

CANADIAN GROCER

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

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

Toronto: 143-149 University Ave.
New York: 115 Broadway

Winnipeg: 34 Royal Bank Building

VOL. XXV.

PUBLICATION OFFICE: TORONTO, JUNE 30, 1911

No 26



For Years Past
Colman's AND Keen's

Have Distanced All
Competitors in

The Mustard Market

The Retailer who stocks both is making sure
that he is featuring the MUSTARD the
world is asking for.

MAGOR, SON & CO.

AGENTS FOR THE DOMINION OF CANADA

403 St. Paul Street

MONTREAL



Toronto Office:
30 Church St.

Tell Your Customers About Pie Crust!

Suggest to them that, instead of using all flour in making pie crust, steam puddings
or dumplings, they mix with the flour a little

BENSON'S PREPARED CORN

and see how much better the result is. Benson's Prepared Corn, mixed with flour, makes
delightfully light, flaky pastry. Your customers would be glad to have you tell them little
things like this.

EDWARDSBURG Starch Company, Limited

MONTREAL CARDINAL TORONTO BRANTFORD VANCOUVER

THE CANADIAN GROCER



Toadstools
Look Like
Mushrooms

LOOK HERE!

IF YOU ARE NOT SURE WHETHER A PRODUCT IS A MUSHROOM OR A TOADSTOOL—LEAVE IT ALONE.

AS THE RESULTS OF EATING TOADSTOOLS ARE SERIOUS, SO ARE THE RESULTS OF SELLING YOUR CUSTOMERS TOADSTOOL PRODUCTS FOR MUSHROOM PRODUCTS SERIOUS.

IF YOU DECEIVE YOUR CUSTOMERS WITH TOADSTOOLS TO-DAY YOU WILL NOT HAVE THE OPPORTUNITY TO SELL THEM MUSHROOMS TO-MORROW. SO IT WILL PAY TO SELL THEM MUSHROOMS TO-DAY.

MACONOCHIE'S QUALITY PRODUCTS

ARE MUSHROOM PRODUCTS—NOT TOADSTOOLS

MACONOCHIE'S—Pickles, Peels, Fish, Marmalade, Worcester Sauce, Etc.

PAN YAN SAUCE & PICKLE

(EXTRA CHOICE MUSHROOMS)

YOUR JOBBER HAS THEM -- YOU SHOULD HAVE THEM

FOR FURTHER PARTICULARS WRITE
CANADIAN AND UNITED STATES REPRESENTATIVES.

MacLAREN IMPERIAL CHEESE COMPANY, LIMITED

MANUFACTURERS AND IMPORTERS OF CHOICE SPECIALTIES

NEW YORK

MONTREAL

CHICAGO

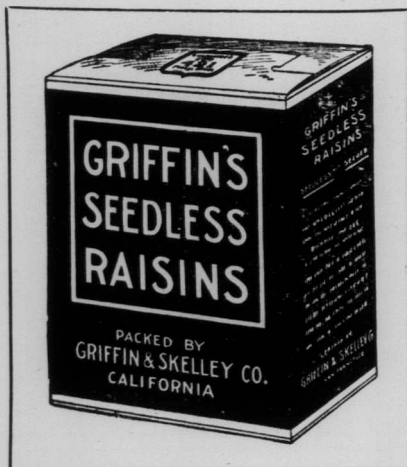
TORONTO

DETROIT

The Best—
Always the Best— Only the Best—
Raisin Perfection

Finest Flavor
Most Wholesome
Cleanest

Nothing superior is packed
or grown—a flawless product.



What the consumer says:

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

We have hundreds of such
letters.

Canned Where Caught

The "THISTLE" BRAND of CANNED HADDIES are canned right where they are caught—at the water side. How better could you preserve the natural richness and delicate flavor of the fish? IMPOSSIBLE.

But that is not all, because Captain Austin has the unequalled skill of a lifetime of experience. THERE'S NO DIRT OR SLIME—NO UNCLEANLINESS TO BE FOUND IN THE "THISTLE" BRAND. The reputation of the foremost fish-curer in the country is at stake under the label of the "THISTLE" brand. Buy it and you buy the best.

"THISTLE" BRAND FISH

Arthur P. Tippet & Co.

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.

THE MARSHALL BROKERAGE COMPANY

67 Dundas St., LONDON, ONT.

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

J. W. GORHAM & CO.

Manufacturers' Agents and Grocery Brokers

HALIFAX - NOVA SCOTIA

We are open for a few high class specialty lines

FOR SALE

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

J. T. ADAMSON & CO.

Customs Brokers
and Warehousemen

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

WESTERN DISTRIBUTORS LIMITED

Wholesale Commission Merchants, Customs Brokers and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited. Our position is your opportunity.

SASKATOON, - WESTERN CANADA

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.

J. A. TILTON

WHOLESALE GROCERY BROKER

ST. JOHN, N.B.

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

A. F. MACLAGAN

Manufacturers' Agent
and
Commission Merchant

409 St. Nicholas Bldg., MONTREAL

Currants

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

W. H. Millman & Sons

Wholesale Grocery Brokers
TORONTO

W. S. CLAWSON & CO.

Manufacturers' Agents and Grocery Brokers.

Warehousemen

ST. JOHN, - - - N.B.

Open for a few more first-class lines.

NEWFOUNDLAND

T. A. MACNAB & CO.

ST. JOHN'S, NEWFOUNDLAND
MANUFACTURERS' AGENTS
and COMMISSION MERCHANTS

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

G. C. WARREN

Box 1036, Regina

IMPORTER, WHOLESALE

BROKER, and MANUFACTURERS'
AGENT

Trade Established 12 Years.
Domestic and Foreign Agencies Solicited

W. G. A. LAMBE & CO.

TORONTO

Grocery Brokers and Agents.

Established 1885

W. G. PATRICK & CO.

Manufacturers' Agents
and
Importers

77 York Street, Toronto

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

MacLaren Imperial Cheese Co. Limited

AGENCY DEPARTMENT

Agents for Grocers' Specialties and Wholesale Grocery Brokers

TORONTO, Ont. DETROIT, Mich.

Lind Brokerage Co.

73 Front St. East - TORONTO
HEADQUARTERS FOR

Muscavado and Crystals
Raw Sugar

WATSON & TRUESDALE

Wholesale Commission Brokers and
Manufacturers' Agents.

WINNIPEG, - MAN.

Domestic and Foreign Agencies Solicited.

—WINNIPEG—

H. G. SPURGEON

Wholesale Broker and Manufacturers' Agent
Canadian, British and Foreign Agencies Solicited.

230 Chambers of Commerce. P.O. Box 1812

DISTRIBUTORS, LIMITED

P. O. Drawer 99

EDMONTON, ALBERTA

Manufacturers' Agents, Commission Merchants, Warehousemen.

Track connection with all Railroads.

A. Francols Turcotte

COMMISSION MERCHANT

Room 16, Morin Block
Quebec, - Canada

One or two more agencies wanted

FIRST CLASS CONNECTION

—MOOSE JAW—

WHITLOCK & MARLATT

Distributing and Forwarding Agents.
Warehouse on C.P.R. spur track.
Promptness and Satisfaction guaranteed.
Business Solicited.

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

J. F. EBY, President

HUGH BLAIN, Vice-President

TO HELP YOU MAKE MONEY

Two Snaps in Sardines

Norwegian

Fish Monogram, to retail
at 10c tin.

French :

Le Plage, to retail at 12½c. tin.

Our quotations are lower than
that these or similar goods have
ever been sold at.

"ANCHOR"

Condensed Coffee & Chicory

As good as any line you
are stocking, and at a
price that shows you a
nice margin of profit.

Sells at 15c. a bottle

A New Line

"QUEEN ANNE" LAMP BURNERS

The best burner on the
market. Gives 32 c.p. light and
does not use any more oil than
the ordinary burner.

Sells at 15c.

Pays you handsomely.

EBY-BLAIN, LIMITED

Wholesale Grocers

Toronto

**BORDEN'S
EVAP-
ORATED
MILK
PEERLESS BRAND**



**Makes
Your
Customers
Satisfied**

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

Sales Offices and Agencies:—
MONTREAL TORONTO WINNIPEG
and VANCOUVER

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

Baker's Cocoa and Chocolate

ARE THE STANDARDS OF THE WORLD

53 Highest Awards in Europe and America



THE NEW MILL AT 1000 ALBERT STREET, MONTREAL



Registered
Trade-Mark

¶ For over 131 years these well-known preparations have been made only at the company's mills (the largest in the world) at Dorchester, Mass., U.S.A. In order to keep pace with the rapidly increasing demand for its goods in the Dominion of Canada and the British Provinces, a large mill has been put in operation in Montreal.

¶ With the finest possible equipment of modern machinery, with the accumulated experience of more than a century and a quarter in the selection and blending of cocoa beans and by the employment of a perfect mechanical process of manufacture, consumers and dealers are assured that *the uniformity of quality and delicacy of flavor which have made these goods the standards of the world will be maintained.*

¶ To facilitate the distribution of goods, selling offices are located at Montreal, Winnipeg and Vancouver.

We guarantee the absolute purity of these goods under the pure food laws of Canada

WALTER BAKER & CO., LIMITED
DORCHESTER, MASS. MONTREAL, CANADA



Contain More—Cost Less

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

“Simcoe” Brand Baked Beans

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

Red Cross, Canada First and Quaker

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

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

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

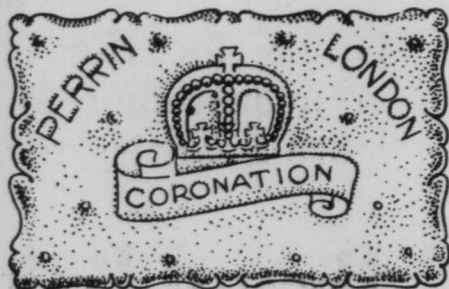
Dominion Cannery, Limited
Hamilton, Canada



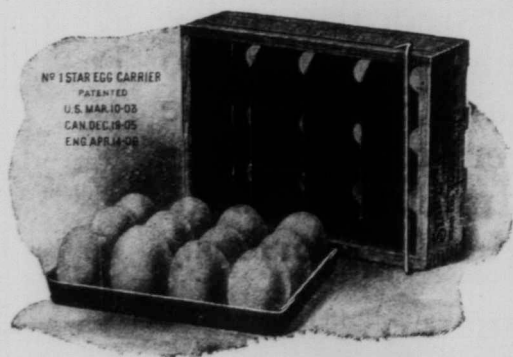
THE CANADIAN GROCER

SOMETHING NEW
DAINTY, TASTY AND
UP-TO-DATE

PERRIN'S CORONATION BISCUIT



KEEP YOUR STORE AHEAD



NO. 1 STAR EGG CARRIER
PATENTED
U.S. MAR. 10-03
CAN. DEC. 19-05
ENG. APR. 14-06

Made in one and two dozen sizes.

Do not be satisfied to be "just as good"; make yours the best and most attractive store in town.

STAR EGG CARRIERS AND TRAYS FOR SAFE EGG DELIVERY

make clerks and delivery men take pride in accurate, quick, careful methods and build up the entire delivery and store service.

This modern egg delivery system for progressive stores pays for itself in a couple of months and then pays an extra profit on every dozen eggs delivered.

Write for our two valuable books "No Broken Eggs" and "Advertising Suggestions." They explain everything in full.

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

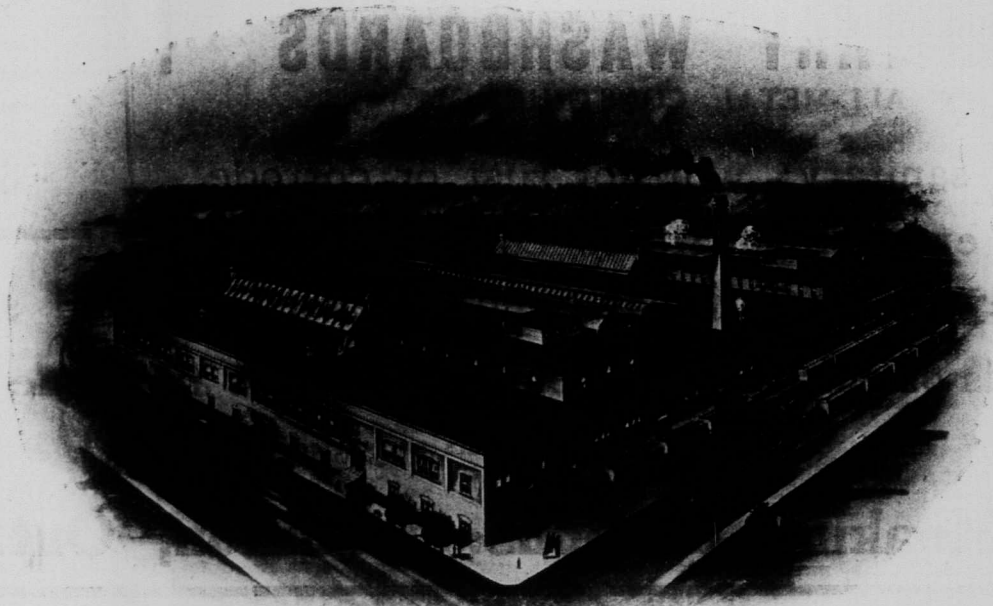
STAR EGG CARRIER & TRAY MFG. CO.
1550 JAY STREET, ROCHESTER, N.Y.

THE CANADIAN GROCER

WAGSTAFFE'S

Fine Old English

PURE JAMS, JELLIES, MARMALADES,
ETC.



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

Cleanliness is our motto.

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

Book your orders quickly.

WAGSTAFFE Limited

Pure Fruit Preservers

HAMILTON

ONTARIO

No Wood to Warp—
 —No Joints to Come Apart
MEAKINS'
SANITARY WASHBOARDS
 ALL-METAL CONSTRUCTION

Highly sanitary; will not rust or corrode.
 Other excellent features commend them
 strongly to the woman who has used the old style.
 No nails or worn-edged metal facing. It's all in one piece.

Write for particulars and prices

Meakins & Sons, Hamilton, Ont.



St. Vincent
 The Best



Arrowroot
 Grade

An Opportunity For Large Profits

For a century or more St. Vincent Arrowroot has been an article of consumption all over the civilized world.

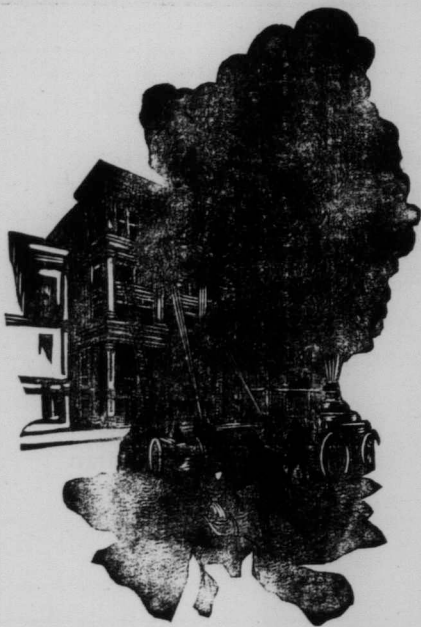
Recently, the enormous increase of the use of cocoa and chocolates and the study of domestic science and nursing have brought it into common use among a much larger portion of the people.

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

Very little education is needed to build up a large trade.

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

St. Vincent Arrowroot Growers' and Exporters' Ass'n.
 KINGSTOWN, ST. VINCENT, B.W.I.



IN CASE OF FIRE

The Insurance adjuster will make you prove your loss before he will recommend payment on your policy if your store burns.

Are you in shape to-day to prove the value of your stock of merchandise? You must do something to prove its value, your statement is not enough. What records have you?

If you are not one of the seventy thousand users of The McCaskey Gravity Account Register System, the chances are you have none.

Only
One Writing

The McCASKEY SYSTEM

First and Still
the Best

with one writing will handle every detail of your business from the time you buy your goods until the money for them is in the bank. It will cut out your useless bookkeeping. Every time you copy an account you add to chances for making mistakes. It will prevent errors in your account keeping. It prevents disputes with customers over their accounts because each customer has the same record of his account as has the merchant, and in the same handwriting. It prevents forgetting to charge. It is an automatic collector and brings money into the store faster than any human agency can. It is an automatic credit limit, and in case

of fire puts you in position to prove your loss.

There is no need to wait to see what the "other fellow" thinks of the McCaskey System. Ask us and we'll send you hundreds of letters from users, merchants in your locality, who tell us it pays for itself several times in the course of the first year it is installed.

A letter or postal card will bring you information without obligation on your side to purchase.

Better write to-day or tear out this advertisement, sign your name and address. We'll know you want information.

DOMINION REGISTER CO., Ltd.

Toronto, Canada

Manufacturers of Surety Nnn-Smut Duplicating and Triplicating Sales Books and Single Carbon Pads in all varieties.



Learn How To Think!

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

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

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

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

48,000 Sheldon Men Have Learned How

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

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

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

The Sheldon School

1237 Republic Building,

Chicago, Illinois

The Sheldon School, Republic Bldg., Chicago
Please send me FREE copy of THE SHELDON
BOOK and full information regarding
Sheldon Methods.

Name

Street

City.....State.....



IN THE
TEN-PIN BOTTLE

Walker's GRAPE JUICE

CLEAR. PURE.

A Beverage—A Food Product—A Table Requisite

THE PURE JUICE OF THE CONCORD GRAPE

Replacing Wines Used in the Home.

Served at Soda Fountains.

All Grocers and Druggists should Stock it, as it is being Heavily Advertised in the National Publications Reaching Thirty Million American and Canadian Readers a Month.

Made in the
Largest Grape
Juice Factory in
the World.

Write for Prices
and Particulars.

Good Profits.



Handsome Display
Free.

Punch Bowls Free.

Recipe Books Free

TRIM YOUR WIN-
DOWS AND IN-
CREASE THE
DEMAND

THE GRAPE PRODUCTS CO., NORTH EAST, Pa., U.S.A.

MACLURE & LANGLEY

Canadian
Representatives

Toronto, Winnipeg, Montreal



SANITARY CANS

FOR

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

Sanitary Can Co., Ltd.,

Niagara Falls, Ont.

KOPS ALE AND STOUT

NON-ALCOHOLIC

NON-ALCOHOLIC

¶ Pure English brewed Ale and Stout, made from the finest Kentish Hops and Malt, containing all the tonic properties of Alcoholic Beer, without the undesirable after effects.



¶ A special analytical commission reports:— Kops Ale has nothing that is injurious, but is on the contrary a palatable beverage, possessing distinct tonic and invigorating properties.

PERFECT TABLE BEERS

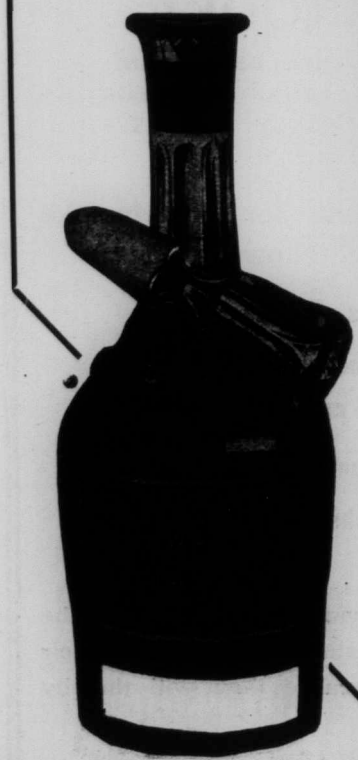
REFRESHING, STIMULATING

KOPS BREWERIES,
LONDON, S.W., ENGLAND

CANADIAN AGENTS—

Hudson's Bay Co., Vancouver, B.C. W. L. Mackenzie, & Co., 306 Ross Ave.,
Winnipeg. Kenneth H. Munro, Coristine Building, Montreal. W. L. Mackenzie
& Co., 606a Center Street, Calgary. Royal Stores, Limited, St. John's, Nfld.

SUMMER DRINK STOCK



The season is now at hand when your customers will want summer drinks.

ROWAT & CO.'S LIME JUICE and OTHER BEVERAGES

are firmly established in the ranks of summer drinks.

The bottle in which these goods are sold is of standard decanter design, and will prove very useful in the household.

Do not waste any time considering stock; display and push these summer goods now. Your profit will be extremely good.

Rowat & Co. GLASGOW
SCOTLAND

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

They Profit By Comparisons

Compare a new Cane Washboard with a new washboard of any other make and you will realize its superiority. Better still, compare the two washboards when they have been some time in use. The other kind will show many signs of wear and will be getting unpleasant to use, the Cane will look and serve as well as it did when new.

CANE'S WESTERN KING WASHBOARD IS FITTED WITH AN ENAMEL RUBBING PLATE

and, like the other Cane Washboards, is better than other makes in material, workmanship and finish.

Send for our catalogue giving particulars of **CANE'S WASHDAY WOODENWARE.**

Wm. Cane & Sons Co., Limited
NEWMARKET, CANADA



THE CHOICE ALWAYS FALLS ON

Cane's Washboards



ST. CHARLES MILK

St. Charles Evap- orated Milk

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

Every can is guaranteed

**St. Charles Condensing
Co.**

INGERSOLL, ONT., CANADA



C. O. Genest & Sons SHERBROOKE

GENERAL GROCERIES, GRAIN AND
FLOUR, IMPORTED SUGAR, BARBADOS
MOLASSES AND FANCY MOLASSES

Distributing Agents for Sherbrooke
District for the following lines:

Rowat's Pickles

Wilson's Vinegar (Toronto)

Pyramid "Fly Catcher"

Dominion Cannners' Preserves

"Manola" Refreshing Aerated Water

N.B.—It is to the advantage of dealers in the neighborhood of Sherbrooke to place their orders in this city, because they will thereby save freight charges.

TO THE TRADE:

Let us remind you that the Fruit Season is here, and the Vegetable Season fast approaching. We can honestly say, in view of the past reputation of

ESSEX BRAND PRODUCTS

our goods are excelling themselves, and well merit your attention NOW.

Quality	- -	Paramount
Delivery	- -	Full
Prices	- -	Right

And always - - - - You get THE GOODS.

ESSEX CANNING & PRESERVING CO.
 ESSEX, ONTARIO LIMITED

"VERGINE" BRAND OLIVE OIL

will bring satisfaction and profit to every grocer handling this line, because it is highest quality, backed by this firm's recommendation.

"Vergine Brand" Olive Oil is a sure trade builder. This brand is known and extensively advertised throughout the Dominion, and the demand is increasing daily.

Olive Oil yields a handsome profit, and if you are wise you will build up a good Olive Oil trade. To accomplish that you must have the best.

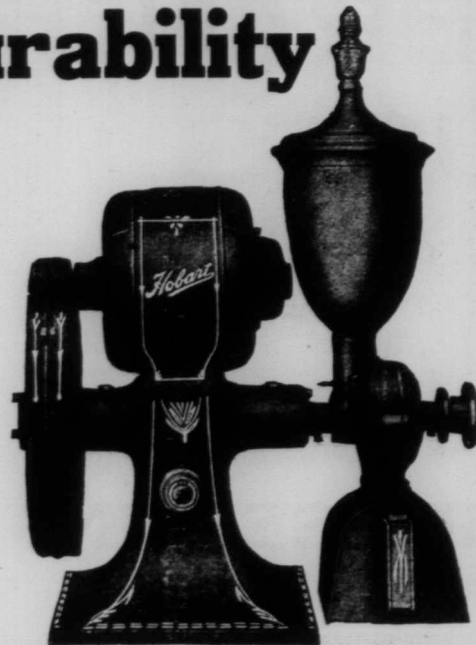
Samples and prices upon request. Don't trust to your memory—DO IT NOW.

HEAD OFFICE:
 Corner
 Church & Colborne
 Sts.
 TORONTO

The Charles
Cicero
 Company LIMITED
 SPECIALISTS IN ITALIAN PRODUCTS

BRANCH:
 256 St. Paul Street
 MONTREAL

**Effectiveness
Appearance
Durability**



Here are three leading features which should make every grocer instal a

**HOBART
Coffee Grinder**

It is a necessary adjunct to every up-to-date store, and is equipped with automatic release—an effective protection against accidental damage to motor.

The appearance of your counter is improved by the handsome exterior of the "Hobart," which is just as good as it looks.

It is perfect in design and workmanship and performs the grinding operation in the most efficient and quickest possible manner. Made of the best materials.

Write for free details and prices.

W. A. Freeman Co.
Limited
Hamilton



Pictures Show the Mexican Vanilla Bean Gatherer

**There are more
than ninety**

flavorings, such as Vanilla, Lemon, Almond, Rose, Pineapple, Strawberry, Ratafia, in the Shirriff Line. The most famous Shirriff flavoring—the one that has created the most widespread interest and focused the attention of both the public and the trade on the Shirriff Line—is

**Shirriff's
TRUE VANILLA**

—a *real* vanilla extract of exceptional flavor, bouquet and strength. Shirriff's True Vanilla is a trade builder, because it will give the utmost satisfaction to all you persuade to try it. Your customers will feel under an obligation to you for introducing such an excellent product to them. They will have confidence in your judgment, confidence in your goods. And confidence is the foundation stone of all successful, permanent trade.

Imperial Extract Co.
TORONTO - CANADA

THE AVERAGE PERSON

Is not a good judge of groceries and knows it.

¶ Therefore, the particular buyer looks for certain "guide posts" to indicate the store upon which he can depend for quality when buying groceries.

¶ He may not know how to select good tea or coffee in bulk, for instance, but he knows he gets value when he buys Heinz Pickles; and is likely to be favorably influenced towards the grocer who sells them and other trade-marked goods of equal standing

¶ He may not be able to argue for or against Benzoate of Soda, but he knows he prefers to take no chances with drugs in his food, and is likely to read the label on the kind of Ketchup the grocer recommends.

¶ HEINZ PURE FOOD PRODUCTS bring new customers and help to keep old ones, because the 57 Varieties are guaranteed pure and guaranteed to please, or money back.

H. J. HEINZ COMPANY

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

DRIED FRUIT OF QUALITY

This Mark



on every Box Insures the Best

Place Order Now for
Fall Delivery

All First-class Jobbers Handle

OK. SAUCE

ENGLAND'S BEST

For its Exquisite Flavor it stands unrivalled.

For purity of ingredients it stands unchallenged.

One thousand guineas purity guarantee on every bottle.

Manufactured only in London, Eng., by

GEO. MASON & CO.

Canadian Agents---DARBY & TURNBULL
179 Bannatyne Ave., WINNIPEG

FIGS

A Snap to Close a Consignment

3 inch layers, 1 $\frac{3}{4}$ lb. boxes \$1.00 dozen

3 inch layers, 2 $\frac{1}{4}$ lb. boxes \$2.00 dozen

LOUCOUM Pulled, 3 lb. boxes \$3.00 dozen

*All above
are in First Class Shape.*

MATHEWSON'S SONS, MONTREAL

THE CANADIAN GROCER



Get Wise



and Busy



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

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

Princess Condensed Milk, 4 doz. in case—\$3.90

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

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

J. MALCOLM & SON

Order from your wholesaler or direct from the

ST. GEORGE

ONT.

factory.

We Want The One Man In A Thousand

A man with vim in his blood — a fighter from the ground up.

A man who is strong enough to withstand the first skirmish.

To that man we are going to make a most interesting proposition.

His earnings and opportunities will be circumscribed only by his ability to produce and to grow.

That man is now employed— for good men always are.

We can make that man a proposition which will enable him to continue at his regular work and to earn from \$5.00 to \$20.00 a week during his spare hours.

We want about forty of these men.

Are you one of them? Write for particulars to

The MacLean Publishing Company

143-149 University Avenue

Toronto, Ontario



By Special royal permission.

THE LINE OF SUSTAINED PROFIT

Especially in your brands of Canned Fish, care in selection is essential! And you'll find

"KING OSCAR" BRAND NORWEGIAN SARDINES

always uniformly pure, sweet and well packed. They are genuine satisfaction-givers and profit-producers.

It will pay you to feature "King Oscar" Brand.

Ask your wholesaler for them

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



THE DOMINION MATCH

will give satisfaction to all your customers and build a satisfactory trade for you.

These matches are made with a strong stem that will not break and a head that will not splutter when you strike it.

It pays in more than one way to stock satisfaction-giving staples—and this brand shows a good margin of profit.

EVERY MATCH A LIGHT.

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DESERONTO, ONT.

or Canada Brokerage Company, Limited, Toronto

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.

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Price \$3.50, Postpaid.

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**Doesn't This
Package
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It will certainly win the favor of the majority of your customers, and there are many reasons why you will find it a ready seller. It has a rich creamy flavor and has always a fresh nip.

**Nothing Like It to Complete a Meal
Nothing Like It Profits to Reveal**

A Popular Priced Article

Retails at 10c. Per Package

WRITE US

The Meadow-Sweet Cheese Co.
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KO-KO-BUT

The Perfect Cooking Butter. 100% Pure Vegetable Fat.

**MORE ECONOMICAL MORE DIGESTIBLE
MORE WHOLESOME**

than butter.

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

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"THE ENEMY OF DIRT"

will save the user labor and money without injuring the tenderest hands or the most delicate fabric. Its cleansing and disinfectant qualities are unequalled and makes fast friends wherever used.

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Imperial Vinegar. The above lines are fully guaranteed for quality, appearance and sale.

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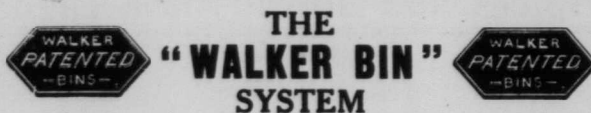
The Standard for 25 Years.

6 oz. tins.	-	75c. doz.
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16 oz. "	-	1.75 "

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WINNIPEG, Man.



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

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

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

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and let us give you an estimate.

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

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

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JAPAN TEA

is unrivalled for Purity, Delicious Flavour,
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The Sugar that has Stood the Test of Time

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Extra Granulated Sugar

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

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

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

Extra Granulated
Extra Ground
Powdered
Golden Yellow.

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

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Limited**
Montreal, Can.

Established in 1854 by John Redpath

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Some manufacturers who ought to know better than DEFRAUD THE PUBLIC, sell their evaporated milk as "Cream," which is not. There is ONE REAL CREAM on the market and that is

FUSSELL'S CREAM

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C. E. Cheate & Co., Pickford & Black's Wharf, Halifax

If it's CUSTOMERS you want, Sir —

You certainly want H.P. SAUCE to bring them in.
In many ways H.P. is unique, its flavour is unique, its deliciousness is unique, its value is unique—it makes customers—it makes business—it makes profits—

Why Not Sell it?

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**Is Your Coffee Trade
Large and Profitable?**

IF NOT

You Can Make it So

BY SERVING YOUR
CUSTOMERS WITH

WHITE SWAN COFFEE

Try it and Watch Your Trade
Grow Quickly

IT IS
THE COFFEE OF QUALITY!

Packed in Handsome 1-lb. Tins

**SELL
GINGERBREAD
BRAND
MOLASSES!**

It Pays

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

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

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

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

The
Dominion Molasses Co.,
LIMITED
HALIFAX, NOVA SCOTIA

SAFE — RICH — PURE

Three sufficient reasons why every grocer should
stock and feature

Canada First Evaporated Milk

SAFE, because it is canned in air-tight, sanitary
cans, without the use of acid or solder.

RICH, because Government Bulletin No 208 has
found it richest in genuine food value.

PURE, because its preparation is one long tale of
care, skill and cleanliness.

A line that pays you well to recommend!

MADE IN CANADA BY CANADIANS.



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

Aylmer,
Ont.

Head Offices:
Hamilton, Ont.

THE CANADIAN GROCER

PRESERVING SEASON

It is most important to the householder to have pure cane sugar when they are making preserves and jams. Give them the best there is on the market.

St. Lawrence Granulated

is the finest sugar made, is cane sugar and 100% pure.

St. Lawrence Sugar Refining Co., Limited

Montreal, Que.

Get New Trade

and keep it by pushing the sale of Minute Tapioca. Just tell your customers this:

By using

Minute Tapioca

a delightful, dainty and wholesome dessert is ready in fifteen minutes. Minute Tapioca is perfectly pure. It is made in the largest and most sanitary tapioca factory in the world. Six quarts to a package.

Ask your Jobber for
Minute Tapioca

Minute Tapioca Co.
Orange, - Mass.

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R. B. Hall & Son, Montreal
W. S. Clawson, & Co., St. John, N.B.



The Favorite Pickle



BAIRD'S SECOND-TO-NONE PICKLES

The Perfection
of Quality.

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Glasgow, Scotland

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lington & Co., Vancouver; S. hofield & Beer, Commission Merchants,
St. John, N.B.; W. J. Mahony, Board of Trade Bldg., St. John's, Nfd.

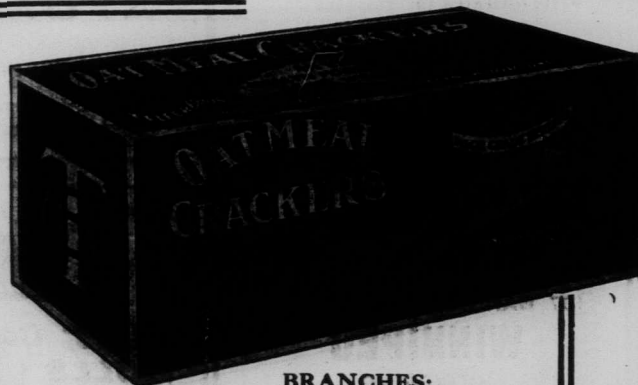
Wholesome and Appetising!

Success in your Biscuit Trade is dependent firstly on quality and flavor, but also largely on the condition in which they reach the customers.

TELFER'S BISCUITS

may be relied on to open up Fresh and Crisp, and invariably give perfect satisfaction. Our "Oatmeal Crackers" prove a steady and profitable seller, and never fail to please the palate. We make all kinds of high-grade and dainty biscuits.

Telfer Bros., Ltd. Collingwood, Ont.



BRANCHES:

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**WHITE DOVE
COCOANUT**



An easy winner, allowing its supporters good returns. Stake your reputation only on what you know is safe.

**W. P. Downey,
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

The W. H. ESCOTT CO.

WHOLESALE

Grocery Brokers

187 BANNATYNE AVENUE

WINNIPEG

COVERING

MANITOBA and SASKATCHEWAN

CORRESPONDENCE SOLICITED

**"Too Mussy
For Me"**



As between an open bale of dates, half sold, and a pile of cartons of Dromedary Dates, which, if you were a consumer, would you be most attracted by?

If you say only the bulk dates, wouldn't you be even apt to be revolted by their mussiness and buy none?

That's exactly why so many people haven't eaten dates, though they like them. It also explains the enormous sale DROMEDARY DATES have attained. They are the finest fruit we can buy, to begin with, and they're packed in the most scrupulously neat fashion, wrapped in oiled paper and then packed in cartons. The natural demand for them has been increased by the enormous advertising we have done in magazines read by your customers.

All jobbers.

We also pack **ROYAL EXCELSIOR** and **ANCHOR BRAND** package dates.

The HillsTM Brothers Co.

Beach and Washington Sts., NEW YORK

**A. O. LANDRY
JOBBER**

STE. FLAVIE STATION

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



It drives 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.

**Cold Spring
Lemonade Powder and
Orangeade**

For Picnic Parties, Travellers and
Holiday Seekers.



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

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

S. H. EWING & SONS

96-104 King St. 20½ Front St.
Montreal Toronto

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

WINDSOR SALT

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

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



Trade Mark of Quality

PICKLING SEASON COMING

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

Sweetheart Brand Pickling Spices

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

I X L Spice & Coffee Co., Ltd.

LONDON, ONTARIO

MOODY'S



KLENZINE

Washing Compound

has the property of cleansing without injuring in the least the most delicate fabrics. An excellent cleansing and disinfectant for the household.

Klenzine is one of the many cleansing and finishing preparations manufactured by us and including

- Royal Blue, Reliable Borax,
- Anty Drudge, Half-Time Shoe Polish,
- Royal Medicated Chloride of Lime,
- and
- Quick Shine Shoe Polish.

ALPHA CHEMICAL CO., Limited
BERLIN, CANADA

Here's Our Money - Making Proposition

We have told you about "CASTOLS," that effective substitute for Castor Oil which the youngsters and even adults like, because it is in the form of a pleasant chocolate sweetmeat.

Now to Business

$\frac{1}{2}$ gross - 2.25 To You	} 5c. a Block
$\frac{1}{2}$ gross - 3.60 To Consumer	

PROFIT - 2.70 per gross or 60%

PACKED IN FANCY DISPLAY TINS

Isn't it worth while stocking a half gross on trial?

Ask your wholesaler, or write direct

Snowdon & Ebbitt

325 Coristine Building
MONTREAL

Hitch Your Salesmanship to Quality Goods

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

MEADOW CREAM SODAS

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

THE W. J. CROTHERS CO. - Kingston, Ont.

By Appointment to



*His Majesty
KING GEORGE V*

Established 1817

**Macfarlane
Lang & Co's**

**“Coronation
Biscuits”**

The Biscuit which should be in every
Loyal Household throughout the Dominion.

Samples and full particulars from

- SNOWDON & EBBITT, 325 Coristine Building, Montreal.
- NEWTON A. HILL, 25 Front Street, Toronto.
- MASON & HICKEY, 287 Stanley Street, Winnipeg.
- The STANDARD BROKERAGE CO.,
852 & 864 Cambie Street, Vancouver, B.C.



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Chaput,
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Church &
Clair &
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Clark, W
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Crothers
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Dalley, F
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**QUALITY
TALKS**



"RESULTS"

are often spoken of in a boastful way, but confirmation of the claims made is frequently lacking. The history of "SALADA," the figures of our increases published in this paper from time to time, contain sufficient tangible proof of our claims. "SALADA" has stood the test of time, the test of the severest competition, and, above all, the SALES TEST, tests which have won for thousands of grocers a large and profitable tea trade, to the detriment of the tea peddler, a fact which says more for "SALADA" quality than anything we can say.

Does any other tea you are selling possess such qualities?

Will they stand the test?

THE TIME TO SELL "SALADA"
IS WHEN YOU WANT MORE
BUSINESS. TRY IT. NOW.

**QUALITY
TELLS**

The "SALADA" Tea Co., Toronto

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Some Suggestions For Campers and Cottagers

How Various Sections of the Store Cater to Holiday Needs

Good Food For The Summer Camp Grocery Supplies in Suitable Form For Rustic House-keeping

THE ordinary, everyday camping party does not, unfortunately, find itself satisfied with the simple rations provided by Tom Sawyer and his two companions for their celebrated expedition to the desert island. Something more than the boiled ham and the corn cobs that comprised the larder for that adventurous jaunt is looked upon as necessary for the usual sojourn in the wilds of Tenagami or Muskoka. The most ardent camper is loath to relinquish the delights of tea, coffee, good butter and kindred commodities. And such have been made available for him put up in special form that will carry easily and safely, and "keep" indefinitely.

The Grocery Section is thoroughly equipped to supply the whole need of the camp or cottage commissariat. It will pack, ship and guarantee safe delivery of provisions to any part of Ontario—with express prepaid on orders that amount to \$25.00 and over.

Following are some of the various productions that may be recommended for rustic housekeeping: Diamond E Blend India and Ceylon Tea, black or mixed, good flavor, 1b. 35c.

Reindeer Brand Condensed Coffee, contains sugar and milk, 1 spoonful makes a cup. Tin, 25c. St. Charles Evaporated Milk, 3 tins, 25c.

Knorr's Prepared Soups, assorted flavors, package, 5c.

Our own make creamery Butter, put up in five-pound tins with lid, 24 lb. and 10c for tin, Albert Bonilli Sardines, in oil, 2 tins, 25c.

Canned Salmon, tin, 15c. Blotter Paste, 3-ounce tin, 3 tins, 20c.

Cooked Corned Beef, 1 lb. tin, 20c. Beef Steak and Onions, 1 lb. tin, 20c.

Canned Chicken Breasts, tin, 55c. Pork and Beans, plain or in Orange Marmalade, 5-lb. pails.

Collapsible Stoves That May Be Folded Up Into Small Spaces for Light and Easy Carrying.

A CAMP fire is usually more appreciated by an artist than a cook. To those accustomed to the services of a gas range its culinary merits are few. And so for the convenience of those who adopt tent or shack life has been contrived a capital stove of light weight sheet iron that may be folded up into a space small enough and flat enough to go into a suit case, if necessary. When wanted it can be set up without tools in a few moments. It will burn wood or charcoal. Price, for 2-hole size, \$2.25.

Pots and Pans for Campers. Specialized for campers' use is the following outfit of cutlery, pans, and various useful contrivances:—

- Can Opener—5c.
- Fry Pans—15c, 20c and 25c.
- Forks—32c dozen.
- Long Handle Spoon—5c.
- Sauce Pans—15c.
- Tin Pails—12½c.
- Tin Tea Kettle—25c.
- Tin Dish Pans—12½c.
- Egg Slice—4c and 6c.
- Tin Dipper—4c.
- Tin Tea Pot—12½c.
- Milk Can—4 quart size—30c.
- Tin Mugs—4c.
- Roast Pan—12c and 15c.
- Wooden Plates—4c dozen.
- Knives—96c dozen.

Duck Trousers For The Yachtsman And Khaki for Those Who Run a Motor Boat or Go On a Fishing or Canoe Trip

NOT vanity or fashion, but yachting etiquette, demands that he who goes sailing shall don correct attire. White duck trousers are needed by every man who walks the deck, whether skipper or invited guest. Here are two good lines featured in the Men's Clothing Section

White Duck Trousers, cut in good style, finished with keepers for belt, suspender buttons on inside of band. Sizes 30 to 44 waist—\$1.00.

Trousers, of better quality of white duck, finished with cuff on bottom loops for belt, side hip and watch pockets, 30 to 44 waist—\$1.25.

Yachting Blouses for men—white duck with blue sailor collar and cuffs, with breast pocket, all sizes, middie style. Each, \$1.00.

As Worn by the American Soldier

Khaki has become as typical of the camper as the broad hat and knotted handkerchief of the cowboy. And prevalent in the same department are a line of trousers made from the identical fabric employed in the uniforms of the American soldiers. They are in an olive fawn shade, soft pliable finish and tough wearing with cuff at bottoms, belt loops and side straps on waist—\$1.75.

Also obtainable are trousers in tan khaki of extra good quality well cut and tailored, with belt of



Men's Outing Shirts In Duck and Khaki for Yachting and Camping

THE shirt that is as different from the evening dress shirt as Summer is different from Winter, the soft, loose-colored outing shirt for the happy loafing days of a man's vacation time—it is featured as follows:—

Men's Outing Shirts, made expressly for those who elect to "rough it" by way of a holiday—of strong drill, in tan shade, with collar attached, yoke, two breast pockets, double sewn seams, gussets in the sides, large pearl buttons. Sizes 14 to 17. Price, each, \$1.00.

Outing Shirts, well made, of a strong white duck, light in weight, with yoke, pocket and reversible soft collar, in place of which a stiff linen collar can be worn if neces-

From a Woman's Standpoint.

THERE was a girl once who was not quite poor enough to work and not quite rich enough to have a good time. And so she just staved at home a good deal and read a great many books and dreamed. And to-day she was not a Joan of Arc, or a Lily Bell, or an Annet, but just an ordinary everyday girl, with a touch of poetry in her mind, and a love of beauty in her eye, her dreams were of ordinary, everyday things. She dreamed of trips to Egypt and the Italian Lakes, and sometimes, just of wonderful smart French clothes. In June when the air was full of good things, she would dream of the trossage and the bridesmaids that she would have when she was married. But most of all she would dream of the house that she and the bridegroom would go to—of the house in which a generous Fate would install her as a child—of the house that she deemed a worthy haunt for that agreeable little Happiness.

It was not a turreted castle in Spain, the abode of her dreams, but only a low-roofed house in the middle of a sweet-smelling garden, she cared not whether in a Roadside or up on the Heights in the North, or down on the Bluffs in the East.

The hall was different from the halls in most bride houses. It was dimly and somewhat narrow.

It had a long, narrow, high-backed church-stair chair. The girl had distinct ideas about a hall. She thought it should serve as a fall to the genial warmth and coziness of the rooms to which it gave entrance.

And how she loved to linger in the drawing-room—her own particular individual section. The walls were a sort of amber color that lit up to gold almost in the shaft of sunlight that came through the west window. The curtains and little framed pictures on the furniture were of amber and soft wood green, and brown and olive around. For no-

Illustration No. 1—Reproduction of part of an advertisement used by the T. Eaton Co. It is attractive and convincing copy.

Effective Advertisement Defined

What Copy Should Contain if it is to Work the Maximum Benefit to Advertiser—Three Essentials That Must Be Considered—Seasonableness of Goods a Pertinent Point—The Value of Illustrations in Advertising—An Ad. Calculated to Bring Results—A Criticism.

When a dealer advertises to the consuming public he should stop to consider that an effective advertisement in his newspaper must, respectively, attract attention; hold that attention; create a desire to purchase; and lastly, stir the reader into the action of making the purchase. This is true in every purchase, without exception, whether the ultimate action is caused by reading an advertisement, by a selling talk or a window display; hence the importance that should be placed on the general appearance, and the character of the reading matter in an advertisement.

The most important issues to be considered by the advertiser are seasonableness of goods, type display, general attractiveness, the wording, his business location and the general character of the people of his particular district.

The above cut illustrates the top of a full newspaper page advertisement of the

T. Eaton Co., Toronto and Winnipeg. As is generally known this firm does superior advertising because it makes a study of its goods and its possible customers; and it follows the seasons closely. This ad. was made attractive by some simple illustrations, not overdone, but appropriate for the season. The section pertaining to groceries has a neat heading and an interesting introduction, not too long for the size of the remainder of the ad. Goods and their prices are quoted so that the reader knows exactly what she has to pay at this store. This copy is such that it ought to attract attention—at least of a particular class of people—hold it, create a desire and eventually cause action on the part of the reader.

Type Badly Displayed.

On the other hand, the R. D. McKee copy, Carman, Man., illustration No. 2,

could be greatly improved. The general appearance is not attractive and unless the reader is actually looking for this ad. would probably in 9 cases out of 10 overlook it. No matter how valuable the copy itself is, the ad. must be attractive to command the maximum attention.

In a small space such as this, it is generally conceded to be good policy to stick to one or two articles. When more are talked about the copy-writer is apt to forget that he must create a desire to buy. The same reasoning applies to dressing a window. To combine groceries, fruits and crockery is not always wise, because the attention is divided. Better devote to-morrow's space to crockery, but let fresh fruit and vegetables hold sway to-day. Illustration No. 3 is intended to show how this ad. might be made more effective.

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At R. D. McKee's Store

Is the place to buy
Fresh Groceries and Fruit

We have the most up-to-date stock of
Crockery and Glassware
in town. Call and inspect the stock

WEEK END SPECIALTIES:

Bananas, Cream, Strawberries, Tomatoes, Oranges,
Apples, Celery, Grape Fruit, Lemons, Figs, Onions.

R. D. MCKEE

PHONE 45

Illustration No. 2—Appearance of this Ad. counts against it.

A British Columbia Ad.

O'Keefe & Martin, Vernon, B.C., have an attractive ad. in illustration No. 4. It is one that should gain the readers' attention because it gives some advice. It might have been more effective had the writer told of some particular article, its value in the household and its

high quality. This would tend to create a desire to buy it—and only in such a case is an ad. really effective.

In conclusion let it be impressed upon every advertiser—see that your copy is set attractively, make sure that it will be read and put into it a selling talk that will sell the goods.

Your Husband Likes Fresh Fruit and Vegetables

Strawberries and Cream for supper is delicious, and who can suggest a tastier dish than fresh celery and sliced tomato?

SOME OF OUR LEADERS :

Strawberries, large, fresh and ripe - - - 15c per box
Grape-Fruit, the early morning tonic - - - 2 for 25c
Tomatoes, the rosy kind with the nice flavor - 20c per lb.
Celery, crisp and juicy - - - - - per lb.

This is the season when fresh fruits and vegetables taste the best. Phone your order or call and see our array.

Telephone
45

R. D. McKee

15
Main Street

Illustration No. 3.—A Suggestion for the Improving of the McKee Ad.

DID YOU

EVER STOP

TO CONSIDER

that in buying groceries the best in the long run is the cheapest?

Between buying the cheap and the best article there may be only a saving of 5c in actual cash, but 25c in real satisfaction in using the best. Another point—the merchant makes more profit on the inferior article, a reason why you are sometimes urged to take something other than you want.

Moral to this little spiel: Ask for the best goods of your grocer, and if he does not stock that kind, give us a chance to serve you.

Take a look at our windows for the **THREE DAYS' SPECIALS.**

O'Keefe & Martin

The Grocers

Illustration No. 4.—An Attractive Ad. from a Vernon, B.C., Paper.

The Splendid Blessing of Co-operation

Co-operative Buying a Question Treated at a Recent Convention of Retail Grocers—How Half Dozen or More Dealers Might Join and Become One Big Dealer—The Rise of the Buying Exchange—The Troubles That May Follow—How Idea Could Spread and be a Real Blessing if Petty Jealousy be Forgotten.

By Henry Johnson, Jr.

At a recent convention of retail grocers a good many interesting questions were propounded. The questions came from thoughtful and successful retailers, which indicates that they relate to live issues; and I purpose, therefore, to treat those questions consecutively in the hope that good may come of the discussion.

But note, please, that I have used the word DISCUSSION, which means that I do not expect to do all the talking myself. If, when you read this stuff, you do not agree with me, or feel that I have left some features uncovered, or differ with some of my conclusions, or see some chance for further profitable elaboration, please COME IN! Let us get all we can out of these articles, for they surely come home in some measure to all of us.

The First Question.

First question, "Is co-operative buying of merchandise satisfactory, and is it productive of lower prices to the retailer?"

For answer, I might make things very short by repeating the old story of the man who bought the new kind of whistle from the street faker. He saw the faker play catchy music on the whistle and bought one; but when he attempted to play it he could not make a sound. "Stung again!" he said with a laugh, and threw the whistle into the gutter. The faker stopped his "spiel," stooped to pick up the discarded whistle, brushed the dust from it, and then played something extra fine on it, while his erstwhile disgusted customer stood by and learned that to get the good out of anything, one must know how to use it.

When it Succeeds.

Co-operative buying, like anything else co-operative, is OK if it is TRUE; that is to say, if it be carried out honestly, fairly, with due regard to the rights of all concerned. Otherwise, it is a failure, the same as misused credit, or advertising, or clerks, or deliveries will all be failures.

Co-operative buying usually, and properly, starts small. It is all but a repetition of the weavers of Rochdale,

*The writer of this article is one of the most successful dealers on the continent. He has spent almost 30 years in the retail grocery business and is well equipped to answer questions and smooth out difficulties with which others may have met.

who started to supply their own wants at a saving to each. Suppose it begins with the purchase of a cereal, the minimum jobbing quantity of which is, say, 25 cases. Such a quantity is obviously too great for any but the larger grocers, so that, in order that each may enjoy the inside jobbing cost, five, ten, or more retailers pool their orders and the 25 or more cases are bought. Let us suppose that the list price is \$2.50 per case and the jobbing discount is 10 per cent. There is likely to be the further advantage that, if there is no local jobber, the goods are sold F. O. B. a jobbing point when sold to retailers, but are delivered in jobbing quantities. Anyway, there is a saving of 25 cents per case; an addition to the net margin of 10 per cent. It is customary for one dealer to buy this line, taking a memo of what each of his neighbors will take; one 5 cases, another 3 cases, a third 2 cases, a fourth 4 cases, etc. When the goods are billed, he notifies each one to send him the amount, less cash discount, and then he pays the bill. When the goods arrive, he notifies each one to call at the station for his proportion. Each pays precisely what each other pays; each takes the discount; each does the same proportion of work,—with the exception that the man who does the ordering has a little more work to do than his colleagues; but he usually does not mind that.

Then the Buying Exchange.

So far, all is level and the deal may continue. The proper way is for the buyers to select other items, one at a time, and buy the same way, only they most properly should delegate another one of their number to buy the next item, and so on with the third item, etc., all being on the same footing. This may go on and grow until it becomes large enough to require the entire service of somebody. Then it should blossom into a regularly organized buying exchange, which is really a wholesale grocery store run by dealers for their own benefit and profit.

I omitted to state that when any dealer runs short of any of the items co-operatively bought, he fills in from a neighbor, getting the goods himself and paying exactly cost price; so that

in all ways the deal is strictly for mutual benefit.

When Troubles Creep In.

Two troubles usually creep into this kind of thing. One is, that only one man takes interest enough in it to keep it going, which is unfair. He does more than his share for the general good, without getting any compensation for his time. The result is, generally, that he becomes tired of the one-sided arrangement and drops out of the game; or, he works up enough trade to "go it alone," and then he enjoys the advantage which he had been sharing with the others.

The other trouble comes from the fellow who can never be content to let his neighbor have all the advantage which he enjoys, and who starts to give away a part of his extra profit through price-cutting, more or less open. That kind of thing can be coped with when it is known. If the delinquent openly cuts and advertises the cut, then he can be "cut out" of the buying circle, if he cannot be induced to "be good." But it is more trying to handle this trouble if the cutter makes "secret concessions" to certain "favored customers," which really means to all HIS customers. This kind of thing is very troublesome to the honestly constituted dealer, who wants to be fair to everybody—even to the extent of giving a competitor the benefit of the doubt, so long as any remains.

There is no sense, of course, in investing money to secure a lower price and then giving away the benefit derived from the investment; and the right way to handle such a situation, when it develops, is along the lines of the old injunction: "If thine eye offend thee, pluck it out!" Get rid of the co-operator who does not co-operate. And even if such difficulties creep in, there is no need to be discouraged and give up the scheme, as so many have done. No, rather look at it the other way and feel that, seeing you have been through this trouble, and have overcome it, now is precisely the time to stay by the scheme and push it harder than ever.

Proper co-operation has many wonderful advantages and we should work it for all it is worth. I am much interested now in co-operation delivery,

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THE CANADIAN GROCER

especially with the present development of the automobile wagon. I may have something to say along that line a little later.

Co-operation in Help.

But why should we not think of other things in this connection? For instance one of us many times has an excessive supply of help—an extra man whom we like, find valuable, and would like to keep, but have not quite enough work for. Why not hunt among our neighbors to see whether one of them is not short just about what we are long; that is to say, may need about half a man, the same as we do. Why would it not

be good, then, to use that man jointly? This might apply to a window dresser—three or four grocers could use such a man, and get a good one, each paying one-third or one-fourth of his salary. Such a man might dress the windows and keep the most prominent, fancy-goods shelves cleaned up, filled and tidy in four or five stores. A stock-keeper might be used the same way; as might likewise a porter or roustabout. Would it not be better for us to employ better men in all these capacities, jointly, and have the work better done? Do we have to be held back by petty jealousy of each other indefinitely?

Please think over these things and help me answer some of these questions.

uled to be an address on "Credit Exchange," by Henry Detchon, Secy-Treas. of the Canadian Credit Men's Association, who comes from Winnipeg. It is expected that following this, E. F. B. Johnston, K.C., will give an address on the rights of the trade and manufacturers. This should be both extremely interesting and valuable. A number of resolutions will form sufficient reasons for discussion on the last afternoon.

The program contains the following table of statistics:—

"Number of wholesale grocers in Ontario 57, of whom 52 are members of the Ontario Wholesale Grocers' Guild.

"Approximate number of traveling salesmen covering Ontario in the employ of the Ontario wholesale houses, about 400.

"Approximate number of clerks, salesmen and warehousemen in the employ of the members of the Association in the Province of Ontario, about 2,000.

"The average cost of doing business in the Province of Ontario, based upon the turnover, 9 per cent.

"The above information must be of importance to the manufacturer as convincing evidence of the value of securing the services of the members of this organization in the distribution of the manufacturers' goods."

BUSY PROGRAM FOR ONTARIO GUILD MEETING

Ontario Wholesale Grocers' Guild to Meet in Toronto on Fourth, Fifth and Sixth of July—Many Interesting Features Arranged For—Criticism of Recent Decision of Supreme Court of the United States.

Hamilton, June 29.—President F. T. Smye, of the Ontario Wholesale Grocers' Guild, has sent out his announcements of the convention of that body, which is to be held in Toronto, on fourth, fifth and sixth of July, the King Edward Hotel being the headquarters.

The program forecasts an eventful and interesting meeting and contains the outline of many discussions which will surely prove to be highly valuable to the trade.

On Tuesday, the opening day, following the address of the president, there will be a speech delivered on the recent finding of the Supreme Court of the United States in the Miles Medicine Company action. The bearing of this decision upon the methods of manufacturers and wholesalers in Canada, and upon the contract selling plan in vogue in this country will be discussed in all its phrases. At noon the delegates will be the guests of the Hamilton trade at luncheon. There will be a report of the Manufacturers' Committee during the afternoon, and a criticism on the same. The local delegates will then give their report, which likewise will have to pass through the crucible of criticism. All of this should prove intensely interesting to the trade as a whole.

Wednesday will be a busy day as the second day of a three-day conference usually is. The proceedings will be opened at 9.30 a.m., with a report on the manufacturers' uniform selling contracts and declarations. An hour later, the uniform terms and methods of invoicing will be taken up, and then the Secret Commission's Act will come in for discussion. After lunch, the delegates from the Retail Merchants' Convention will be

heard, and there will be a general talk on trade methods. After that there is to be a series of talks by manufacturers, several of whom have been invited to speak. The decks will then be cleared for election of officers.

On Thursday morning there is sched-

CARTOON TALKS ON SERVICE



Allowing a Customer to Open the Store Door When She Has Her Arms Full of Parcels Looks Like Neglect, and Tends to Develop a Feeling of Indifference.

A Commission on Trade and Commerce

Question Raised That Appointment By Federal Authorities of Board to Investigate Matters in Connection with the Machinery of Distribution of Foodstuffs Would be Progressive Move—Similar to Railway Commission—Need Men of Outstanding Ability.

By James D. Smith.

Occasionally in every year and in many parts of the country little storm clouds scarcely any bigger literally than a man's hand, form on the trade horizon. Individually they may seem of little consequence, and purely local in effect, but taken as a whole they reflect the trend of thought of dealers all over Canada.

Generally speaking one may find in almost any trade centre one or two dealers distinctly of the opinion that they are being imposed upon by someone, although they cannot arrive at an exact conclusion as to who the offending party is. It may be a manufacturer, or a wholesale dealer, or all of them, but he has a definite impression that something is wrong somewhere.

Before the Railway Board.

The state of affairs is somewhat akin to that existing in the country before the Dominion Railway Commission was called into being. From practically all parts of the country, before that event occurred, complaints were coming with amazing persistence that the railroad company was preying upon the individual or company to an extent that was hindering business and making development almost impossible. Small shippers were reporting alleged hold ups and dealers all over the country were claiming continually that they were unable to get their goods in time to be of most service to them.

The railway commission has made good beyond the shadow of doubt. It is probably the hardest worked tribunal in the government service. That fact alone speaks loudest in its praise. The two judges who have presided at its deliberations have been men of outstanding ability and unquestioned integrity. The board has been glorified by the press of the country on many occasions and the feeling is abroad in the land that the commission stands between the people and possible railroad oppression.

Effect of Trade Board.

If the merchants of Canada could obtain the consent of parliament for the organization of a permanent committee of wide power to serve the commercial interests of this country as a commission on internal trade and commerce and if the body of men of similar calibre to the men who comprise the railway commission could be found to act upon it, dissatisfaction among manufacturers, wholesalers and retailers might be al-

together done away with. This commission would in the nature of things have to be permanent and would be authorized to decide all questions arising out of differences of opinion between various sections of trade in this country. Grievances fancied or real would be submitted for investigation and its ruling on the matter could be accepted as setting forth the exact condition of affairs.

It would be easy to see that a commission with the powers of a railway board would be able to work wonders towards the developing of a satisfied feeling among the members of the trade in Canada. This permanent commission would exist solely for the purpose of investigating questions of trade. There would be a defence of no section, only an impartial investigation into the merits of the case as submitted to them for settlement. Its findings should be of the nature of a board of arbitration and should be absolute. There should be no variety of appeal from its decisions to delay the reform its investigation was intended to bring about. With men on its deliberations big enough to secure the confidence of the trade, there should be absolutely no need for further action.

Would Engender Confidence.

A commission of such power should be able to work wonders in the developing of the satisfied feeling among the members and sections of the trade in Canada. Under its powerful searchlight of investigation would come alleged discriminations and grievances. The smallest retailer in the most remote community would feel as safe and be as safe as the largest dealer in the largest city. The methods now adopted by various sections of the trade in regard to the distribution of goods to the retailer and the selling of them by that individual would all be subject to supervision. The feeling of helplessness that seems to prevail in Canada would disappear. There would instead be confidence in the working out of the whole system and in consequence the craft would increase in dignity.

There would be no need to have a royal commission appointed to investigate the conditions of the trade in Canada, prior to the selection of this commission on internal trade. Surely there are matters enough for deliberation to give employment practically all the year round to such a body of men as this would be. Presiding over it there

should be a man of judicial training. He should be able to go into all the matters in dispute from a legal point of view, and in all fairness point the way to a reasonable conclusion on the part of the commissioners. Probably the need for this would not appear to be as necessary as is the case with the Railway Board, but from time to time questions would arise that would make it imperative that some one of legal powers be in the chair.

Difficulty at Ottawa.

There may be those who will object to matters of trade being subject to the supervision of a commission. It probably would have been impossible to have approached this subject with any degree of success a few years ago. Now however, the spirit of arbitration is spread abroad in the land until there is hardly a remote community where the merits of the system have not been proclaimed. The real difficulty, it seems, would be in obtaining the consent of the government of Canada to the proposal. There seems to be a feeling at Ottawa that Federal authorities have gone quite far enough in the matter of appointing commissions. Still it would appear probable that if the dealers in various sections of the country would take this matter up with their own representatives in the Commons, that the government would see its way clear to meet the request.

Weighed in the balance and found wanting such a commission could be easily discontinued. It is probable, however, that were such a body once formed the sections of the trade would deem it a matter of wonder that business had been carried on successfully before its inception.

WILL CLOSE ON SATURDAY.

London Dealers Think it a Mistake To Wait for Monday.

London, Ont., June 29.—London dealers are going to shut up shop on Saturday, July 1st. They think it is a great mistake to try and swing the celebration of Dominion Day onto Monday, and mention, in this connection, the fact that when Christmas Day fell on a Saturday they kept it on that day. In comparison with Christmas Day, the holiday at the beginning of next month is insignificant, so far as business is concerned.

H. S. Marshall, who has conducted for years a grocery business at Maitland and Dufferin Ave., has disposed of his business to Mrs. Grayson.

The bills are out advertising the grocers' excursion to Toronto on Wednesday, July 19.

THE CANADIAN GROCER

Established 1886

THE MACLEAN PUBLISHING CO., LIMITED

JOHN BAYNE MACLEAN President

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

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

OFFICES

CANADA—

Montreal - Rooms 701-702 Eastern Townships Bank Building. Telephone Main 1255. O. S. Johnston

Toronto - 143-149 University Ave. Telephone Main 7324

Winnipeg - 34 Royal Bank Building. Phone Garry 2313

UNITED STATES—

New York - R. B. Huestis. 115 Broadway, New York
Telephone 2282 Cortlandt

GREAT BRITAIN—

London - 88 Fleet St., E.C. Telephone Central 12960
E. J. Dodd

FRANCE—

Paris - John F. Jones & Co. 31bis Faubourg Montmartre

Subscription, Canada and United States, \$2.00.

Great Britain, 8s. 6d. Elsewhere, 12s.

PUBLISHED EVERY FRIDAY

EGG PRICES EXPLAINED.

The country merchant looking at the price which the wholesaler is asking for eggs and wonders why he does not receive something near that amount for the shipments which he sends to market. The city merchant who buys from the wholesaler looks at the price which eggs are selling at in the country and wonders why he cannot buy at that price. The wholesaler, in turn contends he is not making as much profit as at other times of the year. On the surface, this appears like a peculiar proposition but is easily explained.

The shrinkage in eggs at the present time is very large. The wholesalers receiving shipments from the country find a large proportion unsalable, and when these have been culled out it raises the actual cost to him much higher per dozen than was the case originally.

It is for this reason that the big margin between the price the country dealer receives and the city dealer pays exists. Country merchants should make an effort to eliminate this loss, as no doubt if they put forward some effort a great deal of good could be effected. If they would candle the eggs as they receive them, they would throw the loss back upon the person who should rightly bear it, and also raise the standard of their shipments so that they would receive a larger figure for their eggs.

THE FUTURE OF SALMON.

It is reported on apparently good authority that the salmon fisheries of British Columbia this year will total up to between seven hundred thousand and eight hundred thousand cases. This will be much the same as that of last year. The entire catch on the Pacific coast, including Alaska, is given at about four million cases.

Because of the deep interest centreing upon canned salmon this year, these figures should prove interesting to the trade. They may not be the last on the subject and are given without guaranty of accuracy, but they are the most reliable to be secured at the present time. At any rate these are the catches for which the Pacific Coast canners are making preparation. They will probably prove nearly correct because of that fact.

Early reports have been picturing the run of the salmon as going to be very heavy. The old fisherfolk have been quoted as being of that opinion. Now, how-

ever, it would seem that the fishermen were wrong and that the men who have been proclaiming far and wide to all who cared to hear, a short catch with high prices, were right.

Two things are certain. One is that the demand for salmon, constantly growing will be much greater this year than last. The other is that a run of like size to last year's will hardly suffice to supply the needs. And there seems to be a market almost bare of supplies at the present time.

A PERMANENT TRADE COMMISSION.

In this issue of The Canadian Grocer there is an article dealing with the appointment of a permanent Commission on Internal Trade and Commerce, that is entitled to serious consideration, as the issue will probably loom large at Ottawa before the year is out.

Without discussing either the merits or demerits of the commission system, it would appear that a trade board, built along similar lines to the Board of Railway Commissioners for Canada would prove a most useful body in the standardizing of the internal trade of the country. The prime condition, however, would be that it be composed of men in whom is reposed the faith and confidence of the country. A weak board would be worse than useless for if pressure could be brought to bear and it be used to serve any one interest it would be a positive menace to the country.

A trade commission worthy of the name could be a court of tremendous influence whenever any question arising out of the distribution of goods was to be decided. A manufacturer could lay his plans before it for confirmation before embarking upon the marketing of any given line of goods. Alleged disputes and grievances would be despatched thither for settlement, and its decisions should be binding except where their legality might be challenged. The railway commission has unquestionably made good. What would be the fate of this one were it brought into being?

EDITORIAL NOTES.

Twenty-two merchants in Prince Albert, Sask., signed up as members of a Retail Merchants' Association at an organization meeting called last week.

The rain seemed to come just a little too late to save the strawberries. It is to be hoped that the raspberries, with a better hold on Mother Earth will not be damaged to any great extent.

A delegation of St. John, N.B., merchants waited upon Hon. William Pugsley, the Minister of Public Works, recently and urged the advisability of renewing the contract with a line of boats plying between Halifax, St. John, and British West Indian points. The Maritime Province men are evidently fully alive to the need of a proper service between the two sections of the Empire, and are also quite ready to press for it to the best of their ability.

Henry Detchon, of Winnipeg, the Secretary-Treasurer of the Canadian Credit Men's Association addressed a meeting at the Board of Trade Building, Toronto, on Wednesday afternoon in the interests of association work. He has also spoken at Hamilton, Ont., and will speak at the convention of wholesale grocers on Thursday afternoon next. Mr. Detchon is hoping he will be able to start branches of the body he represents in both Ontario and Quebec.

How Dealers May Fight Mail Order Houses

Could Co-operate and Carry on a Publicity Campaign in The City Newspapers at Small Cost—Formation of Quality League and its Badge—How Methods of Big Firms Might be Used to Convince the Buying Public.

By W. J. W.

The retail grocers in the larger cities of Canada are up against a hard proposition. This is not accounted for by their own competition alone, although that is keen enough. The real troubles are the department and chain stores. These institutions keep digging into the grocer's legitimate field in all parts of the city taking a little away from one dealer here and a little from another there so that the individual merchant hardly notices the difference. But he is beginning to appreciate it now, when it is going to be hard work to effect a change of heart on the part of the consuming public, and is crying out against the inroads of the big mail order establishments.

Fight Fire With Fire.

Now, crying out against a general injury is about as effective as a drop of water thrown on a roaring fire as far as checking it is concerned. There must be some definite plan followed if results are to be achieved. Probably it would be just as well to meet fire with fire and trick with trick. There is a world of truth in that old piece of advice: When in Rome do as the Romans do. So, as far as possible, it might be wise to steal the thunder of the mail order houses. Let the retailers join in the common purpose and cry their wares to the public through the newspapers. That's the way the department store business is built up. There is no doubt of that. The sum each one of these mammoth stores pays out each year to the newspapers is so large most people would scarcely believe it, were they told the actual figures.

Would it be too much to ask the retail grocers of the big centres to become one concern for the purpose of carrying out a publicity campaign to offset that of the department and chain store? Surely there would be no trouble about that if the retailers were advised as to the small amount it would really cost and the possible benefits that would accrue.

Possibilities of Co-operation.

Let us suppose a case as an example. In Toronto there are about 23,000 retail grocers. The actual number may be a few more or a few less than that total. And suppose for argument's sake that you could get 500 of those to co-operate in a publicity campaign; what would it all cost? Assess those five hundred merchants 25 cents a week. That would

give, roughly speaking, \$500 a month. to carry on the fight. Of course, wonders cannot be accomplished with \$500. but still, there might be a dent made in the wall even with that amount. Considerable space could be taken up in two papers, twice a day with that fund. If the campaign were to be made much more effective it would take a higher assessment, that is all.

What to Advertise.

The average city dealer will probably want to know what he is going to advertise, and how any advertising associated with 499 other dealers is going to be of any use to him. We're going to that. This entire campaign is based on giving to the consuming public information calculated to turn the buying of groceries from the big store back to the small retailers. Well, then, supposing this 500 men had a good big spread in a morning paper, and also an evening sheet, announcing the formation of a "Grocers' Quality Club" say, composed only of good, reliable dealers. The distinguishing badge of this club is a large card, to be shown conspicuously in the store of the member bearing the name of the organization, and also the fact that the store in question sells quality goods at a price as low as it is possible to sell them at a living profit. Let this first big announcement also convey the information that each morning and evening thereafter there would be some sort of talk given on the goods to be secured at the establishments of the members of the club. Any of the many points upon which the grocer prides himself could be made the subject of those talks. Individual service, prompt delivery, cleanliness, or quality of goods could be enlarged upon. There should be no dearth of material. There needn't be any "knocking" of mail order houses, in particular, indulged in. If there were, the ad. would no doubt lose much of its power. But the consuming public could be shown from day to day and week to week just why it should buy its food-stuffs in the stores that are really reaching out for its patronage. In unity is strength.

For Your Advertising.

Plump, bright, little, genuine sardines in pure olive oil.

Little white onions, appetizingly pickled.

DEATH OF ALBERT HEBERT.

Senior Member of Montreal Firm Passes Away in Switzerland.

Montreal, June 29.—A cablegram from Lucerne, Switzerland, on Wednesday, June 21, announced the sudden death at that place of Albert Hebert, senior member of Hudon, Herbert & Company, wholesale grocers of this city. When the deceased left for Europe some weeks ago accompanied by his wife and daughter, it was not generally known that he was not enjoying the best of health. This fact made the report of his death all the more keenly felt among his former associates and acquaintances. He was only forty-seven years of age and besides his connection with the grocery trade he stood high in the opinion of the financial community. Like his father before him, C. P. Hebert, the deceased, had won the esteem



of the English-speaking business men, with whom, as well as throughout the general community, his word was regarded as good as his bond.

His interests were attracted in another direction besides the wholesale grocery business. When the Notre Dame hospital was threatened with a financial crisis a few years ago, Mr. Hebert was one of the indefatigable workers who were responsible in assisting that institution to tide over its difficulties. Before leaving on his last trip Mr. Hebert had the satisfaction of knowing that \$200,000 had been paid in and that the hospital of which he had been treasurer for several years past was saved. He leaves a widow and one daughter.

The body will be brought to Montreal for burial, being expected about July 15th.

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The Markets—Grocery Trade is Steady

A Satisfactory Trade Reported From All Centres—Sugar Demand Shows Some Improvement—Market is Strong—No Surplus of Canned Goods — Interest Shown in New Pack—Many Lines of Dried Fruits Practically Done—Spices in General are Firm—Advance in French Peas Quoted at Montreal.

See also Provisions, Cereals and Fruit Pages Following.

QUEBEC MARKETS

POINTERS—

French Peas—Advance quoted.

Sugar—Demand increased.

Montreal, June 29.—Business conditions in the grocery trade continue highly satisfactory in spite of the holiday disposition now manifested and other considerations of the present. It is becoming more and more apparent that this is going to be a big year for Montreal's wholesale grocers. Reports have been most satisfactory up to now and the future appears bright. Attention is being drawn to the coming pack of salmon, and although it is yet rather early to be wondering what the prices are likely to be fixed at, the opinions now expressed are that quotations are going to be higher. First quality salmon, it is believed, will be from 75c to \$1 more than last year and inferior grades will be fifty cents higher. The representative of one big packing concern stated that they would not like to quote until some time in August when they would be able to know just where they were at.

Wholesalers are beginning to make rough guesses upon the probable supplies of canned goods they are going to receive. Their conjectures bear upon the extent to which their orders will be filled. They recall last year's experience with corn, tomatoes, peas and their many customers throughout the country who had to be appeased when their orders were skimped. Just now the outlook is bright. True, strawberries have apparently got away to a bad start as reports say the crop is light, having suffered from drought. It should not be long now until something like an accurate approximation is made of the pea pack.

Said a wholesaler to The Grocer: "The bigger the pack, the heavier the consumption. With a fair price next year there should be an immense amount of canned goods consumed. Food in this form is a success and it is only by presenting the public with favorable considerations that this demand will increase. I expect corn and peas to open at 85 and 90 cents, and tomatoes at \$1.05. Strawberries are likely to be about \$1.47½ to \$1.50. Unless the other berry crops are heavy there is going to be a shortage right here. Strawberries are coming on a market prac-

tically bare, blueberries were also a light pack and other fruits are in light supply. Already it is said raspberries need rain right now or it may be too late."

The market is bare of Valencia raisins and the demand for sugar has greatly increased of late.

The crop of French peas and mushrooms is reported to give promise of being short. Values in France have increased from 1 to 9 francs (20c to \$1.80), according to quality. Prices have advanced here about 5 per cent. Peas are quoted for cases of 100 tins each, \$8.50 to \$17, according to quality, and mushrooms from \$12 to \$22 a case.

Sugar.—New activity has been apparent in the sugar market of late and buying has been on a more generous scale. The question as to prices seems to depend upon whether the demand increases to such a figure that it overtakes the supply. At present there is something of a gap here, but it may be closed up at any time.

Granulated, bags	4 60
" 20-lb. bags	4 70
" Imperial	4 45
" Beaver	4 45
Paris lump, boxes, 100 lb.	5 50
" " 50 lb.	5 50
" " 25 lb.	5 50
Red Seal, in cartons, each	0 35
Crystal diamonds, bbls.	5 30
" 100 lb. boxes	5 40
" 50 lb.	5 50
" 25 lb.	5 70
" 5 lb. cartons, each	0 37½
Crystal Diamond Dominoes, 5-lb. cartons, each	0 37½
Extra grand, bbls.	0 05
" 50-lb. boxes	5 15
" 25-lb. boxes	5 45
Powdered, bbls.	4 85
" 50-lb. boxes	5 05
Phoenix	4 60
Bright coffee	4 55
No. 2 yellow	4 35
No. 2 "	4 35
No. 1 " bags	4 20
Bbls. granulated and yellow may be had at 5c. above bag prices.	

Syrups and Molasses.—Demand is good but this market is uneventful.

Molasses, to arrive, car load lots	0 28	0 29½
Fancy Barbadoes molasses, puncheons	0 31	0 33
" " barrels	0 34	0 36
" " half-barrels	0 36	0 38
Choice Barbadoes molasses, puncheons	0 31	0 33
" " barrels	0 34	0 36
" " half-barrels	0 36	0 38
New Orleans	0 25	28
Andigua	0 30	30
Porto Rico	0 40	40
Corn syrups, bbls.	0 03½	0 03½
" " "	0 03½	0 03½
" 32-lb. pails	1 70	1 70
" 25-lb. pails	1 20	1 20
Cases, 2-lb. tins, 2 doz. per case	2 25	2 25
" 5-lb. " 1 doz. "	2 60	2 60
" 10-lb. " 1 doz. "	2 50	2 50
" 20-lb. " 1 doz. "	2 45	2 45

Dried Fruits.—Conditions have undergone no material change during the week. The wholesalers are so short of prunes that they need hardly be considered. There may be a few here and there. Prices are left in the list, however. Valencia raisins are practically

done. The market for future prunes shows a little better condition.

Evaporated apricots	0 20	0 22
Evaporated apples	0 14½	0 16
Evaporated peaches	0 13	0 15
Currents, fine filiatras, per lb., not cleaned	0 07½	0 07
" " cleaned	0 07½	0 08
" 1-lb. packages, fine filiatras, cleaned	0 08	0 08½
" Patras, per lb.	0 08½	0 09
" Vostizaa, per lb.	0 09	0 10
Dates, 1-lb. packages	0 06½	0 07½
Dates	0 05½	0 06
Figs	0 11	0 11
Figs, 3 crown	0 08	0 08½
Figs, 4 crown	0 09	0 09
Figs, 5 crown	0 10	0 11
Figs, 6 crown	0 11	0 12
Figs, 9 crown	0 13	0 14
Prunes—		
30-40	0 17½	0 17½
40-50	0 15½	0 16
50-60	0 15	0 15
60-70	0 14½	0 14½
70-80	0 14	0 14
80-90	0 13½	0 13½
90-100	0 13	0 13
Raisins—		
Choice seeded raisins	0 09	0 09½
" fancy seeded, 1-lb. pkgs.	0 09½	0 10
" loose muscatels, 3-crown, per lb.	0 08	0 08½
" 4-crown, per lb.	0 09	0 09½
Select raisins, 7-lb. box, per box	0 52½	0 52½
Malaga table raisins, clusters, per box	2 40	5 50
Valencia, fine off stalk, per lb.	0 07	0 07½
" select, per lb.	0 08	0 08½
" 4-crown layers, per lb.	0 08	0 09

Nuts.—The market is quiet and steady. The ice cream parlors are among the principal users of walnuts. Prices do not show any material change and are held rather firmly.

In shell—		
Brazils	0 16½	0 17
Filberts, Sicily, per lb.	0 11½	0 13
Barcelona, per lb.	0 10	0 10½
Tarragona Almonds, per lb.	0 13	0 16
Walnuts, Grenoble, per lb.	0 17	0 18
" Marbots, per lb.	0 15	0 16
" Cornes, per lb.	0 11½	0 11½
Shelled—		
Almonds, 4-crown selected, per lb.	0 35	0 37
" 3-crown	0 32	0 33
" 2-crown	0 31	0 32
" (in bags), standards, per lb.	0 27	0 28
Cashews	0 15	0 17
Peanuts—		
American—		
Coon, roasted	0 09	0 09½
Coon, green	0 08	0 08½
Diamond G, roasted	0 09	0 10
Diamond G, green	0 08	0 09
Bon Ton, roasted	0 11½	0 13
Bon Ton, green	0 10	0 10½
Spanish, No. 1	0 12	0 12
Virginia, No. 1	0 13	0 15
Pecans, 3 crown, per lb.	0 17	0 18
Pecans, jumbo	0 22	0 23
Pistachios, per lb.	0 22	0 25
Walnuts—		
Bordeaux halves	0 34	0 37
Broken	0 30	0 32

Rice and Tapioca.—The market is steady and firm. Prices quoted last week are unchanged and the position conduces to strength.

Rice, grade B, bags, 250 pounds	2 90	
" " " 100 "	2 90	
" " " 50 "	2 90	
" " pockets 25 pounds	3 00	
" " " 12½ pounds	3 15	
" grade a.c., 250 pounds	2 80	
" " " 100 "	2 80	
" " " 50 "	2 80	
" " pockets, 25 pounds	2 90	
" " " 12½ pounds	2 95	
Velvet head Carolina rice, per lb.	0 09	0 10
Brown sago	0 05	0 06
Tapioca, medium pearl	0 07	0 09
Seed	0 06	0 08

Spices.—Spices are steady. The demand is fair. Interest is directed largely to primary markets.

THE CANADIAN GROCER

Allspice	Per lb	Ginger, whole	Per lb
Cinnamon, whole	0 13 0 18	Cochin	0 17 0 20
" ground	0 15 0 19	Mace	0 75
Cloves, whole	0 28 0 35	Nutmegs	0 25 0 60
" ground	0 21 0 35	Peppers, black	0 16 0 18
Cream of tartar	0 25 0 32	Peppers, white	0 20 0 25

Teas.—This market is active. Demand for Japans, China greens and Ceylon teas is good.

"The distinctive feature of Ceylon tea during May," says one report, "has been the steady decline in quality which has taken place, owing to which better grades have declined in price in many instances. This, however, does not indicate an easier market, and taking value for value, the price of all grades of Ceylon tea has been fully as high as that ruling at the end of April."

Japans—			
Choicest	0 40	0 50	
Choice	0 35	0 87	
Fine	0 30	0 35	
Medium	0 25	0 28	
Good common	0 21	0 24	
Common	0 17	0 21	
Ceylon—Broken Orange Pekoe			
Pekoes	0 21	0 40	
Pekoe Souchongs	0 20	0 22	
India—Pekoe Souchongs	0 19	0 30	
Ceylon greens—Young Hysons			
Hysons	0 24	0 25	
Gunpowders	0 19	0 35	
China greens—Pingsuey gunpowder, low grade			
pea leaf	0 14	0 18	
pinhead	0 20	0 30	
	0 30	0 50	

Coffee.—The coffee market is still unchanged. There is a steady enquiry.

Mocha	0 22	0 30	Santos	0 18	0 21
Rio, No. 7	0 17	0 19	Maracaibo	0 20	0 25
Mexican	0 22	0 30			

CANNED GOODS

Montreal.—The canned goods situation is practically in the same position it occupied a week ago. The advance reported in salmon then is general. Demand for tomatoes, corn and peas continues. One wholesaler said he had sold a certain quantity of tomatoes in the city at \$1.45. Enquiry from the West is still felt, and orders are filled by those retailers who have the price.

Apples, 3 lb	1 10
Apples, gal	3 40 #3 50
Peas, standard, dozen	1 15 1 20
Peas, early June, dozen	1 20 1 35
Peas, sweet wrinkled, dozen	1 35
Peas, extra sifted, dozen	1 77 1 90
Pumpkins—3 lb., 95c.; gallon, \$3.00.	
Beans, dozen	1 00 1 05
Corn, dozen	0 95 1 00
Tomatoes, 3 lb.	1 40 1 50
Tomatoes, gal	3 75
Strawberries, dozen	1 25 1 90
Raspberries, 2s, dozen	1 77
Peaches, 2s, dozen	1 90
Peaches, 3s, dozen	2 87 2 90
Pears, 2s, dozen	1 80
Pears, 3s, dozen	2 40
Plums, Greengage, dozen	1 40 1 67 1/2
Plums, Lombard, dozen	1 00 1 10
Lawtonberries, 2s, dozen	1 60
Clover Leaf and Horseshoe brands salmon—	
1-lb. talls, per dozen	2 27 2 37
1-lb. flats, per dozen	1 45
1-lb. flats, per dozen	2 47 1/2
Other salmon—	
White salmon	1 00 1 15
Humpbacks, dozen	1 25 1 40
Cohoos, dozen	1 60 1 65
Red Spring, dozen	1 90 2 00
Red Sockeye, dozen	2 10
Lobster—	
1-lb. flats, dozen, \$2.40, \$2.85; 1-lb. talls, dozen, \$3.60, \$4.75	
1-lb. flats, dozen, \$5.00, \$5.10.	

Compressed corned beef, 1s	2 00	Minceo collops, 2s	2 50
Compressed corned beef, 2s	3 35	Corned beef hash, 1s	1 60
English brawn, 2s	3 15	Corned beef hash, 2s	2 80
Boneless pigs feet, 2s	3 15	Jellied hocks, 2s	3 50
Ready lunch veal loaf 1s	1 50	Jellied hocks, 6s	12 00
Ready lunch veal loaf 2s	2 60	Paragon ox tongue, 1s	7 50
Roast beef, 1s	2 00	Paragon ox tongue, 2s	8 50
Roast beef, 2s	3 35	Paragon ox tongue, 3s	9 50
Stewed ox tail, 1s	1 60	Paragon lunch tongue 1s	4 00
Stewed kidney, 1s	1 50	Tongue lunch, 1s	3 50
Stewed kidney, 2s	2 40	Sliced smoked beef, 1s	1 50
Minceo collops, 1s	1 40	Sliced smoked beef, 2s	2 50

Toronto.—"The only change in canned goods is that the situation is gradually becoming more acute," remarked one wholesaler and when asked what special lines that applied to he answered, "everything." "Tomatoes and peas," he continued, "are practically done, only the United States tomatoes being now available, canned fruits of all kinds are in small compass, and wholesalers are buying among each other to supply retailers' wants, while the scarcity of spot stocks of salmon is becoming more apparent each day." Another wholesaler referred to the scarcity of tomatoes and peas, and remarked that there was still corn available. "It is a peculiar thing," he said, "that with the high price of other lines of vegetables that corn at 95 cents has been all taken up long ago." He thought there would be no corn left over, and that canned goods in general would come upon a decidedly bare market.

VEGETABLES		
	Per doz.	Group B Group A
Asparagus tips, 2s. talls	2 52 1/2	2 55
Beans, Golden Wax, 2s.	0 97 1/2	1 00
" " Midgets, 2s.	1 30	1 30
" " " "	1 37 1/2	1 40
" " Refugee or Valentine (Green) 2s.	0 97 1/2	1 00
" " Refugee Midgets 2s.	1 30	1 30
" " " "	1 37 1/2	1 40
Beets, sliced, blood red, 2s.	0 97 1/2	1 00
" whole, blood red, 2s.	0 97 1/2	1 00
" sliced, blood red, 3s.	1 32 1/2	1 35
" whole, blood red, 3s.	1 37 1/2	1 40
" whole, Rosebud, 2s.	1 30	1 30
" " " "	1 55	1 55
Cabbage, 3s.	0 97 1/2	1 00
Carrots, 2s.	0 97 1/2	1 00
Corn, 2s.	0 95	1 97 1/2
" fancy, 2s.	1 05	1 07 1/2
" on cob, gal	4 77 1/2	4 77 1/2
Peas, Standard, size 4, 2s.	1 35	1 40
" Early June, size 3, 2s.	1 50	1 50
" Sweet Wrinkle, size 2, 2s.	1 50	1 50
" Extra fine sifted, size 1, 2s.	1 77 1/2	1 87 1/2
Pumpkin, 3s.	0 97 1/2	1 00
gal	3 02 1/2	3 05
Spinach, table, 2s.	1 27 1/2	1 30
" " 3s.	1 77 1/2	1 30
gal	5 02 1/2	5 05
Tomatoes, 2s.	1 05	1 07 1/2
" 3s.	1 40	1 50
" gals.	3 75	4 02 1/2
Turnips, 3s.	1 12 1/2	1 15

FRUIT		
Apples, standard, 3s.	1 20	1 20
gal	3 75	4 10
Blueberries, standard, 2s.	1 27 1/2	1 30
gal	5 27 1/2	5 30
Cherries, black, not pitted, heavy syrup, 2s.	1 52 1/2	1 55
" black pitted, heavy syrup, 2s.	1 92 1/2	1 95
" red, not pitted, heavy syrup, 2s.	1 52 1/2	1 55
" red pitted, heavy syrup, 2s.	2 17 1/2	2 27 1/2
" notwhite, pitted, heavy syrup, 2s.	1 62 1/2	1 65
" white pitted, heavy syrup, 2s.	2 02 1/2	2 07
" red pitted, gal.	8 52 1/2	8 55
Gooseberries, 2s, heavy syrup	1 77 1/2	1 77 1/2
Lawtonberries, 2s, heavy syrup	1 77 1/2	1 77 1/2
Peaches, 2s, white, heavy syrup	1 87 1/2	1 90
" 2s, yellow, heavy syrup, 2s.	1 87 1/2	1 90
Raspberries, black, heavy syrup, 2s.	1 90	1 90
" black standard, gal.	7 02 1/2	7 05
" red, heavy syrup, 2s.	1 90	1 95
" red, standard gal.	7 02 1/2	7 05
" red, solid pack, gal.	9 27 1/2	9 30
Rhubarb, preserved, 2s.	1 52 1/2	1 55
" " 3s.	2 27 1/2	2 30
" " gal.	3 50	3 60
Strawberries, heavy syrup, 2s.	1 77 1/2	1 80

Clover Leaf and Horseshoe brands salmon:			
1-lb. talls, dozen 2 25 2 27 1/2	Cohoos, per doz.	1 77	
1-lb. flats, dozen 1 42 1 45	Red Spring, doz	2 10 2 15	
1-lb. flats, dozen 2 45 2 47 1/2	Lobsters, halves, per dozen	2 50 2 65	
Other salmon prices			
Humpbacks, doz	1 30 1 35	Lobsters, quarters, per dozen	1 60
Pinks	1 30 1 35	Northern River Sockeye	2 20 2 25
Chicken	4 00	Soup, 2s.	1 90
Turkey	4 00	Soup, 1s.	1 40
Ducks	4 00		

WINNIPEG.

Winnipeg.—The canned goods situation remains unchanged. Prices have not been advanced this week, but wholesalers are predicting that there will be a general advance when the prices for

the new crop are seen, about the 1st of July. Strawberries, it is reported, will be decidedly limited, only about half of the quantity will be put down that was on the market last year. Consequently, this line will be high from the start.

ONTARIO MARKETS

Pointers.—

Canned Goods—Situation more acute. Dried Fruits—Stocks well reduced. Toronto, June 29.—Wholesalers are making no complaints and from reports it would appear that a steady trade is being transacted. Sugar has shown some improvement, but the demand has not altogether come up to the expectation of dealers, the consumption having been small, the strawberry season having been short while other fruits have not yet made their appearance. This week a better demand for confectionery and fancy biscuits is reported, no doubt in anticipation of a holiday demand for these lines. The trade in summer goods in general continues steady. The strawberry canning season is over but no definite statements of the results have been received. It would appear to be a moderate pack, for although the season was short, canners got an early start. The canning of peas is now about to commence.

Supplies are short in nearly all lines of canned goods and a bare market is assured for the new pack. Lines short vary with dealers and they are purchasing from each other. "The firm I have been buying raspberries from went 17 1/2 cents more a dozen in the future," said one dealer, "and they have but few left at that price." Pure jams are also short and they are practically none to be had. I can purchase strawberries in England, bring them here and sell them at the price now being asked."

Reports from Spain state that there have been recent rains and that the condition of the growing crops are good, and if nothing happens in the curing that a moderate yield is expected, but no prices have as yet been made. Greece reports that the currant crop is progressing nicely and speculative prices named have shown a decline, under the favorable conditions. A local dealer expressed the opinion that currants would open at least as low as opening prices last year.

Sugar.—The sugar market continues strong and steady. Cuban raws have been holding firm and an upward movement in New York refined is the expectation of the trade, with the probability expressed that Canadian may follow, depending however on the condition of demand and the course taken by European beets.

THE CANADIAN GROCER

Prunes—			
25 lb. bx. 50-100 lb.	0 11	Prunes, 50-60 "	0 14
" 50-60 "	0 13½	Prunes, 40-50, lb.	0 14½
" 70-80 "	0 14	Silver prunes, ac.	
" 80-70 "	0 14½	to quality.	0 11½ 0 14½
Currants uncleaned, loose pack, per lb.	0 07½		
" dry, cleaned, Filiatras, per lb.	0 08½		
" wet, cleaned, per lb.	0 08		
" Filiatras, in 1-lb. pkg. dry, cleaned, per lb.	0 09½		
Pears, per lb.	0 16½	Neotaries, lb.	0 12
Peaches, stand-		Dates, per lb.,	
ard, per lb.	0 13½	Hallows, bulk	0 05½
Peaches, choice.	0 11½	Dates, packages	
Apricots, stand-		30 in case.	0 06½
ard, per lb.	0 16½	Peel, lb., lemon	0 10
Apricots, choice		" " orange	0 10½
per lb.	0 17½	" " citron.	0 14½
Plums, pitted, lb.	0 18		

Coffee—There has been no advance in coffee, at least from the local standpoint, and there appears to be little change predicted for the near future.

Coffee, standard Rio.	0 14½	Coffee, choice.	0 15½
		Coffee, extra choice.	0 16½

Beans and Peas—There is nothing new in these lines. The demand is steady and prices hold firm.

Beans, 3-lb. picker, per bushel.	2 10
Hand picked, per bushel.	2 20
Peas, split, 100 lbs.	2 85

BRITISH COLUMBIA MARKETS.

Vancouver, June 29.—Advices from the Orient of the first auction of Indian teas at Calcutta, held on May 30th, do not indicate anything particular. Reports are that the crop was good, but prices are likely to remain firm, owing to the large areas in Ceylon that have been taken out of tea and put into rubber.

The feature of the local market is the scarcity of live stock for beef purposes, which has continued for some time. Twenty carloads of stock were shipped from Toronto last week for this point, and three carloads of corn-fed beef arrived during the week from Omaha. In addition to this, frozen beef and veal are being shipped in, together with the mutton from Australia.

Hams and bacon have advanced another peg, and altogether the meat prices are as high as ever they were, with little prospect of immediate decrease.

Local strawberries are now on the market. Generally they are clear by July 1 or shortly after, but this year, with the late spring, the supply will extend well on into the month. Old apples are practically off the market, but new ones will be coming in from Australia and California. New potatoes from California and Oregon are coming down in price so that they may be used. The local supply will still be some time before it is ready. Butter is scarce, jobbing at 35 cents. The really good article is difficult to get.

NEW BRUNSWICK.

St. John, N.B., June 29.—Contrary to expectations Coronation week did not make much of an increase in the trade of the majority of the retail or wholesale grocers of the city, although opinions are divided among the retailers on the matter.

A few changes of minor importance were marked in the local quotations of the past week. Plate beef advanced 50 cents and is now rated at \$17.25. Lard also went up a quarter of a cent per pound making pure Canadian 11½ and American 12. Seeded raisins have seen another rise and are now from one quarter to one-half a cent higher. In feeds middlings and brans are lower but oats, both Canadian and provincial are advanced.

NOVA SCOTIA MARKETS.

Halifax, June 29.—Jobbers report the grocery business brisk. The travelers are sending in good orders, and collections are up to the average. Maritime strawberries came on the market early this week for the first time this season, and they are now in good demand. The opening price was 20 cents, and today they are quoted at 19 cents. Since the opening of the berry season there has been a noticeable increase in the sales of sugar. Price changes in the list are few, and unimportant. Lard is a half-cent higher, and California seeded raisins are up to eleven cents for fancy stock.

The supply of Canadian canned peas are about cleared up, and some of the retailers are now offering Belgian green peas for sale.

Cheese shows a stronger tendency to advance, and as a result dealers are not placing any large orders, owing to the uncertainty of the market. Butter is in good supply, with prices slightly easier. Eggs are in fair demand, the price still holding at 19 cents per doz.

The fruit business continues good. Jamaica oranges are in better demand. They are quoted at \$4 per barrel.

TRADE WITH WEST INDIES.

Dr. Kirkpatrick Said to be Arranging New Steamship Service.

St. John, N.B., June 29.—Plans are now under consideration whereby the trade, already very large, between New Brunswick and the West Indies, may be still further increased. Dr. E. S. Kirkpatrick, former Canadian trade commissioner in Cuba is endeavoring to interest local merchants in the holding of a meeting in connection with a new company the object of which is to put on a direct steamship line between St. John and the West Indies, and to encourage trade between the Dominion and the West Indies generally. Dr. Kirkpatrick said that poor shipping accommodations had been responsible for hampering Canadian trade in the past. He has met with much success in Ottawa and Montreal in the formation of the new company.

It is probable that the capital stock will be \$1,500,000 or \$2,000,000. It is

expected that business will increase when shippers throughout Cuba, the West Indies, and the Dominion realize the possibilities of the trade, that the business of the company will be encouraging.

THE SALMON PACK.

Preparations on Pacific Coast for Crop Like Last Year.

Vancouver, June 29.—Preparations have been made for a salmon pack in British Columbia waters this season of about the same size as in 1910, that is, between 700,000 and 800,000 cases.

Cannery men are slow to give out figures, thinking it will influence the market, but they are easily obtainable south of the border. In Seattle they have the figures relating to British Columbia. The total pack on the coast, including Alaska, is estimated at 4,000,000 cases. The Fraser river pack is placed at 60,000 cases. The sockeye season on the Fraser opened on June 20th and will continue until August 25, when the close season commences. Fish are few as yet, the backward spring no doubt having an effect.

HEAVY SUIT FOR DAMAGES.

Montreal, June 29.—On behalf of John Layton and Company, of London, England, an action for \$50,000 damages has been entered against the corporation of the city of Montreal. The case arises out of the seizure of a consignment of Russian eggs which created such a furore last winter. Judgment went against the city, but an appeal has been entered and so it is expected this action will not be heard for some time, as it would hardly be fought out until the original matter has been finally disposed of.

AN OLD GROCER DEAD.

Fredericton, N.B., June 29.—One of the best known residents and the oldest grocer of this city passed away last week in the person of James Hodge, who first entered the grocery business with A. F. Randolph about sixty years ago. He was in his 94th year, and had had a long and successful career as a grocer. Until recent years he conducted his own business, but a few years ago his son, George, assumed the management. Mr. Hodge first introduced the low axle wagon in Fredericton, having seen it in use in St. John. He realized the advantages of labor saving in obviating the necessity of lifting heavy barrels of flour, and other articles.

W. C. Palmer has purchased a new auto delivery wagon to be used in connection with his grocery business.

Pop Corn
and
Peanuts!

Just Dandy!
Beats Candy



Krackley-Nut

5¢



MANUFACTURED BY
O-Pee-Chee Gum Co.

LONDON

CANADA Limited

**Manufacturers, Manufacturers' Agents,
Brokers, Etc.**

BRITISH COLUMBIA DIRECTORY

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

Importers and Roasters of High Grade
Coffees.

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

Mail orders promptly attended to.
Cor. Langley and Broughton Sts.
VICTORIA, B.C.

The Condensed Ads. in this
Paper will bring good results

I AM NOW OPEN

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

20 YEARS' EXPERIENCE

By placing your business with me you will secure
the benefit of a strong and reliable connection.

Write Box Z, Canadian Grocer, Montreal

VICTORIA

FRUIT GROWERS' ASSOCIATION

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

OFFICE AND WAREHOUSES

COR. WHARF AND YATES STS. - VICTORIA

Branch at 141 Water Street, Vancouver.

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

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

McLEOD & CLARKSON

Manufacturers' Agents and Wholesale Commission
Agents

144 WATER ST., VANCOUVER, B.C.

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



Investigate
THE MERITS OF

**COLES
COFFEE
MILLS**

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

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

**Coles
Mfg. Co.**

1624 N. 23rd St.
PHILADELPHIA, PA.

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

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

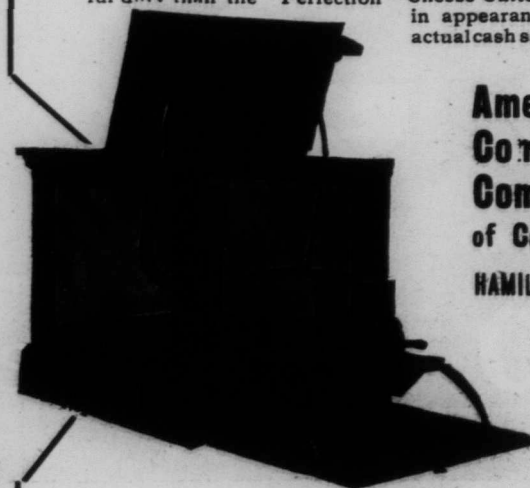
Perfection Computing Cheese Cutter

Made in Canada

Encased in our Standard Automatic Cabinet—a
handsome glass and wood cabinet, highly polished
and very practical.

Adds Greatly to the Appearance of
the Store

Modern equipment gains business. The well fitted
store, being distinctive, wins the trade of the fastid-
ious buyer, and the confidence of every customer.
No fixture in the grocery store performs a more use-
ful duty than the "Perfection" Cheese Cutter, both
in appearance and
actual cash savings.



**American
Computing
Company
of Canada
HAMILTON, ONT.**

Automatic Cutter Cabinet

You can do the best tea business in your town or village

You can if you will push "Good Tea." It is an undoubted fact that no other tea on the market equals RED ROSE TEA in quality. Using it in your home will prove this.

You can increase your sales and your net profits this coming year by pushing RED ROSE TEA.

Red Rose Tea

Branches—
7 Front Street East, Toronto
315 William Ave., Winnipeg

"is good tea"

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



Stock Summer Drinks

Your customers will want something cool and refreshing—and we have yet the hottest days of summer to come—offer them

"STERLING" BRAND LIME JUICE

a delightfully invigorating, healthful and popular summer drink.

"Sterling" on lime juice guarantees its purity, just as it does on our other products, viz:—

Jams, Pickles, Catsup
Sauce, Relishes, Etc.

Stock up now. The moderate price at which you can sell this bottle gives you a good profit, besides proving an excellent seller.

THE T. A. LYTTLE CO., Ltd.
Toronto, Ont.

THERE IS NONE BETTER

When a customer asks for BAKING POWDER you are absolutely safe in giving her



COOK'S FRIEND

THERE'S NO ALUM IN IT

Its Purity and Uniformity of Quality are its chief virtues.

W. D. McLaren, Limited
Baking Powder Specialists MONTREAL

THE CANADIAN GROCER

STORE SYSTEM.

The system in the store should be such that every possible chance of the profit being cut down by leaks is eliminated. One thing that attention should be given to is the checking of goods that no more may be paid for than received. First there should be a checking up when goods are received from the transportation company, to see that the correct number of prices are received. There should be another checking up when the goods are opened, in which each line should be counted and compared with the invoice. There are always possibilities of something being short and it is that the merchant should guard against.

When this is done, the invoice should be thoroughly examined to see that all extensions and additions are correct. Every amount found in this manner is so much gained and while you may seldom find any mistakes, nevertheless you are then sure that you are not losing anything in that manner.

GETTING NEW BUSINESS.

It is commendable in a grocer that he should at all times be on the lookout for new business but in this effort he should not neglect his old and regular customers. Many a man in his mad rush to secure new trade forgets to give the proper attention to his old patrons and will for this reason lose more than he gains. A merchant sees his competitors with good customers which he would like to win and in his attempt to do so, he neglects his present customers so that their purchases drop off and eventually he loses them. It would be best that he attempt to keep the purchases of regular customers up to as high a point as possible, meanwhile gathering in as many new ones as he can.

TESTING EGGS.

A retail grocer gives the following method of testing a fresh egg: "If an egg is fresh when placed in a glass of water it will remain resting on the bottom of the vessel; if not quite fresh it will rest with the big end raised higher than the small end, and the higher the big end is raised, the older is the egg. As the egg gets older the water contained in the white of an egg evaporates and this causes the empty space at the thick end of every egg to become enlarged. The larger the empty space the more the egg rises in the water, till in course of time it floats."

NOTES ON FRUIT.

Reports from Denia on the Valencia raisin outlook are favorable, and last year's crop is likely to be exceeded by from 5,000 to 6,000 tons, according to

present estimates. First shipments may be expected in August, and with an ample yield, moderate prices for sound quality are looked for.

The crop of Brazil nuts, it is believed, will exceed previous estimates, as the low prices for rubber offer an inducement to the natives to turn toward nuts, as the latter are bringing high prices.

The Greek government will likely place the retention out of the coming crop of currants at 35 per cent. of the total expected, 160,000 tons.

Persian reports say the new crop of dates is progressing favorably. Spots are pretty well cleaned up.

The new walnut crop in France promises to be normal, but Tarragona almonds are firmer as the result of meagre supplies, and higher prices are expected.

PATIENCE THE VIRTUE.

A little girl entered the grocery with a lard tin.

"What for you, dear?" the grocer asked.

"Pleathe, thir, a pound of lard," lisped the girl.

"Certainly dear." Then he weighed the tin. It was a work of difficulty, for it was cumbrous of shape and awkward to weigh. The grocer's temper was tried, but he smiled and succeeded.

"Now," he said "there is a good pound, where's the money?"

"Pleathe, sir, it's in the tin."

HINTS FOR GROCERS.

Don't get uneasy when it comes closing time and a customer has not finished buying. You can't afford to hurry customers even then.

Chivers MALT VINEGAR

For three generations the name **Chivers** has been associated with **Malt Vinegar** and is synonymous with

PURITY and QUALITY

The largest bottlers and brewers in Great Britain.

Prices most reasonable and consistent with the high quality of the goods.

Stocks held in Montreal.

S. CHIVERS & CO., Limited CARDIFF, WALES

Canadian Branch

112 St. Francois Xavier St., MONTREAL

POULTRY REQUISITES

should be featured now. A number of your patrons are using incubators. Why let them get their supplies from the mail order houses? Show them that you can meet their requirements.

Incubators & Brooders

English and American, from \$8.50 up.

Write us for Catalog.

THE POULTRY & SUPPLIES SALES CO.

109 Place Youville

MONTREAL

You Can Lighten

the work of many a woman, and brighten your own store by keeping

FELS-NAPHTHA SOAP

well displayed and well stocked, so that your women customers can easily see and obtain it.



Buy "I

as extens

ISLAN

Tel. Address
A.B.C. Code
Canadian Ag

Bakers

66

18 year
larger o

Can

J. ALBER

**BUILD UP YOUR
WESTERN SALES**



The most rapidly developing market in all the world is that of Western Canada.

Manufacturers and shippers of grocery lines in Eastern Canada, Europe and the United States can find no method of getting into this great market equal to shipping their goods to us.

We maintain large track warehouses in the five great distributing points of Western Canada. Our connection with the trade is most extensive and our facilities the most complete.

Get in right on this fast growing and ready market—the people of Western Canada are liberal buyers and prompt in payment.

Write to-day

NICHOLSON & BAIN

Wholesale Commission Merchants, Etc.

HEAD OFFICE - WINNIPEG, MAN.

Winnipeg, Regina, Saskatoon, Edmonton, Calgary.

TEA LEAD

(Best Incorrodible)

Buy "PRIDE OF THE ISLAND" Brand

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

ISLAND LEAD MILLS, LIMITED

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

Canadian Agents

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

**The
Only
Account
Register**



THAT will fit
any safe.
THAT takes
little counter
space.

Sheets lift out and fit any safe

USED OVER THREE YEARS

Newmarket, Ont., Jan. 3, 1911.

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

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

G. H. KNOWLES

Send Us a Postal for Full Information.

COMMERCIAL REGISTER CO.

178-180 Victoria Street - - Toronto, Ont.

Bakers' and Confectioners' Supplies

**"White Moss"
Cocoanut**

18 years has proved its merit. We get larger orders, and more of them each year.

Canadian Cocoanut Co.

J. ALBERT McLEAN, Proprietor. MONTREAL

Another Winner

GUNNS QUALITY
**Wafer Sliced Breakfast
Bacon**

IN SPECIALLY ATTRACTIVE CARTONS

Nothing finer in quality
and appearance. Full
weight. No waste, no
wrapping.

In Packages of Twenty-five Pounds

GUNNS LIMITED

PORK AND BEEF PACKERS
WEST TORONTO

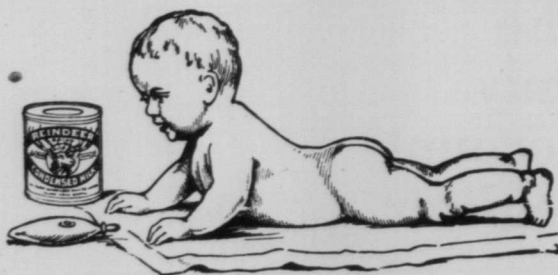
HAMS

Last week we advised you that
prices would advance and our
prediction has been more than
realized.

We now think they will be still
higher and remain high for the
balance of the season.

Cooked Ham trade is now on.
Let us have your orders early.

F. W. Fearman Co.
HAMILTON LIMITED



Reindeer Milk

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

REINDEER LIMITED
TRURO, NOVA SCOTIA

Roll Bacon

ESPECIALLY MILD CURED.
AS FINE AS ANY BREAK-
FAST BACON.

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

THE WM. RYAN, LIMITED

Pork Packers and Wholesale Produce Merchants

Packing Houses
FERGUS

70-72 Front St. East
TORONTO

Butter Plentiful and of Good Quality

Production of Butter Exceeds that of Last Year—The Quality is Good—Prices are Steady—Live Hogs are Easier—Provisions are Steady—Cooked and Smoked Meats in Demand—Eggs Show Big Shrinkage.

Live hogs are slightly easier this week, but prices are steady.

The Old Country bacon market has continued firm as has also the Western States live hog markets, although supplies were quite heavy. A steady export demand for pork products and a fairly satisfactory home trade, with smoked and cooked meats among the favorites, is the report of wholesale dealers.

There has been an enormous shrinkage in eggs for some time back and complaints are being made by many wholesale produce men. Rots form a large percentage of many shipments, resulting from the endeavor of the hen to store her product in secret places, and of the none too scrupulous farmers who bring them to market and the dealer who passes them along. It is suggested that the country merchant be more strict about the quality of the eggs which he accepts. If candling of all arrivals was resorted to by the merchants, it would throw the loss upon the person who should bear it namely, the farmer.

Butter is plentiful in supply and steady in price. The make continues large, exceeding that of last year, with the quality quite up to the standard of June butter. A quantity of this month's butter found its way into cold storage.

MONTREAL.

Provisions.—Trade in hams and bacon is active and as supplies are not as plentiful as they might be the market shows something of a firmness in consequence. Demand for live and dressed hogs is good with the supply only moderate.

Pure Lard—	
Boxes, 50 lbs., per lb.	0 10 1/2
Cases, tins, each 10 lbs., per lb.	0 10 1/2
" " " " " " " "	0 10 1/2
" " " " " " " "	0 11
Falls, wood, 90 lbs. net, per lb.	0 10 1/2
Falls, tin, 90 lbs. gross, per lb.	0 10 1/2
Tubs, 50 lbs. net, per lb.	0 10 1/2
Tierces, 375 lbs., per lb.	0 10 1/2
One pound bricks	0 11 1/2
Compound Lard—	
Boxes, 50 lbs. net, per lb.	0 09 1/2
Cases, 10-lb. tins, 60 lbs. to case, per lb.	0 10
" " " " " " " "	0 10 1/2
" " " " " " " "	0 10 1/2
Falls, wood, 90 lbs. net, per lb.	0 10
Falls, tin, 90 lbs. gross, per lb.	0 09 1/2
Tubs, 50 lbs. net, per lb.	0 09 1/2
Tierces, 375 lbs., per lb.	0 09 1/2
One pound bricks	0 10 1/2
Pork—	
Heavy Canada short out mess, bbl. 35-45 pieces	22 50
Bean pork	16 50
Canada short out back pork, bbl. 45-55 pieces	22 50
Clear fat backs	23 00
Heavy flank pork, bbl.	22 00
Plate beef, 100 lb bbls.	7 00
" " " "	14 50
" " " "	21 50
Boiled ham, small, skinned, boneless	0 23 0 24
Dry Salt Meats—	
Green bacon, flanks, lb.	0 11
Long clear bacon, heavy, lb.	0 10 1/2
Long clear bacon, light, lb.	0 12

Hams—	
Extra large sizes, 25 lbs. upwards, lb.	0 12 1/2
Large sizes, 18 to 25 lbs., per lb.	0 14 1/2
Medium sizes, 13 to 18 lbs., per lb.	0 15 1/2
Extra small sizes, 10 to 13 lbs., per lb.	0 16 1/2
Bone out, rolled, large, 16 to 25 lbs., per lb.	0 15 0 16
" " " " " " " " " " " "	0 15 0 16
" " " " " " " " " " " "	0 15 0 16
Breakfast bacon, English, boneless, per lb.	0 17
Windsor bacon, skinned, backs, per lb.	0 18
Spiced roll bacon, boneless, short, per lb.	0 13 1/2
Hogs, live, per cwt.	7 50 7 75
" " " " " " " " " " " "	10 25 10 75

Butter.—There is nothing of a feature this week in regard to butter. The demand is good, and supplies are also satisfactory. The make of butter is apparently greater than last year. Total receipts since May 1 are 137,702 packages as compared with 124,254 packages for the corresponding period of last year.

New milk creamery	0 23
Dairy, tubs, lb.	0 18 0 20
Fresh dairy rolls	0 18 0 19

Eggs.—There has been considerable loss this summer through deterioration of stocks owing to the warm weather. Strictly new laids are selling at 25 cents.

New laids	0 25 0 26
Selects	0 23
No. 1	0 20

Cheese.—Dealers are still asking for old cheese. The market here is steady. Export business has been good.

Quebec, large	0 13
Western, large	0 13 1/2
" " " " " " " " " " " "	0 13 1/2
" " " " " " " " " " " "	0 13 1/2
" " " " " " " " " " " "	0 13 1/2
Old cheese, large	0 15 0 16

TORONTO.

Provisions.—Steadiness prevails in the provision market this week with a fairly satisfactory amount of trade being transacted. Smoked and cooked meats prove leaders at the present time and a reduction of stocks of breakfast bacon has made it a little firmer. Live hogs commenced the week at a reduction, 6.90 being the quotation but keen demand from buyers brought prices up to \$7.

Long clear bacon, per lb.	0 11 0 11 1/2
Smoked breakfast bacon, per lb.	0 16 0 18
Pickled shoulder	0 09 1/2 0 11 1/2
Roll bacon, per lb.	0 11 0 11 1/2
Light hams, per lb.	0 16 0 16 1/2
Medium hams, per lb.	0 15 1/2 0 16
Large hams, per lb.	0 13 0 14
Cooked hams	0 23 0 24
Fresh shoulder hams	0 12
Shoulder butts	0 14 0 15
Backs, plain, per lb.	0 19 0 20
" " " " " " " " " " " "	0 20
Heavy mess pork, per bbl.	18 00 20 00
Short cut, per bbl.	20 00 22 00
Lard, tierces, per lb.	0 10 0 11 1/2
" " " " " " " " " " " "	0 10 0 10 1/2
" " " " " " " " " " " "	0 10 0 10 1/2
" " " " " " " " " " " "	0 08 1/2 0 09
Live hogs, at country points	7 00
Live hogs, local	7 30
Dressed hogs	9 25 10 25

Butter.—Butter is steady, but unchanged in price. Supplies continue quite plentiful and large quantities of excellent make are arriving on the market. A moderate amount of June butter is being stored.

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

Eggs.—Quotations remain unchanged. Complaints are made by wholesalers about the tremendous loss which they have to contend with, and therefore although prices are lower in the country, quotations have to be maintained here, the wholesaler having to make up for the shrinkage. Out of eight cases one dealer stated that 30 dozen were lost by shrinkage. It is suggested that country merchants candle all stocks of eggs which they receive in order that a percentage of this loss may be eliminated.

New laid eggs	0 18 0 20
---------------	-----------

Cheese.—Cheese prices show no change. A fair demand exists. Old stock is scarce and high.

New cheese—	New twins	0 12 1/2
Large	Old Stiltons	0 15 0 14
Old cheese		0 14 1/2 0 15

Poultry.—Fowl and broilers are the life of the market just now, with a moderate amount of business being done. Broilers are lower at 20 to 25 cents this week.

Fowl	0 13 0 14	Broilers, live	0 21 0 25
Geese	0 14 0 15	Ducks	0 17 0 19
Chickens	0 13	Turkeys	0 16 0 18

HOG SLUMP EXPECTED

Live hogs on Canadian markets have declined slightly from the position reached during the past two weeks. Last week, the opinion was commonly held that the market had been a little overdone so that the slight backward movement was not unexpected. When the English bacon market, which exercises a big influence upon Canadian prices, began to firm up about a month ago, there was a keen demand for live hogs by packers, who wished to get their product to the Old Country markets before any decline could take place. This is most necessary because the English market desires their bacon cut in a certain manner that would not be salable here, so that it would have to be sent there when cut even at a loss.

At the present time, the English market maintains its steadiness, and the same keen demand continues from packers, and even at the decline prices are steady. While the opinion has been expressed by several dealers that prices are somewhat higher than conditions really warrant, still if packers continue in the same keen request for hogs, the market may be pretty well maintained.

'Twas Harder For Him.

Merchant.—It seems to me that you ask high wages, considering that you have had no experience in the business.

Clerk.—Ah, but you forget that that's just what makes it all the harder for me.

Practical Methods in Retail Stores

Dealer Believes that Supplying Pay Envelopes to Nearby Factories Has Been the Means of Increasing His Sales—Saskatoon Merchant Has Definite Ideas on Selling of Cheese—Manitoba Man Pleased with Book-keeping Machine.

Pay Envelopes to Factories.

Toronto, June 29.—A local dealer has a new method of advertising that has been, he says, of excellent help in increasing sales. He has made arrangements whereby he supplies pay envelopes to several of the factories in the neighborhood of his store. The one side of the envelope is printed according to the wishes of the firm in question while on the other he has an advertisement of his own, not too large, but in a snappy manner pointing out the advantages which his store affords customers. In this way his ad. is each week introduced into hundreds of homes and no doubt does considerable advertising for him.

Increased Cheese Sales.

Saskatoon, Sask., June 29.—Some merchants make no effort to sell cheese other than to place it in the cheese case. Sometimes a merchant will add a price card, but seldom does he take the trouble to display it in any better manner or increase its sale by pointing out its food value.

A local dealer makes a feature of cheese and has many ways of showing it. Recently he took a twin cheese weighing about forty pounds and cut it into about fifteen pieces on the morning of his busiest day. He stood each of these parts on the large end, with the points up, using a big placard to point out that it was a special cheese sale. Another placard pointed out the food value of the article and as a result cheese sales boomed. He did not find it necessary to cut the price, but merely to make the cheese department attractive.

For Bookkeeping Machine.

Steinback, Man., June 29—K. Reimer, Sons, merchants of this town, are highly pleased with the results of their book-keeping machine. They installed an eight-hundred account machine over a year ago, and after a good trial are firmly convinced of its value. In speaking of it they said: "We gave the machine a good trial and found it of such benefit that we think that the machine pays for itself in twelve months, because it saves a lot of time, labor and trouble and is a good silent collector, because the customer gets his account to date with every bill of goods he buys, so that we can highly recommend the machine. We would not go back to our old system, while we are doing business, and have good reasons for it."

The Cheese Cutter.

Winnipeg, June 29—A local grocer expresses himself as well pleased with the principle of the cheese cutter, which he has been using in his store for some time and which he believes is a valuable asset to the merchant who uses it right. He says: "If a customer comes in and asks for a pound of cheese, she generally wants a pound and if the amount you cut off borders on two pounds, it is not at all liable to please her, or if you

again cut this piece so as to give her the exact amount, there is a little piece left that is liable to amount to a loss before it is sold. But with the cheese cutter, it is different. You set the cutter at the exact amount asked for and that is the amount cut off. Besides cheese especially when hard is liable to break when being cut with an ordinary knife, but even the firmest is cut evenly and without loss by the cheese cutter.

Galt merchants will hold their picnic this year to Grimsby Beach. The date is set for August 3rd.

E. E. Brush, who recently sold his store at Kingsville has purchased a general store at Gesto, Ont.



"See This, Aunt Em'ly."

"Don't that look good? Jell-O for you. Made it all by myself."

The main reason why Jell-O moves from the store shelves so smoothly and briskly is the housewife's appreciation of the easy Jell-O way of making desserts.

A child can make up

JELL-O

desserts, and one can be made in a minute.

"Nothing like Jell-O for dessert" is the dinner watchword in several million American homes.

There are seven Jell-O flavors.

THE GENESEE PURE FOOD CO.,
Le Roy, N. Y., and Bridgeburg, Can.

Grocers: The extensive advertising of well-known branded articles is the manufacturers' guarantee of the uniform quality of their goods. The prestige gained by this advertising precludes the possible lowering of the quality of such goods. It is entirely different with the manufacturer of private brands, as his name does not appear on the label, and he has no standard of quality to conform to.

MAGIC BAKING POWDER



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



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

Winnipeg

Montreal

**Makes the Home
Fresh and Fragrant**

When you stock and sell
your customers

SOCLEAN
THE DUSTLESS
SWEEPING COMPOUND

you are building up a
goodwill for your business, because there is
less chance of your customers trading else-
where.

Soclean is a thorough disinfectant to
which you can give your highest recommen-
dation.

See your wholesaler or write direct

SOCLEAN LIMITED
444 King St. West - - TORONTO
PHONE ADELAIDE 1584



TO THE WHOLESALE TRADE!

West India Co., Limited

305 St. Nicholas Building
MONTREAL

THE CANADIAN HOUSE OF:

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

**SUGARS
MOLASSES**

and all West Indian Produce

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

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

West India Co., Limited

CANADA: No better Country

MOTT'S: No better Chocolate

DIAMOND CHOCOLATE

"Elite"

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

Diamond

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

Ask your jobber.

John P. Mott & Co.
Halifax, N.S.

SELLING AGENTS:

J. M. Douglas & Co. Montreal	R. S. McIndoe Toronto
Jos. E. Huxley Winnipeg	Tees & Perse Calgary
Johnston & Yockney Edmonton	Frank M. Hannum, Ottawa

Do You Realize

what it means to handle biscuits in perfect condition? Why, it is the very crux of a successful biscuit trade!

Carr's Biscuits



are sent out in air-tight tins, are well packed and invariably reach the retailer in first-class condition, crisp and fresh. Prompt delivery is guaranteed.

Send your order to our nearest Agent

CARR & CO. CARLISLE ENGLAND

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



BRAND'S A 1 SAUCE

There's something in the taste of Brand's A 1 Sauce which distinguishes it from every other similar line.

The difference results from the better ingredients and formulae, and the great care taken in factory conditions and surroundings where these goods are packed.

The difference is decided enough to make your trade ask for A 1 Sauce. Put up in neat bottle, and makes a good shelf stock. Secure your stock now, your profit is sure.

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

MAYFAIR, LONDON, ENGLAND

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

Can

Flour is special feat reported fa and countr a hand-to reports tha has been de mand fron not heavy.

The whe but not to of the yea day last, a hot spell in States, bu beginning (being the ment repor tional. "It ket," decla prices will ly."

Crop pro tinue quite

In referen adian flour ese consul the commel country at Japan with millions is fed to a b production limited and large impo to now sl United St about four wheat was The Japan that the C quality an flour trade Canada and

Flour.—T market. D the situat

Winter wheat p Straight rollers, Manitoba 1st sp straig " stroq secon

Cereals.— mand with ness is nat but there i

Fine oatmeal, be Standard oatme Granulated " Bolted coommeal Bolted oats, bag " bar

Flour.—R and withou

Canada Exports Flour to South Africa

Quite Heavy Shipments Recently—Prices Are Unchanged—
Trade Fair for the Season—Wheat Continues to Fluctuate—
Much Depends on Weather During Next Few Weeks—What
Civilization is Doing to Japan.

Flour is unchanged and without any special features. Trade on the whole is reported fair for the season, both city and country being fairly steady but of a hand-to-mouth character. Montreal reports that considerable export trade has been done with South Africa but demand from other foreign countries is not heavy.

The wheat market continues to vary but not to the extent it did at the first of the year. Prices slumped on Saturday last, as a result of a break in the hot spell in certain parts of the United States, but recovered somewhat at the beginning of the week, the chief cause being the prediction that the government report next month would be sensational. "It is purely a weather market," declared one dealer, "and wheat prices will go up and down accordingly."

Crop prospects up to the present continue quite favorable.

In reference to the shipments of Canadian flour of late to Japan, the Japanese consul at Vancouver points out that the commercial relations between his country and this have just begun. Japan with its population of over fifty millions is rapidly changing from a rice-fed to a bread-fed nation. The possible production of wheat in that country is limited and Japan must necessarily be a large importer of wheat and flour. Up to now she has bought mostly the United States product and last year about four million dollars' worth of wheat was imported from that country. The Japanese are awaking to the fact that the Canadian flour is of a better quality and the consul predicts that a flour trade will be established between Canada and Japan.

MONTREAL.

Flour.—There is no change in this market. Demand for flour is good and the situation is reported steady.

Winter wheat patents, bbl.....	4 80
Straight rollers, bb.....	4 30
Manitoba 1st spring wheat patents, bbl.....	5 30
" straight patents, bbl.....	4 80
" strong bakers.....	4 60
" second.....	4 20

Cereals.—Rolled oats are in fair demand with the price unchanged. Business is naturally not as brisk as it was but there is still a good trade passing.

Fine oatmeal, bags.....	2 35
Standard oatmeal, bags.....	2 35
Granulated.....	2 35
Boiled cornmeal, 100-bags.....	1 70
Rolled oats, bags, 90 lb.....	2 15
" barrels.....	4 60

TORONTO.

Flour.—Rather inclined to quietness and without any special features is the

condition of the flour market. Locally, wheat continues to hover around the same prices, and flour remains unchanged.

Manitoba Wheat.	
1st Patent, in car lots.....	5 10
2nd Patent, in car lots.....	4 60
Strong bakers, in car lots.....	4 40
Feed flour, in car lots.....	3 00 3 20

Winter Wheat.	
Straight roller.....	4 15
Patents.....	4 50
Blended.....	4 50

Cereals.—There is little new to chronicle in the cereal markets, as conditions remain about the same as during the past two weeks. Trade is a little slacker as can naturally be expected, but is, however, fairly well maintained.

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

WHAT OTHER MERCHANTS SAY.

Powerful price pullers.

At prices that'll cause a merry whirl.

You can't afford to pass prices like these.

Every growing business must have new customers. You are the one we want to see.

The biggest, best and busiest store.

It doesn't matter whether you are posted or not, or whether you are a child or a man, you get the same fair weight, measure and price.

Always awake to the wants of our customers.

Willingness to accept and utilize ideas offered by others, no matter what their station, so long as the hints are practical, is a sign of a progressive spirit.

TRADE NOTES.

A report from Ottawa, Ont., has it that the Department of Fisheries is instituting an inquiry into the rumor that fish in hundreds of thousands are dying, or floating dead upon the surface of the water in Quebec. The situation is said to be particularly acute in the Eastern Townships, and the Gatineau district is also given prominence. It is claimed that experts from the department will visit the affected districts and analyse the water in an attempt to clear up the apparent phenomenal state of affairs.

VOTES FOR WOMEN"

may be a pretty live issue in some parts of the world. But it is more than likely that the women of your locality are more interested in keeping house. To such women the incomparable crispness of MOONEY'S PERFECTION CREAM SODAS is a constant source of delight, which can be made increasingly profitable to you by handling MOONEY'S as a specialty.

The Mooney Biscuit
& Candy Co., Limited

FACTORIES AT
Stratford, Ont. Winnipeg, Man.



MAPLEINE is now



Thoroughly Established in
Public Favor as
The Flavor de Luxe

for
Puddings, Cake Fillings and
Ices, Ice Cream and all Con-
fections

By its use with sugar syrup
an unsurpassed table delicacy
may be made at home.

Be sure that it is on your
shelves.

Consult your jobber.
**Frederick E. Robson
& Co., Sales Agents**
26 Front St. E., Toronto
Crescent Manufacturing Co.,
Seattle, Wash.

To Save Money from Packing Waste Paper

How Association in Michigan Experimented With a Baling Outfit and Were Astonished at the Results—The Method Used—Scheme Could be Adopted by Individual Dealers in Canada With Good Monetary Benefits.

In one of the small cities of the State of Michigan where happily the merchants seem to be inclined to work together, there was started some time ago a scheme of co-operative delivery. In connection with that there was also inaugurated a policy by which all waste paper from the establishments of the members was to be baled at headquarters and the proceeds used to swell the profits of the delivery proposition.

A baling press was put in at the headquarters of the delivery system and all the waste paper of the members, packed in boxes and barrels, was collected and set down there. Figuring on the profits from this after the first month or so the officers were astonished to find that one hundred and twenty-six dollars had been paid in by the men who had purchased this waste paper from them. That fact also occasioned astonishment among the members of the organization throughout that city. That such a common nuisance as waste paper could be made to pay dividends so easily came as a complete surprise.

When the proposal was first mooted in that town as a possible money saver the most sanguine of its advocates did not imagine the totals would run up into any such sum as that. Now they pay considerable attention to that department with the result that the profits are said to be considerably larger, although the figures are not obtainable at the present time.

As Applied to Canada.

This is a method by which merchants in many cities and town, and villages for that matter, in Canada, could save considerable money each year. Where there is a co-operative or central delivery system the lines adopted by the Michigan Association as outlined above might be followed. Where the individual delivery is in order, however, and the merchants stand alone, there would necessarily have to be an individual baling press for each dealer. He could have

one of the clerks collect every day all the waste paper taken from his packing cases and all the other odds and ends that go to litter the establishment and have them put into this small press and so securely packed away at the close of every day's business. There would be little or no difficulty in finding a purchaser who would take it off his hands. The monetary returns might pay for his light or heat, or help to make up his rent in a month's time.

To Work Big Saving.

The average dealer in a fair way of business may argue that the waste paper in his establishment would not be sufficient to make his buying a baling press worth while. There were members of the association in Michigan who thought precisely the same thing, and who were astounded at the totals collected from their establishment in a month's time. For the grocer who does not buy in case lots and whose consignments arrive generally packed in paper, such a scheme should mean considerable saving in a year's time. Besides, all waste paper would be accounted for and the danger of fire would be at least considerably lessened.

There are many dealers in Great Britain who would consider a merchant extravagant who did not take advantage of all possible methods by which he could save money and accordingly reduce his operating expenses. They pack paper considerably in the Old Land, and although it has not been much used in Canada as a money maker and accordingly a money saver, it is probable that many Canadian dealers will adopt the paper press just as soon as its profits are more generally recognized.

The grocers from Port Huron, Mich., who are billed to visit London, Ont., during August will be numerous enough to fill two trains, according to report. London dealers are arranging to show the visitors a good time.

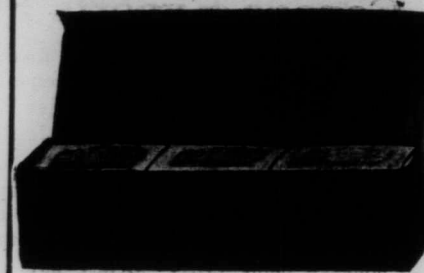
There is Health and Strength in Every Cup of **EPPS'S COCOA**

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

EPPS'S MILK CHOCOLATE

of unsurpassed quality at a popular price.

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



FLY POISON SMITH'S GENUINE

The most powerful pads made. No flies around the room—they die at the pad.

These goods have been sold continuously by the trade for the past twenty-three years without a single complaint.



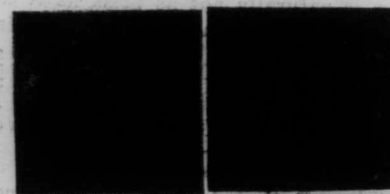
See that name and address below is on every case and package. Beware of the unscrupulous imitation now sold under our name.

Attractively packed and exceedingly effective. Kills the germ as well as the fly.

If your wholesaler won't supply you with *genuine* Smith Felts, order from us direct. Stock up right away and get your share of a generous profit.

SMITH BROS.

Beachville, Ont.



Do
Do you
"bad"
frequen

A

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H

For sa
Manufa
Indiana

Do You Sell on Credit?

Do you have the usual trouble with collections, "bad accounts," friction with customers and frequent loss of both customer and money? Then you need

Allison Coupon Books

They will stop the leaks, keep up collections, forestall arguments, please the customer.

HERE'S HOW THEY WORK



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

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

53 Highest Awards In Europe and America

WALTER BAKER & CO.'S

CHOCOLATE & COCOA



Registered. U. S. Pat. Off.

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

Walter Baker & Co., Ltd.

Established 1780

DORCHESTER, MASS.

We Can Supply You With Small Fruits

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

WRITE US FOR PARTICULARS

Lemon Bros.

Owen Sound, Ontario and Sault Ste. Marie

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

WRITE AT ONCE

By Royal Letters Patent.



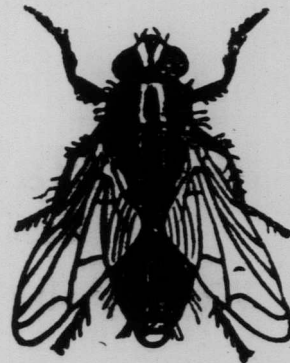
NELSON'S
Gelatine and Liquorice
LOZENGES

Should be in your confectionery department.

C. NELSON, DALE & CO., LTD.,
WARWICK, ENGLAND.

Wilson's FLY PADS

Have been on the market for thirty-two years, and the demand this season to date is 65 per cent. greater than ever before.



All Wholesale Grocers Sell

Wilson's FLY PADS

NEWFOUNDLAND NOTES.

Hopes Held Out for Good Year on Labrador Coast.

St. John's, Newfoundland, June 29.—The SS. Beothic brings the report that the winter was a good one for furriers, five hundred furs alone were taken in Groas Water Bay, about ten per cent. of them "Silver hairs." Some made as high as \$2,000 for the winter, and others from \$400 to \$1,500. The value will be far in excess of recent years.

Sealing Catch.—Was fairly successful, good work being done early in the winter, particularly the southern part of the coast. At Battle Harbor, the total catch was considerably more than in 1910.

Trap Fishing.—Rarely commences before July, but the people rush off early in the spring to secure the choicest berths.

We have had two lean years with Labrador fishery, and it is hoped that this year there will be something like an average voyage. Reports from the different settlements give a fairly good account of the opening of the fishery, and the indications at present point to a fairly successful season.

Salmon.—No new pack yet in the market. Old stocks all exhausted and the demand for the new will be brisk.

Price will probably be between \$5.50 and \$6.00. At present the local market is well supplied with fresh salmon, which is sold by retailers at 15 cents per pound.

Lost Customer Had Hoped to Win by Display

Last week a lady while attempting to enter a store in a western town, the entrance of which was partially blocked with a piled up display of goods, caught her dress, a new one, on a nail and the rip which followed filled her with dismay. She did not enter the store as intended but went to another down the street and gave her order.

"I'll never go in to that store again," she was heard to say to a friend. "They always have the door blocked with goods so that you hardly can get in. I might have known better than to visit that store with a good dress. Why even in the store you can hardly move around."

This illustrates the folly of which many dealers are guilty in crowding the front door so that customers can scarcely force an entrance. Many grocers have a habit of piling goods up in this man-

ner as if to make it impossible for the customer to enter without seeing them. The real result is that the customers are so busily occupied in picking a way around the goods, they never notice the stuff at all.

Besides, the danger to clothes, and the trouble it gives customers in entering such an entrance nearly completely filled is forbidding. The attempt to display goods is to be recommended but this is one case in which the drawbacks are greater than the benefits. See that the entrance to your store is such that customers may easily make their way in and out.

Scholey Bros., have opened a general store at Courchan Lake, B.C.

Pilkie Bros., Vermilion, Alta., have sold their general store to Granville, Hughes & Co.

D. B. Campbell, general merchant, Abernethy, Sask., removing to Edmonton, Alta.

W. C. Houston, general merchant, Morningside, Sask., sold to A. H. Scott.

Rotsein & Pargamarick, grocers, Yorkton, Sask., dissolved, Rotsein continuing,

Hugh Ryan, who was a grocer of St. John, N.B., for thirty years passed away at his home here last week.

TEAS

We have secured a nice lot of

JAPAN TEA

About

400 Half Chests - - 80 lbs. each
 Good Sweet Liquor - per lb., 17 1/2 c.

We pay the freight in Ontario and Quebec on 10 half-chest lots.

How many, please?

L. CHAPUT, FILS & CIE.

Wholesale Grocers and Importers

(ESTABLISHED IN 1842)

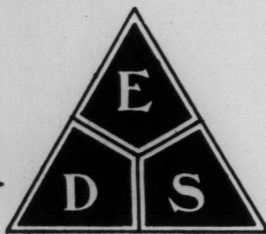
MONTREAL

The Catsup with the different flavour

There is a delicacy of flavor and appetizing richness to every bottle of

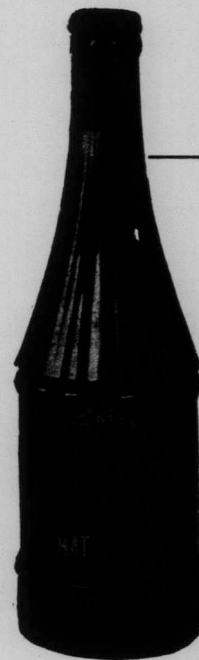
"E.D.S."

Brand



Tomato

Catsup



that has won for it a lot of friends among particular Canadians.

The difference lies in the fact that only the choicest ripe tomatoes are used in its preparation, and the goodness of the fruit is pressed out by a special process of our own. The fruit is not overcooked, no apples are added (as is so often the case) and all peelings are carefully excluded.

Compares favorably with the very best catsups made in the States or in any other country.

It will pay you to feature this splendid line!

"E.D.S." Brand jams and jellies (a very wide range) are real profit producers and trade winners.

Made only by

E. D. SMITH at his own fruit farms **Winona, Ont.**

AGENTS—NEWTON A. HILL, Toronto; W. H. DUNN, Montreal;
MASON & HICKEY, Winnipeg; R. B. COLWELL, Halifax, N.S.;
J. GIBBS, Hamilton.

CURRENTS

We are proprietors of

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

**"NAUSICAA," fine FILIATRA dry,
cleaned carton currants.**

**"VICTORY," fine FILIATRA dry,
cleaned carton currants.**

and importers and distributors of

**Highest-grade PATRAS and VOSTIZZA
currants.**

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

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

CANADIAN REPRESENTATIVES:

JAMES S. MacDOUGAL, London
A. B. LAMBE & CO., Hamilton
W. G. A. LAMBE & CO., Toronto
H. D. MARSHALL, Ottawa
ARTHUR P. TIPPET & CO., Montreal
J. W. GORHAM & CO., Halifax

GREEK CURRANT CO.

124 WARREN STREET NEW YORK

THE LARGEST CURRANT HOUSE IN GREECE

Do You Have a Pleasant Smile

When You Open Your Bank Book?

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

MACARONI

VERMICELLI

SPAGHETTI

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

NO Customs Duty

Therefore CHEAPER GOODS, BUT SAME

QUALITY, GOOD PROFITS.

L'ETOILE

("Cie Francaise de Pates Alimentaires.")

6-9 Harmony Street, Montreal.

California Fruits

**Peaches, Plums,
and Apricots**

Cars arriving every few days,
we guarantee the best fruit
shipped from California.

LATE VALENCIA ORANGES

the best in the World.

Messina Lemons,

Cabbage, New Potatoes,

Grape Fruit, Bananas,

Tomatoes, Cucumbers, etc.



25-27 CHURCH ST TORONTO
are Largest Receivers

St. Nicholas Lemon Juice Quenches Thirst

Remember the brands to
order

**St. Nicholas,
Home Guard,
Puck,
Kicking.**

J. J. McCABE

AGENT

TORONTO, : : ONT.

Dominion Day Stimulates Fruit Trade

Heavier Purchases to Supply the Holiday Demand—California Fruits are Going Out—Strawberry Season was a Fleeting One—Lemons are Easier on Some Markets—Tomatoes are Scarcer and are Higher in Price.

Briskness prevails in the fruit markets this week, Dominion Day being held accountable for the added impetus given to business. In order to supply the holiday appetite of the consumer, retailers are ordering quite freely such lines as California peaches, apricots and plums. Watermelons are going out, while such vegetables as peas, beans, carrots, cucumbers and tomatoes are in fairly steady demand.

While some markets are ruling fairly steady on lemons, others exhibit a weaker tendency, large arrivals having afforded some relief to those particular centres. The weather has not been so favorable as was expected, especially when compared with this time last year when an extra warm spell affected an enormous consumption of this line.

The strawberry season has been somewhat quicker in drawing to a close than at first expected. The first portion of the season was good, but the latter now seems less promising, while prices are now ruling higher than earlier in the month. Complaints have been made of damage by drought. The season was fleeting and the amount preserved will be small compared with other years.

Tomatoes are scarcer and higher, and on some markets holdings are rather small. Supplies are now coming from Mississippi and Texas, with the crop drawing to a close, while Tennessee is starting to ship, and New Jersey will be getting into line later. It will probably be a month before the Canadian article begins to come forward in any quantities.

Old potatoes are firm on all markets, while at Toronto prices have taken a sharp advance of from 25 to 50 cents per bag, while supplies generally appear to be rather limited even for the season of the year.

While imported new potatoes are slightly easier, they are still high in price, as there is a big demand from all parts of the country, with only Virginia to supply it, shipments from Florida having stopped. The west will also be clamoring for supplies, too, as soon as they become sufficiently matured to stand shipment, so that it appears as if there will be no very cheap new potatoes for some little time.

MONTREAL.

Green Fruits—The fruit season is now well under way. Strawberries have come and are now practically gone, after a

short season. They were more or less of a disappointment in some respects and were not received in anything like regular order, at least there would be quite a difference in the price quoted from day to day. They flashed across the fruit sky without creating a great deal of excitement. It might be safe to say that only a small quantity were preserved in comparison with former years. Canadian cherries are offered this week at a fair opening price. Californias are going well. Apples are practically gone. Those who still quote Spies are asking a fancy price. Lemons have arrived a little more freely and are easier in price. The return of warm weather has been helping considerably. Bananas are in good demand. The fruit men are busy and with raspberries soon to be announced, the berry season should be brisk. California cantaloupes are among the late arrivals.

Apricots, California, crate.....	2 50	2 75	Limes, a box.....	1 50
Oranges.....			Valencia.....	4 00
Apples, Spies, extra fancy.....	9 00		Sorrento.....	3 25
Bananas, bunch.....	1 65	1 85	Mexican.....	2 75
Bananas, crated.....	2 00	2 25	Peaches, California, crate.....	2 50
Cantaloupes, Cal.....	6 00		Pineapples—	
Cherries, Canadian.....	1 25	1 50	Havana, case.....	2 50
Cherries, California, crate.....	2 25	3 00	Plums, California, crate.....	2 75
Coconuts, bags.....	4 25	4 75	Strawberries, Canadian.....	0 00
Grape fruit, Flo.....	3 00	4 75		0 12
Lemons.....	4 00	4 50		

Vegetables—This market is fairly busy, with a good demand for the new vegetables. Peas, beans, carrots, tomatoes, cucumbers are well received. Mississippi tomatoes are selling at \$1.50 and are firm at that price. Old potatoes are steady and are apparently none too plentiful.

Beans, hamper.....	5 60	Onions—	
Beets, doz.....	1 25	Egyptian, bag.....	3 00
Carrots, doz.....	1 25	Bermuda, crate.....	3 50
Cabbage, crate.....	3 00	Bermuda potatoes new, per bbl.....	6 25
Cucumbers, bag.....	3 50	Potatoes, bag.....	1 40
Garlic, 2 bunches.....	0 25	Parsnips, bag.....	1 00
Green Peppers, small basket.....	1 25	Radishes, dozen bunches.....	0 30
Leeks, doz.....	1 75	Tomatoes, flats.....	1 50
Lettuce—		Turnips, bag.....	1 50
Canadian lettuce per doz.....	1 50		

TORONTO.

Green Fruits—Trade in fruits is quite satisfactory this week, Dominion Day having given impetus to the demand. Pines are in rather light supply on this market, but their sale has been helped by the higher price of strawberries. Lemons are steady, but unchanged, with a fair demand and supplies none too large. Tomatoes are somewhat firmer. Navel oranges are about cleaned up, late Valencias now being the sellers. Weather conditions affected Canadian strawberries, bringing a higher range than

expected. On many under short supply caused by the rain, sales were made at 14c, but the general range this week is from 8c to 12 cents. California cherries, peaches and apricots are lower, while the same is true of Canadian cherries, which rule from 75c to 85c.

Bananas..... 1 00 1 75	Tomatoes, 4 box crate..... 1 50 1 75
Coconuts, sack 4 75	Rhubarb, doz... 0 25 0 40
Grape Fruit—	Cherries, 10-lb. boxes..... 2 50
Florida, per case 4 50 5 00	Peaches, 6-dozen boxes 2 00 2 25
Lemons—	Plums..... 2 75 3 00
Verdelli..... 4 50 5 00	Apricots, 6-doz. boxes..... 2 75 3 00
Limes, box..... 1 50	Cherries, Canadian, 11-q. bak 0 75 0 85
Oranges—	Watermelons... 0 50
Late valencias.. 4 30 4 25	
Med. sweets... 3 00 3 50	
Pineapples crate 3 00 3 50	
Strawberries—	
Canadian, qt... 0 08 0 12½	

Vegetables—Potato prices have again advanced and this week the lowest quotations are \$1.50 per bag, while the majority are above that figure, with many as high as \$1.75. Spot stocks are small, while dealers contend that supplies in the country are at a small figure. "Potatoes seem to be getting into the luxury class," remarked one dealer, "but I believe conditions warrant the price that is being asked. Scarcity of old

Royal Crest Brand Late Valencia Oranges

The finest Summer Oranges that come from California

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

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

Try Them

WHITE & CO., Limited,
TORONTO.
Fancy Fruits

CHERRIES

ENGLISH (sweet)
EARLY RICHMOND (preserving)
ARE NOW READY

STRAWBERRIES

WILL HAVE A FEW THIS WEEK.

Canadian Early Vegetables

Wax Beans, Peas, Cucumbers, Cabbages, New Carrots, Beets, &c., are in good supply

Wire, phone, or mail your orders to

STEVENS & SOLOMAN

GROWERS AND SHIPPERS

HAMILTON, ONT.

PHONES 1990—2700—3200

Domestic Fruits

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

California Fruits

Peaches Plums Apricots Cherries Canteloupes

Oranges Lemons Bananas Watermelons

Pineapples New Potatoes

New Cabbage

HUGH WALKER & SON

(Established 1861)

GUELPH, ONTARIO

BUSTER BROWN



**HOT
WEATHER**

LEMONS

**COOL
DRINKS**

LEMONADE---Most cooling, most refreshing, most economical summer drink. Suggest it to your customers. When ordering lemons mention Buster Brown Brand---the Pinnacle of Lemon Culture. Our Verdellis are beautiful.



W. B. STRINGER, Can. Sales Agent

FOLLINA BROS., Packers
MESSINA, Palermo

stocks exists in many parts of the United States and prices have been going high. Besides, new potatoes are high, with no probability of low prices for some time." Wax beans and cabbage are higher this week, with Texas onions slightly lower. American corn on the cob is on the market at \$2.25 per hamper.

Beets, Louisiana doz..... 0 75	Onions—Texas, case..... 1 75
Canadian beet, bag..... 0 60 0 75	Egyptian, sack..... 2 50
Cabbage, S.uth Carolina..... 3 75	Potatoes, Ontario, bag..... 1 50 1 75
Carrots, n. w. box 3 to 4 doz. 1 75 2 00	Potatoes, new, barrels..... 6 00 6 25
Cucumbers, hamper..... 2 50	2 bush. bags..... 4 00
Wax beans, hamper..... 2 75	Parsley, per doz..... 0 75
Green beans, hamper..... 2 00	Newturnips, per 11-qt. basket..... 6 50
Lettuce, Canadian, head..... 0 25 0 30	Asparagus—Canadian, doz..... 0 75 1 00
	Spinach—Hamper..... 0 35 0 50

WINNIPEG.

Green Vegetables—No new lines of importance have arrived this week. The supply of home-grown lines is considerably increasing as the summer advances. American greens are still to be found on the market in large quantities and at fairly reasonable prices. Few changes will be noticed.

Native mint, per doz..... 0 50	Native green onions, doz..... 0 30
Native parsley, per lb..... 0 25	Native lettuce, per doz..... 0 35
Native watercress, doz..... 0 35	Minnesota cucumbers, doz..... 1 25
Texas cucumbers, doz..... 0 90	Mississippi tomatoes, crate..... 1 50 1 75
American radishes, doz..... 0 45	American head lettuce, doz..... 1 25
American garlic, per lb..... 0 30	Native spinach, lb..... 0 14
New cabbage, per lb..... 0 66	Florida celery, per crate..... 4 25
American peppers, basket..... 1 60	Native rhubarb, lb..... 0 02
Florida beans, 20 lb. boxes..... 2 50	Mississippi carrots, per box..... 2 50
Mississippi lettuce, per box..... 2 50	Mississippi turnips, per box..... 2 50
Native mushrooms, per lb..... 0 50	Native asparagus, per doz..... 1 40
Native radishes, per doz..... 0 20	

Fresh Fruits.—Like all other lines, the fresh fruit market is steady and little change is noticed. The demand is strong and active, and prices are holding firm. Since the arrival of the Hood River strawberries other lines have been taken off the market as the reputation these have throughout the west is exceptionally good.

Florida grape fruit, box..... 6 00	Bananas, bunch..... 3 50 4 75
Navel oranges..... 3 50 4 75	California lemons, crate..... 6 50 7 00
Messina lemons..... 5 50	Hood River strawberries, 24 qt..... 4 50 5 00
Tennessee strawberries, 24 qt..... 4 50	Florida pineapples, case..... 4 50
Cal. black cherries, 10 box..... 3 00 3 25	Cal. white cherries, 10 box..... 3 00 3 25

Fruit Notes.

Raspberries from the Niagara district are expected to arrive within a week.

Limes continue high, only small shipments having arrived as yet.

Recent rains have benefited raspberries.

From present indications, plums and peaches are looked for in average quantities.

Navel oranges are done. Late Valentias are now being taken up.



Fish - Oysters



Two Fish Days in the Week Help Trade

Better Enquiry Farm Retailers—Lively Demand Expected—Fairly Satisfactory Summer Trade—Nova Scotia Lobster Season About Done—Large Exports to Boston and Portland During Season—No Change Noted in the Newfoundland Situation.

Two fish days this week resulted in a better enquiry on the part of retailers who anticipated a lively demand. Supplies are adequate. Brook trout are not quoted this week, but the regular demand is well looked after.

Nova Scotia reports the lobster season about done on that coast. The export trade to Boston and Portland was a record one, more lobsters being sent from the province during the spring than ever before in any one year. The receipts of mackerel have fallen off lately on the Nova Scotian coast. Smoked haddock are in good demand, principally from points in Upper Canada.

QUEBEC.

Montreal.—With Friday and Saturday fast days, this week should find the demand for fish heavier than usual. The ordinary weekly trade during mid-summer is not as heavy as it might be and with mid-season conditions now existing that influence is being felt. Trade has been fairly good, and the demand should be continued to a certain extent. Brook trout are finished. Gaspe salmon are in fair supply with the price firm. Lake trout, halibut, whitefish and several other lines are favorites.

FRESH

Alewives (shad herring) per 100 fish..... 2 00	Halibut, express per lb..... 0 09 0 10
Bluefish, per lb..... 0 16	Salmon, E.C. lb..... 0 18
Dressed perch, per lb..... 2 10	Salmon, Gaspe, 0 16 0 17
Dressed bull-heads, per lb..... 0 10	Shad, buck, each..... 0 30
Mackerel..... 0 08	Shad, roe, each..... 0 50
Haddock, per lb 0 04 0 05 1/2	Sea trout..... 0 10
Steak cod headless, per lb..... 0 05 0 06	Lake trout, lb..... 0 11 0 12
	Sea bass, per lb..... 0 10
	Pike, per lb..... 0 08
	Pickered or dore 0 11 0 12
	Whitefish, lb..... 0 11 0 12

FROZEN

Codfish..... 0 03 0 03 1/2	Salmon, B.C., red 0 09 0 10
Haddock..... 0 03	Gaspe salmon..... 0 15
Halibut, per lb..... 0 09	per lb..... 0 07
Pike, round, lb..... 0 06	Qualla salmon..... 0 09
Pike, dressed & headless, cases 150 lbs., per lb..... 0 06	No. 1 Smelts, boxes, 10 and 15 lbs. each..... 0 07
Gras pike..... 0 05	Whitefish, large, lb..... 0 07 1/2 0 08
steak cod..... 0 04	Whitefish, small..... 0 06
Mackerel..... 0 11 0 12	

SALTED AND PICKLED

Labrador sea trout, bbl..... 12 00	Salmon, B.C., red, bbl 14 00
Labrador sea trout, half bbl..... 6 50	" pink, bbl 12 00
No. 1 mackerel, pall..... 3 00	" Labrador, bbl 16 00
1/2 bbl..... 3 00	" " 1/2 bbl 5 50
Scottie herrings, No. 3, bbl..... 12 00	200 lb..... 21 00
Lake trout, half bbl..... 6 00	Salt cod, per lb..... 0 07
Choice mackerel half pall..... 2 00	Sea trout, 1/2 bbl..... 5 50
	Sea trout, bbl..... 12 00
	Scottie herring..... 6 00
	" keg 1 00
	Holland herring, 1/2 bbl 5 50
	" keg 6 75

SMOKED

Hooters, large, per box, 60s..... 1 10
Haddies..... 0 05
Herring, new smoked, per box..... 0 25
Kipper herring, per half box..... 1 00
New filets, per lb..... 0 10

SHELL FISH

Shell oysters, bbl., choice..... 12 00 13 00
XXX Shell Oysters..... 10 00
Lobsters, live, per lb..... 0 25
Oysters, choice, bulk, Imp. gal..... 1 40
bulk, selects..... 1 00
Solid meats—Standards, gal., \$1.75; selects, gal., \$2.

PREPARED FISH

Boneless cod, in blocks or packages, per lb..... 7, 9, 10
Shredded cod, 2 doz. in box, per box..... 2 00
Skinless cod, 100 lb. case..... 6 75

NEW BRUNSWICK.

St. John.—Prices in the fish market for the past week remained unchanged, with the exception of salmon, which dropped off a little. Fish dealers say that salmon this year are of a better quality, seemingly, than for some seasons past.

A. H. Brittain, of Montreal, manager of the Maritime Fish Corporation, who was in the city this week, said that the business in fish had been encouraging of late, and that his company expected to be shipping to Vancouver before long. He said that the Maritime Provinces have great possibilities as centres for the fish industry, and the importance of the market in western Canada for the Atlantic fish would be fully realized by the people of New Brunswick in a little while.

ONTARIO.

Toronto.—There are no particular features to mention. A fairly satisfactory and steady summer trade is being done, with fresh fish most prominent, but other lines receiving their share of attention also.

FRESH CAUGHT FISH

Steak cod..... 0 07 1/2	Fresh caught white..... 0 10
Fresh halibut..... 0 07	Fresh caught herring 0 05
Perch..... 0 05	Haddock..... 0 06 0 07
Fresh trout..... 0 09	Pickered..... 0 10

FROZEN FISH

cod eyes..... 0 05	White fish, winter caught..... 0 08
Pike..... 0 05	Yellow pickerel..... 0 08
Pink sea salmon 0 06 0 09	Mullet..... 0 04
Round red "..... 0 09	Bluefish..... 0 12

SMOKED, BONELESS AND PICKLED FISH

Asada 2-lb. box..... 5 00	Haddie, Finnan..... 0 05
per crate..... 5 40	Pickled lake herring..... 2 00
Shredded cod..... 2 25	100 lb. keg..... 0 07
Cod, Imperial, per lb..... 0 05	Quail on boat, per lb 0 07
Filets, per lb..... 0 12	Shrimps, per gal..... 1 25

NOVA SCOTIA.

Halifax.—Fish business during the week has been quiet. There was a

BRUNSWICK BRAND SEA FOODS

will surely build up business for you, because only the most carefully selected and sweetest fish are used—fish caught in the famous Passamaquoddy Bay. Skill, care and cleanliness are our watchwords throughout the canning process, and the result is the retention of the natural fish flavor to a degree unknown in other brands.

We stand back of all our products with an unconditional guarantee of purity.

Here's a line, Mr. Grocer, you can handle with credit to your store and increasing profit to yourself.

THE "QUALITY" BRAND

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



AGENTS—Grant, Oxley & Co., Halifax, N.S.; C. H. B. Hillcoat, Sydney, C.B.; J. L. Lovitt, Yarmouth, N.S.; Buchanan & Ahern, Quebec; Leonard Bros., Montreal; A. W. Huband, Ottawa; C. DeCarteret, Kingston; James Haywood, Toronto; Chas. Duncan, Winnipeg; Shallcross, Macaulay & Co., Calgary, Alta.; J. Harley Brown, London, Ont.; Johnston & Yockney, Edmonton, Alta.



SELL SARDINES WITH A GUARANTEE

There's nothing like a guarantee to help sell your canned goods! Read the exact wording below:

CONCORD CANNING CO.

We guarantee

- 1 That all Sardines bearing our name as packers are packed from the finest autumn caught fish.
- 2 That fresh caught fish only are used in our canneries.
- 3 That the Olive Oil or Tomato Sauce used are of guaranteed purity and of the finest quality obtainable.
- 4 That we use the greatest care and cleanliness in the process.

CONCORD CANNING CO.

We ask the consumer kindly to write us if dissatisfied

This is the guarantee appearing on each tin of CONCORD SARDINES, a line that retains the natural delicate flavor of the fish to a remarkable degree. For your best trade sell CONCORD. Order from your wholesaler.

List of Agencies—

R. S. McINDOE, Toronto
WATSON & TRUESDALE, Winnipeg
A. H. BRITAIN & CO., Montreal
W. A. SIMONDS, St. John, N.B.
RADIGER & JANION, Vancouver and Victoria, B.C.

Be Careful How You Buy Your Refrigerator



Don't get an "Ice Box."

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

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

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

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

Let Us Send You Our New Illustrated Catalogue.

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

plenty on the market, but the demand was light. Salmon are not as plentiful this season as last, and the price is considered high. The lobster season is about over on this coast. The receipts of lobsters were small and some days the market was bare. The receipts of mackerel locally were also light, the shore boats in this vicinity getting few fish. Further down the coast the fishing was better. Smoked haddock are in good demand, principally from points in Upper Canada. There is not much doing in the salt fish trade. There has been no change in the price of salt cod. Salt mackerel are easier on the Boston and Gloucester markets, selling at \$13 per barrel.

NEWFOUNDLAND.

St. John's—There are no new features to the fishery news, reports being about the same as last week. Salmon and herring continue plentiful, while fresh cod fish is quite cheap.

Codfish, large and medium merchantable, per qtl.	6 50
" small	5 50
" large Madeira	4 50
" small	4 50
" large and medium West India	5 00
" small per qtl	4 50
" Labrador	4 00
" shore cured	5 50
Haddock	4 00
Herring, No. 1, large barrel	3 50
" medium	3 00
" small	2 80
Ling.	4 00
Lobsters, No. 1 flats, case 48 1-lb. tins	16 00
Salmon, per case 48 1-lb. tins	5 50
Salmon, No. 1, large and medium, tierce	18 00
" No. 2, large	16 00
" No. 3, large	14 00
" No. 1, small	16 00
" No. 2, small	14 00
" No. 3, small	12 00
" 48 1-lb. tins, per case	5 50
Cod Oil, hardwood casks, tun	110 00
" softwood	102 00
Cod Liver Oil, gallon	0 70

soaps and which contain besides the ordinary materials a certain percentage of the article denoted by the name.

Soap has been in use for at least 3,000 years, and is twice mentioned in the Bible. Not many years ago a soap boiler's shop was discovered in Pompeii having been buried beneath the terrible rain of ashes that fell upon that city in 79 A.D.

Your customers are interested in this information. Turn it to good information in your daily work.

THREW RICE OVERBOARD.

Three Hundred Bags Meet a Watery Grave in West Indies.

Kingston, Jamaica, June 29.—Condemned by the city sanitary department, 301 bags of rice, which reached this city on the coolie ship, Indus, were taken out to the deep waters in the middle of the harbor on the sloop Scotia and dumped overboard last week.

This rice was part of a consignment of 6,050 bags and was stored at a bonded warehouse. The sanitary inspector, making his rounds came across the shipment, and promptly seized the supply as partly bad.

The health officer followed the sanitary inspector and condemned the product to the extent of 301 bags. This is claimed to be one of the biggest seizures that have taken place here for a long time.

GILLETT'S NEW PLANT.

Toronto, June 29.—It has been known for some little time among the trade that the plant owned and operated by E. W. Gillett Co., facing on King, Duncan and Pearl Streets, which they moved into seven years ago, does not now meet with their requirements for the production of their goods. This property was sold a few days ago to the W. R. Brock concern who will utilize it for factory purposes. The Gillett Co. are now dealing with plans for their new plant which will consist of five or six buildings, and will be erected on some railway, likely in either Toronto or Hamilton.

The Grocer's Encyclopedia - Soaps

Interesting Facts in Connection With a Product That Has Been Manufactured Since the Beginning of Christian Era—The Ingredients and Their Blending—The Peculiarities of Lines of Castile Soaps.

Soaps are chemical compounds of one or more of the oil acids, more especially with the metallic alkalis of either potassa or soda. The varieties nowadays are exceedingly numerous and the raw materials employed extremely various, including nearly all kinds of fats and oils, vegetable as well as animal. The chief household and laundry soaps are now made from oils mixed with certain proportions of tallow and resin. Coconut, palm-kernel, cottonseed, palm and other oils are employed in immense quantities. These oil soaps have generally a darker but more transparent appearance than the old-fashioned sorts made from tallow alone. Soaps made from vegetable oils are much more soluble than those made of animal fats and do not leave behind them such a disagreeable smell.

Modern soaps really hold more water and are apt to turn still darker on exposure to the air, but they lather freely and do not shrink much. Pure soap should consist of a fat, or animal or vegetable oil, with either pure caustic potash or soda.

Coconut Oil Soap.

The property of appearing dry and hard along with a heavy percentage of water, is a peculiarity of coconut oil soaps, which communicates the same property to tallow and palm oil soaps. The great difference between hard soap and soft soap is that in hard soap, soda is employed, whereas in soft soap, potash is used instead. The real art of soap making consists principally in

knowing how to determine from the appearance of the paste and other circumstances what kind of ingredient to use during each step of the operation.

Toilet soap is or should be essentially a variety of soap made from choice selected kinds of fatty matters judiciously combined with alkalis in such fashion that the product contains practically no excess of alkali. In other words it differs from ordinary laundry soap chiefly in the quality of the materials used in its manufacture and the care and skill employed in so conducting the operation and proportioning the ingredients to one another as to obtain as a final result, a material in which the alkali used is transformed into true soap, leaving none uncombined with the fatty matters employed. However there are a number of toilet soaps on the market in which cheap materials are used and which are not properly combined

The Castile Soap.

Castile soaps, also known as olive oil soaps and formerly called Castle or Spanish soap are either white, mottled or powdered. It is made from soap stock, a substance obtained from olives. The residue of the olives and kernels after the ordinary oil has been expressed is chemically treated with sulphuric acid, yielding this substance. Castile soap is generally hard. Although poppy cotton or other seed oil is sometimes added so as to make the product softer.

The dealer is familiar with many varieties of soap, such as almond, buttermilk, cinnamon, coal tar, glycerine, honey, sulphur, etc., mostly toilet

DRIED APPLES

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

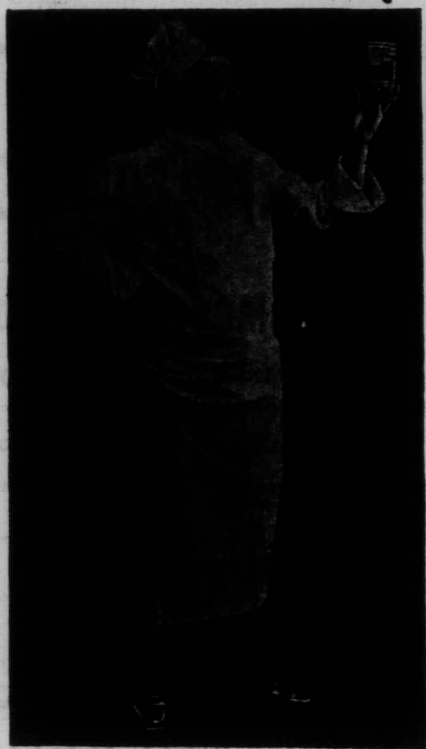
O. E. ROBINSON & CO.
INGERSOLL - ONTARIO

Would you like our Weekly Circular?

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

Address Box 391, Canadian Grocer

NOTICE THE NAME CLARK'S



And serve your customers better by extending to them the privilege of buying finer soups than they have been getting.

CLARK'S "CHATEAU" BRAND CONCENTRATED SOUPS are perfectly made and perfectly sold. We are not going to bribe you to push them because that isn't the kind of business we're looking for.

CLARK'S SOUPS are a safe investment for you, not a speculation.

Honesty of purpose is the fundamental principle on which we have built our success. OUR GOODS ARE WHAT WE CLAIM THEM TO BE, and we want you to just recommend "CHATEAU" BRAND SOUPS and leave the rest to your customers.

CLARK'S "CHATEAU" BRAND CONCENTRATED SOUPS

12 KINDS

12 DISTINCT FLAVORS

2 SIZES

CLARK'S

STEWED OX TAIL
MINCED COLLOPS
JELLIED VEAL

STEWED KIDNEY
IRISH STEW
JELLIED HOCKS

BEEF STEAK AND ONIONS

are food specialties with which every grocer should be familiar. The QUALITY is CLARK'S and when the people want QUALITY they want CLARK'S. This is not an assertion but a living fact.

Don't burden yourself with goods that in the beginning seem to offer big profits, you know that in the end it will mean a big sacrifice on your part, besides the annoyance you will cause your customers.

End as you begin, by NOTICING THE NAME.

WM. CLARK, MONTREAL

MANUFACTURER

HIGH GRADE FOOD SPECIALTIES

THE CANADIAN GROCER

THIS WEEK'S TRADE NOTES.

Many Changes In the Grocery Business Throughout Canada.

ONTARIO.—A. Kilborn, grocer, London, has sold to Geo. S. Pettit.

F. Bounsall, grocer, Chatham, has sold out.

F. J. Fitzgerald, grocer, London, deceased.

Elizabeth M. Soden, grocer, Toronto, sold to N. F. Kennedy.

I. B. Marshall, general merchant, Sellwood, suffered loss by fire.

Frank Crosco has opened a grocery at Lake Superior Junction.

J. S. Wallace, general merchant, Shanly, sold to H. J. Swift.

Mrs. D. Willsie, Derwent, has sold her general store to R. J. Beattie.

Lougheed Bros., general merchants, Clarksburg, suffered loss by fire.

S. Jewel & Son, grocers, New Liskard, have sold to Mr. Barry, of Midland.

S. P. Stata & Son, general merchants, Aultsville, has sold out and will remove to Calgary, Alta.

Peter White has opened a grocery store at Graham, while Mrs. J. J. Jewel has opened a general store in the same town.

QUEBEC.—Albert Parr, Lachine, has sold his grocery to J. V. P. Mitchell.

Wilfrid Bouret, grocer, Quebec, assigned.

Joseph Costello, grocer, Montreal, deceased.

Montplaisir & Frere, grocers, Montreal, dissolved.

Mulcair & Brothers, grocers, Quebec, registered.

The assets of H. Bergeron, grocer, Montreal, have been sold.

J. B. Robert, grocer, Montreal, succeeded by R. Normandin.

Ed. Legrosley, general merchant, St. Benoit, compromised.

Pierre Lefebvre, grocer, Montreal, has assigned to Alex. Desmarteau.

J. P. Fontrouge & Co., general merchants, Terrebonne, assigned.

J. E. Monette, general merchant, St. Philippe de la Prairie, burned out.

The stock of J. S. Brault, general merchant, St. Alexis de Montcalm, has been sold.

Albert Hebert, of Hudon, Hebert & Co., wholesale grocers, Montreal, deceased.

Edward Talbot, of Talbot & Larose, general merchants, Thetford Mines, deceased.

MARITIME PROVINCES.—G. W. Barber, general merchant, Albert, N.B., sold to G. W. Newcombe.

A. H. Nolan, grocer, Dalhousie, N.B., assigned.

Wm. J. Power, grocer, Dominion, N.S., deceased.

Nath. Dooks, general merchant, Jeddore, N.S., deceased.

Jas. Hodge, wholesale grocer, Fredericton, N.B., deceased.

B. L. Estey, grocer, Fredericton, N.B., succeeded by G. K. Dunphy.

J. H. Harris & Co., wholesale grocers, Moncton, N.B., have sold to Baird & Peters, of St. John.

WESTERN CANADA.—H. E. Mitchell general merchant, Justice, Man., sold to Edward Mitchell.

F. W. Lynde has opened a grocery at Winnipeg.

A. Evans has opened a grocery store at Winnipeg.

P. Romanuk, grocer, Winnipeg, has sold branch to A. Kiptyk.

J. W. Atkey, general merchant, Roblin, sold to A. T. Button & Co.

Gould & Dundervale have opened a grocery at Winnipeg Beach, Man.

Thomas & Metuak have started in the grocery business at Winnipeg Beach.

J. A. Piche is opening a grocery store at Petit Nord, Sask.

The Netherhill Trading Co., Netherhill, Sask., sold to W. F. Bonter.

B. Lapp, general merchant, Hirsh, Sask., suffered loss by fire.

M. Torkko, grocer, Ladysmith, B.C., has sold to F. Arvet.

Reuben Bayzerman has opened a general store at Disley, Sask.

Roloff & Kaiser are opening a general store at Irvine, Alta.

Calder & Co. have opened a general store at Grassy Lake, Alta.

Peter Hecko, grocer, Edmonton, Alta., has sold to Freeman & Co.

Luelgrove & Woods, grocers, Vancouver, B.C., have dissolved.

P. J. Le Jere & Co. have opened a grocery at Willow Bunch, Sask.

W. P. Locke & Co. have opened a general store at Gull Lake, Sask.

Mrs. Geo. Falconer, Swift Current, Sask., has sold her grocery to I. H. Andrew & Son.

W. J. Managhan, grocer, Vancouver, B.C., sold to J. Fenyn.

Drysdale, of Grant & Drysdale, grocer, Vancouver, B.C., has sold his interest to G. T. Winton.

Never Run Short of

SHAMROCK

BIG PLUG

SMOKING TOBACCO

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

CLAY PIPES

None equal. Insist upon McDougall's
There IS a difference.

D. McDOUGALL & CO., LTD., GLASGOW, SCOTLAND

TANGLEFOOT



THE ORIGINAL FLY PAPER

FOR 25 YEARS THE STANDARD IN QUALITY.

ALL OTHERS ARE IMITATIONS

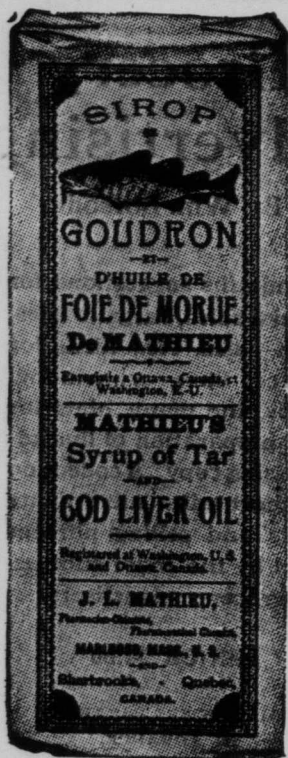
Black Watch

The Big Black Plug Chewing Tobacco

"A Trade Bringer"

Sold by all the Wholesale Trade





MATHIEU'S SYRUP

of Tar and God Liver Oil

has a more certain sale than most remedies. It is largely advertised, so that every one is familiar with the name.

It has been so successful in effecting cures that every user is a publisher of its excellent qualities.

Its sales have increased wonderfully everywhere. It is a sure seller.

MATHIEU'S NERVINE POWDERS

are needed wherever colds are attended with pains and fever.

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

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

Distributors for Western Canada

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

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

MAPLE SUGAR

CHEWING TOBACCO

Rock City Tobacco Co.

Quebec - and - Winnipeg

Tuckett's Orinoco Tobacco

NO BETTER
JUST
A LITTLE Milder
THAN

Tuckett's Myrtle Cut Tobacco

WHICH HAS THE LARGEST SALE IN CANADA.

TUCKETT LIMITED

Hamilton,

Ont.



CLASSIFIED ADVERTISING

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

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

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

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

BUSINESS CHANCES.

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

FOR SALE.

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

REPRESENTATIVES WANTED.

REPRESENTATIVES WANTED BY MAISON FRANCAISE for the sale of Comestible Oils. Apply, with references, to M. M. SCHWALBE & CIE, Marseille, France, and in French if possible.

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

MISCELLANEOUS.

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

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

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

BUSINESS-GETTING TYPEWRITTEN LETTERS and real printing can be quickly and easily turned out by the Multigraph in your own office—actual typewriting for letter-forms, real printing for stationery and advertising, saving 25% to 75% of average annual printing cost. AMERICAN MULTIGRAPH SALES CO., Limited, 129 Bay Street, Toronto.

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

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

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

DDOUBLE your floor space. An Otis-Pensom 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-Pensom Elevator Co., Traders Bank Building, Toronto. (11)

MISCELLANEOUS.

EVERY 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. Ery Register Co., Dayton, Ohio; 123 Bay St., Toronto; 258 1/2 Portage Ave., Winnipeg; 308 Richards St., Vancouver.

FIRE INSURANCE. INSURE IN THE HARTFORD. Agencies everywhere in Canada.

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

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

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

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

KAY'S FURNITURE CATALOGUE No. 306 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, Limited, 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.

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.

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. (11)

WAREHOUSE AND FACTORY HEATING SYSTEMS. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (11)

TECHNICAL BOOKS.

CANADIAN MACHINERY AND MANUFACTURING NEWS, \$1 per year. Every manufacturer using power should receive this publication regularly, and also see that it is placed in the hands of his engineer or superintendent. Every issue is full of practical articles, well calculated to suggest economies in the operation of a plant. Condensed advertisements for "Machinery Wanted" inserted free for subscribers to the GROCER. "Machinery for Sale" advertisements one cent per word each insertion. Sample copy on request. CANADIAN MACHINERY, 143-149 University Ave., Toronto.

SALES PLANS—This book is a collection of 322 successful plans that have been used by retail merchants to get more business. These include Special Sales, Getting Holiday Business, Co-operative Advertising, Money-Making Ideas, Contests, etc. Price \$2.50, postpaid. MacLean Publishing Co., Technical Book Dept., 143-149 University Ave., Toronto.

Grocery Advertising

By Wm. Borsodi

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

PRICE \$2.00

ALL ORDERS PAYABLE IN ADVANCE.

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

Coffee, Its History, Classification and Description

By Joseph M. Walsh

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

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

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

\$2.00

IT WILL PAY YOU TO SEND AT ONCE.

MacLean Publishing Co.

Technical Book Department

143-149 University Avenue, Toronto

Diamond
1-lb. tins, 2 do
1-lb. tins, 3
1-lb. tins, 4

Class.
4-dozens.....
3-dozens.....
1-dozens.....
3-dozens.....
1-dozens.....
1-dozens.....



or more of "



WHITE SWAN
doz. in case,
1-lb. tins, 50c



CARBOONS—
No. 1, 1-lb., 4 d
No. 1, 1-lb., 2 d
No. 2, 5-oz., 6 d
No. 2, 5-oz., 3 d
No. 3, 5-oz., 4
No. 10, 12-oz., 4
No. 10, 12-oz., 2



DOMINI
Aymer J

Strawberry...
Raspberry...
Black currant...
Red currant...
Raspberry & n...
currant...
Raspberry and...
gooseberry...
Plum jam....

THE CANADIAN GROCER

QUOTATIONS FOR PROPRIETARY ARTICLES

Baking Powder
W. H. GILLARD & CO.
 1-lb. tins, 3 doz. in case..... \$2 00
 1-lb. tins, 3 " " " " " " " " 1 25
 1-lb. tins, 4 " " " " " " " " 0 75

IMPERIAL BAKING POWDER
 Cases. Sizes. Per doz.
 4-dozen..... 10c..... \$0 85
 3-dozen..... 12-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
 Ontario and Quebec Prices
 Cases. Sizes. Per doz.
 4-dozen..... 5c..... \$0 50
 3-dozen..... 6-oz..... 0 75
 1-dozen..... 6 " " " " " " " " 1 00
 4 " " " " " " " " 1 30
 4 " " " " " " " " 1 80
 4 " " " " " " " " 1 85
 4 " " " " " " " " 2 25
 4 " " " " " " " " 2 30
 4 " " " " " " " " 3 00
 4 " " " " " " " " 9 60
 1 " " " " " " " " } Per case
 1 " " " " " " " " } \$6 00

Special discount of 5 per cent. allowed on five cases or more of "Magic Baking Powder."

ROYAL BAKING POWDER
 Cases. Sizes. Per Doz
 Royal-Dime..... \$0 55
 1-lb..... 1 40
 6-oz..... 1 95
 1-lb..... 2 55
 12-oz..... 3 55
 1-lb..... 4 90
 3-lb..... 13 50
 5-lb..... 22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

Borwick's Baking Powder

COOK'S FRIEND BAKING POWDER

FOREST CITY BAKING POWDER
 Dozen
 6 oz. tins..... 0 75
 12 oz tins..... 1 25
 16 oz. tins..... 1 75

Cereals
WHITE SWAN SPICES & CEREALS, LTD.
 White Swan Breakfast Food, 2 doz. in case, per case \$3.00.
 The King's Food, 2 dz. in case, per case \$4.80.
 White Swan Barley Crisps, per doz. \$1.
 White Swan Self-rising Buckwheat Flour, per dozen \$1.
 White Swan Self-rising Pa n c a k e Flour, per dozen \$1.
 White Swan Wheat Kernels, per doz. \$1.40.
 White Swan Fl a k e d Rice, per dozen \$1.
 White Swan Fl a k e d Peas, per dozen \$1.

DOMINION CANNERS, LIMITED
 Aymer Jams..... 1 80
 Peach..... 1 70
 Strawberry..... 1 95
 Raspberry..... 1 95
 Black currant..... 2 00
 Red currant..... 2 15
 Plum..... 1 45
 Raspberry & red currant..... 1 70
 Grape..... 1 85
 Raspberry and gooseberry..... 1 80
 Orange Jelly..... 1 55
 Plum jam..... 1 55

Greenage plum, stoneless..... 1 75
Lemon..... 1 60
Pineapple..... 1 95
Ginger..... 2 25
Gooseberry..... 1 75

Pure Preserves—Bulk
 5 lb. 7 lb. 14's & 30's per lb.
 Strawberry .. 0 59 0 82 0 104
 Black currant. 0 59 0 82 0 104
 Raspberry .. 0 59 0 82 0 104
 Weight allowed up to 25% per 100 lbs

Keen's Oxford, per lb..... 0 17
 In 10-box lots or case..... 0 16
Gillett's Mammoth, 1/2-gross box..... 2 00

Cocoa and Chocolate
THE COWAN CO., LIMITED
Cocoa
 Perfection, 1-lb. tins, per doz..... \$4 50
 Perfection, 1/2-lb. tins, per doz..... 2 40
 Perfection, 1/4-lb. tins, per doz..... 1 30
 Perfection, 10c size, per doz..... 0 90
 Perfection, 5-lb. tins, per lb..... 0 37
 Soluble, bulk, No. 1, per lb..... 0 20
 Soluble, bulk, No. 2, per lb..... 0 18
London Pearl, per lb..... 0 22
 Special quotations for Cocoa in barrels, kegs, etc.
Unsweetened Chocolate—
 Supreme chocolate, 1/2's, 12-lb. boxes, per lb..... 0 35
 Perfection chocolate, 12-lb. boxes, 2 doz. in box, doz..... 1 80
 Perfection chocolate, 10c size, 2 and 4 doz. in box, per doz..... 0 90
Sweet Chocolate—
 Queen's Dessert, 1/2's and 1/4's, 12-lb. boxes..... 0 40
 Queen's Dessert, 1/2's, 12-lb. boxes..... 0 40
 Vanilla, 1/2-lb., 6 and 12-lb. boxes..... 0 35
 Parisian, 1/2's, 6 and 12-lb. boxes..... 0 28
 Diamond, 1/2's and 1/4's, 6 and 12-lb. boxes..... 0 24
 Diamond, 1/2's, 6 and 12-lb. boxes..... 0 25

Chocolate Confections—
 Per lb.
 Maple tuds, 5-lb. boxes..... 0 36
 Milk medallions, 5-lb. boxes..... 0 26
 Chocolate wafers, No. 1, 5-lb. boxes..... 0 30
 Chocolate wafers, No. 2, 5-lb. boxes..... 0 25
 Nonpareil wafers, No. 1, 5-lb. boxes..... 0 30
 Nonpareil wafers, No. 2, 5-lb. boxes..... 0 25
 Chocolate ginger, 5-lb. boxes..... 0 30
 Milk chocolate wafers, 5-lb. boxes..... 0 36
 Coffee drops, 5-lb. boxes..... 0 36
 Lunch bars, 5-lb. boxes..... 0 36
 Milk chocolate, 5c bundles, 3 doz. in box, per box..... 1 35
 Milk chocolate, 5c cakes, 3 doz. in box, per box..... 1 35
 Nut milk chocolate, 1/2's, 6-lb. boxes, lb. 0 36
 Nut milk chocolate, 1/4's, 6-lb. boxes, lb. 0 36
 Nut milk chocolate, 5c bars, 21 bars, per box..... 0 90

EPPS'S
 Agents, O. E. Colson & Son, Montreal.
 In 1/2, 1 and 1-lb. tins, 14-lb. boxes, per lb..... 0 35
 Smaller quantities..... 0 37

Chocolate Confections—
 Per lb.
 Maple tuds, 5-lb. boxes..... 0 36
 Milk medallions, 5-lb. boxes..... 0 26
 Chocolate wafers, No. 1, 5-lb. boxes..... 0 30
 Chocolate wafers, No. 2, 5-lb. boxes..... 0 25
 Nonpareil wafers, No. 1, 5-lb. boxes..... 0 30
 Nonpareil wafers, No. 2, 5-lb. boxes..... 0 25
 Chocolate ginger, 5-lb. boxes..... 0 30
 Milk chocolate wafers, 5-lb. boxes..... 0 36
 Coffee drops, 5-lb. boxes..... 0 36
 Lunch bars, 5-lb. boxes..... 0 36
 Milk chocolate, 5c bundles, 3 doz. in box, per box..... 1 35
 Milk chocolate, 5c cakes, 3 doz. in box, per box..... 1 35
 Nut milk chocolate, 1/2's, 6-lb. boxes, lb. 0 36
 Nut milk chocolate, 1/4's, 6-lb. boxes, lb. 0 36
 Nut milk chocolate, 5c bars, 21 bars, per box..... 0 90

ICINGS FOR CAKE—
 Chocolate, white, pink, lemon, orange, maple, almond, coconut cream, in 1-lb. packages, 2 dozen in box, per dozen..... 0 90

Chocolate Confections—
 Per lb.
 Maple tuds, 5-lb. boxes..... 0 36
 Milk medallions, 5-lb. boxes..... 0 26
 Chocolate wafers, No. 1, 5-lb. boxes..... 0 30
 Chocolate wafers, No. 2, 5-lb. boxes..... 0 25
 Nonpareil wafers, No. 1, 5-lb. boxes..... 0 30
 Nonpareil wafers, No. 2, 5-lb. boxes..... 0 25
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 Nut milk chocolate, 1/4's, 6-lb. boxes, lb. 0 36
 Nut milk chocolate, 5c bars, 21 bars, per box..... 0 90

COCONUT
CANADIAN COCONUT 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-lb. packages..... 0 28
 1 and 1/2-lb. packages, assorted..... 0 26 1/2
 1 and 1/2-lb. packages, assorted..... 0 27 1/2
 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

Condensed Milk
BORDEN'S CONDENSED MILK CO.
 Wm. H. Dunn, Agent, Montreal & Toronto.
 Eagle Brand Condensed Milk..... \$5 75 1 45
 Gold Seal Condensed Milk..... 4 50 1 15
 Challenge Condensed Milk..... 4 00 1 00
 Peerless Brand Evaporated Milk..... 2 00 0 50
 Peerless Brand Evaporated Milk family size..... 3 50 0 90
 Peerless Brand Evaporated Milk pint size (4 dozen)..... 4 80 1 20
 Peerless Brand Evaporated Milk hotel size..... 3 70 1 85

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 Peerless Brand Evaporated Milk pint size (4 dozen)..... 4 80 1 20
 Peerless Brand Evaporated Milk hotel size..... 3 70 1 85

WHITE SWAN SPICES AND CEREALS LTD.
White Swan Blend.
 1-lb. decorated tins, 32c lb.
 Mo-Ja, 1-lb. tins 30c. lb.
 Mo-Ja, 1-lb. tins 28c lb.
 Mo-Ja, 2-lb. tins 28c. lb.

CAFE DES EPICURES—1-lb. fancy glass jars, per doz. \$3.60
CAFE L'AROMATIQUE—1-lb. amber glass jars, per doz. \$4
 Presentation (with 3 tumblers) \$10 per doz.

FLAGAN COFFEE
 Ground or bean—
 W.S.P. R.P.
 1 and 1/2 0 25 0 30
 1 and 1/2 0 30 0 40
 1 and 1/2 0 35 0 50
 Packed in 30s and 50-lb. cases. Terms—Net 30 days prepaid.

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

CREAM
FUSSELL & CO., LTD
 London, Eng.
 "Golden Buttery" brand Cream, 8 doz. 10c. size, cases \$7.70
 "Golden Buttery" brand Cream, 8 doz. 15c. size, cases \$11.50

CONFECTIONS
IMPERIAL PEANUT BUTTER
 Small, cases dozen..... 0 95 dozen
 Medium, cases 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 \$30.
 All same price one size or assorted.
UN-NUMBERED
 Under 100 books..... each 04
 100 books and over..... each 05
 500 books to 1000 books..... each 08
 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-lb. tins, \$1.25; 1-lb. tins, \$2.25.
FLAVORING EXTRACTS
SHIRIFF'S
 1 oz. (all flavors) doz. 1 00
 2 " " " " 1 75
 4 " " " " 2 00
 8 " " " " 3 00
 5 " " " " 3 75
 8 " " " " 5 50
 16 " " " " 10 00
 32 " " " " 18 00
 Discount on application.

CRESCENT MFG. CO.
 Mapleine Per doz
 2 oz. bottles (retail at 50c)..... 4 50
 4 oz. bottles (retail at 90c)..... 6 50
 8 oz. bottles (retail at \$1.50)..... 12 50
 16 oz. bottles (retail at \$3)..... 24 00
 Gal. bottles (retail at \$30)..... 18 00

A GROCER'S CO-OPERATION



RISING SUN Stove Polish in Cakes gives a lustre which far outlasts all others under the heat of the stove, and that is why it has so many friends that call for it over the grocery counters the world around. We believe that the real live grocer wants to push the goods that please his customers, and that is why we have the hearty co-operation of thousands upon thousands of grocers everywhere. It pays you to push it.

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



Fortify Your Position

as a grocer by adding to your shelves

2 in 1

The World's Best Shoe Polish

It produces a brilliant, lasting polish, and is, moreover, waterproof. "2 in 1" is a popular favorite and sells all the time.

See to Your Stocks

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

HERB BEER

Is best made from MASON'S EXTRACT OF HERBS. One tablespoonful of this Extract makes a gallon of DELICIOUS BOTANIC BEER.

Has been used for over thirty years with the greatest success.

Send for Booklet, "Hints on Brewing."

NEWBALL & MASON
NOTTINGHAM, ENGLAND.

**GOOD!
IT'S
MASON'S**

BUY

Star Brand

Cotton Clothes Lines

AND

Cotton Twine

Cotton Lines are as cheap as Sisal or Manila and much better

For Sale by All Wholesale Dealers

SEE THAT YOU GET THEM



WONDER FLY KILLER

Stock this line as a quick seller at this season, proven to be the best to rid the house of flies. Very compact and strong in its destruction of the household pest, killing them before they leave the side of the tin.

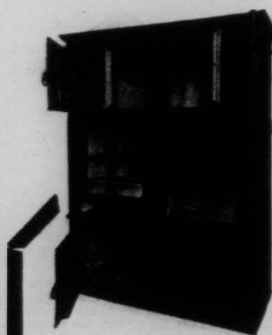
A popular line among your customers and will give you a good profit. The stock never gets old.

Dominion Agents:

Crystal Sealing Co.

204 Stair Building, Toronto

Phone Adelaide 199



The Best is Always Cheapest

That's why hundreds of wide-awake grocers are buying

Arctic Refrigerators

Cold, dry air constantly circulating; absolutely sanitary—can't collect dirt or rust or corrode; shelves and sections specially for grocers; all parts separable; case of ash; hardware of solid brass with lining of spruce, shellacked. Write now for complete information.

John Hillock & Co., Ltd. - Toronto

Representatives Western Provinces: Ryan Bros., 147 Bannatyne Ave., Winnipeg, Man.; Donnelly, Watson & Brown, Calgary, Alta.

LAPORTE, I
AGENCI
IMPOI
Sur Extra Fin
Extra Fins
Tres Fins
Fins
Mi-Fins
Moyens No. 2
Moyens No. 3
Asp
MINEE
Case—
12 litres
12 quarts
Tins—
1/2 gals., 2s
2 gals., 4s
1 gals., 10s
1/2 gals., 20s
St. Nicolas, 50
La Neptune, 5
La Capitale, 1
La Sanitas Sp
" "
Vichy Lemons
" "
Le Soleil, 7
Case 25 lbs., 1
" 12 lbs., 2
" 50 lbs., 3
" 200 lbs., 3
" La Lune, 65
Case 25 lbs., 1
" 12 lbs., 2
" 50 lbs., 3
" 100 lbs., 3
" 200 lbs., 3
Alimentary P
Vermicelli,
Box, 25 lbs., 1
" 25 lbs., 10
" "
DUI
Grape Juice, 1
" 2
" 3
Apple Juice, 1
" 2
Champagne de
" "
Matts Golden
Sparkling Cide
Apple Vinegar
" "
RICH
Case 50 lbs., 2
" 50 lbs., 1
" 100 lbs., 1
" 200 lbs., 1
Brl. 240 lbs., 1
Keg 120 lbs., 1

"PERFECTION" CHEESE CUTTERS are MONEY-MAKERS

for the GROCER—We know they will do the work—and guarantee them.

Walter Woods & Co., Hamilton
Winnipeg



CLARK'S PORK AND BEANS in Tomato Sauce
Per doz
No. 1, 4 doz. in case... 0 50
No. 2, 2 doz. in case... 0 90
No. 3, flats, 2 doz in case 1 00
No. 3, tins, 2 doz in case 1 25
No. 8, 1 doz. in case... 4 00
No. 12, 1 doz. in case... 6 50

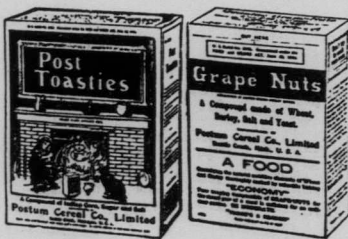
Japan Teas—
Victoria, half case, 90 lbs. 0 27
Princess Louise, half case, 80 lbs 0 20
Ceylon Green Teas—Japan style—
Duchess, cases 60 lbs. 0 24



BLUE, LAUNDRY (Moody's Royal)

3 Squares, in neat carton. per lb. 0 15
6 lbs. in a box. 5 boxes in a crate.

Cereals.



Grape Nuts—No. 22, \$3.00; No. 23, \$4.50.
Post Toasties—No. T3, \$2.85.
Postum Cereal—No. 7, \$2.25; No. 1, \$2.70.

Lard

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

Tierces... \$0 10
4-bbls... 0 10 1/2
Tubs, 60 lbs 0 10 1/2
20-lb. Pails 2 10
20-lb. tins 2 00
Cases 31-b 0 11
5-lb. 0 10 1/2
10-lb. 0 10 1/2



F.O.B. Montreal.

LAPORTE, MARTIN & CO., MONTREAL.
AGENCIES. THESE PRICES ARE F.O.B. MONTREAL.

IMPORTED PEAS "SOLEIL"

	Per case
Sur Extra Fins. 1/2 flacons, 40 Rou.	10 50
Extra Fins. tins 100 tins	16 60
Tres Fins. " " " "	15 60
Fins. " " " "	13 00
Mi-Fins. " " " "	12 00
Moyens No. 2. " " " "	10 00
Moyens No. 3. " " " "	8 75

Asparagus, Haricots, etc.

MINERVA PURE OLIVE OIL.

Case—	Case—
12 litres 6 50	24 pints..... 6 25
12 quarts 5 75	24 1/2 pints..... 4 25

Tins—

6 gals., 2s 23 00	20s. 13 50
2 gals., 6s 23 00	gal., 48s. 17 00
1 gal., 10s 25 00	gal., 48s. Rd. 15 50
1/2 gal., 20s 26 00	

VICHY WATERS.

St. Nicolas, 60 qts.	7 00
La Neptune, 60 qts.	6 00
La Capitale, 60 qts.	5 00
La Sanitas Sparkling 50 qts.	8 00
" " " " 100 qts.	9 00
" " " " 100 splita.	4 00
Vichy Lemonade Savoureuse, 50s.	7 50

CASTILLE SOAP

Le Soleil, 72 per cent. Olive Oil	
Case 25 lbs., 11 lb. bars.	0 07 1/2 lb.
" 12 lbs., 2 1/2 lb. bars.	0 08 1/2 lb.
" 50 lbs., 1 lb. bars.	3 50 case
" 200 lbs., 3/4 oz.	3 75 case
" La Lune, 65 per cent. Olive Oil	
Case 25 lbs., 11 lb. bars.	0 07 lb.
" 12 lbs., 2 1/2 lb. bars.	0 08 lb.
" 50 lbs., 1 lb. bars.	3 25 case
" 100 lbs., 3/4 oz. bars.	1 80 case
" 200 lbs., 3/4 oz. bars.	3 40 case

Alimentary Pastes, Blanc & Fils, Macaroni, Vermicelli, Animals, Small Pastes, etc.

Box, 25 lbs., 1 lb.	0 07 1/2
" 25 lbs., loose.	0 07

DUFFY & CO. BRAND.

Grape Juice, 12 qts.	4 75
" 24 pts.	5 15
" 26 splita.	4 75
Apple Juice, 12 qts.	4 50
" 24 pts.	4 75
Champagne de Femme, 12 qts.	5 00
" 24 pts.	5 50
Matts Golden Russett— Sparkling Cider, 12 qts.	5 00
" 24 pts.	5 50
Apple Vinegar, 12 qts.	2 50

RICH STARCH "REMY."

Case 50 lbs., 2 lbs. per lb.	0 08
" 50 lbs., 1 lb.	0 08
" 100 lbs., 1 lb.	0 08
" 200 lbs., 1 lb.	0 08
Bri. 240 lbs.	0 07 1/2
Keg 120 lbs.	0 07 1/2



CHLORIDE OF LIME.
(Moody's Royal)
Per doz.
1 lb. Carbonized Fibre packages 0 85 1/2
1 lb. Carbonized Fibre packages 0 45 1/2



DRUDGE.
(Moody's Anty) Extra Fine.
Handy Sifter, top package, doz. 0 85
100 lb. Kegs. 1 lb. 0 65 1/2
300 lb. Barrels " 0 05 1/2



QUICKSHINE STOVE POLISH.
No. 10, Fancy tins, tall shape. doz. 0 85
3 doz. in wood box.

HALF TIME SHOE PASTE (Moody's Extra Fine)
4 doz. in wood box. per doz. 0 85
1 doz. in carton, 12 in wood box " 0 75

HAND CLEANER Moody's Electric
In Fancy tins, 3 doz. in wood box, doz. 0 85



KLENZINE AMMONIA POWDER (Moody's)
Washing Compound—
Large size, 1 1/2 lbs. doz. 0 90
Small size, 10 oz. 0 45
Packed 3 doz. in wood box

Jam Per lb.
30-lb. wood pails. 0 06 1/2
Pure assorted jam, 1-lb. glass jars, two dozen in case. 1 75

Jelly Powders



Assorted Case, Contains 2 doz. \$1 80
Lemon (Straight) Contains 2 doz. 1 80
Orange (Straight) Contains 2 doz. 1 80
Raspberry (Straight) Contains 2 doz. 1 80
Strawberry (Straight) Contains 2 doz. 1 80
Chocolate (Straight) Contains 2 doz. 1 80
Cherry (Straight) Contains 2 doz. 1 80
Peach (Straight) Contains 2 doz. 1 80
Weight 8 lbs. to case. Freight rate, 2d class.
Assorted case, contains 4 doz. \$3 60



Assorted Case, Contains 2 doz. \$2 50
Chocolate (Straight) Contains 2 doz. 2 50
Vanilla (Straight) Contains 2 doz. 2 50
Strawberry (Straight) Contains 2 doz. 2 50
Lemon (Straight) Contains 2 doz. 2 50
Unflavored (Straight) Contains 2 doz. 2 50
Weight 11 lbs. to case. Fr'ght rate, 2d class.



IMPERIAL JELLY DESSERT
PURE AND DELICIOUS
TRUE FRUIT FLAVORS
CARTONS EACH 1 DOZ.

Assorted flavors—gross 10.75.
Mustard
COLMAN'S OR KEEN'S
Per doz. Per doz.
D.S.F., 1/2-lb. tins 1 40 F.D., 1/2-lb. tins. 1 45
" 1-lb. tins 2 50 Per jar
1-lb. tins 5 00 Durham, 4-lb. jar 0 75
F.D., 1/2-lb. tins. 0 85 1-lb. jar 0 25

IMPERIAL PREPARED MUSTARD
Small, cases 4 dozen. 0 45 dozen
Medium, cases 2 dozen. 0 90 "
Large, cases 1 dozen. 1 25 "

GUNNS "EASIFIRST" LARD COMPOUND.



Tierces.... 0 09 1/2
Tubs. 0 09 1/2
20-lb. pails. 0 10
20-lb. tins. 0 09 1/2
10-lb. " 0 10 1/2
5-lb. " 0 1 1/2
3-lb. " 0 10 1/2
1-lb. cartons 10 1/2

Licorice

NATIONAL LICORICE CO
5-lb. boxes, wood or paper, per lb. \$0 40
Fancy boxes (36 or 50 sticks), per box. 1 25
" Ringed" 5-lb. boxes, per lb. 0 40
" Acme" pellets, 5-lb. cans, per can. 2 00
" " (fancy box, 40), per box 1 50
Tar licorice and tolu wafers, 5-lb. cans, per can. 2 00
Licorice lozenges, 1-lb. glass jars. 1 75
" " 50 6-lb. cans. 1 50
" Purity" licorice, 10 sticks. 1 45
" " 100 sticks. 0 75
Dulo, large cent sticks, 100 in box

Lye (Concentrated).



GILLETT'S PERFUMED LYE
Ontario and Quebec Prices.
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. 8c.; pint sealers (24 oz.), 1 doz. in case, per dozen \$2.25.



SHIRRIFF BRAND
"Imperial Scotch"—
1-lb. glass, doz. 1 55
2-lb. glass, doz. 2 80
4-lb. tins, doz. 4 65
7-lb. tins, doz. 7 35
"Shredded"—
1-lb. glass, doz. 1 90
2-lb. glass, doz. 3 10
7-lb. tins, doz. 8 25

THE CANADIAN GROCER

and Washing Powders



For sale by all grocers.

A. P. TIPPET & CO., AGENTS

Maypole soap, colors, per gross	10 30
Maypole soap, black, per gross	15 30
Criole soap, per gross	10 20
Florida soap, per gross	12 00
Straw hat polish, per gross	18 20



3 doz. to box	\$3 60
6 doz. to box	\$7 20
30 days.	



5-case lots (delivered), \$4.15 each, with 20 bars of Quik Naptha as a free premium.



The GENUINE. Packed 100 bars to case.



Prices—Ontario and Quebec:
Less than 5 cases..... \$5 00
17-20 cases or 12170..... 4 95

Starch

EDWARDSBURG STARCH CO., LIMITED	
Laundry Starches—	Per lb
No. 1 white or blue, 4-lb. carton	\$0 06 1/2
No. 1 white or blue, 3-lb. carton	0 06 1/2
Canada laundry	0 05
Silver gloss, 6-lb. draw-lid boxes	0 07 1/2
Silver gloss, 6-lb. tin canisters	0 07 1/2
Edwardsburg silver gloss, 1-lb. pkg.	0 07
Kegs silver gloss, large crystal	0 06 1/2
Benson's satin, 1-lb. cartons	0 07
No. 1 white, bbls. and kegs	0 05 1/2
Canada white gloss, 1-lb. pkgs.	0 05 1/2
Benson's enamel, per box	1 50 & 3 00
Culinary Starch—	
Benson & Co's. Prepared Corn	0 06 1/2
Canada Pure Corn	0 04 1/2
20-lb. boxes, 2c higher	
Celluloid—Boxes of 45 cartons, per case	3 60
BRANTFORD STARCH WORKS, LIMITED	
Ontario and Quebec.	
Laundry Starches—	
Canada Laundry, boxes of 40 lb.	0 05
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 05 1/2
Finest Quality White Laundry—	
3-lb. canisters, cases of 48 lb.	0 06 1/2
Barrels, 200 lb.	0 05 1/2
Kegs, 100 lb.	0 06 1/2
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07
6-lb. toy trunks, 3 in case	0 08
6-lb. toy drums, with drumsticks	
3 in case	0 07 1/2
Kegs, ex. crystal, 100 lb.	0 06 1/2

For charges for inserting quotations in this dept. apply to Advt. Manager, The Canadian Grocer, at our nearest office.

Brantford Gloss—
1-lb. fancy boxes, cases 36 lb. 0 07
Canadian Electric Starch—
Boxes of 40 fancy pkgs., per case 3 00



Ocean borax, 48 8-oz., \$1.60; Ocean cough syrup, 36 8-oz. \$2.00; 36 8 oz. \$7.20; Ocean corn starch, 48 1-lb., \$3.60.

OCEAN MILLS

Montreal
Chinese starch, 48 1-lb. per case \$4.00;
Ocean Baking Powder, 3-oz. tins, 4 doz per case, \$1.60; 4-oz tins, 4 doz per case, \$3.00; 8-oz. tins, 5 doz per case, \$6.50;
16-oz tins, 3 doz per case, \$6.75; 5-lb tins 10 tins a case, \$7.50;
1-lb. bulk, per 25, 50 and 250 lbs., at 15c per lb. Ocean blanc mange, 48 8-oz., \$4;
Ocean corn starch, 48 1-lb., \$3.60.

Soups

CHATEAU BRAND

CONCENTRATED SOUPS

Ve-etable	Mutton Broth
Mulligatawny	Chicken
Ox Tail	Pea
Scotch Broth	Julienne
Mock Turtle	
	Vermicelli Tomato
	Consomme
	Tomato

No. 1's, 95c. per dozen.
Individuals, 45c. per dozen
Packed 4 dozen in a case.



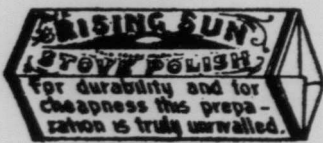
Case of 5c. packages, containing 96 packages, per box \$3.00.

MAGIC SODA

Ontario and Quebec Prices. Per case	
No. 1, cases 60 1-lb. packages	1 case \$2 85
	1 case 2 75
No. 2, " 120 1-lb. "	1 case 2 85
	1 case 2 75
No. 3, " 30 1-lb. "	1 case 2 85
	1 case 2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.	1 case 2 90
5 cases	2 80

Stove Polish

Rising Sun, No. 1 cases, 1/2 & 1/4 grs. bxs.	\$8 50
Rising Sun, No. 3 cases, 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

6c size, gross, \$2.40. 2a size, gross, \$2.50

Syrup

EDWARDSBURG STARCH CO., LTD.	
"Crown" Brand Perfection Syrup	
Barrels, 700 lbs.	0 03 1/2 per lb.
Half-barrels, 350 lbs.	0 03 1/2
1-barrels, 175 lbs.	0 03 1/2
Pails, 25 lbs.	1 20 each
" 38 1/2 lbs.	1 70
Crown Brand Corn Syrup	
2-lb. tins, 2 doz. in case, per case	2 25
5-lb. tins, 1 doz. in case, per case	2 50
10-lb. tins, 1/2 doz. in case, per case	2 60
20-lb. tins, 1/4 doz. in case, per case	2 45
Barrels, 700 lbs.	0 03 1/2
Half barrels, 350 lbs.	0 03 1/2
Quarter barrels, 175 lbs.	0 03 1/2
Pails, 25 lbs.	1 70
Pails, 25 lbs., each	1 20
Lily White Corn Syrup.	
Plain tins, with label—	Per case
2 lb. tins, 2 doz. in case	2 5 1/2
5 " 1 " " "	2 85
10 " 1 " " "	2 75
20 " 1 " " "	2 70
(5, 10 and 20 lb. tins have wire handles)	
Beaver Brand Maple Syrup. Case	
2 lb. tins, 2 doz. in case	\$3 50
5 " 1 " " "	4 0
10 " 1 " " "	3 95
20 " 1 " " "	3 90
(5, 10 and 20 lb. tins have wire handles)	

Canned Haddies, "Thistle" Brand

A. P. TIPPET & CO., AGENTS

Cases 4 doz. each, flat, per case	\$6 00
Cases 4 doz. each, oval, per case	5 00

Cream Tartar.

GILLET'S CREAM TARTAR

Ontario and Quebec Prices.

1-lb. paper pkgs., 4 doz. in case	\$1 00
1-lb. paper pkgs., 4 doz. in case	2 00
4 doz. 1-lb. paper pkgs. } assorted	\$8 00
3 doz. 1-lb. paper pkgs. }	
1-lb. cans with screw covers, 4 doz. in case	\$2 20
1-lb. cans with screw covers, 3 doz. in case	4 10
5-lb. sq. canisters, 1/2 doz. in case	0 33
10-lb. wooden boxes	0 30 1/2
25-lb. wooden pails	0 30 1/2
100-lb. kegs	0 28 1/2
360-lb. barrels	0 28



Milk.

CANADA FIRST BRAND

The Aylmer Condensed Milk Co., Ltd.

Per case	
Canada First Evaporated Cream, hotel size	3 70
Canada First Evaporated Cream, baby size	2 00
Canada First Evap. Cream medium size	4 80
Canada First Evaporated Cream, medium size	4 80
Beaver Condensed Milk	4 00
Rosebud Condensed Milk	4 25

Sauces

PATERSON'S WORCESTER SAUCE

1-pint bottles, 3 and 6 dozen cases, doz	0 90
1-pint bottles, 3 dozen cases, doz	1 75



H.P. Sauce, packed in cases of 3 doz.	\$1 90
H.P. Pickle, packed in cases 2 doz. pts.	3 35
H.P. Pickle, packed in cases 3 doz 1-pt.	2 25

HOLBROOK'S IMPORTED PUNCH SAUCE	
Large, packed in 3-doz. case, per doz.	2 25
Medium, packed in 3-doz. case, per doz.	1 40
HOLBROOK'S IMP. WORCESTERSHIRE SAUCE	
Rep. 1/2 pints, packed in 6-doz. case	2 25
Imp. 1/2 pints, packed in 4-doz. case	3 15
Rep. quarts, packed in 2-doz. case	6 50

Tobacco.

IMPERIAL TOBACCO COMPANY OF CANADA, LIMITED—EMPIRE BRANCH.	
Chewing—Black Watch, 6c.	44
Black Watch, 12c.	45
Bobs, 6c and 12c.	46
Bully, 6c.	44
Currency, 6c and 12c.	46
Stag, 6 2-6c.	46
Old Fox, 12c.	44
Fay Roll Bars, 7c.	46
War Horse, 6c.	43

Plug Smoking—Shamrock, 6c., plug or bar. 45
Rosebud Bars, 6c. 44
Empire, 6c and 12c. 44
Ivy, 7c. 56
Starlight, 7c. 56
Out Smoking—Great West Pouches, 6c. 59



Teas

THE "SALADA" TEA CO.

Wholesale Retail

Brown Label, 1's and 1/2's	\$0 25	\$0 30
Green Label, 1's and 1/2's	0 27	0 35
Blue Label, 1's, 1/2's and 1/4's	0 30	0 40
Red Label, 1's and 1/2's	0 36	0 50
Gold Label, 1's	0 44	0 60
Red-Gold Label, 1's	0 55	0 80



Blue Label, 1's	0 21	0 25
Orange Label, 1's and 1/2's	0 23	0 30
Blue Label, 1's	0 20	0 25
Brown Label, 1' and 1/2's	0 28	0 40
Brown Label, 1's	0 30	0 40
Green Label, 1's and 1/2's	0 35	0 50
Red Label, 1's	0 40	0 60



MELAGAMA TEA

MINTO BROS., 45 Front St. East

We pack in 60 and 100 lb. cases. All delivered prices.

Wholesale		Retail
Brown Label, 1 lb. or 1/2 lb.	0 25	0 30
Red " 1 lb. or 1/2 lb.	0 27	0 35
Green " 1 lb. or 1/2 lb.	0 30	0 40
Blue " 1 lb. or 1/2 lb.	0 35	0 50
Yellow " 1 lb. or 1/2 lb.	0 40	0 60
Purple " 1/2 only	0 55	0 80
Gold " 1/2 only	0 70	1 00



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 30c.	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

Jams and Jellies

BATGER'S WHOLE FRUIT STRAWBERRY JAM
Agents, Rose & Laflamme, Montreal and Toronto.

1-lb. glass jar, screw top, 4 doz., per doz. \$3 25

T. UFTON & CO.

Compound Fruit Jams—	
12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case, per doz.	1 80
5 and 7 lb. tin pails, 8 and 6 pails in crate, per lb.	0 07 1/2
7 wood pails, 6 pails in crate, per lb.	0 07 1/2
30-lb. wood pails, per lb.	0 07 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.	1 80
7-lb. wood pails, 6 pails in crate, per lb.	0 07
30-lb. wood pails	0 07

Jelly Powders



WHITE SWAN SPICE AND CEREALS, LTD

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



Last price.

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

Yeast

Ontario and Quebec Prices.	
Royal Yeast, 3 doz. 5 cent pkgs.	\$1 15
Gillett's Cream Yeast, 3 doz. in box	1 15

SYMINGTON'S COFFEE ESSENCE

will satisfy your most discriminating customers. It is prepared from the choicest Coffee, and is the only Coffee Essence that retains the flavor and fragrance of the Coffee Bean. Its economy and handiness make it indispensable to every housewife.

Thos. Symington & Co., Edinburgh and London

AGENTS — Ontario—Messrs. W. B. Bayley & Co., Toronto Quebec—Messrs. F. L. Benedict & Co., Montreal. Vancouver and Winnipeg—Messrs. Shalleross, Macaulay & Co



BRUSHES

— NEW LINES —

Very attractive values.
Better finished than ever.

SEE THEM BEFORE YOU BUY.

Manufactured by

Stevens-Hepner Co., Limited
PORT ELGIN ONTARIO



Pure

Reliable



Have no hesitation

in stocking and recommending

"COW BRAND"

BAKING SODA

It is noted for its strength, purity and reliability and is a marked favorite with the cook.

See to your stocks.

Order from your jobber.

CHURCH and DWIGHT

Manufacturers LIMITED
MONTREAL

FREQUENCY OF SAILINGS

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

PICKFORD & BLACK
BALDWIN



OAKLEY'S

The original and only Genuine Preparation for Cleaning Cutlery, 5d. and 1s. Canisters.

'WELLINGTON'

KNIFE POLISH

JOHN OAKLEY & SONS, Limited

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

Wellington Works, London, England

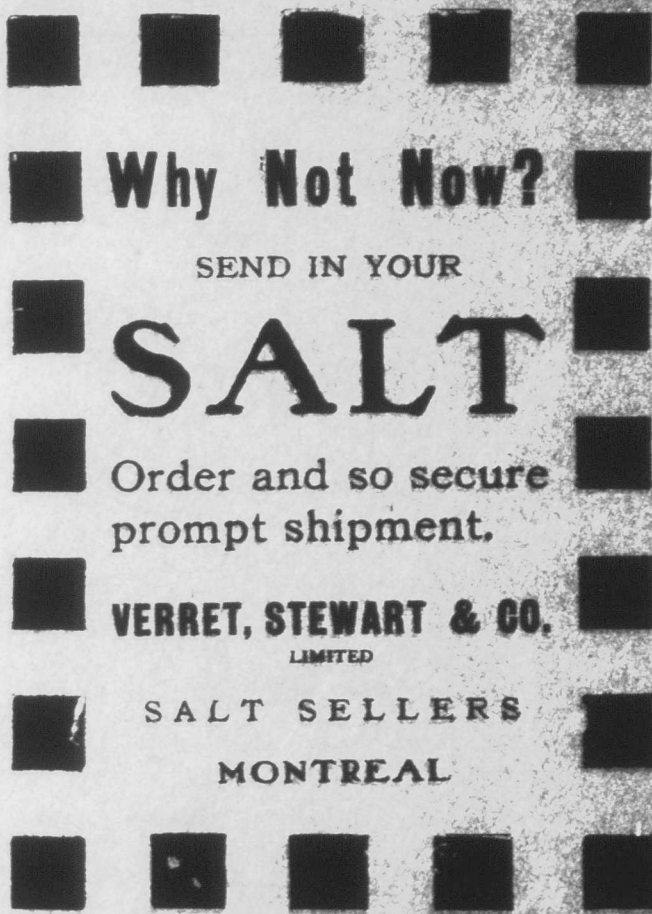


CHINESE STARCH

HAVE YOU
A STOCK?
GREAT SELLER
ALL THE TIME.

GET PRICES

OCEAN MILLS
MONTREAL



Why Not Now?

SEND IN YOUR

SALT

Order and so secure prompt shipment.

VERRET, STEWART & CO.
LIMITED

SALT SELLERS
MONTREAL

Your Customers

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

Have you suggested pies made from

WETHEY'S MINCE MEAT?

(IN SANITARY CARTONS)

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

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

The Canadian Grocer in the last month made a net circulation gain of 134: : :

Do you realize what that means?

One hundred and thirty-four more good merchants reading this paper in June than in May.

To be conservative in the extreme, let us estimate the average annual purchases of these merchants at \$10,000.

In only an odd case would the figure be so low as that, and in many instances it would run as high as \$25,000 to \$30,000.

One hundred and thirty-four new readers buying annually \$10,000 worth of goods means an increased annual buying power behind this paper of \$1,340,000 every month.

And that is equivalent to \$16,080,000 per year.

Increase, remember!

Now these merchants do not subscribe to The Grocer for any other reason than that it helps them in their business—helps them to make more money.

That insures for our advertisers a *quality of interest* they can secure in no other way.

Just think over the fact that an advertiser in this paper influences an annual buying power of fully \$200,000,000, and that he can do it through a *full-page space every week* for about the same price paid an ordinary clerk in his office.