

3398

CANADIAN GROCER

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

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VOL. XXIII.

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NO. 27



"Comparisons are odious"--Don Quixote

This is eminently true as regards goods
of such high and tried merit as

Keen's Oxford Blue

You can't compare Keen's Blue to any other
--it isn't fair to Keen's.

Buy the incomparable Blue--Keen's.

Frank Magor & Co., 403 St. Paul Street, Agents for the Dominion, Montreal

Summer Dishes and Desserts

are best prepared with

Benson's "Prepared" Corn

(The Original Yellow Package)

For absolute purity of selected corn, perfect hygienic and scientific
production, it is the genuine Pure Food.

EDWARDSBURG STARCH CO., LIMITED

ESTABLISHED 1898

63 Front St. East, Toronto, Ont.

Windsor, Central, Ont.

154 St. James St., Montreal, P.Q.

THE CANADIAN GROCER



If you want to stock
rapid-selling, profit-paying
satisfaction-giving Pickles
buy only

MACONOCHIE'S

The Pickles which need
no drumming up to sell.

Your sales are sure and
your profit safe.

FULL INFORMATION SUPPLIED BY

MacLaren Imperial Cheese Co., Ltd.

AGENTS FOR CANADA AND UNITED STATES
TORONTO, ONT.

Maconochie Bros., Ltd.
LONDON, - ENGLAND

LOOK AHEAD!

The Griffin & Skelley Co.

are Specialists in California Fruit. They pack the best that can be procured in

SEEDED RAISINS

SEEDLESS RAISINS

LOOSE RAISINS

Their **PRUNES** are Sterilized.

APRICOTS, PEACHES, PEARS

ORDER NOW for Fall Delivery.

All Full Weight

NEW PEELS

"TAYLOR'S"

are prepared from

**Finest Selected
Whole Fruit**

Not skins from which the essential
oil has been extracted

A. P. TIPPET & CO., Agents

SARDINES

in Pure Olive Oil

BRANDS

"Albatross"

"Ambrosia"

PACKED BY

OLSEN & KLEPPE

STAVANGER, . . . NORWAY

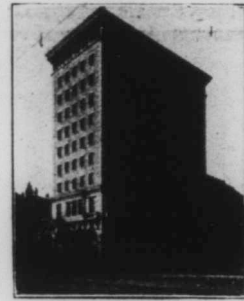
Finest Quality Only

A. 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.

FACE TO FACE BUSINESS

I am on the job all the time. Why not give me a trial?
Grocery and Confectionery Brokerage my Specialty
G. WALLACE WEESE
Manufacturers' Representative. 30-32 Main East
Let's get close and talk it over - Now **HAMILTON**

J. W. GORHAM & CO.
JERUSALEM WAREHOUSE, HALIFAX, N.S.
Manufacturers' Agents and Grocery Brokers
WAREHOUSEMEN
can give close attention to few more first-class agencies. Highest references.

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J. T. ADAMSON & CO.

Customs Brokers and Warehousemen
—
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TEL. MAIN 778 BOND 28

ROBERT ALLAN & CO.
General Commission Merchants
MONTREAL
Fish, Oils, Beans, Peas and Produce.
Agents: "Royal Crown" Skinless Codfish.
Representing Morris & Co. Chicago. Pork and Lard.

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We offer every modern convenience. Largest warehouse in Ottawa Valley. Fireproof, low insurance rates, direct communication with all railways — tracks to the door. Centrally located.
Secure Our Low Rates.
Dominion Warehousing Co., Ltd.
52 Nicholas Street, Ottawa
J. R. Routh, Manager.

D. STAMPER
GROCERY AND FRUIT BROKER
AND MANUFACTURERS' AGENT
Goods Stored and Distributed
Warehouse, City Spur Track.
P.O. Box 793 MOOSE JAW, SASK.

CLARE, LITTLE & CO.,
WESTERN DISTRIBUTORS
Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited. Our position is your opportunity.
SASKATOON,
Western Canada

W. S. CLAWSON & CO.
Manufacturers' Agents and Grocery Brokers.
Warehousemen
ST. JOHN, - - - N.B.
Open for a few more first-class lines

BEANS
ON THE SPOT
HOW MANY?

W. H. MILLMAN & SONS
GROCERY BROKERS.
TORONTO

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.

Importer, Wholesale Grocer and Commission Merchant.
Ceylon Teas, Coffees, Spices, Canned Goods, Grocery and Drug Specialties.
Can handle more Good Lines.
G. C. WARREN
REGINA, - - SASK.

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TORONTO
Grocery Brokers and Agents.
Established 1885.

W. G. PATRICK & CO.
Manufacturers' Agents
and Importers
29 Melinda Street, Toronto

MacLaren Imperial Cheese Co.
Limited
AGENCY DEPARTMENT
Agents for Grocers' Specialties and Wholesale Grocery Brokers
TORONTO, Ont. DETROIT, Mich.

ON SPOT
1 CAR FINEST ENGLISH GLUCOSE
Testing 45 degrees.
Prices Submitted on Application.
LIND BROKERAGE CO.
23 Scott Street Toronto

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We desire correspondence with you if you want active representation in the West. We give special attention to Grocers' lines, and have salesmen covering the West.
Good track storage.
Advances made on consignments.
J. D. Brack & Co.
Wholesale Brokers
WINNIPEG

WINNIPEG STORAGE
TRACK WAREHOUSE
Consignments solicited, stored and reshipped to order
K. J. JOHNSTON
Wholesale Commission Broker.
Box 122 Winnipeg. Reference, Bank of Commerce.

WATSON & TRUESDALE
(Successors to Stuart, Watson & Co.)
Wholesale Commission Brokers and Manufacturers' Agents.
WINNIPEG, - - MAN.
Domestic and Foreign Agencies Solicited.

To
Brokers and Manufacturers' Agents
—Your business card on this page will keep
—your name and field of operations before
—Manufacturers, Importers and others
—looking for responsible representatives.
It costs you little and means much to you if you are looking for agencies.
Write for particulars to
THE CANADIAN GROCER
Montreal Toronto Winnipeg

WRITE TO
10 Garfield Chambers, Belfast, Ireland.
For sample copy of the
Irish Grocer, Drug, Provision and General Trades' Journal
If you are interested in Irish Trade.

J. F. Eby,
President

Hugh Blain,
Vice-President

If any of your customers are connoisseurs of a cup of good coffee, you should introduce

"GOLD MEDAL" COFFEE

You will make them permanent customers, as no other coffee will take its place. Just the line for summer selling. No waste or loss of time in grinding or parceling.

All ready to hand out in 1 and 2 lb. sealed tins.

EBY - BLAIN, LIMITED

Wholesale Importing and Manufacturing Grocers.

TORONTO

CANADA

Worth Digesting

MR. GROCER,

Have you ever stopped to think over the question as to which of the most popular Package Teas gives you the best returns? Compare our prices against other package teas you are handling. We think you will soon see, with the popularity Blue Ribbon Tea has with the General Public to-day, that, if you are not handling our lines, it would be to your advantage to do so.

25c. grade costs you	20c. for 1 lbs.
25c. " " "	21c. for $\frac{1}{2}$ lbs.
30c. " " "	24c.
35c. " " "	25c.
40c. " " "	30c.
50c. " " "	35c.
60c. " " "	42c.
80c. " " "	55c.
\$1.00 " " "	70c.

THE BLUE RIBBON TEA CO., Limited

266 St. Paul St., MONTREAL

Kops' Ale & Kops' Stout

(Non-Alcoholic)

Ideal Summer Beverages

Scientifically brewed from the finest Kentish Hops, retaining the healthful bitter principle derived from Hops only. They are, nevertheless, non-alcoholic and non-intoxicating.

There are no more wholesome, salutary, palatable beverages than these.

Possess distinct tonic and stimulating properties.

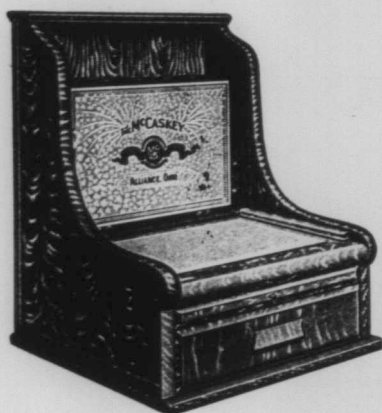
If you did not try them last Summer, we should like to make arrangements to supply a sample lot.

THE BEST FOR YOUR TRADE.

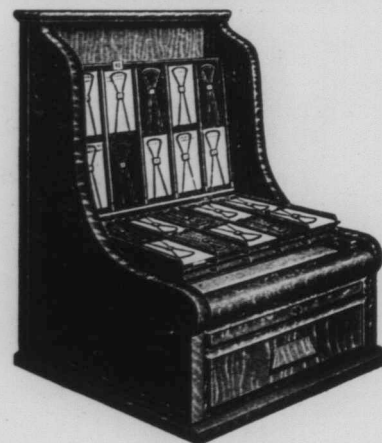
CANADIAN AGENTS—Hudson's Bay Co., Vancouver, B.C. W. L. MacKenzie & Co., Ross Ave., Winnipeg.
Kenneth H. Munro, Coristine Bldg., Montreal. Royal Stores, St. John's, Nfld.
The Turner Co., 106 Front St. East, Toronto.
W. L. MacKenzie & Co., 606a Center St., Calgary.



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



NO NIGHT WORK POSTING Accounts



Are you obliged to spend your time at night posting accounts?

Would you not like to be at liberty to leave the store when your clerks do and know that all the accounts were **posted right up to the minute** and everything about your store was in a systematic condition?

Would you care to spend your evenings Driving, Automobiling, Trolley Riding, Visiting the Theater, or swinging in a hammock on your front porch?

If you were using the **McCASKEY ACCOUNT REGISTER** you would not be obliged to **swelter in a hot, stuffy office** after supper, but you would be free to enjoy some of the pleasures that mankind is entitled to.

The **McCASKEY** does the work, saves you money, earns money for you and gives you leisure time for **thought** and **recreation**.

Let us give you further information—**free** for the asking.

THE McCASKEY REGISTER COMPANY

Cor. Hughson & Rebecca Sts., - Hamilton, Canada

"NUGGET"



POLISHES

SHOE, HARNESS & FURNITURE POLISHES.

NO DOUBT YOU STOCK THEM!

They—
were **FIRST** on the market.
are **FIRST** in quality.
always will be **FIRST** in popularity.

The Nugget Waterproof Polishes are honest goods free from acid and injurious ingredients and add to the good reputation of every merchant handling them.

The NUGGET POLISH COMPANY LIMITED 67 ADELAIDE ST. E., TORONTO
BRANCHES AND AGENCIES IN ALL PARTS OF THE WORLD

ROWLEY'S

Valencia Raisins and Almonds

ARE THE BEST

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When you are disposing of our products you are reaping a good margin of profit, handling that which moves quickly and out of which you can get your money without an exhaustive expenditure. Goods that build up a paying trade and hold it are the only kind to handle. Such are

OLD HOMESTEAD BRAND Canned Fruits and Vegetables

You can absolutely rely on their uniform high quality. Uniformity in unbeatable excellence is the claim we advance—a claim substantiated by every can bearing the Old Homestead label. Old Homestead quality is maintained by very critical selection of stock. Our inspectors reject everything that does not come up to the high standard we have adopted. When stock has been bought it is packed in a factory that is a model of scientific sanitation and up-to-date processing equipment and methods.

ORDER FROM YOUR JOBBER

The Old Homestead Canning Co.

Picton,

Ontario

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Absolute Purity in E.D.S. BRAND JAMS AND JELLIES

We do not ask you to accept our unsupported statement as to the unequalled quality of our output. A government analysis shows that the E.D.S. Brand is the purest sold in Canada. We are living exponents of pure food and our goods proclaim what we preach.

E. D. Smith's Fruit Farms, Winona, Ont.

AGENTS

W. G. Patrick & Co., Toronto; W. H. Dunn, Montreal; Mason & Hickey, Winnipeg; R. B. Colwell, Halifax, N. S.; J. Gibbs, Hamilton.



THE A1 SAUCE

*A Fine Tonic and Digestive.
An Excellent Relish For
"FISH, FLESH or FOWL."*

**Simply A 1.
Pleases everyone.
The Public WILL have it.
Sold all over the world.**

For full particulars and prices write our Agents:

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THE WEIR SPECIALTY CO., 561-563 Yonge St., Toronto
J. READ, St. John, N.B.
R. T. TINN, 337 Hastings St. W., Vancouver, B.C.**

BRAND & CO., LIMITED Purveyors to H.M. the King, Mayfair Works, Vauxhal
LONDON - ENG.

Mr. Grocer:—

Do you prefer booking your order for
OLD CANNED GOODS at low prices
OR
NEW CANNED GOODS at FAIR prices?

WE ARE COMPLETELY SOLD OUT OF 1908 PACK

If you decide on handling only FRESH PACKED, CLEAN, WHOLESOME GOODS, BUY

“ESSEX BRAND” EVERY TIN
GUARANTEED

For the sake of a few cents immediate profit don't risk trying to hold your best customers by stocking up with inferior and STALE goods.

PAY A FAIR PRICE AND KEEP UP YOUR REPUTATION. It will pay in the end.

THE ESSEX CANNING & PRESERVING COMPANY

ESSEX, ONTARIO

LIMITED

CRYSTAL SUGARS

Retailers throughout Canada handle them.
You deal direct with the factory.
Standard, Fine, Coarse, Berry, Powdered.
The best for PRESERVING.
Always the same, the best.
Let us send samples with quotations.

Sugars that always satisfy.
Uniform Grain.
Gains customers for you.
A trial convinces.
Remember! It is dollars in your pocket.
Sold strictly on the merits.

MANUFACTURED BY
The Wallaceburg Sugar Co., Limited
Wallaceburg, Ont.

SNAP



SELLS

☐ You, Mr. Grocer, are judged by the goods you offer as well as by the service you render. ☐ For a delightful, smooth, easily applied and positively cleaning product there is nothing like SNAP. ☐ It does its work well and thoroughly. There are never any complaints about it. The handling of SNAP means many repeat orders and a liberal profit. :: :: :: :: ::

BUY FROM YOUR JOBBER

THE SNAP CO., Limited
MONTREAL CANADA

To the Trade:

The Tea You Can Sell Quickest is

CEYLON TEA

Because it

Pleases the Palate

Because it

Answers the Needs

Because it

Saves the Money

OF THE CONSUMER

*and all good Mer-
chants know that*

The Turnover's the Thing

The Original Chocolate "Bordo" is the one Confection that comes to your counters as temptingly good as the moment it leaves us.

The Chocolate has a deliciousness peculiar to itself. The centre is as soft as velvet, with a delicate yet distinctive flavor developed by our special process.

We could pay 5c. lb. less for our Chocolate coating,

But we don't.

We could cheapen the ingredients of our centers,

But we don't.

Why?

Because we want you to have the very best. There are no purer ingredients in any product than there are in this piece.

You should handle and push with your best energies a Chocolate with a reputation of quality as "Bordo."

Don't Wait.

Don't delay.

Don't hold back

Simply because you have never seen them. Hundreds of customers voice their approval of this delicious confection by their liberal patronage. So get in line quick and get a share of the profits.

Write for samples and particulars and Do It Now.

The Montreal Biscuit Company, Manufacturing Confectioners
MONTREAL.

A ROYAL MEANS TRADE FOR YOU



The Best Mill in the World at the Least Cost to you.

You don't like to grind coffee by hand, Mr. Merchant, and you cannot expect your clerks to like it any more than you do.

A clerk is not going to urge coffee upon your customers if he has to go through the drudgery of grinding every time he sells a pound.

The reason a ROYAL electric mill will make more business for you is because your clerks will all be glad to sell coffee with a modern mill in the store.

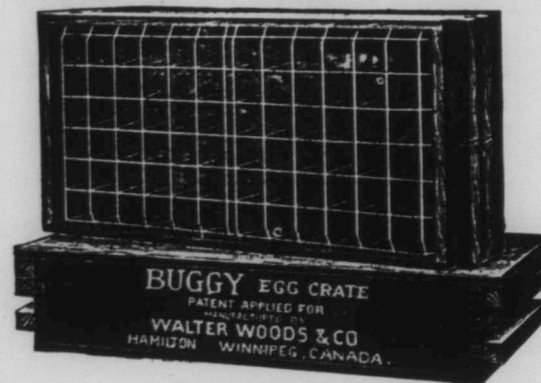
Besides, the ROYAL cuts the coffee instead of crushing or grinding it, and a penny's worth of electricity will cut fifty pounds.

Send to-day for a free copy of our latest catalog. It tells all about the ROYAL.

The A. J. Deer Company

919 West Street : : : : : Hornell, N.Y.

Buggy Egg Crate



Everybody Says So:

"Just the thing" "Been looking for this"

"Well, how simple" "So handy"

Every Dealer Should Have Them

Walter Woods & Co.

Hamilton and Winnipeg

TWO CENTS PER WORD

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

British Columbia Buyers

PLEASE NOTE THAT

TODHUNTER, MITCHELL & CO.
TORONTO

Can supply your wants for their
well known lines of **Coffee,**
Cocoa, Chocolate

FROM VANCOUVER

Write Our Agents

W. HARRY WILSON & CO.
VANCOUVER

Old Friends Are Best

An old friend that has stood
the test of years is

Cooper Cooper's Delicious Tea

"Tea Plant" Brand
Packed in ½ lb. sealed canisters

at 40—50—60 cents per lb.

You **MUST** Stock Cooper Cooper's
Tea if you stock the **BEST**

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D. Stamper, P.O. Box 793 Moose Jaw, Sask.
W. S. Clawson & Co., 11 and 12 South Wharf,
St. John, N.B., Canada
W. S. Silcock, 33 St. Nicholas Street, Montreal

Head Office—71 & 73 Tooley St., London Bridge, S.E.
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STERLING BRAND PICKLES

The trade mark "Sterling" on a bottle
of pickles—clearly printed in red—is a
guarantee of finest quality.

A showing of "Sterling" goods on
counter or in window will always attract
the best class of custom.

And it is the better class of customers
that make up the best class of trade.

Write for any particulars of these
famous Canadian made pickles.

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

MASON'S O.K. SAUCE

The one sauce possessing that piquancy
of flavor and uniform
quality that makes it always
the same. Splendid profit for
the dealer, 33⅓%.

GEO. MASON & CO., LTD.

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Sole Canadian Agents:

S. T. Nishimura & Co.
MONTREAL

SUB-AGENTS:

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Hamilton, Ont.—James Somerville
Ottawa, Ont.—Mackenzie & Co.
London, Ont.—Wm. G. Coles & Co.
Quebec, Que.—The F. Abel Co.
Kingston, Ont.—James Craig





is without a peer in the Canadian market.

No tea is more extensively advertised or better known.

Good tea is a magnet which always draws trade.

Ridgway's Tea will be a trade winner for your store.

**CANADIAN OFFICE,
VANCOUVER, B.C.**

Agents—Richards & Brown, 314 Ross Avenue, Winnipeg, Man.



No Odor
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.

P. & F.
VINGENTELLI
& CO.

ANTWERP, BELGIUM

THE OLDEST CHRISTIAN MAKERS OF
CANDIED PEELS

Specialties
CITRON, LEMON, ORANGE
Drained, Cut and Candied
Prices and Samples on Application

TEA;
Its History and Mystery

BY
JOSEPH M. WALSH
A Great Tea Expert

This is a practical, exhaustive work containing valuable information about Tea. It should be in the hands of every enterprising Grocer and Tea Dealer in the country.

CONTENTS

1. Early History.
2. Geographical Distribution.
3. Botanical Characteristics and Form.
4. Cultivation and Preparation.
5. Classification and Description.
6. Adulteration and Detection.
7. Testing, Blending and Preparing.
8. Chemical, Medical and Dietetic Properties.
9. World's Production and Consumption.
10. Tea Culture a Probable American Industry.

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from tardy debtors may be no easy task to you. But we make a specialty of the business. Our work during the year we've been in business has been (and is now) entirely satisfactory to our clients.

Let us collect your overdue accounts. We can get your money for you.

The Beardwood Agency

313 New York Life Building - MONTREAL

Try a business card in
The Canadian Grocer.

ESTABLISHED 1849

BRADSTREET'S

Capital and Surplus, \$1,500,000
Offices Throughout the Civilized World
Executive Offices: No. 346 and 348 Broadway,
New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claims as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

Subscriptions are based on the service furnished and are available only by reputable wholesale jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices. Correspondence invited.

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LONDON, ONT.
HALIFAX, N.S.
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Western Canada. Toronto



Help your customers to get rid of the DUST by selling them . . .

"Soclean"

The Dustless Sweeping Compound

SOLD BY YOUR WHOLESALER

The Harnett-Ridout Company
Manufacturers TORONTO

Eastern Sales Agents: Manufacturers Sales Co.,
314 Birks Bldg. Montreal

I OFFER

**200 BAGS SPANISH
SHELLED PEANUTS**

For Prompt Shipment from origin.

Prices and Samples on Request.

Andrew Watson, Importer

91 Youville Square, Montreal

Famous Dayton Scales

The Scale with the Guarantee, and the Guarantee backed up
by our Canadian Factory

The scale that saves time, money and worry. The Dayton is the only scale that is fitted with an automatic thermostat, which regulates the scale in every temperature. No other scale maker can use this wonderful invention, as we have all patents on it. Remember, the Dayton Scale fitted with the automatic thermostat is always right. Hot or cold weather makes no difference with it. Other scales may change in cold weather or hot weather, but the Dayton does not.

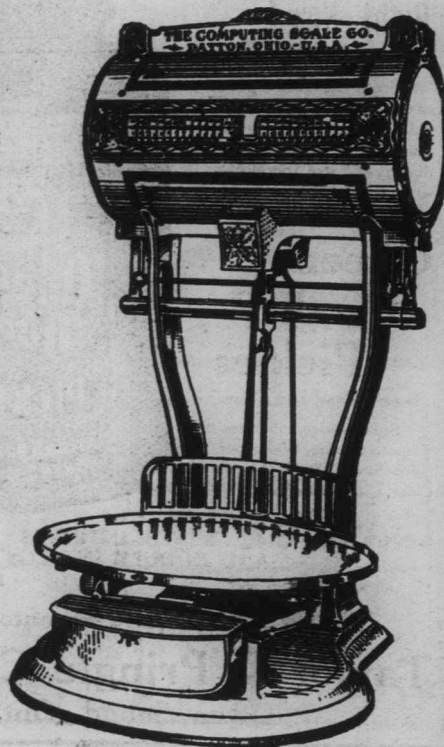
We say to the merchants of Canada: "The Dayton Scale will positively stop the giving of overweight." We can prove it to you. The thousands of merchants who have bought Dayton Scales prove this every day.

There are more Dayton Scales sold than all other computing scales combined. There is a reason for this, and the Dayton Scale is acknowledged to be the finest scale in the world.

When you buy, be sure you get the finest, and remember the Dayton costs no more than the cheaply made grade of computing scales offered on the market to-day.

Send in your card, and we will have a scale demonstrated to you. You will be under no obligation to buy it.

Do not buy the imitation. Buy the original famous Dayton Scale.



The Computing Scale Co. of Canada

Limited

164 King St. West

Toronto, Ont.

LONG DISTANCE TELEPHONE MAIN 2204

SPICES

Nature's wise provision to ensure palatable food.
SELL ONLY PURE, CLEAN, WELL MILLED SPICES,
FOREST CITY Spices have the reputation for Strength and Purity.
 Our name on the package is your **GUARANTEE** of **PERFECT SATISFACTION.**

Gorman, Eckert & Co., Limited

LONDON

High-Grade Food Products

WINNIPEG

Lines That
 Will Sell Well
 Right Now!

Successful Merchants
 who have stocked the goods
 of the Taylor & Pringle Co.,
 Ltd., declare that they sell
 much better than the ordi-
 nary, and are thoroughly
 satisfactory in every way.
 Here are our leaders:

**Queen
 Quality
 Pickles**

Sweet, Mixed and Chow
 Bulk Pickles, all sizes;
 Tomato Catsup, Worcester-
 shire Sauce, Pure Apple
 Cider, Cider Vinegar.



NON-ALCOHOLIC WINES IN PINTS AND QUARTS
 AND IN BULK IN KEGS

German Sauer-Kraut Pickles in Brine.

RYAN & HOOPER, Toronto Agents

Taylor & Pringle Co., Ltd.
 Owen Sound, Ont.

The Best Friend of
 the Housekeeper

CRYSTAL
 SOAP
 CHIPS

WONDERFUL
 SOAP

YOU like to sell goods that
 you know are right, honest
 and value-giving, dollar for dol-
 lar—goods that are pure and do
 exactly what is claimed for
 them. The products—Wonder-
 ful Soap and Soap Chips—will
 do all we say—whiten clothes,
 save labor and time, clean
 rapidly and save elbow grease.

We will be pleased to give you quotations.

The Guelph Soap Co.
 GUELPH, ONTARIO.

SHIRRIFF'S JELLY POWDERS



Sure To Satisfy.

Dainty, Delicious, Delectable.

Pure, Palatable, Pleasing.

Place an order with your jobber. You will not be
 disappointed, neither will your customers be dis-
 pleased.

Imperial Extract Co., 18-22 CHURCH St. **Toronto**

THE CANADIAN GROCER

NO SPRINGS

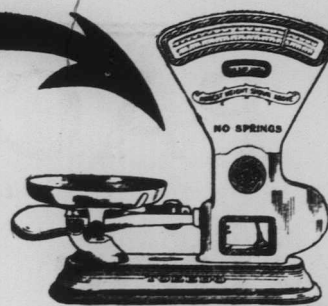
The "TOLEDO" Automatic Weighing System

NO SPRINGS

HONEST WEIGHT GUARANTEED



Merchant's Side



Customer's Side

PLEASES CUSTOMERS—BRINGS NEW TRADE—THE GREAT MONEY-SAVER AND MONEY-MAKER

102 STYLES
AND SIZES

Suited to All Kinds of Stores

GROCERY, MEAT, TEA AND COFFEE,
DELICATESSEN, CONFECTIONERY

PRICES
AS LOW AS

\$40.00

"MADE IN
CANADA"

The T. Eaton Co., Limited, Toronto, using 25 Toledo Scales, says:
"Regarding the Toledo Scales which we have, we wish to say that they are perfectly satisfactory in every respect. They are not affected by heat or cold, and are certainly money-savers on overweight."

OUR GUARANTEE: We guarantee to give you a better Computing Scale for less money than you can get from any other concern in the world. It will pay you to investigate. : : : : :

WRITE FOR ILLUSTRATED BOOK

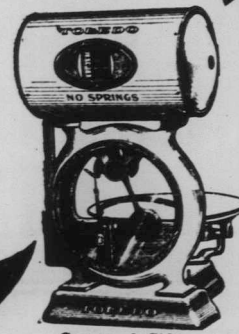
Toledo Computing Scale Co., 335 YONGE ST. TORONTO

OFFICES:

Montreal, St. Thomas, Winnipeg, Calgary, Edmonton and Vancouver



Merchant's Side



Customer's Side

NO SPRINGS

Good Coffee

Coffee better than the average.
Coffee superior to others.
Coffee so exquisite in flavor.

That people want it again—and again. That's what

Aurora Coffee

is. The best money can buy. It retails at 40 cents and leaves you a margin for yourself that is worth while—something to justify your buying the brand and introducing it to your customers. Don't lose this chance.

W. H. GILLARD & CO.

Wholesale Grocers Coffee Importers
HAMILTON

Branch House—Sault Ste. Marie

BEST

according to Webster's Dictionary means
EXTREME OF GOOD

Applied to **Molasses** it means

GINGERBREAD

In Tins, 2's, 3's, 5's, 10's

ALSO IN BULK

There are plenty of Goods nearly as good, but remember there is only one BEST.

It requires very little extra effort to specify Gingerbread when ordering from your wholesaler, but it means a lot to your customers in extra quality.

Dominion Molasses Co.,
LIMITED

Hallifax, - Nova Scotia

PACKARD'S "SPECIAL" SHOE DRESSINGS

Give the Retail Grocer a
Larger Percentage of Profit
than staple lines of groceries

EVERY PACKAGE GUARANTEED

If your wholesale dealer does not keep it in stock, write us.

L. H. Packard & Co., Ltd.

PACKARD BUILDING

9 to 17 St. Antoine St.,

MONTREAL

MANUFACTURERS OF HIGH-CLASS

SHOE DRESSINGS



FRENCH GLYCERINE
A Liquid Self Polisher, Retail at 10c



BLACK "O"
A Liquid and Paste combined
Retail at 10c. Tin.

"Keep up with the Twins"



"Keep up with the Twins"

Handle

GOLD DUST WASHING POWDER

*It will give satisfaction to your
customers and satisfactory profits
to you.*

One-half case free with every five cases assorted Soap and Gold Dust Washing Powder.

THE N. K. FAIRBANK COMPANY, Montreal

H.P. SAUCE

—good for Customers—good for You!!

H.P. Sauce is such capital value and we spare no pains to acquaint the public with this fact.

It is in big and constantly growing demand.

And offers you a generous profit—That's why it is certainly

THE SAUCE FOR YOU

W. G. Patrick & Co., Toronto and Montreal.

W. H. Escott, Winnipeg and West.

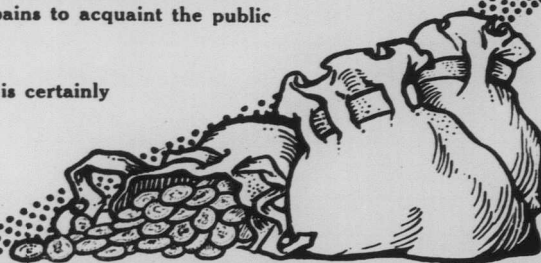
Kelly, Douglas & Co., Ltd. Vancouver, B.C.

R. B. Seaton & Co., Halifax, N.S.

Ellis & Co. Ltd., St. John's, N.F.

BIRMINGHAM AND LONDON, ENG.

MIDLAND VINEGAR CO., Ltd.



ROWAT'S

still hold the Premier
Position for

**Imported Pickles
and Olives.**

Enquire of your wholesaler for our
New 12 oz. Bottle Pickles
which retails at 10c.

ROWAT & CO.
GLASGOW SCOTLAND

AGENTS IN CANADA:

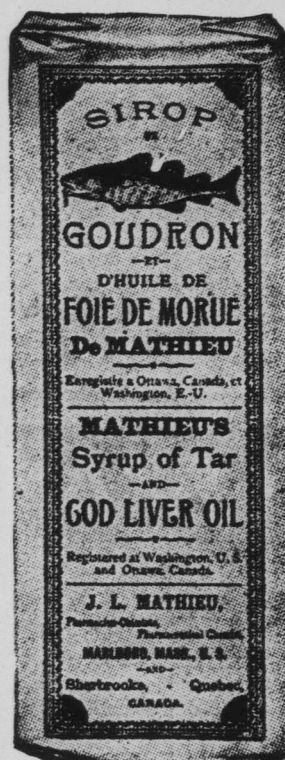
Snowdon & Ebbitt, 325 Coristine Building, Montreal
Ontario and Quebec.

F. K. Warren, Halifax, N.S.

F. H. Tippett & Co., St. John, N.B.

C. E. Jarvis & Co., Vancouver, B.C.

Nicholson & Bain., Winnipeg, Edmonton, Calgary.



**WHY YOU SHOULD SELL
MATHIEU'S
SYRUP**

of Tar and Cod Liver Oil

REASON NO. 2

It gives you a decent margin of profit. This profit is all profit. There is nothing to be subtracted from it at the end of the season. No bad or unsalable stock. No time and trouble spent in persuading people to have it. Mathieu's Syrup sells all the year round. It is always on the move from off your shelves into your customer's hands.

Mathieu's Nervine Powder is another good Seller. Both are necessities in your business.

MAIL THAT ORDER TO-DAY

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

Sold by wholesale trade everywhere
Distributors for Western Canada:

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

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



CANADA FIRST

Are you selling our brand of

Evaporated Cream?

Perfectly sterilized

Unsweetened

Perfect Infant Food

IT CREATES STEADY CUSTOM

ORDER FROM YOUR WHOLESALER

AYLMER CONDENSED MILK CO., Limited
AYLMER, - ONTARIO



IF a woman of discrimination goes into your store for the first time, and sees that these two lines are brought prominently to the front, you have gone a long way toward winning her confidence. The successful merchant always features standard goods like **Borden's Eagle Brand Condensed Milk and Peerless Brand Evaporated Cream**

WILLIAM H. DUNN, Montreal and Toronto
 Scott, Bathgate & Co., Winnipeg, Man. Shallcross, Macauley & Co., Calgary, Edmonton, Vancouver and Victoria, B.C.

**BANNER BRAND
 CONDENSED MILK**



The demand for **BANNER and PRINCESS Brands of CONDENSED MILK** is steadily increasing on account of their fine flavors. You have tried the rest. Now try the best. We sell direct to retailers.

WRITE FOR PARTICULARS
John Malcolm & Son
 117 GEORGE, - - - - - ONTARIO



DO YOU STOCK IT!

It's the brand that the housewives are using more and more every day. You will find it a paying proposition.

The Canadian Condensing Co.
 CHESTERVILLE, ONT.

GENERAL SALES AGENTS:—S. H. Ewing & Sons,
 MONTREAL

Tartan
BRAND

You always have the best and highest quality of **Canned Goods** when you handle **Tartan**. All goods under this brand **fully guaranteed** by

SIGN OF PURITY
Phone 596
Write or wire for information.
Mail Orders promptly executed.

BALFOUR, SMYE & CO.
Wholesale Grocers HAMILTON

PANCAKE FLOUR SALES

ARE NOW IN ORDER

THE CONSUMER PREFERS

WHITE



SWAN

BRAND

MADE UNDER A SPECIAL FORMULA FROM CHOICE RICE, WHEAT AND CORN. FAR SUPERIOR TO OTHER BRANDS AND JUST THE THING FOR SUMMER USE.

ORDER NOW

WHITE SWAN SPICES & CEREALS, LIMITED
TORONTO

WAGSTAFFE'S

Fine Old English

Pure Orange Marmalade

Season 1909, now ready.

WAGSTAFFE'S
Jams, Jellies and
Sealed Fruits

are better than the imported.
Once tried, always used.

WAGSTAFFE, Ltd.

Pure Fruit Preservers
HAMILTON

JAPAN TEAS

New Crop Teas are Now on Hand

S. T. NISHIMURA & CO.

MONTREAL and JAPAN

THE CANADIAN GROCER

FONNER'S ORANGEADE

you'll find it a good profit-maker during the summer months.

The Davidson & Hay Ltd., Wholesale Grocers Toronto

Important Trade Announcement

In order to more largely distribute and insure the introduction of

St. Lawrence Crystal Diamonds

to all Retail Merchants, we have decided, until further notice, to sell this high-class table sugar at the ordinary advance over Granulated. This now brings to the front CRYSTAL DIAMONDS at popular prices, the perfection of lump sugar in quality, color, and also uniform in shape.

SOLD BY ALL WHOLESALE GROCERS

The St. Lawrence Sugar Refining Co., Ltd.

MONTREAL

The Name is the
Guarantee

Redpath

Granulated Sugar

Manufactured by

The
Canada Sugar Refining
Company, Limited

MONTREAL, QUE.

FOR THE DOG DAYS—

Just what you want to please your customers and to reap you fine profits is a stock of our famous **COLD SPRING LEMONADE POWDER.**

Everybody feels like drinking Lemonade these warm days. This preparation is the one to use for Quick Results.

Addition of cold water only,
makes Delicious Lemonade.

GET A SAMPLE
AND PRICES
FROM

Put up in attractive 8 oz. and 4
oz. tins to sell at 20c. and 10c.

S. H. EWING & SONS, Montreal and Toronto

Prepared

The



"Ano

That's the
who have

FAMO

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34 GUAR

THE



The Ca

"Reduced in Price but not in Quality."

Mason's Number One Sauce

To Sell now at 15c. per Bottle

Prepared by **GEO. MASON** (The Original)
From London, Eng.

The Mason, Miller Company, Toronto, Canada

THIS IS

About
3-ft.
Long.



Half Actual Size.

**THE FLYCATCHER
THAT EVERYBODY IS
TALKING ABOUT NOW!**

OF ALL JOBBERS
OR FROM

T. A. MacNab & Co.,
St. John's, N.F.

W. S. Clawson & Co.,
St. John, N.B.

MacLaren Imperial Cheese Co.,
Toronto.

Wingate Chemical Co.,
Notre Dame St. W., Montreal.

G. C. Warren,
Regina, Saskatchewan.

Standard Brokerage Co.,
Vancouver, B.C.



In CORNETS and
ICE CREAM SPECIALTIES

We are ready to fill your
orders promptly.

The DOMINION WAFER CO.

Importers from the largest factories in
the world.

42 St. Vincent St., Montreal
Tel. Bell, Main 1310



**CAPSTAN BRAND
PURE MINCE MEAT**

Package Mince Meat
Put up in 1/4 gross cases

Bulk in 7-lb. Pails,
1/2 doz. in crate.

25-lb. Pails and 75-lb. Tubs.

Capacity one ton per hour.
Sold by all wholesale dealers.

The CAPSTAN MFG. CO., - Toronto, Ont.

"Another Case; At Once!"

That's the kind of message we get every day from grocers
who have "tried" one case of

**JOHN GRAY'S
FAMOUS SCOTCH MARMALADE**

They find it a great seller. This is not surprising con-
sidering the high quality.

WANT A TRIAL CASE?

SNOWDON & BORLAND,
AGENTS

34 GUARDIAN BUILDING - - MONTREAL.

FINE, COARSE, TABLE and DAIRY

We manufacture and handle everything in

SALT

"Purity Brand" is The Salt that Satisfies

GET OUR QUOTATIONS

The Western Salt Co., Ltd., Mooretown, Ontario

THE "MONKEY" PACKAGE



That is the cocoanut that the dis-
cerning housewife wants.

**McLEAN'S WHITE
MOSS COCOANUT**

It will pay you to always have a
stock of it.

Made by

The Canadian Cocoanut Co., Montreal

BLACK JACK

QUICK, CLEAN, HANDY



TRY IT.

SOLD BY
ALL
JOBBER'S

1/2-lb. tins—3 doz. in case.

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.

Yearly Contract Rates.

100 words each insertion, 1 year.....	\$30 00
" " " " 6 months.....	17 00
" " " " 3 months.....	10 00
50 " " " " 1 year.....	17 00
" " " " 6 months.....	10 00
25 " " " " 1 year.....	10 00

PERIODICALS.

ADVERTISING writers and business men interested in good printing should subscribe to Canada's only printing trade paper, **THE PRINTER AND PUBLISHER**. Subscription price \$2 per annum. Address, 10 Front Street East, Toronto.

CANADIAN MACHINERY AND MANUFACTURING NEWS, \$1 per year. Every manufacturer using power should receive this publication regularly, and also see that it is placed in the hands of his engineer or superintendent. Every issue is full of practical articles, well calculated to suggest economies in the operation of a plant. Condensed advertisements for "Machinery Wanted" inserted free for subscribers to the **GROCER**. "Machinery for Sale" advertisements one cent per word each insertion. Sample copy on request. **CANADIAN MACHINERY**, 10 Front St. East, Toronto.

COMPLETE information on books, stationery, fancy goods, music, photo supplies and kindred lines is given each month in **THE BOOKSELLER AND STATIONER**, of Canada. Subscription price \$1.00 per annum. Address, 10 Front Street East, Toronto.

THE BUSY MAN'S MAGAZINE is the most popular periodical of its kind. Why? Because each issue contains a strong list of original articles of interest to every Canadian. It also reproduces the most timely, instructive and interesting articles appearing in the other magazines and periodicals of the month. The cream of the world's periodical press is too valuable to overlook. **BUSY MAN'S** is on sale at all news-stands. Better still, send \$2 for one year's subscription. Mail it to-day. **THE BUSY MAN'S MAGAZINE**, Toronto.

THE market reports make **HARDWARE AND METAL** a necessity to every hardware merchant, paint and oil dealer in Canada. It is mailed every Friday. Subscription price is \$2 per year. Address **HARDWARE AND METAL**, Montreal, Toronto or Winnipeg.

WANTED.

MEN selling on commission, or men whose time is not fully employed, should become our agents. The Canadian Grocer, Dry Goods Review, Hardware and Metal, Printer and Publisher, Bookseller and Stationer, Plumber and Steamfitter, Canadian Machinery and Power House are all well known and highly regarded trade papers, with a large circulation throughout Canada, United States and Great Britain. The circulation must be maintained and increased. We pay large commissions to men who push for new subscribers. If you can do anything in this way write the Circulation Department, giving references. The MacLean Publishing Co., Toronto.

AGENCIES WANTED.

VANCOUVER Commission Broker desires communication with eastern or British firms or manufacturers wanting western representation. Box 314, **THE CANADIAN GROCER**, Toronto. (27p)

PROPRIETARY MANUFACTURERS desiring to introduce their goods to Grocers and Stores throughout United Kingdom, can secure thorough representation. Experienced staff of travellers and complete sales organization. William Hill, McAlpine Street, Glasgow.

ADDING MACHINE.

ELLIOTT-FISHER Standard Writing-Adding Machines makes toll easier. Elliott-Fisher Limited, 513, 83 Craig St. W., Montreal and 129 Bay St., Toronto.

AGENTS WANTED.

A GOOD AGENT WANTED for each of the following places: Ottawa, Montreal, Quebec and Toronto. Well introduced amongst first class wholesale grocers, large stores and laundry dealers, to sell on commission a Patent Blue which is the best in color and one of the cheapest in existence, manufactured in London. Apply to "Blue," care **THE CANADIAN GROCER**, Toronto. (26)

YOUR CHANCE—We have just put into effect a new, increased scale of commissions, which makes our agency "worth while" to any man with a reasonable knowledge of subscription work, while the successful canvasser can make a splendid income. If you are not making at least twenty dollars a week, apply for our agency in your own and nearby towns. Give references and particulars of present position. **THE MACLEAN PUBLISHING COMPANY, Ltd.**, Circulation Department, Toronto, Ont. The largest publishers of trade newspapers in the British Empire.

BOOKS FOR THE GROCER.

ART AND SCIENCE OF WINDOW DRESSING, by S. W. Roth. Every retail grocer should learn the methods set forth in this book—which is specially written for Grocers—on how to make grocery windows attractive and thus draw trade. Every means of successfully displaying goods is treated of in its 14 chapters and 30 illustrations. Price \$2.00, postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto

SALES PLANS—This book is a collection of 333 successful plans that have been used by retail merchants to get more business. These include special sales, getting holiday business, co-operative advertising, money-making ideas, contests, etc. Price, \$2.50 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

TEA BLENDING as a fine art, by J. M. Walsh. This work is especially designed for the use and instruction of those engaged in the tea and grocery business, containing formulae for the scientific and judicious combination of the different varieties and grades of tea. Price, \$2.00 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

COFFEE, its history, classification and description, by J. M. Walsh. This interesting and instructive book deals with the commercial classification and description, adulteration and detection, and the art of blending and preparing of coffee. Price, \$2.00 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

TEA, its history and mystery, by J. M. Walsh. The contents of this practical and exhaustive work include cultivation and preparation; adulteration and detection; arts of testing, blending and preparing; chemical and medicinal properties, etc. Price, \$2.00 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

THE GROCERS' MANUAL—New edition, enlarged and illustrated, 1188 pages. All about Groceries, Provisions, Fruits, Spices, Drysalteries, and Chandlery, their sources, varieties, manufacture, adulteration, &c. Specimen pages free. W. Clowes & Sons, Ltd., 23 Cockspur St., London, S.W.

\$60,000,000.00—Shrewd merchants all over the world have paid \$60,000,000.00 for 650,000 National Cash Registers. They've saved more than that. The National Cash Register Co., F. E. Mutton, Canadian Manager, corner Yonge St. and Wilton Ave., Toronto, Ont.

COUNTER CHECK BOOKS.

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

MISCELLANEOUS.

MARKET OF BUYERS, backed up by money to spend, is open to you in the Busy Man's Magazine. Every territory in Canada is represented. If you have something to sell, something you want to buy, a condensed advertisement in the Busy Man's Magazine will put you in touch with the classes you want to reach. Four cents per word will carry your message from Atlantic to Pacific. Send copy of your advertisement along with order to cover cost of insertion. Your announcement will appear under a special heading. **Busy Man's Magazine**, Montreal, Toronto, Winnipeg.

ALFRED V. DYCK & CO., 39 Eastcheap, London, E.C., invite correspondence from exporters of Canadian Canned Goods and Produce. Immediate advances on consignments. Highest Bank references. Cable address, "Dyckia," London; A.B.C. code, 5th edition.

CUT DOWN YOUR PRINTING BILLS one half by installing a "Writerpress." Your office girl or boy can with it print your circulars, price lists, etc., at the rate of 1500 to 2000 copies per hour. Best machine ever made for printing facsimile type-written letters. Prints from printers' type, half-tones, etc. Retail stores could greatly increase their business by using a Writerpress to run off circulars and letters sending them out to their customers and probable customers announcing special sales, etc. Send for illustrated catalogue and samples. The Canadian Writerpress Company, 33 John St. South, Hamilton, Ont.

DICTATING to the Dictaphone saves 50 per cent. We will prove it to you if you will send us a post card for full particulars. Toronto Phonograph Co., Limited, Dictaphone Dept., 40 Melinda Street, Toronto, Canada. (tf)

KEEP AN ACCURATE ACCOUNT of your employees' time. The Bundy Autograph Time Recorder is the ideal Time Recorder for retail merchants. It is the only machine where one employee cannot register for another, as each employee signs his name and the employer knows the signatures of his men. Whether you employ a few or hundreds of hands, we can supply you with a machine suited to your requirements. Write for illustrated catalog. International Time Recording Co. of Canada, Limited, Office and Factory, 9 Alice Street, Toronto.

LIVE BUSINESS MEN insist that their business correspondence be typewritten. Keen, progressive merchants find personal typewritten letters bring the best advertising results. They are secret, individual, powerful business getters. The Light Touch **MONARCH** is especially attractive to the merchant. Write for interesting literature. The Monarch Typewriter Company, Limited, 98 King St. West, Toronto, Ont. (tf)

SAVE 50% OF THE COST OF HANDLING merchandise by installing a Beath System of Overhead Carriers. Saves valuable floor space because the trackage is on the ceiling and greatly facilitates the loading of cars, drays, etc., and for handling goods in and about the warehouse and factory, reduces the cost of labor because far less warehouse help is required. Systems for all kinds of businesses, large or small. Write us for illustrated catalog. W. D. Beath & Son, 193 Terauley Street, Toronto. (tf)

THE WALES VISIBLE ADDING AND LISTING MACHINE is superior to any other machine for these reasons, among others:—Visible Printing, Flexible Keyboard, Column Space Bar, Automatic Clear Signal, Adjustment for Carbon Copies, Eliminating Keys, enabling the operator by the mere pressure of a key to add without listing or list without adding. 30 days free trial to responsible people. Write us for free illustrated catalogue. Adder Machine Company, Wilkesbarre, Pa.

YOUR CHEQUE CAN'T BE RAISED to any amount above that which you intend it to cover if you use the **PROTECTOGRAPH**. This device stamps a line such as "Not over ten dollars, \$10," with acid proof, indelible ink which penetrates right through the fibre of the paper. This device is being used by 90% of the Banks of Canada and the United States, as well as the treasuries of both countries. Write for full particulars and price. W. E. Parker & Co., Sole Canadian Agents, 37 Yonge Arcade, Toronto, Ontario. [28]

SITUATION VACANT.

WANTED—An experienced, hustling man at once as clerk in a large general store. Give full particulars. Chas. Lowrey, St. Davids, Ont. (29)

EXPORT TRADE DEPARTMENT.

Messrs. Gordon, McDonald & Co., 6-7 Cross Lane, East, cheap, London, invites correspondence, either from Exporters of Canadian produce or Importers of general groceries. From their long experience in Glasgow, Liverpool, and London, they have a wide and comprehensive knowledge of both trades on every side. All goods imported paid cash against documents. References to Montreal firms with whom we have done business for many years. Cable address, "Donable." Codes—"A B C," fifth edition, Riverside and Adams.

DAVID SCOTT & CO.

Established 1878. 10 North John St. LIVERPOOL, ENGLAND. Splendid connections and references. Try us with a shipment of **CANNED GOODS**. T. A.—Scottish, Liverpool.

David Magee, F. F. Adams, Although I succeeded in getting to save the business position, which

Check Presented to Mr. Magee



Full particulars of this contest, or mail it to "O ten carton bot"

A START IN BUSINESS



PROBABLY every reader of The Canadian Grocer noticed that the Orange Meat Company, of Kingston, Ont., were offering prizes in a carton-collecting contest. The winner of the First Prize was entitled to a Life Annuity of \$52.00, convertible, at the winner's option, into Seven Hundred Dollars Cash. A second prize of One Hundred Dollars, and several other cash prizes, aggregating Thirteen Hundred Dollars, were also offered.

Not many grocers or their clerks interested themselves in this contest, although they are in a position of advantage to compete successfully. One grocery clerk, however, did enter his name as a contestant, and he has proved what earnest, persistent effort will accomplish.

This young man is Mr. David Magee, of Cardinal, Ontario, and is in the employ of Mr. F. F. Adams, grocer and general merchant, of that town.

Although there were other contestants in his district, Mr. Magee succeeded in getting a sufficient number of his customers and friends to save the bottoms of the Orange Meat boxes for him. This enabled him to send in 2,612 carton-bottoms, placing him in the first position, which entitled him to the First or Grand Prize. He elected

to take the Seven Hundred Dollars in Cash rather than the Life Annuity of One Dollar per week.

With this tidy sum as a starter, Mr. Magee intends establishing himself in the grocery business with a friend in the City of Winnipeg. This fortunate young man stated that he did not think that he had much chance of landing the First Prize. He hoped to win one of the smaller cash prizes and he can thank his employer and his persistent, systematic efforts, which resulted in success.

The following is Mr. Magee's story: "I was informed of the contest by one of the Orange Meat travelers, but did not think much of entering, until a friend of mine, who had a few carton-bottoms collected, offered them to me, as he thought I had more opportunities to collect them than he had. I accepted them and sent my name in to Orange Meat, Kingston. I then started to collect and save in real earnest.

"I secured a list of all our customers for Orange Meat, whom I thought would not mind doing me a little favor; and whenever opportunity offered, I asked them to save the Orange Meat carton-bottoms for me. There were very few who did not readily promise.

"I also secured the names of as many consumers of Orange Meat as possible, who were not customers of our store and, when I could, got them to save the Orange Meat bottoms for me. They amounted to more than I thought they would.

"I was a little discouraged once, shortly after I got nicely started, because so many people would tell me that there was no chance of my winning a good prize, as all the large prizes, if they were given at all, would be distributed among the friends of the Company. My employer, Mr. Adams, discouraged this idea, stating that he did not believe any people like the Orange Meat Company, would be foolish enough to attempt anything like that. He was certainly right and I am glad that I did not quit."

The Orange Meat Company is now advertising another Contest, ending November 30th next, similar to the contest which matured May 31, 1909, and all prospective contestants should mail their names and addresses as requested. They are adding two Fifty-Dollar Prizes, and also one hundred One-Dollar Prizes to their last list.

Check Presented to Mr. Magee

No. 1101 Kingston, Ont. June 16 1909

To the Bank of Montreal.

Pay to Mr. David Magee, Jr., Cardinal, Ont. order

Seven Hundred Dollars \$700.00

CEREALS LIMITED
Wm. J. Adams PRESIDENT
 VICE-PRES. J. W. G. H.



Store of F.F. Adams, Mr. Magee's Employer

Full particulars on card in every package. If you wish to enter this contest, complete the blank space opposite, cut it out and mail it to "ORANGE MEAT, KINGSTON." It will count equal to ten carton bottoms.

I desire to enter your contest maturing Nov. 30, 1909
 Full Name
 Address

How about your coffee department?
 Is it standing still?
 Try a line of CHASE & SANBORN'S
 High Grade Coffees and the increased
 sales will surprise you.

Chase & Sanborn
 The Importers MONTREAL



HOLBROOK'S
 Worcestershire **SAUCE**

HOLBROOKS LIMITED

CANADIAN BRANCH
 40 Scott Street, Toronto
 Canadian Manager, H. Gilbert Nobbs

MADE AND BOTTLED
 IN ENGLAND.

Those Who Wish to Rent or Hire

stores or departments, sell or buy businesses or stocks, place or acquire accounts, obtain competent help, connect with satisfactory positions or secure aid in starting new enterprises, should not fail to use the Want Advertisement Page of **THE CANADIAN GROCER**. It is the central office of the grocery, fruit, provision, canned goods and foodstuffs trade of Canada.

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From every
already wor

Free Trip to "Toronto National Exhibition"

and Return, with Six Admission Tickets thrown in for Good Measure.

To anyone, living in Canada, who sends us new, full-year, paid-in-advance subscriptions as per schedule below, will be furnished Free First-Class Railway, or Steamship, Transportation (as preferred) to Toronto and Return, over any Canadian Railway, or Steam oat Line, together with Six Regular Admission Tickets to the Toronto National Exhibition this fall. Tickets good during the Exhibition, subject to the regulations of the transportation company issuing them.

Begin now. There is still time to earn this outing. Subscriptions may be sent in any time before July 15th. The remaining time before the fair is required to complete arrangements for traveling accommodation for those who are coming.

There is no competition, or other element of chance or risk about this offer. The distance you reside from Toronto regulates the number of subscriptions you must send. When you have sent that number, you may rest assured that our undertaking will be carried out to the letter. The regular railway time-tables will be used to determine the distance, which is to be calculated by the shortest passenger route. By consulting your railway time-table you will get this information, or we will supply it. Should you fail to secure the full number of subscriptions required, proper remuneration will be made by sending you, in lieu of the tickets, their pro rata equivalent in cash.

Notify us early of your intention to accept this offer; for convenience you may use the form below. This offer is open to ANYONE, whether a subscriber or not.

THE BUSY MAN'S MAGAZINE,
10 Front St. East.
Toronto, Ont.

Gentlemen:

I hereby accept your offer of "Free, First-Class Transportation to the Toronto National Exhibition and Return; together with Six Regular Admission Tickets to the Fair-Grounds," in consideration of which I will send you the number of new, full-year, paid-in-advance subscriptions to The Busy Man's Magazine, indicated by my X, on the schedule below. I reside no further from the city of Toronto than is shown in the schedule opposite my X.

Miles from Toronto.	Number of subs.	Mark X	
25 to 50	3		Name _____
51 100	5		
101 150	7		
151 200	9		Street _____
201 250	11		
251 300	13		Town _____
301 350	15		
351 400	17		Province _____
401 450	19		
451 500	21		My Ticket to be Via : _____
501 600	23		
601 700	25		Railway _____
701 800	28		
801 900	31		Boat Line _____
901 1000	34		
1001 1100	37		
1101 1200	40		
1201 1300	43		
1301 1400	47		
1401 1500	50		
1501 1600	53		
1601 1700	56		
1701 1800	59		
1801 1900	63		
1901 2000	66		
2001 2250	72		
2251 2500	80		
2501 2750	89		
2751 3000	97		

Write plainly; this will insure immediate acknowledgment of your communications and safe and prompt delivery of your tickets.

From every Province in Canada we have Candidates for this trip. Most of them are progressing splendidly in the work; some have already won the tickets. Are you a Candidate? Why not?

An Exceptional Opportunity in Canned Goods!

We are ready to quote prices on CANADIAN CANNED GOODS, 1909 pack.

We have passed contracts with all the manufacturers controlling the best brands.

Our assortment comprises all varieties of vegetables and fruits.

Do not buy before seeing our travellers, who are now on the road with the new prices.

PETITS POIS

ASPARAGUS HEADS

SPINACH

GREEN BEANS

BUTTER BEANS

TOMATOES

CORN

SUCCOTASH PLUMS

PUMPKINS APPLES

PINEAPPLES

STRAWBERRIES

CHERRIES

RASPBERRIES

APRICOTS

PEACHES

PEAS

TEAS

We have a large stock of Teas of all grades, which we offer to our customers at exceptionally low prices.

We specially recommend "Victoria" and "Princess Louise" brands teas, which are the best value on the market for the price.

We pay the freight on all lots of tea of 200 lbs. and over to all stations in the Provinces of Quebec and of Ontario.

For all information, quotations, etc., write, telephone or wire, at our expense,

Laporte, Martin & Co., Limited

Wholesale Groceries, Wines and Liquors,

MONTREAL

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There is
knowing
Profit—

This inde
advert

Adamson, J. T., & Co.
Allan, Robt., Co.
Allison Coupon Co.
American Tobacco Co.
Aylmer Condensed M

Baker, Walter, & Co.
Balfour, Smye & Co.
Batger & Co.
Beardwood Agency
Benedict, F. L.
Berry, Wm.
Bickle, J. W., & Gree
Blue Ribbon Tea Co.
Borden Condensed M
Bovril, Ltd.
Brack & Co.
Bradstreet's
Brand & Co.
Bristol, Geo. & Co.
Brown Mfg Co.
Busy Man's Magazine

Canada Sugar Refin
Canadian Cammers
Canadian Coconut C
Canadian Condensing
Capstan Manufactur
Cargill, H.
Carr & Co.
Carter-Crume Co.
Cereals, Ltd.
Ceylon Tea Ass'n
Chase & Sanborn
Christie, Brown & Co.
Clare & Little
Clark, W.
Cawson & Co.
Clowes & Son
"Cobra" Polishes
Collings, H. & Co.
Common Sense Mfg
Computing Scale Co.
Connors Bros.
Constant, H.
Cooper, Cooper & Co.
Cote, Joseph
Cowan Co.
Cox, J. & G.

Dalley, The F. F., Co.
Davidson & Hay
Dawson Commission
Deer, A. J. Co.
Dignard, Ltd.
Dominion Molasses C

THE CANADIAN GROCER

The Popular Demand

for



Is Appreciated by every Grocer in Canada

There is both pleasure and profit in selling "SALADA."—pleasure—in knowing that every time you sell "SALADA" you satisfy a customer; Profit—in the number thus satisfied, who come back for more.

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How Old Business Firms Often Lag

The Prince of Wales Strongly Endorses the Principle of Publicity and Advises Great Britain, in a National Sense, to Make the Most of Her Opportunities—Quitters in Advertising Quickly Suffer, and Firms of World-wide Reputation Have a Diminution in Sales When They Rest on Their Record or Try to do Business Solely on Long-Established Connections and Past Achievements.

By G. B. Van Blaricom.

While reading a few days ago I picked up several papers at random. One was a small Ontario daily, the other a copy of the London, England, Mail. Glancing over the former I ran across an article under the heading of "How the Quitter in Advertising Suffers." The opening paragraph ran "There is no field of endeavor in which quitters suffer so speedily as they do in advertising and there is no way to make money so easily or quickly as through a very carefully arranged advertising campaign of a useful article or business. You need not go out of your own community or among strangers to find a verification of this statement."

In the Daily Mail appeared a report of the first meeting at Marlborough House of the Royal Commission appointed to organize the representation of British products at the Brussels Exhibition next year and at the Rome and Turin Exhibitions in 1911. A notable speech was given by the Prince of Wales on that occasion arousing considerable enthusiasm among the commissioners. His Royal Highness said: "Experience has shown that even in the case of firms having an established reputation and world-wide connections attempts to discontinue advertising have usually been followed by a diminution in the sales effected, and it is not unreasonable to assume that the neglect by Great Britain of one of the most important forms of national advertisement would be equally detrimental to her interests as a manufacturing country."

"But as there can be no profit either to the individual or to the nation as a whole in displaying inferior British exhibits by the side of the best productions of our commercial competitors, if we participate at all in international exhibitions we must see that the great industries of this country are represented in the most complete and effective manner."

The Prince appealed to the members of the Commission "to do everything that is possible to secure a worthy exhibit, and, in addition to the general work of organization with which you will be occupied, to use your personal influence to the fullest extent in persuading the commercial community to co-operate with us in making a striking success of the British sections which we are called upon by his Majesty the King to organize."

It may seem strange that a writer in a country paper and the Prince of Wales should virtually give simultaneous expression to the one truth in practically the same words, but this observation merely goes to show the fact is now generally recognized that

to secure success in any line the participants, to use a colloquial term, "Must stay with the game." The world has little use for the man who shifts, or the one who, as His Excellency Earl Grey, remarked in addressing the boys of Trinity College School, Port Hope, has not "learned to play the game." By that is meant that the qualities of persistency, pluck and perseverance are uppermost in any arena toward securing permanent success. A policy once adopted should be rigidly adhered to, providing the policy is a right one. There is no doubt that selling force—advertising—is what makes any business grow. This is recognized by the greatest industrial and commercial institutions in the land. Even communities, which are progressive and enterprising, know the strength and value of well directed publicity and are appointing commissioners of industry and publicity. Tourists' Association, Chambers of Commerce, Boards of Trade and nations are feeling the effects of this self evident fact. They are profiting by experience, fully assured that the best school in life is experience. It is pointed out that the Prince of Wales has done a service to his country by insisting on the urgency of abandoning a conservative habit. His eminently practical mind takes account of what he observes on all sides. He has urged Great Britain to adopt modern methods and his appeal will not be a vain one, for it has been favorably commented upon by the press of Great Britain which affirms that the Old Country cannot rest on its prestige and traditions, great as these are, but like Germany, the United States, and other countries must be up and awake if she is to retain her place as the leading nation of the world.

Emperor as a Traveler.

It has been said that Emperor William of Germany is the best commercial traveler his country ever had. In season and out he has proclaimed from the house tops the virtues and capacity of his people and has lost no chance of promoting their interests, either commercial or financial. In the same sense, Theodore Roosevelt has done much to make the American nation known more widely and favorably than it ever was before he went to the White House. And now Great Britain is waking up and realizes that the facilities for making displays at foreign exhibitions must be cultivated to the full, that a natural reluctance not to take part must be overcome, and that every effort should be put forth to maintain and improve the reputation of British manufacturers as a whole. "No opportunity of advertising must be neglected,"

says His Royal Highness, who cannot be accused of having any personal or selfish motive in view.

What is true of the nations is equally applicable to all business houses and commercial institutions. They must advertise to make themselves known. It matters not how long established or how superior their products, they must proclaim incessantly the merits and quality of what they produce, or else they will fall behind in the race. This truth is so self apparent as to have forced its attention upon the Prince of Wales whose practical ideas and observant disposition allows nothing going on in the great world about him to escape his attention.

To say "I have tried advertising and it did me no good," will not answer. A man might as well say: "Oh! there is no money in the grocery, hardware or dry goods business. I know, for I started a store once and failed." The world would look upon such a member of the community askance and tell him not to base his deductions by one concrete example, not to measure other people's corn in his own bushel basket. It would tell him to adopt new ideas and develop the factor known as stick-to-itiveness. To assume a superior manner and practically declare: "Oh, I know all about it," is another serious mistake. Such persons will find food for thought in the fact that each of the six leading stores in New York city spend in daily newspaper advertising from \$20,000 to \$35,000 a month and are increasing their appropriations. They recognize that it pays. They are not pouring out thousands for the sake of charity or benevolence. They believe it is a good idea to get the attention of the people directed to whatever they have to offer and, once the attention directed, to keep it looking that way. If the eyes of the purchasing public are once taken off a name or an article, it costs infinitely more to secure their interest again than if it is kept there continuously. Record, tradition, ancestry, or long associations will not serve to do the work of publicity in an age when competition is keen and lines of greatest difficulty have often to be followed instead of the paths of least resistance which some have been content to pursue.

Value of Persistency.

Few people buy a thing the first time they see it announced in a newspaper but, when they see that article mentioned week after week, an impression is created which is translated into interest and attention and finally into desire and action. If a firm presents its story day by day, year in and year out in an earnest, convincing and intelligent manner, doubt on the part of the public gives way and readers feel there must be merit and worth in the proposition or article. It is by hammering home the facts and all the facts constantly and steadily that conviction takes possession of the mind and the leaven of publicity begins to work; and once it has begun it must be kept working. There is no such a procedure as stopping to rest or laying back contentedly and saying: "I think I have

given enough in see it complete who adopts such that the thing energy. It is everlastingly th scored. It is s until recent year believed in the they have thoug tion—advertising however, that t good in referenc other line, but houses have lear ble cost.

Advertising r truthful, and ca bring results. I planted and lo There must be tion, nourishme All statements ed by quality value and effici realized that a false promise or lishment can do custom as a mc pain will bring

BUSINI

It is grip and cess; not alone one takes hold o doggedness with he has taken hol

If you are no little you have, the most of it, you are not like that you think-y lot of money.

After one has exhilaration, the faction which e of his highest f satisfied ever a exercise of his t

"It is the your not weary nor drudgery disgus verses with an can neither be settled purpose b laugh, nor by its makes his mark.

HINTS

Laporte, Mart make a most a trade in their ac as they state th prices on Canad erop. This in ment, and will grocers of the grocers to await elers before buy their advantage sentatives of the road with the n comprise all sta varieties of fruit well, the firm i attractive offers toria" and "P They prepay frei lbs. or over to and Quebec.—adv

Invoicing Goods at Prices They Should Sell At

Opinions of Retail Grocers on the Question—Some Believe Prices to Consumers Would be More Uniform—Others Would Not Buy From Manufacturers if This Were Done.

given enough impetus to this thing to see it complete its journey." The one, who adopts such an attitude, will find that the thing of itself soon spends its energy. It is only by keeping at it everlastingly that permanent success is scored. It is somewhat peculiar that, until recent years, while people have believed in the veracity of this axiom, they have thought there was one exception—advertising. They have found, however, that the same principle holds good in reference to publicity as in any other line, but many old established houses have learned the lesson at terrible cost.

Advertising must be simple, direct, truthful, and carefully looked after to bring results. It is a seed that can be planted and left of itself to grow. There must be the proper soil, cultivation, nourishment and superintendence. All statements made must be supported by quality, service, promptness, value and efficiency. It must also be realized that a disobliging clerk, or a false promise on the part of an establishment can do as much to drive away custom as a month's advertising campaign will bring back.

BUSINESS MAXIMS.

It is grip and grit that conquer success; not alone the vigour with which one takes hold of his task, but also the doggedness with which he holds on after he has taken hold.

If you are not doing good with the little you have, if you are not making the most of it, you may be sure that you are not likely to do the great good that you think you will when you get a lot of money.

After one has once felt the joy, the exhilaration, the infinite peace and satisfaction which come from the exercise of his highest faculties, he cannot be satisfied ever again to grovel by the exercise of his brute faculties.

"It is the young man whom labor cannot weary nor enemies scare, nor drudgery disgust; who confronts reverses with an unflinching front; who can neither be turned aside from his settled purpose by the world's dread or laugh, nor by its scorn or its frown, who makes his mark."—Success.

HINTS TO BUYERS.

Laporte, Martin & Co., Montreal, make a most attractive offer to the trade in their advertisement this week, as they state they are ready to quote prices on Canadian canned goods, 1909 crop. This in an important announcement, and will be welcome news to the grocers of the Dominion. They advise grocers to await the visit of their travelers before buying, as it will be to their advantage to do so. The representatives of the firm are now on the road with the new lists. The offerings comprise all standard brands, and all varieties of fruits and vegetables. As well, the firm is ready to make some attractive offers on their famous "Victoria" and "Princess Louise" teas. They prepay freight on all lots of 200 lbs. or over to all points in Ontario and Quebec.—adv't.

Toronto, June 30.—In consequence of the fact as was stated recently by a Grocer correspondent that some staple articles, especially biscuits, are sold at different prices for the reason that retailers do not know at what prices they should be sold, it was suggested by the correspondent that it would be a good idea if the biscuit manufacturers would invoice their goods at retail prices and deduct 20 per cent. of the total for the profits of the retailer. This, he thought would be a guide to all who do not wish to cut and who desire to establish uniform prices.

In view of this suggestion a number of retailers were interviewed with the following results:

A. White, 438 College St., thinks the idea a good one. It would not bind a retailer to sell at the prices stated in the invoice, at the same time it would serve as a guide to sell at uniform prices.

J. M. Corke, College St., believed it would be no advantage, at least, he could not see that it would.

L. Nighswander, of the "Oxford Grocery" College St., thinks it would be all right. "Not knowing what others are selling them at, we often unintentionally cut prices," he said. "This would be avoided if the retail prices were shown on all invoices. It is all right."

John Grigor, College St., does not think much of the scheme. "Let them sell at anything they like," he said. "The cheaper they sell the sooner they get out of business."

Jas. L. Casey, College St., strongly approves of the plan and is much in favor of it. There would then be no excuse for unintentionally selling under fair retail prices.

John Walton, 670 College, said that it was a good idea, as grocers certainly get mixed up on the prices of biscuits.

Jos. E. Hurst is also in favor of the scheme and thinks it would establish uniform prices. If any varied from them, it would show to his mind that they were not fair in business. Some lines of biscuits do not pay grocers to handle, he said.

R. N. Dowsely, Queen St. West, commended the plan. "We are not getting enough profit on biscuit," he said, "and there is too much guess work in the grocery business, and not enough sound calculation. I am strongly in favor of the idea."

F. G. Martin, 1498 Queen St. West, said that it would certainly be a good thing as it would establish uniformity in prices, and be a good guide to those who sell below living prices because they are told by their customers that others sell so and so.

Girvin & Robinson, Queen St. West, also approved of the plan. "We endorse it strongly and hope it will be adopted by the biscuit men," they declared.

J. Tripp, Queen St. West, could see no use for it. Grocers would sell at anything they liked anyway, he claimed.

J. Anderson, 1584 Queen St. West, didn't desire the wholesaler to tell him at what price he should sell. "The minute any concern tells me at what price I shall sell my goods then it is time for me to quit. However, it may work out all right."

P. D. Dunn, Queen St. West, is another grocer who is in favor of the scheme. "Yes, sir, that will be all right," he exclaimed.

J. A. Hopkins, corner Dorecourt and Main, thinks the plan a good one and that it should be appreciated by all retailers. It would no more bind grocers to sell at the same price, than it does now, but they would all know what they should be sold at, and with the exception of a few they would sell them at uniform prices.

E. Armitage, 443 Parliament St., proprietor of the "Live and Let Live" grocery, thinks it a good idea, and is strongly in favor of it.

J. W. McCullough declined to give an opinion, but D. H. Dobbin, Huron St., thinks it is a good suggestion, and a splendid idea, and that it should work out all right.

F. Dean, Queen St., West, said he didn't have much trouble, however, he thought it would lead to more uniformity in prices.

HE CAPTURED THE ORDER.

Kingsville, Ont., June 28.—Last Tuesday the government lighthouse supply boat, "Simcoe," arrived in Kingsville harbor, to provision up for the voyage.

News of her coming had been noised abroad, and a number of grocery boys were waiting at the dock to see if the boat required any groceries.

As the "Simcoe" came along side and the rope was put on the snubbing post, one lad grabbed the railing, put his foot into a port hole, and, thus assisted, climbed aboard the boat, where he hunted up the steward and politely invited that gentleman to take a ride up town with him and leave an order for groceries.

By the time the gangway was thrown out, the lucky lad walked off with the steward, capturing a \$35 order for his store as well as about the same amount for a neighboring butcher for meat.

Lucky? No—just ordinary business foresight, a clear head, and a mind alert to grasp an opportunity.

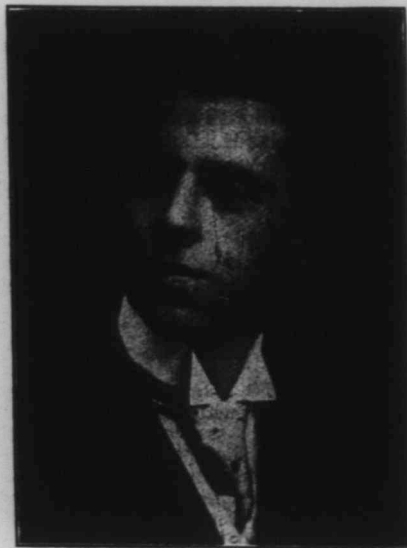
An article on the remodelling of a grocery store in Thorold, Ont., prepared for this week's issue had to be held over until next week on account of lack of space.

London Grocers Invade Detroit in Full Strength

The Excursion This Year was a Little Better than the Best—About 1,500 Londoners Cross the Line—Praise for the Hospitality of the Men Behind the Counters—Some Incidents of the Day.

London, June 29.—The visitor in London on Wednesday last could not help wondering what had happened to this ordinarily lively city. There was an air of quietness pervading that seemed inexplicable until he attempted to gain entrance to a grocery store and found the door locked and the blinds drawn. If the stranger concluded that the concern had gone into liquidation and sought out another grocery he found the door locked there also, and all quiet inside. Great would be his wonder and many his speculations as to the cause of this unusual state of affairs until he asked the nearest small boy the reason when he would be met with the reply: "Why, don't you know? This is the grocers' excursion day; they are all off to Detroit."

The citizens, of course, are well aware of the ways of the grocers; they know that once a year the men who from January to December provide their material needs must have a day off; but fair warning is given of the necessity



CYRIL HAYES,
Secretary of The Association and a Large Contributor to the Success of the Outing.

of providing beforehand for the wants of that particular day. Thus it happens that few citizens are caught napping the day before the big excursion, and that complaints are never heard.

The grocers' excursion has ever been popular with all classes of the community. People have learned from experience that whatever these men undertake is certain to be a success; that whatever the weather may turn out to be, the grocers are certain to give them a good time.

Some Refreshing Showers.

But it happened that the day was an ideal one, although when the train pull-

ed out of London the clouds looked ominous, but they soon passed off, and the trip down was made in the best of weather. At Detroit the sun was shining brightly, and it was very warm, but shortly after the excursionists arrived, a pleasant little sunshower fell and cooled the atmosphere.

About 2 o'clock a heavy thunderstorm visited the city, and for about an hour



PRESIDENT E. J. RYAN,
One of The Chief Engineers of the Excursion and the Recipient of a "Cu-cumbersome" Gift.

it looked as if the day would be spoilt, but it soon cleared off. There were about 1,500 passengers on board.

At 11.15 the first part of the train reached Brush Street depot, Detroit, and the balance quickly followed.

Here the excursionists parted, many going to visit friends, while others took a trip to Belle Isle before luncheon.

After dinner many took a ramble around town till near time for the St. Louis-Detroit ball game, and then the local baseball fans who took in the excursion started to gaze heavenward, as it looked much more like rain than baseball, but luck again favored them and by the time that the game was called the sun was shining.

Many of the excursionists not interested in the ball game took the chance for a ride up the river, while others took in some of the amusements offered. Others saw the sights from automobiles. One of these latter parties, after doing the city, started for the suburbs. They were traveling along at a good rate of speed when suddenly the gasoline tank of the car exploded, putting the car out of business, and giving the occupants a bad shaking up. Two of the occupants fared worse than the

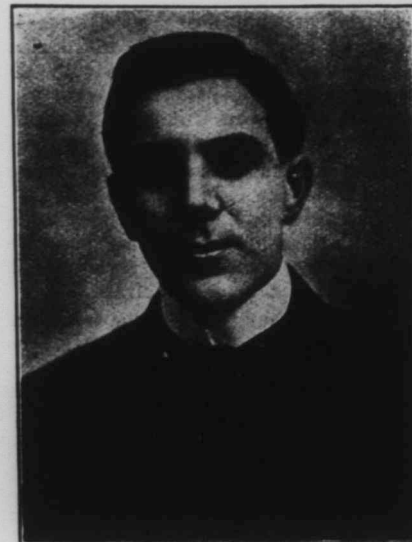
others. One was badly stunned, and the other received a slight cut in the hand. They were able to catch a car, after walking a few blocks, and were later seen rooting at the ball game.

A second auto party also had rather bad luck. When they hired the auto it took them upwards of twenty minutes to get started, as the car's mechanism was somewhat out of kilter. They were about five miles from the centre of the city, when suddenly there was a lurch and a loud report, and the auto came to a stop. A few blocks away they met a street car, which conveyed them back to the city.

The Grocers' Hospitality.

A word about the passengers and the hospitality of the grocers en route both to Detroit and homeward is timely. The train had hardly left London before the grocers started with their baskets and continued till the end of the journey, every passenger in the car being supplied with many different kinds of sweets and sandwiches, while the men were also treated to cigars. Soft drinks in abundance were also on the train.

The following will give some idea of the immense quantities of sweets fed to



HARRY RANAHAN,
The Treasurer, Who Handled His Portion of The Plans as Well as He Does The Funds of The Association.

the excursionists: 2,000 oranges, 50 dozen pop, 8 gallons of lemonade, 4,000 sandwiches, 1,000 cigars, 2,000 bananas, 30 pounds of cheese, 50 pounds of soda biscuits, 4 gallons of pickles and olives.

Besides these 1,000 boxes of choice wafers, donated by McCormick's and Perrin's, were also distributed to the ladies. On the homeward journey it was found that the grocers had underestimated the appetites of their many guests and a fresh supply had to be laid in, and the same generosity in dealing out the sweets prevailed on the homeward journey as on the trip to Detroit.

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In the Baggage Car.

During the return journey from Detroit a little presentation was made in the baggage coach.

W. Fulton, the C.P.R. agent, was asked by those present to make a presentation to President E. J. Ryan, of the grocers' association, and also to thank him on behalf of the many guests for the hospitality extended by the association of which he is head.

Fulton's short speech was like an address from the throne, and brought down the house, or rather the car. This was followed by the presentation of a beautiful juicy cucumber.

Though taken entirely by surprise, Mr. Ryan was able to make a suitable reply thanking them for the valuable present, which, he remarked, was better than a lemon, anyway.

The high court of the association established their headquarters in the baggage car on the journey, and returning home the members of the court and some of the guests were most royally entertained. Songs were given and impromptu speeches were made by the guests.

During the trip John Hunt, of the Hunt Mills, moved a vote of thanks, in a few well-chosen words to the grocers for their hospitality.

Home Again.

At 1.30 Thursday morning after one of the most pleasant day's outing in the history of the Retail Grocers' Association, the long excursion train arrived in London, and departed for their various homes. They were tired, but who could take in such an excursion and have such a good time without being tired. They were tired, but considering the fact that their hosts kept them on the go all day, it was little wonder that such was their condition. But they were not weary, and not one person on the train was heard to say that he wished that he had stayed at home, while on the other hand nothing but praise could be heard for the generous hosts of the day. A happy feature of the return trip was the fact that when the train pulled into the city at 1.30 the tired passengers found the street cars awaiting them, and were all able to get cars to within short distances of their homes. For this pleasant surprise the excursionists are indebted to President E. J. Ryan and ex-president Thos. Shaw, who had the foresight to make arrangements for street car accommodation at the unusual hour. It is true two fares were charged, but who minded that?

Notes of the Day.

Bob Ross, Dick Morgan and Bob Collins certainly worked hard behind the lunch counter. They deserve great credit for handling so many men, all the while having a pleasant smile for everybody.

The grocers are indebted to Joe Boyd, of Red Rose tea, Walter Nichol and P. C. Powell, of Sunlight Soap, and J. Ecclestone of Comfort Soap, for accompanying them on the trip, and for their many acts of kindness in Detroit.

Walter Nichol, of the Sunlight Soap Co., was the hero of the day. While waiting for the train at Windsor, he was startled to hear a little girl call for help, and running to the scene,

found that her foot was caught in a hole about two feet from the rails, and try as she would she could not get away. Mr. Nichol soon released her when he arrived on the scene, though he sustained a bad cut on the hand in doing so.

Special praise is due Norman McLeod, Jas. Haskett, Frank Paul, Ernie Reed, Frank Travers, Dick Donaghy and ex-president Shaw, who worked hard passing the good things around through the train.

Secretary Cyril Hayes was on the job early and late and outdid himself.

It required a great deal of hard work looking after the details and making everything run smoothly. President Ryan and Treasurer Ranahan did a lot of this work, and their efforts were crowned with success.

McKinley Millman, of Elliott, Moss & Co., and Clem Garvey, of John Garvey, are a great team. They made things lively for the boys and also looked after the ladies.

Walter Hungerford, of A. M. Smith & Co., N. Ripley, of M. Massuret & Co., and Went Dowell, of Edward Adams & Co., were silent workers, and kept busy moving around and giving the glad hand to the grocers.

Charlie Mountjoy, formerly with Ryan & Russell, and Fred Parsons, of Gorman, Eckert & Co., certainly sing well together. They made it lively in the baggage car. Everybody joined in the chorus.

Art. Connor was the principal roofer at the ball game. Bill Gorman, Tommy Vincent and Ab. Young were also in the running. Jack May was there some place, but he was not heard.

The grocers are very grateful to the many friends for their kind donations which aided so much in the success of the picnic.

TRADE NOTES.

H. Laporte, of Laporte, Martin & Co., has returned to Montreal after an extended trip to Europe.

Jules Cote, manager S. J. Major & Co., Ottawa, was in Montreal for a few days last week.

R. J. Graham, Belleville, spent a short time in Montreal with his local agent, John A. Moir, on his way through the city to St. John, N.B.

W. Smith has succeeded M. L. Kenzie, grocer, Birnam, Ont.

Garroch & McRae, grocers, Corunna, Ont., are dissolving, Garroch continuing alone.

Clarence Cronk, grocer, Hamilton, has sold to G. MacInnes.

C. D. Simpson, general merchant, Wroxeter, Ont., is succeeded by F. S. Davey.

James Pritchard, general merchant, Swan Lake, Man., has sold his stock to D. W. Flack.

F. Ceretti, macaroni manufacturer, Winnipeg, has sold to C. Condor.

A. R. Peters, grocer, Calgary, has sold his business.

Nairn & Jackson, grocers, South Hill, near Moose Jaw, have sold their business to F. J. Moffatt, of Carberry, Man., who took charge on July 1st. The former proprietors have been in business for

some years and have met with good success. They have a larger proposition in sight in Southern Alberta.

S. C. Millman, general merchant, Humboldt and Watson, Sask., has sold the Watson business to H. Aberman.

The Alsop Process Co., of Canada, has been given an Ontario charter to "manufacture machinery and to own, acquire, sell lease or dispose of the right or rights to use a process or processes for the improving, ageing and whitening of flour and to buy, acquire and own and to sell, lease or otherwise dispose of machinery used in the said process." The head office is in Toronto.

A POOR COLLECTOR?

Editor Canadian Grocer,—Allow me to congratulate you on the decided improvement of the "Canadian Grocer." If there are still any grocers who do not read it, the reason must be that they do not know what it would bring to them from week to week. Among other things contained in last week's issue, I was somewhat amused with the article describing the experience of a collector in collecting a small account. If this is not overdrawn and there are many in the grocery business like that fellow in Toronto, it is no wonder that the fruit, produce and provision dealers were forced to adopt harsh methods to bring them to time. I am now anxious to know whether that account has since been paid, or whether the visits are still going on. It seems to me, however, that while the collector must be possessed of the virtue of patience to a large degree, he lacks the essentials as a good collector.

The article by J. W. Wheaton on "Home Consumption of Cheese" is also interesting and the question should be further discussed through your valuable paper, which would no doubt lead to good results.

Your editorial on "The Merchant as Benefactor" is also opportune and to the point. Strong articles, I think, should be written on this line to enthruse the merchants throughout the country with the idea that they are a necessity and that their interests must be protected against the unfair and deceptive encroachments of all kinds of disturbances to the general trade.

I also appreciate your invitation to grocers to send in contributions or take part in the discussions of all questions of interest to the trade.

OTTAWA GROCER.

June 28th, 1909.

The Canadian Grocer

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MARKET CHANGES OF THE WEEK.

The Canadian grocery market of the past week shows many features with the strawberry situation in the lead. Correspondence from all parts of the Dominion, show a wide difference in prices and a number of fluctuations. In Ontario on Saturday prices ran away down and berries were sold to consumers at five cents a box. During the early part of the week they rallied in many cases due probably to want of rain. If rain does not fall the season is likely to be shortened.

Although no changes have occurred in sugar prices the demand has increased wonderfully, attributed to the advent of the berry season.

Potatoes are weakening in prices owing to the new variety coming on the market. The supply will likely be sufficient to meet the demand.

Some interesting conditions exist in the dried fruit market. Prunes have been selling well, despite the fact that strawberries are on the market. The Bosnia and Serbia prune crops are reported damaged, while it is estimated that the Greek currant crop will be 15 per cent. lower than last year.

Pork and hog products have advanced again, the prices being firm. The Manitoba markets show advances in beans and dried apples and a decline in tubs.

There is a shortage of French petits pois and prices are likely to advance.

Prices have been named to jobbers on

canned tomatoes, corn and peas for future delivery and they are somewhat lower than last year. Contracts are being signed at these prices.

COMPULSORY HALF-HOLIDAY.

The government of the state of Victoria, Australia, recently passed an Act to provide for a half-holiday every Saturday in the metropolitan district of Melbourne. The Act, which came into force on May 1, provides that all shops shall in each week be closed from the hour of one o'clock in the afternoon on Saturday until the following Monday morning. It is provided that shops may be kept open till the hour of ten o'clock on the preceding Friday evening. Certain exemptions are made of shops in the occupation of druggists, butchers, bakers, hairdressers, bicycle dealers, flower sellers, restaurant keepers, confectioners and tobacconists. Before May 1, it was optional for shopkeepers to close on either Wednesday or Saturday afternoon. The new Act is the result of years of persistent effort made by the many thousand employees of retail stores in and about Melbourne, who maintained that the Saturday, the week end, half holiday was the most suitable for all classes. Over 20,000 employees who previous to this month worked throughout Saturday afternoon and evening are now released.

D. H. Ross, Canadian Trade Commissioner for Victoria, in telling of the effect of this change, states that the experience of the first few weeks with regard to Friday as a late business night in Melbourne and suburban retail shops can hardly be relied upon to gauge accurately its bearing on the volume of sales transacted. It is true, he says, that the large suburban stores are apprehensive that the change will operate against them; it will take time for the people to become accustomed to the substitution of Friday as the 'late night' for shopping.

Sympathy is shown to the employees, in carrying the reform to a successful issue, by large employers of labor making Friday the weekly pay day.

It is provided in the Act that after the expiration of one year a majority consisting of fifty more than one-half of the shopkeepers in the metropolitan area can petition the government to suspend the half-holiday and revert to the Wednesday half-holiday. In the latter connection, employees are endeavoring to strengthen their position by appealing to that portion of the people who hitherto made purchases on Saturday evening to fall in line with the new order of things by shopping on Friday.

RICHES OF THE RETAILER.

The statement was made not long ago in the United States Senate that the retail grocer was the man who was making all the money in the grocery trade. A few weeks ago the Canadian Grocer pointed how ridiculous such an assertion was in view of the competition existing in all places, and the claims then advanced have been substantiated by the New York Journal of Commerce, which asks the question "Who is getting rich in the grocery business?" and answers it by interviews.

"Certainly not the wholesaler," said a leading jobber when asked the question. "Go up and down the line of the jobbers of New York and show me a multi-millionaire among them. There may be a very few who push the six-figure line pretty hard, but they did not make it all by buying and selling grocery goods. There is probably no line of mercantile business where goods are handled on such small margins as in the grocery business. Other lines of jobbing whose business aggregates that of our wholesalers will be much more productive in furnishing you a list of millionaires."

"You can count the rich retail grocers of New York on the fingers of one hand," a well posted man said. "By 'rich' I mean those who are worth more than a couple of hundred thousand dollars.

"Of these, two concerns made their money in 'chain stores,' two by gaining a big business in liquors and cigars and the fifth by keeping eternally hammering at it, early morning to late night, for so many years that I have forgotten how long.

"Of course there are a good many who have made their little \$10,000 or \$30,000, but there are mighty few who do much more than make a bare living, and that only by mighty hard work.

"You can put it down that the retailer is not robbing the public."

The question was put squarely up to the representative of one of the large manufacturers of foodstuffs.

"Candidly, I must admit that the manufacturers of the country have made far greater fortunes in the foodstuff line than any other branch of the trade.

"There are many more millionaire manufacturers than jobbers or retailers.

"How do they do it? By being more aggressive; by advertising liberally when they have what they think is a meritorious product and by dealing with business propositions on generally broader lines than any of the other branches of the trade and by a better organization of their forces."

Here are three different opinions, with only one willing to admit people are really getting rich in his particular line.

Hon. Dr. Pyn for Ontario has on MacLean's began a few v form address.

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Dr. Pyne's "Red Herring"

Hon. Dr. Pyne, Minister of Education for Ontario has returned to the attack on MacLean's trade journals which he began a few weeks ago during a platform address. His latest attack is in a letter to a Hamilton bookseller published in the Herald of that city. He says: "There is a criticism arising from certain electric corporations, and through their influence certain trade journals are endeavoring to stir up the retailers of the province by means of circulars. The men who are at the back of this have really no financial interest in the books, and are endeavoring to use the retailers of the province for their own interests."

Hon. Dr. Pyne's statements regarding the influence which induced MacLean's trade newspapers to take the stand they have in regard to this matter are most unfair, and what is more they are untrue. The so-called electric ring neither in word or even by suggestion, had anything to do with the articles in question. One who is head of the educational institutions of Ontario should make sure of his facts before he speaks. He should not make wide ventures in speech even if it is for the purpose of "saving his face" as the Chinaman would say. He should be an example for probity as well as for sound logic.

The fact of the matter is that the Education Department has made a grave blunder, and no one knows that better than Dr. Pyne himself. His attack on the MacLean trade papers is merely an attempt to burke the question and to draw a red herring across the track.

MacLean's trade papers have no complaint to make against the Ontario Government because it has brought about cheap readers. One of the planks of the party now in power when it was in opposition was cheaper school books and it was their bounden duty to carry out this policy and to get books as cheaply as possible commensurate with efficiency. We believe it has honestly tried to carry out its pre-election promises in this respect. It is obvious, therefore, that we have no quarrel with the government on this point. Where we break with them is in regard to method. The T. Eaton Company is not a publishing house in the accepted sense of the term. It has a printing plant employed wholly for printing its own catalogues and other literature. That in itself is perhaps not a serious objection.

Where the government made the mistake was in giving the contract to the Eaton Company before considering its import. We are not quarreling with the government because they made this mistake. Governments as well as individuals err. We only ask, in view of the fact that they did make a mistake, that

they take steps whereby the evil wrought the retail trade in Ontario may at least be modified.

The government can do this in two ways. They can stipulate that the imprint of the Education Department shall be placed upon the books instead of that of the T. Eaton Company. Furthermore, besides doing this, they can distribute the books themselves.

We are not asking them to do something they cannot do, but are merely asking that they do that which under the provisions of the contract they have the power to do. As an act of justice to the retail interests of the country they should not hesitate to move in the matter.

Drawing a red herring across the track will not lead the retail trade to any other conclusion than that the onus of affording relief rests upon the Government. To the retail trade the red herring smells "fishy" and it will not divert retailers from their purpose to secure a remedy.

It is quite true, as Dr. Pyne says, that MacLean's trade journals are working in the interests of the retail trade. Why shouldn't we? No one knows better than Dr. Pyne the harm the department stores have wrought to the retail trade. In this reader contract the Education Department of Ontario, unknowingly, it is true, place in the hands of the T. Eaton Company a weapon more powerful and potent than any yet possessed by that or any other department store to further cripple and maim the retail trade.

For ten years and perhaps for longer, because the contract is renewable, every reader that leaves the department store will have on its title page what is practically an advertisement for the T. Eaton Company. As pupils requiring a reader can get it from the T. Eaton Company for the same price as the local retail dealer is charged they will only in rare cases be satisfied to pay the higher figure which must necessarily be demanded by the local dealer if he cares to handle the book at all, as the parents of the children are not likely to hesitate as to where they will buy the books. Twenty per cent. is twenty per cent., and they will be as anxious to save that discount as any business man would be on his purchases. Consequently parents will send to the department store for the readers and not only for them but for other school books besides.

But the trouble is they will not stop at school books. When sending for the latter they will naturally order general

merchandise—food, clothing, house furnishings.

Every reader bearing the imprint of the T. Eaton Co. will be an advance agent for the latter into every home which it enters.

It is these facts which are alarming the retailers of this country and cause them to join with the MacLean trade journals in asking the government to exercise the privileges it possesses under the terms of the contract.

The Hamilton Herald warmly praises the Government for providing cheap readers but says that the objection to the readers being used for advertising the T. Eaton Co. is a sound one. "No advertising matter," it declares, "ought to be allowed within the covers of these school books." That, in reality, is all that the MacLean trade newspapers are asking for.

Judging from the way in which Dr. Pyne is trying to draw a red herring across the track the government is not yet disposed to modify the terms of the contract. Until they are persuaded the retail trade should not let up for one moment in their agitation to have the objectionable features of the contract eliminated.

AGE AND HONOR DID NOT SAVE.

Bradstreet's and Dun's announce that one of the oldest and most honorable manufacturing firms in Canada has gone into liquidation.

Age and honor have not prevented commercial death. They were never alone known to do so. The trouble with this particular firm was that with age did not come the realization of the fact that to keep in business was to keep up-to-date. They had an idea that because they had been in business many years it was not necessary for them to give publicity to their products. They did not believe in advertising. They thought that those who needed their products would know where to find them.

A few years ago a retailer wrote to a business friend, asking him if a certain line of goods was made in Canada. This happened to be the very line the company that has now gone into liquidation made. The party receiving the letter drew the attention of the president of the concern to the enquiry, and the latter declared that the retailer who made the enquiry was a blank fool. "Everybody," he said, "that has brains knows perfectly well that we manufacture that line."

Age and honor, plus industry and enterprise, are valuable business-building qualities. Age and honor, plus lethargy and stupidity, superinduce dry rot.

Some Interesting Ontario Grocery Correspondence

The Strawberry Situation in Western Ontario — Bracebridge Grocer Favors 100-lb. Bags—Belleville Canning Factories Begin Work—Importance of Catering to Picnic Parties—Berries Handled in Perth on a One-Cent Margin.

CHATHAM.

June 30.—Strawberries are the chief feature of the grocery business just now. The price has held up remarkably well from the very start, good berries having commanded the price of 3 boxes for 25c right through. Occasionally, on account of deterioration, 4 boxes have been sold for 25c. On Saturday morning there seemed to be a glut, and this price was the rule for an hour or two. By noon the market was sold out, and during the afternoon the price went up to 3 for 25c, grocers having more demands than they could supply. The demand throughout has been exceptionally good. Growers consider that the season in this section has already started on its decline, and in which event no further break is likely. The first home grown cherries have already made their appearance, and the prospects for the raspberry crop are good.

Cecil G. Moore, after seven years' experience in the grocery business as clerk for Jas. N. Massey and his successors, C. H. Burnie & Co., is branching out on his own account, having purchased the business of H. G. Reed on King St., near William. He takes charge on Wednesday of this week. Mr. Moore had some experience as a grocery traveler a year or so back. Major Reed's intentions for the future are as yet unknown, though it is understood he intends to retire from active business.

C. H. Echlin, a retired farmer, has purchased the Teddy Bear grocery, owned by Miss Bennett, at the corner of Raleigh St. and Lorne Ave.

The question of Sunday selling of ice cream by restauraners and cigars by druggists has been brought before the police commissioners by the local Ministerial Association. The matter will probably be discussed at a special meeting of the commissioners. It is charged that both practices are widely prevalent.

J. F. Holden, western Ontario representative of the Magic Baking Powder Co., called on the trade last week.

Complaints have been made to the police that some bakers are selling a 16 oz. loaf with the 20 oz. label affixed.

Negotiations are in progress whereby, it is understood, the Blenheim branch of the Canada Flour Mills Company, Limited, is to be taken over by the manager, Jas. Rutherford.

Allan McRae, till recently proprietor of the general store at Oungah, has left for the Northwest, where he will locate.

W. C. Dainty, for thirteen years past principal of Wheatley school, has purchased a grocery business at Belmont, and will take possession about the middle of July.

A meeting of independent canners was held in this city last week, representatives being present from Tilbury, Stonev Point and Belle River. Nothing was divulged, however, as to the objects of the gathering.

Wallaceburg grocers have a good ball team this season, and are making other teams travel some.

Tomato can displays seem to be dangerous just at this season. A number of cans were displayed last week in Ruttan's grocery, Wallaceburg, when the heat of the sun caused one of the bottom cans to explode, shooting the rest into the air, a couple smashing a side window.

The Erie Fruit, Co., Leamington, held its annual meeting last week, the reports presented being encouraging. Directors were re-elected for the ensuing year, they being J. D. Fraser, J. Atkins, A. McLachlan, M. Malott, W. W. Hilborn, C. H. Kenny and John Richards.

The Leamington Canning Co. is just commencing operations. They have all the strawberries contracted for that they can handle, and will probably ship some away. Canners throughout this section are declining to purchase outside their contracts, unless they can secure strawberries at prices exceptionally low.

P. C. Little, grocer, of Blenheim, has just concluded a "popularity contest," in connection with his business. Some time ago Mr. Little offered a china set to the most popular lady in Blenheim—each purchase at his store counting for a certain number of votes. The scheme worked so well that Mr. Little has given four other candidates due bills for \$3 each on purchases of china.

A proposition is on foot by the Ottawa Department of Agriculture to inaugurate in August a cold storage car service between Kingsville and other Essex fruit growing points and Montreal, the car leaving the fruit section every morning. Cold storage accommodation will be provided on ocean steamers, not only to London, as heretofore, but also to Glasgow. The proposition is being cordially received by fruit growers in the Leamington section.

BRACEBRIDGE.

June 30.—Nearly every grocer in town Saturday had heavy shipments of Canadian strawberries. The samples were good and readily sold, the ruling price being 3 boxes for 25c.

Butter on Saturday again dropped in price, this time to 16c and 17c per lb. As a rule, our merchants during the summer months import most of the butter sold in town, but this year, according to one merchant, we have more home-made butter on hand than ever before.

Melville Ross is being congratulated on the appearance of his clean, bright store and the pretty window display of canned meats he exhibited last Saturday.

Peter Hutchison, grocer, took in the excursion to Guelph and Toronto last Thursday and Friday.

R. A. Lawson, who handles considerable grain in connection with his grocery store, says that a great deal could be saved in time, and figures if the Government would frame a law making all grain, seed and farm produce 100 lbs. to the bag. Selling by the pound, instead of the bushel is a grand idea and no mistake. For instance, a man comes in who wants the price of timothy seed. The merchant quotes the price by the hundredweight. The farmer writes elsewhere for quotations. They come back quoted a much lower price by the bushel, and, of course, thinking the quotations are for the same weight, sends his money away, only to find, instead of receiving the 100 lbs., he only gets the bushel. Letters of explanation follow, but the moral is: It would save mistakes like the above and give the home merchant the order, instead of some outside town.

A few days ago the Sons of Scotland camp of this town held its seventh annual gathering. It was favored with fine weather and a large crowd. You see all the grocers in this town with the exception of two are Scotch and hot Scotch at that. The merchants along the main street took an interest in the day by decorating and arranging special windows. Some very pretty ones were arranged showing the visitors from larger towns and the city of Toronto that the merchants here keep abreast of the times. In most of the sports the grocers had some representative. The lacrosse team which defeated All Saints team of Toronto had playing on the defence line, Jerry Reid and Charles Reid of Armstrong & Gillespie. In the one mile race Hutchison Bros entered W. J. Reid, who got third money.

D. McLaughlin of Woodville, Ont., and Mr. Plank, of Lorneville Jet., general merchants, spent Wednesday, June 16th in Bracebridge, seeing the sights of this busy town.

BRANTFORD.

June 30.—John Laing, clerk at G. S. Winter Son & Co., is erecting a new house on St. George St.

The canvassers for the new Machine Telephone Co. have been hard at work for the past few days. They state that results are good, over two hundred subscribers having already been secured. A large number of merchants have become subscribers and several are waiting to see what the result of the canvass will be.

Saturday's market was large. Strawberries were very plentiful being sold at 4 boxes for 25c, and it was expected the bulk of the crop would be harvested this week. They were selling on Monday at 5c per box. Green vegetables were sold on the market at 2 bunches for 5c; eggs 25c per dozen, spring chickens \$1.25 to \$1.40 per pair. Potatoes were plentiful at 7⁵/₁₀₀c per bag.

D. D. Clarke, who has had a grocery at the corner of William and Palace Sts. for the past eight months, has sold his stock and the store is closed. He intends going back to farming again. This makes two north ward closings in the past few weeks.

June 30.—Fruit just at Sons are supplying the tomers. Lanas arrived day night th

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June 30.—and wholesaly all told the done the best

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June 30.—In Intyre of Mid lost one of most highly thirty-five yea ness at Middle

GUELPH.

June 30.—There is a great demand for fruit just at present. Hugh Walker & Sons are having their hands full in supplying the wants of their many customers. Last week 3 carload of bananas arrived in the city and by Saturday night there were none left.

Saturday was a great day for strawberries and many crates changed hands. There were local berries in abundance, and of excellent quality. Many crates were brought in by Hamilton growers, which were soon snapped up.

The market on Saturday was a large one with plenty of buyers and good prices. The prices quoted ruled: butter, 19 to 20c; eggs, 22c; spring chicken, 40c to 50c, and strawberries \$1.75 crate.

BELLEVILLE.

June 30.—Local grocers, both retail and wholesale, when interviewed, nearly all told the same story—that they had done the best June business in years.

The John Sloan & Co., wholesale grocers, who have occupied quarters near the Grand Trunk station since they opened their branch office here some few years ago, have just completed arrangements for the lease of new offices and store-rooms, these being formerly occupied by the Corby Distillery Company.

Mrs. Ellen C. Thomas, who has conducted a prosperous grocery business here during many years, near the market, passed away on Friday, after six months' illness, from rheumatism. She was a sister of Alderman Thomas, of this city. Her son, Edward, and daughter, Jessie, will conduct the business.

The local canning factories began work in full blast this week, putting down strawberries. For several days it has been intensely hot, and unless rain comes shortly it will affect the growth. A couple of grocers contracted for all they could use at 5c a box, and some at present are paying 10c to supply their customers.

The grocers generally regret the closing of the Deaf and Dumb Institute, Albert College, St. Agnes School, etc., but the summer tourists coming in will help considerably.

There has been a shortage of lemons here for the past week, but at the time of writing a big consignment had arrived. The extreme warm spell was the cause.

A new "grocer" arrived this week at the home of Mr. and Mrs. Thomas Hanley, of Hanley Bros. Tom is coming in for congratulations.

W. Shortt, representing Lever Bros., of Sunlight Soap, was here recently.

Mr. Forsythe, traveler for McCormick's biscuits, of London, Ont., was here last week.

PERTH.

June 30.—In the death of A. R. McIntyre of Middleville, Lanark Co. has lost one of its most successful and most highly respected merchants. For thirty-five years he carried on his business at Middleville and through his fair

dealing built up a solid business connection. Mr. McIntyre was connected largely with county and township affairs.

Bread was a scarce article in Perth last Saturday. Every loaf in the five bakeries was sold at about 6 p.m. and late comers had to make out some way without it.

Local dealers handle home grown strawberries on a 1c a box margin. This seems small but its being small brings about one good result. Growers will turn their berries over to dealers rather than peddle them for the extra cent. This gives the merchants practically the whole strawberry business. Many berries are being brought in from western Ontario. Last Saturday although over 1,500 baskets were imported not a berry was for sale after 5 p.m. The ruling price was 3 boxes for 25c.

Butter is down somewhat. It dropped 3c this week to "paying 20c."

Cheese money counts for much in this section. Last Friday 2,700 boxes were boarded at a ruling price of 11½c. This means that this days sales will put, roughly, \$20,000 into circulation. As Perth business depends largely on farm trade these weekly sales count for much in a business way.

LINDSAY.

June 30.—A rumor went the rounds in Lindsay this week to the effect that J. R. O'Neil, grocer, on King Street, East Ward, was about to dispose of his business, and was calculating starting up in business in Toronto. However, Mr. O'Neil states that there is nothing in the rumor. He has no intention of vacating the good old town.

J. R. O'Neil and J. Dwyer, of Campbell's grocery, were in Toronto this week for a couple of days.

Peaches, the first of the season, appeared for sale in town this week. They are somewhat of a luxury at present.

The 45th Regiment camped at Sturgeon Point this year, and Adams Bros. provided the groceries, meats and hay. Some provisions were also provided for the soldier boys by other grocery firms, including A. L. Campbell and Joseph Brown.

Some of the town grocers are experiencing, or rather did experience, an unusual demand for conundrum biscuits during the past few months. The wafers or biscuits with the printed conundrum on them were very much in use at euchre parties during the past winter months and they "caught on," and as a result are becoming a table necessity. Of course, there are some grocers in town who do not carry these at all, but those who do state that the demand for them has been large.

At this season of the year, would it not be well for the grocers, especially those situated in towns on or near the water, to do some extra hustling to attract the eye of and cater to the picnic parties. In Lindsay, for instance, it is an everyday scene to see one, two, three or more picnic parties with their baskets nicely "packed" with dainty edibles, leaving for some secluded picnic

ground on the waterfront. Lindsay people are great for this sort of outings, and the yacht owners are lenient and courteous in meeting the wants of the citizens who get up these parties. It strikes your correspondent that the grocer, by a little extra thought, could capture some good trade by catering to this class of tourists—the picnickers. As a rule, in the hot weather the ladies are prone to enter the kitchen and stand over a hot stove cooking something for such an outing, and prefer to buy something nice and fresh from the store, and a neatly dressed window containing picnickers' supplies might net the grocer a considerable amount of profit. For instance, how about putting in the window some pickles, lump sugars, coffees, teas, bananas, oranges, lemons, breakfast foods, canned goods, olives, strawberries, fresh bread, cooked meats, butter, etc., having the same placarded with such signs as, "Here, for your picnic supplies," etc.?

Thos. Brady has had a simple, but yet attractive catsup and pickle window lately. The bottles are laid out neatly on the sawdust, and nothing else is in the window.

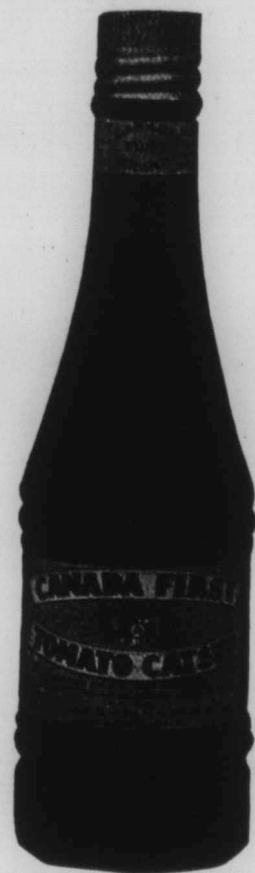
W. E. Baker, of the Baker grocery store, and Mrs. Baker, have just returned from a delightful trip through to the coast. Mr. Baker's health has greatly improved.

ST. CATHARINES.

June 30.—Strawberries are plentiful—too plentiful in fact to make good business. The growers are disappointed because of small prices realized, namely, from seventy-five cents wholesale to one dollar per crate retail. Deduct from these prices twenty cents for crate and twenty-four cents for picking and one can readily see that the net amount for berries is not very great. "Poor pay," the grower says, "for time and energy expended on the vines." The grocer on the other hand, while the buying price is low so that he can retail berries at five cents per box with a profit, finds that in place of large sales that the turnover is limited. This is explained by the fact that the growers in their endeavor to realize as much for their crop as possible, are peddling from house to house and offering berries to the grocers' customers at exactly the same price they expect the grocer to pay by the crate.

The canners seem to be the only persons profiting by the large crop and small prices. They take what berries they require at prices ranging from sixty-five to seventy-five cents per crate. They are not bound by contract to accept berries more than they require day by day and in this way they are eliminating the loss caused by deliveries being made heavier than they could can the same day.

The St. Catharines Cold Storage and Forwarding Co. have made an experimental shipment of a carload of strawberries for Winnipeg. The shipment was a co-operative one representing about one hundred growers. In case of failure the individual loss will be small while if successful the result will be of great importance to the fruit growers of this district.



AYLMER Tomato Catsup

Why pay fancy prices for imported
Catsup when you can obtain as good or

Tomato Catsup

Why pay fancy prices for imported Catsup when you can obtain as good or better quality at very much lower prices?

Aylmer Tomato Catsup

is the best value on the market.

Aylmer Tomato Catsup

has been for years, and still is, the standard for all Catsups.

CANADIAN CANNERS
LIMITED

Notes from the Maritime Provinces and Quebec

Some canners have announced prices for canned vegetables and strawberries. The prices are lower than those of last year. Prices will not be guaranteed as in former years, the market being an open one for both buyer and seller. At the present writing the prospect is that the grocer will purchase his requirements at favorable prices.

Next month the majority of the retail stores will be closed Wednesday afternoons.

HAMILTON.

June 30.—The Retail Grocers' Association is making every effort to have the annual picnic the best ever. Transportation arrangements have been made with the Grand Trunk and the T. H. & B. railways to seat six thousand people, one hundred first-class coaches having been engaged. Many new games and amusements have been added for the delectation of their customers. Hamilton grocers are recognized as a "pretty sporty crowd" and when they undertake a thing, it generally shows up all right. R. M. Hill, the "high pressure" secretary is working overtime to make this year's picnic a landmark and when "Bay" Hill gets on the job it looks good.

THEIR ANNUAL PICNIC.

Comfort Soap Works' Employes Enjoy Hospitality of the Company.

Toronto, June 30.—On Saturday, June 26th, the employes of the Comfort Soap Works, held their annual picnic and games at High Park, and it proved to be in every respect most enjoyable and was pleasingly successful.

The fraternal feeling and harmony that exists in this large manufacturing establishments was delightfully manifested by the manner everyone, large and small, entered into the spirit of the outing and good naturedly contested with each other in the numerous games provided. This was gratifying to all present and especially to those closely associated with the Comfort Soap Works.

An excellent repast was served to the large gathering under the supervision of Miss Maude Lehmann, to whom much credit is due for this essential part of the outing. At the conclusion of the refreshments the liberal prizes donated by the company were distributed to the successful contestants, after which an exciting game of baseball was played. F. D. Cockburn captained the eastern portion of the Dominion and Wm. Colville the western. The latter "put it all over" the easterners, much to their discomfort and most comforting to the westerners. Mr. Cockburn did the catching for his stalwarts. While this noted gentleman may stand high in his profession as an "order catcher" he could not, in the phraseology of the excitable fans present, "catch a cold" or "stop a balloon."

The day's enjoyment was brought to a close with cheers for President Knight and Managers Millar and Massacar, and the singing of the National Anthem.

The President placed his automobile at the disposal of the "kiddies" and they were not slow to avail themselves of the rich treat.

More Large Sugar Importations Into Halifax—The Remodeling of a Halifax Store—Salmon Catches at St. John Not Large.

ST. JOHN.

June 29.—The fact that Ontario and Manitoba flours are now identical in price in the wholesale market is causing much speculation among local dealers. There seems to be a feeling among them that the Manitoba millers will not at present raise their prices any higher. The reason given for this view is that these concerns are now getting, or will soon secure, the bulk of the business. On the other hand it is felt that the Ontario millers will have their revenge later on when there is more wheat on the market. For certain branches of the baking business Ontario fall wheat, it is said, makes a better flour than Manitoba. Many bakers when mixing their bread sponge, use equal qualities of Manitoba and Ontario flours and many housewives do the same. On the whole dealers say that Ontario flour will not likely be as low again as it has been.

Catches of harbor salmon have not been as heavy as the dealers would like and the price has kept pretty high thus far. The lowest quotation has been 16 cents a pound and it is doubtful if any lower figure will be quoted. The United States market has taken a large quantity and it is expected shipments will continue heavy until after the 4th of July and by that time the best of the fishing will be over.

William C. Cross, manager of Hall & Fairweather; William W. Harding, of the W. F. Holloway Company and Andrew Malcolm, are the delegates from the Maritime provinces to the annual meeting of the Wholesale Grocers' Exchange, in Victoria. Mr. Cross, before returning, will visit some of the principal points in the United States, along the Pacific Coast.

James Pender will likely be a delegate, along with W. F. Hatheway, from the St. John Board of Trade, to the meeting of the Chambers of Commerce of the Empire, which opens in Sydney, Australia, on Sept. 14. Mr. Hatheway is a wholesale grocer and Mr. Pender is head of the Pender Nail Works, of this city.

Letters patent have been issued incorporating F. E. Law, commission merchant; Oliver B. Akerley, commission merchant; Frank E. Williams, grocer and provision dealer; Alex. W. MacRae and George Swanton, to purchase the export business carried on at present by the F. E. Williams Co., and to be known as the St. John Produce Co., with a capital of \$49,000.

MONTREAL.

June 29.—A good sized cargo of food-stuffs was abandoned when the Quebec Steamship Company turned over the wrecked steamship Campana to the underwriters. The boat went on the rocks at St. Valier, below Quebec, a couple of weeks ago, and was finally given up by the owners last Thursday. Included in the cargo, valued at \$15,000 were 4,500 bags potatoes, 450 cases lobsters, 200 cases eggs, and several barrels and packages of fish. The boat plied be-

tween P.E.I. and New Brunswick points and Montreal, making weekly trips. The vessel will be replaced by the Trinidad.

One of those receiving Birthday Honors at the hands of the King this year was W. J. Gerald, Deputy Minister of Inland Revenue, Ottawa, who was made a Companion of the Imperial Service Order. The appointment will be learned of with pleasure by Mr. Gerald's many friends and acquaintances, for he has been an indefatigable worker, and has done much good work. He has been connected with the department for several years, at one time being secretary. His latest effort for the improvement of conditions for the trade and the public is the proposed establishment of food standards for Canada. He, and A. McGill, Chief Analyst, have been working on this matter for months.

Robt. Meighen, president of the Lake of the Woods Milling Company, Montreal, has made an offer of the most patriotic kind to members of the firm's staff. To all of them who belong to the militia, or will join, the firm will grant two weeks' holidays, besides what time they may spend in military camp every year, and Mr. Meighen, will hold himself personally responsible for the payment of their salaries during the extra holidays they may thus obtain. Mr. Meighen's patriotism has been favorably commented upon in business and military circles.

E. D. Morton, of C. & E. Morton, London, Eng., visited Montreal this week, on his way home after completing a circuit of the world, and expressed himself as delighted with the improvement noticeable in Canada since his last visit, some three years ago, especially in Montreal, where he said he was surprised at the number of new buildings which had been erected. While in the city he made his headquarters with Watt, Scott and Goodacre, the firm's agents.

HALIFAX.

June 30.—Jobbers report the grocery business in a very satisfactory condition at the present time. In fact trade is said to be exceptionally good at this season of the year. Excellent orders are coming in from the country districts and the prospects are bright for a good season's business. The crops are in splendid condition and everything points to a good yield.

Collections show considerable improvement of late, and business men are quite enthusiastic over the outlook. Fruit is now coming in in large quantities and the most of it is of splendid quality. The holiday in Halifax this week made fruit in good demand and all the jobbers report large sales. The market is still well supplied with potatoes and the stock has wintered remarkably well. In fact, all produce is in fine condition and it is now in good de-

mand. Price season of the plentiful made only winter price

Heavy im arrive here steamer Sob week from t eighteen tho most of this

The price Cherries and are now on are especiall fifty cents ea \$2, and plun bers have c since last re \$5 per box. beets are no demand is li

George J. of the G. T. St. John, N.I This firm specialties, that they wil with Mr. Me

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grocery busi Courtney fou ing was inec trade and he brick structu and stone bui the fine weath going and no

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The grocer Chappell, of painted and now presents now. It is cleanest groc The addition c made quite a premises.

NEW

June 30.— Sackville, on have been pe ehants' Day" then. Low ra the N.B. and merchants wil tive offers to will be spare biggest and b held there.

Authentic Information on Western Conditions

Difficulties in Placing British Columbia Fruit on Western Markets—Only One Winnipeg Grocer Dresses Window for Horse Show—Cured Meats Advance in Regina—Active Canned Goods Trade in Calgary.

VANCOUVER.

June 29.—The high price feature of the potato market will soon pass away with new Californias being quoted at three cents a pound wholesale, or \$60 a ton. This was the price of old potatoes a short time ago, and now that new ones of respectable size have started to come in there should be a continued drop in prices.

With an influx of local strawberries, the price has come down to about 10c a box wholesale, or \$2.25 a crate. They retail at two for a quarter and are considered pretty cheap, seeing that they have not been below two for 35c so far this season, with a not unusual quotation at 20c and even 25c. A nice shower of rain this week will do much toward improving the quality.

Local eggs have taken an upward tendency, being quoted wholesale at 30c and 31c. Easterns are 28c and 29c, while Manitoba candled are 25c.

Navel oranges are about cleared off the market, and will be followed by Valencias, which are \$2 a crate. Mediterranean sweets have been available for a little time past.

The London Grocery Company, of this city, has bought out the People's Grocery, corner Fifth Avenue and Granville Street. Mr. Petch, late of the White-Thompson Company's store, and Mr. Clarke, late of the London Grocery, will be in charge.

Leon Melekov, of Vancouver, is re-organizing the firm of M. R. Smith & Company, biscuit and confectionery manufacturers of Victoria. The capital is being increased from \$125,000 to \$300,000.

The Lower Mainland Milk and Cream Shippers' Union, at a meeting held in New Westminster, decided to raise the price of milk delivered in Vancouver from 17½c per gallon to 20c a gallon, and the price of cream to \$1.10 per gallon. The price of milk and cream at other points will be in proportion. The reason given for the increase is the difficulty in keeping milk good until delivered during the hot weather. Many of the small grocers in the residential districts handle milk. Members of the Union stated that the middlemen, those who deliver, sell at 40c a gallon in some cases, making as much as 100 per cent. An effort is to be made in the fall to form a farmers' dairy to deliver direct to the consumer.

In accordance with the custom to alternate the presidency of the B. C. Wholesale Grocers' Exchange between the two chief cities, the president for this year is Simon Leiser, of Victoria, head of one of the pioneer wholesale grocery houses in the province and president of the Victoria Board of Trade. The election took place at the annual meeting held in the Board of Trade rooms, Victoria, the other officers being: Vice-president, H. T. Lockyer, Vancouver; hon. treasurer, P. Wollaston, jr., Victoria, re-elected; secretary, F. Elworthy, Victoria, re-elected; as-

sistant secretary, J. N. Ellis, barrister, Vancouver; directors, Robert Kelly, G. Macdonald and C. H. Gross, Vancouver, and L. A. Genge, James Thompson and H. G. Wilson, Victoria.

Okanagan fruit dealers have the same complaint to make regarding the tariff as the lumbermen of British Columbia, viz., the United States grower is enabled to dump surplus product into the Canadian market at a sacrifice, demoralizing the market on this side of the line while preserving that on the "American" side. Cheap negro labor in the nearer South gives an advantage to the berry grower in the United States, and this has been distinctly felt in the prairie country. S. J. Fee, manager of the Vernon Fruit Company of Saskatchewan, shows how the market is being glutted, and the unfairness it works to the grower in British Columbia particularly. A post card, surrounded by a border of the word "strawberries" prominently displayed, has been circulated broadcast, he says, through Saskatchewan, the card reading:

Regina, Canada, June 10th, 1909.

We have a straight carload of Missouri berries due on Friday. Don't miss this opportunity to secure your preserving requirements. Wire your orders. — Limited.

Across the face, typewritten, is the price, \$3.65. In bringing this to notice, Mr. Fee points out the attempt that is being made to get people to preserve before the B. C. berries were on the market, one of the objects being to force the growers in British Columbia to sell to jobbers at the latter's own prices. The jobbing houses in the cities on the prairie are nearly all controlled by "Americans," and last year, Mr. Fee declares, their orders to him were "sell through us on our own terms or we will shut you out of these markets." The reply was that it was a strange thing a Canadian could not sell Canadian goods in a Canadian market without having to pay tribute to a foreign company. There was quite a fight, but the Canadian got the best of it. Still the "Americans" did what they threatened, says Mr. Fee, namely, flooded the country with fruit from the United States, keeping the markets glutted, causing waste, loss and low prices. The prices made on the Missouri berries, \$3.65, is equal to \$2.25 at Vernon. On the imported fruit, there is 48c per crate duty, but negro labor is low in Missouri and berries can be profitably grown there at \$1.50 per crate. But this is not the principal disadvantage, Mr. Fee points out. For instance there are 15 carloads of berries going into Minneapolis; the market there will take ten at good prices, while fifteen means a glut with low prices for the whole lot. As it is now, Minneapolis jobbers will dump the odd five into Canada, taking chances on a loss, but making good on the other ten. With "Americans" controlling many of the jobbing houses west of Winnipeg,

mand. Prices are reasonable for the season of the year. In consequence of the plentiful supply the jobbers have made only slight advances over the winter prices.

Heavy imports of sugar continue to arrive here from the West Indies. The steamer Sobo that arrived here this week from the Southern Islands brought eighteen thousand bags of sugar. The most of this sugar is for Montreal.

The prices of fruit are unchanged. Cherries and plums and watermelons are now on the market. The melons are especially large and are quoted at fifty cents each. Cherries are selling at \$2, and plums at \$3 per crate. Cucumbers have dropped 25 cents per box since last report and are now selling at \$5 per box. New American carrots and beets are now on the market, but the demand is light as the prices are high.

George J. McQuarrie, representative of the G. T. Barbour Company, Ltd., of St. John, N.B., was in Sydney this week. This firm manufactures grocers' specialties, and there is a possibility that they will open a branch in Sydney with Mr. McQuarrie in charge.

Doing business at the same old stand while a brick building is being erected over their heads is what is going at the corner of Brunswick and Jacob streets, where T. F. Courtney & Co., do a large grocery business. Some time ago Mr. Courtney found that the present building was inadequate for his increasing trade and he decided to erect a modern brick structure in place of the wood and stone building now occupied. When the fine weather set in he started the work going and now it is proceeding rapidly. The building is being erected by day work. Mr. Courtney engaged a foreman who is superintending the work for him and the new structure is rising rapidly. There has been no stoppage of the grocery business since the new building was started. Of course they are a little cramped for room, but otherwise everything is running quite smoothly. The new building will be ready for occupancy in the course of a few months, and it will be quite an addition to the north end of the city.

The grocery store of Ernest C. Chappell, of Charlottetown, has been painted and renovated throughout and now presents a very attractive appearance. It is one of the brightest and cleanest grocery stores in that city. The addition of a large light outside has made quite an improvement in the premises.

NEWCASTLE, N.B.

June 30.—All roads will lead to Sackville, on July 14th. Arrangements have been perfected whereby a "Merchants' Day" will be held in that town then. Low rates have been secured on the N.B. and P.E.I. Railway, and the merchants will make especially attractive offers to cash buyers and no effort will be spared to make July 14th the biggest and best Merchants' Day ever held there.

THE CANADIAN GROCER

they have distributing sources for their goods. Mr. Fee points out that while these conditions are apparent, it is difficult to get material evidence, but he outlines the facts so that Canadians may see the unfairness of American methods and rally to the support of the Canadian grower.

A. Macdonald, head of the wholesale grocery firm which has branches in Winnipeg, Nelson and Vancouver, has purchased two lots in Nelson and will erect a three-storey brick structure for use as offices and warehouses. The business done by Mr. Macdonald's house shows a very considerable increase over that of former years.

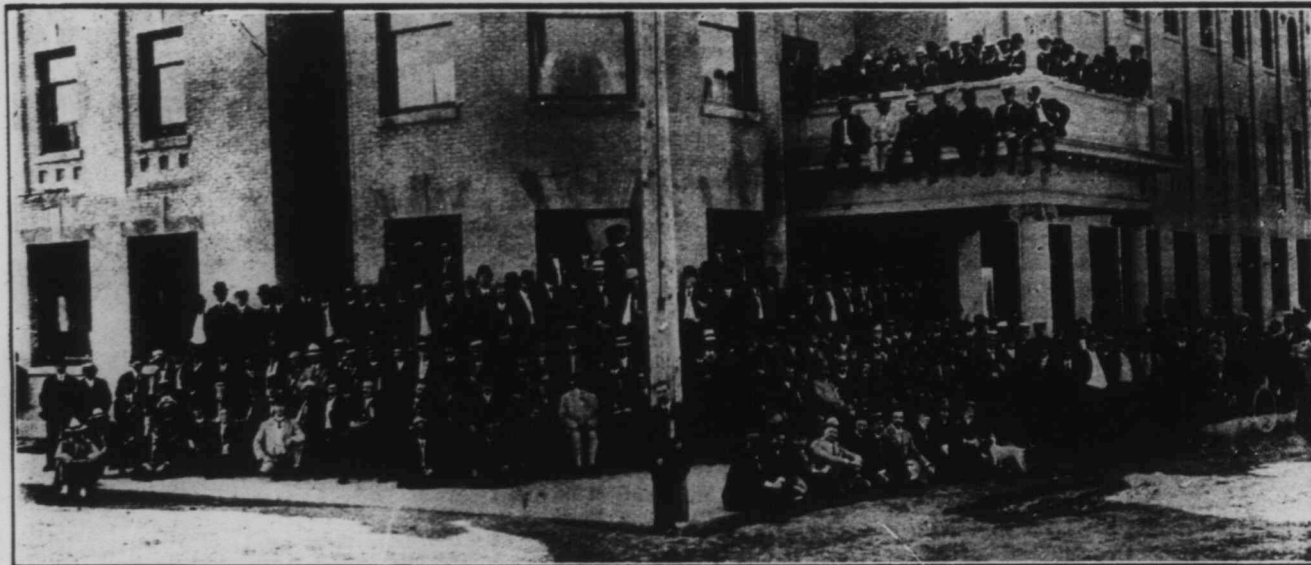
Reports are that the shipment of lobsters recently brought out from Eastern Canada are doing well. Rev. G. W. Taylor, who is in charge of the Dominion biological station at Nanaimo, B.C., is having hatched some spawn taken from the lobsters brought out. The eggs are developing and it is expected they will come to perfection. He has also a few of the adult lobsters in cages where they may be closely observed.

in the city will show a decline in business for the past ten days as compared to any week since May 15. When the writer called upon a grocer a few days ago he was examining the city map in an endeavor to locate a site in some other portion of the city where business might perchance be more congenial. He said, "people do not wish to deal with me, they prefer to go down town." At that moment the Horse Show was occupying the minds of more people in the city than any other single thing. Crowds were on the street eagerly gazing into every window they passed, in order that they might discover something new which would tend to intensify the gay spirit which was everywhere in the air. These things the grocer calmly ignored. Old goods filled his window in a jumbled way. Dust had accumulated on several articles. There were some oranges there, partly decayed. "Things were not moving as they ought," he said. He did not know why.

The Canadian Northern Railway is evidently preparing for a big rush of freight this fall as hundreds of new

appear to have been killed. At the Robson settlement on the Columbia river, not a single tree was destroyed by frosts, which is more than can be said for some other localities. The fact that irrigation is not required in that particular settlement is advanced as a strong argument in favor of the locality.

The directors of the Manitoba Grain Growers' Association met in conference with Premier R. P. Roblin, on June 23, and discussed government ownership of elevators with him for several hours. As a result of the meeting the secretary of the association has been instructed to have petitions for the provincial ownership of elevators and the dominion ownership of terminal elevators circulated throughout the province in the districts heretofore overlooked, with a view to have them presented to the different governments next December. At a recent meeting of the executive association a letter was read from E. W. Hopkins, president of the interprovincial council, instructing R. McKenzie to engage counsel to appear on behalf of the interprovincial



The Delegates Assembled at the Associated Board of Trade Convention, Saskatoon, Sask., on June 15th and 16th.

The rebate which is being made to Canadian fish shippers of one-third of the cost of express on consignments into the prairie provinces is having a marked effect on the trade, an increase of thirty per cent. being noted.

WINNIPEG.

June 29.—A peculiar effect of the great event of the week—the horse show—was to enliven to a marked degree the window display work of the city. The response to the prize contest given out by secretary C. W. Graham was admirably taken up by the merchants in almost every retail line. It is disappointing however to note that the grocers in the city were more lax in this regard than other merchants. Only one grocer in the city entered this contest, and although credit must be given for this attempt, yet it is evident that neither time nor artistic taste were lavished on the display. It cannot be argued that lack of time prevented grocers from entering the competition, since the books of almost every grocer

box cars are arriving here every week. They are of the 60,000 pound class and measure 8 feet high by 36 feet in length, and are up-to-date in every particular.

Though the spring was cold and late vegetation has been very vigorous since the warm weather set in. Late sown cereals and vegetables are almost as far advanced as they would have been if the growing season had been earlier. In the back yard garden of E. G. Mahara of this city, potatoes which were planted on May 14 are 18 to 20 inches high, and blossoming, and others planted 28 days are over a foot high.

Winnipeggers who have fruit farms and other property interests in southern British Columbia, have been alarmed by reports of serious damage caused by the late and unusually severe spring frosts, which have occurred in the Okanagan and other districts. Advices from the Kootenay are to the effect that nearly all the trees here came through the winter in good shape, and only in rare instances do even peaches

association of grain growers, before the Board of Railway Commissioners in Ottawa, in support of their claim for reduction of the storage charges at the terminal elevators. Mr. McKenzie will also appear in support of a reduction in the same storage charges. A motion was passed in the matter of the claim of Mr. Thompson against a local elevator company for the loss in a car of oats, referred to the executive by the Shoal Lake branch of the Grain Growers' Association. The association will take up the matter if a satisfactory arrangement is not arrived at within a reasonable time.

H. B. Gordon, of Codville Co. Ltd., of this city, reports the opening of a wholesale branch of his house in Saskatoon. A site has been secured and a warehouse and office will be erected at once.

Milton Muldrew, who for some time has been connected with the wholesale house of G. F. & J. Galt, of this city, has been secured as city traveler by Foley Bros. and Larson.

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THE CANADIAN GROCER

SASKATOON.

June 29.—A deputation of farmers from Floral waited on the city council this week and urged that a market be established in the city for the disposal of farm produce. The matter is now under consideration.

W. T. Stevens has taken charge of the grocery department in the MacBeth store.

J. F. Cairns has just received a carload of canned goods from Ontario. A display of the goods has been made in the east window by Harold Parr. In the west window there is on extensive display of biscuits.

REGINA.

June 29.—The large displays of California deciduous fruits, such as apricots, plums and peaches, and Florida watermelons attracted a great many shippers this week and a good business was done in these lines and in fact all fruits have been moving well lately. There has been a noticeable shortage of strawberries during the week. The B. C. berries are considerably later than last year and we understand the prospects are for a lighter crop.

One firm issued a new price list during the week showing a general increase in the prices on all lines of cured meats, which are now at quite high figures. All the jobbers report that butter is beginning to come in quite freely, but that eggs are dropping off. For number one dairy jobbers are allowing from fourteen to fifteen cents here and about two cents a pound less, according to quality, for number two. Butter is an article which the country merchants cannot look after too closely both in regard to seeing that the different grades are packed separately in different boxes and also that it is stored in a good place. During the warm weather very little affects the quality of it and reduces the prices which they might otherwise realize for it.

On account of the new pack strawberries being close at hand the local jobbers this week reduced the price of these to \$3.85 per case.

R. J. Campbell, senior member of the firm of Campbell Bros. & Wilson, Winnipeg, was in the city during the week looking over their property here with a view to starting the erection of their new warehouse.

CALGARY.

June 29.—Calgary bank clearings again show a large increase over the corresponding week of last year, the total being, for the first time in the history of the city, over the two million mark, an increase of some 89 per cent.

Timely showers of rain have fallen in nearly all districts. This, with warm weather, is inducing very rapid growth and grain and vegetable crops are making splendid progress throughout the whole West. Pastures are fine. The output of butter this season will be the largest in the history of Alberta, it being estimated that the government creameries alone will make not less than two and one half million pounds. This butter is practically all shipped to British Columbia and Yukon points. The

resulting benefits are considerable to our dairymen, farmers, and merchants, as the creameries distribute a large amount of money from month to month. Railway construction and survey work are active in many parts of the province. The demand for produce is heavy, the market being right at the producers' door in many instances, and good prices are being paid for butter, eggs, hay, oats, etc.

Fresh fruits are in good supply. California apricots are in but the price is high, 15c per lb. B.C. strawberries were more plentiful this week. On Monday of last week the retail price dropped to 2 boxes for 25c. It is said that the crop is not large this year, and that prices will hold moderately firm for good stock. The grocers all handle large quantities of B.C. fruits, some of them having direct connections with the grower and shipper.

There is also considerable activity in canned goods of the present season's pack. Many of the large retailers are taking advantage of the low prices being quoted, and are anticipating their requirements well in advance. The demand will be heavy this season, as many retailers have bought sparingly during the past two years. The demand for canned salmon is good. Stocks, generally, are not heavy, the jobbers having bought sparingly last year in anticipation of lower prices for this season's pack. This, however, will not be available for nearly four months, so that, should opening prices be low, stocks will be practically cleaned up before the new goods are on the market.

Fresh pineapples have been selling at \$2 per dozen, a very favorable price in this district, and many housekeepers are taking advantage of it for preserving purposes. Imported plums and peaches are also newly arrived on the market.

The volume of business, both wholesale and retail, is heavy, and prospects excellent for a continuation of like conditions.

MANITOBA MARKETS

(Corrected by Telegraph).

POINTERS—

- Advances—
- Beans.
- Dried apples.
- New Arrivals—
- Currants.
- Scarcities—
- Figs.
- Weak Market—
- Canned goods.
- Declines—
- Tubs.

Winnipeg, June 30, 1909.

The retail trade of the city naturally turned to dry goods and millinery during the past few days. The horse show was everything. This seemed to react upon the grocery business, since the trade fell off considerably at the time. A driver, who was not being rushed, as usual, recently remarked, in a crude way, that "people do not eat when ex-

cited." The condition of things in Winnipeg for several days would lead an observant person to think that there was considerable truth in the driver's statement.

Market prices have not declined, however, and some advances are recorded. Strawberries have been fluctuating greatly for several weeks. The first arrivals of the Hood river berry are all cleaned off and new shipments are expected this week. The B. C. berries are on the market in limited quantities, and command a price from \$4 to \$6 per crate. It is expected that the next Hood river variety will not reduce the price, and that the season will run on and close with high price berries. Pineapples are low, as usual, and housewives are preserving large quantities. Tubs have made a sharp decline, which may be only temporary.

SUGAR—The market is steady and the trade is quite heavy.

Montreal and B.C. granulated, in bbls.....	5 90
" " " " " " " " " " " " " "	4 95
" yellow, in bbls.....	4 60
" " " " " " " " " " " " " "	4 55
Wallaceburg, in bbls.....	4 91
" " " " " " " " " " " " " "	4 90
B.C. gunnies granulated, 5-18's to bale, per cwt.....	4 95
" " " " " " " " " " " " " "	4 95
" icing.....	5 60
" bar sugar.....	5 60
Icing sugar, in bbls.....	5 60
" " " " " " " " " " " " " "	5 80
" " " " " " " " " " " " " "	6 00
Powdered sugar, in bbls.....	5 35
" " " " " " " " " " " " " "	5 35
" " " " " " " " " " " " " "	5 85
Lump, hard, in bbls.....	5 90
" " " " " " " " " " " " " "	6 00
" " " " " " " " " " " " " "	5 90

SYRUP AND MOLASSES—The market is firmer and sales are fair.

Syrup "Crown Brand," 2-lb. tins, per 2 doz. case.....	2 20
" " " " " " " " " " " " " "	2 65
" " " " " " " " " " " " " "	2 40
" " " " " " " " " " " " " "	2 45
" " " " " " " " " " " " " "	0 03½
" " " " " " " " " " " " " "	0 03½
Beaver Brand, 2-lb. tins, per 2 doz. case.....	3 30
" " " " " " " " " " " " " "	3 80
" " " " " " " " " " " " " "	3 50
" " " " " " " " " " " " " "	3 40
Barbadoes molasses in ½-bbls., per gal.....	0 49
Porto Rico molasses in ½-bbls., per gal.....	0 60
Gingerbread molasses, ¼ bbls., per gal.....	0 40
New Orleans molasses, ½ bbls., per gal.....	0 36

FOREIGN DRIED FRUITS — The raisin market is slightly firmer than last week; currants have come in recently, but there is no change in price. In some quarters they are selling below the quotations.

Smyrna Sultana raisins, uncleaned, per lb.....	0 07
" " " " " " " " " " " " " "	0 08½
Valencia raisins, f.o.s., per case, 28's.....	1 65
" " " " " " " " " " " " " "	1 80
" " " " " " " " " " " " " "	1 95
California raisins, choice seeded in ¼-lb. packages.....	0 05
" " " " " " " " " " " " " "	0 06
" " " " " " " " " " " " " "	0 06½
" " " " " " " " " " " " " "	0 08
" " " " " " " " " " " " " "	0 08
Raisins, 3 crown muscatels, per lb.....	0 05
" " " " " " " " " " " " " "	0 05½
Prunes, 90-100 per lb.....	0 05
" " " " " " " " " " " " " "	0 05½
" " " " " " " " " " " " " "	0 06
" " " " " " " " " " " " " "	0 06½
" " " " " " " " " " " " " "	0 08½
" " " " " " " " " " " " " "	0 09
Silver prunes.....	0 09
Currants, uncleaned, loose pack, per lb.....	0 07½
" " " " " " " " " " " " " "	0 08
" " " " " " " " " " " " " "	0 08½
" " " " " " " " " " " " " "	0 08½
" " " " " " " " " " " " " "	0 08½
Pears, per lb.....	0 08½
Peaches, standard, per lb.....	0 07½
" " " " " " " " " " " " " "	0 08
Apricots, standard, per lb.....	0 13½
" " " " " " " " " " " " " "	0 14
Plums, black pitted, per lb.....	0 11½
Nectarines, per lb.....	0 09½
Dates, new, per lb.....	0 07

MAPLE PRODUCTS—Supplies are getting low, and prices on syrup are firmer.

THE CANADIAN GROCER

Sugar, per lb. 0 13
 Syrup, gallons, 1 doz. to case, per case 6 60
 " " 1 doz. to case, " 7 20
 " " 2 doz. to case, " 7 50

POT AND PEARL BARLEY — The market is very firm.

Pot barley, per sack 2 70
 Pearl barley, per sack 3 90
 " " per 1/2 sack 2 05

QUAKER OATS—Cereal goods are firmer this week.

Family size 5 00
 Quaker oats, 36 packages 3 50
 Quaker toasted cornflakes, 24 pkgs. 2 00
 Pettijohn breakfast food, 18 pkgs. 2 25
 Puffed rice in bbls., per lb. 0 22

ROLLED OATS—We quote the following firm prices:

Rolled oats, 80 lb. sacks, per 80 lbs. 2 50
 " " 40 " " 80 " 2 55
 " " 20 " " 80 " 2 60
 " " 8 " " 80 " 2 90

CORNMEAL—This price is very firm and next week we expect to quote an advance. The advance is not general and consequently not settled. The trade is running into other cereal lines at present.

Cornmeal, per sack 2 10
 per 1/2 sack 1 10
 per bale (10, 10's) 2 40

NUTS—The market is much weaker. We quote a reduction of from 1c to 4c per pound.

Shelled Walnuts, in boxes, per lb. 0 23
 " " small lots, per lb. 0 24
 " " Almonds, in boxes, per lb. 0 27
 " " small lots, per lb. 0 28

HONEY—
 Honey, 2 1/2 lb. tins, in case 24 8 85
 " " 12 " " " 8 75

TUBS—The market suddenly declined this week on these lines. As a rule the prices seldom change. It is expected that the trade will be stimulated on account of the low prices.

Eddy's tubs, No. 0, per dozen 10 40
 " " 1, " " " 8 50
 " " 2, " " " 7 00
 " " 3, " " " 5 55
 " " nests of 3, No. 0, 1, 2, per nest 2 15
 " " " 3, No. 1, 2, 3, per nest 1 75
 " " " 4, No. 0, 1, 2, 3, per nest 2 65

BEANS—The 3-lb. pickers are very scarce. New York buyers are gathering in every bushel available in Ontario. The price is exceptionally high.

3-lb. picker, per bushel 2 70
 Prime white, per bushel 2 60

GREEN FRUITS AND VEGETABLES — Vegetables are slightly cheaper. Lemons are firmer and may advance. Wholesalers have advanced pineapples, but retailers are at present selling at cost.

Celery, Florida, per doz. 1 25
 Tomatoes, Florida, per case 3 75
 Lettuce, per doz. 0 25
 Radishes, per doz. 0 25
 Parsley, per doz. 0 30
 Oranges, per box 3 00 4 00
 Lemons, " 4 50 5 50
 Bananas, per bunch 2 50 3 50
 Strawberries, per case, 24 qts 4 00 6 00
 Pineapples, per crate 3 60
 Apples, Wash. box, Ben Davis 3 00
 Rhubarb, per box 2 00

CANNED GOODS—We do not quote any prices on account of the unsettled condition of the local market. A new standard price is being struck off and will be available in a few days. The market is weak to-day.

	Group No. 1	Group No. 2 & 3
Apples—3's standard, per case	\$2 44	\$2 24
" gals., standard, per case	1 55	1 53
Cherries—Red, pitted, 2's	4 18	4 08
" black, pitted, 2's	4 18	4 08
" white, pitted, 2's	4 38	4 28
Currants—Red, 2's	4 18	4 08
" black, 2's	4 18	4 08
Gooseberries—2's	4 58	4 48

Lawtonberries—2's 4 19
 Peaches—Yellow, 2's 4 18
 " " yellow, 3's 6 54
 " " pie, unpeeled, 3's 3 34
 " " pie, peeled, gals. 2 42
 Pears—Flemish Beauty, 2's 3 68
 " " Flemish Beauty, 3's 4 74
 " " Globe Ls., 2's 2 78
 " " Globe Ls., 3's 4 14
 Plums—Danson 1's, 2's 2 28
 " " Lombard 1's, 2's 2 28
 " " Green Gage 1's, 2's 3 08
 Raspberries—Red, 2's 4 18
 " " red, gals 3 80
 " " black, 2's 4 18
 " " black, gals 3 80
 Strawberries—2's 4 18
 gallons 3 80

MEATS—

Clark's 1 lb. pork and beans, plain, per case 2 50
 " " " " " " " " " " " " " " 2 08
 " 2 67
 " " tomato sauce, per case 2 55
 " 2 67
 " " Chili " 2 55
 " 2 08
 " 2 67
 Soups, per doz 1 20
 Corned beef 2's per doz 2 70
 " 1's per doz 1 50
 Roast beef, 1's, per doz 1 50
 " 2's, " " " 0 55
 Potted meats, 1's, per doz 1 25
 Veal loaf, 1/2 lb., per doz 2 35
 Ham loaf, 1/2 lb., " " 1 25
 " 1 lb., " " 2 35
 Chicken loaf, 1/2 lb., " " 1 25
 " 1 lb., " " 3 50
 Lunch tongue, 1's, per doz 3 30
 Sliced smoked beef, 1/2 lb. tins, per doz 1 55
 " 1-lb. tins, " " 2 65
 " 1-lb. glass, " " 2 45
 English brawn, 1's, per dozen 1 60
 " 2's, " " 2 75
 Cambridge sausage, 1's, per dozen 1 85
 " 2's, " " 3 15
 Geneva sausage, 1's, per dozen 3 00
 " 2's, " " 3 65
 Boneless pig's feet, 1's, per dozen 1 65
 " 2's, " " 2 75
 Lunch tongue, 1's, per dozen 3 30
 " 2's, " " 6 60
 Paragon ox tongue, 1 1/2's, per dozen 7 35

EGGS—The egg market is quite featureless. Last week's prices are firmer with some jobbers. We quote the prevailing figure at 20c per dozen.

BUTTER—The creamery market is steady, 21c being the ruling price. Some has sold for 22c per pound. The dairy is somewhat weaker. 16c buying the No. 1, and 14c the No. 2 variety.

THE TRAVELING-MAN.

I remember the days when a bare-footed boy,
 In the village which witnessed my birth,
 I was taught to believe that a traveling-man
 Represented the scum of the earth.

Whenever a stranger appeared on the street,
 Arrayed in a checker-board vest;
 With a coffin-nail stuck in the front of his face,
 And a "sparkler" astride of his chest;

With a razor-edge crease in the leg of his pants,
 And his shoes of a dazzling tan;
 And I'd say, "What on earth is the object I see?"
 They would say, "It's a traveling-man."

When a dutiful hubby came home just at dawn,
 And was asked to account to his spouse
 For the fact that his pins wouldn't hold him erect,
 In charge of his beautiful "souce,"

"He'd look humble and meek, like a dog that's been licked,
 And say, "Now so HELP me, Susanne,
 I started for home at ten minutes of ten,
 But—fell in with a traveling-man."

When you saw a small bunch of the town's local sports,
 In a corner obscure and alone,
 Pursuing a picture of art in the nude,
 With an "ad" on the other side shown—

And they'd say to the owner, "It's a peach, ain't it Bill?
 Where'd you get it? Let's look; let us see!"
 He'd say, as he stuck it away out of sight,
 "Oh, a traveling-man gave it to me."

When the Ladies' Aid met to darn socks for the poor,
 And peddle some scandal around;
 Some old lady would say in a horrified tone,
 "I've some news that will simply astound.

"Old Deacon Jones' girl has gone clear to the bad,
 (That HUSSEY they call Mary Ann);
 She was seen on the street AFTER DARK Tuesday night,
 ALL ALONE, with a traveling-man."

And so I believed from the things that I heard,
 And the stories I heard people tell,
 That a traveling-man embodied 'most all
 Of the wickedness this side of h—l.

But I find that the law still permits them to live,
 In fact they quite freely abound;
 And they don't even quarantine virtue at all,
 When a traveling-man happens around.

We have found that the species is human, in fact,
 Whose presence enlivens and cheers;
 Who believes that a boost is worth more than a knock,
 That a laugh has more value than tears.

We find him a friend when a friend is in need.
 Who will never a kindness forget;
 Whose heart is developed far more than his "mit,"
 In short, a hail fellow well met.

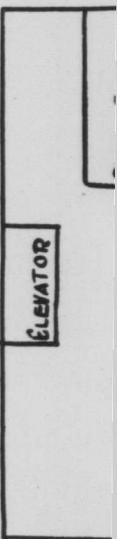
Then here's to his future, and may it e'er be
 As smooth as the unruffled brook;
 Our hats off to him, and oft may he come,
 With his grip and his mileage book.

—Anonymous.

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Whether or admit it, the store plays a business. In ing is done, a



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The equip standpoint i in which the but simply not conduci sidetracked unfit for s down.

A store th equipment f venience an Harp. Bran "Cash Barg cellar and s ample room

An elevat inside the g the goods. cate, the ce lasses, pota an immense above. The the stairw with coal-bi situated, th that the co a basement ment.

Goods s brooms, w to the store illustration

The Advantages of Storeroom Conveniences

The Equipment of a Brantford Store Makes Light Work and Saves Money—Sugar Hopper One of the Features — System Needed as Well as in the Store.

Whether or not, a retail grocer will admit it, the storage departments in his store plays an important part in his business. In the storeroom the unpacking is done, and through it passes prac-

weighing flour, cereals, etc., in order to eliminate, as far as possible, the accumulation of dust in the store where the goods are sold. Any work that has to be done in connection with weighing,

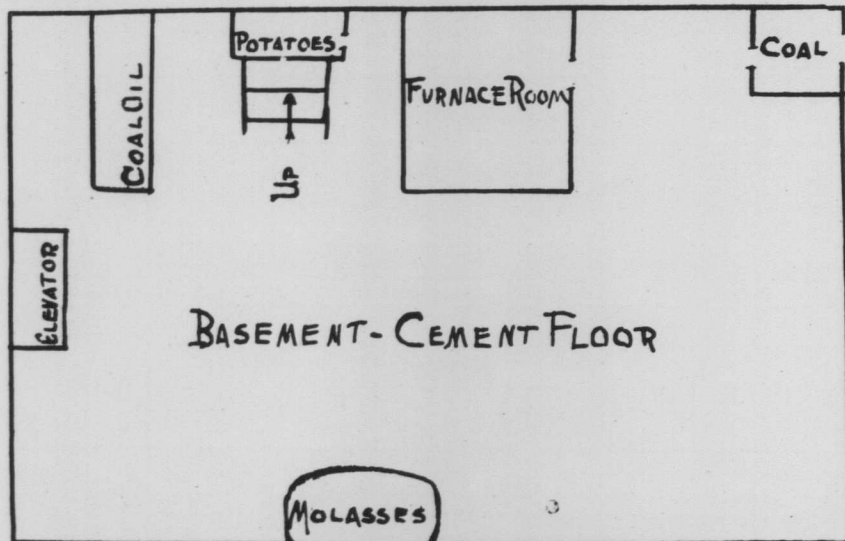


Diagram Showing Arrangement in the Cellar.

tically all the goods on sale. Its equipment, therefore, has considerable to do with the amount of manual labor expended and with the systematic manner in which goods are arranged for the sake of convenience and safety.

The equipment from an economical standpoint is important. A storeroom in which there is no place for anything but simply one place for everything is not conducive to economy. Goods are sidetracked until they become stale and unfit for sale. Thus profits are cut down.

A store that stands high in storeroom equipment from the standpoint of convenience and economy is that of F. C. Harp, Brantford, Ont., known as the "Cash Bargain Grocery." Both the cellar and second floor are used so that ample room is provided.

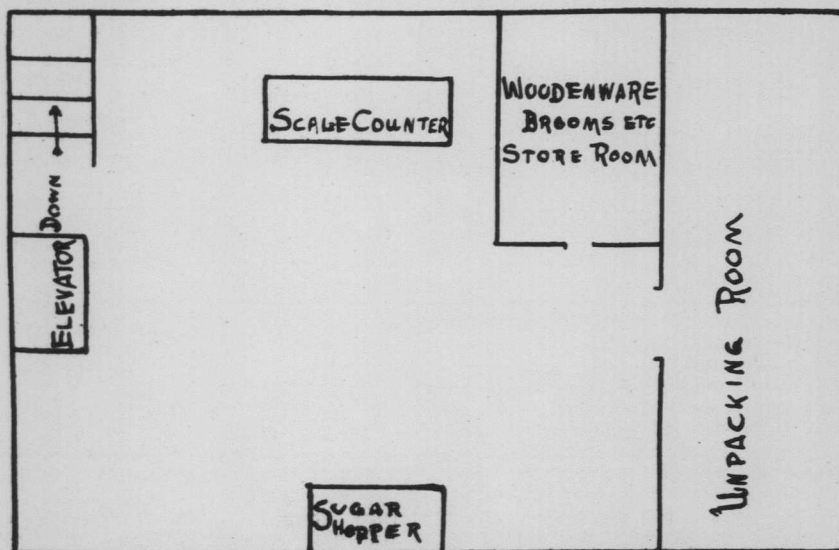
An elevator at the rear situated just inside the ground floor door handles all the goods. As the illustrations indicate, the cellar is used for coal oil, molasses, potatoes, etc. The oil tank is an immense one, connected with a pump above. The potato bin is located under the stairway, and the furnace-room, with coal-bin opposite, are conveniently situated, the latter being so arranged that the coal may be shovelled through a basement window. The floor is of cement.

Goods such as flour, sugar, salt, brooms, woodenware, etc., are all sent to the storehouse above by elevator. The illustration shows a scale counter for

etc., can be accomplished with no trouble upstairs, as it is quieter.

Sugar Hopper Saves Labor.

One of the principal conveniences in the upper storeroom of the Harp store is the sugar hopper. The sugar is dump-



Plan of Store room on Second Floor of Mr. Harp's Store.

ed into a large box, from which leads a galvanized pipe to a receptacle in the store. Any person selling the sugar soon has little difficulty in getting the correct weight and knows just when to close off the chute.

A special room is partitioned off for the brooms, brushes and woodenware, and there is still another where the unpacking of lamp chimneys, canned goods, etc., is done.

In fact, the whole store is laid out with a view to economizing and making things as convenient as possible. Thus time, labor and money is saved.

INTO NEW PREMISES.

Minto Bros. Open Handsome Offices and Well-Equipped Tea Building.

The Minto Bros.' new premises at 45 Front St. East, Toronto, have been completed and are now occupied by the staff who look after the business. The building is owned by F. J. White, the sole proprietor of Minto Bros. He has now a building with offices among the brightest and as up-to-date as one could wish. The office is divided into sections including sample, reception and cloak rooms as well as private and business apartments. The interior is finished in quarter cut oak including desks, chairs and partitions, the latter being panelled with bevelled plate glass. A hot water heating system has been installed, the boiler and other machinery throughout being of the latest type to facilitate cleanliness and rapidity in work. The plumbing and electric light equipment is in accord with the rest of the fixtures. The ceiling is of the metallic variety, while a feature of the office is the sanitary floor which has been laid. Private fire appliances are located on each of the five storeys. The building is 186 feet long by 28 in width, with packing, blending, labelling, storage and shipping departments.

Mr. White was the founder of the fruit business of White & Co., Toronto. Four years ago he took over the tea business of Minto Bros., formerly lo-

cated at 55 Front St. East. As a business man he has succeeded in anything he has undertaken. He has also an establishment in Buffalo managed by F. G. Lillie, and this as well comes under his direct supervision.

Canadian General Markets and Market Notes

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

QUEBEC MARKETS

POINTERS—

Sugar—Demand Increasing.
Petits Pois—Shortage.
Tea—Japans Scarce.
Prunes—Crops damaged.

Montreal, June 30, 1909.

This week also, canned goods have proved the most interesting market, the trade being alive to the existing situation. Official prices have not yet been announced, but are expected any day. Meantime, more or less buying is noticeable—1908 pack—for immediate delivery. Sugar is reported by several jobbers as being in especially strong demand, owing to the proximity of the preserving season, and the consequent desire of the trade to have a good stock on hand. Beans are a little easier in feeling this week, if anything, but this is thought to be but temporary. Peas are scarce and steady. Advices from France state that there will be a disastrous shortage in petits pois. Molasses is steady with a strong tendency. Reports from California say the market continues strong. Persian dates will likely be on this market a month earlier this year. Evaporated apples are steady. Pork has advanced \$1 a barrel. Warm weather has stimulated demand for green fruits.

SUGAR—A considerable quantity of sugar is being sold to the retail trade, grocers being anxious to secure stock for the preserving season, which is now about on. The market has been firm, but no change in prices has taken place so far.

Granulated, bags	4 55
" 20-lb. bags	4 65
" Imperial	4 20
" Beaver	4 20
Paris lump, boxes, 100 lbs.	5 45
" " 50 lbs.	5 55
" " 25 lbs.	5 75
Red Seal, boxes	5 35
Crystal diamonds, bbls.	5 35
" " 100 lb. boxes	5 45
" " 50 lb. "	5 55
" " 25 lb. "	5 75
" " 5 lb. cartons	5 37 1/2
Extra ground, bbls.	5 00
" " 50-lb. boxes	5 20
" " 25-lb. boxes	5 40
Powdered, bbls.	4 80
" " 50-lb. boxes	5 00
Phoenix	4 55
Bright coffee	4 50
No. 3 yellow	4 40
No. 2	4 30
No. 1	4 15
Bbls. granulated and yellow may be had at 5c. above bag prices.	

SYRUPS AND MOLASSES—Corn syrups are moving satisfactorily. Some rumors were afloat to the effect that lower prices would rule for molasses in August, but advices from most reliable sources in the Barbadoes would indicate higher prices if anything. Packers were surprised to find their anticipated large supply of choice disappear as if by magic, and they were forced to cancel many orders for Quebec, Maritime, Newfoundland and "American" points. So it is unlikely that there will be any decline.

Fancy Barbadoes molasses, puncheons	0 38	0 40
" " barrels	0 41	0 43
" " half-barrels	0 43	0 45
Choice Barbadoes molasses, puncheons	0 41	0 43
" " barrels	0 44	0 46
" " half-barrels	0 46	0 48
New Orleans	0 22	0 35
Antigua	0 30	
Porto Rico	0 40	

Corn syrups, bbls.	0 03 1/2
" " 1-bbls.	0 03 1/2
" " 34-lb. pails	1 75
" " 25-lb. pails	1 25
Cases, 2-lb. tins, 2 doz. per case	2 40
" " 5-lb. " 1 doz. "	2 75
" " 10-lb. " 1 doz. "	2 65
" " 20-lb. " 1 doz. "	2 60

TEA—Spot stocks of Japan tea are worth having as few people have anything to speak of. First large shipments are anxiously awaited and will be rapidly picked up when they arrive. No change has taken place in other lines of teas.

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

COFFEE—The situation is unchanged this week.

Mocha	0 18 1/2	0 25
Rio, No. 7	0 09	0 11
Santos	0 12	0 15

DRIED FRUITS—With the exception of a few Valencia raisins, and some Bosnia prunes, jobbers are fairly well cleaned up, and are likely to enter upon the new season with almost bare boards. Watt, Scott & Goodacre, Montreal, in their circular this week say in part: "Currants: As indicated from time to time, Patras has been steadily advancing for the balance of 1909 crop. It is now anticipated that the crop will be 15 p.c. below that of 1908. Valencia raisins: The flowering season has been happily passed, and with continued fine weather, the yield should exceed that of last year. It is, however, as yet impossible to reasonably predict how the prices will rule at the opening of the season, and, as to this, Denia is silent. California fruits: Apricots—the situation continues firm. Prunes—It is now practically established that the crops of Bosnia and Serbia have been seriously damaged. Germany in particular, will have to look to California for her supplies. The position in France is not yet definitely determined, but if French prunes also turn out to be in small supply, the combined results will greatly enhance the California market. Raisins: The position is gaining strength." A prominent broker remarked this week that the Middle West was fast becoming a serious factor to be considered by the East, in regard to California fruits. At present firms in Chicago and other places near there are taking new fruits freely, for future shipment. On the whole the California market is firm and steady. New quotations on dates, Halloweens and Sairs, are out and are reasonable. It is expected that first shipments will reach Montreal this year before navigation closes on the St. Lawrence.

Figs		
Tapnets	0 03 1/2	0 05
Elemes	0 08	0 14
Dates		
Halloweens, per lb.	0 05	0 06
Sairs, per lb.	0 05	0 06

Malaga Raisins		2 25
London layers		2 50
" " " " " " " "		0 75
" " " " " " " "		1 30
" " " " " " " "		4 75
" " " " " " " "		5 75
Australian Raisins	0 07	0 08
California Raisins		
Fancyseeded, 1-lb. pkgs.	0 08	0 09
Choice seeded, 1-lb. pkgs.	0 07 1/2	0 08 1/2
Loose muscatels, 3 crown	0 08	0 09
" " " " 4 crown	0 09	0 10
California Evaporated Fruits		
Apricots, per lb.	0 12	0 13
Peaches, "	0 11	0 13
Peas, "	0 11	0 13
Prunes		per lb.
Prunes, 25-lb. boxes, 30-40s.	0 10	0 12
" " " " 40-50s.	0 09	0 10
" " " " 50-60s.	0 08 1/2	0 10
" " " " 60-70s.	0 08	0 08 1/2
" " " " 90-100s.	0 08	0 07
Currants, fine filistras	0 06	0 07
" " Patras	0 07 1/2	0 08
" " Vostizzas	0 08	0 09

RICE AND TAPIOCA—Rice and tapioca are both unchanged. No advices of interest have been received from primary markets.

Rice, grade B, bags, 250 pounds	2 95
" " " " 100 "	2 95
" " " " 50 "	2 95
" " " " pockets 25 pounds	3 05
" " " " 1/2 pockets, 12 1/2 pounds	3 15
" grade C.C., 250 pounds	2 85
" " " " 100 "	2 85
" " " " 50 "	2 86
" " " " pockets, 25 pounds	2 96
" " " " 1/2 pockets, 12 1/2 pounds	3 05
Tapioca, medium pearl	0 04 1/2

SPICES—Fair sales of spices are reported, but little new has developed.

		Per lb.
Peppers, black	0 14	0 20
" " white	0 20	0 27
Ginger, whole	0 15	0 20
" " Cochin	0 17	0 20
Cloves, whole	0 18	0 30
Cloves, ground	0 20	0 25
Cream of tartar	0 23	0 32
Allspice	0 13	0 18
Nutmegs	0 30	0 60
Cinnamon, ground	0 15	0 19 1/2
" " whole	0 14	0 16

BEANS AND PEAS—A slightly easier feeling is noticeable in beans this week, as will be remarked, but this is likely to be but temporary. Shipments of beans from Hungary are being looked forward to by the trade. Peas are very scarce, but unchanged as to price.

Ontario prime pea beans, bushel	2 40	2 55
Austrian beans, bushel	1 50	1 70
Peas, boiling, bushel	1 50	1 75

EVAPORATED APPLES—Firmness characterizes the market, but values are unchanged. Some talk of high prices for future delivery is not listened to with much interest in the trade, owing to the earliness of the season for such announcements.

Evaporated apples, prime	0 07 1/2	0 08
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MAPLE PRODUCTS—The market is featureless.

Compound maple syrup, per lb	0 04 1/2	0 05
Pure Townships sugar, per lb	0 07	0 08
Pure syrup, 8 1/2 lb. tin	0 60	0 65 1/2
" " 10 1/2 lb. tin	0 70	0 75

CANNED GOODS

MONTREAL—Considerable interest continues to be displayed in canned goods, owing to the new prices which are in the air. Official prices are not yet out, but will be in a few days. More or less business is being done, but mostly in 1908 stock, which is being sold for immediate delivery. More definite information will be available for next week's issue. A disastrous shortage in

petits pois, in higher figures.

TORONTO—begun preserving large number. If rain does not son will be scarce chances are tight firmer.

Packers have vegetables to propose to retail wish. Prices are named and year. These sent crop bright. But the cup and much moisture may make son often suffer from the other the prices are being closed for

A commission the salmon ind tions are being 1,000,000 cases he anticipates be in the neighborhood. This grades of fish

ONTARIO

POINTERS—

Sugar—Sp
Prunes—G
Evaporated
Beans—High

Wholesalers with the business seems to be the view of the though retail large quantities quantities of

One of the the demand The reason strawberry sugar is a serving.

Beans are firm in price large quantities disappearing be left when

Prunes has up to the pr tions, and the grocery mark

SUGAR—eting of the berries has the sales of s tailers were s which caused the wholesale together chan are quite up tions. While and firm no place this we

petits pois, in France, will likely result in higher figures for this line.

TORONTO.—Canning factories have begun preserving of strawberries and a large number were put away this week. If rain does not fall frequently the season will be somewhat short and the chances are that prices may become firmer.

Packers have given out figures on vegetables to the jobbers who may dispose to retailers at what prices they wish. Prices on tomatoes, corn and peas are named and these are lower than last year. These prices are based on present crop prospects which are very bright. But 'there is many a slip 'twixt the cup and the lip,' and drought, too much moisture or early autumn frosts may make some differences. Tomatoes often suffer from the latter and all three from the other adversities. However, the prices are given and contracts are being closed for future delivery.

A commission merchant in touch with the salmon industry states that preparations are being made for the packing of 1,000,000 cases on the Pacific coast and he anticipates prices for Sockeye will be in the neighborhood of 25 per cent. lower. This does not apply to the lower grades of fish he says.

ONTARIO MARKETS

POINTERS—

Sugar—Splendid demand.
Prunes—Good sellers.
Evaporated Apples—Stocks low.
Beans—High prices maintained.

Toronto, June 30, 1909.

Wholesalers this week are pleased with the business they are doing. Money seems to be loosening up considerably in view of the good crops in sight and although retailers are not all buying in large quantities they are buying small quantities often.

One of the features of the market is the demand for sugar this week. The reason is quite apparent. The strawberry season is in full blast and sugar is a necessary attribute in preserving.

Beans are still in demand although firm in price and are not selling in large quantities. Evaporated apples are disappearing and it is probable few will be left when this year's crop is ready.

Prunes has been a good seller right up to the present, contrary to expectations, and the general tone of the whole grocery market is good.

SUGAR.—The ripening and the marketing of the immense crop of strawberries has made a wonderful change in the sales of sugar. For some reason retailers were slow in placing their orders which caused some disappointment to the wholesalers. This, however, is altogether changed and the sales this week are quite up to their highest expectations. While the market is very active and firm no change in price has taken place this week.

St. Lawrence "Crystal Diamonds," barrels	5 45
" " " " 1/2 barrels	5 55
" " " " 100 lb. boxes	5 65
" " " " 50 lb. boxes	5 75
" " " " 25 lb. boxes	5 95
" " " " cases, 20-5 boxes	7 60
Paris lumps, in 50-lb. boxes	5 75
in 100-lb. " "	5 65
in 25-lb. " "	5 95
Red Seal	7 10
St. Lawrence granulated, barrels	4 70
beaver granulated, bags only	4 30
Redpath extra granulated	4 70
Imperial granulated	4 30
Acadia granulated (bags and barrels)	4 60
Wallaceburg	4 60
St. Lawrence golden, bbils.	4 30
Bright coffee	4 60
No. 3 yellow	4 50
No. 2 " "	4 40
No. 1 " "	4 30
Granulated and yellow, 100-lb. bags 5c. less than bbils.	

SYRUP AND MOLASSES—These articles are practically out of season, and nothing doing in them; therefore prices are the same.

Syrups—		
Medium	0 30	0 35
Bright	0 40	0 45
2 lb. tins, 2 doz. in case	2 50	
5 " " " "	2 85	
10 " " " "	2 75	
20 " " " "	2 70	
Barrels	0 03 1/2	
Half barrels	0 03 1/2	
Quarters	0 03 1/2	
Pails, 3 3/4 lbs. each	1 80	
" " 25 " "	1 30	
Maple Syrup—		
Gallons, 6 to case	4 80	
" " 12 " "	5 40	
Quarts, 24 " "	5 40	
Pints, 24 " "	3 00	
Molasses—		
New Orleans, medium	0 31	0 33
" " " " bbils.	0 29	0 31
Barbadoes, extra fancy	0 45	0 45
Porto Rico	0 45	0 62

TEA—Tea is an article, very fortunately for the dealers, which is always in season and always in demand, without the continuous fluctuations in prices. The value is based very largely on the skill in blending, as well as in selecting the best pickings. A noticeable feature in the tea trade is the improved Java tea cultivated from the original Assam seed. The first sale of India tea took place in Calcutta and prices ruled slightly lower than last year. There is nothing in sight, however, that is expected to cause much change in the value of tea.

COFFEE.—There is nothing new to report in coffee. The demand is steady, and satisfactory, with nothing in sight to cause excitement on the Canadian market. Arnold & Dorr, New York, in their latest circular report that a better demand is expected during July.

DRIED FRUITS.—Wholesale dealers are agreeably surprised at the unexpected demand for prunes, which is remarkable at this time of the year with strawberries in abundance at 4 and 5 cents a box. The stock of dried fruits is pretty well sold out.

Prunes—		Per lb.
30-40's, 25-lb. boxes	0 10 1/2	0 10 1/2
40-50's " "	0 09 1/2	0 09 1/2
50-60's " "	0 08 1/2	0 08 1/2
60-70's " "	0 07 1/2	0 07 1/2
80-90's, 50-lb boxes	0 07 1/2	0 07 1/2
80-90 " "	0 05 1/2	0 05 1/2
90-100 " "	0 06 1/2	0 06 1/2
Apricots—		
Standard	0 12	
Choice, 25 lb boxes	0 13	0 13 1/2
Fancy	0 15	
Candied and Drained Peels—		
Lemon	0 10	0 11 Citron
Orange	0 10 1/2	0 12
Figs—		
Element, per lb.	0 08	0 10
Tapioca	0 03 1/2	0 04
Bag figs	0 03	0 04
Dried peaches	0 08	0 08 1/2
Dried apples	0 07 1/2	0 07 1/2

Currants—		
Fine Filiatras	0 06 1/2	0 07
Patras	0 06	0 08 1/2
Uncleaned 1/2 less		
Vostizas	0 08 1/2	0 09
Raisins—		
Sultans	0 07 1/2	0 09
" fancy	0 11	0 12 1/2
" extra fancy	0 14	0 15
Valencias	0 05 1/2	0 05 1/2
Seeded, 1 lb packets, fancy	0 08	
" 16 oz. packets, choice	0 08	
" 12 oz.	0 07	
Dates—		
Hallowees	0 05 1/2	Fards choicest
Sais	0 05	" choice

NUTS.—Nuts are out of season, and very few sold, and therefore received very little attention.

Almonds, Formigetta	0 12 1/2
" Tarragona	0 13
" shelled	0 30
Walnuts, Grenoble	0 14
" Bordeaux	0 11
" Marbots	0 12
" shelled	0 26
Filberts	0 11 1/2
Pecans	0 16
Brazils	0 16
Peanuts	0 10

SPICES.—Besides supplying the regular demand for daily use, which is very small, the spice market will be quiet for several months, and prices will likely remain unchanged.

Peppers, black, pure	0 14	0 20
" white, pure	0 22	0 30
" whole, black	0 18	
" whole, white	0 23	
Ginger	0 18	0 25
Cinnamon	0 25	0 40
Nutmeg	0 35	0 40
Cloves, whole	0 25	0 35
Cream of tartar	0 22	0 25
Allspice	0 16	0 19
" whole	0 17	0 20
Mace, ground	0 80	0 90
Mixed pickling spices, whole	0 15	0 20
Cassia, whole	0 20	0 25

RICE AND TAPIOCA.—These are staple articles of food, especially rice. There is nothing of any special interest to report, and no change in prices.

Rice, stand. B.		Per lb.
Standard B. from mills, 500 lbs. or over, f.o.b.	0 03 1/2	
Montreal	2 95	
Rangoon	0 03 1/2	0 03 1/2
Patna	0 05 1/2	0 05 1/2
Japan	0 05 1/2	0 06 1/2
Java	0 06	0 07
Sago	0 05	0 06
Seed tapioca	0 05	0 06
Tapioca, medium pearl	0 04 1/2	

BEANS.—The high price of beans is well maintained. A car load arrived during the week and was being readily sold at the highest point. The demand is good, although on account of the unusually high price retailers buy in smaller quantities.

Beans, hand picked	2 50	2 60
prime No. 1	2 40	2 50
" Lima, per lb.	0 07 1/2	

EVAPORATED APPLES.—These are in good demand and are likely to be cleared out before the new apples are available. Prices are firm but no advance.

Evaporated apples	0 07 1/2
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MONTREAL SELECTED.

Victoria, June 25.—The Canada Wholesale Grocers' Exchange completed business to-day. Montreal being selected as the next meeting place. The officers elected are: President, L. E. Geofrion, of Montreal; vice-presidents, British Columbia, H. T. Lockyar; Alberta, E. Telfer; Manitoba, H. B. Gordon; Ontario, H. C. Beckett; Quebec, L. A. Carrier, Nova Scotia, M. D. Ruyer; New Brunswick, S. A. Jones; Prince Edward Island, W. H. Aitkins.

MINTO BROS' NEW TORONTO QUARTERS—A TANG

THE new offices, sample rooms, etc., of Minto Bros. at 45 Front Street East, Toronto, are among the handsomest in Canada. The illustrations on the opposite page are intended to merely suggest the richness of the fittings that have been installed. : : :

In this move to larger and better quarters, in the remodelling of which no expense has been spared, the widely extended and steadily growing demand for MELAGAMA is reflected. : : : : :



Warehouse Staff at Work



Minto Bros'. Toronto Staff

Back Row, Left to Right: W. H. Cross, R. J. McNichol, W. H. Blewett, M. E. Gilbert, W. Meen, F. J. White (Proprietor), A. H. Minto, J. J. Jamieson, H. L. Wallace, B. R. Jas. Norris, T. L. Carruthers, W. E. Henderson, F. E. Dunaway.
Front Row, Left to Right: A. G. Mackenzie, R. Algie, R. Robertson, G. Opper, F. Trebell, J. Harper.

RS- A TANGIBLE SIGN OF GROWING BUSINESS



A Partial
View of the Offices

A Corner of a
Sample Room



DOMINION TRADE CHANGES.

Grocers Who Are Buying And Selling Businesses—Some Assignments Made.

Ontario.

J. L. Reese, grocer, Hamilton, has given up business.
 The Acton Biscuit Co., Acton, Ont., has obtained a charter.
 D. Pelette, grocer, Chatham, has assigned to E. R. Simpson.
 Abraham Riley, grocer, Toronto, has sold to R. T. Williamson.
 S. H. Reynolds, grocer, Barrie, sustained loss by fire recently.
 A. D. McLachlin, grocer, Belmont, Ont., has sold to —. Dainty.
 H. Gordon MacInnis, grocer, Hamilton, has sold to Clarence Cronk.
 The Belleville Fruit and Vinegar Co. advertise their business for sale.
 A. R. McIntyre, general merchant, Middleville, Ont., died recently.
 H. A. and A. T. McLellan, grocers, Hamilton, have sold their business.
 W. H. Lanning, grocer, Almonte, Ont., is succeeded by J. D. Lindsay.
 A. W. Swazie, Hamilton, has sold his grocery business and retained flour and feed.
 I. M. Agar & Co., pickle manufacturers, Hamilton, have been sold by bailiff.
 W. A. Herron, Earls court, Ont., has sold his grocery business to Sarah A. Heron.
 The Dresden warehouse of J. B. Stringer & Co., Dresden, has been destroyed by fire.
 The Meyersburg Cheese and Butter Manufacturing Co., Meyersburg, Ont., have obtained a charter.
 The Green-McBride Co., general merchants, Orangeville, have been succeeded by Marshall Green & Co.
 The Arcade, Carleton Place, Ont., has been reopened as a grocery by the Carleton Trading Co., with J. N. Frizell as manager.

Quebec.

J. A. Aubert, grocer, Montreal, has assigned.
 T. Lecourt & Co., grocers, Montreal, have assigned.
 D. H. Simon, grocer, East Angus, Que., has assigned.
 The assets of J. Naulin, grocer, Levis, Que., have been sold.
 Jas. Aubert, grocer, Montreal, has filed consent of assignment.
 The assets of Jas. Dalpe, grocer, Montreal, have been sold.
 The Canadian Farm Produce Co., Montreal, is incorporated.
 O. Beauchamp & Co., grocers, St. Simon, Que., have registered.
 Mady Cousins, general merchants, Farnham, Que., have registered.
 The assets of the Togo Pure Food Co., Montreal, are to be sold.
 Harry Kane & Co., general merchants, St. Raymond, Que., have registered.
 The assets of Vezeau & Frere, general merchants, Cheneville, Que., are sold.
 Fire damaged Poupore & McDonald's general store, Chapeau, Que., recently.
 Gardien Menard, jr., grocer, Bordeaux,

Que., was burnt out recently. He carried insurance.

A. Le Marquand, grocer, provision and fish dealer, St. Adelaide De Pabos, Que., has assigned.

Western Canada.

J. Kulesky, grocer, Winnipeg, has assigned.
 The stock of the estate of H. C. Disney, Oxbow, Man., has been sold.
 Wm. Roller, grocer, Killarney, Man., has been succeeded by G. H. Parsons.
 R. M. Haddad, general merchant, Winnipeg, is offering a compromise.
 P. B. Whitman, general merchant, Orcadia, Sask., has bought out F. R. Knight.
 M. C. Webster & Co., general merchant, Loreburn, Man., asks for extension.
 J. E. McCash, general merchant, has sold his Crandell, Man., business to the Crandell Trading Co.

Maritime Provinces.

Burchells & Gillis, general merchants, Glace Bay, N.S., have assigned.
 Fraser & Creelman, grocers and men's furnishings, have dissolved partnership.
 P. R. Gillingwater & Co., grocers and boot and shoe merchants, have formed a partnership.

New Companies.

A charter has been granted The Cameron-Heap Co., to do a wholesae grocery business in Fort William, Ont.
 The Wm. Geddes Co., Strathroy, Ont., has been granted an Ontario charter to carry on business as retail merchants.
 A company with headquarters in Fort William has been formed to manufacture and deal in cereals under the name of Black & Muirhead, Limited.
 The Appleford Counter Check Book Co., with head office in Hamilton, Ont., has been formed and given a provincial charter. The share capital is \$25,000.
 The Canadian Farm Produce Co., Montreal, has been granted a Dominion charter to deal in grain, fruit, milk, vegetables and meats and their by-products.

THE DUTY ON TEA.

American Grocer

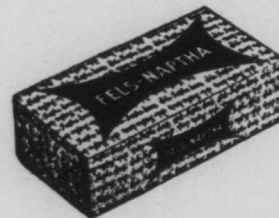
Renewed efforts on the part of a few interests that would materially benefit thereby are being made to have a duty put on tea. Very grave danger of the success of these efforts exists unless vigorous opposition is voiced in the press, the only forum the consumer has.
 First. The proposition to tax tea 10c per pound in order to protect the tea industry of South Carolina is carrying the protective idea to an extreme, almost ridiculous point. South Carolina after twenty-five years of work produces on the average little more than 10,000 pounds yearly, and that with Government assistance. The consumption of tea in the United States is about 90,000,000 pounds yearly. Shall 85,000,000 people be taxed for their tea for the benefit of a few holders and against

the protests to the Senate and House, of consumers and wholesale, jobbing and retail associations from all over the United States, the latter numbering 350,000 retail merchants, representing the tea consuming public of the United States.

Second. The poorer classes now pay 25c to 35c per pound for their tea (not 60c to 65c as falsely stated), which can be verified by inquiry at any retail grocery store.

Third. A tax of 10c per pound would simple mean that the price to the consumer would be increased that much.

Fourth. There is no trust, hence competition is keen and the retailer for his own protection cannot ask excessive profits.



**Your Time
is too
Valuable**

to be lost in "talking up" a substitute for Fels-Naptha Soap. Time so used is surely lost, and customers lost with it many times, because,—there's no substitute for Fels-Naptha satisfaction.

BUILD UP A TRADE IN THE HUSTLING BOOMING WEST

The immigration to Canada during the calendar year of 1908 was 148,700. The great majority of these settlers located in Manitoba, Saskatchewan and Alberta. They must have food, clothing, household effects and farming utensils. Are you one of the manufacturers engaged in supplying these needs?

There is an abundance of room for more goods. You are assured of a successful market if your products are right in quality and price. The West demands only the best.

We are prepared to sell your products on a reasonable commission basis. We know the West intimately and have large track warehouses at Winnipeg, Calgary and Edmonton.

LET US HANDLE YOUR BUSINESS

NICHOLSON & BAIN

Wholesale Commission Merchants and Brokers

Calgary

Winnipeg

Edmonton

Storage for all classes of Merchandise. Also Cars distributed at Calgary, Winnipeg and Edmonton.

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VANILLA BEANS

TONKA BEANS

GUM TRAGACANTH

GUM ARABIC

Winnipeg Representative,

W. H. Escott

Wholesale Grocery Broker

141 Bannatyne Ave., East

R. B. Wiseman & Co.

123 Bannatyne Avenue East WINNIPEG, MAN.

Warehousemen, Forwarding Agents and
Wholesale Brokers

We make a specialty of distributing car lots. Goods stored at reasonable prices. Our facilities are unequalled. Warehouse situated in the wholesale district. Consign your cars to us, and we will look after everything. This is our business, having been established for years. If interested, we will gladly furnish you with a list of satisfied customers.

Reference—Bank of Ottawa, Winnipeg

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CREDIT
"Get The Best" SYSTEM**

COUNTER CHECK BOOKS

The CARTER-CRUME COMPANY, Ltd

TORONTO and MONTREAL

WINNING ITS WAY

into popularity with users everywhere—into their confidence by its excellence—into their



Profit and Loss Accounts by its actual easily demonstrated saving over other makes of shortening.

“EASIFIRST”

is here to stay, and no up-to-date dealer can afford to be without it. : : : : :

IT IS “EASIFIRST”

Have you tried it? If not, why not?

Join our rapidly growing list of SATISFIED USERS. Remember it is made under Government Inspection.

GUNNS PORK AND BEEF PACKERS
LIMITED WEST TORONTO, Ont.

HAMS AND BACON

are cheaper than any other meat foods offered in to-day's markets. Beef is very scarce, and is going to be higher. The Boneless Bacon which we are curing to-day is reasonable in price, taking into consideration the very high value of all food products. There is absolutely no waste, and it forms one of the most economical and nutritious foods that you can offer your customer or use yourself.

MADE UNDER GOVERNMENT INSPECTION.

F. W. Fearman Co.
LIMITED
HAMILTON

Every
Man, Woman and
Child in Canada
Knows
REINDEER



It stands for the Purest, Richest Condensed Milk.

It carries the most Businesslike and attractive proposition.

It will pay you to get it.

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

YOU ARE NOT

Gambling

When you order our

Hams

Rolls

Backs

Breakfast Bacon

They bring repeat orders

The Wm. Ryan Co.
LIMITED

70-72 Front St. East Toronto

Produce

Hogs for C in B

There is little pressure of last all lines are w eagerly sought any price that mand for cured ers must have customers. P efforts to incre which, with th be gathered by the old land, bring the price sonable bound cured meats is said that he n in his life.

On account yield of butte are not gettin quire for imm supply into co

The best la the receipts o are required advance of 1 of looking n quality of eg in by the far that requires they are not eggs, should sell them, and it might be them under The excuse t should not b know, and sh

The cheese dian prices the factories

PROVISIO firm this we advanced \$1 smoked meat

Compound Lard—
Tierces, 375 lbs
Parchment line
Tubs, 50 lbs...
Wood pails, 20
Tin pails, in ca
Heavy short cut po
Selected heavy clea
Very heavy clear p
Plate beef, 100 lb b
" 200
" 300
Pure lard—
Tierces, 375 lbs.
Boxes, 50 lbs...
Tubs, 50 lbs...
Pails, wood, 20
Tin pails, 20 lbs
Cases, tins, 10
" 5
" 3
Breakfast bacon...
Windsor bacon...
Roll bacon...
Prime hams...

BUTTER—these days Creamery so while prints ceipts are

Produce and Provision Situation of the World

Hogs and Hog Products Still Firm in Prices—Good Demand for Cured Meats—Large Butter Yield During June—Advance in Eggs.

There is little change from the high pressure of last week. The markets in all lines are well maintained. Hogs are eagerly sought and picked up at almost any price that will land them. The demand for cured meats is such that packers must have the hogs to supply their customers. Farmers are making great efforts to increase their output of hogs, which, with the "new ideas" that will be gathered by the commission now in the old land, will likely, in the future, bring the prices again within more reasonable bounds. The demand for all cured meats is very keen. One packer said that he never saw anything like it in his life.

On account of good pasture the June yield of butter was large, but dealers are not getting any more than they require for immediate use, and to put a supply into cold storage.

The best laying season is over, and the receipts of eggs are falling off. All are required for present use, with an advance of 1c a dozen. The necessity of looking more carefully after the quality of eggs when they are brought in by the farmers is becoming a matter that requires attention. Farmers, if they are not careful in gathering their eggs, should candle them before they sell them, and if they bring out bad eggs it might be a good idea to deal with them under the "Adulteration Act." The excuse that they did not know should not be accepted, for they can know, and should know.

The cheese market is quiet, and Canadian prices run from 11½c to 12c at the factories.

MONTREAL

PROVISIONS—The market is very firm this week on all lines. Pork has advanced \$1 a barrel. Demand for smoked meats continues good.

Compound Lard—	
Tierces, 375 lbs.	0 09½
Parchment lined boxes, 50 lbs.	0 09½
Tubs, 50 lbs.	0 09½
Wood pails, 20 lbs. net.	0 10
Tin pails, in cases.	0 09½
Heavy short cut pork, in bbls.	26 00
Selected heavy clear fat back pork.	27 5
Very heavy clear pork.	26 00
Plate beef, 100 lb bbls.	8 00
" 200 "	15 50
" 300 "	23 00
Pure lard—	
Tierces, 375 lbs.	0 14½
Boxes, 50 lbs., grained.	0 15
Tubs 50 lbs.	0 14½
Pails, wood, 20 lbs., parchment lined.	0 15
Tin pails, 20 lbs., gross.	0 14½
Cases, tins, 10 lbs., each.	0 15½
" " 5 "	0 15½
" " 3 "	0 16½
Breakfast bacon	0 17
Windsor bacon	0 17
Roll bacon	0 14½
Prime hams.	0 15

BUTTER—Grocers are buying well these days at prices which keep firm. Creamery solids are selling in quantity, while prints are moving freely. Receipts are satisfactory. During last

week 18,755 packages arrived, as against 23,510 packages same week a year ago. The total receipts for the season amount to 96,469 packages, against 99,513 packages same period 1908.

Creamery, solids, lb.	0 23½
Creamery prints.	0 24
Dairy, tubs, lb.	0 17 0 18

CHEESE—Grocers are taking considerable cheese at ruling prices, but demand is not larger than it usually is at this time of year. Receipts of cheese last week amounted to 97,937 boxes, as against 99,442 same week a year ago. Total receipts for the season amount to 379,953 boxes, as against 387,182 for like period in 1908.

Cheese, large.	0 12½ 0 12½
" twins.	0 12½ 0 13
" small, 20 lbs.	0 12½
Old cheese, large.	0 15 0 16

EGGS—Quality of eggs arriving is somewhat better this week, and prices are a little firmer. Selects are quoted at 22c. Receipts are satisfactory.

Selects, dozen.	0 22
No. 1, dozen.	0 19½ 0 20
No. 2, dozen.	0 15 0 16

HONEY—The situation has not changed since last week.

White clover comb honey (nominal prices).	0 13 0 15
Buckwheat, extracted.	0 08 0 09
Clover, strained, bulk, 30 lb. tins.	0 10 0 11

TORONTO.

PROVISIONS—Hogs are still very scarce and the price has now reached the \$8-mark for live weight f.o.b at country points. The packers are forced to pay this unusually high figure in order to get enough to meet the constantly increasing demand for all kinds of cured meats. The local demand is exceptionally brisk, and prices of cured meats, as well as lard, are all firm with a slight advance.

Long clear bacon, per lb.	0 13 0 13½
Smoked breakfast bacon, per lb.	0 16 0 16½
Roll bacon, per lb.	0 12½ 0 13
Light hams, per lb.	0 15½ 0 16
Medium hams, per lb.	0 13 0 13½
Large hams, per lb.	0 11½ 0 12
Shoulder hams, per lb.	0 17 0 17½
Bacon, plain, per lb.	0 17½ 0 18
" pea meal.	21 50 22 00
Heavy mess pork, per bbl.	25 00
Short cut, per bbl.	0 14
Lard, tierces, per lb.	0 14½
" tubs "	0 14½
" pails "	0 10 0 11
" compounds, per lb.	11 00
Dressed hogs.	7 90 8 00
Live hogs, f.o.b.	

BUTTER—Butter is firm, and while the local demand is fair, a good deal of it goes into cold storage for later use. From all appearances, butter will not be any lower, and indications point to higher prices.

Fresh creamery print	Per lb.
Farmers' separator butter	0 21 0 22
Dairy prints, choice	0 19 0 20
Tub butter.	0 17 0 18
Baking butter	0 17
	0 13 0 15

CHEESE—So far as the city is concerned, there is not much stir in the

cheese market. The quantity of old cheese is rapidly diminishing and prices are very firm, and in some cases one-half a cent higher. New cheese is getting better in quality, but without any change in value.

Cheese, large, prime.	0 14
" twins.	0 14½
" new.	0 12½ 0 12½

EGGS—Very few eggs go into cold storage now. All are needed to supply the city requirements. The price may be quoted 1c higher this week.

Fresh eggs	0 21
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POULTRY—The poultry trade is fairly active, with liberal shipments from the country of all kinds, from a "wee chick" to aged hens. Spring chickens are 25c live weight, and the other stock as quoted below.

Early spring chicken, alive, per lb.	0 25
Young chicken, dressed, per lb.	0 14
Hens, per lb. dressed.	0 10
Turkeys, per lb., large.	0 15 0 16
Spring ducks.	0 20

RETAILER TO BE CONSIDERED.

Manufacturer Must Co-operate With Him to Produce Best Results.

The Retailers' Journal.

The time to handle the retail grocer as an unsophisticated infant has gone by. The sooner and quicker the manufacturer assimilates this fact, the sooner and quicker will he find active co-operation on the part of the grocer and the less will he have to spend on his advertising direct to the consumer.

The retail grocer is growing more and more intelligent, day by day, and hour by hour. He no longer simply realizes that he is handling certain profitless goods, but he has arrived at the stage where he understands the whys and wherefores. With this arrival of positive knowledge has come a feeling of unrest, a desire and intent to better his condition, and the manufacturer, who in the past and at the present has considered the retailers but too lightly, or possibly not at all, need not be surprised to suddenly discover a concerted action on their part to as lightly consider his product.

Arrogance does not become the merchant. It does not look well upon the countenance of the manufacturer. Let it not be forgotten that there is no proprietary food product made which is indispensable and the retail grocer who has been so often cavalierly dealt with is going to try to make the consumer see it in that light.

The manufacturer should give diligent heed to the plaint of the retail grocer and if this advertising direct to the consumer without reference to the grocer and the cutting of prices be harmful to the retailer's business he should seek to remedy these conditions. It must not be forgotten and it might as well be learned sooner or later that the retailer is the real factor in popularizing goods, and his demands must be considered.

The Grocer's Encyclopedia From Week to Week

Processes Through Which Cane Sugar Passes—Early History of the Plant—Sources of the Supply—How Refining is Done—Amount Brought Into Canada.

CANE SUGAR.—Of all the goods handled by grocers probably the most called for is sugar. At the present time the Canadian grocery trade derives its supply from two sources—that made from cane sugar, which comes from chiefly the West Indies, and that made from beets. It is with the former sugar this article treats.

Formerly chemists called everything a "sugar," which had a sweet taste, but the term in its scientific sense soon came to be restricted to the sweet principles in vegetable and animal juices. Until 1619, however, cane sugar was the only known pure sugar substance.

The word "sugar" is derived through the Arabic from the Persian "shakar," but the original habitat of the sugar-cane is not known. It seems to have been first cultivated in the country extending from Cochin China to Bengal, and it was at a comparatively late date that sugar reached the West from India. In the age of discovery the Spaniards became the disseminators of sugar cultivation, and in 1494, two years after the discovery of America, they planted it on San Domingo. Within 25 years the sugar trade on the island was so enormous that the dues imposed on the imports into Spain enabled Charles V. to build his palaces at Madrid and Toledo. Before the middle of the 16th century the growing of sugar cane spread over the occupied portions of the West Indies and South America, and it has continued to be one of the principal crops of tropical America ever since.

The art of boiling sugar was known in India in the first half of the 7th century, and a little later in China, but sugar-refining was not then known, for the Chinese only learned the use of ashes for this purpose in the Mongol period, from some Arab travelers who came from Egypt. Even down to the Middle Ages the best sugar came from Egypt. At that time Venice was the sugar mart of Europe, and it was a Venetian citizen who towards the end of the 15th century received a reward of 100,000 crowns for his invention of making loaf sugar.

Expensive At One Time.

In 1319, there is an earlier reference to sugar entering England, when 100,000 pounds was shipped to London in exchange for wool. There is also in that year among some private papers an entry stating that sugar then sold for 1s 9½d per pound. Throughout Europe sugar continued to be a costly luxury and an article of medicine till the increasing use of tea and coffee in the 18th century brought it into the list of principal food staples.

The sugar cane is a species of grass, the stalks or canes of which reach a height of from 8 to 15 feet, and attain

a diameter of about 2 inches. The stalks are divided into prominent joints, with long leaves springing from each joint, and the flowers consist of beautiful feather-like panicles. The joints are filled with a loose, spongy, fibrous matter saturated with a juice at first watery, but afterwards becoming glutinous and sweet. As the joints ripen the leaves wither and fall away, the stem gets smooth and hard, and contains much silica. The varieties of sugar cane are very numerous and are distinguished by color, height and richness in juices.

Extraction of The Juice.

The juice is extracted from the cane by pressing it between three iron rollers. The yield of juice varies from 60 to 65 per cent. The juice is led into a trough whence it is carried through pipes to clarifiers. Because of the fear of fermentation the manufacturing process is hurried. The juice is first filtered through a series of sieves; then it is run into the clarifiers—a set of iron vessels capable of holding 600 gallons of juice—and in these is heated up to about 130 deg. Fahr. Milk of lime is added, sufficient to neutralize the acid constituents it contains. The heat is raised to near the boiling point, and, when a scum forms on the surface the clear liquid below is drawn off. The juice now passes to a battery of pans where it is heated by direct fire and boiled down to the crystallizing point. It is then run off into shallow coolers in which the crystals form. A few days later it is transferred into hogsheads and the molasses drained away. It is now ready for refining or for shipment abroad.

In this state it comes to Canada, where it is refined. The sugar crystals are melted in cast iron tanks fitted with mechanical stirrers and steam-pipes for heating the water. The hot liquid is next passed through twilled cotton bags encased in a meshing of hemp through which the solution is mechanically strained. From 50 to 200 of these filters are suspended in close chambers in which they are kept hot. The liquid is now passed for decolorizing through beds of animal charcoal enclosed in cisterns to a depth of 30 feet, the sugar being received in vacuum pans. In these pans it is "boiled to grain," the treatment being varied according to the nature of the finished sugar to be made. To make loaves small crystals only are formed in the pan, the grains being liquified and then cast into moulds. To whiten the loaves they are treated with successive doses of saturated syrup ending with a syrup of colorless sugar, and the liquor then being driven out by suction. The syrup

which drains from these loaves is the "golden" syrup of commerce.

Something like 1,600,000 tons of cane are cut annually in all the islands of the West Indies group. Eastern Canadian refiners import annually about 175,000 tons of raw cane sugar from the British possessions in these islands. The total consumption of all kinds of sugar (beet and cane) in the Dominion is about 200,000 tons per annum. These figures are authentic and based on the Dominion Government's estimates for last year.

BASKETS

You can make money as well as oblige your customers if you handle our

**Butcher Baskets,
Clothes Baskets,
Grain and Root Baskets
and Patent Strawboard
Berry Box.**

We can supply all your basket wants and guarantee satisfaction because we guarantee the goods. Orders receive prompt attention.

**The Oakville Basket Co.,
OAKVILLE, ONT.**

TOMATOES AND GALLON APPLES

One car of each cheap
Quality guaranteed the finest

F.O.B. ONTARIO

**W. H. ESCOTT
BROKER**

WINNIPEG MANITOBA

BARRELS

For Flour, Butter or packing any kind of merchandise, manufactured and for sale by

H. CARGILL & SON
CARGILL, ONTARIO

SALT

Car Lots of Fine, Medium or Coarse,
in Barrels, Sacks or Bulk.

TORONTO SALT WORKS, 128 Adelaide St. E., Toronto
G. J. CLIFF, Manager.

SPRAGUE

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



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GROCCERS FROM THE ATLANTIC TO THE PACIFIC



ACKNOWLEDGE

Gillett's Cream Tartar

to be the best selling Cream Tartar on the market because it is **Chemically Pure.**

(Note the difference between **Pure** and **Chemically Pure.**)

Put up in Sealed Packages, Screw Top Cans and in Bulk.



Established 1852.

Clark's Pork and Beans

have satisfied the people for a great many years, and dealers can easily explain to their customers why they cost a little bit more now than they did before.

It pays to keep the best goods and hold the best buyers

William Clark

Manufacturer of
HIGH-GRADE FOOD SPECIALTIES

MONTREAL

REMEMBER

BOVRIL

is invaluable in the kitchen
in the summer

It saves time, labor and fuel and also provides many nourishing and appetising dishes.

A one pound bottle is a nice addition to an order and a timely suggestion will often secure it. **Bovril** is especially useful in the country house, the camp, picnics, etc.

In order to ensure ample supplies of prime beef for our needs we have just acquired 9,261,400 acres of pasture land in the northern territory of South and Western Australia and 438,076 acres in the Argentine Republic. We have now over 200,000 head of horned cattle on these estates and that number will be largely increased.

The estates are more than half the size of Nova Scotia.

BOVRIL LTD.

27 St. Peter St., - MONTREAL

Attention to Cleanliness Necessary in July

Things for the Grocer to Reflect Upon During The Present Month—Soft Drinks Are Good Sellers And Produce Good Profits—Fruit Needs Careful Watching—Take a Day Off.

During the month of July a grocery store requires careful attention. A good many lines of goods suffer from heat, and if they are improperly placed, also from flies and dust. To avoid trouble from these sources all out of season goods should be removed from the shelves and put away, not altogether out of reach when wanted, but where they are kept in as good condition as possible.

The store should not be crowded with goods. Everything as far as possible should be removed from the floor, to give the store an airy and cool appearance. Goods that have been on the shelves for months with which the customers are already too familiar, and may be tired of seeing, should be thinned down and only a few allowed to remain. Nothing that can be injured from flies or dust should be exposed.

The windows should be neatly dressed with seasonable goods, but only in small quantities, attractively arranged, and changed every day. It is good storekeeping to keep everything clean and in order, at any time of the year, but during the hot weather when people are looking for something appetising it is of still greater importance. It also adds very much to the attractiveness of the store if "all hands" wear clean white coats and aprons.

The Soft Drink Month.

Quite a nice profit can be made on soft drinks if properly handled. If the store is cleared from all out of season goods, a grocer will find room to make an attractive display of all kinds of summer drinks. This looks well, can easily be kept clean, is in season and is saleable with good profits.

Cooked meats require great atten-

SUCHARD'S COCOA
 This is the season to push SUCHARD'S CO. COA. 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.

OPEN TO BUY
 From 5 to 10 Cans Choice Cooking Peas
 Clean and White
 Quebec's leading Flour and Grain House.
C. A. PARADIS, Dalhousie St., Quebec

CIE FRANCAISE des PATES ALIMENTAIRES
Macaroni, Vermicelli, etc.
 Strictly French Manufacture Guaranteed
 Manufactured at
82 Beaudry Street MONTREAL

tion and the sales depend entirely on the way they are kept and handled.

Sugar will be a heavy item during the month and should always be done up ready for the customer. As the profit on sugar is small, it is very important that it must be weighed carefully, and if a boy is told to weigh out sugar, and a package is found to be 1 oz. out, give him one more chance. Here is where the younger clerks get the first lesson in accuracy.

Fruit is one of the principal articles that will be handled through this month and after a great deal of anxiety, worry and hard work, some will end the season without having made any profit. There is always an unwholesome rivalry among grocers in handling fruit. The question does not seem to be to make money, but to handle the most fruit, and in many cases the entire profit is lost through waste. A grocer who sells one case and makes a dollar is a wiser man than the one who sells ten cases and loses his profit. Buy what you can sell, and sell what you buy, and be sure that you get paid for your work. If your neighbors close on Wednesday afternoons be decent and close with them.

You will never regret a day off.

MANUFACTURERS MEET.

Montreal, June 29.—On Thursday of last week the annual meeting of the Montreal branch of the Canadian Manufacturers' Association, took place, when the new chairman, W. Cauldwell,

was asked to preside for the first time. Ald. G. W. Sadler, retiring chairman, occupied the chair at the opening of the meeting.

The report of the executive committee was presented, and showed that the association had given its support to a number of municipal and other matters during the year. The chairman then gave his annual address, covering much the same ground as the executive committee, especially the provincial legislation regarding liability of employers for accidents to workmen.

The chairman announced that the election had resulted in the return by acclamation of William Cauldwell, of the Canada Paper Company, as chairman of the Montreal branch, and W. T. Whitehead, of the Mount Royal Spinning Company, as vice-chairman, while as representatives of the district of Montreal outside of the city, D. J. Fraser, of the Singer Sewing Machine Company, St. John's, Que., and J. C. Casavant, of Ste. Hyacinthe, had been elected.

There was a contest for the executive committee, there being twenty-three candidates for the eighteen seats. The candidates who were successful were:

R. J. Younge, Wm. Rutherford, Fred Birks, Chas. A. Smart, L. H. Packard, Robt. Gardner, Geo. Esplin, C. S. J. Phillips, C. W. Davis, J. H. Sherrard, Walter J. Sadler, Carl Riordon, A. J. Brown, Jos. Fortier, A. H. Brittain, F. H. Hopkins, Hon. A. Desjardins, W. T. Rodden.

The grocery stock of S. H. Reynolds, Barrie, Ont., together with the household furniture and confectionery of W. R. Mitchell was burned recently.

52 Highest Awards in Europe and America

WALTER BAKER & CO.'S

CHOCOLATE & COCOA



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

Registered U. S. Pat. Off.

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

WHITE DOVE
 BRAND



Almond Paste



Cocoanut
 SATISFIES EVERYBODY

W. P. DOWNEY
 MONTREAL

WHY IMPORT BISCUITS?

It isn't a question of the Quality of imported Fancy Biscuits at all. We know that British manufacturers have reduced baking to an exact science—a fine art. But we also know that our Acorns, Wafer Rolls, Dominoes, La Fetes, Orange Wafers, Coffee Wafers, Philopenas, etc. We also know that *all*

CHRISTIE'S BISCUITS

will compare favorably with any imported line—*however high the Quality*. Christie's fancy biscuits are superior to any baked on this continent, and they are equal in Quality, Purity and Nutriment to any fancy biscuits baked anywhere. Besides—*it's a matter of dollars and cents to YOU*. You can get Christie's biscuits when you want them. Think it over before placing your Christmas orders.

N.B. Our "Madeira Mixed" and "Cherry Rings" are the acme of Biscuit perfection.

Christie, Brown & Co., Limited
TORONTO

DAILY CAPACITY 30,000 LBS.



**Dignard
 Limited**

BISCUIT
 MANUFACTURER
 MONTREAL

"LUCERNA"

IMPORTED

Swiss Milk Chocolates

will surely please your customers.

To buying agents for certain districts special terms are offered.

Write us for samples prices, etc.

**LUCERNA ANGLO SWISS MILK
 CHOCOLATE CO.**

214 Princess Street, - - - Winnipeg



Family trade is more desirable than transient custom. In handling

CARR & CO.'S BISCUITS

you are assuring yourself of the confidence of your best trade. These biscuits are unapproachable in every respect of superior quality.

ASK OUR AGENTS FOR THEM.

**CARR & CO., CARLISLE,
 ENGLAND**

AGENTS:

Wm. H. Dunn, Hamblin & Brereton, L. T. Mowburn & Co., Ltd. The Standard Brokerage Co., Ltd.	Montreal and Toronto, Winnipeg, Vancouver, B.C., St. John's,	Eastern Provinces Port Arthur to Alberta Provinces of Alberta British Columbia Newfoundland
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Their Reputation—based on their Superb
Quality—sells

Cowan's

**MAPLE BUDS
CREAM BARS**

and

CHOCOLATE CONFECTIONS

with a steady briskness that is most
satisfactory to the dealer.

A well arranged display of the full
"Cowan" line would catch many a
dollar for you.

The Cowan Co., Ltd.
Toronto



SOFT MINTS—50. boxes.

ACME PELLETS—5-lb. tins.

M. & R. WAFERS—50. bags.

and a complete line of

LOZENGES, ETC.

Hard and Soft Licorice Specialties

Appropriate for the confectionery, grocery
and drug trades.

Price Lists and Illustrated Catalogue on request.

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PROVINCE OF QUEBEC and MARITIME PROVINCES

W. H. Dunn, 394 St. Paul St., Montreal

MANITOBA, E. W. Ashley, 123 Bannatyne Ave., Winnipeg

VANCOUVER, J. F. Mowat & Co., 354 Water St.

By Royal



Letters Patent

**NELSON'S
POWDERED GEATLINE**

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

**NELSON'S
Gelatine and Liquorice
LOZENGES**

Should be in your confectionery department.

G. NELSON, DALE & CO., Ltd.

EMSCOTE MILLS, WARWICK, ENGLAND

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

CANADA :

No better
Country



MOTT'S :

No better
Chocolate

All the year round

Mott's

"Diamond" and "Elite"

brands of

Chocolate

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

EVERY JOBBER SELLS THEM

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

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Arthur M. Loucks Ottawa R. G. Bedlington Calgary

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Royal Household.....
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Five Roses.....
Harvest Queen.....

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Fine oatmeal, bags.....
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Bolted cornmeal, 100
White cornmeal.....
Rolled oats, bags.....

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Flour, Cereals and Confectionery Department

Advantages in Keeping Confectionery Silent Salesmen in Proper Condition—Easier Tone to Flour Market — Cereal Prices at a Standstill.

A great many grocers, especially in cities, are handling confectionery. To do this properly, they have very wisely supplied themselves with silent salesmen. While every one agrees that these beautiful glass cases are the right thing for that purpose, it might be pointed out that unless they are kept in perfect order they are not an advantage, but a decided disadvantage. They are only salesmen so far as they can present the goods to good advantage by making the best possible appearance. If it is badly kept the poor thing cannot even make an excuse, but stands powerless as a salesman, and, besides, makes a bad impression on the customers.

If the silent salesman can attract people to buy by properly presenting goods it can also drive customers away by presenting them in a distasteful way. It is, therefore, absolutely necessary, in order to be just to your silent salesman, and expect from it good and profitable service, that you keep it in first-class condition. This will take a little time, but in no other way will a silent salesman be able to pay for his cost.

MONTREAL.

FLOUR—No change in the situation is to be recorded this week. Prices are steady with business showing no improvement over last week.

Winter wheat patents.....	6 80	6 85
Straight rollers.....	6 50	6 60
Extra.....	6 00	6 10
Royal Household.....	6 30	
Glenora.....	5 80	
Manitoba spring wheat patents.....	6 30	
" strong bakers.....	5 80	
Five Roses.....	6 30	
Harvest Queen.....	5 80	

FEED—Prices rule firm, although there is not a great deal of business being transacted.

Ontario bran.....	22 00
Manitoba shorts.....	24 00
" bran.....	23 00
" milled.....	28 00
" straight grained.....	32 00
Feed flour.....	1 55 1 85

ROLLED OATS—The situation in rolled oats is unchanged. Little business is being done, owing to warm weather.

Fine oatmeal, bags.....	3 15
Standard oatmeal, bags.....	3 15
" granulated.....	3 15
" Goldust cornmeal, 98-lb. bags.....	2 10
" Bolted cornmeal, 100-bags.....	1 85
" White cornmeal.....	2 00
" Rolled oats, bags.....	2 80
	6 05

TORONTO.

FLOUR—The condition of the flour market is to some extent, more settled. At a meeting of millers recently held, it was reported that the millers in western Ontario had all the wheat they required to keep them going until the new crop came in. Some even reported that they had some to spare. This, with the fair prospects of the new crop,

causes an easier feeling, at least, in so far as local trade is concerned. Wheat from farmers on the Toronto market sells at \$1.40 a bushel, and oats at from 61c to 62c. While prices are the same as last week, the market has lost that intense strong feeling which was such an outstanding feature for some time.

Manitoba Wheat.		
1st Patent.....	6 20	6 40
2nd Patent.....	5 90	6 10
Strong bakers.....	5 70	5 90
Winter Wheat.		
Straight roller.....	6 20	
Patents.....	6 40	
Blended.....	6 00	

CEREALS—Prices in these lines seem to have reached the limit, and are at a standstill. The excited feeling has modified and business is moving along more quietly. Package goods are in good demand.

Rolled wheat, car load.....	3 50
" oats.....	2 75
Oatmeal, car load.....	3 00
Rolled wheat in barrels, 100 lbs.....	3 70
" oats in bags, per bag 90 lbs.....	2 90
Oatmeal, standard and granulated, in bags 98 lbs.....	3 20

HINTS TO BUYERS.

Information supplied by sellers but for which the editors of The Grocer do not necessarily hold themselves responsible.

Growing in popular favor every year, where known, Japanese sardines are attracting wider attention.

Canada is receiving a share of the catch made off the coasts of the island nation, and it is likely that imports will be larger as the fish are introduced throughout the Dominion.

It is stated that the Japanese sardines are almost the equal in quality of the French sardines, while they are supported to surpass in this respect, those coming from Portugal, Spain and Norway.

Interested parties are endeavoring to promote the sale of the fish in Canada, and their efforts are meeting with success.

D. F. Carter, representing Lipton's Teas, is in the Eastern Townships this week.

John B. Paine & Co., Toronto, have appointed Snowdon & Borland, Montreal, agents for Bull Dog Ammonia Cleanser.

Fraser & Co., Fort William, have been appointed agents in their district for Brand & Co.'s A1 Sauce, for which H. Hubbard, Montreal, is general agent for Canada.

H. H. Fred Hughes, of F. Hughes & Co., Montreal, is in Quebec this week on business for Spratts Patent, Ltd.

The bin fixtures used in the Petrie store at Thorold, Ontario, which is described in another section of this issue were manufactured and installed by the Walker Bin and Store Fixtures Co., Berlin, Ont.

This Biscuit is made of the purest ingredients and every care is taken at our big factory to ensure purity.



They taste a little better,
are a little better baked,
a little richer in flavor and a little more appetizing than others.



**COX'S
GELATINE**

The Leading Gelatine for more than SIXTY YEARS. Foremost in PURITY and MANUFACTURED by Messrs. Cox as well as PACKED by them

PURITY GUARANTEED

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

STAY IN THE LEAD.

How Stores In The Outlying Districts Can Get And Hold Custom.

By D. B. B.

Lack of capital and inexperience seem to be the chief reasons that so many do not make a success. One can imagine some incredulous reader exclaiming "What! the small grocer—surely this cannot interest him save as bad news. But the argument is, that in any case the small grocer must 'keep up with the procession' and that he can do so if he avails himself of the aids at his command.

Individual attention is his grand stand-by principle for keeping his customers when he has the goods to supply

them. It is doubtful if one could find a better class of grocers and grocery stores than we have in the outlying stores of some of our towns and cities. We have a better and more competent class of men in these stores, many of whom do not hesitate to leave the old tracks of trade if new ones recommend themselves as promising rewards for their enterprise.

Few indeed are the men in these times who are content to plod on in one regular rut. The man who has but himself to depend upon is compelled to apply his energies in many directions in order to be successful judging from the suburban stores. The "Sell-Everything Principle" should be generally adopted, every man being a law unto himself in settling what he has to sell

in his shop. Instead of tempting his customers with a few lines and leaving them to go elsewhere for others they require, his chief concern is to sell them everything they require, so as to give them no excuse for going elsewhere. He should cautiously add to his business, new departments in which there is a profit to be made, laying himself out to supply his customers with as many as possible of the goods they need.

Thus we find in the suburban stores the following departments: meats, fruits and vegetables, chinaware, flowers, dry goods, ice cream, soda fountain and confectionery.

WM. BERRY LTD.
 MANCHESTER and LONDON, E. C.
**Wax-Waterproof
 Shoe Polishes**
 Dominion Agent
SIDNEY LEAR, 77 York St., TORONTO

TO WHOLESALE TRADE:—

Buy your

**Whole Spices,
 Coffees,
 Sardines, etc.,**

from

H. COLLINGS & Co.

16 Phillpot Lane, E.C.
 LONDON, ENGLAND

"Repeat Orders the Rule"

Quality always right Shipments prompt

Agents in MONTREAL, Mr. I. Russell Murray
 " KINGSTON, Mr. C. de Carteret.
 " TORONTO, Mr. James Haywood.
 " HAMILTON, Messrs. John W. Bick
 & Greening.
 " LONDON, Mr. Geo. H. Gillespie.
 " WINNIPEG, Mr. W. H. Escott.

Established 1856

**Anchor Brand
 Flour**



If a man can write a better book, preach a better sermon, or make a better mousetrap than his neighbor, though he build his house in the woods, the world will make a path to his door.

Oak Lake is not a big place, but **ANCHOR BRAND FLOUR** is manufactured there, and the order path to the mill is beaten smooth. Many satisfied customers show others the way in. 14

Manfd. by Leitch Brothers Flour Mills

Oak Lake, Manitoba, Canada

**Wilson's
 Fly Pads**



Retailers should commence using Wilson's Fly Pads early, because a few flies killed now would otherwise become a multitude by August.

**THE PEOPLE OF
 JAMAICA**

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

**KINGSTON
 "GLENER"**

might bring inquiries. Better write for rates to

L. G. STEWART, Halifax

Flour Cleanliness

2. What Physicians say about Crease Dirt.

JUST A MINUTE, Mr. Storekeeper. You recall what "crease dirt" means—the smut in the fold of the wheat berry.

Q Doctors who are paid to *know* say that this particular dirt in the crease swarms with bacterial life, some of them being particularly objectionable. Dust, you know, is the foundation of all uncleanness—whether it comes from wheat, mill or methods.

Q Now, *your* customer is buying *flour*—not flour, plus wheat smut laden with bacteria and noxious germs. The housewife doesn't want dirt for flour *at any price*. Outside their health menace, these flour defects are bound to out in a thousand ways in the cooking.

Q True enough, if wheat had no crease the miller's problem were simplified. Yet the crease exists—likewise its inhabitants. FIVE ROSES, we say, is pure and wholesome, more than any other flour can possibly be, because all this abomination *must* be removed before the grain is ground. It's impossible to remove it after grinding, although some makers attempt it.

Q You may be tempted, Mr. Junior Partner, to say that your customer's health is not your affair, that you are not "your brother's keeper." But look at it thusly: that the health of your trade is the health of *your* business, *the less there is for the doctor, the more for the grocer*.

Q There is big money in cleanliness. Tell them about clean, pure flour, flour that is wholesome. Then tell us the name of one single woman who knowing the facts as *you* know them would deliberately risk the family welfare for *half a cent per pound?*

Q She must inevitably buy FIVE ROSES when she knows *through you* that between "has made good" and "just as good" flour, the *price* difference is less than half a cent and the *quality* difference infinite.

LAKE OF THE WOODS MILLING CO., LTD.

MONTREAL Sole Makers of Five Roses ∴ WINNIPEG

New Method for Keeping Green Stuff Fresh

Peterboro Grocer Originates Plans of His Own—Uses Moist Sugar Bags—Simple Device to Prevent Rhubarb From Wilt- ing.

By J. M. Donovan.

Readers of The Canadian Grocer should be interested in a scheme which has been of great service to me since I hit upon it not long ago. The plan is how to keep green stuff fresh and crisp all day in the sun if its rays cannot be avoided; and if not in the sun so much the better.

I am not thinking of the large fruit and vegetable dealers who pile up everything promiscuously, probably sprinkle a little water over all and use off the top first while the bottom is remaining fresher for a short time. The heat finally penetrates and soon causes them to become withered and mushy if much water is used and the stuff is not disposed of.

My aim is to help the grocer who carries a fair supply on hand but a small amount which he must necessarily or should do in some quarters of a city. If he does not sell much, he will sell less if the green stuff is not properly cared for. If he can keep it nice and fresh his customers will not have to go elsewhere for it and the grocer's business will increase. I know this from experience. I have often, when picking over the stuff at night thought: "Well, there is no use putting that out out to-morrow and throwing away two bunches—I only lose the profit on a dozen."

I never saw this plan used until I worked it out myself. I have a "knock down" table in front of my shop that I only move indoors on Saturday evening. It is composed of two boards cleated together and placed on two salmon boxes. Two heights of table can be made with them, by placing them on end or side. The latter I use when I have a lot of stuff so as not to obstruct my window view. On the board, table or box, I put a sugar sack, and wet it before or after I place on my green stuff. I usually soak it in a nail of water before spreading it out. I cover the top with another wet sack which seems to suffice in keeping all nice and fresh and when the top sack becomes dry I rewet it by sprinkling water over it and let water drip through to the bottom sack. The latter being covered, it keeps moist and cool a long time and will always be so while the top one is kept damp and is much better than if the stuff is piled up dry or immersed in water in a box.

How Rhubarb is Treated.

My plan for keeping rhubarb nice and crisp cannot be beaten and like the above the idea is my own, at least I have never seen it treated as I do it. I have seen it stand in a wash tub with root down in water, but my scheme is to cut a portion of the top off—if not already done by the gardener—and place the top or leaf-end in very little water, say half an inch. The leaf draws up the moisture and they remain firm and crisp.

Left exposed, there is, I believe, no other vegetable or plant that wilt or

become more raggy quicker than rhubarb and to keep it in good condition, I have a box lined with zinc made water tight. Any ordinary strong box about two inches deep will do, a sardine box being best. The idea of the zinc lined box is that it cannot absorb the rancid water and the vegetable or plant will not absorb the taste of the wood. This box will be found very useful all summer to keep the other stuff in when the green vegetables are over. I have kept rhubarb two and three days and I have found that the tie-string becomes tighter where otherwise the rhubarb would fall through the string after lying out five or six hours in the sun.

OFFICES REMODELLED.

The Canada Brokerage Company, Limited, Toronto, have recently enlarged their offices, all fittings being in quarter cut oak. The main office is divided by a counter, the front portion being for a sample room, in the rear of which is the general office and adjoining a cloak and wash room. The private office is in quarter cut oak "Early English" finish, with furniture to match, and with the handsome wall decorations presents an attractive appearance.

PURE FOODS ENDORSED.

The Canadian Grocer says that food standards are about to be established in Canada under authority of the Department of Inland Revenue. It is to be hoped so. Pure food promotes good health, and there is no better service Government can render than to increase the average health of the people.—Toronto Star.

ALL ABOARD
GET READY TO SUPPLY THE
DEMAND FOR

GREAT WEST
CUT PLUG
SMOKING and CHEWING
TOBACCO
SALES INCREASING DAILY

CLAY PIPES

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

D. McDOUGALL & CO., Glasgow
Scotian

ASK FOR THE CELEBRATED
BISCUITS

G. N. Pichet

For sale by all Leading Grocers

JOS. COTE Wholesale Tobacconist
186-188 Rue St. Paul Importer

EXCLUSIVE SOLE AGENT

Tel. Up 2076 Tel. East 5964

YOUNG'S PATENT PIPE
in Seven Shapes

W. J. GRANT

Sole Agent for Canada
506 Lindsay Building, MONTREAL.

BLACK WATCH

The Big Black Plug
Chewing Tobacco.

Already a Big Seller

Sold by all the Wholesale Trade



"Canada's Best" New white soap

Enterprising dealers are finding that "Canada's Best"—the **New white** bar—sells far easier than **yellow** laundry soap and are sending in good orders.

"Canada's Best" washes clothes cleaner and whiter. Unequalled for engineers', printers' and factory employees' use. With astonishing ease it removes grease, oil, printers' ink, black lead, all kinds of factory dirt and dust.

Grocers tell us they never knew of a soap to cause such a "stir" as the **New white** bar is doing. Sales records being broken every day. Just you write for further particulars and prices.



United Soap Co.
BRANTFORD, CANADA



MEN WHO SELL THINGS

By
WALTER D. MOODY

¶ Mr. Moody analyzes the science of his profession with precision.

¶ He indicates the weak points which the salesman is heir to.

¶ He suggests ways to overcome them.

¶ He shows how to cultivate the essential qualities of a salesman.

¶ His title to proficiency in this subject is backed by an abundance of native business acumen, ripened by Twenty years of observation and experience as Travelling Salesman, European Buyer, Sales Manager and Employer.

¶ He has recently been made Business Manager of the Chicago Chamber of Commerce; the largest body of business men in the world.

¶ While the supply lasts we will mail a cloth bound copy of "Men Who Sell Things" to anyone sending us one new paid-in-advance subscription to this paper.

¶ This is not a premium offer, but a commission for getting a new subscriber apart from your own subscription.

THE MacLEAN PUBLISHING CO.
Subscription Department
TORONTO - CANADA

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

IF NOT WHY NOT ?

"Tuckett's Special"

the new 10c. plug is the latest

Order from Your Wholesaler

Manufactured
from

Imported Leaf Exclusively

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

HAMILTON, CANADA

Fancy Canadian STRAWBERRIES

are now arriving and will be pleased to receive your orders

- New Potatoes
- Texas Tomatoes
- Florida Watermelons
- Cabbage, Cucumbers
- Beans

McWILLIAM
Mc. AND E.
EVERIST

25-27 CHURCH ST. - TORONTO

PACKED BY
Franc Tracuzzi
MESSINA
ITALY

To-day unloading at Easton
and New York 1,500 Boxes

St. Nicholas
Home Guard

Verdelli Lemons for Tor-
onto. Get them if you want
the BEST.

AGENT:
J. J. McCabe
32 CHURCH ST.
TORONTO

Canadian Fruit, Vegetable and Fish Markets

Strawberries are King in the Fruit Line — Prices Much Lower Than a Week Ago—Advances in Lemons—New Potatoes Lower—Fish in Good Demand.

MONTREAL.

GREEN FRUITS—Lemons have advanced appreciably since last week, being sold as high as \$3.75, with the prospect of still higher figures. Oranges are steady. Strawberries have slumped very considerably, and are even quoted at 5c to 10c a box. Demand is excellent and receipts are heavy. Cherries are easier. Grape fruit is a little firmer, while Florida pineapples are not so strong. Cantaloupes, from Georgia, are offered this week. Warm weather has stimulated the demand for all fruits.

Oranges, California navel	2 50	3 00
" bloods	4 25	4 25
" late Valencia	4 40	4 40
" Valencia	4 50	5 00
" Cubans	2 25	2 50
" Mexican	3 00	3 00
" Sorrento	2 50	2 50
Messina Ovals, half boxes	1 75	1 75
Lemons, crate	2 75	3 75
Peaches, California, box	1 25	1 25
" Georgia, per crate	4 00	4 00
Apricots, California, per crate	1 75	2 00
Plums, California, per crate	2 25	2 50
Cherries, California, black, per box	2 00	2 50
" white	2 00	2 00
Cantaloupes, Georgia, crate	6 50	6 50
Strawberries, Canadian, per basket	0 05	0 10
Watermelons, each	0 40	0 40
Grape fruit, per box	4 00	6 00
Bananas, crated, bunch	1 25	1 90
Pineapples, Cuban, crate	2 15	2 40
" Florida	2 50	3 50
Cranberries, per crate	4 75	4 75
Apples, Spies, XXX, bbl.	7 00	7 50
" Ben Davis, XXX, bbl.	6 50	6 50
Cocoanuts, bag	4 00	4 00
Limes, per box	1 00	1 00

VEGETABLES—New corn, imported, is now offering, but the high price asked, \$4, is limiting the demand very considerably. Increased receipts dropped prices on several lines this week, it will be observed. New carrots are 50 p.c. lower; cucumbers are away down, new potatoes show a severe decline, while beans also have dropped. Horse-radish is a little firmer, while mushrooms, scarce, are somewhat easier. Illinois tomatoes are now quoted. Gradually imported vegetables are working north in origin, and soon the market will be supplied by Canadian stuff entire.

Asparagus, Montreal, doz.	3 00	6 00
" Western, basket	1 25	1 50
Beets, old, bag	1 25	1 25
Carrots, new, dozen bunches	0 40	0 75
" old, bag	2 00	2 00
Cabbage, new, crate	1 75	2 00
Celery, dozen	1 25	1 50
Cardiff flowers, dozen	2 00	4 00
Cucumbers, basket	1 75	2 00
Corn, imported, crate	4 00	4 00
Green peas, basket	3 50	3 50
Green peppers, crate	3 50	3 50
Horse radish, lb.	0 15	0 20
Lettuce, dozen	0 40	0 50
" Boston (Montreal), dozen	1 00	1 00
Leeks, dozen	1 00	1 00
Mushrooms, lb.	0 50	0 75
Onions, large, lb.	0 03	0 03
" Egyptian, lb.	0 03	0 03
" Bermuda, 50-lb. crate	1 25	1 25
Potatoes, new, bbl.	3 50	3 50
" Montreal, bag	1 25	1 25
" New Brunswick, bag	1 15	1 20
" P.E.I., bag	1 15	1 20
Parsley, dozen	0 50	0 50
Parsnips, bag	1 25	1 25
Sage, dozen	0 60	0 60
Savory, dozen	0 50	0 50
Spinach, Canadian, box	0 40	2 00
String beans, basket	2 00	2 00
Shallots, dozen bunches	0 05	0 10
Sweet potatoes, bbl.	6 00	6 00
" basket	3 50	3 50
Tomatoes, Illinois, small flat	0 85	1 00
Turnips, bag	0 60	0 70
Watercress, dozen large bunches	0 75	0 75

FISH—Dealers report good demand for various lines of fresh fish, the trade being open for slightly larger supplies than usual this week on account of

there being two fish days, Friday and Saturday. Halibut is going out freely at old prices. Steak cod is easier, while an advance has occurred in Gaspe salmon, which is not so plentiful, and for which demand has increased considerably. Sea bass is 2c lower, while buck shad are quoted at 25c each. Roe shad and dressed bullheads are off the market. Brook trout and mackerel are frequently asked for. Lobsters are higher, owing to the season for Canadian being practically at an end. New Labrador herring and skinless cod are in fair demand. Sales of smoked fish are few, owing to warm weather.

FRESH

Hadlock, shore, per lb.	0 04
Steak cod, per lb.	0 05
Grass pike, round	0 08
Halibut, per lb.	0 09
Dressed perch	0 10
Dore	0 12
Mackerel	0 08
Sea trout	0 10
Lake trout	0 10
Whitefish	0 10
Sea bass, per lb.	0 10
Gaspe Salmon	0 17
Buck shad, each	0 25
Brook trout	0 20
Flounders	0 10

SMOKED

Haddies, 15 lb. bxs., per lb.	0 07
Kipper herring, per box	1 10
Large bloaters, per box	1 10
Smoked herring, small boxes	0 18
Smoked salmon, sugar cured, per lb.	0 25

SHELL FISH

Select bulk oysters, per gal.	1 50
"Seaslip" selects, per gal.	1 90
Live lobsters, per 1	0 12
Boiled lobsters, per lb.	0 15

FROZEN

Steak cod, lb.	0 04
Halibut, per lb.	0 08
B.C. salmon, red, per lb.	0 10
Qualla salmon, per lb.	0 09
Fall salmon, per lb.	0 08
Dore, round, winter caught, per lb.	0 10
Large whitefish, per lb.	0 08
Small "	0 06

SALTED AND PICKLED

Labrador herring, half barrel	2 80
B.C. salmon, half bbls.	9 00
No. 1 mackerel pails	2 00
No. 1 " half bbls.	8 00
Labrador sea trout, bbls.	12 50
" half bbls.	6 50
Skinless cod, 100 lb. cases	5 25
Salt sardines, 20 lb. pails	1 00
Boneless cod, in blocks, 5, 6, 8, 9 and 10 cents per lb.	

TORONTO.

GREEN FRUIT.—Strawberries are taking up almost the entire attention at the fruit market. Every train adds more to the bulk for sale. It is almost useless to quote prices for they vary according to quality and quantity with the arrival of each train. The hustle, and the exchange of opinion between the buyers and seller is amusing to one who is not "one of the bunch" and can see things from a disinterested viewpoint. The sellers want all he can get and points to the larger berries, and the buyer with finger pointing to the small berries, and with most convincing arguments claims that he should buy them cheaper. A deal is generally arrived at, but frequently a compromise settles the matter. The late California Valencia orange is about the only kind

in the market no pineapples is over still in stock. (apricots are now ing from \$1.50 t Canadian cherrie only in small q is off the market

Apples, Spies.....
Oranges, Cal. Valencia.....
" Cal. navel.....
" Mexican.....
" Palermo bloods.....
Lemons, Messina.....
" Sorrento.....
Bananas.....
Pineapples, Florida, crate.....
Cherries.....
" per half basket.....
Strawberries.....
Peaches, Cal.....
Apricots, Cal.....

VEGETABLES used now are local gardeners potatoes, cucumb watermelon and ported but prices Old potatoes are condition with p seems to be qui the demand unti

Potatoes, Ontario, per b
" Bermuda, per l
" Texas, per bag
Onions, Canadian, dried,
" Bermuda, per ca
" Egyptian, per sa
Tomatoes, Mississippi, p
Carrots, per bag.....
" new, per bunch.....
Cabbage, Florida, new.....
Turnips.....
Radishes, per dozen.....
Lettuce, per bushel.....
Spinach, 1 er bushel.....
Egg plant, per dozen.....
Green per pers, 1 er dozen
Cucumbers, per haun.....
Aspara us, per basket.....
Green onions.....
Rhubarb.....
Beans, green.....
" wax.....
Peas, per hamper.....
Corn, per basket.....
Water melons.....
Cantaloupes, per case.....

FISH.—There port from the fi is good and th

Straw

IN GO

Late can now comi of the be reasonab

Wire, pho orders an our most

Steven

Shippers c
Hamilton
Phon

on the market now. The great rush on pineapples is over, with a light balance still in stock. California peaches and apricots are now in order and are selling from \$1.50 to \$1.75 a case. Early Canadian cherries are coming in but only in small quantities. Grape fruit is off the market.

Apples, Spies.....	8 00
Oranges, Cal. Valencia.....	3 50 3 75
" Cal. navels.....	3 00 3 50
" Mexican.....	2 00 2 50
" Palermo bloods, half cases.....	1 50 2 00
Lemons, Messina.....	2 75 3 00
" Sorrento.....	3 75 4 00
Bananas.....	1 75 2 25
Pineapples, Florida, crate.....	2 00 2 25
Cherries.....	1 00 1 50
" per half basket.....	0 60
Strawberries.....	0 04 0 07
Peaches, Cal.....	1 50 1 75
Apricots, Cal.....	1 50 1 75

VEGETABLES. — The vegetables used now are nearly all supplied by local gardeners and are cheaper. New potatoes, cucumbers, cabbages, tomatoes, watermelon and cantaloupes are imported but prices all through are lower. Old potatoes are plentiful and in good condition with prices low. The supply seems to be quite sufficient to meet all the demand until the new crop appears.

Potatoes, Ontario, per bag.....	0 90 1 00
" Bermuda, per barrel.....	3 75 4 00
" Texas, per bag.....	2 25
Onions, Canadian, dried, bag.....	1 35 1 50
" Bermuda, per case.....	1 00
" Egyptian, per sack of 112 lbs.....	3 50 3 75
Tomatoes, Mississippi, per crate of 4 baskets.....	1 00 1 15
" new, per bunch.....	0 50 0 75
Cabbage, Florida, new.....	1 50 1 75
Turnips.....	0 50 0 60
Radishes, per dozen.....	0 20 0 25
Lettuce, per dozen.....	0 30
Spinach, per bushel.....	0 50
Egg plant, per dozen.....	3 00
Green per pers, per dozen.....	1 00
Cucumbers, per hamper.....	1 00 1 25
Asparagus, per basket.....	1 50 1 75
Green onions.....	0 25
Rhubarb.....	0 25 0 30
Beans, green.....	1 25
" wax.....	1 75
Peas, per hamper.....	2 00
Corn, per dozen.....	0 30
Cress, per basket.....	0 75
Water melons.....	0 35 0 40
Cantaloupes, per case.....	6 00

FISH.—There is nothing new to report from the fish market. The demand is good and the supply of fish just

California Fruit

Peaches Plums Pears
Apricots Watermelons
Cantaloupes.

Fresh Canadian Strawberries and Cherries.

Fancy Lemons and Oranges.

Full Lines for the Hot Weather Trade.

WHITE & CO., Limited

TORONTO and HAMILTON



A Trip to Italy

and a visit to my packing house will convince you of the care exercised in the packing of my Lemons. What more can we give?—Quality—Selection—Courteous Treatment. Please your customers by selling only my fine lemons.

“BUSTER BROWN”

FOLLINA BROS., Packers

W. B. STRINGER, Agent

Strawberries

are now

IN GOOD SUPPLY

Late canning varieties are now coming freely. Quality of the best and Prices very reasonable.

Wire, phone or mail us your orders and same shall have our most careful and prompt attention.

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Phones 2700 and 690

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Fancy Colored Fruit, All Sizes

PLENTIFUL and CHEAP

FANCY { RIPE TOMATOES
RIPE BANANAS

NAVEL and MEXICAN ORANGES

Quality Excellent

Send us your orders. PRICES RIGHT.

HUGH WALKER & SON

GUELPH

ONTARIO

THE CANADIAN GROCER

enough to keep things moving nicely. Prices are unchanged and are likely to continue so for some time.

Herring, medium, per lb., fresh caught.....	0 05	0 06
Whitefish, fresh caught.....	0 10	0 10
Trout, fresh caught.....	0 10	0 10
Cod, fresh caught.....	0 08	0 08
Halibut, fresh caught.....	0 10	0 10
Haddock, fresh caught.....	0 07	0 07
Pike.....	0 06	0 06
Perch.....	0 07	0 07
Carp.....	0 03	0 03
Yellow pickerel.....	0 09	0 09
Sea salmon.....	0 07	0 07
Mackerel, each.....	0 25	0 25

they have leased a portion of the Fitzsimmon's Fruit Co.'s wholesale house there. Mr. Martin represented Telfer Bros., Collingwood, for some years. E. Seannell has been with the Geo. E. Bristol Co., of Hamilton, for some years as Thunder Bay representative.

Toop & Lees, late of Almonte, Ont., opened their new grocery store in Moose Jaw.

NEW WHOLESALE HOUSE.

Gerald Martin and E. Seannell, two Port Arthur commercial men, who have been operating in this district for some years, have decided to open up a wholesale grocery house in Fort William, and

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Dried Apples

Shipments Solicited
Settlements Prompt

W. A. GIBB COMPANY
HAMILTON

JAMES SOMERVILLE, Manager

If you have **STRAWBERRIES, RASPBERRIES** (cultivated or wild) **CHERRIES** and other fruits to consign let us have them. We can sell them for you.

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BALAKLAVA SARDINES

Choice, firm fish, packed by experts in modern factories of cleanliness. Pure Salad Oil used.

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is difficult of attainment. This applies to everything, the packing of lobsters among other things. But we have been so many years engaged in the business, and have always taken such care to put the very best package of lobster on the market, that we feel we have come as near to perfection as possible.

The brands we feel proud of are:

Golden Crown Lobsters and Golden Key Lobsters

Each and every tin is reliable. You can always guarantee these brands to your most particular customers, because We will stand behind Your guarantee.

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One Nice Thing About Quaker Salmon

is the fact that year after year the quality never varies—ever uniformly excellent.

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Salmon from the Fraser and Skeena Rivers.

You can **GUARANTEE QUAKER SALMON.**

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WHOLESALE GROCERS
202 McGill Street, - Montreal

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AGENTS—Gr. Bros., Montreal; Calgary; J. Harle





**FISH AS A DAILY
FOOD SUPPLY**

forms an important article of diet. When you obtain any tins you want to know that they are the very best. There is no line quite as good as



BRUNSWICK BRAND SEA FOODS

WHY? Because the quality of these goods has steadily improved rather than deteriorated and the record of success and honest value is at their back in addition to quality.

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You can do it with **BRUNSWICK BRAND**

They mean Good Profits for you.

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

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“**Mephisto**”



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Lobster**

Our sole attention is given to the production of a choice canned lobster. We have no other business. If we cannot give you the regular quality you require, no other packer can. 1909 prices now out for Europe and America.

Fred Magee
PRODUCER
Port Elgin, N.B., and
Pictou, N.S. Canada

**“A Rose by any other name
may smell as sweet”**



may be all right in poetry but if you didn't call it a **rose** you couldn't get the price.

So With Imitation Sardines.

The Famous
**“KING
OSCAR”**

Brand

Norwegian Sardines has established the reputation as the purest, sweetest, finest and best packed Sardine on the market.

That is all, but it's enough to make them sell.
STOCK “KING OSCAR” SARDINES

J. W. Bickle & Greening

(J. A. HENDERSON)

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**THE MAXIMUM
OF EFFICIENCY
IN THE GROCERY**

is within the reach of every practical merchant who will carefully study the particular requirements of his trade.

**“WALKER BIN”
FIXTURES
WILL HELP
WONDERFULLY**

as they provide every modern facility for the handling of a special or general grocery stock. They will

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Designers and Manufacturers of Modern Store Fixtures

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An A1 Business
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I want to get into touch with some manufacturer or wholesaler with a proposition big enough to warrant the employment of a man to push the sales end of the game.

To such a connection I can bring an equipment of experience and energy backed up by past success. Trained in some of the best of the big organizations in the States—up from a stenographer. Railway, newspaper, road and office experience.

For a perfectly satisfactory reason I am severing my present connection as Sales and Advertising manager with a leading Canadian manufacturer, and want to tie up with a concern where resourcefulness, directed enthusiasm and the ability to show results will be appreciated and remunerated.

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ABSORBINE, JR., for mankind. \$1 bottle. Reduces Varicose Veins, Varicocele, Hydrocele, Ruptured Muscles or Ligaments, Enlarged Glands. Alleviates pain quickly. **W. F. YOUNG, P.D.F., 204 Temple St., Springfield, Mass.** LYMAN'S Ltd., Montreal, Canadian Agents.

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are made in Canada and are under a Canadian guarantee. They are beautiful in style and finish, simple in construction, efficient and inexpensive in operation, easy to install—and in a few words—cheaper and better than any Electric Mill on the American Continent.

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40 STYLES

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GRIND FASTEST.
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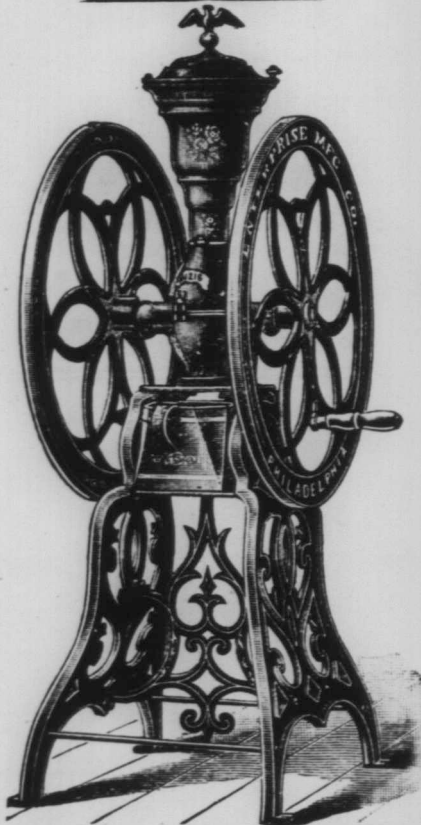


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All of them can be adjusted for fine or coarse grinding while running and either way results are

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Grinding and Pulverizing Mills

If you are interested in a hand Mill, you will find exactly what you want. Between the large and small Mill shown here are many sizes, styles and prices—all of "Enterprise" excellence.

No. 216, at the left, holds 6½ pounds of coffee and grinds a pound with 50 turns. It stands 5 feet 8 inches high and weighs 320 pounds. Can be equipped for power.

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W. H. GILLAR

Diamond—	
1-lb. tins, 2 doz. in case ..	10c.
1-lb. tins, 3 " " " "	5-cs.
1-lb. tins, 6 " " " "	12-cs.
IMPERIAL BAKING	
Cases.	Sizes.
4-doz.....	10c.
3-doz.....	5-cs.
1-doz.....	12-cs.
3-doz.....	12-cs.
1-doz.....	2½lb.
1-doz.....	5lb.



MAGIC	Cases.
6 doz.	6 "
4 "	4 "
4 "	4 "
2 "	4 "
4 "	2 "
2 "	1 "
1 "	1 "
1 "	1 "



ROYAL	Barre
Royal	barre
"	count
"	
"	
"	
"	
"	
"	

CLEVELAND'S BAKING	
Cleveland's—Dins.....	
" " 1 lb.	
" " 2 oz.	
" " 4 lb.	
" " 15 oz.	
" " 1 lb.	
" " 5 lb.	
barrels—When packed	
cent. discount will be	
WHITE SWAN SPIES A	
White Swan Baking Pow	
1-lb. tins, 3-doz. in case	
1-lb. " " "	
1-lb. " " "	

Keen's Oxt rd, per lb.
In 16-box lots or cases
Gillett's Mammoth, 1 gr



White Swan Wheat Ke
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London Pearl, per lb.
Special quotations
kegs, etc.



QUOTATIONS FOR PROPRIETARY ARTICLES

Baking Powder. W. H. GILLARD & CO.

Diamond—	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.	Size.	Per doz.
4-doz.	10c.	\$0 85
5-doz.	8-oz.	1 75
1-doz.	12-oz.	3 50
1-doz.	15-oz.	3 40
1-doz.	3-lb.	10 50
1-doz.	5-lb.	19 75



MAGIC BAKING POWDER

Cases.	Size.	Per doz.
6 doz.	5c.	\$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	1 00
4 "	10 "	1 40
4 "	12 "	1 85
4 "	16 "	2 40
3 "	16 "	3 00
2 "	3-lb.	10 50
1 "	5-lb.	19 75
1 "	12 "	34 55



ROYAL BAKING POWDER

Cases.	Size.	Per Doz.
Royal—Dime	5c.	\$0 85
	1-lb.	1 25
	2-lb.	2 55
	5-lb.	3 85
	10-lb.	4 90
	15-lb.	15 20
	5-lb.	22 55

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

CLEVELAND'S BAKING POWDER.

Size.	Per Doz.
Cleveland's—Dime	\$0 85
1-lb.	1 25
2-lb.	2 55
5-lb.	3 85
10-lb.	4 90
15-lb.	15 20
5-lb.	22 55

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

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Baking Powder—

1-lb. tins, 3-doz. in case, per doz.	2 00
1-lb. "	1 00
1-lb. "	0 85

Cereals.

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Breakfast Food, 2-doz. in case, per case, \$3.00

The King's Food, 2-doz. in case, per case, \$4.20

White Swan Barley Crisps, per doz. \$1.40

White Swan Self-rising Buckwheat Flour, per doz. \$1.00

White Swan Self-rising Pancake Flour, per doz. \$1.00

White Swan Wheat Kernal, per doz. \$1.40

White Swan Flaked Rice, per doz. \$1.40

White Swan Flaked Peas, per doz. \$1.40

Chocolates and Cocoas. THE COWAN CO., LIMITED.

Cocoa.	Price.
Perfection, 1-lb. tins, per doz.	\$4 50
Perfection, 1-lb. per doz.	3 40
Perfection, 1-lb. per doz.	1 30
Perfection, 10c size 5-lb. tins	0 90
Solu. bulk, No. 1, per lb.	0 37
Solu. bulk, No. 1, per lb.	0 28
Solu. bulk, No. 2, per lb.	0 18
Solu. bulk, No. 2, per lb.	0 22
London Pearl, per lb.	0 22



Fly Pads.

Wilson's Fly Pads, in boxes of 50 10c packets, \$3 per box, or three boxes for \$ 8.00

Unsweetened Chocolate—Per lb.

Plain Beck, 4's & 4's, cakes, 12-lb. box	0 36
Perfection chocolate, 20c size, 2 dozen boxes, per dozen	1 80
Perfection Chocolate, 10c size, 2 and 4 dozen boxes, per dozen	0 90

Sweet Chocolate—Per lb.

Queen's Dessert, 2's and 4's, 12-lb. box	0 40
Queen's Dessert, 5's, 12-lb. box	0 40
Vanilla, 1-lb., 12-lb. boxes, per lb.	0 35
Parisian, 8's, 12-lb. boxes, per lb.	0 30
Royal Navy, 2's, 4's, boxes, per lb.	0 34
Diamond, 7's, 12-lb. boxes, per lb.	0 25
" " " " "	0 25
" " " " "	0 28

Confections—Per lb.

Milk chocolate wafers, 5-lb. boxes	0 36
Maple buds, 5-lb. boxes	0 36
Chocolate wafers, No. 1, 5-lb. boxes	0 30
Chocolate wafers, No. 2, 5-lb. boxes	0 25
Nonpareil wafers, No. 1	0 30
Nonpareil wafers, No. 2	0 25
Chocolate ginger, 5-lb. boxes	0 30
Milk chocolate, 5c bundles, per box	1 35
Milk chocolate, 5c cakes, per box	1 38

Agents, O. E. Colson & Son, Montreal.



Mott's breakfast cocoa, 10c size.

breakfast cocoa, 1-lb. size	90 per dz.
" " " " " "	0 38
" No. 1 chocolate, 1-lb. size	0 32
" Navy " " "	0 29
" Vanilla sticks, per gross	1 00
" Diamond chocolate, 1-lb. size	0 24
" Plain choice chocolate liquors	0 32
" Sweet Chocolate Coatings	0 20

WALTER BAKER & CO., LIMITED. Per lb.

Premium No. 1 chocolate, 1/2 and 1-lb. cakes	\$0 38
Breakfast cocoa, 1-lb., 1/2 and 1-lb. tins	0 41
German Sweet chocolate, 1/2 and 1-lb. cakes, 5-lb. boxes	0 28
Caracas Sweet chocolate, 1/2 and 1-lb. cakes, 5-lb. boxes	0 35
Auto Sweet chocolate, 1-lb. cakes, 3 and 5-lb. boxes	0 35
Vanilla Sweet chocolate, 1-lb. cakes 5-lb. tins	0 47
Soluble cocoa (hot or cold) soda 1-lb. tins	0 38
Cracked cocoa, 1-lb. pkgs., 5-lb. bags	0 34
Caracas tablets, 100 bundles, tied 6c, per box	3 00

COCONUT. CANADIAN COCONUT CO., MONTREAL.

Packages—5c, 10c, 20 and 40c. packages packed in 15 lb. and 30 lb. cases.	Per lb.
1 lb. packages	0 28
1 lb. "	0 27
1 lb. "	0 26
1 and 1/2 lb. packages assorted	0 26
1 and 1/2 lb. "	0 26
1 lb. packages assorted in 5 lb. boxes	0 26
1 lb. "	0 26
1 lb. " in 5, 10, 15 lb. cases	0 30
Bulk—	
In 15 lb. pails and 10, 25 and 50 lb. boxes.	Per lb.
White. Wm. 4-cs. strip.	0 17
Best Shredded	0 18
Special Shred	0 17
Ribbon	0 19
Macaroon	0 17
Decoloured	0 16
White Moss in 5 and 10 lb. square tins, 5lb.	

White Swan Spices and Cereals Ltd.

White Swan Coconut—	
Featherstrip, pails	0 16
Shredded	0 16
In packages 5-cs., 4-cs., 3-cs., lb.	0 20

Condensed Milk. BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.	Cases. Doz.
"Eagle" brand (4 doz.)	\$6 00 \$1 50
"Gold Seal" brand (4 doz.)	5 00 1 25
"Challenge" brand (4 doz.)	4 00 1 00
Evaporated Cream—	
"Peerless" brand evap. cream	4 70 1 20
hotel size	4 90 2 45



TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	\$4 00
Reindeer brand per case (4 doz.)	5 00



COFFEES. EBY, BLAIN CO. LIMITED.

Standard Coffees.

Roasted whole or ground. Packed in damp proof bags and tins.

Club House	\$0 32
Nectar	0 30
Empress	0 28
Duchess	0 28
Ambrosia	0 25
Plantation	0 22
Fancy Bourbon	0 20
Bourbon	0 18
Crushed Java and Mocha, whole	0 17
" " ground	0 17
Golden Rio	0 14
Package Coffees	
Gold Medal, 1 and 2 lb. tins, whole or ground	0 30
Cafe, Dr. Gourmet's, 1 lb. Fancy Glass Jar, ground	0 30
German Dandelion, 1 and 2 lb. tins, ground	0 22
English Breakfast, 1 lb. tins, ground	0 18
THOS. J. LIPTON retail wholesale	
Lipton's "Special" blend coffee, 1 lb. tins, ground or whole	0 40 0 30

WHITE SWAN SPICES AND CEREALS LTD. White Swan Blend.



1-lb. decorated tins, 50c. lb.

Mo-Ja, 1-lb. tins 50c. lb.

Mo-Ja, 1-lb. tins 25c. lb.

Mo-Ja, 3-lb. tins 25c. lb.

Cafe des Epoures—1-lb. fancy glass jar, per doz. \$3.50.

Cafe l'Aromatique—1-lb. amber glass jar, per doz. \$4.

Presentations with 3 tumbler, \$10 per doz.



THOMAS WOOD & CO.

"Ghit Edge" in 1 lb. tins..... \$0 33

"Ghit Edge" in 2 lb. tins..... 0 32

Canadian Souvenir 1 lb. fancy lithographed canisters 0 30

Cheese.—Imperial

Large size jars, per doz.	\$8 25
Medium size jars, "	4 50
Small size jars, "	2 40

Individual size jars... per doz..... 1 00

Imperial holder—

Large size, doz. 18 00

Med. size " 17 00

Small size " 12 00

Roquefort—

Large size, doz. 2 40

Small size, " 1 40



Confections. THE COWAN CO., LTD.

Cream Bars, 60's, assorted flavors, box	1 80
Milk Chocolate Sticks, 36 in box	1 45
" " 10c cakes, 36 in box	2 35
Chocolate Wafers No. 1, 5-lb. boxes, lb.	0 33
" No. 2, " " "	0 36
Maple Buds, 5-lb. boxes, lb.	0 36
Nut Milk Chocolate, 1-lb. cakes, 12-lb. box, lb.	0 40

MACLAREN'S IMPERIAL CHEESE CO. LTD.

Imperial Peanut Butter "Bobs," the Perfect Confectionery.

Large size, cases, 25 cartons..... \$3.50 each

Small " " 50 " " " " 3 60 " " "

Assorted, cases, 25 small, 12 large 3.55 " " "

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For sale in Canada by The Eby Blain Co. Ltd. Toronto. C. O. Beauchemin & Fils. Montreal \$2, \$3, \$5, \$10, \$15 and \$20. All same price one size or assorted.

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Under 100 books..... each 04

100 books and over..... each 06

500 books to 1000 books..... (S

For numbering cover and each coupon, extra per book 1/4 cent.

Cleaner. EASTBRIGHT CLEANER

Per doz.
4-oz. cans \$0 85
5-oz. " 1 25
10-oz. " 1 85
Quart " 3 75
Gallon " 10 00

Wholesale Agent: The Davidson & Hay, Limited, Toronto.

Extract of Beef. LAPORTE, MARTIN & CO., LTD.

"Vite" Pasteurized Extract of Beef. Per case.	
Bottles 1-oz., case of 2 doz.	\$3 20
" " 2 " " " " "	3 00
" " 4 " " " " "	4 50
" " 20 " " " " "	4 75
" " 20 " " " " "	5 00

Infants' Food. Robinson's patent barley.

1-lb. tins..... \$1 25
1-lb. tins..... 2 14
1-lb. tins..... 1 14
1-lb. in..... 2 25

"Mephisto" and "Purity" Canned Lobsters.



Flavoring Extracts. SHIRIFF'S

1 oz. (all flavors), doz.	1 00
2 " " " " "	1 75
3 " " " " "	2 00
4 " " " " "	2 25
5 " " " " "	2 75
6 " " " " "	3 50
10 " " " " "	10 00
15 " " " " "	15 00

Discounts on application.

Jams and Jellies. BATHER'S WHOLE FRUIT STRAWBERRY JAM

Agents, Rose & Ladgema, Montreal and Toronto.

1-lb. glass jar, screw top, 4 doz., per doz \$2 20

THOMAS J. LIPTON

Prices on application.

Compound Fruit Jams.—T. UPTON & CO.

12-oz. glass jars, 1 doz. in case, per doz.	\$1 00
3-lb. tins, 3 doz. in case.....	0 75
5 and 7-lb. tin pails, 8 and 9 pails in crate.....	0 67
7 wood pails, 5 pails in crate, per lb.....	0 65
30-lb. wood pails.....	0 65
Compound Fruit Jellies—	
12-oz. glass jars, 1 doz. in case, per doz.	1 00
3-lb. tins, 3 doz. in case, per lb.....	0 67
7 wood pails, 5 pails in crate, per lb.....	0 65



BUSINESS FOR YOU AND FOR US.

SUN PASTE Stove Polish in Tins goes so much farther on the stove than the so-called liquids (which are always settling out) that the up-to-date housekeeper is bound to be far better pleased when you sell her SUN PASTE.

It is always ready to use, no separation of the ingredients and, as a result, she uses it oftener and comes back to you for more. That's business. Good for you and good for us.

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



**"COBRA"
POLISH**

What "The Lancet" says:

"Cobra" Boot Polish has just been analysed by Dr. Ed. Nihaul, Professor of Industrial Chemistry at the University of Liege, and he has recognised that the Polish does not contain lamp-black or any acid substance. This is important so far as the preservation of the leather is concerned, but from the health point of view the Polish does not c'ose up the pores of the leather, so that the feet keep fresh and cool.

- September 6th, 1905.

SHOE POLISH

from the health point of view

'COBRA' Polish instantly commends itself to those who appreciate the difference between health preserving, hygienic shoe dressing which keeps footwear in good condition, and the destructive compounds made of acids, oils, treacle and soot known as "Blacking."

Lay in a little stock of COBRAS

STOCKED BY

Charles Parsons & Son - Toronto
79 Front Street East



2 in 1

**Softens and Preserves
the Leather**

It will not come off and injure the finest fabrics and it is so easy to apply that polishing one's own shoes is a positive pleasure instead of a disagreeable drudgery. It will do all that any other polish will and a great deal more. It's the best seller—every grocer knows that.

The F. F. Dalley Co., Limited
Hamilton, Canada B. ff. lo, N.Y., U.S.A.

STILL TO THE FRONT

BLACK LEAD, THE OLD RELIABLE FORM OF STOVE POLISH

"JAMES DOME"

the best brand on the market. An article of real merit. All Lead.
No Dirt or Dust. Gives a lasting, brilliant, easy shine.

W. G. A. LAMBE & CO., Canadian Agents

Batger

Lime

make
juice
mark
will s
If you
some

Rose

MON

10-lb. wood pulp.....
Pure assorted jam, 1-lb. glass
doz. in case

Jelly Powders
IMPERIAL DESSERT J



Assorted flavors—gross
MacLaren Imperial Cheese C



Assorted Case, Contain
Assorted Case, Contain
Lemon (Straight) Contain
Orange (Straight) Contain
Raspberry (Straight) Contain
Strawberry (Straight) Contain
Chocolate (Straight) Contain
Cherry (Straight) Contain
Peach (Straight) Contain
Weight 7 lbs. to case. Freight

Soap
The GENUINE. Packed 100



Prices—Ontario and Q
Less than 5 cases.....
Five cases, or over.....

Batger's

Lime Juice Cordial

makes more and better lime juice than any brand on the market to-day. Your customer will soon find this out.

If you don't sell her **Batger's** someone else will.

Rose & Laflamme

AGENTS Limited

MONTREAL and TORONTO



THIS IS THE BOTTLE

"Paterson's Worcestershire Sauce"

is one of the most delightful table condiments sold." So says a famous chef. This is one reason for its great sale.

ROSE & LAFLAMME, LIMITED

Agents

MONTREAL and TORONTO

10-lb. wood pall Per lb. 0 06
Pure assorted jam, 1-lb. glass jars, 2 doz. in case 1 75

Jelly Powders

IMPERIAL DESSERT JELLY



Assorted flavors—gross 10.75.
MacLaren Imperial Cheese Co., Limited.



Assorted Case, Contains 4 doz. \$3.80
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 7 lbs. to case. Freight rate, 3d class.

SOAP

The GENUINE. Packed 100 Bars to case.



Prices—Ontario and Quebec:
Less than 5 cases 8 25
Five cases, or over 8 15



List price

'Shirriff's' (all flavors), per doz. 0
Discounts on application.

THE ROBERT GRIFF COMPANY.
White Swan, 15 flavors, 1 doz. in handsome counter carton, per doz., 90c.



Lard.

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

7 tierces... \$0 10
1-bbls. 0 11
Tubs, 50 lbs. 0 11
20-lb. Pails. 2 25
20-lb. tins.. 2 15
Cases 3-lb. 0 11 1/2
" 5-lb. 0 10 1/2
" 10-lb. 0 10 1/2

F.O.B. Montreal.



GUNNS "EASI-FIRST" LARD COMPOUND.

Tierces ... 0 11
Tubs 0 10 1/2
20-lb. pails. 0 10 1/2
20-lb. tins.. 0 10
10-lb. " 0 10 1/2
5-lb. " 0 10 1/2
3-lb. " 0 11

Licorice

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper... per lb. 80 40
Fancy boxes (20 or 50 sticks)... per box 1 25
" Ringed " 5-lb. boxes... per lb. 80 40
" Acme " pellets, 5-lb. cans... per can 2 00
" " (fancy boxes 60) per box 1 50
Tar Licorice and Tolu wafers, 5-lb. cans per can 2 07

Licorice lozenges, -lb. glass jars... 1 75
" " 20 5-lb. cans 1 50
" " " 100 sticks 1 45
" " " 100 sticks 0 75
Dulo lar - cent sticks, 100 in box

Lye (Concentrated)

GILLETT'S PERFUMED. Per case
1 case of 4 dozen \$3 60
3 cases of 4 dozen 3 50
5 cases or more 3 40

Marmalade.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case .. per doz \$1 00
16-oz. glass jars, 2 doz in case " 1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb. 0 07
Pint Sealers (24 oz.), 1 doz in case, per dozen 2 00

SHIRRIFF BRAND

"Imperial Scotch"—
1-lb. glass, doz... 1 55
2-lb. " " " 2 80
4-lb. tins. " " 4 65
7-lb. " " " 7 36
"Shredded"—
1-lb. glass, doz... 1 90
2-lb. " " " 3 10
7-lb. tins. " " 8 25



THOMAS J. LIPTON
Prices on application



SPRATT'S PRICE LIST

Mixed Bird Seeds, 1-lb. pkts., 3 dozen cases per doz \$0 95
Parrot Food, 1/2-lb. pkts., 1 doz cartons 0 45
Parrot Food, 2-lb. pkts 1 35
Bird Cage Sand, about 1 1/2-lb. bags, 1-gross cases, per doz 0 30
Bird Cage Grit, about 1 1/2-lb. bags, 1-gross cases, per doz 0 30

Mince Meat

Wetley's condensed, per gross net .. \$12 00
per case of 3 doz. net 3 00



ST. CHARLES CONDENSING CO.

PRICES:

St. Charles Cream-family size, per case \$1.70
Ditto, hotel, 4.80
Silver Cow Milk 5.00
Purity Milk... 4.70
Good Luck... 4.00

Mustard

COLMAN'S OR KEEN'S

D.S.F., 1/2-lb. tins per doz. \$ 1 40
" 1-lb. tins 2 50
" 1-lb. tins 5 00
Durham 4-lb. jar per jar 0 75
" 1-lb. jar 0 25
F.D. 1/2-lb. tins per doz. 0 85
" 1-lb. tins 1 45

Olive Oil

LAPORTE, MARTIN & CIE., LTD.

Minerva Brand—
Minerva, qts. 12's \$ 5 75
" pts. 24's 4 50
" 1-pkts. 24's 4 25

Sauces

PATERSON'S WORCESTER SAUCE
Agents, Rose & Laflamme, Montreal and Toronto
1/2-pint bottles, 3 & 6 doz., per doz. 0 90
" 3 doz. 1 75

THOMAS J. LIPTON

Prices on application

Soda

COO BRAND

Case of 1-lb. containing 60 packages, per box, \$3 00
Case of 1-lb. containing 120 pkgs. per box, \$3 00
Case of 1-lb. and 1/2-lb. containing 30 1-lb. and 60 1/2-lb. pkgs. per box \$3 00

Case of 5c. pkgs. containing 96 pkgs. per box, \$3 00

MAGIC BRAND Per case
No. 1, cases 60 1-lb. packages \$ 2 75
No. 2, " 120 1-lb. " 2 75
No. 3, " 60 1-lb. " 2 75
No. 5 Magic soda—cases 100—10-oz. pkg. 1 case 2 7
5 cases 2 7

In point of quality
the

SALT

we sell stands at the
head

Let us know your wants

VERRET, STEWART & CO.

LIMITED

MONTREAL

Canned Fruits

The quality of

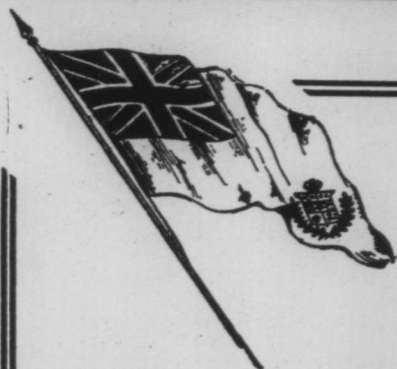
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LAUREL
BRAND**

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ST. CATHARINES, ONT.



Empire Brand

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Teas and Coffees

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