh Goods Sells Canned Variety

Halifax Retailer Uses His Salesmanship in Season of Expensive Fresh Vegetables and Fruits to Sell the Canned — The Former Suggest the Desire and the Latter Fills it on Account of Comparative Cheapness—How Advantage is Taken of This to Increase Sales.

Halifax, N.S., June 9.—Can you sell canned goods during the season of the fresh stocks of fruits and vegetables? In other words, when peas, corn, tomatoes, strawberries, etc., are coming in what is the condition of your trade in canned goods?

This idea was suggested by a Halifax retailer, who asserts that he does a most satisfactory business when the new fruits and vegetables are coming into their own best season. There is a period just before Canadian crops are put on the market during which imported stocks are offered to the public, and at rather high price, owing to the distance they are brought, and the cost entailed thereby. This is the season when this particular retailer puts new life into his canned goods sales.

Another Instance of Suggestion.

"I have a few customers," he said, "who can afford to pay for the fresh vegetables, even at the high prices charged for the imported goods. But the great majority of my customers can only feel their mouths water as far as enjoying them goes. Of course, they really could buy them, but they state their means do not warrant the expenditure. They really call it an extravagance. However, that did not prevent them asking the price of these new goods and as they started to turn away, I would suggest the canned article.

"It surprised me, the way this little system worked. Now tomatoes were in the same boat. I knew the financial condition of the most of my customers, and when some of them asked about tomatoes and peas, string beans, etc., I knew that it would not be wise on their part to buy these delicacies until the home article, at least, was received. So, I mentioned the canned goods and this method has put a big hole in my stock.

Sells Canned Fruits Also.

"I consider that selling canned goods during this season calls out only common sense and the use of a little salesmanship. I do not confine the sales to vegetables. The fruits may be even better sellers. Home stocks are well exhausted about the time the blue birds return. Strawberries are coming from the south to tempt the pockets of everybody, and you catch the people without the goods at home. They're between the devil and

the deep sea, an empty larder at home, and high prices on the new goods. So that's where you throw out your lines baited with canned and bottled fruit, and—well that's all. I do not know how my brother grocers have found this to work, but it certainly gave me unexpected satisfaction.

Fresh Stock Carried.

"Of course, there is a reason when the home goods come in. It lasts about four weeks, when the new peas, corn, etc., are in general demand. They are plentiful as a rule, and are cheap. Besides they are fresh, and you have to handle them. But otherwise the season helps canned goods. At least that is my experience, and I believe that others can do the same.

"Sometimes I asked customers, whom I knew would not buy the fresh peas, if they cared for a quart or two. They would ask how I was selling them, and

when I told them the price they would invariably reply, 'Oh! That's too dear for me. I will have to wait until our own farmers have their stocks ready.'

"Just about that time I would suggest the canned variety, and while, of course, I did not make a sale every time, still the results were so gratifying that there was not the least touch of discouragement. I played tomatoes in the same way, pointing out some of the imported stock, talking up tomatoes all the time, of course, and at the last moment springing the canned variety. Strawberries, corn, and in fact nearly every line of canned goods I had on my shelves suffered more or less of a depletion by this method. I do not think it requires a genius to carry out this plan, but you do want to create the impression or suggest the idea that you are taking this method to sell the canned goods. Oh! No. You want to sell the imported stock and as your customers seem disappointed you remind them of the canned goods.

A Profitable Scheme.

"After all it is no big idea. I dare say every grocer is following the same plan. It is not an underhand method, it is business pure and simple, and if worked properly will bring about good results in actual money."

SUGGESTS SCHEME FOR COLLECTING SMALL DEBTS.

Editor Canadian Grocer,—I have repeatedly seen articles in your valuable trade paper deploring the inadequate protection the average trader enjoys in regard to small debts up to \$5, and the almost impossibility of recovering such small debts. Now, sirs, I am a collector and it has often surprised me that retailers, who are backed by their association and who ought to be able to get almost any measure through the House of Parliament, seem to be content to bewail the injustice they are suffering, but are never looking for a remedy.

Now, supposing a court were to be installed in every city, town, and village, called the Adjusters' Court, the adjuster to be a J. P. and a lawyer. I would have the procedure as follows:

On receipt of a duly attested complaint a citation should be served on debtor to appear before the adjuster, non-compliance to be punished with a fine or preferably with a sentence for contempt of court.

The service of the citation to be undertaken by constable of ordinary police force.

All costs to be advanced by creditor and paid back by debtor on finding of adjuster in the former's favor.

If debtor fails to comply with finding of the Adjuster, the usual commitment for contempt to follow, unless good and satisfactory reason is shown by debtor, when readjustment may follow.

Where an employer dismisses an employe for being called before the court, I would make employer liable for the payment of the debt, holding that such an action is defeating the object of the court.

The costs of the actions should range from 10c to \$1, according to amount in question.

This, sir, is just the rough outline of a scheme and I should like to see the matter properly discussed in your valuable paper. I may state that I do not consider my proposed measure as anything else but a suggestion and I hope that after proper and exhaustive discussion we may find a good workable measure that will be a benefit to the small trader.

E. ASKUNAS,

Secretary and Collector R.M.A.
Chatham Branch.

Chatham, Ont., June 1, 1910.

The Moving of Ontario's Frontier Northward

What is Being Done in the North of This Province and What the Future Will Bring Forth—An Experimental Farm up There—Interest Displayed by the Government.

Much has been said and written about the wonderful work of development which has been going on in Canada's western provinces and it would be hard to say too much in this regard.

But while the eyes of most Canadians have been directed westward, rapid progress has been made in opening up the vast area of 16,000,000 acres of virgin soil in "New Ontario," lying beyond the height of land a hundred odd miles north of the C. P. R. main line. The rich discoveries of silver at Cobalt and gold at Porcupine have attracted world wide attention and something has been heard of the possibilities of coal mining and of farming in the "clay belt," but the majority of Canadians have confined their investigations of the new north-land to the investment of more or less of their surplus funds in the shares of companies, some of which were organized to mine the public and others to develop rich discoveries of mineral in the Cobalt district.

A party of 130 editors spent four days recently in journeying over and studying the possibilities of the country. The party, after passing over the Ontario Government railway, the T. & N. O., as far as Cochrane, journeyed westward 35 miles to the Metagami river, a mighty stream 600 feet across, flowing north into Hudson's Bay, on the first passenger train to pass over that section of the Grand Trunk Pacific Railway. Both roads were found to be well constructed, the ballasting on the trans-continental line being of an exceptionally high order.

Importance of Northern Districts.

Up to eight or ten years ago North Bay (230 miles north of Toronto) was on the northern frontier of Ontario, but pioneer farmers led the railway into the country and mineral was discovered. Then Cobalt and Haileybury, the former the mining camp, and the latter the residential town five miles away (connected by electric and steam railways), with a combined population of well over 10,000 people, sprung into existence, and for the time being overshadowed the farming industry, the chief centre of which so far is New Liskeard, with a population of about 3,500, and lying ten miles north of Cobalt and five from Haileybury.

Doubt is expressed by some as to the future of the mining industry, upon the success of which the future of Cobalt as

a business centre and Haileybury as a residential town depends, but there is no present indication of mining activity abating for many years to come. On the contrary, plans are being made for manufacturing industries in which the low grade ores in the dumps at the different mines will be worked over for arsenic and for metal for silver table knives. New Liskeard, with its farming resources, its lumber and flour mills, therefore has a rich present and a bright future, even though for the time being outstripped in business turnover and building activity by its sister towns.

The electric line which is bringing so many Cobalters to Haileybury will, it is expected, soon be extended to New Liskeard, both towns being on Lake Temiskaming, across which lies Ville Marie in Quebec Province. Sixty-seven miles above Englehart is Matheson, the out-fitting point for Porcupine Lakes. At Monteith, four miles below Mileage 222, the Ontario Government have established an experimental farm.

Cochrane is 480 miles north of Toronto and 180 miles south of James Bay. It is the junction point of the T. & N. O. and the Grand Trunk Pacific and is destined to be a big city, as it is only a few years before traffic will be heavy on the line from Winnipeg to Quebec and from Toronto to James Bay. The route to Winnipeg from Toronto, via Cochrane and the G. T. P. will, it is said, be 130 miles shorter than from Toronto to Winnipeg via the C. P. R. short line through Sudbury. Cochrane is on almost a straight line with Winnipeg and much of the intervening country is like that surrounding Cochrane, a fine clay soil covered with from three to four feet of rich deposit of decaying vegetation. The land is covered with a thick forest of young trees which will be fairly easy to clear, as has been proven at New Liskeard, Monteith and other places along the line.

Ontario's Hope.

The hope of Ontario is in its north-land. With its development, breadth will be given to the narrow line of populated country along the United States boundary line. With its million of acres peopled, the resources of the province will be vastly increased and a tremendous market provided for the manufacturing industries of Old Ontario. Pioneer work will be far more rapid in New than it was in Old Ontario, but under

any circumstances pioneering a new country is hard work. The province, in grasping its opportunities, therefore, has responsibilities which it cannot shirk. Schools must be provided (the one at Cochrane was built by private generosity), roads must be built and other assistance given to aid in the opening up of the country.

The Ontario Government has already done much in the way of railway construction, etc., but with its revenues increasing from the northern heritage, it can afford, for many years to come, to reinvest in the north country all the revenues derived from the exploitation of the forests and mines of its New Ontario storehouse.

ADVOCATES EARLY DELIVERY.

Editor Canadian Grocer.—The grocers of this town have agreed among themselves to start the Saturday night delivery again for the summer months only. Still I think this would have been better left as it was. This Saturday night work is all bosh. Nothing in it at all only hard work for the clerks and delivery boys. I don't really think God gave us the seventh day of rest with the clause added—Work till midnight the night before for the sake of a few shekels. In some countries eight hours a day is a day's work, and ten hours a day is recognized nearly the world over, but from seven o'clock in the morning till midnight is nothing but slavery, and should not be allowed.

MODERNITE.

Bracebridge, Ont., June 2, 1910.

TRADE NOTES.

Two schooners arrived last week at St. John, N.B., from Barbadoes with a total of 1093 puncheons, 273 hogsheads and 432 barrels of molasses.

James Graham, until recently employed by Walter Paul, has opened his own store at 4451 St. Catherine St. West, Montreal. Although only in business two weeks he says that trade is already promising. Mr. Graham is a firm believer in the value of the trade newspaper.

At a meeting of the creditors of H. W. deForest, Ltd., St. John, N.B., held last week, Henry W. Howell made an offer to the creditors of 28 cents on the dollar, which offer was accepted by all the creditors present, subject to the approval of the assignee and the inspectors. It was stipulated by Mr. Howell that he would make the payment within 60 days. Arrangements are being made whereby J. Harvey Brown will be associated with Mr. Howell in the business and they will put out Mr. Brown's Sunbean blend as well as Union blend.

Salesmen---The Ambassadors of Modern Commerce

**Work Becoming a Profession—The Qualifications Needed—
Push, Determination and Energy — Attention to Personal
Appearance.**

By H. Wellington Wood.

The writer, after more than twenty-seven years of actual experience in selling and training travelers, both in the United States and Europe, wishes to express his humble opinion that the position of the commercial traveler has far exceeded the title of avocation and he can justly lay claim to his position being a profession, and a careful analysis and study will prove his claim. The writer wishes to dedicate to the United Commercial Travelers of America a new twentieth century title for their profession, namely, "Ambassadors of Commerce."

For the commercial traveler, in order to justify his claims, must have the art of expression; must be able to mix in society; he must be all things to all men; he must take the initiative; be fully conversant and familiar with the quality and prices of his goods; ever ready for the unexpected; fully satisfied that the sun rises and sets in the firm and goods he represents; never be afraid of giving more than he is paid for; ever mindful of studying carefully the individuality and personality of the firm he represents, and then endeavor, so far as it is possible, to put into practice and carry out to the letter, their instructions and wishes; be happy and content in his position; be optimistic and shun pessimistic companions; avoid conversation that will not admit the presence of ladies; be guarded in his remarks; slow to criticise, magnanimous in praise—for the one will build up and the other destroy; study methods of speech.

Has Become Broad Minded.

Charity has become his stock in trade; he believes that every man has a right to his own views and respects him because of his regard at the ballot-box, sought for at the church, revered, loved and honored by his family; his cordial greeting and genial manner make him a favorite with all with whom he comes in contact.

The twentieth century commercial traveler has won his way to success and achievement by fully realizing, before entering, that every door through which he must pass has painted on it in large letters: "Push! Determination! Perseverance! Energy!" and that these four essentials are necessary for his success. He has learned by experience that silence is golden but that speech, delivered with heaps of enthusiasm, well seasoned with plenty of good common

sense, mixed well with plenty of tact and diplomacy, will bring forth the coveted order, and the size will be determined by the warmth and quality of the talk.

His Personal Appearance.

The weather, with all its seasons and varied changes, has no effect upon him; he realizes that it is important never to tell all he knows, that just as soon as a customer reaches his limitations he ceases to be interesting; he is careful about his apparel; is commented upon as being immaculate; is careful with his appointments; is dependable and regards an engagement as a sacred trust—such is the commercial traveler of the century through which we are so rapidly and surely passing. He must be the very embodiment of all that is attractive, honorable and fair, and, by all means, guard with all diligence the confidence reposed in him by his customers, for which he has toiled unceasingly days and nights, in many cases years, to obtain. He never changes an order without the consent of his customer; he makes good every promise.

RAISED RATES ON CANNED GOODS.

Protest Against Railways Which are Said to Discriminate.

London, Ont., June 2.—The freight on canned goods to London was one of the questions brought up at the Board of Trade meeting last Friday, when T. B. Escott, wholesale grocer, alleged discrimination by the railways against the Royal City.

He reported that on April 1 the railroads raised the freight on canned goods coming into the city. He understood that it was to this city only.

This, he said, gave other cities a great advantage over London in regard to competition. He thought that a committee ought to be appointed to deal with the matter and bring it before the railway commission, and see if the railroads could not be compelled to go back to the old rates.

The increase in rates from the different canning towns per hundred weight is as follows: Brighton, 2c; Colborne, 2c; Delhi, 3c; Dunnville, 5c; Picton, 3c; Niagara-on-the-Lake, 1c; Port Hope, 2c; St. Catharines, 1c; St. Davids, 1c; Simcoe, 3c; Strathroy, 1c; Trenton, 3c; Windsor, 1c.

Mr. Escott also brought up the notice sent to all shippers by the railroads to the effect that no goods would be received after two o'clock in the afternoon.

If this rule is not put into effect in other cities it will mean that they will have great advantages over London.

He said that the freight agents stated that they would not force the rule till other cities were put in line.

By this rule London shippers were thrown some 24 hours behind, as the noon mail does not arrive in time to get the goods ready for shipping by two o'clock.

This matter was also referred to the railroad committee to deal with.

EFFECTS OF JEALOUSY.

Traveler Refers to Petty Grievances Merchants Have Against Each Other.

Editor Canadian Grocer — As one moves among the merchants from town to town and from day to day he hears of the evil effects of the mail order trade in the stores, town and country, but the jealousy and bitter rivalry which exist among the merchants is doing themselves and their towns more injury than all other competition combined. Unless they adopt more up to date methods they must only blame themselves if their businesses go down until the trade is entirely lost. Instead of being united in supporting the interests of the town, and in trying to secure the trade that naturally belongs to them, they rather see it go to the large cities than to their competitors in their own town.

In many cases nine-tenths of the merchants have mournful stories to tell about the difficulties they are laboring under, but very few are willing to move out of their demoralized conditions and use proper means to improve the situation.

While it is admitted by the farmers and general buying public, that they need the local stores, and are willing to support them, many of the merchants have allowed their jealousy to run to such an extent that they are scarcely in condition to talk courteously to travelers and even to some of their customers.

GROCERY TRAVELER.

Ottawa, Ont., June 2, 1910.

TRADE NOTES.

T. Elliott, Bleury St., Montreal, is insolvent.

R. F. Cream, Quebec, was in Montreal last week.

L. W. Soucy, 892 Notre Dame St. West, Montreal, has sold his grocery business to Mr. Bousquet.

W. C. Christmas, Montreal, is in Ontario this week, and will make Toronto Hamilton and Newmarket.

Grabber of Illegitimate Discounts Criticized

Vice-President of Wholesalers' Association Arraigns Those of His Confreres Who are in the Habit of Doing This—Convention Favors Uniformity Between State and Federal Food Laws Want Strict Weight and Measure Law.

Louisville, Ky., June 1.—The acceptance of discounts by wholesale grocers from manufacturers and producers not entitled to grant them was severely criticized by F. R. Drake, vice-president of the National Wholesale Grocers' Association of the U.S., which was in convention here last week.

He cautioned them against any impression that the manufacturer is legitimate game to grab a discount from just because it can be done sometimes. He added: "Be good sports, you fellows—don't be pikers."

One of the most important reports considered was that of the committee on pure food legislation. Among the things which the wholesale grocers favor are the uniformity between state and national pure food laws; addition of a national weight clause, passage by states of a strict weight and measure law, investigation by legislative committees of the cost of high living and the question of cold storage, passage of acts providing for uniform bills of lading, uniform warehouse receipts and uniform negotiable instruments. The association has ordered the dating of food products.

Buying on Discount Plan.

Fred R. Drake, chairman of the purchase discount committee, made a report in which he said:

"In September we began our campaign by endeavoring to have bean growers and handlers of the Pacific Coast change the terms on which they sold their goods from a net arrival basis to a discount basis and in this effort we have been more or less successful by having the most prominent and influential growers and handlers of beans on the Pacific Coast accede to our request.

Following up the success of the Pacific Coast, we approached the Michigan Bean Jobbers' Association in January with the idea of having them change their terms from a net arrival basis to a discount basis. While the result of the vote taken was unfavorable to our request, we are advised that the argument of reasoning presented by our committee and the information sent to each member of the Michigan Bean Jobbers' Association, has made a lasting impression upon its members, and are in earnest hope that at their next annual meeting we may meet with more favorable consideration than was the case this past year.

"We took this matter up with the representative bean dealers in New York state without any better success, but feel that the foundations are laid which will eventually result in the growers and handlers of beans of Michigan and New York state modernizing their methods of doing business to more nearly correspond with the terms of the wholesale grocery trade of the United States.

"Your committee visited Milwaukee, Wisconsin, in an effort to have the largest and most representative handlers of dried peas conform their product, which is now sold upon a net arrival basis, to a discount basis and had hopes of success which were afterward doomed to failure, but which we believe by persistent effort can be brought to a successful conclusion on this article.

"During the year we have addressed communications to the largest packers of canned meats with the idea of having them have their terms conform to the terms of the wholesale grocery trade of the United States, and while we have not been successful during this present year, we advise that agitation be continued. We hoped also to report to you success in having obtained a cash discount on cheese but have been disappointed both by the difficulty in reaching any large organizations of cheese manufacturers and also by the great pressure of other matters affecting the members of our committee."

Getting Manufacturers' Ear.

The committee on manufacturers reported in part as follows:

"We find it is not the desire of the wholesale grocer to dictate to or demand anything from the manufacturers. However, we find a disposition on the part of the manufacturer to listen more to the jobber, and if we can succeed in convincing him, and he in turn gain confidence in us, our pathway in commercial life will not be so tough."

The report of the Publicity Committee was presented as follows:

"Your committee is unanimous in the belief that our report should be of a recommendatory nature only. We wish to very flatly and as forcefully as possible tell the wholesale grocers in this, their annual convention, that in many directions we are being grossly misrepresented. It comes to us that many of our legislators actually entertain the false impression that the wholesaler

grocer is an absolutely unnecessary factor in the chain of distribution.

"We feel that we are justified in believing that a large section of the public holds the unfortunate opinion that an association of merchants must, necessarily, be a price maintenance organization and that the activities of such bodies are always inimical to the general welfare. The National Wholesale Grocers' Association is probably now the most important of all of these trade organizations, and we believe that we can do no better than to take up for serious discussion ways and means to dispel these prevailing fallacies from the public mind.

No Time for Boosting Prices.

"The public ought to know that there are good associations and because there are some associations whose activities may have transgressed the law and been wholly selfish and misguided is no reason for the conclusion that the National Wholesale Grocers' Association is other than helpful to the public and conscientious in all of its actions and is in no way responsible for the acts or omissions of any other organization in the country.

"The National Wholesale Grocers' Association has all it can do twenty-four hours each day without meddling with prices or resorting to any secret or open action in restraint of trade, without making any 'gentlemen's agreements'; in short, their work for uniformity of enforcement and demonstration of food laws, of just and uniform bill of lading laws, negotiable instrument laws and statutes upon all commercial subjects, their fight on short weights, discriminatory trade practices, secret rebates, the subsidizing of salesmen and a hundred other activities of a wholly legitimate nature occupy their entire time.

"They realize that their power to benefit themselves and their neighbors in the trade along these just lines would be sorely crippled or utterly lost the moment they became greedy or selfish and endeavored to restrain trade in any way or to combine, orally or in writing, secretly or openly, for the maintenance of prices, the boycotting of rivals or the direct or indirect prejudices of any other factor in the trade."

TRADE NOTES.

Since the grocery store and business of the late Peter Anderson, Guelph, Ont., was taken over by Hood Bros., there has been another change in the firm. L. Hood, who with his brother, W. Hood, formerly of Benson Bros., purchased the business from the late Mr. Anderson, has retired and his place has been taken by Archie Benalliek, who was head clerk under the late Mr. Anderson.

Engaging the Services of a Lawyer by the Year

Is it Advisable to do This For a Nominal Sum or to Take Chances on Not Being Mixed up in Litigation?—Much Depends on Extent of the Business and the Side Issues—How it Might Sometimes Prove Profitable.

By a Vancouver Retailer.

To what extent does a grocer require the advice and services of a lawyer?

It is not a case of looking for trouble. Grocers are, as a rule, exemplary citizens, and among the most law-abiding. But, the average man actively engaged in business meets with questions and difficulties for the solution of which a lawyer is really required. At least, if he is not, it might be a saving of money to obtain his advice. The question is does the average grocer require legal assistance?

The grocer himself should be able to answer this question for his own satisfaction, but in so doing he should not be influenced by too great a caution to avoid additional expense. Admitting that grocers call in lawyers when difficulties are presented the question arises, is it best to engage them for particular cases, or is it more advisable to employ them by the year?

There are two old sayings that apply to this situation. One is "Penny wise, and pound foolish," and the other, "An ounce of prevention is better than a pound of cure."

Grocers are like the rest of the human species. They do not wish to lose any more money than is absolutely necessary, but if a legal point arises they cannot, generally speaking, see into the future. It is to provide this foresight that the lawyer may be of assistance. So many points arise that it is hardly worth mentioning them. There are written contracts, insurance matters, accidents perhaps, credit questions pertaining to his customers or his own relations with wholesalers; it may be in regard to real estate transfers or damage claims, all of which it may be preferable to have a lawyer's assurance if it is only to be on the safe side.

Paying Annual Sum.

A grocer might go to a lawyer he knew and tell him that he was prepared to pay him say \$25, more or less, as he saw fit, for his services for a year in the matter of giving advice. It might be that the grocer would see a whole year pass by and entirely escape legal matters. In that case he ought to give the money as a votive offering for his freedom from the worries he missed.

But these cases are very few. If a grocer has a lawyer thus engaged, some case arises on which he seeks advice im-

mediately. There is no lost time in debating whether it would be wise to spend the money, and in instances of this kind it has been found that it is always best to act without delay.

If a grocer finds himself involved in some case in which he has procrastinated in regard to seeking legal advice, and then at the last moment decides that there is no other alternative his cost is more than it would have been initially, for the lawyer is rushed to investigate the case, and delay in most instances is not a money saver.

As before stated a grocer's decision in this matter depends upon his individual circumstances.

This article is intended merely to call attention to this question. It is a business proposition, and if carried out may be valuable, and it is a sign of the live, wide-awake proprietor. All the big business concerns throughout the country have their own special legal advisers upon whom they call for numerous duties pertaining to business ventures or questions.

A grocer, too, if he employs a lawyer for two or three years on the above basis derives a good education, which might be so valuable, and so thorough as to dispense with his services afterward.

SHOP PHILOSOPHY.

By Frank Farrington.

The employer who has not the respect of his clerks will not have their co-operation.

The anti-substitution crusade has passed into ancient history, the general advertiser having come to a proper recognition of the independence of the retailer. For this do not forget to give your trade journal proper credit.

When you have a clerk who finds private conversation with friends more important than waiting on customers promptly, you can afford to let him go.

There are many expedients for the improvement of clerks. Raising wages is not one of them. More pay will not make a good clerk out of a poor one.

When the clerk gets into the habit of calling you "Jim" in the presence of customers, it is time to impress upon him the fact that you are his superior officer.

If the proprietor of a store chews gum or tobacco or smokes around the

store, it makes it that much harder for him to keep his clerks from such habits.

If you can't be on time to business, let there be reason for it. Excuseless tardiness is bad for any man. It is a fault that easily grows into a habit.

Better a scanty stock and a pleasing sales force than crowded shelves and grouchy clerks.

Did you ever know a man who become a successful merchant without being possessed of a large share of enthusiasm?

The customer who enters the store and finds no one to wait on him until he is tired and goes away, usually waits a long time before coming back again.

If you want a really big trade, don't confine your efforts to the classes. The masses spend the most money.

Keep watch for opportunities for uniting with other merchants to pull outside trade to town. Co-operation of this sort is a big winner.

If there are in town buyers of your goods who are in the habit of purchasing in considerable quantity and sending out of town, go after these people and make them customers. Give them right prices.

Be sure that all the outside surroundings of your store are in attractive condition at all times. It will make a great difference with the opinion of the public.

TRADE NOTES.

The Grocers' Association of Quebec city have decided to do all they can to help along the "Quebec Business Show" the object of which is to make better known a number of products which are as yet unfamiliar in the Quebec market.

At one of the recent meetings of the American Cranberry Growers' Association it was decided to launch an educational campaign designed to remove from the minds of the consumer the provincial belief that cranberries should be eaten only with poultry. According to the plans of this association, \$250,000 will be spent during the next five years to teach the housewife how to cook cranberries properly and to establish in the minds of consumers the importance of cranberries as a separate dish.

Display in a newspaper advertisement does not mean the largest possible type. It means the most conspicuous type, and that is not at all the same thing.

If you have a clerk who makes free use of the excuse "I forgot," you will notice that he never seems to forget pay-day.

The base-runner who stands with his feet glued to the bag may be playing it safe, but he isn't playing it to make any runs. There is more to success than just "playing it safe."

THROW A SPRAT TO CATCH A MACKEREL

You can't fish without good bait.

It's not the cost of the bait, but the knowledge of just what bait to use to catch the kind of fish you are after.

A want ad. in THE CANADIAN GROCER is the right kind of bait to use when you have any proposition of interest to grocery dealers, clerks or travellers.

The cost of advertisement will be very small compared with the results you will secure. 25c. or 50c. per insertion will pay for a want ad. which may prove worth dollars to you.

Every day you delay you are handicapping your business.

If it is a set of old-style scales you have to sell, why not get them out of the way and get the money for them which you can use in your business?

If you want to sell your business, let the men know about it who would be interested in buying it, and you will realize a higher price than if you only negotiate with two or three people.

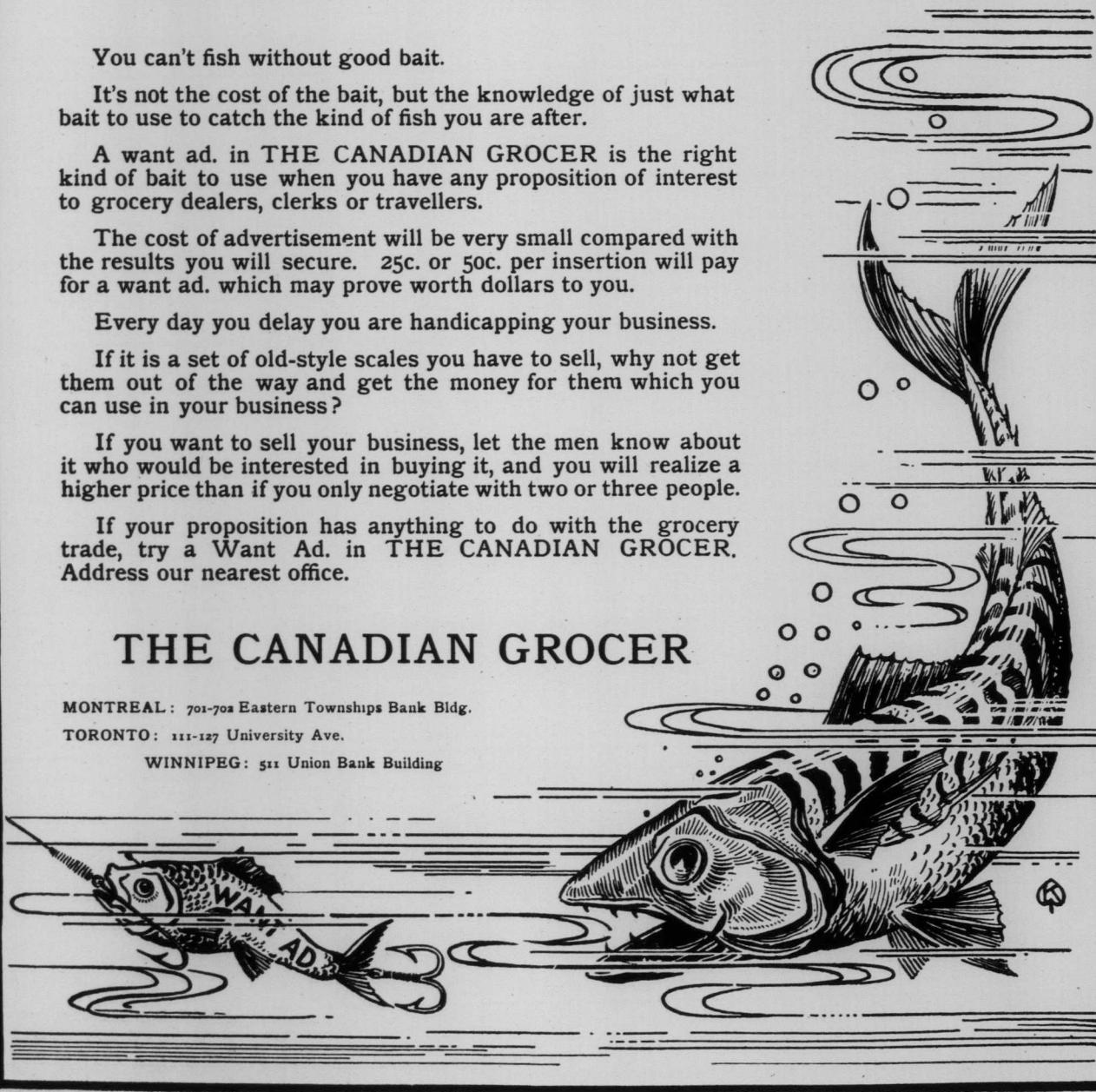
If your proposition has anything to do with the grocery trade, try a Want Ad. in THE CANADIAN GROCER. Address our nearest office.

THE CANADIAN GROCER

MONTREAL: 701-702 Eastern Townships Bank Bldg.

TORONTO: 111-127 University Ave.

WINNIPEG: 511 Union Bank Building



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The Markets—Sugar 60c. Dearer than Last Year

Season of Heaviest Consumption is About to Open With Price Away Above That Which Prevailed a Year Ago—Prospects are Bright for Heavy Fruit Crop — Sugar Market Interesting—Canned Goods in Demand With Stocks Light—Currant and Raisin Crops Suffering From Adverse Weather Conditions.

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

QUEBEC MARKETS

POINTERS—

Sugar—Firm at advance.
Japan Tea—Will be higher.
Currants—Higher for new crop.
Prunes—Scarce.

Montreal, June 2, 1910.

Sugar is firm at the recent advance and is selling much better than formerly.

There seems to be a weather conspiracy against trade in general. Nearly every day it has rained for some hours and thus deterred many country buyers, who would otherwise have been coming in, from doing so. A recent newspaper report states that every thirty-five years we have an exceptionally rainy spring and summer, and this is the year we get it. Whatever the cause the trade would be glad of even a temporary respite.

The currant situation in Greece is attracting much attention in this connection. The rains have done serious damage to this year's crop and, according to recent advices, there is sure to be a shortage. This will be even greater if the policy of uprooting 25 per cent. of the vines is followed out.

Japan teas have had similar experiences, and as a result the price will be unexpectedly high for the first picking. Collections locally have been unsatisfactory of late. A few weeks of bright weather would help matters in general wonderfully.

Sugar—Sugar remains steady at the advance of last week, with a much better sale than before. Raw sugars have dropped considerably below the 15s point, which preceded the rise in refined, but the situation continues firm, and it is not likely that any immediate change will take place in refined.

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

Syrup and Molasses—The demand for molasses is improving and, though the orders are small, they are large numerically. The recent depression seems to

have finally been overcome. Syrup sales are good, and prices of all lines are firm.

Fancy Barbadoes molasses, puncheons	0 26	0 38
" " " barrels	0 88	0 39
" " " half-barrels	0 40	0 41
Choice Barbadoes molasses, puncheons	0 81	0 33
" " " barrels	0 34	0 36
" " " half-barrels	0 36	0 38
New Orleans	0 27	0 28
Antigua	0 30	
Porto Rico	0 40	
Corn syrups, bbls.	0 03 1/2	
" " 1-bbls.	0 03 1/2	
" " 1-bbls.	0 03 1/2	
" " 35-lb. pails	1 80	
" " 25-lb. pails	1 30	
Cases, 2-lb. tins, 2 doz. per case	2 50	
" " 5-lb. " 1 doz. "	2 85	
" " 10-lb. " 1 doz. "	2 75	
" " 20-lb. " 1 doz. "	2 70	

Tea—Recent cable advices from Japan state that rainy weather has had a bad effect on the first crop, and, as a result, has had a hardening tendency as regards prices. This dissipates the idea early advices encouraged, that prices might be slightly lower this year for first arrivals.

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

Coffee—There is a fair demand for coffees, Santos probably being first in this regard. Other lines are firm. No changes in price have been noted.

Mocha	0 18 1/2	0 25	Santos	0 14	0 17
Rto. No. 7	0 10	0 12	Maraoaibo	0 15	0 18

Spices—Spices are still in strong demand at former quotations. Country orders are coming in freely, and many of the local manufacturers are working overtime.

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

Dried Fruits—Local stocks of prunes are running low and prices are stiffening on account of the short crop last year. Owing to the poor quality of Valencias this year they are having a very slow sale.

Reports from Patras, Greece, show that prices are going to be higher for currants. The cause is the abnormal amount of rain this spring.

Currants, fine filatras, per lb., not cleaned	0 06 1/2
" " cleaned	0 06 1/2
" Patras, per lb.	0 07 1/2
" Vostizzas, per lb.	0 08
Prunes—	
40-50	0 09
50-60	0 08
60-70	0 07
70-80	0 06 1/2
80-90	0 06
90-100	0 05 1/2
Raisins—	
Australian, per lb., (to arrive)	0 08 1/2
Old seeded raisins	0 90

" fancy seeded, 1-lb. pkgs.	0 09
" loose muscatels, 3-crown, per lb.	0 07 1/2
" " " 4-crown, per lb.	0 08 1/2
" sultana, per lb.	0 07 1/2
Malaga table raisins, Rideau clusters, per box	2 25
Valencia, fine off stalk, per lb.	0 05
" select, per lb.	0 06
" 4-crown layers, per lb.	0 06 1/2

Nuts—Reports have been spread from time to time this season that there was a shortage in the Brazil crop. Recent dispatches show that, while probably less than last year, the crop this year will be fully up to normal, and there should be little or no change in quotations from last year.

All lines locally are steady at former prices. Peanuts are selling well, other lines dull.

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

Shelled—		
Almonds, 4-crown selected, per lb.	0 32 1/2	0 35
" " 3-crown " "	0 31 1/2	0 33
" " 2-crown " "	0 30	
" (in bags), standards, per lb.	0 26	0 27
Cashews	0 15	0 17

Peanuts—		
Spanish, No. 1	0 12	
Virginia, No. 1	0 13	0 15
Pecans, per lb.	0 65	
Pistachios, per lb.	0 75	
Walnuts—		
Bordeaux halves	0 28	0 30
Broken	0 23	0 27

Evaporated Apples—The situation is much the same as last week. Exports continue good with local trade practically dead. The price for export is about 6 1/2 cents.

Evaporated apples, prime	0 08
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Beans and Peas—Beans are moving more freely, both for export and local consumption.

Peas are quiet, both lines being held at former quotations.

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

Rice and Tapioca—The tapioca market is still firm and there does not appear to be any likelihood of a decline for some time to come. There is a decided scarcity of supplies for shipment to Montreal next month. If nothing occurs to help the situation there promises to be a shortage.

Rice is firm at former quotations.

Rice, grade B, bags, 250 pounds	2 75	
" " " 100 "	2 75	
" " " 50 "	2 75	
" " pockets 25 pounds	2 85	
" " " 12 1/2 pounds	2 95	
" grade A.C., 250 pounds	2 65	
" " " 100 "	2 65	
" " " 50 "	2 65	
" " pockets 25 pounds	2 75	
" " " 12 1/2 pounds	2 85	
Tapioca, medium pearl	0 08 1/2	0 08

MONI showing of good in glass

Veget fish, lob

Peas, stand
Peas, early
Peas, sweet
Peas, extra
Peas, gallor
Pumpkins—
Beans, doze
Corn, dozen
Tomatoes, d
Strawberries
Raspberries
Peaches, 2's
Peaches, 3's
Pears, 2's, d
Pears, 3's, d
Plums, Gree
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Lawtonberri
Clover Les
1-lb. flats, p
1-lb. flats, p
Other ain
Humpbacks,
Cohoes, doz
Red Spring,
Red Sockeye
Lobster Futu

1-lb. flats,
1-lb. flats,
Compressed
beef, 1s...
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beef, 2s...
English bra
Boneless pig
Ready lunch
1s...
Ready lunch
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Strawberries,
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Pears, 2's...
Plums, 2's...
Tomatoes, 3's
Corn, 2's...
Beans, 2's
Peas, 2's...

TORON

and at goods are short sup raspberrie same tin canned go slightly u quires se light and val just v should go the dictat good sens in favor of being an

Salmon receive ca grocer. S reliable a year of tl may be a fact that enty cents

THE CANADIAN GROCER

CANNED GOODS

MONTREAL.—There is a change showing clearly in canned fruits. Sales of goods in cans are falling off, while in glass they show an increase.

Vegetables continue to sell well. In fish, lobsters and salmon hold their own.

Peas, standard, dozen	01 06
Peas, early June, dozen	1 07 1 10
Peas, sweet wrinkled, dozen	1 10 1 12
Peas, extra sifted, dozen	1 52 1 60
Peas, gallons	3 87 3 92
Pumpkins—3 lb., \$1.00; gallon, \$3.00	
Beans, dozen	0 87
Corn, dozen	0 80 0 82
Tomatoes, dozen (Ontario and Quebec)	0 85 0 90
Strawberries, dozen	1 50
Raspberries, 2s, dozen	1 89
Peaches, 2s, dozen	1 70
Pears, 2s, dozen	2 65
Pears, 3s, dozen	1 65
Pears, 3s, dozen	2 40
Plums, (Greengage), dozen	1 60
Plums, Lombard, dozen	1 00
Lawtonberries, 2s, dozen	1 60
Clover Leaf and Horseshoe brands salmon—	
1-lb. talls, per dozen	1 87
1-lb. flats, per dozen	1 30
1-lb. flats, per dozen	2 02
Other salmon—	
Humpbacks, dozen	0 95 1 00
Cohoos, dozen	1 35 1 40
Red Spring, dozen	1 60 1 65
Red Sockeye, dozen	1 85 2 00
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 65
Compressed corned beef, 2s	2 90
English brawn, 2s	3 00
Boneless pigs' feet, 2s	3 00
Ready lunch veal loaf	1 30
Ready lunch veal loaf	2 40
Roast beef, 1s	1 65
Roast beef, 2s	2 90
Stewed ox tail, 1s	1 60
Stewed kidney, 1s	1 50
Stewed kidney, 2s	2 65
Minced collops, 1s	1 40
Minced collops, 2s	2 50
Corned beef hash, 1s	1 63
Corned beef hash, 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
Sliced smoked beef, 1s	1 60
Sliced smoked beef, 1s	2 60

Strawberries, per case	3 10
Lawtonberries, 2s	3 30
Raspberries, 2s	3 67
Apples, gallon, per dozen	1 40
Peaches, 2s	3 50
Pears, 2s	3 30
Plums, 2s	2 00
Tomatoes, 3s	2 10
Corn, 2s	1 80
Beans, 2s	1 75
Peas, 2s	2 25 2 40

WINNIPEG.—The demand on the part of camps in every part of the country has surpassed expectations, and the way it continues is surprising. Strawberries and gallan apples have been advanced locally, while corn is down a few points.

Strawberries, per case	3 10
Lawtonberries, 2s	3 30
Raspberries, 2s	3 67
Apples, gallon, per dozen	1 40
Peaches, 2s	3 50
Pears, 2s	3 30
Plums, 2s	2 00
Tomatoes, 3s	2 10
Corn, 2s	1 80
Beans, 2s	1 75
Peas, 2s	2 25 2 40

TORONTO.—The market is strong and at the present moment canned goods are valuable stock. There is a short supply in peas, beans, cherries, raspberries and strawberries. At the same time the demand is good and canned goods are quite firm with a slightly upward tone. The result of inquiries seems to be that stocks are light and there is likely to be an interval just when demand is keen. Grocers should govern themselves according to the dictates of their own experience and good sense, but everything seems to be in favor of canned goods at present as being an article worth while booming.

Salmon is another line that should receive careful consideration from every grocer. Stocks are light, according to reliable authorities, and this is the year of the short run. Canned goods may be a little higher this year. The fact that sugar is about sixty or seventy cents higher than at this time a

year ago is likely to have an effect towards strengthening the price.

It might also be said in regard to salmon that the preferred brands are pretty well cleaned out. It is expected that the new catch will open \$1 a case in excess of the opening price last year.

Beans	0 00 0 90	Red pitted cherries, 2s	1 75
Corn	0 80 0 85	Gallon apples	2 45 2 75
Peas	1 10 1 60	Bartlett pears	1 65
Pumpkins	0 80 0 90	Heavy syrup, 2s	1 65
Tomatoes, 3s	0 85 0 90	Light " 2s	1 15
Strawberries, 2s	1 42 1 55	Heavy " 3s	2 40
Raspberries, 2s	1 62 1 70	Light " 3s	1 70
Peaches, 2s	1 60 1 65	Lombard plums, 2s	0 80 0 85
" 3s	2 65		
Lawtonberries	1 65		
Clover Leaf and Horseshoe brands salmon:			
1-lb. talls, dozen	3 00	Red Spring, doz.	1 85
1-lb. flats, dozen	1 37		
1-lb. flats, dozen	2 15		
Other salmon prices are:		Lobsters, halves, per dozen	2 00 2 20
Humpbacks, doz	0 95 1 00	Lobsters, quarters, per dozen	1 40
Cohoos, per doz	1 45 1 50		

ONTARIO MARKETS

POINTERS.—
Sugar—Buying active.
Canned Goods—Good demand.
Currants—High market expected.

Toronto, June 2, 1910.

From jobbers come the reports that the spring trade is encouraging. They do not mention any particular stock as being outstanding, but referring to the general markets assert that the situation is favorable.

Sugar continues strong with the tendency toward higher prices especially if fine weather prevails together with heavy fruit crops. The expectations among fruitmen are for even better crops than last year. Sugar at present is between sixty and seventy cents higher than this time last year.

Dried fruits display an interesting situation in some of the stocks and currants and raisins should receive attention for a time. Canned goods are also strong and stocks in some lines are becoming light. The canned goods market including salmon is dealt with in the following reports.

Evaporated apples are stronger as are also prunes. Apricots are fair. The dried fruit list is worthy of attention.

Sugar—An active week in sugar transactions followed the recent increase of ten cents. An authority on the situation stated that more sugar moved during the week than during the previous month. Just how to explain that state of affairs is not easy, but it was perhaps due to the fact that the trade was holding out expecting a movement in the opposite direction in spite of the warnings that were being sent out. Then when the increase came they sent in their orders fearing that a still further increase might follow. The market is firm and the prospect is bright. The weather is going to have an effect on the situation. It will be, however, in an indirect manner. The reports regard-

ing the fruit outlook are favorable. Warm weather will settle the matter. There is every indication of heavy berry crops and other fruits are promising. Fine weather, however, is needed, hence the applicability of the statement that the sugar market is to a certain extent dependent on sunshine and smiles from the weather man.

If the fruit crop turns out to be as heavy as now expected, and there is no reason to believe it will not be, sugar will be in great demand. Fruit men are anticipating a good season and those dealing in sugar feel that they will have a heavier business than heretofore. Under these conditions, sugar is good holding. This statement was made and if there has been any change it has been in support of this expressed opinion.

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
" " " " 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.	

Dried Fruits.—There is a firm tone to the prune market, due largely to the reports that the Santa Clara Valley crop has suffered severely. Both futures and spots are firmer. Present business is fairly good. The market in Valencia raisins is reported firmer. Locally the supply is not heavy, apparently but few being held. Certain houses have instructed their travelers to quote them at six cents. Reports from Spain regarding the growing raisin crop are not favorable. A drought has prevailed, they state, and the crop gives evidence of being only half of last year's. A letter dated May 21st dwelt upon the scarcity of rain and the effect that was expected this would have on the crop.

Currants are apparently suffering from weather conditions directly opposite to those existing in the raisin district. Continued rains in Greece have had a bad effect and futures are likely to be high. The price on spots has been increased in sympathy. Growers are reported to be asking from two to three shillings a cwt. more than last year's quotations for the new crop. The market in both raisins and currants is interesting at present and will bear close watching by the grocer who is looking toward his best interests.

Prunes—		Per lb
30 to 40, in 25-lb. boxes	0 11	0 11
40 to 50 " "	0 08	0 08
50 to 60 " "	0 07	0 07
60 to 70 " "	0 07	0 07
70 to 80 " "	0 06	0 06
80 to 90 " "	0 06	0 06
90 to 100 " "	0 05	0 05
Same fruit in 50-lb. boxes 1/2 cent less.		

THE CANADIAN GROCER.

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.

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VICTORIA, B.C.

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

Correspondence Solicited.

VICTORIA FRUIT GROWERS' ASSOCIATION

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

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VANCOUVER, B.C.

Correspondence
Solicited

Highest
References

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THOUSAND** pairs of
eyes—interested eyes—rest
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a year. By the use of an
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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

Apricots—
Standa
Choice,
Fancy,
Candied
Lemon...
Orange...
Figs—
Eldon, F
Tappeta,
Bag figs,
Dried app
Currants—
Fine Filla
Patras...
Uno
Raisins—
Sultana...
" fa
" ex
Valencas,
Seeded, 1
" 16
" 12
Dates—
Hallowes
Sains.....

Syrup
not cha
not bris

Syrups—
2 lb. tins, 2
in case...
5 lb. tins, 2
in case...
10 lb. tins, 1
in case...
20 lb. tins, 1
in case...
Barrels, per
Half barrel
Quarter " 25
Pails, 50 lbs
" 25

Olives—
the olive
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Nuts—
no heavy
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particular

Almonds, Fo
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" sh
Walnuts, Gre
" Bo
" Ma
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Filberts.....
Pecans.....
Brazil.....
Peanut, roa

Rice and
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Rice, stand B
Standard B. f
Montrea
Rangoon.....
Patna.....
Japan.....
Java.....
Carolina.....
Sago.....
Seed taploca
Taploca, medi

Teas—A
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Coffee—T
Dealers re

Rio, roasted...
Santos, roasted
Maracaibo, "

Spices—C
prices have
Peppers, black
" white
" whole
black.....
Peppers, whole
white.....
Ginger.....
Cinnamon.....
Nutmeg.....

THE CANADIAN GROCER

Apricots—		
Standard	0 15	
Choice, 25 lb boxes	0 15	
Fancy	0 17	
Candied and Drained Peels—		
Lemon	0 09 0 11	Citron 0 14 0 17
Orange	0 11 0 12	
Figs—		
Almas, per lb	0 08 0 10	
Tapeta, " extra fancy	0 03 0 04	
Bag figs	0 03 0 04	
Dried peaches	0 08 0 08	
Dried apples	0 08	
Currents—		
Fine Filiatras	0 06 0 07	Vostizzas 0 08 0 09
Patras	0 07 0 08	
Unbleached raisins		
Raisins—		
Sultans	0 06 0 07	
" fancy	0 08 0 09	
" extra fancy	0 08 0 09	
Valencia, new	0 05 0 06	
Seeded, 1 lb packets, fancy	0 08	
" 16 oz packets, choice	0 07	
" 12 oz "	0 06	
Dates—		
Hallowees	0 05 0 05	Fards choicest 0 10
Sairs	0 05	

Syrup and Molasses—Conditions have not changed in this market. Business is not brisk and sales are light.

Syrups—	Per case	Maple Syrup—	
2 lb. tins, 2 doz.	2 50	Gallons, 6 to case	4 80
" in case		" Quarts, 24 "	5 40
5 lb. tins, 2 doz.	2 85	" Pints, 24 "	3 00
" in case		Molasses—	
10 lb. tins, 1 doz.	2 75	New Orleans,	
" in case		medium	0 28 0 30
20 lb. tins, 1 doz.	2 70	New Orleans,	
" in case		bbls.	0 26 0 28
Barrels, per lb.	0 03	Barbadoes, extra	0 45
Half barrels, lb.	0 03	fancy	0 45
Quarter "	0 03	Porto Rico	0 45 0 52
Falls, 38 1/2 lbs. ea.	1 80	Muscovada	0 30
" 25 "	1 30		

Olives—Reports from Spain state that the olive crop is rather poor and that prices are advancing. It is supposed that the cause for this condition is the weather which, as referred to in another column, is affecting the raisin crop.

Nuts—The market is steady but with no heavy business doing. The situation is firm all along the line with almonds particularly so.

Almonds, Formigette	0 11
" Tarragona	0 11 0 12
" shelled	0 32 0 35
Walnuts, Grenoble	0 12
" Bordeaux	0 11
" Marbots	0 12
" shelled	0 29 0 30
Filberts	0 12 0 13
Pecans	0 18 0 19
Brazil	0 15 0 16
Peanuts, roasted	0 08 0 12

Rice and Tapioca—Tapioca strong with demand fair. Rice moving quietly.

Rice, stand. B.	Per lb.
Standard B. from mills, 500 lbs. or over, f.o.b., Montreal	0 02 0 03
Rangoon	0 03 0 04
Patna	0 05 0 06
Japan	0 04 0 05
Java	0 06 0 07
Carolina	0 10 0 11
Sago	0 06 0 06
Seed tapioca	0 06 0 06
Tapioca, medium pearl	0 05 0 05

Teas—A firmer tone prevails particularly in Congos which are about 18 to 21 per cent. higher than last year attributed to the crop being shorter.

Coffee—The market remains unchanged. Dealers report sustained demand.

Rio, roasted	0 12 0 15	Mocha, roasted	0 25 0 28
Santos, roasted	0 13 0 17	Java, roasted	0 27 0 33
Maracaibo, "	0 14 0 20	Rio green	0 10 0 11

Spices—Ginger is firmer. Otherwise peppers have not been in any way affected.

Peppers, black	0 15 0 18	Cloves, whole	0 25 0 25
" white	0 22 0 25	Cream of tartar	0 25 0 25
" whole		Allspice	0 14 0 16
black	0 16	" whole	0 14 0 16
Peppers, whole	0 23	Mace, ground	0 75 0 80
white	0 23	Mixed pickling	
Ginger	0 23 0 25	spices, whole	0 15 0 16
Cinnamon	0 21 0 23	Cassia, whole	0 20 0 25
Nutmeg	0 30 0 30	Celery seed	0 24

Evaporated Apples—Demand moderate with sales mostly in small lots.

Evaporated apples 0 06

Beans—Market is dull. Business amounts to only small jobbing.

Prime beans, per bushel 2 10

Hand-picked beans, per bushel 2 25

MANITOBA MARKETS

POINTERS—

Advances—Sugar, evaporated apples.

Firmer—Beans, tapioca.

Out of Stock—Fard dates.

Winnipeg, June 2, 1910.

This week wholesalers and their travelers report a lull in the brisk buying tendency which has prevailed for several weeks. This condition is welcomed in one respect since it not only gives wholesalers and manufacturers an opportunity to get a little stock ahead, but it insures better permanent conditions. The retailers are all well stocked and the tendency to overstock has been altogether too prevalent.

Fine weather keeps the farmer at home and it is only occasionally that the rural merchants are visited, but the trade is excellent for a wide range of goods. Advances and shortages are again reported but things are likely to become adjusted shortly.

Sugar—The market went up 10 cents here last week and the change was not surprising since the N.Y. market has been in advance of western Canada prices for some time. The trade in icing, powdered and lump, is excellent just now, and these lines are particularly strong. The price in Saskatchewan is above Manitoba and the following prices hold for Manitoba alone:

Montreal and B.C. granulated, in bbls.	5 75
" in sacks	5 80
" yellow, in bbls.	5 35
" in sacks	5 30
Icing sugar, in bbls.	6 35
" in boxes	6 55
" in small quantities	6 55
Powdered sugar, in bbls.	6 15
" in boxes	6 35
" in small quantities	6 50
Lump, hard, in bbls.	6 65
" in sacks	6 75
" in 100-lb. cases	6 65

Foreign Dried Fruits—There are no changes in prices to report this week. The output is all that can be expected and the majority of stocks are going into retailers' hands. Although the camp supply is good, the camps depend more upon canned goods. It is believed that it is the camp demand for peaches and apricots that keeps these lines firm. The fard dates are sold out in several wholesale houses and there is very little in town. We cannot quote them.

Smyrna Sultana raisins, uncleaned, per lb.	0 06 0 11
" cleaned, per lb.	0 09 0 13
Valencia raisins, Rewley's, f.o.s. per case, 28's.	1 65
" " selects "	1 80
" " layers "	1 95

California raisins, choice seeded in 1-lb. packages	0 06
" " fancy seeded, in 1-lb. packages	0 06 1/2
" " choice seeded in 1-lb. packages	0 07 1/2
" " fancy seeded in 1-lb. packages	0 08 1/2
Raisins, 3 crown muscatels, per lb.	0 06 1/2
Prunes, 90-100, lb	0 05 1/2
" 80-90 "	0 05 1/2
" 70-80 "	0 08 1/2
" 60-70 "	0 07
Prunes, 50-60 "	0 07 1/2
Prunes, 40-50, lb	0 08 1/2
Silver prunes, ac.	0 09 1/2
to quality	0 12 1/2
Currents uncleaned, loose pack, per lb.	0 06 1/2
dry, cleaned, Filiatras, per lb.	0 06 1/2
Filiatras, in 1-lb. pkg. dry, cleaned, per lb.	0 07 1/2
Pears, per lb.	0 09 0 15
Nectarines, lb.	0 09 1/2
Dates, per lb.	0 08 1/2
Hallowes, bulk	0 06 1/2
Dates, packages	0 07
30 in case	0 07
Apricots, stand-ard, per lb.	0 15
Figs, per lb.	0 04 1/2 0 05
Apricots, choice	0 15 1/2
Peel, lb. lemon	0 09 1/2
" orange	0 10
Plums, pitted, lb	0 11 0 12 1/2
" citron	0 13 0 18

Syrup and Molasses—Last week's advances are maintained rigidly and there is no change in the demand. Further advances, however, are not looked for at once since competition keeps prices normal.

Syrups—	
24 lb. tins, per case	2 25
12 5-lb. tins, per case	2 37
6 10-lb. tins, per case	2 51
3 20-lb. tins, per case	2 55
Half bbls., per lb.	0 04
Barbadoes molasses in 1/2-bbls., per gal.	0 60
Gingerbread molasses, 1/2 bbls., per gal.	0 40
New Orleans molasses, 1/2 bbls., per gal.	0 33 0 35
Challenger, 6 10-lb. tins, per case	2 16

Nuts—Almonds are held strongly and the trade is in excellent condition. Walnuts have been reduced, due to the fact that cold storage stuff is on the market and this naturally cannot command as good a market.

Shelled Walnuts, in boxes, per lb.	0 31
" small lots, per lb.	0 32
Almonds, in boxes, per lb.	0 25
" small lots, per lb.	0 26
Peanuts, Japan, per lb.	0 13 0 16

Rolled Oats—Last week's prices prevail and the output has increased, due to the increased energy recently put into the trade.

Rolled oats, 80 lb. sacks, per 80 lbs.	1 75
" 40 " " 40 "	0 90
" 20 " " 20 "	0 45
" 80 " " (8, 10s)	2 16

Beans—A much stronger bean market prevails just now. The demand for beans from every part of the west has been excellent and will no doubt continue.

3-lb. picker, per bushel	2 25
Hand picked, per bushel	2 35

Evaporated Apples—The revival in this market has evidently come to stay. Quality rules the price and it will not be surprising to see a 12 cents quotation very soon. The present market is about 9c.

Tapioca and Sago—The tapioca market is certainly on the rise and higher prices are sure to come in both lines. The demand has been heavy and the prospect for a continued good market is in view.

Pearl tapioca, per lb.	0 06
Sago, per lb.	0 06

NOVA SCOTIA MARKETS.

Halifax, N.S., June 2, 1910.

The local grocery markets are in excellent condition at the present time. Business in all lines is reported good

THE CANADIAN GROCER

and the prospects are that it will continue. Mackerel are now striking in along the coast, and as prices are high for this class of fish a lot of money will be put in circulation.

There has been a drop of one cent per pound in butter, but the dealers say that the cut should be greater. A jobber remarked this week that prices are often quick to advance, but slow to drop. The decline in prices here is not to be compared with Montreal, the market there, according to advices received, being much easier. The best butter is selling at 28 cents per pound. There is a fairly good supply of eggs coming on the market now, but the demand is rather light. They are now selling at 19 cents per dozen.

Canned goods and preserved fruits are in good demand, but the sales of smoked meats are limited, owing to the prevailing high prices.

Stocks of vegetables (outside potatoes) are pretty well cleaned up. The potatoes now offered for sale wintered well, and they are considered excellent stock for the season of the year. The U.S. cabbage coming on the market is of poor quality. The price is high and the dealers do not care about handling large quantities, as they claim that there is no money in it just at present.

Green truck is coming on the market in large quantities now. The grocery stores are brightened up by the addition of rhubarb, spinach, lettuce and radishes. The quality of the U.S. strawberries received so far this season is fairly good and the retail price, twenty cents a box, is considered to be fairly reasonable.

The importations of molasses into Halifax this season continue heavy. Two schooners arrived here this week with large cargoes. One from Barbadoes brought 552 puncheons, 81 hogsheads, and 91 barrels. Another from Trinidad landed 250 puncheons, and 430 barrels. The price of molasses is firm, and the demand is fairly good.

Creamery prints	per lb.	0 30	0 32
Creamery solids	per lb.	0 28	0 29
Dairy, tubs, lb.	0 25	0 25	
Fresh eggs, doz.	0 20		
Sugars—			
Extra Standard,			
granulated	5 15		
Austrian, bags,			
granulated	5 05		
Bright yellow	4 85		
No. 1 yellow	4 75		
Flour h. wheat			
per bbl.	6 40	6 50	
Flour, Ontario			
blends, bbl.	5 75	5 85	
Cornmeal, bag	1 70	1 75	
Oats	0 54	0 55	
Pork, American			
per bbl.	28 00		
Pork, clear bbl	31 50	32 00	
Beef, American			
plate per bbl.	18 75		

Beef, Canadian	per bbl.	18 00
Hams smoked	0 16	
Pork, fresh	0 10	0 11
Codfish, quintal	5 50	
Herring, pickled		
per bbl.	5 00	
Apples, per bbl.	1 50	3 00
Potatoes—		
P. E. Island, bag	1 50	
Nova Scotia	1 50	
Onions, Spanish		
per lb.	0 02	
Onions, American,		
per lb.	0 02	
Onions, Canadian,		
per bag	1 60	1 75
Molasses, fancy		
Barbados, bbl.	0 37	
Molasses, fancy		
Barbados, gal.	0 32	0 35
Beans, bushel	2 28	
Rolled Oats, bbl.	5 25	5 40

BRITISH COLUMBIA MARKETS.

Sugar, standard		
granulated	5 80	
Sugar, imported	5 25	
Val. raisins, lb.	0 06	0 07
Cal.	0 07	
Prunes	0 05	0 07
Currants	0 06	0 07
Dried apricots	0 11	0 13
Flour, Standard,		
bbl.	6 90	
Cornmeal, p. 100		
lbs.	2 80	
Beans, per lb.	0 05	0 04
Rice, per ton	68 00	76 00
Tapioca, per lb.	0 03	
Apples, box	2 75	3 00
Evaporated		
apples	0 08	
Butter, Eastern		
dairy in tubs	0 25	
Butter, Eastern		
dairy, choice	0 34	0 36

Butter, local		
creamery	0 35	
Butter, Western	0 22	0 25
Eggs, California	0 30	
Eggs, local	0 28	0 30
Cheese, Ontario	0 14	0 15
Manitoba	0 14	
Bacon	0 24	0 30
Lard, pure	0 20	
Lard, compound	0 17	
Potatoes—		
Ashcroft, ton	40 00	
Local, ton	23 00	
Cal. Burbanks	25 00	
Canned Goods—		
Peas, Early June	1 35	
Tomatoes	1 27	
Corn	1 02	
Apples	2 45	
Strawberries	2 15	
Raspberries	1 40	

NEW BRUNSWICK MARKETS.

Sugar—		
Standard gran.	5 40	5 50
Austrian	5 30	5 40
Yellows	4 90	5 30
Flour, Manitoba	6 35	6 45
Ontario	5 55	5 85
Cornmeal, bags	1 55	1 60
bbls.	3 15	3 20
Rolled oats, bbls	5 00	5 10
Buck wheat,		
west, grey, bag	2 90	3 00
Val. raisins, lb.	0 05	0 06
Cal. raisins, seed-		
ed	0 07	0 08
Orrants, lb	0 07	0 07
Prunes, lb	0 05	0 09
Rice, lb	0 03	0 03
Beans, hand		
picked, bus	2 20	2 25
Beans, yellow		
eye, bus	3 50	3 65
Cheese, new, lb	0 14	0 14
Lard, compound		
lb.	0 14	0 14
Lard, pure, lb.	0 17	0 17
Pork, domestic		
mess.	28 00	28 50
Pork, American		
clear	29 50	32 00

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

BERMUDA ONIONS IN TEXAS.

The extent to which the "Texas" Bermuda onion has gained a footing on the market substantiates the statements that Texas has stolen a large part, if not all, of Bermuda's onion trade. Climate conditions were about equal and where Bermuda boasted of a few thousand acres, the Lone Star state had thousands of square miles to devote to the culture of the onion. Planters went from Texas and secured the entire output of onion seed, and Bermuda, where the onion has deteriorated, finds its expected source of regeneration cut off in the time of need.

This change has come about within five years. Last year Texas grew and shipped 3,000 carloads, delivered by truck express to seaboard and interior points and never glutting the market with an over-supply. In the season Hamilton, Bermuda, was able to make but two shipments a week, in passenger steamers, and all delivered in New York. Bermuda ships now less than a quarter of what its output was when the market was all its own.

COMPLAIN OF BUTTER QUALITY.

Guelph, Ont., June 2.—Guelph grocers are having a great deal of difficulty in getting good butter. On the market on Saturday morning the range of prices for

butter from 18c to 25c a pound was in keeping with the wide range in quality. In this connection, J. A. McCrea stated to your correspondent, that a great deal of the butter brought in by farmers was not fit to sell, and that it was with considerable difficulty that he was able to secure three or four sources from which to get cream separator butter, almost equal in quality to creamery butter, which he could sell at 25c a pound. R. Robinson, of Robinson Bros., complained of the same difficulty. "There is no money in handling either butter or eggs," he said, and they only dealt in them to accommodate their customers.

PROTECTING THE CONSUMER.

New York, June 2.—George Stadtlander, proprietor of a large grocery store in New York City, and president of the New York Retail Grocers' Association, displays the following sign, which was one of the resolutions passed at a recent meeting, in his store window: "That the members of the New York Retail Grocers' Association will not weigh or sell wooden dishes with butter. Net weight is our motto."

By actual weight twenty-one of the ordinary wooden butter trays weigh one pound and these when weighed with butter mean that the consumer is paying from 30c to 32c a pound for wood. The butter is first weighed and placed on the tray afterwards.

TRADE NOTES.

The Travelers' Club, London, Ont., opened their new building last Friday night with an old-fashioned house warming.

The retail grocers of London, Ont., began their Wednesday half holiday on Wednesday afternoon, June 1st. The annual excursion of the Retail Grocers' Association of that city takes place on June 15 to Detroit.

TO THE ONLOOKER.

The Grocer recently received a communication signed "The Onlooker" which if published would make interesting reading, but for some reason or other he has neglected to sign his name. That prevents, of course, the publication of the communication which refers to the recent Ontario Wholesale Grocers' Exchange convention.

If correspondents would always send their names—not necessarily for publication but as a matter of good faith—it would insure recognition of their communications and their names would as well be held absolutely confidential if so requested.

OPPORTUNITY

IS KNOCKING AT YOUR DOOR!

The chance of your lifetime is now offering to place your goods on the booming Western market; there is money here to spend on just the goods you manufacture. Take time by the forelock and let us handle your wares for you on a reasonable commission basis. We will give you sound advice as to trade conditions, demands and opportunities, and you'll find our service conscientious and thorough.

Our large track warehouses at the leading strategic business points offer unequalled facilities for shipping and storage.

Write us to-day, advising fully what you have to sell!

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WINNIPEG REGINA EDMONTON CALGARY FT. WILLIAM

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



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Reindeer Condensed Milk

The dealer wins customers by selling reliable
goods that give satisfaction.

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

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New cheese are now in.
We can ship promptly either
large or twins.

We have a few only of last
year's cheese. They are now in
prime condition and sure to give
satisfaction.

F.W. Fearman Co.
LIMITED
Hamilton

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

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LIMITED

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Canada st
Clear fat

Heavy Production of Butter and Eggs Just Now

Market is Generally Easier as a Result and Some Express the Opinion That Bottom Price Has Not Yet Been Reached—Provision Market is Quiet and Trade is Hardly Up To Normal—New Cheese Coming in, But Demand is Still For Old Make—Poultry Market Brighter.

Throughout the country the production of butter has greatly increased of late and as a result prices have slumped more or less. In some places it is believed the bottom price has not yet been reached, but it is not anticipated that any future decline will be of unusual extent. While the production is large at present, it must be remembered that the demand this year is greater than ever and authorities have expressed the idea that importations will be larger than heretofore. The export of cream to the United States is another factor that must be considered.

The production of eggs has been maintained at a top figure and prices are easier. Produce men agree that the amount stored away this Spring has been much greater than in former years. The trade is about finished storing now.

There has not been much change in the provision market. If the supply is not unusually heavy the demand is not exceeding it and the market is nothing more than normal at present.

In regard to poultry, prospects are brighter. Broilers are more plentiful and their season is just beginning.

The new make of cheese is securing a footing on the market. There was an easier feeling on export goods early in the week. The English home make is coming in and New Zealand stock is also competing with the Canadian article. Among the trade the demand is for the old cheese although there is some demand for the new make. It is hardly sufficiently matured yet to receive much demand.

MONTREAL.

Provisions—There is little change in the situation beyond the country orders, which are on the increase in spite of the bad weather of late. Prices are steady at last week's quotations.

Pure Lard—	
Boxes, 50 lbs., per lb.	0 16½
Cases, tins, each 10 lbs., per lb.	0 16½
" " " 5 " "	0 17
Pails, wood, 20 lbs. net, per lb.	0 17
Pails, tin, 20 lbs. gross, per lb.	0 17½
Tubs, 50 lbs. net, per lb.	0 16½
Tierces, 37½ lbs., per lb.	0 16½
Compound Lard—	
Boxes, 50 lbs. net, per lb.	0 12½
Cases, 10-lb. tins, 50 lbs. to case, per lb.	0 12½
" " " 5 " "	0 12½
" " " 3 " "	0 13
Pails, wood, 20 lbs. net, per lb.	0 11½
Pails, tin, 20 lbs. gross, per lb.	0 12½
Tubs, 50 lbs. net, per lb.	0 12½
Tierces, 37½ lbs., per lb.	0 12½
Pork—	
Heavy Canada short out mess, bbl. 35-45 pieces	31 00
Bean pork	27 00
Canada short out back pork, bbl. 45-55 pieces	30 50
Clear fat backs	33 00

Heavy flank pork, bbl.	20 50
Plate beef, 100 lb bbls.	8 75
" " 300 "	17 00
" " 300 "	25 00
Dry Salt Meats—	
Green bacon, flanks, lb.	0 16½
Long clear bacon, heavy, lb.	0 16
Long clear bacon, light, lb.	0 16½
Hams—	
Extra large sizes, 25 lbs. upwards, lb.	0 16
Large sizes, 18 to 25 lbs., per lb.	0 17½
Medium sizes, 13 to 18 lbs., per lb.	0 18½
Extra small sizes, 10 to 13 lbs., per lb.	0 19½
Bone out, rolled, large, 16 to 25 lbs., per lb.	0 19
" " small, 9 to 12 lbs., per lb.	0 19½
Breakfast bacon, English, boneless, per lb.	0 19½
Windsor bacon, skinned, backs, per lb.	0 20
Spiced roll bacon, boneless, short, per lb.	0 16
Hops, live, per cwt.	10 00
" " dressed, per cwt.	10 25
" " dressed, per cwt.	14 50

Butter—Owing to the large influx of new make the market has dropped off slightly. New milk creamery is still fairly firm at 24½-25, however.

Rimouski and Temiscouata stock is commencing to arrive, and still lower prices are looked for.

With regard to cream exportation it is worthy of note that as a direct outcome of the United States trade, Cowansville board has lost its pre-eminence in local circles. Receipts for the week are 14,682 packages as against 9,293 packages 1909. For the season they are 41,414 packages as against 32,264 same season last year, both figures showing decided gains.

New milk creamery	0 24½	0 25
Dairy, tubs, lb.	0 22	0 22
Fresh dairy rolls	0 22	0 22

Eggs—Egg prices are still on the down grade, No. 1 now being quoted at 20½c while selects are bringing 22½c.

Dealers say that some new method of dealing with this trade is a necessity, and already are at work on a scheme based upon farmers working co-operatively.

Receipts for the week are 12,022 cases as against 10,293 cases same week last year. For the season they are 52,503 cases as against 51,535 cases same season 1909.

Selects	0 22½
No. 1	0 20½

Cheese—Cheese prices are down over 1c. This is probably due to the slack demand in England on account of the large influx of New Zealand make. Values are lower this year than for the past few years. It is expected that we will strike the flush much sooner than usual this season.

Receipts for the week are 45,679 boxes as against 37,154 boxes same week last year. For the season they are 101,808 boxes as against 93,982 boxes same season 1909.

Quebec, large	0 11¼	0 11¼
Western, large	0 11¼	0 11¼
" " twins	0 12½	0 12½
" " small, 20 lbs.	0 12	0 12
Old cheese, large	0 1	0 1

Maple Products—There is a still increasing shortage of supplies of high high grade syrups and sugars and ready sales are found for the few small lots available. Prices are firm at last week's quotations.

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

Honey—Sales of comb honey are improving, though the increase is not sufficient to affect the market. Prices are steady and will probably be unchanged until the new crop begins to come in.

White clover comb honey (nominal prices)	0 15	0 17
Buckwheat, extracted	0 08½	0 09
Clover, strained, bulk, 30 lb. tins	0 11	0 11½
Buckwheat comb	0 12½	0 13

TORONTO.

Provisions—The market has been uneventful in this line. On account of the scarcity of the raw material there is a tone of firmness to the entire list. Receipts have been only fairly large. There have been light stocks in some lines but the market has not been materially changed.

Long clear bacon, per lb.	0 15	0 15½
Smoked breakfast bacon, per lb.	0 19	0 19½
Pickled shoulder	0 11	0 11½
Roll bacon, per lb.	0 15½	0 16
Light hams, per lb.	0 18	0 18½
Medium hams, per lb.	0 18	0 18
Large hams, per lb.	0 17	0 17½
Cooked hams	0 26	0 26
Fresh shoulder hams	0 13	0 13
Shoulder butts	0 17	0 17
Backs, plain, per lb.	0 20	0 21½
" " pea meal	0 21	0 22
Heavy mess pork, per bbl.	28 00	28 00
Short out, per bbl.	30 00	31 00
Lard, tierces, per lb.	0 15½	0 16½
" " tubs	0 16	0 16½
" " pails	0 16½	0 16½
" " compounds, per lb.	0 12	0 14½
Live hogs, at country points	9 25	9 40
Live hogs, local	9 60	9 70
Dressed hogs	12 25	13 00

Butter—Receipts are large, but there has been no appreciable change in prices. Production is heavy since the cattle were turned out into the fields. Some speak of the market as being only fair but the general impression is that trade is encouraging. A prominent local wholesaler expressed the opinion that butter would likely remain stationary for a time.

Fresh creamery print		Per lb.
Farmers' separator butter	0 23	0 23½
Dairy prints, choice	0 20	0 21
Large rolls	0 18	0 19
No. 1 tubs or boxes	0 18	0 20
No. 2 tubs or boxes	0 13	0 18½
	0 16	0 17

Cheese—New cheese is coming in now in fairly large quantities. The season, however, has just opened and the stock has not begun to mature. Demand is good for old cheese. The market is only normal. Quotations are:

The prices reported from country boards vary from 10⅝ to 10¾.

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

Eggs—There has been practically no change in the egg market during the week. The shipments have been heavy and the prevailing condition has been largely due to the large stocks that have

been received. The prices are quoted as follows:

Fresh eggs, doz.....	0 21
Second grade, doz.....	0 19
Chips, doz.....	0 16

Poultry—Broilers are coming in more plentifully and the result has been increased business in that line. It is felt that receipts will be larger in a short time and prices will become easier.

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

Honey—The market is dull. There are practically no offerings and present conditions will likely prevail until the arrival of new stock.

Clover honey, extracted, 60 lb. cans.....	0 10 1/2	0 11
" " " 10 lb. pails.....	0 11	0 12
" " " 5 lb. pails.....	0 11 1/2	0 12
" " comb, per dozen.....	2 25	
Buckwheat honey, lb.....	0 07	

WINNIPEG.

Butter—All butters have dropped, much to the relief of all concerned. The event was caused by an influx in the quantity of cream production and grass butter is on the market for the rest of the season. What the future will be is uncertain, but low prices are not expected at any time. Best grade creamery is 26 cents. No. 1 dairy is strong at 25 cents and No. 2 is quoted from 17 to 19 cents. The trade has greatly improved this week, and it is evident that a great percentage of the public have been going light on this commodity.

Eggs—A firmer market prevails for all Manitoba fresh eggs. The price of 21 cents, which is quoted to-day may be advanced if the extensive pickling operations continue much longer. The supply from all parts of the province is good and liberal prices are being offered in the attempt to pickle a large quantity for next winter. No Manitoba eggs will be shipped until the preserving houses are satisfied, then, western shipping will be vigorously resumed, it is expected.

Cheese—It is too early yet for Manitoba cheese and none will be marketed for at least a month. Ontario cheese, the only product here, is jobbing at 13 cents to-day, and as the Ontario stuff diminishes firmer prices may be expected. As soon as local production commences, of course a lower market will prevail. The Manitoba product is not so popular as the Ontario, which is always in demand and two prices will undoubtedly prevail during the summer.

Lard—United States producers are anxious to land trade in the west and the competition which they have worked up with Canadian producers has weakened the market just now. We quote the following reduced prices.

Pure, 20-lb. pails.....	3 60
" 3-lb. tins, 60-lb. cases.....	11 00
" 10-lb. tins, 60-lb. cases.....	10 50
Compound, 20-lb. pails, per pail.....	2 85
" 5-lb. tins, 60-lb. cases.....	8 80

MAPLE SYRUP!

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

THE PEOPLE OF
JAMAICA

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

KINGSTON
"GLENER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax

52 Highest Awards In Europe and America

WALTER BAKER & CO.'S
CHOCOLATE
& COCOA



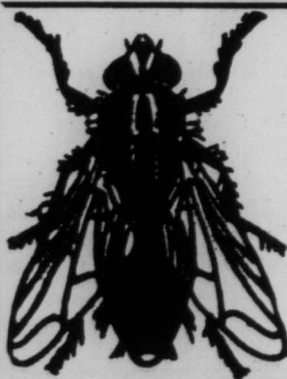
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Our Cocoa and Chocolate preparations are ABSOLUTELY PURE—free from coloring matter, chemical solvents, or adulterants of any kind, and are therefore in full conformity to the requirements of all Pure Food Laws.

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

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

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



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FLY PADS

PAY RETAIL GROCERS A LARGER PROFIT THAN ANY OTHER WELL ADVERTISED ARTICLE.

FIRST AND STILL THE BEST

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Protection



Science has taught us to have a care over what we eat; and in some countries laws have been passed to protect the thoughtless from injurious food ingredients. Your customers are wiser to-day than they were yesterday, and are realizing the injurious effects of alum in baking powder. Can you afford to ignore the demand of the public for pure food?

MAGIC BAKING POWDER

CONTAINS NO ALUM.

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

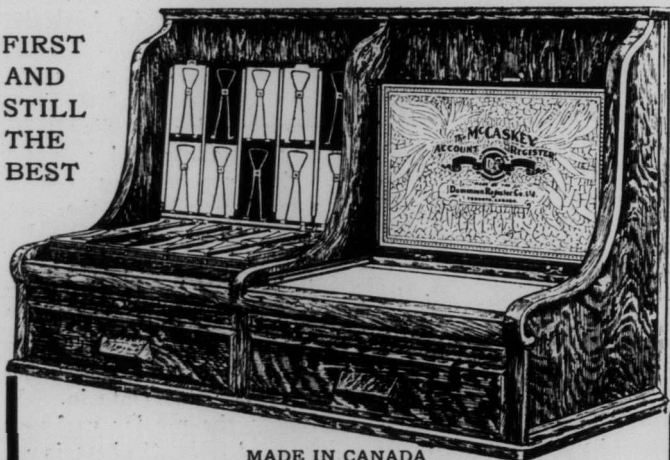
E. W. Gillett Co. Ltd.

Toronto, Ont.

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MADE IN CANADA

THE McCASKEY

CREDIT REGISTER SYSTEM
DOES THESE THINGS:

- It eliminates book-keeping. (Copying and posting from one book to another).
- It prevents forgotten charges
- It prevents disputes with customers over their accounts.
- It is an automatic collector.
- It is an automatic credit limit.
- It proves your loss and helps collect your insurance, if your store burns.
- It draws new trade.
- Can you afford to be without it?

DOMINION REGISTER CO., Limited

Successor to the McCaskey Register Co. in Canada

96-104 Spadina Avenue - TORONTO, Can.

CLARK'S MEATS A Summer Necessity

I have advertised and am now advertising the advantages of CLARK'S MEATS for use in the summer, as they save cooking, are always ready and cost less than butcher's meat.

This means an increased demand for CLARK'S MEATS.

How is your supply?

Wm. Clark - Montreal

Manufacturer of high-grade

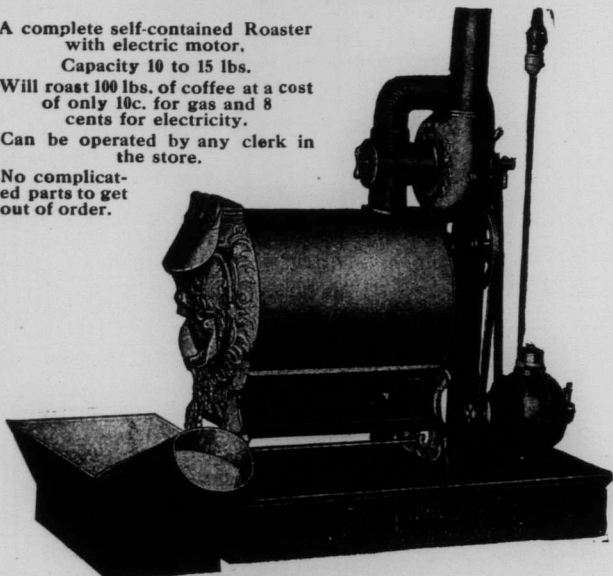
—Food Specialties—

THE CANADIAN GROCER

“ROYAL”

MONEY-MAKERS FOR THE RETAIL STORE

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



No. 1 “ROYAL” Coffee Roaster

THE A. J. DEER CO.

OTTAWA, Canada, 11-5-09.

GENTLEMEN:

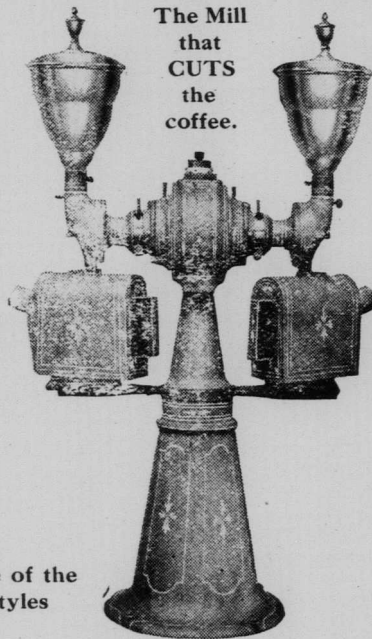
In reply to your letter of Nov. 1st we find our Coffee Roaster a huge success, as our coffee sales are increasing every day.

Yours respectfully,

(Signed) BATE & CO.

A FINE WINDOW ATTRACTION!

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



One of the 72 styles

THE A. J. DEER CO.

NORTH ADAMS, Mass., 5-11-10

GENTLEMEN:

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

Yours truly,

(Signed) STANDARD MERC. CO.

“ROYAL” Machines Fully Guaranteed—Sold on Monthly Payments

“DEER” Meat Slicer

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

SIMPLE
SANITARY
COMPACT



Also equipped with extra meat tables.

WE PAY THE FREIGHT
AND DUTY

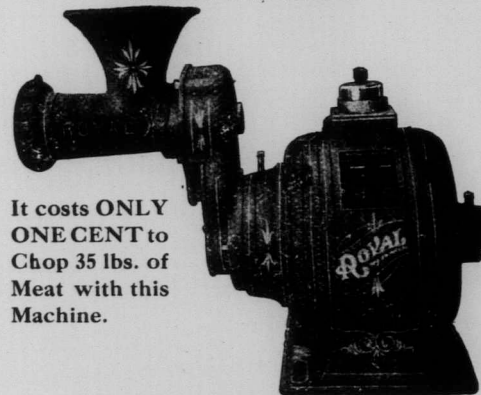
Write for free catalog of whichever machine interests you.

DO IT TO-DAY.

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

“ROYAL” Choppers

are made in several sizes.



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

The “ROYAL”

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

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

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

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



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

National Licorice Co.
MONTREAL

**O.K.
SODAS**

40 to 44
to the Pound!

Elegant, crisp sodas, uniform in quality and just what your customers will appreciate.

Are you selling this profitable line?

The Canadian Biscuit Company
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BISCUIT MAKERS TO

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AND H.R.H. THE PRINCE OF WALES

The following kinds are specially recommended:

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| Digestive | The Premier Biscuit of the World. |
| Rich Tea | An Ideal Tea Biscuit. |
| Abernethy | The Scottish Favorite. |
| Breakfast | Finely Flavored, Exceptionally Light. |
| Rich Mixed | An assortment of Fine, Old fashioned Biscuits. |
| Osborne | A Homely, Substantial Biscuit of the Highest Class. |

AGENTS for Manitoba, Saskatchewan and Alberta:
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CANADA:
No better
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MOTT'S:
No better
Chocolate

All the year round

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"Diamond" and "Elite"

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The Expected Has Happened in Flour Markets

Prices Broke This Week Before a Decline of 20 Cents—Total Decrease of 40 Cents During Past Month — The Break Was Anticipated in Last Week's Grocer—Trade Has Become Dull —Cereal Markets Still Healthy.

Flour broke again on Tuesday, the decline being general, amounting to 20 cents a barrel. With export trade practically at a standstill, and nothing doing in general, it was not more than was expected.

Wheat dropped recently on Chicago markets five cents a bushel and the late decline in flour is easily understood. Large supplies overlapping the demand along with the improved outlook for the new crop explain the situation. The farmers in the Northwest with some 20,000,000 to 25,000,000 bushels in their elevators realized the folly of holding out for better prices with the market ready to go down.

The amount of wheat in sight on May 23rd in the United States and Canada was 33,334,000 bushels and the total visible supply was 82,374,000 bushels.

MONTREAL.

Flour—Flour declined here on Tuesday 20 cents. This was not unexpected as the market has been growing weaker due to abundant supplies and a comparatively slow demand. Buying is in small lots and sales are not frequent.

Winter wheat patents, bbl.....	5 25
Straight rollers, bb.....	5 00
Extra, bbl.....	4 50
Manitoba spring wheat patents, bbl.....	5 40
strong bakers, bbl.....	4 90

Oatmeal—Oatmeal is dull, except for export, which has improved during the past week, and has enabled dealers to unload to a certain extent. Prices are steady.

Fine oatmeal, bags.....	2 20
Standard oatmeal, bags.....	2 20
Granulated ".....	2 20
Golddust cornmeal, 98-lb. bags.....	2 10
Bolled cornmeal, 100-bags.....	1 65
Rollod oats, bags.....	2 00
barrels.....	4 25

TORONTO.

Flour—With the market during the past month so listless that trade was gradually going to pieces, prices dropped on Tuesday 20 cents, a second reduction of that amount since May 1st. The decline was nothing more than had been expected and even predicted. Trade in the raw material has been at a low ebb and the drop followed as an almost natural consequence. In the last issue of The Grocer it will be recollected that the flour page was headed, "Flour Market Tottering—Prices Ready to Drop." The decline it is hoped will put a little ginger into trade but one authority stated that he did not expect to see much difference. Following the break, there was a general strengthening reported on all the markets and a slightly firmer tone was noticed, but nothing material was reported. Prices quoted herewith are the standard which prevail here.

1st Patent.....	5 30	5 40
2nd Patent.....	4 80	4 90

Strong bakers.....	4 60	4 70
Feed flour.....	3 15	

Winter Wheat.

Straight roller.....	4 80
Patents.....	5 20
Blended.....	4 80

Cereals—It may still be said of the market that demand is maintained at an encouraging stage. Mills are still busy as a result of the steady demand.

Rollod oats, small lots, 90 lb. sacks.....	2 00
" 25 bags to car lots.....	1 90
Rollod wheat, small lots, 100 lb. brls.....	3 00
" 25 brls. to car lots.....	2 90
Standard and granulated oatmeal, 58 lb. sacks.....	2 20

ADVICE TO CANADIAN SHIPPERS.

Given by Visitor From the West Indies —Frauds in Flour Claimed.

St. John, N.B., June 2.—E. S. Baker, of Montreal, who for the past twenty months has been stationed in the West Indies as general manager of an insurance company, passed through the city last week on this way from the islands to Montreal. Speaking of trade conditions, he said that Canada has not worked up any trade at all compared to that which she would enjoy if intelligence and push such as the opportunities warrant were expended by Canadian shippers.

There is a great market there he said for Canadian flour and butter. The flour sold there now as Canadian is a complete fraud, he claims. It is a yellowish brown in color and is a much cheaper and dirtier product than the standard brands manufactured in the Dominion. Most of it is shipped from New York. In order to get flour such as he was accustomed to use, Mr. Baker said he had to send an order direct to Halifax.

"There is one thing you can tell Canadian shippers interested in the West Indies, which would be greatly to their benefit. I have noticed that the representatives of Canadian firms who tour the islands make their trips very hurried ones. If these firms want to do anything worth while they must send their men for longer periods than the majority are assigning them at present. A traveler who goes around merely with the boat, and limits his stay at most points according to her schedule, has no proper opportunity of displaying his samples and becoming acquainted. He must go for longer periods. The English firms think the business of such importance that they would not limit a representative's time to less than five or six months, and a year is none too much."



The Favorite Family CRACKER BISCUIT

and the one whose leading feature is a fresh and crisp condition, is

MOONEY'S "PERFECTION" Cream Soda

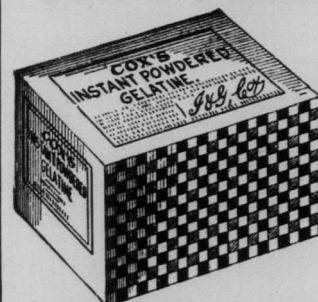
It is perfectly wholesome and unusually appetising, and will do much to strengthen your hold on the family trade.

It leaves a good profit for the retailer.

Order to-day.

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

Cox's Gelatine



COX'S GELATINE is a STEADY SELLER; therefore should always be in your STORE PURITY GUARANTEED BY THE MAKERS

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

Avoid that Needless Loss

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

Allison COUPON BOOKS

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

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

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Coffee, Its History, Classification and Description

By Joseph M. Walsh

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

Cultivation and Preparation.
Commercial Classification and Description.
Adulteration and Detection.
Art of Blending, Preparing, etc.

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

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IT WILL PAY YOU TO SEND AT ONCE.

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IS FULL-CREAMED CANADIAN MILK IN POWDER FORM

MILKSTOCK

IS FINEST SEPARATED MILK IN POWDER FORM

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

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Canadian Milk Products, Limited

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MANITOBA and SASKATCHEWAN

CORRESPONDENCE SOLICITED

WINDSOR SALT

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

TORONTO SALT WORKS

TORONTO, ONT. GEO. J. CLIFF, MANAGER

ROLLED OATS

FLAKED WHEAT and OATMEALS

Bags or Barrels. Car or Broken Lots.

WRITE FOR QUOTATIONS.

Prompt attention to all orders.

J. W. EWEN, - Uxbridge, Ont.

SUCHARD'S COCOA

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

FRANK L. BENEDICT & CO., Montreal Agents.

MAISON FRANCAISE des PATES ALIMENTAIRES Macaroni, Vermicelli, etc.

Strictly French Manufacture Guaranteed

Manufactured at

82 Baudry Street MONTREAL

FEATHERS WANTED

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

WRITE TO

P. POULIN & CO.

39 Bonsecours Market, - Montreal

WE SELL FEATHERS TOO

CORRESPONDENCE SOLICITED

H. G. Spurgeon

Manufacturers' Agent

P.O. Box 1812 WINNIPEG, MAN.

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

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

10, Garfield Chambers, Belfast, Ireland

THE HODGSON GUM CO.

898 St. Lawrence St. MONTREAL

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

We make special brands to order.



Have you heard the “back to bread” cry?

Of course, Brother Grocer, the food fads are merely straws indicating the way of the wind.

Displaying the anxiety of a wiser public towards NUTRITION in food-stuffs, the fear of the dire vengeance of an offended, overworked stomach.

Daily more and still more people are finding out that good WHITE BREAD in its infinite varieties is the real, genuine “staff of life,” the cheapest, most sustaining item on the bill of fare. And more and more people are getting “flourwise” to the distinctive advantages of FIVE ROSES.

For, you see, FIVE ROSES flour makes better bread best.

Thus does FIVE ROSES make your profit limitless—by raising the limit on your sales.

For the Manitoba strength that is in it increases the food value of the oven consequences.

Then the flavor inimitable and the eating qualities multiply the bread consumption—since when we relish it, we eat two pieces where only one was eaten before.

Aren't you keenly anxious to collar YOUR share of the Bread Revival?

Aren't you going to teach YOUR trade the value of good bread?

By selling FIVE ROSES, Brother Grocer.

Don't you want to find out for yourself the real reasons why FIVE ROSES commands the largest sale in Canada?

Think what it might mean to you, to your goodwill, to your cash register.

Then, Brother Grocer, don't YOU need the money more than the “other fellow”?

LAKE OF THE WOODS MILLING CO., LIMITED
MONTREAL

New Fruits are Being Offered in Abundance

Prices are Generally Easier, Consumption is Heavy and Trade is Fairly Brisk—Pineapples Cheaper—First Arrivals of Apricots and Peaches—Good Business Reported in New Vegetables—Higher Prices Expected in Lemons.

In referring to these markets it may be pointed out that the production in almost every case in the list of vegetables and fruits is abundant. Reports from New York bear out this statement which in a large measure explains the easier prices that are prevailing. Texas onions, owing to heavy shipments are easier, and the same may be said of pineapples. The lowest auction price was reached a week ago when pines were sold in New York at from 95 cents to \$1.50 a crate.

Apples, celery and grape fruit are about done. The heavy production of fruits is having a general effect one upon the other. As might be expected when there is a plentitude of any one line it is bound to affect some other. The abundance of pines, strawberries, etc., have made the trade in oranges rather quiet. There was a noticeable oversupply of strawberries during the early part of the week, although the supply of fancy grades was temporarily short. The quality of the surplus was not all it might have been.

As stated in a previous issue, the markets in some lines are likely to do an aeroplane stunt at any time. Reports seem to be a unit in regard to the present season being a successful one. The lemon quotations remain firm and, due to the shortened crop, prices are expected to be stronger before many weeks have passed. The lemonade season has not opened to its full extent yet and this will be another factor to be reckoned with.

MONTREAL.

Green Fruits.—Apples are going higher every day, particularly spies, which are now selling for \$8 per bbl., and are scarce even at that price. Grape fruit are greatly in demand and as a result are bringing a higher price, \$6 per box. Trade is good in all lines.

Apples—	Messinas... 3 00 3 25
Ben Davis... 6 00	Oranges—
Russets... 6 00	Floridas... 3 00
Spies, per bbl... 8 00	California navels 4 00 4 25
Bananas crated,	Porto Ricos... 2 50
bunch... 1 65 2 00	Mexicans... 2 25
Cranberries, bbl... 11 00	Sicily bitters...
Cocoanuts, bags... 4 25	box... 2 25 3 00
Grape fruit—	Jamaica, bbl... 3 75 4 25
Florida, box... 6 00	Valencias, large,
Grapes, Almeria,	per case... 4 50 5 00
per keg... 5 00 7 50	Pineapples—
Limes, per box... 1 25	Floridas, case... 3 75 4 25
Lemons—	Strawberries—
Sicily bitters, box 1 75 2 25	Florida, qt... 0 15 0 18

Vegetables.—Nearly all lines of fresh vegetables are easier and supplies are coming in freely. Cucumbers, cabbages and beans show this most clearly. Trade is slightly dull as well, which has

had a depressing influence on the market. The call for tomatoes is good at present prices.

Asparagus, doz... 1 00 7 00	Lettuce—
Beans, green,	Montreal, doz... 0 40 1 00
basket... 3 25	Imported, box... 2 00
Beans, wax... 3 50	Mushrooms, lb... 0 75
Beets, bag... 0 50 0 75	Onions—
Beets, new, doz... 1 25	Egyptian, lb... 0 02 1
Carrots, bag... 0 75	Red, per bag... 1 75
Carrots, new, doz... 1 00	Potatoes—
Cabbage, bbl... 1 50 2 00	Montreal, bag... 0 60 0 70
Cabbage, new, ct 1 50 1 75	Potatoes, new,
Celery—	per bbl... 4 60 5 00
Florida, crate... 2 75 3 50	Parsley, dozen... 1 00
Celery, large, crt. 7 00 12 00	Parsnips, bag... 0 75
Cauliflowers, doz... 6 50	Radishes, dozen
Cauliflowers, per	bunches... 0 15
basket... 4 50	Rhubarb, doz... 0 25 0 35
Cucumbers, bskt 1 75 2 00	Spinach, bbl... 2 00 2 25
Garlic, per lb... 0 15	Tomatoes—
Green Peppers,	Floridas, crate... 2 50 3 50
basket... 0 75	Cubans, crate... 2 25 2 50
	Turnips, bag... 0 50 0 75

Fish.—Gaspe salmon is arriving earlier than former years, and is in good supply. As a result prices are weakening daily. Mackerel are now coming from the lower provinces. Lobsters are scarce on account of the long close season. A few river sturgeon have found a strong market, which will undoubtedly last for a few weeks to come. Supplies are good with a steady demand.

FRESH	
Shad, 'Roe,' ea... 0 40	Brook trout... 0 23
Shad, 'Buck,' ea... 0 25	Lake trout... 0 10
Pike... 0 07	Whitefish... 0 12
Perch... 0 05	Mullets... 0 05
Steak cod... 0 05	Haddock... 0 05
B.C. salmon... 0 16	Halibut... 0 10
Gaspe salmon... 0 20	Bullheads... 0 10
Market cod... 0 05	Carp... 0 08
Sturgeon... 0 09	Dore... 0 10

FROZEN	
Codfish... 0 04 0 04	Mackerel... 0 08
Dore, winter caught,	Pike... 0 05
per lb... 0 08	Salmon, B.C., red, 0 10
Haddock... 0 04	Gaspe salmon... 0 18
Halibut, per lb... 0 10	per lb... 0 18
Herring, per 100... 1 00	Smelts, 10 lb. boxes... 0 07
Market cod... 0 04	Whitefish, large,
Steak cod... 0 05	lb... 0 09
	Whitefish, small... 0 07

SALTED AND PICKLED	
Green cod, No. 1,	Salmon, B.C., red, bbl 14 00
bbl... 6 00 6 50	" pink, bbl 12 00
Labrador herring, bbl 5 00	" Labrador, bbl 18 00
" 1 bbl 2 85	" " 1 bbls 9 00
Labrador sea trout,	" " trcs.,
bbls... 11 00	300 lb... 23 00
Labrador sea trout,	Salt eels, per lb... 0 07
half bbls... 6 00	Salt sardines, 20 lb. pls 1 00
No. 1 mackerel, pail... 2 00	Scotch herring, bbl... 6 50
" " 1 bbls... 9 00	keg 1 00
No. 1 pollock, bl... 4 00	Holland herring, bbl 5 50
	" " keg 0 75

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

SHELL FISH	
Shell oysters, bbl... 9 00	
Lobsters, live, per lb... 0 15	
Oysters, choice, bulk, Imp. gal... 1 40	
" Selects, Imp. gal... 1 60	
" " Sealshipt, standards, per Imp. gal... 1 75	
" " select, per Imp. gal... 2 00	

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

TORONTO.

Green Fruits.—Holiday week witnessed a decline in the price of pineapples, a glut in the strawberry market, the arrival of the first peaches and the first

STRAWBERRIES

Canadian Berries will not be on the market in any quantity until week after next. Are receiving car fresh stock every day. Send in your order.

PINEAPPLES

are now in good supply, demand is very heavy, prices are now at their lowest. Advise ordering Navel, Medit. Sweets, Sorrento and Mexican Oranges, Tomatoes, Cabbage, New Potatoes, etc.



25-27 CHURCH ST. - TORONTO
Carload Importers

SUPERIORITY

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

“St. Nicholas”

and

“Home Guard”

LEMONS

BUY THEM

J. J. McCABE

AGENT

32 Church Street, Toronto.

apricots. Strawberries which are now arriving from Maryland were received in an oversupply and some of them were of questionable quality. The holders hastened to unload and prices dropped to ten and even eight cents a box. Some claim that the holiday had something to do with the situation, but several dealers brought in large stocks, which did not improve matters. Prices are back to from 12 to 14 cents again with a lively demand.

Pineapples have been received in New York from Porto Rico in greater quantities than ever before, and while the shipments are heavy, the price which was previously rather high has been seeking its natural level. Oranges are slower than usual with the market affected by the abundance of other fruits. Lemons are steady and are expected to be firmer.

Apples are to all purposes done for the present season. Grape fruit has almost reached the same stage. New peaches and apricots have been received from the Pacific coast states. Cherries are in fairly good demand.

Pineapples (18's) are really worth about three dollars.

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

Vegetables.—Trade continues steady in green vegetables. Prices are generally much easier and there is scarcely any bottom to the market. A price offered to-day may be unchanged to-morrow or it may be higher or lower. The supply is ample. Celery is practically off the market, the last source of supply seemingly being exhausted. Dealers report that the demand has spread among the

ANNOUNCEMENT

We are pleased to inform the trade that we will again be Sole Toronto Agents for

The California Fruit Distributors

Embracing in their organization the following well known shippers of Deciduous Fruits.

Earl Fruit Co.	Producers Fruit Co.	Frank H. Buck Co.
A. Block Fruit Co.	W. J. Wilson & Son.	Geo. H. Anderson
Penryn Fruit Co.	Pioneer Fruit Co.	Schnabel Bros. Co.
Vacaville Fruit Co.	Pinkham & McKeivitt.	Silva Bergtholdt Co.
	Geo. D. Kellogg & Son.	Newcastle Fruit Co.

Last year we handled exactly 50 cars of their fruit. **Peaches, Plums, Apricots, Pears, Cherries and Grapes.**

100 Cars will be our goal this year.

We are therefore in the very best position to cater to your wants. Cars will begin to arrive about June 10th.

WHITE & CO., LTD.

The Fancy Fruit House, TORONTO
Branch at HAMILTON.

FANCY

RIPE { PINEAPPLES
FLORIDA TOMATOES
BANANAS

FRESH { LETTUCE
RADISH
RHUBARB
GREEN ONIONS

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

HUGH WALKER & SON
Established 1861) GUELPH, ONTARIO

Buster Brown

THE BRAND OF SICILY'S FINEST LEMONS

The Brand of Quality

The Brand of Value

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

FOLLINA BROS., PACKERS

W. B. STRINGER, SALES AGENT

THE CANADIAN GROCER

people of ordinary means, the new prices permitting general consumption.

Asparagus, per dozen.....	0 90	1 00	Egyptian, sack.....	2 50	2 75
Beets, hamper.....	1 75		Paranips, bag.....	0 75	0 80
Beans, green per hamper.....	2 50		Potatoes, bag.....	0 45	0 55
Beans, wax, per hamper.....	2 50		Potatoes, new, bushel.....	1 75	
Cabbage, case.....	2 00		Bermuda, new, per barrel.....	5 50	6 00
Carrots, box.....	2 00	2 50	Parsley, per doz bunches.....	0 20	
Cucumbers, doz.....	1 00	1 25	Radishes, hpr.....	0 75	1 25
Cucumbers, hpr.....	2 00	3 00	Peas, green, per hamper.....	2 25	
Lettuce, hamper.....	1 75	2 00	Rhubarb, doz.....	0 25	
Lettuce, Canadian, dozen.....	0 30	0 60	Spinach, hamper.....	0 75	
Mushrooms, lb.....	0 50	0 60	Tomatoes, case of 6 baskets.....	2 50	3 50
Onions—			Turnips, bag.....	0 40	
Texas Bermudas per crate.....	2 25	2 50			
Bermuda, case 45 lb.....	1 75				

Fish.—Trade in halibut, white fish and salmon trout constitutes the usual summer business. Haddock might be added to the list. The demand is fairly good.

FRESH CAUGHT FISH

Halibut.....	0 08	0 09	Steak cod.....	0 07½	
Salmon trout.....	0 10		Perch.....	0 07	
White fish.....	0 11	0 12	Haddock.....	0 06½	

FROZEN LAKE FISH

Goldeyes.....	0 06		Pike.....	0 05	
Pickereel yellow.....	0 08		Whitefish, frozen.....	0 09	
			Perch, fresh caught.....	0 07	

OCEAN FISH (FROZEN)

Herring, per 100.....	1 50		Salmon, pink, per lb.....	0 08	
Mackerel, each.....	0 20		" red.....	0 09	
Smelts, No. 1.....	0 08		" sea dressed.....	0 10	

SMOKED, BONELESS AND PICKLED FISH

Acadia, tablets, box.....	1 60		Fillets, per lb.....	0 11	
Bloaters, per basket.....	0 90		Haddie, Finnan.....	0 07	
Codfish, shredded, box.....	1 80		Herrings, Digby, bundle.....	0 60	
" Bluenose, ".....	1 40		Herrings, Imported.....		
Cod steak, per lb.....	0 07		Loch Fyne, per kit.....	1 50	
Cod, Imperial, per lb.....	0 05		Kippers, per box.....	1 25	
Ciscoes, per basket.....	1 25		Quail on toast, per lb.....	0 05½	

WINNIPEG.

Green Fruits.—Apples are all off the market now and cannot be had at any price. While they lasted, however, prices were quite low, due no doubt to the inferior quality of stuff. There is plenty of the following supplies on the market and local distributors claim that prices are gradually lowering. The present low market in cranberries is due to a surperfluous local stock, and the prices may go up at short notice. Hood river strawberries have just arrived and the quality is reported good.

Bananas, crated per lb.....	0 05		Lemons, Cal.....	5 00	
Cranberries, bbl.....	8 00		Oranges, Cal.....	3 50	4 50
Cocoanuts, doz.....	0 90		navels.....	3 50	4 50
Grape Fruit, Florida, box.....	7 00		Pineapples, case.....	5 00	
			Strawberries, Hood River, case.....	5 00	

Vegetables.—Rhubarb (pie plant) lettuce and onions are plentiful and prices are lowering. Onions, cucumbers and potatoes are about all that are being imported, the other lines being hot-house stuff. Celery will be in soon again and the market will be fairly strong.

Asparagus, doz.....	2 00		Parsley, per doz.....	0 65	
Cabbage, new, lb.....	0 05		Paranips, dozen.....	0 50	
Cucumbers, bskt.....	2 00		Radish, dozen.....	0 50	
Lettuce, box.....	0 90		Rhubarb, box.....	2 50	
Onions, Australian, box.....	4 00		Tomatoes, Florida, crate.....	3 50	
Potatoes, new, lb.....	0 03				

ONIONS ALLOWED TO ROT.

Referring to the onion market the Fruitman's Guide says: "The expected has happened. Continued liberal shipments of stock that according to some

authorities should have been allowed to rot in the fields, has done the trick for this market. It is said on good authority that one of the big docks of the Southern Pacific Steamship Co. is loaded down with stock waiting a market. There are some authorities here who estimate the unsold stock of onions on this market—all kinds included—as close to 100,000 crates. The big bulk of the stock is made up in Texas and the prevailing prices for the week have been 50 cents up to \$1.60 a crate. It was thought that the Bermuda season had finished, but a good many thousand crates have come forward during the past few weeks, and now this stock is bringing more money than Texas stock.

"In the opinion of some of the best posted authorities here the shippers in Texas or their advisors are to blame for the existing conditions, and the methods of shippers in withholding information as to quantities of stock available for market are not getting commendation here. The fact that Bermuda onions now coming on the market are selling for more money than home grown Texas onions seems, too, to be a reflection on the ability of the Texas growers to properly market their crop."

NOTES FROM FRUITDOM.

The largest peach crop in ten years, is the report from East Tennessee. Sicily produced last year 70,000 car loads of lemons, California 6,000.

Valencia oranges are about due for shipment, navels having almost reached the end of their tether.

News from California states that the Valencia orange crop is as near perfect as has ever been in the history of the Porterville district. None of the fruit has been injured in the least by frost.

Aubrey Smith, of Orlando, Florida, is still marketing strawberries. He started Thanksgiving Day and has been picking every day since except Sunday, making five months in all. The highest price received for his berries was fifty cents and the lowest fifteen cents per quart.

Nature is Florida's greatest benefactor. This state is supplying the northern part of the continent with new potatoes, tomatoes, strawberries, squash, celery, spinach, etc. Peaches will soon follow with watermelons, etc., and in about two months the orange season will again be ushered in.

What is probably the largest grape fruit tree in Florida yields the owner about \$250 a season. It produces an average of sixty boxes of fruit a year. If it were possible to have an acre fifty of these trees yielding a like amount would return \$12,500 a year. No such yield has yet been reported, but returns of \$1,000 an acre are quite common.

B. Follina of Fratelli Follina, lemon growers and shippers, Palermo, Sicily, was in Toronto recently. Referring to crop conditions Mr. Follina stated that the crop was not up to the average this year and prices are likely to be higher than usual. This crop will not be shipped for another month and it is anticipated that lemons will be quoted under strong market conditions.

Corner Store For Sale

In the heart of Riverdale, Toronto

Excellent opening for grocer who is anxious to build up a trade in a prosperous locality. Solid brick store 23x18, six rooms, bath and laundry. Will be completed by July 15th. Apply

W. G. ROOK, Toronto
146 Riverdale Ave.

SEASON 1908-9

Dried Apples

Shipments Solicited
Settlements Prompt

W. A. GIBB COMPANY
HAMILTON
JAMES SOMERVILLE, Manager

Highest price paid for

DRIED APPLES

O. E. ROBINSON & CO.
ESTABLISHED 1886
Ingersoll - Ontario
Would you like our Weekly Circular

TRY LEARD'S LOBSTERS and CANNED CHICKEN

Write for Prices

W. A. LEARD
Summerside, P.E.I.

Lemon Bros.

Owen Sound, Ont., and Sault Ste. Marie

Wholesale FRUIT, FISH and PRODUCE

Commission Merchants, and
Dealers in HIDES, WOOL and RAW FURS

Dishes for 300 Grocers

There are 4,500 Grocers in Ontario alone. To 300 Grocers first ordering, we offer a sample lot of 5,000 Oval Butter Dishes for \$5.00, f.o.b. factory, net thirty days.

500-ls, 2,000-1s, 2,000-2s, 250-3s, 250-5s.
Graham Bros. & Co., Kinmount, Ont.

If the Merit Wasn't There

We couldn't in a thousand years sell the salmon we have under the QUAKER BRAND. It's because of the undeniable and consistent high quality of the brand that "QUAKER" has stood for THE BEST in salmon for years.

Your own interests demand that you sell the best salmon. 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.

It's knowledge that directs the successful grocer in stocking up with

Brunswick Brand and Foods

—a knowledge born of experience that it only pays to handle canned fish that has "made good."

You will always be on the safe side if you sell "Brunswick Brand," because this is the quality brand, and we leave no stone unturned to maintain the high standard we have reached. Order to-day.

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

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



CONDENSED TRADE HAPPENINGS.

Items of Interest From all Provinces of the Dominion.

Ontario.

J. D. Charlevois, general merchant, Haileybury, has resigned.

Bail & Brown, grocers, Toronto, Ont., have assigned.

Thos. Pringle, grocer, Goderich, Ont., has sold to John Spahr.

H. E. Foster, grocer, Fort William, has sold to J. A. McKenzie.

John Malcolm, grocer, Spadina Ave., Toronto, passed away recently.

A. E. Woodrow has opened a grocery store in Cobalt on Galena St.

Floyd Foster, grocer, Shelburne, Ont., has sold to T. C. Kerr, Alton, Ont.

Miller & Wagner, general merchants, Gallingertown, Ont., have assigned.

Rich. Y. Floyd has purchased the grocery business carried on by Bradd Bros., of Colborne, Ont.

McDougal & Evans, produce merchants, Owen Sound are erecting a cold storage plant in connection with their business.

Quebec.

Louis Dupont, grocer, St. Barnabe, Que., has assigned.

H. E. Grondines, general merchant, St. Alban, Que., has assigned.

Jos. Courtemanche, general merchant, Terre Neuve, Que., offers to compromise.

The assets of Nap. Jean, general merchant, St. Moise Station, were sold on May 26.

James Dalrymple, of James Dalrymple & Sons, wholesale grocers, passed away recently.

J. E. Gouin, general merchant, Asbestos, Que., has sold his business by auction.

Desnoyers & Beauchemin Co., Ltd., general merchants, Farnham, Que., have registered.

L. J. Baribeau Compagnie, general merchants, Hebertville Station, Que., has obtained a Quebec charter.

Maritime Provinces.

G. Fred Dayton, general merchant, Edmundston, N.B., has assigned.

A. D. Parent, grocer, Fredericton, N. B., has sold to Norman McDonald.

A. D. Parent, Fredericton, N.B., has taken over the grocery business conducted by the Hatt, Morrison Co., Ltd.

The plant and property of the Canada Condensed Milk Co., Antigonish, N.S., was bought at auction by A. Lapierre, of the Maritime Fresh Milk Co., who will go into the business extensively.

Western Canada.

J. O. Ellis, Phoenix, B.C., is opening a grocery store.

M. S. Waters, grocer, Vancouver, B.C., has sold to R. Swan.

The Vernon Fruit Co., Ltd., Calgary, Alta., have incorporated.

M. A. McCormick is opening a general store at Kindersley, Sask.

The Office Supply Co., Winnipeg, Man., have registered partnership.

Campbell & Miller have opened a general store at Allan, Sask.

The Winnipeg Cabinet Factory, Winnipeg, Man., have registered partnership.

Kilgrew Bros. have nearly completed their new grocery store at Grassy Lake, Alta.

Fanning & Colby have begun business as grocers and confectioners in Edmonton, Alta.

A recent fire completely destroyed the plant of the Selkirk Match Co., of Selkirk, Man.

Pettie Bros., general merchants, Glenboro, Man., are opening a branch at Forward, Sask.

W. H. Stone & Co., grocers, Winnipeg, Man., are opening a branch at Whyte-wold Beach.

Scales & Carscadden, general merchants, Virden, Man., have registered partnership.

The McLeod, Hamelin Co., general merchants with business houses at several western points are building an addition to their store at Moose Jaw, Alta.

Cowen & Hall, Saskatoon, Sask., are adding improvements to their new store which gives them double the floor space they formerly occupied and provided room for new shipments of goods.

Cameron & Heap wholesale grocers, are preparing to erect a branch house in Weyburn, Sask.

JAMAICA CIGARS and CIGARETTES

"La Retreat" Brand

Made from the finest and choicest tobacco.

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

Never Run Short of
SHAMROCK

BIG PLUG SMOKING TOBACCO

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

GLAY PIPES

A perfect article. Sell it. Insist upon having McDougall's.

D. McDougall & Co., Ltd.
Glasgow, Scotland

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

TANGLEFOOT



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

Black Watch

The Big Black Plug Chewing Tobacco

"A Trade Bringer"

Sold by all the Wholesale Trade



J. Brennan has opened a grocery store at Saskatoon, Sask.

New Companies.

The Red Diamond Polish Co., Ltd., of Ottawa, have obtained an Ontario charter.

A Dominion charter has been granted J. O. Gareau, Limited, capitalized at \$200,000 with head office in Montreal, to carry on business as general merchants, wholesale and retail, importers and exporters in all kinds of merchandise.

A Dominion charter has been granted Ramsays, Limited, to manufacture, refine, etc., sugar, molasses, syrup, honey, also to acquire the business of the Dominion Biscuit Co., Ltd., carried on in Montreal. The company is capitalized at \$500,000 with head office in Montreal, Que.

An Ontario charter has been granted the Fearman Cold Storage and Warehouse Co., Hamilton, Ont. It is capitalized at \$100,000.

SELLING SOAP DIRECT.

Grocers of Belfast, Ireland, are also discussing the right of the manufacturer selling to the consumer direct. At the last meeting of the Board of Management of the Belfast and North of Ireland Grocers' Association, a soap manufacturer was accused of selling his product from house to house. The firm in question said they bought all the soap

they sold retail through the grocers and paid retail prices for it, and that they were prepared to guarantee or sacrifice a large amount if it could be proved that such was not a fact. But there were some who questioned the statement and claimed that there were tons of the soap being sold to families throughout Belfast which had not passed through the grocers' hands.

Several members asserted that they had been paid full price for their soap by the distributors, while others stated that they had never received an order at all; and others again expressed the opinion that the orders were not fairly divided. It was finally resolved that the secretary send a letter to the firm protesting against the door-to-door sales.

WANT \$2,500 DAMAGES.

A case in which the grocery trade is interested is before the Exchequer Court of Canada in St. John, N.B., this week when Justice Cassels will hear the suit of F. B. Reid & Co. vs. the King. J. W. Y. Smith and J. Fred Edgett, of Moncton, doing a general wholesale grocery business as F. B. Reid & Co., are suing the Intercolonial Railway for \$2,500 damage done to their goods which were stored in the railway's freight shed at Campbellton, N.B., on Thanksgiving Day, 1907, when the shed and contents were destroyed by fire.

PREPARING FOR THE CONVENTION

Editor Canadian Grocer,—The Retail Merchants' Association, Kingston, Ont., held a meeting lately and committees of two were appointed to canvass different sections of the city for new members and the membership was doubled. Preparations are going on for the big convention to be held there in June, 21st and 22nd, and no merchant in Canada should miss the opportunity to see the old historical city and taste the generosity of good-will for which its inhabitants are noted. A warm welcome and a good time awaits you. Come. Come in your auto, airship, steam launch, boat or by rail and bring your better half along. We have points of interest no other city can claim.

ONE OF THE GROCERS

Kingston, Ont., June 2, 1910.

Reports from Port of Spain, Trinidad, B.W.I., state that at the present time there is considerable prospecting going on for oil and several companies have been floated. It is believed by the business men that the colony will be greatly benefited from this.

W. S. Newman has opened a general store in premises lately occupied by A. E. Barrett & Co., Havelock, Ont.

**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

ADDING MACHINE.

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

AGENTS WANTED.

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

SCOTCH WHISKY HOUSE of resources and knowledge, dealing also in wines, require representation in Montreal, Toronto, Ottawa, Winnipeg, Regina, Edmonton, Calgary, Vancouver and Victoria. Full and intelligent support guaranteed. Managing Director leaving Liverpool on 20th May for journey across to Pacific. Address "Scotsman," c/o THE CANADIAN GROCER, 701 Eastern Townships Bank Building, Montreal. (22p)

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)

ARTICLES WANTED.

WANTED—Set of glass fronted shelf fixtures; size about 12 ft. long, 1 ft. wide. Apply W. Wilson, 69 Front Street East, Toronto. (22)

MALE HELP WANTED.

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

BUSINESS CHANCES.

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

COUNTER CHECK BOOKS.

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

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

FOR SALE.

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

FOR SALE—The biggest little grocery business in Windsor, Ont. Address Box 348, CANADIAN GROCER, Toronto. (22p)

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

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

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.

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

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

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

EGRY BUSINESS SYSTEMS are devised to suit every department of every business. They are labor and time savers. Produce results up to the requirements of merchants and manufacturers. Inquire from our nearest office. Egray 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)

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

FOR FILING PAPERS, LETTERS and Vouchers, fastening bulky envelopes or backing statements, the ACME No. 2 Binder is indispensable in every store. Penetrates the thickest paper and perforates and binds in one operation. For sale by all stationers. A. R. MacDougall & Co., Canadian Agents, Toronto.

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

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

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

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

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

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)

MISCELLANEOUS.

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

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 "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)

THE money you are now losing through not having a National Cash Register would pay its cost in a short time. Write us for proof. The National Cash Register Co., 285 Yonge St., Toronto.

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 need the best possible protection from fire! If your valuables are in one of our safes, you can rest at ease; no fire is too hot for our safes and vaults to withstand. We manufacture vaults and safes to meet every possible requirement. Write for catalogue "S." The Goldite & McCulloch Co., Ltd., Galt, Ontario. (tf)

YOU can display your goods to better advantage through the use of up-to-date fixtures. We are specialists in the planning of stores and offices. Our catalogue 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)

SITUATION WANTED.

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

WANTED.

WANTED—Names of independent canners of Fruits and Vegetables for Toronto Broker. Apply Box 351, CANADIAN GROCER, Toronto. (22)

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)

Diamond
4-lb. tins
1-lb. tins
1-lb. tins

Cases
4-dozen
3-dozen
1-dozen
3-dozen
1-dozen
1-dozen

MAC
BAK
POW
COCA COLA

ROY
ANGI

CAN
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Strawberry
Raspberry
Black curr
Red curr
Raspberry
Raspberry
Damsun pl
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Greengage
Gooseberry

Strawberry
Black curra
Raspberry
Other varie
Freight a

WHITE SW
White Sw
doz. in cas
1-lb. tins, 8c

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Cartoons—
No. 1, 1-lb.
No. 1, 1-lb.
No. 2, 5-oz.
No. 2, 5-oz.
No. 3, 2-oz.
No. 10, 12-oz.
No. 10, 12-oz.

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QUOTATIONS FOR PROPRIETARY ARTICLES

Baking Powder		
Diamond	W. H. GILLARD & CO.	
4-lb. tins, 2 doz. in case		\$2 00
1-lb. tins, 3 doz.		1 25
1-lb. tins, 4 doz.		0 75

IMPERIAL BAKING POWDER		
Cases	Sizes	Per doz.
4-dozen	10c.	\$0 85
3-dozen	6-oz.	1 75
1-dozen	12-oz.	3 50
3-dozen	12-oz.	3 40
1-dozen	24-lb.	10 50
1-dozen	5-lb.	19 80

MAGIC BAKING POWDER		
Cases	Sizes	Per doz.
6 dozen	5c.	\$0 50
4 " "	4-oz.	0 75
4 " "	6 " "	1 00
4 " "	8 " "	1 30
4 " "	12 " "	1 80
4 " "	16 " "	2 25
2 " "	16 " "	2 30
1 " "	24-lb.	5 00
1 " "	5-lb.	9 50
1 " "	6-oz.	Percentage
1 " "	12 " "	

ROYAL BAKING POWDER		
Cases	Sizes	Per doz.
Royal-Dime		\$0 25
" "	1 lb.	1 40
" "	8 oz.	1 95
" "	4 lb.	2 55
" "	12 oz.	3 85
" "	1 lb.	4 90
" "	3 lb.	13 80
" "	5 lb.	23 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CANADIAN CANNERS, LIMITED		
Aylmer Jams	Per doz	Peach..... 1 80
Strawberry.....	1 90	Jellies..... 1 70
Raspberry.....	1 90	Red currant..... 2 40
Black currant.....	1 80	Black currant..... 2 40
Red currant.....	1 80	Crabapple..... 1 70
Raspberry & red currant.....	1 80	Plum..... 1 70
Raspberry and gooseberry.....	1 80	Grape..... 1 70
Damson plum, stoneless.....	1 70	Marmalade..... 1 40
Greengage plum, stoneless.....	1 70	Orange Jelly..... 1 75
Gooseberry.....	1 80	Green Jelly..... 2 25
		Lemon..... 1 80
		Pineapple..... 2 25
		Ginger..... 2 25

WHITE SWAN SPICES AND CEREALS LTD.		
White Swan Baking Powder—1-lb. tins, 3-dozen in case, \$2 doz.; 4-lb. tins, \$1.25 doz.; 1-lb. tins, 80c doz.		

COOK'S FRIEND BAKING POWDER		
Cartoons—	Per doz	No. 12, 4-oz., 6 dz 0 70
No. 1, 1-lb., 4 doz	2 40	No. 12, 4-oz., 3 dz 0 75
No. 1, 1-lb., 2 doz	2 50	In Tin Boxes—
No. 2, 5-oz., 6 doz	0 80	No. 13, 1-lb., 2 dz 3 00
No. 2, 5-oz., 3 doz	0 85	No. 14, 8-oz., 3 dz 1 75
No. 3, 24-oz., 4 dz	0 45	No. 15, 4-oz., 4 dz 1 10
No. 10, 12-oz., 4 dz	2 10	No. 16, 24-lb..... 7 25
No. 10, 12-oz., 2 dz	2 20	No. 17, 5-lb..... 14 00

FOREST CITY BAKING POWDER		
6 oz. tins	Dozen	0 75
12 oz. tins		1 25
16 oz. tins		1 50

Cereals		
WHITE SWAN SPICES AND CEREALS, LTD.		
White Swan Breakfast Food	2 doz. in case, per case	\$3.00
The King's Food, 2-dozen in case, per case		\$4.80
White Swan Barley Crisps, per doz.		\$1.40
White Swan Self-rising Buckwheat Flour, per doz.		\$1.00
White Swan Self-rising Pancake Flour, per doz.		\$1.40
White Swan Wheat Kernels, per doz.		\$1.40
White Swan Flaked Rice, per doz.		\$1.00
White Swan Flaked Peas, per doz.		\$1.00

Blue		
Keen's Oxford, per lb.		0 17
In 10-box lots or case		0 16
Gillett's Mammoth, 1/2-cross box.		2 00

Chocolates and Cocoas		
THE COWAN CO., LIMITED		
Cocoa—		
Perfection, 1-lb. tins, per doz.		\$4 50
Perfection, 1/2-lb. per doz.		3 40
Perfection, 1/2-lb., per doz.		1 30
Perfection, 10c size		0 90
5-lb. tins		0 37
Soluble, bulk, No. 1, per lb.		0 20
Soluble, bulk, No. 2, per lb.		0 18
London Pearl, per lb.		0 22

Unsweetened Chocolate—		
Plain Rock, 1/2's & 1/4's, cakes, 12-lb. boxes, per dozen		0 36
Perfection chocolate, 20c size, 2 dozen boxes, per dozen		1 80
Perfection Chocolate, 10c size, 2 and 4 dozen boxes, per dozen		0 90
Sweet Chocolate—		
Queen's Dessert, 1/2's and 1/4's, 12-lb. boxes, per lb.		\$0 40
Queen's Dessert, 8's, 12-lb. boxes		0 35
Vanilla, 1/2-lb., 12-lb. boxes, per lb.		0 30
Parisian, 8's		0 30
Royal Navy, 1/2's, 1/4's, boxes, per lb.		0 30
Diamond, 7's, 12-lb. boxes, per lb.		0 24
" "		0 25
" "		0 28

Ingredients for cake—		
Chocolate, white, pink, lemon, orange, almond, maple and coconut cream, in 1-lb. pkgs., 2-dozen in box, per dozen		0 90
Confections—		
Milk chocolate wafers, 5-lb. boxes		0 36
Maple buds, 5-lb. boxes		0 36
Chocolate wafers, No. 1, 5-lb. boxes		0 30
Chocolate wafers, No. 2, " "		0 25
Nonpareil wafers, No. 1, " "		0 25
Nonpareil wafers, No. 2, " "		0 25
Chocolate ginger, 5-lb. boxes		1 35
Milk chocolate, 50 bundles, per box		1 35
Milk chocolate, 50 cakes, per box		1 35

Agents, C. E. Colson & Son, Montreal.		
In 1/2 and 1-lb. tins, 14-lb. boxes, per lb.		0 35
Smaller quantities.		0 37

JOHN P. MOTT & Co.'s.		
R. S. McIndoe, agent, Toronto; Arthur M. Loucks, Ottawa; J. A. Taylor, Montreal; J. E. Huxley, Winnipeg; Tees & Perse, Calgary, Alta.; Standard Brokerage Co., Vancouver, B.C.; G. J. Estabrook, St. John, N.B.		

MOTT'S DIAMOND CHOCOLATE		
Elite, 10c size (for cooking)	dos	0 90
Mott's breakfast cocoa, 10c. size	90 per ds.	
" breakfast cocoa, 1/2's		0 38
" No. 1 chocolate, 1/2's		0 32
" Navy " 1/2's		0 29
" Vanilla sticks, per gross		1 00
" Diamond chocolate, 1/2's		0 24
" Plain choice chocolate liquors		0 32
" Sweet Chocolate Coatings		0 20

WALTER BAKER & CO., LIMITED.		
Premium No. 1 chocolate, 1/2 and 1-lb. cakes, 35c. lb.; Breakfast cocoa, 1-5, 1/2, 1 and 5-lb. tins, 4c. lb.; German sweet chocolate, 1/2 and 1-lb. cakes, 6-lb. boxes, 26c. lb.; Caracas sweet chocolate, 1/2 and 1-lb. cakes, 6-lb. boxes, 32c. lb.; Auto sweet chocolate, 1/2 lb. cakes, 3 and 6-lb. boxes, 32c. lb.; Vanilla sweet chocolate, 1-lb. cakes, 6-lb. tins, 44c. lb.; Soluble cocoa (hot or cold soda), 1-lb. tins, 38c. lb.; Cracked cocoa, 1-lb. pkgs., 6-lb. bags, 32c. lb.; Caracas tablets, 100 bds., tied 5s, per box \$3.00. The above quotations are f.o.b. Montreal.		

Cocoanut		
CANADIAN COCOANUT CO., MONTREAL.		
Packages—5c., 10c., 20c. and 40c. packages, packed in 15 lb. and 30 lb. cases.		Per lb.
1-lb. packages		0 26
1-lb. packages		0 27
1 and 1/2 lb. packages, assorted		0 28
1 and 1/2 lb. packages, assorted		0 27
1-lb. packages, assorted, in 5 lb. boxes		0 28
1-lb. packages, assorted, in 5 lb. boxes		0 29
1-lb. packages, assorted, 5, 10, 15 lb. cas.		0 30
Bulk—		
In 15 lb. tins, 15 lb. pails and 10, 25 and 50 lb. boxes.		
White moss, fine strip	12	0 21
Best Shredded	0 18	0 17
Special Shred	0 17	0 16
Ribbon	0 19	0 18
Macaroon	0 17	0 17
De-stoned	16	0
White Moss in 5 and 10 lb. square tins, 21c.		

WHITE SWAN SPICES AND CEREALS LTD.		
White Swan Cocomant—		
Featherstrip, pails		0 16
Shredded		0 15
In packages 5-cm., 6-cm., 8-cm., 10-cm., 12-cm., 14-cm., 16-cm., 18-cm., 20-cm., 22-cm., 24-cm., 26-cm., 28-cm., 30-cm., 32-cm., 34-cm., 36-cm., 38-cm., 40-cm., 42-cm., 44-cm., 46-cm., 48-cm., 50-cm., 52-cm., 54-cm., 56-cm., 58-cm., 60-cm., 62-cm., 64-cm., 66-cm., 68-cm., 70-cm., 72-cm., 74-cm., 76-cm., 78-cm., 80-cm., 82-cm., 84-cm., 86-cm., 88-cm., 90-cm., 92-cm., 94-cm., 96-cm., 98-cm., 100-cm.		0 30

Condensed Milk		
BORDEN'S CONDENSED MILK CO.		
Wm. H. Dunn, Agent, Montreal & Toronto.		
Eagle Brand Condensed Milk	4 50	1 50
Gold Seal Condensed Milk	4 50	1 15
Challenge Condensed Milk	4 00	1 00
Peerless Brand Evaporated Cream	2 00	0 50
Peerless Brand Evaporated Cream	3 50	0 90
Peerless Brand Evaporated Cream	4 80	1 20
Peerless Brand Evaporated Cream	3 70	1 85



TERO CONDENSED MILK CO., LIMITED.		
"Jersey" brand evaporated cream	per case (4 doz.)	\$4 00
Reindeer brand per case (4 doz.)		5 00



Coffee.		
EBY, BLAIN CO. LIMITED.		
Standard Coffees.		
Roasted whole or ground. Packed in amp-proof bags and tins.		
Club House.....	\$0 32	Ambrosia..... 0 25
Nectar.....	0 30	Plantation..... 0 22
Empress.....	0 28	Fancy Bourbon 0 20
Duchess.....	0 26	Bourbon..... 0 18
Crushed Java and Mocha, whole.....	0 17	
Golden Rio.....		ground..... 0 14

Package Coffees		
Gold Medal, 1 and 2 lb. tins, whole or ground.....		0 80
Cafe, Dr. Gourmet's, 1 lb. Fancy Glass Jar, ground.....		0 30
German Dandelion, 1/2 and 1 lb. tins, ground.....		0 22
English Breakfast, 1 lb. tins, ground.....		0 18
WHITE SWAN SPICES AND CEREALS LTD.		
White Swan Blend.		

Cafe des Epiceurs—1-lb. fancy glass jars, per doz., \$2.00.		
Cafe d'Armatique—1-lb. amber glass jars, per doz., \$4.		
Presentation, with 8 tumblers, \$10 per doz.		

THOMAS WOOD & CO.		
"Gilt Edge" in 1 lb. tins.....	\$0 33	
"Gilt Edge" in 2 lb. tins.....	0 33	
Canadian Souvenir 1 lb. fancy lithographed canisters		0 30
Cheese.—Imperial		
Large size jars, doz.		8 25
Medium size jars, per doz.		4 50
Small size jars, per doz.		2 40
Individual size jars per doz.		1 00
Imperial holder—		
Large size, doz.		18 00
Med. size, doz.		17 00
Small size, doz.		12 00
Roquefort—		
Large size, doz.		2 40
Small size, doz.		1 40

Canada Cream Cheese—		
In cartons, each 1 dozen		0 95
Large blocks, dozen		3 25
Medium blocks, dozen		1 40



Confections		
THE COWAN CO., LTD.		
Cream Bars, 60's, assorted flavors, box		1 80
Milk Chocolate Sticks, 36 in box		1 35
" " 10c cakes, 36 in box		2 25
Chocolate Wafers No. 1, 5-lb. boxes, lb.		0 33
No. 2, " "		0 28
Maple Buds, 5-lb. boxes, lb.		0 36
Nut Milk Chocolate, 1/2-lb. cakes, 12-lb. box, lb.		0 40
These prices are F.o.b. Toronto.		
IMPERIAL PEANUT BUTTER		
Small, cases 2 dozen		0 95 dozen
Medium, cases 2 dozen		1 80 "
Large, cases 1 dozen		2 75 "
Tumblers, cases 2 dozen		1 35 "
25-lb. pails		0 15 lb.

Coupon Books—Allison's		
For sale in Canada by The Eby Blain Co. Ltd Toronto, O. O. Beauchemin & Fils, Montreal		
\$2, \$3, \$5, \$10, \$15 and \$20.		
All same price one size or assorted.		
UN-NUMBERED		
Under 100 books	each	04
100 books and over	each	08
500 books to 1000 books		03
For numbering cover and each coupon, extra per book		1/4 cent.

Infants' Food		
Robinson's patent barley, 1-lb. tins, \$1.25; 1-lb. tins, \$2.25; Robinson's patent groats, 1/2-lb. tins, \$1.25; 1-lb. tins, \$2.25.		

Flavoring Extracts.		
SHIRRIFF'S		
1 oz. (all flavors), doz.		1 00
" " " " " "		1 75
" " " " " "		2 00
" " " " " "		3 00
" " " " " "		3 75
" " " " " "		5 50
" " " " " "		10 00
" " " " " "		18 00
Discounts on application		

CRESCENT M.F. CO.		
2 oz. bottles (retail at 50c.)		4 20
4 oz. bottles (retail at 90c.)		6 80
8 oz. bottles (retail at \$1.50)		12 50
16 oz. bottles (retail at \$3.)		24 00
Gal. bottles (retail at \$20.)		14 50

Milk Powder		
CANADIAN MILK PRODUCTS, LTD., TORONTO		
Trumilk, full cream, per case (4 doz), 1/2 lb. tins		4 80
Milkstock (cooking milk), per case (4 doz)		4 80
1/2 lb. tins		4 80
Jams and Jellies		
BATGER'S WHOLE FRUIT STRAWBERRY JAM		
Agents, Rose & Lafamme, Montreal and Toronto.		
1-lb. glass jar, screw top, 4 doz., per doz.		\$2 20
Compound Fruit Jams		
12-oz. glass jars, 2 doz. in case, per doz.		1 00
2-lb. tins, 2 doz. in case, per doz.		0 70
5 and 7 lb. tin pails, 8 and 6 pails in crate, per lb.		0 07
7 wood pails, 6 pails in crate, per lb.		0 07
30-lb. wood pails, per lb.		0 06 1/2
Compound Fruit Jellies—		
12-oz. glass jars, 2 doz. in case, per doz.		1 00
2-lb. tins, 2 doz. in case, per lb.		0 07 1/2
7 wood pails, 6 pails in crate, per lb.		0 07
30-lb. wood pails		0 06 1/2

||
||
||



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.



It gets the 'Re-orders'

No line of shoe polish gives such universal satisfaction as

2 in 1

THE WORLD'S BEST SHOE POLISH

Damp, cold and heat have no effect on it and it produces a lasting brilliant shine with the minimum of effort.

We help the retailer by our extensive consumer advertising and leave him a profit margin that makes "2 in 1" a worth-while proposition to handle. See to your stocks.

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

HIGHER RATES OF INTEREST

Money is tightening in Canada and you no doubt wish to take advantage of the constantly increasing earning power of your capital.

Investments that were yielding 5 per cent. a short time ago should now be yielding 6 per cent. with equally good security. Read carefully each week

The Financial Post of Canada

so that you may enter the most remunerative investment field.

The Post gives reliable information upon all kinds of securities and will enable you to get the maximum return upon your capital with good security.

Our "Investors' Bureau" supplements the news in The Post's columns by giving special reports upon request upon any financial subject. All enquiries are treated as confidential and no charge is made subscribers for this service. You will save money by taking a year's subscription (\$3.00).

Sample copies on request.

ADDRESS:

The Financial Post

MONTREAL TORONTO WINNIPEG

NOTICE TO MANUFACTURERS

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

R. B. Wiseman & Co.

123 Bannatyne Avenue East WINNIPEG, MAN.

Reference—Bank of Ottawa, Winnipeg

Molassine Meal

Molassine Dog and Puppy Cakes

Molassine Terrier, Hound and Puppy Meal

Molassine Chicken and Poultry Food

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

Sole Canadian Importer:

ANDREW WATSON

91 YOVILLE SQUARE, MONTREAL

Tea Hints For Retailers

By JOHN H. BLAKE

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

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

(275 pages) (24 full-page Illustrations)
Sent to any address on receipt of \$2.00.

MacLean Publishing Company
(Technical Book Department)
10 Front St. East, TORONTO

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



OCEAN MILLS
Montreal
Chinese starch, 48 1-lb., per case \$4.00;
Ocean Baking Powder, 48 3-oz., \$1.40;
48 4-oz., \$1.80; 60 8-oz., \$4.50; 36 1-lb., \$3.75; 48 1-lb. pkg., \$4; 10 1-lb. tins, \$5; loose 25 lbs., \$1.75;
Ocean blanchmange, 48 8-oz., \$4; Ocean borax, 48 8-oz., \$1.60; Ocean cough syrup, 36 8-oz., \$6.00; 36 8-ounce, \$7.20.

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

Jam Per lb.
30-lb. wood pails, 0 06¢
Pure assorted jam, 1-lb. glass jars, two dozen in case, 1 75

Daily Powders
IMPERIAL DESSERT JELLY



GREIG'S
RASPBERRY POWDER

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



SHIRRIFF'S
RASPBERRY JELLY

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

"Purity" licorice, 10 sticks..... 1 45
" " " " 100 sticks..... 0 73
Dulc, large cent sticks, 100 in box.....

Lye (Concentrated)

GILLETT'S
PERFUMED LYE

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



Marmalade.
T. UPTON & CO.
12-oz. glass jars, 2 dozen case, per doz. \$1; 16-oz. glass jars, 2 doz. in case, per doz. \$1.45; 5 and 7 lb. tins and 7-lb. pails, per lb. 7½c.; pint sealers (24 oz.), 1 doz. in case, per dozen \$2.25.

SHIRRIFF BRAND
"Imperial Scotch"—
1-lb. glass, doz... 1 55
2-lb. " " " 2 80
4-lb. tins, " " 4 65
7-lb. " " " 7 35

"Shredded"—
1-lb. glass, doz.... 1 90
2-lb. " " " 3 10
7-lb. tins, " " 8 25



ST. CHARLES
EVAPORATED CREAM

ST. CHARLES CREAM DENISING CO

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

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

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

Olive Oil
LAPORTE, MARTIN & CIE., LTD.
Minerva Brand—
Minerva, qts. 12's..... \$ 5 75
" " pts. 24's..... 6 50
" " pts. 24's..... 4 25

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




IMPERIAL
PURE AND DELICIOUS
DESSERT JELLY

TRUE FRUIT FLAVORS
CARTONS EACH 1 DOZ.

Lard
N. E. FAIRBANKS CO. BOAR'S HEAD LARD COMPOUND.

1 tierces... \$ 13¢
1-bbl. 0 13¢
Tubs, 60 lbs. 0 13¢
20-lb. Pails. 2 73
20-lb. tins.. 2 63
Cases 3-lb. 0 14¢
" 5-lb. 0 14¢
" 10-lb. 0 13¢



GUNNS
EASI-FIRST
LARD COMPOUND
EXCELS
ALL OTHERS

F.O.B. Montreal.

Cereals.




Post Toasties



Grape Nuts

Postum Cereal Co., Limited
Postum Cereal Co., Limited

Soda
OOW BRAND




DWIGHT'S
SODA

Case of 1-lb. containing 60 packages, per box, \$3 00
Case of 1-lb. containing 120 pkgs. per box, \$2 00
Case of 1-lb and 1-lb. containing 30 1-lb. and 60 1-lb. pkgs. per box \$3.00
Case of 5c. pkgs. containing 96 pkgs. per box, \$3.00

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

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



FELS-NAPHTHA

Licorice
NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb. \$0 40
Fancy boxes (36 or 50 sticks), per box... 1 25
"Ringed" 5-lb. boxes, per lb..... 0 40
"Acme" pellets, 5-lb. cans, per can ... 2 00
" " (fancy bxs. 40), per box 1 60
Tar licorice and tolu wafers, 5-lb. cans, per can..... 3 00
Licorice lozenges, 1-lb. glass jars..... 1 75
" " 3 1/2-lb. cans 1 50

Post Toasties
Postum Cereal Co., Limited

Grape Nuts
Postum Cereal Co., Limited

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, 10c.; packets, \$3 per box; or three boxes for \$2.80; 5 boxes \$2.75.

TRADE MARK BRAND



REGISTERED

WOOD'S HOLLANDER COFFEE

Fragrant, Pungent, Delicious! The Choicest of the Choice.

Imported and Roasted by

THOMAS WOOD CO., LIMITED
No. 428 St. Paul St. Montreal

Soap and Washing Powders

A. P. TIPPET & CO., AGENTS

Maypole soap, colors, per gross.....	\$10 20
Maypole soap, black, per gross.....	15 30
riole soap, per gross.....	10 20
loriola soap, per gross.....	12 00
traw hat polish, per gross.....	18 20



3 doz. to box..... \$3 60
6 doz. to box..... \$7 20
30 days.



1 Box Price..... \$1.00
5 Box Price..... \$3.90
Freight paid on 5 box lot



Or Quick Naptha Soap (100 bars to case) in 5-case lots (delivered) \$3.85 each. The Richards Pure Soap Co., Ltd., Woodstock, Ont.

Starch

EDWARDSBURG STARCH CO., LIMITED

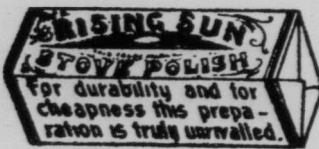
Laundry Starches—	Per lb
No. 1 white or blue, 4-lb. carton...	\$0 07
No. 1 white or blue, 2-lb. carton.....	06
Canada laundry.....	06
Silver gloss, 6-lb. draw-lid boxes.....	08
Silver gloss, 6-lb. tin canisters.....	08
Edward's silver gloss, 1-lb. pkg.....	07 1/2
Kegs silver gloss, large crystal.....	07
Benson's satin, 1-lb. cartons.....	07 1/2
No. 1 white, bbis. and kegs.....	06 1/2
Canada white gloss, 1-lb. pkgs.....	06 1/2
Benson's enamel, per box... 1 50 to 3 00	
Culinary Starch—	
Benson & Co's. Prepared Corn.....	0 07 1/2
Canada Pure Corn.....	0 06
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue...	0

BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.	
Laundry Starches—	
Canada Laundry, boxes of 40 lb	0 06
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.....	0 06 1/2
Finest Quality White Laundry—	
3-lb. canisters, cases of 48 lb.....	0 07
Barrels, 200 lb.....	0 06 1/2
Kegs, 100 lb.....	0 06 1/2
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.....	0 07 1/2
6-lb. toy trunks, 8 in case.....	0 08
3-lb. toy drums, with drumsticks in case.....	0 08
Kegs, ex. crystals, 100 lb.....	0 07
Brantford Gloss—	
1-lb. fancy boxes, cases 35 lb.....	0 07 1/2
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	3 00

Stove Polish

Rising Sun, No. 1 cakes, 1/2 & 1/4 grs. bxs.	\$8 50
Rising Sun, No. 3 cakes, gross boxes...	4 50
No. 5 Sun Paste, 1/2 gross boxes.....	5 40
No. 10 Sun Paste, 1/2 gross boxes.....	9 00



JAMES DOME BLACK LEAD Boot Polish
6a size, gross, \$2.40. 2a size, gross, \$2.50



PACKARD'S BOOT AND SHOE POLISHES
Mon-Ami, \$9 gross; Black "O", \$9 gross; Large Combination, \$20 per gross; Pony Combination, \$10; French Glycerine, \$9; Ladies' Special, \$20; Pat. Lea. Cream \$20 per gross.



THE "SALADA" TEA CO.
Wholesale Retail
Green Label, 1's and 1/2's..... \$0 25 \$0 30
Brown Label, 1's and 1/2's..... 0 27 0 35
Blue Label, 1's, 1/2's, 1/4's and 1/8's 0 30 0 40
Red Label, 1's and 1/2's..... 0 36 0 40
Gold Label, 1/4's..... 0 44 0 60
Red-Gold Label, 1/4's..... 0 55 0 80
GEO. E. BRISTOL & CO., Hamilton, Ont.



EMPIRE PACKAGE TEA
Cases 30 and 50 lbs. each—Black, Mixed, and Green Ceylon.
25c..... 1s, 20c; 1s, 21c.
30c..... 1s and 1/2, 23c.
40c..... 1s and 1/2, 25c.
50c..... 1s and 1/2, 25c.
75c..... 1s and 1/2, Vulcan, 50c.
100 lb. lots freight paid.



Blue Label, 1/2's..... \$1 25

Orange Label, 1's and 1/2's.....	0 25	0 40
Blue Label, 1's.....	0 30	0 35
Brown Label, 1's and 1/2's.....	0 28	0 40
Green Label, 1's and 1/2's.....	0 25	0 50
Red Label, 1/2's.....	0 40	0 60

LAPORTE, MARTIN & OIE, LTD.

Japan Tea—	
Victoria, hf-c, 90 lbs.....	0 25
Princess Louise, hf-c, 80 lbs.....	0 19
Ceylon Green Tea—Japan style—	
Lady, cases 60 lbs.....	0 18
Duchess, cases 60 lbs.....	0 19



BLUE RIBBON TEA CO., MONTREAL

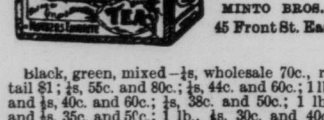
Yellow Label, 1's.....	0 20	0 25
Green Label, 1's and 1/2's.....	0 21	0 25
Blue Label, 1's and 1/2's.....	0 24	0 30
Red Label, 1's, 1/2's and 1/4's.....	0 25	0 35
White Label, 1's, 1/2's and 1/4's.....	0 30	0 40
Gold Label, 1's and 1/2's.....	0 35	0 50
Purple Label, 1's and 1/2's.....	0 42	0 60
Embossed, 1's and 1/2's.....	0 55	0 80
	0 07	1 00



THE QUAKER OATS CO.
Winnipeg prices—Quaker oats, 36's (or 2-18's) \$3. case; Quaker oats, 20's, (with premium) 4.10; Quaker Best Y. Cornmeal, 24's, 2.40; Puffed rice, 36's, 2.90; Puffed wheat, 36's, 2.90; Quaker Toasted Corn Flakes, 36's, (11 case lots, 1 case free, delivered) 2.90; 5c case lots, 1/2 case free, delivered; Banner oats, 20's (with premium) 4.10; Petition breakfast food, 18's, 2.25 Apitezo biscuits, 24's, 3.50; Saxon wheat food 24's, 3.25; Cracked wheat, 24's, 3.50; Hominy 24's, 2.40; Puffed rice, bris., 25 lbs. each, 22c lb

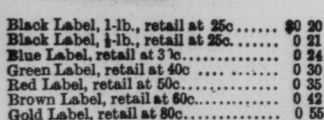
Pink Label, 1's and 1/2's.....	30c.	40c.
Gold Label, 1's and 1/2's.....	35c.	50c.
Lavender Label, 1's and 1/2's.....	42c.	60c.
Green Label, 1's and 1/2's.....	50c.	75c.

Gold Tins, 5's.....	35c. 1.75	50c. 2.50
Gold Tins, 3's.....	35c. 1.05	50c. 1.50
Gold Tins, 1's.....	36c. each	50c. each
Gold Label, 1's 18c ea. 36 lb.	25c ea. 50 lb.	
Red Tins, 1's 35c ea. 70 lb.	50c ea. 100 lb.	
Red Tins, 1/2's 18c ea. 72 lb.	45c ea. 100 lb.	



MELAGAMA TEA.
MINTO BROS., 45 Front St. East

black, green, mixed—1s, wholesale 70c., retail \$1.1s, 55c. and 80c.; 1s, 44c. and 60c.; 1 lbs and 1/2, 40c. and 60c.; 1s, 38c. and 50c.; 1 lbs and 1/2, 35c. and 50c.; 1 lb., 1/2, 30c. and 40c.; 1/2, 32c. and 40c.; 1/4, 25c. and 30c.; 1 lbs., 24c. and 30c. We pack Japans in all grades at same prices. We pack in 60 and 100 lb. cases. All delivered prices.



KOLONA PURE CEYLON TEA
Ceylon Tea, in 1 and 1/2-lb. lead packages, black or mixed.
Black Label, 1-lb., retail at 25c..... \$0 20
Black Label, 1/2-lb., retail at 25c..... 0 21
Blue Label, retail at 3 1/2..... 0 24
Green Label, retail at 40c..... 0 30
Red Label, retail at 50c..... 0 35
Brown Label, retail at 60c..... 0 42
Gold Label, retail at 80c..... 0 55



Pure Gold Jelly Powder..... } 90 cents
Pure Gold Salad Dressing Powder } per doz.
Discounts on application.



THOMAS WOOD & CO., LTD.
Montreal and Boston.

Wood's Primrose, per pound wholesale 40c., retail 60c.; Golden Rod, 35c. and 50c.; Fleur-de-Lis, 30c. and 40c. Packed n 1/2-lb. tins. All grades—either black, green or mixed.

GILLET'S CREAM TARTAR	Per doz
1-lb. paper pkgs., 4 doz. in case.....	\$0 90
1-lb. paper pkgs., 4 doz. in case.....	1 80
Per case	
4 doz. 1/2-lb. paper pkgs. } assorted.....	\$7 20
2 doz. 1-lb. paper pkgs. }	
Per doz	
1-lb. cans with screw covers, 4 doz. in case.....	\$2 00
1-lb. cans with screw covers, 3 doz. in case.....	3 75
Per lb	
5-lb. sq. canisters, 1/2 doz. in case.....	0 30
10-lb. wooden boxes.....	0 27 1/2
25-lb. wooden pails.....	0 27 1/2
100-lb. kegs.....	0 25 1/2
360-lb. barrels.....	0 25

THE QUAKER OATS CO.
Winnipeg prices—Quaker oats, 36's (or 2-18's) \$3. case; Quaker oats, 20's, (with premium) 4.10; Quaker Best Y. Cornmeal, 24's, 2.40; Puffed rice, 36's, 2.90; Puffed wheat, 36's, 2.90; Quaker Toasted Corn Flakes, 36's, (11 case lots, 1 case free, delivered) 2.90; 5c case lots, 1/2 case free, delivered; Banner oats, 20's (with premium) 4.10; Petition breakfast food, 18's, 2.25 Apitezo biscuits, 24's, 3.50; Saxon wheat food 24's, 3.25; Cracked wheat, 24's, 3.50; Hominy 24's, 2.40; Puffed rice, bris., 25 lbs. each, 22c lb

Tobacco

IMPERIAL TOBACCO COMPANY OF CANADA, LIMITED—EMPIRE BRANCH.	
Chewing—Black Watch, 6s.....	44
Black Watch, 12s.....	45
Bobs, 6s and 12s.....	46
Bully, 6s.....	44
Currency, 6s and 12s.....	46
Stag, 6 2-5s.....	46
Old Fox, 12s.....	44
Pay Roll Bars, 7s.....	56
Pay Roll, 7s.....	56
War Horse, 6s.....	42
Plug Smoking—Shamrock, 6s, plug or bar.	45
Rosebud Bars, 6s.....	44
Empire, 6s and 12s.....	45
Iry, 7s.....	50
Starlight, 7s.....	50
Out Smoking—Great West Pouches, 6s.....	69

Veterinary Remedies
W. F. YOUNG
Absorbine, per dozen..... \$18 00
Absorbine Jr., per dozen..... 9 00
Yeast
Royal Yeast, 3 doz. 5 cent pkgs..... \$1 15
Gillett's Cream Yeast, 3 doz. in case. 1 15

For charges for inserting quotations in this dept. apply to Advt. Manager, The Canadian Grocer, at our nearest office.

CASH OR PARCEL CARRIERS
 SAVE TIME & MONEY

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

CATALOG FREE

THE GIPE CARRIER COMPANY
 95 ONTARIO STREET TORONTO ONT
 EUROPEAN OFFICE: 115 HOLBORN LONDON E.C. 1, ENGLAND

THE "WALKER BIN" SYSTEM

Provides for the Complete Equipment of the Modern Grocery.

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

Walker Bin & Store Fixture Co. LIMITED
 BERLIN : ONTARIO

BRANDS
"BANNER" & "PRINCESS"
CONDENSED MILK

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

St. George Evaporated Cream
 (Unsweetened)

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

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

J. MALCOLM & SON
 ST. GEORGE, ONT.

Fortune in Foresight

There's fortune ahead for every grocer who shows foresight in his buying—who meets the public want by featuring

SNAP
 THE MAGIC HAND CLEANER


SNAP is without a rival in the effective cleansing of hands soiled by grease, tar, paint or dirt, and is, moreover, beneficial to the skin.

SNAP sells at sight! It is required by every one who works.

Order from your Jobber

SNAP CO. LIMITED

MONTREAL, CANADA



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

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

'WELLINGTON' KNIFE POLISH

JOHN DAKEY & SONS, Limited
 Manufacturers of Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

CHINESE STARCH

Quick Sales. Satisfaction. Large Profit. No Dead Stock.

Get Prices

OCEAN MILLS
 MONTREAL



R

of the

ED

treas

90 cents per doz.

AS WOOD CO., LTD.

real and Boston.

d's Pri m

er pound

ale 40c. re

e.; Golden

c. and 50c;

e-Lia, 30c.

Packed

black, green

Per doz

... \$0 90

... 1 80

Per case

... \$7 20

Per doz

z. in

... \$2 00

z. in

... 3 75

Per lb

... 0 30

... 0 27 1/2

... 0 27 1/2

... 0 25 1/2

... 0 25

s (or 2-18's)

premium)

24's, 2 40;

t, 36's, 2 90;

s, (11 case

case lots,

20's with

with premi

1, 18's, 2 25

wheat food

; Hominy

each, 22c lb

CANADA,

CH.

... 44

... 45

... 46

... 44

... 46

... 46

... 44

... 56

... 56

or bar.

... 42

... 45

... 44

... 50

... 50

... 59

... \$18 00

... 9 00

... \$1 15

... 1 15

office.

UNEQUIVOCAL
SALT
VALUE

We supply nothing
but the best

Verret, Stewart & Co.
Limited
Montreal

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

**WETHEY'S
CONDENSED
MINCE MEAT**

Wrapped and packed
in sanitary packages

SOLVES THIS QUESTION

Quality Unexcelled.
Three dozen to a case.

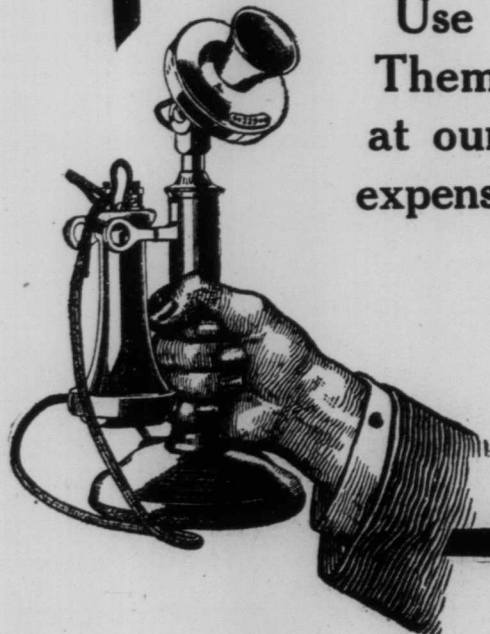
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