

# CANADIAN GROCER

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

Montreal: 701-702 Eastern Townships Bank Bldg. Toronto: 10 Front St. East. Winnipeg: 511 Union Bank Building. London, Eng.: 88 Fleet St., E.C.

VOL. XXIII.

PUBLICATION OFFICE: TORONTO, JUNE 25, 1909.

NO. 26.



When Laundry Blue is wanted

the thoughtful housewife thinks of the world-famous

## “KEEN’S OXFORD BLUE

Experience has taught her that of all laundry blues Keen’s Oxford Blue is the most reliable. To encourage this means money for you.

**EVERY JOBBER SELLS IT.  
ASK YOURS FOR IT.**

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

During the summer months housekeepers use

## Benson’s “Prepared” Corn

for Puddings, Blanc Manges and Desserts. Fifty-one Years’ use by Canadian housekeepers has convinced them of its superiority over all other Corn Starches. Just now is the time for you to suggest the use of Benson’s “Prepared” Corn. It will be a profitable suggestion for you.

Demand “Benson’s” from your jobber.

**EDWARDSBURG STARCH CO., LIMITED**

ESTABLISHED 1858

53 Front St. East, Toronto, Ont.

Works, Cardinal, Ont.

164 St. James St., Montreal, P.Q.

# UPTON'S

## Jams, Jellies and Orange Marmalade

are made by Canadians for Canadians

Canadian fruit is second to none, no matter in what part of the world it is grown. Sugar refined in Canada from the raw cane has a higher standard of purity than any other



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Our name on the label is the grocer's safeguard. During all the years we have been in business we have stood behind every bottle of our products—we are doing so to-day—and will ever do so.

### YOU ARE PROTECTED

when you handle our lines. YOU get value—your customers get honest value for their money. YOUR profit is good and sure, because the goods SELL. What is more, you get satisfaction; because UPTON'S appeal to your customers as no other preserve will, and as a Canadian you build up your trade in Canadian lines.

When you ask your jobber for Upton's Jams, Jellies or Marmalade be wary of the "just as good," insist and you can get the real thing.

**The T. Upton Company, Limited, Hamilton, Canada**

# LOOK AHEAD

## SARDINES

In Pure Olive Oil

BRANDS

"Albatross" "Ambrosia"

PACKED BY

OLSEN & KLEPPE

STAVANGER, - - - NORWAY

Finest Quality Only

A. P. TIPPET & CO., - Agents

## 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

## NEW FRUIT

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

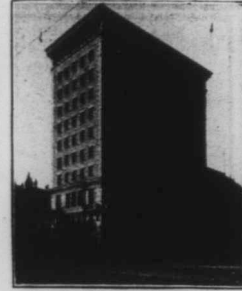
ORDER NOW for Fall Delivery

All Full Weight



Montreal Office

# Manufacturers' Agents and Brokers' Directory



Winnipeg Office

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

<p><b>FACE TO FACE BUSINESS</b> I am on the job all the time. Why not give me a trial? <b>Grocery and Confectionery Brokerage my Specialty</b> <b>G. WALLACE WEESE</b> Manufacturers Representative. 30-32 Main East Let's get close and talk it over - Now <b>HAMILTON</b></p>	<p><b>CLARE, LITTLE &amp; CO.,</b> <b>WESTERN DISTRIBUTORS</b> Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited. Phone 159 <b>SASKATOON,</b> P.O. Box 257. Western Canada</p>	<p><b>MacLaren Imperial Cheese Co.</b> Limited <b>AGENCY DEPARTMENT</b> Agents for Grocers' Specialties and Wholesale Grocery Brokers <b>TORONTO, Ont. DETROIT, Mich.</b></p>
<p><b>J. W. GORHAM &amp; CO.</b> JERUSALEM WAREHOUSE, HALIFAX, N.S. Manufacturers' Agents and Grocery Brokers <b>WAREHOUSEMEN</b> can give close attention to few more first-class agencies. Highest references.</p>	<p><b>W. S. CLAWSON &amp; CO.</b> Manufacturers' Agents and Grocery Brokers. Warehousemen <b>ST. JOHN, - - - N.B.</b> Open for a few more first-class lines.</p>	<p><b>ON SPOT</b> <b>1 CAR FINEST ENGLISH GLUCOSE</b> Testing 45 degrees. Prices Submitted on Application. <b>LIND BROKERAGE CO.</b> 23 Scott Street <b>Toronto</b></p>
<p><b>FOR SALE</b> Cheap for cash, Fruit Cleaning Plant with Date Press. In good running order. <b>J. T. ADAMSON &amp; CO.</b> Customs Brokers and Warehousemen  27 St. Sacramento Street, <b>Montreal</b> TEL. MAIN 778 <b>BOND 28</b></p>	<p>Write us for a Price on a <b>Car of Tomatoes</b> Lowest Prices and Finest Goods Packed  <b>W. H. MILLMAN &amp; SONS</b> CANADIAN AGENTS <b>TORONTO</b></p>	<p><b>Merchants, Manufacturers and Shippers</b> 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. <b>J. D. Brack &amp; Co.</b> Wholesale Brokers <b>WINNIPEG</b></p>
<p><b>ROBERT ALLAN &amp; CO.</b> General Commission Merchants <b>MONTREAL</b>  Fish, Oils, Beans, Peas and Produce. Agents: "Royal Crown" Skinless Codfish. Representing Morris &amp; Co. Chicago. Pork and Lard.</p>	<p><b>NEWFOUNDLAND</b> <b>T. A. MACNAB &amp; CO.</b> 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.</p>	<p><b>WINNIPEG STORAGE</b> TRACK WAREHOUSE Consignments solicited, stored and reshipped to order <b>K. J. JOHNSTON</b> Wholesale Commission Broker. Box 122 Winnipeg. Reference, Bank of Commerce.</p>
<p><b>STORAGE IN OTTAWA</b> 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. <b>Dominion Warehousing Co., Ltd.</b> 52 Nicholas Street, Ottawa J. R. Routh, Manager.</p>	<p>Importer, Wholesale Grocer and Commission Merchant. Ceylon Teas, Coffees, Spices, Canned Goods, Grocery and Drug Specialties. Can handle more Good Lines. <b>G. C. WARREN</b> REGINA, - - SASK.</p>	<p><b>WATSON &amp; TRUESDALE</b> (Successors to Stuart, Watson &amp; Co.) Wholesale Commission Brokers and Manufacturers' Agents. <b>WINNIPEG, - MAN.</b> Domestic and Foreign Agencies Solicited.</p>
<p><b>D. McL. BROPHY</b> 414 St. Paul St. <b>Montreal</b> Broker and Manufacturers' Agent. Open to represent one more up-to-date house desirous of utilizing my excellent connection with the grocery trade. Correspondence will receive prompt attention.</p>	<p><b>W. G. A. LAMBE &amp; CO.</b> <b>TORONTO</b> Grocery Brokers and Agents. Established 1885.</p>	<p>To <b>Brokers and Manufacturers' Agents</b></p>
<p><b>D. STAMPER</b> GROCERY AND FRUIT BROKER AND MANUFACTURERS' AGENT Goods Stored and Distributed Warehouse, City Spur Track. P.O. Box 793 <b>MOOSE JAW, SASK.</b></p>	<p><b>W. G. PATRICK &amp; CO.</b> Manufacturers' Agents and Importers <b>29 Melinda Street, Toronto</b></p>	<p>—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 <b>THE CANADIAN GROCER</b> Montreal Toronto Winnipeg</p>

J. F.

E  
TO

A

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 parcelling.

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

# EBY - BLAIN, LIMITED

Wholesale Importing and Manufacturing Grocers.

TORONTO

CANADA

## A PHENOMENAL SELLING LINE



40c.	Grade costs you	30c.	per lb. in lead packages.
50c.	" " " "	35c.	" "
50c.	" " " "	35c.	in 5lb and 3lb fancy tins.
50c.	" " " "	36c.	1lb and 1/2lb " "
60c.	" " " "	42c.	in lead packages
75c.	" " " "	50c.	" "
1.00	" " " "	70c.	in 1/2 lb fancy tins
1.00	" " " "	72c.	1/4 lb

In the 40c and 50c grades (lead packages only) we can supply you in Black, Green or Mixed ; other grades all Black.

A card to us will bring you all the information required.

**RAM LAL'S PURE TEA CO., Limited**

266 St. Paul St., MONTREAL

# There's a Feeling of Solid Satisfaction



Contractors to the  
War Office and Admiralty

in handling so good a vinegar as

## White Cottell & Co's

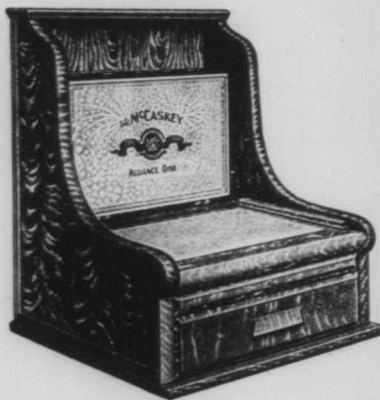
It's a good thing when there is satisfaction on both sides of the counter. Vinegar business prospers under such conditions. Let us help your prosperity by shipping a little lot of our Natural Malt Vinegar.

CANADIAN AGENTS:

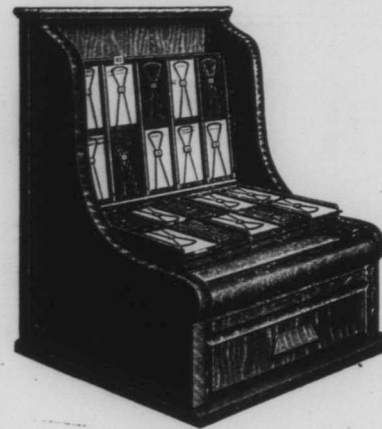
Messrs. Martin & Robertson, Vancouver and Victoria, B.C.  
Messrs. W. L. Mackenzie & Co., Ross Ave., Winnipeg.  
Messrs. G. Stanway & Co., Toronto.  
Mr. Kenneth H. Munro, Montreal.  
Mr. L. A. Gastonguay, 60 Bedford Row, Halifax, N.S.

## White Cottell & Co.

Camberwell, S.E., LONDON, ENG.



## A PRACTICAL SYSTEM for HANDLING ACCOUNTS



### The SYSTEM

That handles your accounts with the **least** expenditure of time,  
With the **least** chance for error or confusion,  
With the **least** expense,  
That gives you **complete** details and information regarding your business,  
That keeps your accounts **protected** from fire,  
That puts you in position to **collect** your insurance in full in case you should have a fire,  
That assists you in **collecting** your accounts,

### IS THE McCASKEY ACCOUNT REGISTER SYSTEM.

Nothing to compare with it.  
We would be pleased to have you investigate.

INFORMATION IS FREE

THE McCASKEY REGISTER COMPANY, Cor. Hughson and Rebecca Sts., Hamilton, Can.

# EXTRA

Have you seen it?

If you have, you have tried it.

# NUTOLIV

The delicacy of the season. Now on the market.

Order through your jobber or direct from

**GORMAN, ECKERT & CO., Limited**

LONDON

WINNIPEG

The largest packers of Olives under the British Flag.

# ROWLEY'S Valencia Raisins and Almonds ARE THE BEST

AGENTS IN CANADA:

Wm. C. Christmas, Montreal; E. T. Sturdee, St. John, N.B.; Grant, Oxley & Co.,  
Halifax, N.S.; Eugene Moore, Toronto; W. H. Escott, Winnipeg; Shallcross,  
Macauley & Co., Vancouver, Victoria and Calgary; J. A. Kavanagh, Hamilton, Ont.

## The Old Homestead Canning Co.

Picton,

Ontario

is one of the best known, progressively managed, clean, thriving and discerning establishments in the fertile and famously fruitful county of Prince Edward, which raises apples, pears, plums, cherries and vegetables that are surpassed nowhere on the American Continent, We get the finest raw products; and from the garden and farm to the can everything is transferred in a manner that preserves the full natural flavor, strength, taste and nutriment. Our factory is a model of perfect processing and scientific sanitation and its pure products are the

**OLD HOMESTEAD BRAND**  
**Canned Fruits and Vegetables**



THE CANADIAN GROCER.



**E. D. S. Brand**  
Unexcelled

**Jams & Jellies**  
Excellence

Whenever you see one of these jars, Mr. Grocer, you know that it always represents five things:

PURITY IN QUALITY

PROFIT IN SELLING

PERMANENCE IN TRADE

PERFECTION IN PRODUCT

PATRONAGE THAT STAYS

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

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

## A GOOD REPUTATION

like a good permanent business, is built up only by honesty, worth and intelligence.

## The RIVERDALE BRAND

of canned fruits and vegetables have a reputation and standing that bring high-class trade and satisfactory profits. They are sound in quality and purity.

**The LAKESIDE CANNING COMPANY Limited**

WELLINGTON,

ONTARIO

# 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.

## TRY IT YOURSELF!

Perhaps you do not know how good SNAP is, Mr. Grocer. Well, open a box, use part of it and let us hear your verdict. We know what your answer will be.

SNAP



SELLS

When you feel and know the merit of your goods it makes you a better salesman. That is the reason we want you personally to be first convinced of what we say of and claim for Snap, and that is—There is no substitute one half as good.

Order from your Jobber  
**THE SNAP CO., Limited**  
MONTREAL CANADA

*To the Trade:*

When You Are Selling

# CEYLON TEA

It is Absolutely Necessary that You Should Lay  
Particular Stress on the Fact that it

**MUST BE JUDGED  
BY CUP QUALITY**

And You Should  
Show Customers

**HOW TO PREPARE IT**

So as to Fairly Test This

---

The Tea's appearance won't especially commend it;  
nor will a poorly made infusion.

## Don't Allow Yourself to be Misled

Chocolate "Bordo" (formerly Bordeaux) will hereafter be sold under the new registered name. Many manufacturers are trying to make this specialty, but the nearest they have yet come to it, is to copy the old name.

Remember there is as much difference between "Chocolate Bordo" and these imitations as there is between Cucumbers and Bananas. It isn't the way they are shaped or wrapped, it's the way they are made; that inimitable flavor and consistency which has made Chocolate "Bordo" such an overwhelming success.

Remember this fact when the imitators offer you a substitute.

Buy and sell the original which is manufactured only by

### The MONTREAL BISCUIT CO., MONTREAL

Manufacturers of BISCUITS AND CONFECTIONERY

Ask any leading jobber in Canada for this Specialty or write us direct.

## Buggy Egg Crate



Everybody Says So:

"Just the thing" "Been looking for this"

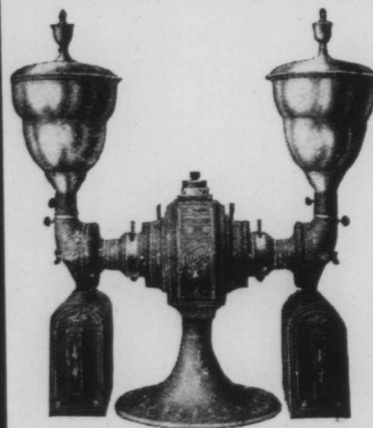
"Well, how simple" "So handy"

*Every Dealer Should Have Them*

### Walter Woods & Co.

Hamilton and Winnipeg

## What Mr. Kramer Says



*The best mill in the world at the least cost to you*

**C** C. J. Kramer, of Little Rock, Ark., former president of the National Association of Retail Grocers, is the owner of a ROYAL electric coffee mill. He says:

"We would not part with our mill for double its value. Have seen a great many coffee mills, but I have not come across one that gives the service the ROYAL does, and I do not see how any well-regulated store can do business without a ROYAL."

The steel knives that cut the coffee, the self-cleaning attachment, and the flawless construction of ROYAL mills have won them first place everywhere.

ROYAL mills are sold on easy monthly payments.


Write to-day for a free copy of our latest catalog.

### The A. J. Deer Company

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

# TWO CENTS PER WORD

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



**THE  
PUREST  
AND  
BEST**

**ST. CHARLES EVAPORATED CREAM**

**STANDARD THE WORLD OVER  
ALWAYS READY—NEVER FAILS  
A QUICK SELLER  
EVERY CAN GUARANTEED**

*Manufactured by*

**St. Charles  
Condensing Co.**

**INGERSOLL, ONTARIO  
CANADA**



**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 1/2 lb. sealed canisters  
at 40—50—60 cents per lb.

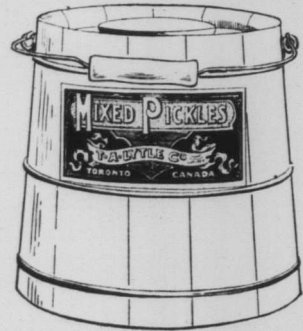
**You MUST Stock Cooper Cooper's  
Tea if you stock the BEST**

**CANADIAN AGENTS:**

Green & Co., 25 Front St. East, Toronto, Ontario  
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.  
London, England

**Lytle's Bulk Pickles**



Sour mixed and chow-chow in 1s, 2s, 3s, 5s  
and 10-gallon pails.

There's no gainsaying the statement that these  
are "unquestionably the best value ever  
offered".

**Quotations on Application.**

**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, 33 1/3%.



**GEO. MASON & CO., LTD.**  
Sole Manufacturers, London, Eng.

Sole Canadian Agents:  
**S. T. Nishimura & Co.**  
MONTREAL

SUB-AGENTS:  
Toronto, Ont.—Geo. Stanway & Co.  
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Ottawa, Ont.—Mackenzie & Co.  
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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.



It dries them up **Common Sense**  
**KILLS** { Roaches and Bed-Bugs  
Rats and Mice

All Dealers and 381 Queen St. W., Toronto, Ont.

Dealers find Common Sense a very good seller, for the reason that it gives general satisfaction and each customer tells others about same. Write for prices.

P. & F.  
**VINCENELLI**

& CO.

ANTWERP, BELGIUM

THE OLDEST CORSICAN 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.
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**THE CANADIAN  
PRESS CLIPPING BUREAU**

232 McGill Street,  
MONTREAL

10 Front St. East,  
TORONTO.

ESTABLISHED 1849

**BRADSTREET'S**

Capital and Surplus, \$1,500,000

Offices Throughout the Civilized World

Executive Offices: Nos. 346 and 348 Broadway,  
New York City, U.S.A.

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THOS. C. IRVING, General Manager  
Western Canada, Toronto

**GROCERS!**

Keep up-to-date—Order

**“SOCLEAN”**

THE DUSTLESS SWEEPING COMPOUND

The article that has proved a good seller.

Sold by your wholesaler or

**THE HARNETT-RIDOUT CO.,**  
MANUFACTURERS, TORONTO

EASTERN SALES AGENTS  
Manufacturers Sales Co., 314 Birks Bld'g 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

## Profit Winners for the Grocers

A Few High-Class Specialties to Consider:

Diamond Finish, No. 1, - - Liquid  
 Diamond (small) No. 2, - - "  
 Boulevard Dressing, - - - "  
 Peerless Black, - - Combination  
 Royal Russet, - - - - "  
 Royal Ox Blood, - - - - "  
 Eureka (Black and Tan) - - "

AND THIS ONE, THE BEST OF ALL

### Diamond Shoe Polish

BLACK, TAN, RED

Have you a stock of

### Diamond Harness Dressing

PINTS AND HALF PINTS  
 A GREAT SELLER

### Crown Stove Polish

ANOTHER OF OUR LEADERS.

**American Dressing Co., Ltd.**  
 MONTREAL



"Gentlemen, it's Quality."

**WE HAVE THE GOODS—  
 THEY ARE RIGHT**

and give you a sure and large  
 margin of profit.

## TWIN BLOCK MAPLE SUGAR

(Per Case, \$3.00)

IS MORE POPULAR THAN EVER

## CONFECTIONERY SPECIALTIES

Twin Block Maple Sugar is only one of our  
 high-class lines. We have other particularly  
 attractive specialties, all winners, quick  
 sellers. Each and every one fully described  
 in our catalogue, FREE for the asking.

ADDRESS:

**Sugars & Cannery Limited, - Montreal**

## 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 speci-  
 fy Gingerbread when ordering from your  
 wholesaler, but it means a lot to your  
 customers in extra quality.

**Dominion Molasses Co.,**  
 LIMITED

Hallifax, - Nova Scotia

Sources, Saint Louis

# RED CLOVER VICHY WATER

The Most Sparkling—The Most Effervescent  
of the Vichy Basin

A SURE CURE FOR STOMACH TROUBLES

ASK FOR OUR PRICES

**L. CHAPUT, FILS & CIE, Distributors**

Established in 1842

2, 4, 6 & 8 DeBresoles Street, Montreal

## 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 Corstiae Building, Montreal  
Ontario and Quebec.

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

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

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

Nicholson & Bain, Winnipeg, Edmonton, Calgary.

## SPECIAL OFFER

75 Cases Singapore Pine Apples,  
" Prince Brand," Rep. 2's, talls, sliced, at \$1.10 doz.

30 Cases Singapore Pine Apples,  
" Prince Brand," Rep. 2's, flats, cubes, at \$1.10 doz.

EACH CASE CONTAINING 4 DOZEN

— SUBJECT TO PREVIOUS SALE —

**S. J. Carter & Co.**

Wholesale Grocers and Tea Importers

58 MCGILL STREET :: :: MONTREAL



## Talking to the Point

CLASSIFIED WANT ADS get right down to the point at issue. If you want something, say so in a few well-chosen words. Readers like that sort of straight-from-the-shoulder-talk, and that is the reason why condensed ads are so productive of the best kind of results.

CLASSIFIED WANT ADS are always noticed. They are read by wide-awake, intelligent grocers, who are on the look-out for favorable opportunities to fill their requirements.

TRY A CONDENSED AD IN  
THE CANADIAN GROCER.



# 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. Seeton & Co., Halifax, N.S.

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

MIDLAND VINEGAR CO., Ltd.

BIRMINGHAM AND LONDON, ENG.



When everybody is talking salmon you holler :

**Quaker Brand Salmon!**

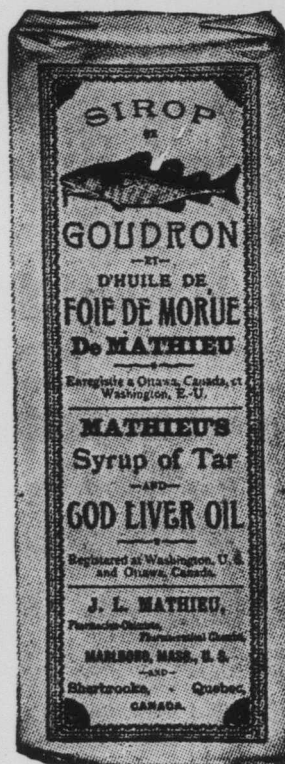
You can be quite sure that you will get the best, because only the finest salmon from the Fraser and Skeena rivers find their way into the tins bearing the Quaker Brand label.

PRICES FROM

**Mathewson's Sons**

Wholesale Grocers

202 McGill Street - - Montreal



WHY YOU SHOULD SELL

**MATHIEU'S SYRUP**

of Tar and Cod Liver Oil

REASON NO. 1

Nine out of every ten people when troubled with a cough or cold call for Mathieu's Syrup.

Hence there is no time wasted in selling it. It almost sells itself. This is the result of its exceptional curative properties in all chest and throat complaints — backed up by good advertising.

This advertising consists of

1. Our newspaper campaign.
2. One person recommending it to another, and probably telling him that he got it at your store.
3. Dealers who know a good article when they see it and gladly recommend it to their customers and friends.

Let us have an order from you 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.



**Pure Milk is Hard to Obtain  
and Impure Milk is Dangerous**

Customers and citizens recognize this and are asking for what is guaranteed pure.

**Canada First Evaporated Cream**

It is sterilized.

It is wholesome.

It is unsweetened.

It is digestible.

NO DEAD STOCK ON YOUR SHELVES.

Manufactured by

**AYLMER CONDENSED MILK CO., Limited**

AYLMER, - ONTARIO



**I**F 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**

ST. GEORGE, - - - - - ONTARIO

**YOUR CUSTOMERS ALL  
Know This Package**



It is in your own interests to have it in stock.

**The Canadian Condensing Co.**  
CHESTERVILLE, ONT.

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

**Tartan**  
BRAND

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

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

**BALFOUR, SMYE & CO.**  
Wholesale Grocers HAMILTON

## PANCAKE FLOUR SALES

ARE NOW IN ORDER

THE CONSUMER PREFERS



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

If you want the best in Domestic or Imported

# VINEGAR

we have it.

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**

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## SALESMAN

**W**ANTED—An energetic Salesman for Toronto City and principal points in Ontario. Must be a hustler and have good references. Salary at start \$75.00 a month. A satisfactory man will find rapid advancement.

Applications to be considered must be by letter, with copy of references and full particulars.

**WM. H. DUNN,**  
396 St. Paul St., Montreal

**THIS IS**

About  
3-ft.  
Long.



Half Actual Size.

**OF ALL JOBBERS  
OR FROM**

T. A. MacNab & Co.,  
St. John's, N.F.  
W. S. Clawson & Co.,  
St. John, N.B.

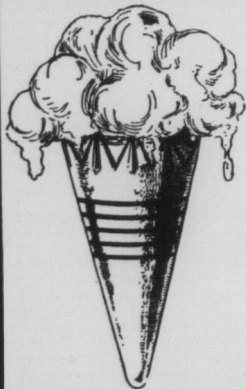
MacLaren Imperial Cheese Co.,  
Toronto.

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

G. C. Warren,  
Regina, Saskatchewan.

Standard Brokerage Co.,  
Vancouver, B.C.

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



**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.**

## Leave it to Your Customers

Just order a small lot of John Gray's Scotch Marmalade. (You can assort, buying some Jam as well). They leave it to your customers to say what they think of the goods. You will have no trouble in disposing of a couple of dozen trial jars.

**WE'LL ABIDE BY THE VERDICT**

GET THE TRIAL LOT FROM

**SNOWDON & BORLAND,**  
AGENTS

34 GUARDIAN BUILDING - - MONTREAL.

## McLEAN'S WHITE MOSS COCOANUT

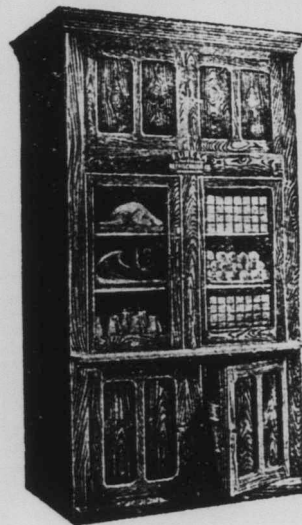


The package with the monkey  
on it—that's what the people  
are asking for.

**YOU** should be able to supply  
them with it. **ARE** you?

Made only by

**The Canadian Coconut Co., Montreal**



## THE EUREKA REFRIGERATOR

This cut shows style No.  
014, 14 and 15, and is suit-  
able for grocers, restaurants  
and hotels.

It is made of ash wood,  
antique finish. Shellacked  
and hard oil varnish. Double  
door, with inside door to ice  
chamber. Two sliding win-  
dows, hung with weights

Double glass. Shelf in front five-inch projection. Two  
doors at bottom. Interior divided in centre, making two  
separate compartments. The shelves are all movable. The  
bottom is for tubs and other heavy articles. Ball-bearing  
casters. Solid brass catches.

**WRITE US FOR PRICES AND CATALOGUE.**

**EUREKA REFRIGERATOR COMPANY, LIMITED**

**54-56 NOBLE ST., TORONTO, CANADA**

Near Queen St. Subway

## 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.

**WANTED** Industrial agent for thriving western town. Must be a capable organizer, able to inspire big commercial ventures and to write literature that will attract attention. A newspaper man would be preferred, but only high class applications will be considered. Salary \$2,500 to start, \$3,000 second year and there is practically no limit to money provided the man can "make good." Answer in confidence, "G. H.," care the MacLean Publishing Co., Montreal. (26p)

### ADDING MACHINE.

**ELLIOTT-FISHER** Standard Writing-Adding Machines makes toil 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.

### AGENCIES WANTED.

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

**AUG. DUBRU**, Rotterdam, Holland, dried fruit commission agent, wants relations with first-class packers and shippers of Canadian dried apples and other dried fruits. (26p)

### 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.

### 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.

**7,217 NATIONAL CASH REGISTERS** were sold during May 1908. That's more than were sold during May 1907. The National Cash Register Co., F. E. Mutton, Canadian Manager, cor. Yonge Street and Wilton Av., 1122, Toronto.

**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. (1f)

**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. (1f)

**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, crays, 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. (1f)

**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 **PROJECTOGRAPH**. This device stamps a line such as "Not over ten dollars, \$10," which is a 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 Avenue, Toronto, Ontario. 128

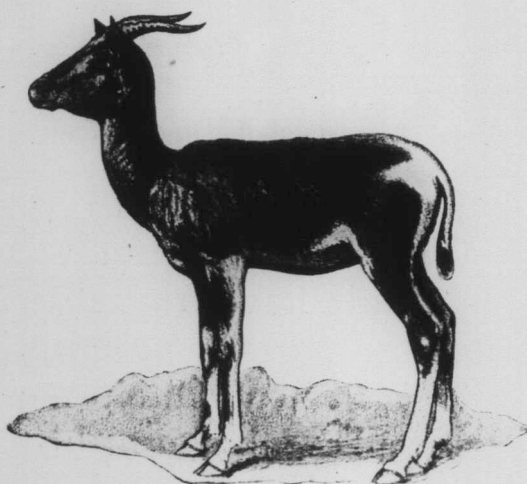
### EXPORT TRADE DEPARTMENT.

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.

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



# GAZELLE

The Brand of the Very Finest

CANNED

VEGETABLES

and

CANNED FRUITS

**HUDON, HEBERT & CO., LTD.**

MONTREAL

"THE MOST LIBERALLY MANAGED FIRM IN CANADA"

# The Best Known Brands

Which have successfully stood the test of time in CANADA.

We are favored with the privilege of representing in Canada the most important Wine, Spirits and Grocery firms, manufacturing firms whose brands have a world-wide reputation and whose goods are strictly first-class and up to the sterling reputation enjoyed by these firms. Our prices deserve the attention of all careful buyers, as much as our brands, in the different lines we handle, deserve the keenest and most favorable comment from all refined consumers.

Peruse our list, make your selection, and get our quotations.

Ph. Richard et Cie .....	Cognac .....	Brandy.
Mitchell Bros. ....	Glasgow .....	Scotch Whisky.
Mitchell & Co. ....	Belfast .....	Irish Whisky.
J. P. Wiser & Sons .....	Prescott .....	Canadian Whisky.
Pollen & Zoon .....	Amsterdam .....	Gin and Liqueurs.
G. Pims & Co. ....	London .....	Old Tom Gin.
Blandy Bros. ....	Madeira .....	Madeira Wine.
Real Companhia Vinicola .....	Portugal .....	Port Wines.
Motta et Vaz .....	Portugal .....	Port Wines.
Diez Hermanos .....	Jerez de la Frontera .....	Sherry Wines.
Garrett et Cie .....	Malaga .....	Malaga Wines.
Fenech, Artell & Co. ....	Tarragonne .....	Mass Wines.
Vigneau et Cambours .....	Bordeaux .....	Clarets et Sauternes.
Morin, Pere et Fils .....	Beaume .....	Burgundy Wines.
Frederick Krote .....	Coblentz .....	Rhine Wines.
Kunkulman et Cie. ....	Reims .....	Piper-Heidsieck Champagne.
Union Champenoise .....	Reims .....	Cardinal Champagne.
Union Champenoise .....	Reims .....	Duc d'Origny Champagne.
Fli Ferrero Ricardo .....	Turin .....	Italian Vermouth.
Cazalis et Pratts .....	Marseilles .....	French Vermouth.
Ardien Sarazin et Javilliers .....	Dijon .....	Bacchus Quinquina Tonic Wine.
P. Garnier .....	Enghien-les-Bains .....	French Liqueurs.
Fred Miller Brewing Co. ....	Milwaukee .....	Lager High Life.
Fred Miller Brewing Co. ....	Milwaukee .....	Extract of Malt.
Daukes & Co. ....	London .....	Bass' Ales and Guinness' Stouts.
Source Neptune .....	Vichy .....	Vichy Water.
Source La Sanitas .....	Vichy .....	Vichy Water
Societe Anonyme "Le Soleil" .....	Malines .....	Canned Fruits and Vegetables.
Duffy & Co. ....	Rochester .....	Apple Juice and Grape Juice.
Clement Obier .....	Perigueux .....	Pates de Foie Gras.
Societe Nouvelle de Roquefort .....	Roquefort .....	Roquefort Cheese.
Blanc et Fils .....	Valence sur Rhone .....	Pastes.
H. E. Boulee et Cie. ....	Marseilles .....	Olive Oil.
F. Tourasse .....	Marseilles .....	Castile Soap, "La Vertu," "La Mouche."
F. Lecourt .....	Paris .....	Mushrooms.

For all information, write, phone or wire at our expense.

**Laporte, Martin & Co., Limited**  
Wholesale Groceries, Wines and Liqueurs, MONTREAL

Adamson, Allan, Rob Allison Co American Aymer Co Balfour, Bn Balger & C Benedict, I Berry, Wm Blue Ribbo Borden Cor How er, S. Brack & Co Bradstreet Bristol, Ge British Am Brophy, D. Brown Mfg Busy Man Canada Sup Canadian Canadian Canadian Canadian Capstan M Cargill, H Carter-Oru Carter, S. J Carreth & C Caylon Tea Chaput Fil Christie, B Clare & Lit Clark, W Dawson & "Cobra" Pe Collings, H Common B Conant, I Coe, er Coc Oete, Josep Cowan Co Cox, J. & G

Dalley, The Davidson & Dawson Co Deer, A. J.



# 31,161 lbs. INCREASE

in the Sales of

# "SALADA"

last week over the corresponding week of 1908. Constantly increasing sales is the greatest proof of its popularity. Sell it and watch your tea trade grow.

TORONTO

MONTREAL

## INDEX TO ADVERTISERS

This index is made up on Tuesday. The insertion of the advertiser's name in this index is not part of his advertisement, nor does he pay for it, but it is placed here entirely for convenience of readers. We endeavor to have the index as complete as possible.

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# Advantages of Profit Sharing in Business

How the Principle Works Out and Benefits Both Capital and Labor—A Leading Toronto Firm Reviews its Experience With the System—Merchant Who Conducted Exhaustive Inquiry, Tells of the Strength and Shortcomings of the Plan, Which, on the Whole, He Strongly Favors.

A number of Canadian firms have for some years adopted the system of profit sharing. The plan is growing in the extent of its operations and in the measure of appreciation and confidence with which it is viewed by capital and labor. After giving the method a fair, impartial trial business and industrial concerns, with but few exceptions, have found it of mutual benefit and advantage. The principle has been pronounced sound and stable while the plan is generally conceded to be an improvement in the mode of remunerating labor, and to have a good moral, helpful and stimulating effect generally, promoting economy, thrift, goodwill and a spirit of unity and harmony among employees. It establishes a joint responsibility of interest and welfare between employers and employees, and the interdependent relations of capital and labor, making for advancement, expansion, unity and aggressiveness in business.

In connection with the sixty-fifth anniversary of W. J. Gage & Co., publishers, and manufacturing and wholesale stationers, Mr. Gage took occasion to refer to the plan of profit sharing which has been in existence in his company for some years. The system is a simple one in which every employe who has been continuously in the service of the company for over a year, participates. It is direct and easily operated. In 1902 the directors decided to set apart a certain percentage of the annual profits in the interest of the profit sharing plan. This sum is distributed among the men and women, boys and girls, the amount being divided on the basis of wages that each person receives.

## System Was Extended.

This arrangement worked so well and the outcome was so encouraging, that three years ago another progressive step was taken and the plan extended, whereby the heads of various departments or employes in positions of trust and responsibility were permitted to purchase stock in the company. Twelve of the oldest servants of the house now hold stock ranging from ten to one hundred shares. They were allowed to buy their interest outright or to pay for it out of the dividends, being charged only a nominal interest on the remaining or unpaid portion of their shares. By this means the stock held by a number of them will pay for itself in a few years and will practically involve no expenditure on the part of the holders, being in addition a profitable and safe investment in a well managed concern. The heads of departments, who have acquired financial representation, do not, of course, participate any longer in the profit sharing scheme as applied to the rank and file of the employes.

Speaking of the plan in detail Mr. W. P. Gundy, General Manager of the Company, said they were well satisfied with the way the system had worked

out and they would, under no circumstances, care to revert to the former order of things. "We have found," he said, "that the principle of profit sharing in its practice and application to be an admirable adjunct in every respect. We believe that the steady advances which our business has been making and the position which it now holds, can very largely be attributed to the loyal support and hearty co-operation of every one connected with our establishment. We are also convinced that this was to a great degree secured by the system of profit participation."

## Why the Plan Was Adopted.

"What led you to adopt the plan?" was asked.

"Well! we had learned of its helpfulness in other lines of manufacture and the directors, after due consideration, thought, if rightly applied, it should work out as well in our own case. We decided to give it a fair trial—not as a benevolent or philanthropic undertaking or anything of that character, but on the ground of mutual interest, united assistance and earnest co-operation. We have found it helpful and the good opinions, we had previously formed of profit sharing, have been justified in every way. I will give you one illustration. At the time of the big fire in April, 1904, we lost our warehouse, plant and everything else. It was a month before we were able to resume any part of the business and six months before we were again in full operation and in shape to take back all our employes. Of all those who were thrown out of work by the fire, not one left us. They secured temporary employment elsewhere and were tempted by contracts, higher pay and in various ways by other concerns who held out all sorts of inducements and promises. Although, as I have said, it was six months before we were running again at normal capacity, one of the most pleasing things we remember is, that there was not a man or a girl but held to the company and all eventually found work in the old house. Yes! I am a firm believer in the principle, plan and practice of profit sharing. I could tell you of other instances and the good effect of the system which we inaugurated seven years ago, but I have given you a pretty fair outline of its working as it applies to our own company and an indication of what has been accomplished by its operation with us."

## An Impartial Inquiry.

A few months ago Fred C. Lariviere, a hardware merchant of Montreal, concluded a thorough and impartial investigation into the working of the profit sharing plan, not only in Canada, but in foreign countries. The result of his exhaustive inquiries extending over a year were communicated in a series of excellent articles which appeared in

Busy Man's Magazine. Mr. Lariviere carefully weighed all the points in favor of and those raised against profit sharing and his summing up of the situation is interesting and instructive.

## Some Objections Heard.

The arguments chiefly heard against the system were:

Profit-sharing will never be a substitute to salary.

Unequal gains will always exist in the same industry.

Antagonism between capital and labor will always subsist.

The shares to each individual are too small to be appreciated.

The generalization of profit-sharing will have the effect of reducing profits.

The prosperity of an industry depends on its management, consequently the application of profit-sharing is an unjust departure.

Piece work or high wages are the only just substitutes to ordinary salary.

It is impossible to have employes share in the losses.

It is very difficult to establish the proper proportion of remuneration between capital and labor, especially in manufacturing industries.

Profit-sharing with no share of ownership in the industry is based on unsound principles.

Profit-sharing forces an employe to stay under penalty of loss of share of profits for the full term fixed by rules and regulations.

To be just, a profit-sharing system must give to the employes the right to be represented for stock taking and for the balancing of accounts, which is a very serious objection, inasmuch as it makes known the results, and, if favorable, will encourage others to start in same line of business, and, if reports are unfavorable, can cause very serious financial difficulties.

## Many Favorable Points.

The points in favor of profit-sharing and the conclusions of the writer, who is a thorough believer in the principle, are:—

It is a more logical and a much fairer way of remunerating the wage earner.

It promotes economy amongst the laboring classes.

To a certain extent, it prevents the possibility of strikes.

It gives an employe a chance to apply the full force of his physical and moral energy.

When properly applied, it helps to promote the employers' interest.

It spreads on the largest number the care and responsibilities of the management.

It decreases the antagonizing influence of labor against capital.

It facilitates more intimate and friendly intercourse between employers and employes.

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## Some Interesting Curios Among Crackers

Different Meanings In Different Countries — "Biscuit" in French Means "Twice Cooked."

amongst laborers during dull time and scarcity of work.

It does not bring about the meddling of employes with the management of enterprises.

There is nothing known that will make disappear inequality of salaries and profit-sharing has never had this result in view in any of its applications.

I desire to state that it will be seen that the application of the profit-sharing system has been in operation in various industries, if not in the whole world, at least, in the most progressive and aggressive business countries as an improvement in the mode of remuneration of labor with good moral results for the working class.

Profit-sharing must not be considered as an innovation with infallibly good results, as a cure-all of all labor troubles, but as an amelioration over the old wage system, and its good results have conferred, when the nature of the enterprise permitted its application, benefit on both employer and employes.

The various results described prove that each case has its own solution, and rules and regulations first adopted have oftentimes been changed. It must not be forgotten that profit-sharing imposes on each sharer, to obtain good results, more duties and a better knowledge of the industry.

To make a success of the application of profit-sharing the following will be useful:

Profit-sharing should be organized in such a manner as to establish a joint responsibility of interest between employers and employes, also a capital and labor.

The salary question should not be mixed with profit-sharing, but be considered separately and be based on the general fluctuation of wages.

The industrial production and business management should be seriously considered in adopting a profit-sharing system as well as the relation of labor and capital.

Salary seems to be the basis most generally adopted, although some add the consideration of the number of years spent in the factory.

The amount set for profit-sharing should be sufficiently large to really interest the staff.

Profit-sharing should extend to the largest possible number of employes, and be well defined at its inauguration, not left to the good-will of the employer.

All firms adopting profit-sharing must necessarily be in very good financial circumstances, especially if results are to be made public.

Shares of profit-sharing should not be paid in cash, but placed to the credit of each employe with an allowance for interest, and to determine a number of years, during which the owner cannot dispose of his earnings except in case of death, purchase of house, or out of work.

The principal object of profit-sharing should be the creation of a savings department for each employe, to enable him to become a property owner or a co-proprietor of the industry.

J. S. Wallace who is representing the F. F. Dalley Company in New York State, spent Sunday, June 13th, at his home in Hamilton, Ont.

Some curiosities in the way of foreign crackers or biscuit are described in The Bakers' Weekly (New York, May 22) by Mr. L. Lodian. He reminds us in the first place that biscuit is French for "twice cooked" and is etymologically the same as the German zwieback. The Italians make all their crackers in this way, the varieties familiar to us not being in common use with them. Italian bakers, Mr. Lodian tells us, save all their old bread and convert it into "biscuit" of this kind. For this reason the bread largely used in Italian and Sicilian restaurants is so made that pieces may be broken from the loaf without leaving a jagged end. From the Italian biscuit the writer passes to another Latin delicacy—the meat-biscuit of South America. He says:

"This is called hallaka, and is a kind of tamal—made of maize flour, small white beans, and chopped poultry flesh . . . the whole mildly and appropriately spiced. It is made up in a couple of big banana leaves, tied, and boiled intact thus. Is much used as a stand-by in Latin America by travelers and tourists on the Orinoco and Amazon and in the interior. It is appetizing, a simple pure food, will keep for months in a cool place, and is imported for the use of many of the Latins living in Gotham; also for transients from Ibero-America putting up at our big hotels. Is preferably eaten cold as sold, but may sometimes be advantageously warmed up in cold weather in oven, or by immersion for three minutes in boiling water."

Of the tree-grown flour and biscuit of the tropics Mr. Lodian says:

"There are a dozen different bread-fruit trees scattered through tropical regions. One of the flours made from the bread-fruit tree of tropical America, known as the yuka, is a regular article of commerce on the Manhattan market. It is only sold in cartons at elite groceries, is quite a pure article, of dingy grayish-white color, and a slightly alkaline and hardly an agreeable taste. In cooking, the alkalinity and acidity are mostly driven off. . . . In its fresh-fruit form it is in shape elongated like a giant plantain, and, for drying and conversion into flour, is cut down long before ripening, so that it has (like a green banana) not a semblance of sweetness. But the same fruit, allowed to fully ripen, then sun-dried, becomes almost as sweet as a Smyrna fig. . . . This tree-grown cake-bread is eaten dried thus; and, along with the tree-growing flour, forms the chief food of millions in the tropics.

"The compest fig-coffee of the Teutons, which has been used by them for over a century, is . . . also used here as a light cake or soft cracker, on account of its agreeable caramel flavor—

just as many persons like the flavor of the semi-burnt skin of a well-baked apple. Is a sustaining, pure food; and is the only coffee extant which can be used both as a beverage or as an article of food. . . .

"The 'kasabi' torta (we get our word 'tart' from torta) of Hispan America is the biggest regularly made cracker on earth—bigger than the special matzoths of Manhattan's Jew-side (which, however, are only made for a short period in the year). It is made from the kasabi root, and lightly fired in cakes about the size of a small parasol.

Another queer cracker is the pulley-shaped hardtack of Sicily. The origin of this, Mr. Lodian tells us, is not known, nor is its meaning. He says:

"It is always circular, hole in middle, and has the approximate form of a pulley. A high-grade hardtack, in which egg always enters and the highest-priced lard-bread among the Sicilians, retailing at a nickel and dime apiece (only two sizes made). . . .

"The Teuton bread-biscuit is a sliced pumpernickel, of very fine grain, and probably represents the highest development of this kind of rye bread. It always comes in tins, keeps soft for years, if kept closed, and is in much demand by those folks who do not care for the dry crispness and hardness of crackers, which are often a task on the salivary glands.

"Almond-meal biscuits are obtainable in Manhattan (where you can obtain all things unobtainable in other American cities. Gotham is only surpassed in this respect by Paris). They are made solely of almond debris after the oil has been expressed, only sugar being added as a binder—and baked to a fancy brown. The bitter-almond debris is preferred; but the biscuit which is quite hard, while having the aroma of the bitter-almond, has not an iota of its intense disagreeable bitterness. This is because, in the oil expressing, the kernels have been subjected to live steam to increase the yield, which dissipates every particle of acidity from the nut (now crushed to powder). We have a homely realization of this in our own kitchens, in onions, which, by boiling, lose their acidity."

Lastly, Mr. Lodian introduces us to the "massed" crackers of the Sicilians, which correspond somewhat to our gingersnaps and are always sold in higgledy-piggledy jumbles or masses. He says:

"They are massed together with a sprinkling of streaming white-sugar sirup poured over them. As required, one or two-pound masses are broken off for customers from the main mass exposed for sale, which may weigh from thirty to forty pounds."—Literary Digest.

# Business Men Discuss Business Principles

**Associated Boards of Trade of Western Canada in Annual Convention—Many Resolutions Passed Relative to the Production of Better Trade Conditions Throughout the Prairie Provinces—Unselfish Spirit Displayed—Building up the West—The Predominant Theme.**

(Staff Correspondent.)

Saskatoon, June 22.—The sixth annual convention of the Associated Boards of Trade of Western Canada, comprising a delegation from one hundred and twenty-five individual boards in cities, towns and municipalities in the provinces of Manitoba, Saskatchewan and Alberta, was held here on June 15 and 16. This was the first convention held by the association since Manitoba Boards of Trade affiliated with the other two provinces. As a consequence it was the largest convention ever held by the association, and the most important gathering of its kind ever held in Canada to discuss ways and means for the development of the growing industries of Western Canada.

The business of the convention was to discuss the various resolutions which had been submitted to the general secretary during the past year, from various boards throughout the country. This year resolutions had been sent in by boards from Calgary, Lethbridge, Edmonton, Medicine Hat, Moose Jaw, Swift Current, Prince Albert, Raymond and Wolseley, and these occupied the time of the convention. These resolutions were all printed in pamphlet form and distributed to each member of each Board of Trade, some weeks before the convention, in order that the members might be prepared to intelligently discuss the questions when they were introduced.

On Tuesday morning, June 15th, the meeting was called to order by President K. W. Mackenzie of Edmonton. He expressed regret that all the delegates had not arrived, and after naming a resolutions committee of nine delegates present, and a credential committee of three members, the meeting was adjourned until the afternoon.

## Tuesday Afternoon Session.

An address of welcome was read from Mayor Hopkins, of Saskatoon, who was not able to be present. He assured the delegates of the hearty sympathy and encouragement they would receive in their deliberations for the public good.

After M. Isbister, president of the Saskatoon Board of Trade had welcomed the delegates and invited them to the entertainments, which had been prepared for them, and which were enthusiastically taken advantage of by all, President Mackenzie rose to deliver the annual address which was as follows:—

"Gentlemen: As retiring president of this association I have now the honor to present to you my annual address, and in doing so desire again to express my keen

appreciation of the honor you conferred on me a year ago, when you asked me to preside over your deliberations, and of the unfailing courtesy extended to me in the discharge of my duties in that connection.

"I am gratified to find so large a number of delegates assembled at this the sixth annual convention of the Associated Boards of Trade and take it as evidence of a sustained interest in the work. By a resolution of the convention held at Medicine Hat a year ago Manitoba boards are now entitled to representa-



WILLIAM COUSINS, MEDICINE HAT,

President-Elect of The Western Board of Trade.

tion in the annual convention on the same basis as those of Saskatchewan and Alberta, and on behalf of the older members of the association I now welcome them to this fuller participation in our work.

"The problems we have to face in these three provinces are similar, if not the same; our interests are inseparable, if not common, and though under three distinct governments our welfares are so bound together that almost every pulsation that affects the one is felt by the other. It is hoped therefore that by well directed and concerted action we shall derive the largest measure of a common benefit.

"During the past two years our west-

ern provinces have felt with the rest of the world the strain resulting from the financial stringency, but recently there are many indications that this condition is passing away and that the onward march of general progress and development has been resumed.

"It is satisfactory to note that during the past year a distinct impetus was given to the settlement of the west by the Dominion Lands Act of 1908, which permitted the taking up of a homestead and pre-emption within a certain area and made available for homesteading all undisposed of odd numbered sections. It is also gratifying to note improvement in the class of settlers seeking homes in our midst.

"Following instructions given at last year's convention your executive on the 19th of December last appointed John T. Hall, of Medicine Hat, as permanent secretary of the Associated Board, who under their instructions inaugurated a very satisfactory follow-up system. For the purpose of interesting every Board of Trade in the work of the association, invitations were extended to thirty-one Boards of Trade in Manitoba, forty-eight in Saskatchewan and forty in the Province of Alberta, and for the purpose of giving the fullest, possible effect to the resolutions of the convention there were forwarded to the proper authorities and were followed up with a persistent correspondence impressing upon the various bodies to whom they were referred, the fact that these resolutions had received the most mature thought and careful consideration of the association before being presented to them and endeavoring to see that so far as practicable action should be taken in connection with each of them.

"The machinery of this system is not yet in full perfect running order, but we believe that the foundation has been laid for very effective work along the lines proposed. I beg to refer you to pages 54 and 58 of the report of the last convention, where you will find a brief synopsis, of the year's work. I beg also to refer you to the mass of correspondence which now lies upon the secretary's desk, and to invite your inspection of same, or of such parts of it as may interest you. One of the resolutions to be presented to this convention suggests a further extension of this work. I am of the opinion that the association has now reached that point in its existence when it has become a strong factor in the up-building of Western Canada.

"It is with regret that I have on this occasion to refer to the death of an estimable member of our association, R. S. Cook, of Prince Albert, who took so prominent a part in the work of the association during the past two years. I am sure that those who were privileged to visit Prince Albert when the conven-

tion was long remembered.

"In appreciation of the services rendered by you into the experience of the commendation.

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## THE CANADIAN GROCER.

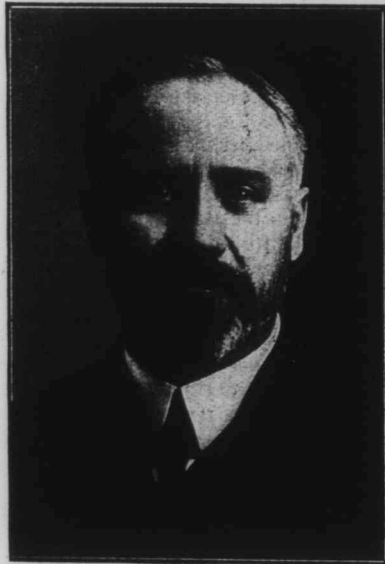
tion was held there two years ago will long remember his genial hospitality.

"In closing, I wish to express my appreciation of the able and effective services rendered by John H. Hall as secretary for this association. He has brought into the work a large fund of practical experience and has applied himself with commendable energy."

The financial report submitted by Secretary, J. T. Hall was encouraging in every way, and a substantial balance was left on hand.

The election of officers for the ensuing year was the next item of business, and resulted in the election of William Cousins, of Medicine Hat, as president; E. W. Saunders Moose Jaw, vice-president; John Hanbury, Brandon, second vice-president.

President Cousins was called to the chair and warmly thanked the convention for the honor they had done him.



K. W. MACKENZIE, EDMONTON,  
Retiring President of Associated Boards  
of Trade of Western Canada.

### Townsite Supervision.

The discussion of the resolutions was then taken up and A. E. Cross, of Calgary, introduced the resolution regarding the government supervision of the location of townsites. He stated several complaints had been made from citizens in the smaller towns that the railways exercised no care in the selection of suitable or healthy points, which were surveyed as townsites. The question was chiefly a sanitary one, and this was enlarged upon by William Georgeson (Calgary), who seconded the resolution.

Several towns were mentioned which were selected in extremely unhealthy places and without regard to the people who will have to live there. He thought the Government should compel the railways to select sites in suitable places. The resolution was favorably considered by a few other speakers and carried.

### Extension of Trade.

The Canadian trade agencies in other countries, was the next question introduced by the Calgary delegates. The resolution aimed at the appointing of agents from Canada in other countries, and more particularly in Mexico for the purpose of extending the export trade of Canada. It was pointed out by A. C. Fraser, of Brandon, that the Dominion Government had a commissioner in Mexico, whose business it was to serve the country in the way the resolution indicated.

Dissatisfaction was expressed by other speakers of the lack of information which they had received as to the trade conditions with other countries, and it was moved and carried that the resolution be re-drafted and submitted next year.

### Bulk Sales Act.

The next resolution as moved by W. Georgeson (Calgary), is as follows:

"Whereas there is at present in existence in Manitoba and British Columbia an act governing the purchase, sale and transfer of goods in bulk, known as The Bulk Sales Act, the result of which has been beneficial to trade.

"Therefore it is resolved by this convention of the Associated Boards of Trade of Western Canada that the governments of Alberta and Saskatchewan be requested to enact without delay similar legislation in the respective provinces."

He stated that the general trade had suffered in Western Canada because merchants were allowed to sell out their stock in bulk at so much on the dollar and leave the wholesaler without any opportunity to exact any returns. It is only fair that the wholesaler should have the stock that is left, and that it should not be sold in bulk. There are many states in the union, he said, where this act was declared Constitutional. The older United States wholesale houses have felt for many years the absolute necessity of the protection of this Act. It is a reasonable request of the creditor, he claimed, to restrict the debtor who sells goods in the assets of which he has no interest.

H. D. Gordon (Winnipeg), seconded the resolution, which carried.

### Conservation of Natural Resources.

H. M. E. Evans (Edmonton), made an appeal for the preservation and development of the resources of the country, citing several instances in United States and Canada, where splendid service has been and can be rendered.

C. N. Bell called the attention of the delegates to the association originated in the United States, which had for its objects the ideals embodied in the resolution, stating that any Canadian could become a member for a fee of five dollars and have the privilege of receiving ten volumes of literature on the subject of conservation of natural resources.

"It behooves us," he said, "to show as much enthusiasm as the Americans in this endeavor."

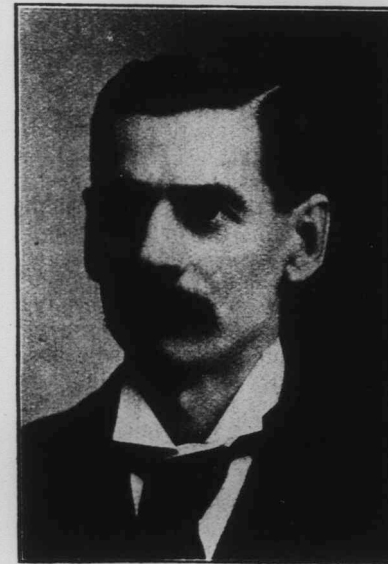
The resolution was heartily supported.

The convention approved of the idea of the resolution to have land holders set aside a reasonable area of land in every ten acres, being sub-divided into lots, for parks and breathing spaces. Mr. Smith, of Regina, was the chief supporter of the question.

### Fraud Under Exemption Ordinance.

The first warm debate of the session came when the following resolution was under discussion.

"Resolved that in view of the frauds which have been practiced by traders under the cloak of the Exemption Ordinance in force in the Provinces of Alberta and Saskatchewan, legislation should, in the opinion of this association be passed in these provinces making that ordinance inapplicable to any property included by any trader in any statement upon the faith of which he obtains credit, or such extension of time for the payment of his



J. T. HALL, MEDICINE HAT,  
The Board of Trade Secretary.

debts, unless in such statement the property claimed as exempt is distinguished as such."

The mover was Mr. Smith, of Edmonton, and the seconder Mr. Georgeson, of Calgary. In his address Mr. Georgeson said he regretted very much that he had not had time to prepare any particular material on this question, but he would say that the exemption law as it stands gives entirely too much advantage to the debtor. The act provides a great exemption in the case of homesteaders, and houses in cities are exempt to \$2,500. It also exempts all tools and implements of trade, and further provision to farmers to assist them against executions but does not provide for traders. In the case of a debtor it leaves him all food and other things sufficient for six months. The creditors are under the obligation of leaving their goods under depreciating influences while the debtor goes free. The act was certainly wide in its provisions

in favor of the debtor. There seemed to be no restriction of the amount which a debtor should claim. He quite agreed with Mr. Smith that it was time the creditor should not be asked to do more than he has done in supplying the goods to the debtor. There had been a number of decisions in Manitoba courts where the debtor got every favor rather than the creditor. The act should be amended so that the creditor should be protected.

The discussion was continued by E. A. Mott (Winnipeg), Hugh Aird (Saskatoon), and H. D. Gordon (Winnipeg), when the Hon. T. H. Maguire, of Prince Albert said that as the poor debtor did not appear to be represented there, he would take his part. One would almost be convinced that the meeting was approving of the principle of the resolution, but if he was the only one to voice an objection, he would voice it. Surely every business man and particularly every wholesaler knows what is the record of the man he gives credit to.

**Discourage Credit System.**

"Why," said the speaker, "was the law passed at all that there should be any exemptions? Surely for the obvious reason that in this country we do not want to have people thrown upon the municipality or the Government for their support by having their stoves, beds and other household goods taken from them. If such were done they would be paupers and the country taxed to support them. This is why this exemption law was placed on the statute books. I would like to see every trader discourage the credit system. It is not in the interests of the merchant, retail or wholesale, nor in the interests of the country to extend the principle of credit. You should extend the principle of cash. If you wipe out this exemption then dealers will be more reckless in obtaining credit. It would be a calamity if we encouraged people to come here without the protection the exemption law gives to honest people."

W. Georgeson replied by stating that it was against the dishonest dealer that the creditor wished to protect himself.

"The creditor should be allowed to mortgage the farm or property of a dealer who wilfully neglects his duties. And if the debtor is bound to be a chage upon some one, why should it not be the community as well as the wholesaler?"

J. A. Aiken, Saskatoon, stated that it was for the purpose of bringing to time the dishonest retailer or debtor that the resolution was framed. The creditor believes in the debtor's business and it is their own business they want to develop and get returns from and not the property and effects of a debtor.

The resolution was referred back to the committee.

**Wednesday Morning Session.**

Letters were received and read by Secretary Hall from the premiers of the three provinces from which the delegates were assembled, and from Lieut.-Gov. Bulyca, of Saskatchewan, expressing re-

grets that they were unable to be present on account of parliamentary duties.

E. M. Saunders, Moose Jaw, moved that the Dominion Government be memorialized to embody in the Railway Act, a clause compelling railway companies to settle claims within a fixed period from the date of filing such claims. Several towns and villages had requested the Moose Jaw board to inquire into the question which had been a vexations one for some time. Hugh McKellar, Moose Jaw, in seconding the motion stated that conditions of freight traffic were much better in places where there was competition between railway companies. Not only was there a delay in the payment of claims on the part of the company but the general freight transportation was unsatisfactory in points where there was no railway competition. He pointed out further that Montreal and Winnipeg



F. M. SCLANDERS,

Secretary of the Saskatoon Board of Trade.

had remedied the difficulties somewhat by appointing a superintendent of the shippers' department of the Board of Trade, but all towns in the west were not able to support such an official.

W. B. Lanigan, Western Freight Traffic Manager of the C. P. R. was present, and took part in the discussion. He said, "No railway can afford to be arbitrary in any work of transportation. The railway company is a business firm selling transportation, and the good-will of its customers cannot be sacrificed. The question of claims was an intricate one, but was receiving attention at the present time by the C. P. R. officials."

F. W. Peters, assistant to the first vice-president of the C. P. R. was also present, and assured the convention that the company were glad to hear them on the question of defective transportation, and delay in claims settlement. He stated that often the railway agents were incompetent and dishonest and were re-

sponsible for delays and losses in shipments, but the company was always willing to pay claims under two hundred dollars.

George H. Shaw, western traffic manager of the C. P. R., stated that they always sought to dispose of claims within three months after being filed.

T. W. Green (Moose Jaw) stated that the rural merchant did not receive the same recognition which the city merchant received.

The resolution was carried.

**Exorbitant Freight Rates.**

A resolution to the effect that the Western Boards of Trade consider that the time had come for a general reduction on freight rates, brought out a very full discussion on the question. In moving the adoption of the resolution, Thos. Millar, editor of the Moose Jaw Times, based his remarks on the fact that Moose Jaw was charged an exorbitant rate on coal from Lethbridge to Moose Jaw and from Regina to the same point. At the end of the long haul in each case a rate of three cents per mile per ton was charged, which was actually higher than the passenger rate.

The motion was seconded after a lengthy discussion in which delegates from Lethbridge, Brandon, Edmonton and Saskatoon took part. It was further resolved not to approach the Railway Commission but deal directly with the railway companies. Messrs. Lanigan and Peters of the C. P. R. denied some of the statistical reports which some of the speakers made use of, regarding the rate on coal in different parts of the west. F. W. Peters also strongly resented the intimation that the C. P. R. owned the Bankhead mine, and that special rates were issued from it.

The delegates retired to the Canadian Club luncheon where brief speeches, eulogistic of the Town of Saskatoon and the country generally were made by A. C. Fraser, of Brandon, and W. B. Lanigan, Winnipeg.

**Wednesday Afternoon Session.**

The meeting opened with a discussion as to where the next convention should be held. Invitations were extended by delegates from Brandon, Lethbridge and Moose Jaw. By a unanimous vote Brandon proved the choice of the convention.

**The Selkirk Centennial.**

In view of the opportunity which would be presented to exhibit the resources of the western country, and in view of the advertising which would be given to the various resources in reports which would be published the world over, the associated boards heartily endorsed the Centennial for 1912. They further recommended that the Dominion Government give a cash grant toward it; and that the railways be asked to give special rates and privileges to the visitors.

Judge Maguire (Prince Albert) introduced a very important measure relating

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to the opening of one of the largest rivers in the west for navigation, which, it was affirmed, would greatly facilitate transportation in Western Canada. Ex-President Mackenzie supported the resolution because of the opportunity it would afford Edmonton to distribute her coal throughout the West. The resolution was a request to the government for two snag-boats to clear out all obstacles from the river. These boats would cost about \$4,500. The resolution was briefly discussed and carried.

**Coal Miners' Strikes.**

This resolution, which emanated from Moose Jaw, read as follows:

"Whereas the supply of coal from the mines in the western provinces is always limited to a few weeks, often a few days consumption; and

"Whereas, the prairies now dotted with farm homes depend entirely upon the coal supply for fuel; and

"Whereas any stoppage in the supply may occasion serious deprivations and possibly loss of life to those who are innocent and helpless;

"We urge upon the Dominion government the importance of further action in preventing miners' strikes. To further insure an adequate supply we further recommend that railways be asked to give a low rate on coal during the slack season before the grain movement commences, in order to encourage dealers and consumers purchasing their winter supply early."

Hugh McKellar (Moose Jaw) introduced the motion and said that the question had been so thoroughly discussed that nothing new could be said. It was regrettable that such conditions exist as is the case in Canada to-day. He was not going to discuss the Lemieux Act, further than to say that it seems to fail in its object in stopping coal mine strikes. It was serious that not only settlers generally may be left without fuel, but that railways might be tied up for want of coal.

The motion was seconded by T. Millar (Moose Jaw) who said it was necessary that the matter should be brought before the Dominion Government. He objected to our natural resources being retained by foreigners as was the case when the miners' strike was at the command of the American Federation of Miners.

After a discussion in which many took part, the resolution was amended to read: "That this convention urge upon the Dominion Government the importance of further action to ensure an adequate and continuous coal supply."

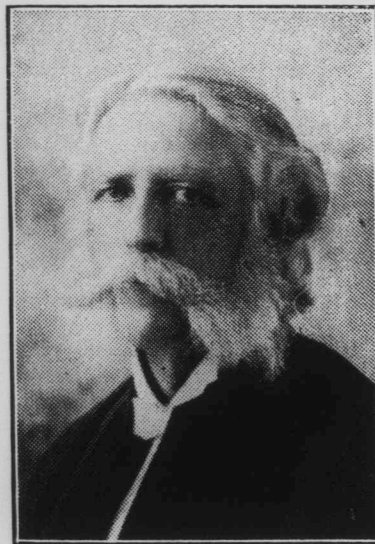
A resolution was introduced relative to the difficulty experienced in many places in securing a through ticket from the C. N. R. to points where a transfer was necessary to the C. P. R. or other lines. This resolution was carried.

Sam. Moore (Swift Current) brought in the motion that the Boards of Trade urge upon the Government of Saskatchewan the necessity of penalizing all debtors who remove goods which are under

lien notes or chattel mortgages. The object of the resolution was to have these people advise the holders of the lien when they removed to another district. The motion was criticized by several speakers and finally withdrawn.

**Wednesday Evening Session**

It was decided by the convention that the various Boards of Trade should sympathise with any individual board in any special grievance. This was brought out in the case of Raymond, Alberta, whose board complained of the excessive express charges on the Alberta Railway and Irrigation Company's Line. A. M. McDuffee, of Raymond, claimed that they paid a 4 cent rate while other railways paid a 3 cent rate. The motion that the association request the railway commission to investigate the conditions and if



JUDGE T. H. MAGUIRE, K.C., LL.D.,  
Prince Albert Delegate Who Defended  
The Retailer in the Debtor and  
Creditor Discussion.

possible have the rates reduced was carried.

James McGeorge (Edmonton) moved, seconded by M. Isbister, (Saskatoon) that the railway companies be required to provide traffic facilities on their bridges across all streams and rivers, the additional cost to be borne by the municipalities in which they are constructed. This was carried.

**Wrong Use of Name.**

K. W. Mackenzie (Edmonton) said the name "Board of Trade" was used more freely than it was intended. A statute of the Dominion clearly outlined what a Board of Trade should be, and many boards did not meet the requirements. The statute stated that only manufacturers, merchants, traders, brokers and bankers could be members of a Board of Trade and in many instances, men in other callings of life were members. He also pointed out that other organizations

such as the "Printers Board of Trade" in Winnipeg were using the name without being authorized to do so. The motion was lost owing largely to the fact that there were lawyers and printers present in the convention.

At the conclusion of the above discussion President Cousins declared the convention closed to meet in Brandon next year.

**Those Who Were There.**

The following is the official list of delegates in attendance as submitted by the credential committee to the secretary, J. F. Hall:

- Abernathy, Sask., D. B. Campbell.
  - Brandon, Man., J. Cornell, W. Warner, J. W. Fleming, A. C. Fraser, J. J. Hanbury.
  - Calgary, Alta., A. E. Cross, G. H. Webster, W. Georgeson.
  - Davidson, Sask., J. F. Cairns.
  - Edmonton, Alta., K. W. McKenzie.
  - Virden, Man., D. McDonald, E. Evans, W. McAdams.
  - Milestone, Sask., T. A. Hill.
  - Medicine Hat, Alta., William Cousins, John T. Hall.
  - Regina, Sask., J. W. Smith, W. J. Taylor, H. G. Lawson, J. N. Young, A. Hunter.
  - Raymond, Alta., A. M. McDuffee.
  - Strathcona, Alta., J. N. Douglas, S. Blackwood.
  - Saskatoon, Sask., M. Isbister, H. Acheson, John Phelan, Hugh Aird, J. A. Aikin.
  - Winnipeg, Man., H. D. Gordon, E. A. Mott, G. N. Jackson, John Fleming, C. N. Bell.
  - Wynyard, Sask., Gerald Willoughby.
  - Aberdeen, Sask., H. Schoeder, J. Heinrichs.
  - Battleford, Sask., J. T. Torrey.
  - Elgin, Man., S. Marshall, T. J. Moffat, Chas. Dunnett, Thos. Marshall, Robert Andrews.
  - Lethbridge, Alta., J. W. McNichol, W. A. Buckingham, M.L.
  - Moose Jaw, Sask., Hugh McKellar, H. Derrell, T. W. Green, E. M. Saunders, Thos. Millar.
  - Yorkton, Sask., J. B. Gibson, Dr. E. L. Cash.
  - Langham, Sask., F. M. Selanders.
  - Medicine Hat, Alta., Fred Pringle.
  - Milestone, Sask., Dr. M. Cook.
  - North Battleford, Sask., J. W. Norton, J. A. Gregory.
  - Prince Albert, Sask., Judge McGuire, N. W. Morton, H. C. Beatty.
  - Swift Current, Sask., S. L. Moore.
  - Wolseley, Sask., R. A. Magee.
  - Watrous, Sask., A. H. Harrison.
  - Vonda, Sask., J. H. Currie.
- A group photo of the delegates who attended the convention was received too late for publication this week and will be reproduced in next week's issue.
- F. W. Anderson, of the John B. Paine Company, Toronto, was in Montreal on business this week.
  - J. Walter Snowdon, of Snowdon & Borland, Montreal, has returned from a trip through the Eastern Townships.

# The Canadian Grocer

Established 1886

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 JOHN BAYNE MACLEAN PRESIDENT

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## THE MARKET FEATURES

Among the market features of the week is the attention given to canned goods. A few prices have been quoted by canners and it looks as if prices will be low. Canned strawberries, on account of the splendid crops, will be low and retailers will probably be able to sell fifteen cent berries this year.

Advices from California state that new apricots will open higher while raisins may be a shade lower. The currant crop in Greece will not equal that of last year by ten to fifteen per cent., and prices will be firm.

Hogs have advanced again during the week and a firmer market exists in lard. Butter is also a shade higher but egg prices are easing off on account of so many deteriorating with the hot weather.

Beans have advanced to such a figure that will not tempt buyers and sales are diminishing.

## MARITIME BOARD OF TRADE.

The fifteenth annual meeting of the Maritime Board of Trade will open at Charlottetown, P.E.I., on Wednesday, August 18th. Secretary Chas. M. Creed is already busy making arrangements for the meeting. He has sent out calls to subordinate boards of trade throughout the three provinces for subjects to be discussed.

The meeting was held last year in Halifax, when 109 delegates were present. The influence of the board is gradually extending and it is to be hoped that the meeting at Charlottetown will be even larger than that at Halifax.

That a great deal of good to the business interests of the Maritime Provinces has been accomplished by the Maritime Board of Trade is beyond question. Bye-and-bye boards of trade in other parts of Canada may be wise enough to follow in the footsteps of the Maritime Board of Trade and form provincial organizations.

## CANADA'S NEW WATERWAY.

Great interest is being taken by United States citizens in the proposed Georgian Bay Canal which, while it has apparently been given a set back until next year, has every indication of becoming an accomplished fact before many years.

In Chicago, for instance, the municipal authorities are planning to make their port second only in tonnage to London and a charter has been given a corporation to build a sea wall about a mile out in the lake, the inner side to be covered with warehouses and sawtoothed with wharves. Incorporated in the plans is a tunnel running under the lake to the city and making connections not only with the freight tunnel already constructed but also with every railway entering Chicago. Harriman, the railway magnate, is said to be the man behind the new harbor corporation having in hand the working out of these plans. It is claimed that the lakes to gulf waterways will, in conjunction with the Panama canal make Chicago nearer the Orient than New York, while the new Georgian Bay canal will bring Chicago almost as close to London as New York, while Chicago will have a deep waterway for the full route and New York will have only the comparatively-shallow Erie canal and its railway connections.

The Georgian Bay canal, if it will do so much for Chicago, ought to do as much or more for Port Arthur and Fort William. It is designed to be a 22 foot canal throughout, the route being via the Georgian Bay, French and Pickering Rivers, Lake Nipissing, and the Ottawa River, the total distance being 440 miles. Although there will be a total of twenty-seven locks, it is estimated that there will be a saving of a day or more in time over the present route for steamships through the lakes. The saving in distance on the route via the canal from Lake Superior to London, as compared with the route via the New York barge canal, will be 806 miles. The topographical features along the canal are such that 332 miles of the distance will consist of natural waterways, upon which no work of excavation need be done. Of the remaining 108 miles, 80 miles will consist of submerged channels, on which there will be only a limited amount of excavation in the removal of rocks and shoals. This leaves about 28 miles of canal in which

the full prism must be excavated in cuts that vary from 200 to 300 feet in width. The summit level will be 99 feet above Georgian Bay and 659 feet above Montreal. The estimated total cost of the canal is about \$100,000,000, and the estimated time to complete the work is about ten years.

It would be fatuous to close our eyes to the important bearing which this scheme has upon the Erie Canal from Lake Erie to the Hudson, says the Scientific American. The one, with its limited draft, can take nothing larger than a 1,000-ton barge; the other, with its minimum draft of twenty-two feet, will be able to pass ocean-going freight steamships from ports on the lakes to the Atlantic. The advantages of carrying freight in large bulk and without re-handling are well understood. There is a saving both of time and cost. On the other hand, the opening of a ship canal from the lakes to the ocean would not render the whole fleet of lake steamers available for coastwise traffic between the lakes and the ports on the Atlantic seaboard, or service in the transatlantic trade. It is urged by the commercial interests which would be affected that the average lake steamer is not suitable for deep-sea service; the type of ship that is adapted for service on the lakes being in some respects unsuited for overseas voyages. This may be true of some of the smaller craft; but we doubt if it would apply to the ships of larger displacement, which constitute the bulk of the more modern lake fleets. After all is said and done, it is certain that, with the completion of the Georgian Bay Canal, vessels suitable for combined lake and ocean voyages will be constructed.

## CAMPING GOODS TRADE.

Now that the Summer season is on, retail merchants should look to the advertising and displaying of the goods that go with the camper. In order to get hold of as much of their trade as possible during the hot weather an energetic campaign must be waged persistently.

Window displays of canned goods, breakfast foods, tea, coffee, biscuits and all kinds of ready made and prepared foods are now in season. These are the things the camper and cottager need and where he sees them or knows where they are, that's where he is going to do his purchasing.

An advertising campaign along these lines should be beneficial especially to those grocers and merchants who reside in districts near summer resorts. Besides using newspaper space it might be well to circularize all probable investors, giving a list of articles that are useful to the camper.

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**OFF-SETTING MAIL ORDERING.**

A Brantford merchant, in talking to a representative of The Grocer a few days ago, made the statement that Brantford grocers are selling just as cheaply as the Toronto departmental stores. This is absolutely true and in many cases they are selling cheaper than the department stores. Tests have been made which show that this applies not only to the grocers of Brantford, but to other places as well.

The only thing, therefore, that remains to be done is to educate the public that such is the case. This education can be best consummated by advertising. That is the secret of the successful inroads of the department stores. They persistently advertise to keep their names and goods in the public eye. The retailer does not always do this, but where he advertises and does so intelligently he need have no fear from the mail-order houses. He is in a position to meet successfully the competition of the department store by educating the public to the assortment, quality and price of goods he carries.

**BUTTER PRICES LOWER.**

As may be observed from correspondence from various parts of the country butter prices are easier and in some cases declines of two or more cents have taken place.

This is nothing unusual for this season of the year. Butter is now being made in larger quantities on account of the dairy cows having been on grass for some time and the increase in the make has naturally produced a decline in prices.

Butter prices however, do not drop so low in this month as they did some years ago. This is due to the better facilities for packing brought about by the introduction of modern cold storage methods. The fact is packers are at the present time storing considerable butter and although the supply has been increased the prices will not go down to those of years when storage plants were unknown or of crude construction.

**CUT-THROAT COMPETITION.**

Evolution in business methods has not done away with the bane of modern merchants—cut-throat competition. This ogre of the trade is not peculiar to groceries, but, owing to the narrow margin of profit on most foodstuffs, its results are perhaps a trifle more disastrous in connection with the grocery business.

That up-to-date grocers, who have been trained as their forefathers never were, should persist in their endeavor to out-distance their competitors by selling under cost—and yet expect to continue in business—seems ridiculous. Yet this is what hundreds are doing every year.

Competition is hard to meet, but it is foolish to try to overcome it by cutting one's own throat, for after all, that is what a merchant does who tries to successfully conduct a business without profit.

Because the man across the street sees fit to sell canned goods at prices which cannot be met without loss, should not influence the grocer to follow suit. One would not follow a suicide in a leap off a bridge, but how many will slaughter prices because somebody else is doing so.

Legitimate prices, good values and square treatment will hold trade that is worth having. Those customers who are with one to-day and away to-morrow are not worth having. It is the substantial trade that pays, and it is a noticeable fact that the price-slaughterer has little of it. It he had much he would have neither the time nor the inclination to cut prices.

**COUNTRY PUBLISHER CHAMPIONS EATON.**

The Kincairdine Review has taken a very shortsighted stand in endorsing the giving of the school book contract to the T. Eaton Co. The Review criticises The Printer and Publisher for objecting to the contract being given to the Eaton firm on a basis, which means injury to every retailer in Ontario, but The Printer and Publisher comes back with a poser asking, Col. Hugh Clark, the publisher of the Review, what he would have to say if a Kincairdine dry goods or hardware merchant set up a small printing outfit in his cellar and put in a tender for the town printing at a figure far below cost in order that he would secure some advertising as a price cutter.

Kincairdine merchants, who extend advertising support to the Review editor, should not be slow to make him realize that his first interest should be to develop his home town, and this cannot be done by encouraging his readers to send to Toronto or Montreal for supplies.

Too many country publishers and merchants have been lax in opposing the tendency to direct business to the large centres. The publisher has as much at stake as the merchant and, if he only realizes it the farmer and property owner is likewise equally interested with the local merchant in building up the country town.

At present the bookseller is most directly affected by the granting of the school book contract to the Eaton firm, but, as has been pointed out, all branches of trade are likely to suffer as a

result of cheap school books being used as a bait to secure orders for hardware, dry goods, groceries, etc.

**BAD EGGS ON THE MARKET.**

Owing to the larger percentage of losses through bad eggs, buying prices in the country are lower. The percentage of bad eggs is about a dozen to the case, which means over half a cent a dozen.

Here is a carelessness on the part of farmers and some country storekeepers which should be checked. The loss is a big item, and the farmers have no right to obtain money for useless eggs. Through the excellent cold storage facilities, with which dealers, at great expense, have provided themselves, the farmers are getting much higher prices for their eggs, because the consumers are getting a better quality and consequently are using more.

In spite of all this great effort and expense on the part of dealers, from whom the farmer derives the greatest benefit, he still goes on in his careless, and very often, dishonest, habit of putting stale and even bad eggs on the market.

In all fairness and for his own interests, each merchant should candle all the eggs when he takes them from the farmer. If all the merchants would do this, farmers would soon learn to be careful and the quality of the eggs would improve.

When people pay a high price for eggs they have a right to expect good eggs, and any person who sells bad eggs, intentionally or through carelessness, should be dealt with with less leniency than they are at the present time.

**ENJOY YOUR BUSINESS.**

Merchants who feel no pleasure in their business should learn what they would rather do and go about it. Too much is heard from the man who thinks the occupation he pursues is the last one on earth. His every action becomes distasteful to those who enter his store.

Goods seldom sell themselves. There must be a salesman behind the counter and in order to become one, a merchant must enjoy his business and enjoy talking about the goods he has for sale. They have to be properly presented and the personality of the salesman counts for much.

Too frequently merchants complain. Everything seems to go wrong with them and their tempers and attitudes are reflected in their faces when purchasers come into their places of business.

To succeed in your business you must enjoy it. You must realize that your business is the source of all your pleasure and you will soon make a pleasure out of your business.

## Some Interesting Ontario Grocery Correspondence

Excellent Prospects for Strawberries in Western Ontario—Collection System for Wallaceburg — Ottawa Merchants Attend Brockville Convention—"Scotch" Windows in Bracebridge—Petition for Early Closing in Kingston—Toronto Grocers Complain of Unfilled Berry-Boxes.

### OTTAWA.

June 23.—One thousand and seventeen boxes of cheese were boarded on the Ottawa Cheese Board, on June 18. Bidding was active and nearly all the board sold at 11 $\frac{5}{8}$ c per pound for white cheese and 11 $\frac{3}{4}$ c per pound for colored. The boarding showed an increase of 530 boxes over the nearest corresponding date of last year, and totalled in value nearly \$10,000 at the current market price. The total weight was 81,360 pounds or over forty tons.

Potatoes have advanced again to the old price of \$1.25 per bag. During the past three weeks this article of necessity was selling at \$1.10 per bag, but scarcity in the surrounding country is responsible for the advance.

Thirteen Ottawa retail grocers went to Brockville by touring car on Wednesday morning of last week to attend the Retail Merchants Convention. They arrived at noon and after a short business session in the afternoon, the delegates were taken for a drive around the town. After a cruise in Mrs. (Senator) Fulford's private yacht the Ottawa grocers left for home and despite bad roads, the trip was made in good time and with few delays, the party arriving home in time to attend the fruit sale. Those who availed themselves of the trip were Wm. York, H. C. Ellis, F. W. Forde, A. G. Johnson, C. J. Provost, J. Bambriek, H. S. Dorion, R. B. Young-husband, J. Mundy, Alex. Phillips, P. Lamoreaux, T. W. Collins and Geo. Atkinson.

The following travelers called on the trade this past week: Chas. E. Buckles, of the Park Blackwell Co., Toronto; J. H. Tabor, of Moirs Ltd., Halifax; M. D. Beard, of J. S. Fry & Sons; and H. H. Livingstone, the Litster Pure Food Co., Toronto.

### KINGSTON.

June 23.—The main topic just now is the grocers' picnic, on July 14th. Even the delivery horses seem to know for speeding is quite common on our streets. Perhaps the drivers are to blame.

A delegation composed of president E. T. Stacey, W. Mitchell, D. J. Laidlaw, C. Lockett and J. Gilbert left here Wednesday of last week to attend the annual convention of the Ontario Retail Merchants at Brockville. Kingston was successful in securing the convention after a hard fight against Peterboro, the lift-lock city.

W. F. Nickle, M.P.P., for Kingston, was opposed by the Toronto portion of the committee at the Brockville convention as a Dairy Commissioner. The two Kingston men spoke of his good qualities

and ability to deal fairly with their business but to no effect. They seemed to feel that he couldn't tell whey butter from pasteurized creamery. It turns out, however, that he was once a milkman.

A petition is being circulated asking the merchants to close Saturday night at 10 o'clock. Many feel that 9 would be a more sensible hour.

### TORONTO.

June 23.—The Retail Grocers' Association have decided to hold their annual picnic this year at Queen Victoria Park, Niagara Falls. The date as was previously announced is July 14th and the Niagara Navigation Co. has charge of the transportation arrangements. The grocers are having games for which prizes will be given and they expect that the excursion this year will surpass anything in the past. Committees have been appointed and the arrangements are all under way. The destination was only decided after various sites across the lake were viewed by a special committee from the association with D. Bell as chairman.

The Retail Grocers' Association are considering some live questions at their regular meetings. The last meeting was held on Monday night, June 21st, with President Thos. Clark presiding. David Bell pointed out that the grocers were being handicapped in the sale of strawberries by getting so many boxes only about three-quarters filled. "You will find the boxes on the top of the crate," he said, "well filled but when you look beneath they are short. We cannot very well give boxes only three-quarters full to our customers and we are the ones who suffer. It is the duty of the growers to look after this and the matter is an important one." Mr. Bell moved that a committee be appointed to approach the growers through the proper channel with a view to having them attend to the matter immediately. This started a discussion during which D. W. Clark suggested that the government be approached with the request it fix a standard weight for boxes and baskets of fruit. D. McLean pointed out that good measure is invariably secured in berries imported from the United States and he thought Canadian growers should do the same. A. White suggested that the Fruit Growers' Association be written explaining that all shippers of "fraudulent" boxes would be exposed. Mr. Bell's motion finally passed. A. White, chairman of the committee appointed at the last meeting to interview the Wholesale Fruit, Produce and Provision Association, re-

ported a courteous reception and stated that the association was willing to concede to the request of the retailers not to sell fruit, etc., to consumers. He brought back greetings to the grocers and also explained the desire of the wholesalers to meet the retailers at any time when any question necessitating a conference arises. Mr. White's report was received with applause and the committee was thanked for its services.

Two of the city's "younger" grocers, R. Davies, Homewood Ave., and J. S. Bond, Gerrard St., have left for a two months' trip through Western Canada. The former has been in business 32 years and the latter 18 years but that does not prevent them from feeling young just now.

Fire, caused by the dropping of a match on a tablecloth, damaged the property of H. Walker, grocer, 168 Brunswick avenue this week to the extent of \$50.

### AURORA.

June 23.—The Aurora merchants are keeping abreast of the times in giving their employes a summer outing, all having agreed to close on Wednesday afternoons during the months of July and August.

"Ray" Bond, of John Bond & Co., left last week to spend a month with his uncle, F. J. Watson, of the Eby-Blain Co., at Mr. Watson's summer home, near Picton.

A number of Toronto grocers are patronizing our Thursday morning markets. Being within easy access of the city, they find they can run out in the morning and be at home at noon with a supply of butter and eggs for their Friday orders. Market prices last week were: Eggs 16c to 17c; butter, 15c to 17c.

"Alf" Snowdon, formerly salesman with Towns & Co., for the past twenty years, has severed his connection with that firm to become host of the Queen's Hotel.

The Aurora friends of W. H. Seyler, of The Grocer, regret to learn of his illness, and all express their wishes for his speedy recovery. Some of the ozone of the Heights of York, they feel sure, would speedily restore him to his former health.

"Jim" McCloskey, who for several years was one of Towns & Co.'s hustlers, is "making good" in Winnipeg, having secured the position as stock-keeper and buyer in one of the largest confectioneries in the western capital.

### LINDSAY.

June 23.—Some people, in fact a large number, seem to have the opinion that the grocers are in business for their health—that they make money easy and can afford to be "cheated." If people who are so prone to forget to pay their accounts, would pause to think of the hard work, mentally and physically, they have to struggle with they would soon change their views. Is it any wonder

that the grocers of Lindsay as well as other towns, are organizing to do away with the credit system? Just the other day a Lindsay grocer had a delinquent customer up before the "cadi." He was given a large amount of goods on "tick" until he should be able to secure work and was able to pay his debt. The young man secured steady employment, but took it for granted that the grocer could do without his money. The bill was paid. If the grocers of Lindsay combined together as the shoemen did last week what would happen. The shoemen sent out the announcement that in future—after July 1—they would not allow any person to take home shoes to try on. They were not to be taken from the store at all. The shoemen found that they were losing money by this practice. Again, what would happen if the grocers would do likewise? It is for the benefit of the hard-working and much-worried grocer that the cash system is gradually being enforced in Lindsay.

Lindsay grocers sympathize with Jas. Killen, of the firm of Spratt & Killen, in the death of his wife.

Crops in this vicinity are coming along fine. The news is good news to the merchants, and particularly to the grocers. He likes to hear that crops will be good, because he recognizes that his bread and butter, to a certain extent, depends upon the condition of the crops. It means increased business.

The fruit season has been an excellent one as far as the grocers of Lindsay are concerned and prospects still look good. A great demand has been made on pineapples and oranges. The strawberry has also been sought after. These are luxuries at the present time, but the "home-made" crop will soon be on the market.

A. L. Campbell has a soap window this week, which although dressed hurriedly has no doubt been the means of selling an increased number of bars. That a good window display pays is the general opinion of the merchants of Lindsay.

Some clerks in this town are in favor of the more daylight movement. They want more show for the man behind the counter. The dry goods clerks have been successful in getting their employers to agree to an early closing by-law, with the result that the dry goods and the boot and shoes stores will close every night except Saturday night, during the months of July and August at five o'clock. But the grocer clerks are not in on this. If all the grocery stores would close at five o'clock during the same months, the proprietors would be conferring a blessing on the poor clerks, and no person would suffer.

#### BARRIE.

June 23.—Mayor Vair, grocer, has just returned from Quebec being down to represent the town on the Electrical Convention held there.

Butter was still on the decline on Saturday's market. It dropped another cent and buyers in quantities paid as low as fourteen cents a pound. Eggs

continue firm, the ruling price being sixteen to seventeen cents.

Last week saw many changes of the summer tourists here and already the business men are smiling. Big Bay Point will this year open on the large scale of years ago and the two large hotels are both advertising largely and should do a good business. It means something for our grocers as these hotels buy all their goods locally.

Frank Sloan of John Sloan & Co., Toronto, was a visitor in town on Monday.

George Carley, of Gillard & Co., Hamilton was home last week.

H. Knight got a rude jolt this week in being informed that the store he was after for his restaurant business had been leased to a Toronto jewellery firm for five years. Mr. Knight was in the store till two weeks ago in the grocery business and only sold the grocery stock to secure the store for his restaurant.

There is some talk of one of our young grocery travelers buying a certain grocery business in town, the proprietor of which wants to go to the Northwest on account of his health.

#### GUELPH.

June 23.—The clerks' association have by no means allowed the grass to grow under their feet as regarding the half-holiday. In 119 stores are displayed cards informing Guelphites that "This store will be closed during July and August on Thursday afternoons." Deeming this insufficient, an ingenious sign was gotten out, which was drawn around the streets on Saturday, the footnote being: "Do your shopping early." No doubt there is an amount of significance attached to this sentence.

Robert Millar sustained an injury to his arm, while playing his pet game on Friday night.

Lovers of fruit are now able to choose from quite a large assortment these days, although the price keeps high. Canadian strawberries have arrived, and are in good demand at 18c per box.

The outside demand for potatoes has gone down and this has let the air out of the inflated prices. The result was that the figures sank as low as 45c a bag in some instances, with 70c as the highest figure paid.

#### CHATHAM.

June 23.—The strawberry season is now in full swing. Home grown berries began to make their appearance for the first time in considerable quantities in the grocery stores early last week, while there were large offerings on the Wednesday market. Some of the early berries were still a trifle green, but the majority were well ripened, large, solid and of an excellent flavor. Indications point to a large crop. The opening price was 15c a box, but it is anticipated in many quarters that the price will drop to 5c a box before the season is over. Last year probably the lowest price reached was 12½c. The low price will doubtless mean very extensive preserving, and grocers

will accordingly benefit through the increased sale of sugar and jars.

Following the lead set by Chatham, Wallaceburg merchants have formed a Retail Merchants' Association, and are inaugurating a collection system modeled upon the same lines as in this city. The scheme was agreed upon at a meeting last week, and E. Askunas was named as official collector. Wallaceburg, owing to the fact that its two largest industries are idle for several months of the year, is a town where long credits prevail and the merchants estimated the other day that they had on their books approximately \$30,000. With debtors frequently out of work, and liable to come and go, the need of the system is obvious.

Geo. Bradley, of St. Catharines, the junior partner of the firm of Bradley & Son, was in town last week paying his regular visit to the local branch. The store is doing a good business under the management of P. B. McQueen. Mr. Bradley states that he has through the columns of The Canadian Grocer been following with interest the development of the local collection system. He still thinks, however, that the Bradley scheme of conducting a strictly cash system is the most effective "collection system" that can be devised. "It saves money-work and worry," remarks Mr. Bradley, "and is good for the merchant—and better still for the customer."

Darwin Pelett, who has for some years past conducted a small grocery on Queen street, south of the G. T. R., has made an assignment for the benefit of creditors. Claude R. Simpson, of Sarnia, is assignee. The creditors' meeting was held here, Tuesday; distribution of assets to take place on or after July 25.

"I find it pays," remarked a grocer the other day, "to keep my stock well to the front. A clean counter looks very nice, but I find that when I make an attractive display of saleable articles, with price tags and suggestive show cards attached, that I make more sales. And I change these displays often, so that every time the average customer drops in there'll be something new to tempt him. Of course this all means work but it keeps the stock moving, and the dust doesn't accumulate."

The practice of giving Christmas presents to customers was trenchantly handled by Wm. Anderson, at the last meeting of the R. M. A. He thought that, like ticket selling and programme advertising, it should be placed under the ban of the association. He pointed out that the wholesale grocers had cut out the present giving habit, and it was up to retailers to follow suit. Personally, he had eliminated everything of the kind from his business, even to the annual calendar. Peter Cunningham added that he had been fighting the practice for years, but it was old and deep rooted. President Westman said he had found the annual calendar—something costing about 5 cents—a good means to doing away with more expensive presents; while F. Jacques declared that valuable customers did not get the calendars as a rule, while children did.

## THE CANADIAN GROCER.

The matter will be further discussed next month.

Wm. Potter, W. E. Parrott, J. E. Gray and W. M. Grant were named to look after the initial arrangements for the merchants' picnic next August. On Mr. Anderson's suggestion cards embodying the Merchant's Decalogue—the prohibitions against programme advertising, buying of tickets and giving of subscriptions during business hours, and other incidentals, including the fact of the merchants' membership in the collection department—were ordered printed, and will be distributed among members. Henceforth when the ticket solicitor, now a *rara avis*, appears, all the merchant will have to do will be to wave his hand dramatically in the direction of the placard.

The old objection to auctioneers selling new goods on the market was discussed, individual merchants favoring prohibition; but those present who were aldermen pointed out that the price of market spaces to auctioneers had been raised to \$50., in addition to which they had to pay licenses. The general opinion was that prohibition was out of the question.

The picnic season is practically here, and canned meats, cooked ham, fancy biscuits, and other "ready to eat" commodities are in order.

Orendorf Bros., Ridgetown, are having their grocery front repainted and otherwise improved.

Canning companies throughout the west are preparing for the handling of a record strawberry crop.

The Wallaceburg grocery partnership of Forbes & Simons formed some months ago has been dissolved, Peter Forbes having bought out the interests of Walter Simons, who will resume his old position with the Wallaceburg Sugar Company.

T. J. Salmoni, general merchant, Kingsville, is having the store adjoining his grocery repainted, preparatory to the removal of his dry goods stock from the Wigle Block.

Mr. Logan, who is to manage the H. J. Heinz Co.'s Canadian branch at Leamington, arrived last Tuesday. He comes from Burlington, though originally from Pittsburg.

### BRANTFORD.

June 23.—Wheat still remains at \$1.35 per bushel and only an occasional load or so is brought into the city. The wheat that is growing in this district looks very fine.

Strawberries are plentiful and the price dropped to 10c on Tuesday. A very noticeable fact was that a large number of the berries that were offered for sale were in old boxes, many of which should have been destroyed long ago. It would be a good thing if all the grocers would purchase only berries that are in clean boxes and full quarts, and also to request the Board of Health to assist in the work.

Saturday's market was large and green vegetables were very plentiful. Eggs were scarce and the price advanced to 25c per dozen. Butter, which has been such a drug on the market for the past two weeks, is not as plentiful, although there is no change in the price. It is still retailing at 20c per lb.

The demand for good fresh stock continues quite satisfactory, while a large quantity as been sold to pack.

### GALT.

June 23.—Deans & Walker, who for a number of years have conducted a grocery business in Galt at the stand on Main street known as the Red Front have announced that they will give up business about August 1st. The announcement came as a surprise, especially to the business section. The firm since its inception in Galt had built up a large business, and the proprietors had become influential in the business and social life of the community. Their retirement will be a loss to Galt's business community. Mr. Deans, it is understood, will accept a position in Toronto and Mr. Walker will return to Paris in which place he was in business before coming to Galt. The store has been leased by a local gentleman who intends using it as a theaterium.

Growers of strawberries in Waterloo County state that the prospects for a record crop were never better, so that Galt's men may again see the price as low as six boxes for 25 cents.

The Town Council refused to take any action on a petition from a number of ratepayers requesting that grocers and hotelkeepers be prohibited from buying on the market before ten o'clock. The town fathers expressed themselves as firm believers in the old adage that the early bird should get the worm.

### LONDON.

June 23.—Trade both wholesale and retail showed some improvement the past week over the week preceding. Brokers report raw sugars firmer with no change in refined. The market for fine teas shows an upward tendency, with mediums and low-priced unchanged. Coffees are steady. Canned goods are getting pretty well cleaned up, except strawberries and tomatoes, of which, there is said to be big stock still on hand. California fruits, such as prunes, raisins and peaches, continue to advance and very little is now left at points of production. Advices from California predict bumper crops except apricots, as to which the outlook at present is not very promising. The supply of Alaska red salmon is expected to be short this year, the pack being estimated much below that of last year. No prices are as yet quoted for now British Columbia or any other pack.

Potatoes were a glut in the market on Saturday. The tubers were brought in by the wagonload, and they were hard to sell. The demand was not nearly equal to the supply. At noon there were still numbers of loads unsold, and the buyers had disappeared. Some of the loads brought only 70 cents per bag. Single bags were in a few instances sold for 75 cents. "Potatoes will be worth some money before the new ones come in," said a farmer. "The new crop is going to be late. There will not

be many old potatoes about when the new ones do reach the consumer."

The wedding on Tuesday last, in St. James Anglican Church, of C. Garfield McCormick, of A. McCormick & Sons, grocer, to Miss Lewella Mason, only daughter of Mr. and Mrs. John Mason, of this city, was quite a fashionable event.

Strawberries are beginning to come in freely and by the end of the week price will probably get away down.

The baseball match at Springbank Park, on Wednesday afternoon between the butchers and the grocers was won by the latter by the score of 9 to 5 runs.

M. J. Laby, grocer, was quietly married last week to Miss Jenkins, of the Ingersoll Packing Co.'s office here.

Last week local wholesalers quoted a reduced price list on canned goods and promise to make a further reduction if the crops and pack warrant it. No. 1 group tomatoes are quoted at 85c and No. 2 at 82½c; corn, 77½c and 75c; peas, 80c and 82½c; strawberries and raspberries at \$1.35 per dozen as compared with \$1.90, last year's opening quotation.

### INGERSOLL.

June 23.—The fruit outlook in this section is regarded as the most promising in years. The weather has been all that could be desired for the maturing of the strawberries and they are now beginning to ripen splendidly. As yet, however, only a small quantity have found their way onto the market, but possibly by the latter part of the week they will be plentiful. It is not long since the price of strawberries used to drop as low as five cents a box and many a housewife is anxiously waiting for a return to that figure. Some merchants scout the idea of the fruit dropping to this figure this year, but none too strong arguments are advanced why the price should remain high. Supply and demand must be recognized as the governing factors of the market, and from present indications the supply will exceed that of recent years. Then again, while strawberries are a favorite fruit, they are regarded by many as dear, at almost any price, owing to the shrinkage that follows cooking. This being true, if the price is kept up many will doubtless give the preference to other fruit which their judgment tells them is more in keeping with economic methods. Canadian berries, and especially from the Leamington district, are now being sold here. The quality is good and the demand has been keen. Absolutely first quality berries are still bringing 15c a box, although others of good quality are selling at two for a quarter and in some instances ten cents a box.

One of the first important matters to be dealt with by the retail merchants since reorganization is the town by-law regulating the fees of pedlers and hawkers and transient salesmen who dispose of their wares on the market square. At the meeting of the council on Monday night a deputation from the Retail Merchants' Association was present and requested that the by-law regulating these fees be amended. The deputation which was composed of John J. McLeod, grocer, R. N. Thur-

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## Notes from the Maritime Provinces and Quebec

tell, druggist, T. N. Dunn, Theo. Wilson, hardware merchants, and W. I. Hogarth, grocer, urged the council to give their request careful consideration. The deputation emphasized their grievance by pointing out that they were subject to comparatively heavy taxation; that they had heavy every day expenses, while the pedlars and hawkers did not pay licenses in proportion. As a consequence they felt they were being done an injustice and contended that the fees should be increased. They requested that the fee for selling on the market, which is invariably the method of the slick gentry known in the vernacular as "flim-flammers" should be increased from \$2 to \$15 a day. That the fee for peddling on foot be increased to \$50 a year and for peddling with horse and vehicle, \$100. The deputation received the assurance of the Mayor and Reeve that the matter was one that would receive early consideration.

In passing the grocery store of W. I. Hogarth during recent days not a few persons looked at the door and inwardly remarked what a pity that the fine glass in the door was broken. Even one business man upon close examination did not "tumble" to the joke until the countenances of others began to brighten. The deception was caused by a rather ingenious manner of cutting a package put out by a breakfast food company. The box was so cut as to create the impression that it was protruding through a hole in the window. A portion of the box was pasted onto each side of the window, the joint being so well made as to create the impression that it was the whole box that was protruding. From the portion of the box on the outside of the window were drawn very distinct chalk lines which created the impression that the glass had been shattered. The plan was a good advertisement for all parties concerned.

### BRACEBRIDGE.

June 23.—The Bracebridge Board of Trade some years ago was a very active and useful organization for the upbuilding of the town. Then nearly all important questions came before that body of practical business men who thoroughly thrashed out questions in such a way that the ratepayer could elect or reject as desired. At that time the Board of Trade influenced the council to protect the merchant against the peddling nuisance, secured the early closing movement, favored and was successful in bringing in several manufacturing industries. Now that influence has become dormant. What is the reason? Our town needs more electrical power involving a large amount of public money. We need more manufacturers. We need a complete sewer system and none can handle these questions like the merchants who compose the Board of Trade.

W. J. Hanna, of Port Carling, was a visitor to town on Saturday. Mr. Hanna reports trade good and says tourists are arriving up the lakes in large numbers.

The first Canadian strawberries reached town on Saturday in large quantities and the quality being good they sold quickly for prices asked.

**Large Cargo of Sugar and Molasses Arrives at Halifax —  
Fruit Industry in Nova Scotia Reaches Large Proportions—  
Trade Conditions Reviving.**

### HALIFAX.

June 22. — Jobbers report business brisk in mostly all lines of groceries. The markets are well stocked and good orders are coming in. Collections are reported to be fully up to the average. Canned goods are in good demand and sales are quite heavy. The jobbers have ample stocks on hand to tide them over the season. During the winter months the trade in canned goods was not quite as good as usual, but of late there has been a marked improvement. Prices in most lines are fairly steady.

There has been a decline of one cent per pound in the price of cheese, but other lines are steady. Rolled oats can be bought cheaper in Halifax than at the mills. This may seem strange, but it is nevertheless true. To-day rolled oats are selling here for \$5.75, while at the mills they are quoted at \$6.00. Provisions continue firm in prices, and in consequence of the high price of pork, sales are not large. The price of pork ranges from \$23.00 to \$25.00, and beef about \$17.00. Hams are in good demand at 15 to 16 cents, and bacon (rolls) at 13½ cents.

Sugars are quoted as follows:—Extra standard granulated, \$4.40; No. 1 yellow, \$4.20, and Austrian at \$4.30. Molasses is selling at 35 cents for fancy Barbadoes in puncheons, 37 cents in tierces, and 38 cents in barrels. The trade in molasses at present is brisk.

With by far the largest cargo of sugar and molasses ever brought to Halifax, between her hatches, the big British freighter, Crown of Galicia arrived here this week from Demerara and discharged her cargo at the Woodside sugar refinery, at Dartmouth. In all she had over 6,500 tons of sugar aboard as well as a considerable quantity of molasses. The steamer's cargo was made up as follows: Sugar, 43,915 bags, 220 barrels and 15 hogsheds; molasses, 2,324 puncheons, and 369 barrels.

Early this week a party of Halifax business men, mostly wholesale grocers, left for the Alaska-Yukon Exposition. The party included James Billman, formerly of the grocery firm of Billman and Chisholm, J. Frank Crome, grocer, Evan Thompson and Mr. Malcolm; A. C. Pyke, another wholesale grocer also left for Seattle, on his way to attend the Wholesale Grocers' convention which is being held in Victoria. Mr. Pyke is secretary of the Halifax Wholesale Grocers' Guild and with Mr. Crome and Mr. Murray, of New Glasgow, are the delegates from Nova Scotia to the Victoria convention.

Jobbers in fruit and vegetables report trade brisk. Since the warm weather has set in there is a considerable improve-

ment in trade, especially in enlarged sales of the principal fruits.

The price of oranges has been advanced slightly and are now quoted as follows:—Jamaica's repacked, \$6.00; California navels, \$3.25 to \$3.50, and Valencia's from \$4.75 to \$6.50. Tomatoes have dropped from \$4.00 to \$3.00, and potatoes are up ten cents, being now quoted at \$1.75 per bag. Turnips are \$1.25 per bag, parsnips, \$2.00, and beets \$1.75. Bermuda onions are selling for \$1.50 per box. Egyptians at 3½ cents per pound and American cabbage at \$2.00 per crate.

Representative Halifax business men know more and better appreciate at its true worth, the almost inestimable value of the fruit region of Nova Scotia, because of the excursion on the Merchants' Limited through the Annapolis Valley, this week. The excursion was inaugurated by the Board of Trade. On the trip they saw within the country traversed a section eighty miles long by seven miles wide, which no like area in Canada can equal in volume of apple production and which with the exception of some limited localities in British Columbia, is not excelled in scientific farming. This is the opinion of A. McNeill, the Dominion Government authority on fruit culture.

### NEWCASTLE, N.B.

June 22.—Andrew Dunn, for the last 32 years general dealer in Harcourt, N.B., died recently, aged 81 years and 9 months. He was the last of the nine children of Robert Dunn, a native of Dumfries, Scotland. He was born near Harcourt, and when young removed to Chipman where he and his brothers engaged in the lumber business. In 1876 he returned to Harcourt and set up a general store. He was noted for his honesty in trade and consistency in religion, for his attitude towards temperance reform. His daughter, Miss Jessie, succeeds him in his business. Mr. Dunn's example of business integrity has done much to raise the standard of mercantile ethics in eastern New Brunswick.

The wedding of Mayor Miller, of Miller Bros., grocers, to Miss Jennie M. Bell, of Newcastle was solemnized recently.

### MONTREAL.

June 22.—Charles Schlienger, managing director, Menier's Chocolate, Paris, France, was a visitor to Montreal this week, spending the best part of the time in the company of the firm's Canadian agents, Brault & Co., St. Paul St. The company's representatives here have but recently acquired large and up-to-date premises, which will enable them to

## Authentic Information on Western Conditions

British Columbia Rates on Canned Products Lessened—Strawberry Crop Better Than at First Expected — Overstock of Australian Onions—Change in Jobbers' Terms in Regina.

## VANCOUVER.

June 22.—The scarcity of potatoes and the high prices that have obtained for some time past has resulted in the importation of several carloads from Ontario. Most of them have been brought in from Prince Edward Island, and are to be found not only in Vancouver but also in the interior. Hunter, MacMicking & Co., had a carload arrive which sold for \$55 a ton wholesale. New potatoes now are two cents dearer than the old, and it will not be long now before they will have the market.

Reports from the districts on Vancouver Island are that the crop of strawberries will be somewhat better than anticipated. Since warm weather set in the berries have come along fine, but now rain is needed to prevent them being shrivelled up by the sun. Had the crop been a large one, it would not have been sufficient to have supplied the demand that has come from the territory east of the Rocky Mountains. There is hardly more than enough available to supply the demand in the large coast cities, and the surplus will be limited. Large orders came through from the prairie, but with few berries these could not be filled in entirety. The quality this year is said to be a little better than in former seasons.

As a result of the objections raised by the canners of the Okanagan to the high rates on canned products and fruit, which were such that eastern manufacturers had an advantage in this market, a reduction has been made by the C.P.R. This tariff is not yet to hand, but the new rate that will take effect will be of great assistance to the new industry in this Province. The rate that has been obtained from Penticton was 71c, while from Summerland, Peachland and Kelowna it was 69c. The rate from Montreal and Toronto was \$1.05. The new schedule will be 64c from Penticton and Summerland, and 63c from Peachland and Kelowna. These rates will be on carload lots, and in cases where two points combine to ship a car, local rates will obtain between the two points of shipment.

The Wood Lake Canning Company of Oyama, B.C., an Okanagan point, has begun the construction of its building, and expects to have the plant in operation about August 1st. The officers of the company are: President, John K. Ollis; vice-president, A. C. Jones; managing director, E. Trask; secretary-treasurer, S. Street, and Messrs. Towgood and Allison, directors.

J. A. Ruddick, Dominion dairy and cold storage commissioner, who has been in the province, has gone south to Oregon and California to study the methods employed there for cooling and shipping fruit. While in the interior of the

province, Mr. Ruddick interviewed fruit-growers regarding the enforcement of the Fruit Marks Act, pointing out how the observance of these regulations are necessary to the establishment of a high standard and incidental to securing fair prices. It has been contended that this Act does not apply to imported fruit, but the minister of justice has ruled that it does. Of course, United States packers cannot be made in their own country to grade and mark their fruit according to the requirements of the Act, but the department can insist on it being so marked and graded before it is distributed in this country. This will put the responsibility on the importer, and inspectors will see that the law is enforced. Mr. Ruddick also stated that his department was doing considerable quiet work in British Columbia to encourage the introduction of the best herds for dairying purposes, and individual milk tests were being made of the product at Ottawa. Moreover, the laws respecting the branding of dairy products are being enforced. He said it was an offence to label as "creamery butter" an article that did not originate in a creamery, and likewise to offer substitutes for the real article.

James Beaumont, of Ipswich, England, is so much impressed with the possibilities of fruit growing in this province that he has taken options on forty acres of fruit land at Arrow Lake and ten acres on Kootenay Lake. He has one son a ranch owner in that district and two more who are about to engage in the industry. He reports that the English apple tree does exceptionally well there, and he brought out from England 700 yearling trees of different varieties, namely, Cox's orange pippin, Gravenstein, and Warren's King of the Pippins.

Agnew & Company, grocers, Rossland B.C., have an orange tree in their store which is attracting much attention. It is about two feet in height and grew from a seed planted by Herbert Agnew about two years ago. Mr. Agnew's next experiment will be with bananas.

James Roy, secretary of the Vancouver Retail Grocers' Association, who attended the convention at Portland as the representative from British Columbia, reports that nothing could exceed the hospitality tendered to him by the members of the National Grocers' Association. The Mayor of Portland was unable to attend the banquet given to the delegates by the Portland Commercial Club and Mr. Roy was asked to fill the gap with a speech. When he rose, the orchestra played, "God Save the King," with every man standing, and when the strains closed, the hall re-echoed with the shout: "What's the matter with Vancouver?"

carry on their business to better advantage than before.

W. H. Flewelling, manager of the Cudahy Packing Co., Toronto, was a recent visitor to Montreal in the interests of the firm's Old Dutch Cleanser business.

Frank Browne, representing the export department of the National Biscuit Company, New York, paid a flying visit to Montreal.

Lorenzo Robitaille, Montreal, agent for The Robitaille Eureka Distillery, Beauport, Que., was down to the head office of the firm this week.

A. J. Candy, of Candy & Co., the wax people, Chicago, was seen in Montreal last week.

B. A. Burke, Boston, was in Montreal in the interests of the American Metal Polish Company this week. He was paying especial attention to the firm's New Silva Polish, Silva Putz.

W. J. Wilson, representing S. H. Ewing & Sons, Montreal, is in the Eastern Townships this week.

John Bryant, representing Birks, Corner & Co., Montreal, is in the Ottawa Valley this week.

T. Deguire, the confectionery manufacturer, has opened a sales room at 220 St. Paul St., Montreal.

The Royal Polishes Company have secured new office accommodation, in the St. Nicholas Building. They have also taken new premises for manufacturing purposes, in another part of the city. Their old quarters on St. Nicholas Street were damaged by a fire and they were forced to move.

The Snap Company has removed to handsome new quarters in the London and Lancashire Life Building, St. James Street, where R. Tyus and his office staff is now to be found.

E. H. Bowen, one of Sherbrooke's most progressive retail grocers is shortly to be married, so it is said. Congratulations are in order.

## NELSON C. GRAY DEAD.

Nelson C. Gray died in Montreal on Sunday, at the age of 51 years. Mr. Gray was widely known in grocery circles in Montreal as a manufacturer of grocers' sundries. For many years he was associated with his father in the lumber business, but in 1905 he entered the grocery field and conducted a small manufacturing business until ill-health compelled him to give it up.

## PERSONAL.

T. H. Estabrooks, of Red Rose Tea, St. John, N. B., was a visitor to the Toronto office of the company last week.

F. F. Dalley, Jr., vice-president of the F. F. Dalley Co., Ltd., and Norman Dalley, sailed from Montreal on the 12th instant for a trip through England, Ireland, Scotland and France. Their trip will be partially business and partially pleasure and they expect to be away for about 3 months. While in the different countries Mr. F. F. Dalley will look over the trade and will also visit the representatives of the company there.

"Vancouver's all right!" "It took me by surprise," Mr. Roy told The Grocer, "but it made me feel at home." He came on to Vancouver because the Ohio State delegation of 108 went through on its special train, not stopping at Seattle to attend a banquet given by the local association there. The visitors were met here by Luther McTaggart, president of the Association in Vancouver, and he and Mr. Roy showed them the sights and beauties of the city. Twenty-six delegates from New York and Boston, another party arrived two days later. "My estimation of grocers as a whole has risen one hundred per cent," Mr. Roy said. "I have heard many speeches at banquets, but none were better than what I heard at Portland, and also at the convention. It shows that to be a successful man of business these days one must be intelligent and possess a fair education." Taking opportunity of the fact that representatives were present at the convention from all the Pacific Coast states, a Pacific Coast Association was formed. Mr. Roy, who was present, asked if British Columbia might join, and when it was put to the meeting, there was just one loud cheer of approval. He spoke for Vancouver, saying that it would undoubtedly be a member.

SASKATOON.

June 22.—The Board of Trade convention which has come to a close was attended by many of the merchants in the city.

C. J. Greene has gone on a three weeks' business trip to Woodstock, N.B.

Currie Bros. have opened a branch store on 20th Street West, where a big stock of groceries and dry goods are kept on hand.

Alex Lloy has moved his grocery store from Avenue A to 20th Street, which he considers a better business location. A basement was dug and a cement foundation put in previous to moving the building.

J. F. Cairns has arranged to let his staff have a weekly half holiday during the summer months. The store will not be closed, but the clerks will get away as arranged amongst themselves. A petition to the city council by the retail clerks of the city for a weekly half-day off has not yet been successful.

Roy Taylor of Winnipeg has purchased the business of James Hourie, Prince Albert, and will open an up-to-date bakery and confectionery store. The premises have been renovated and a fresh stock of groceries put in.

CALGARY.

June 22.—As might be easily guessed, the most discussed subject in the West to-day is "crops." Since the warm weather began vegetation has simply rushed out of the ground. Rain has been fairly abundant generally, although in this particular district a little would be very welcome at the present time. As, at this time of the year, we have nearly twenty hours of sunlight out of the twenty-four, whence comes the name "Sunny Alberta," it will be understood

what progress crops of all kinds make during the month of June.

Business in all lines is active. Building is brisk, all labor being fully employed at remunerative wages. The retailers, particularly, are pleased with the prospects for continued prosperity. The market is now well supplied with early vegetables locally grown. Old potatoes are becoming scarce and the dealers hesitate to bring in further supplies from the east, as the weather is too warm to insure their arriving in good condition. In the meantime supplies on hand, and such as can be procured within easy shipping distance, will practically all be required, so that new stock will come on a bare market, and will, in consequence, bring good prices.

There is an overstock of Australian onions in this market. The jobbers bought too heavily and are now sacrificing the stock in anticipation of new crop Washingtons, which will be available early in July. The price of these will be low; they will likely retail about 3c per lb. Hay is higher than ever before, native selling at \$20 per ton. A gentleman from Walla Walla, Washington, recently purchased some two sections of land about twenty miles east of Calgary. He has arranged to have the land fenced, and he says he will simply let the grass grow, cut it and sell it for hay. He expects that three crops will pay for his land, including the cost of fencing, cutting, curing and marketing the hay. People living in this province scarcely realize how rapidly the land is being brought under cultivation, and as winter feeding of stock is coming to be more the order of things hay will be required in greater quantities, and will, consequently, bring profitable prices to the grower. It is hoped, however, that the price will be considerable lower when the new crop is available.

The business men of Calgary have devised a new method for becoming more familiar with our neighboring towns. Last week a special excursion train was run to Macleod, a growing town on the south line. Stops are made at all the small towns along the route and greetings and good wishes exchanged. Yesterday a similar excursion was run to Red Deer on the north line. This is a splendid idea, as these places draw practically all their supplies from Calgary, and these visits serve to create the most friendly feeling between them.

REGINA.

June 22.—The clerks are very much disappointed owing to their being unable to obtain the consent of the McCarthy Supply Co. to the Wednesday half-holiday this year. This will not be granted by the local merchants, as unless all agreed to give this, none of them would, and we understand with the exception of the firm mentioned, the others in the western part of the city agreed to give this the same as last year. Mr. McCarthy, whose store is nearer the east end than any of the others and so comes in more direct com-

petition with the stores of "foreigners," declined to give it this year, on account of previous trouble he has had with these foreigners keeping their stores open when all the others are closed. This naturally took away some of his business. Mr. McCarthy had a letter in one of the local papers this week explaining his stand.

Real summer weather has been prevailing here for the past couple of weeks and as a result all kinds of green fruits and vegetables are in demand and moving freely. The fruit jobbers report that they are finding business exceptionally good. Butter and eggs are coming in plentifully and jobbers are paying 18c, Regina, for eggs, and from 13c to 16c for butter, according to quality. Several shipments of print butter your correspondent has seen recently arrived in very poor condition, owing to their having been shipped in ordinary box cars, and the hot weather has caused them to get very soft and run together. A great many of the country merchants do not seem to realize what might be made out of their produce if it was looked after properly. In conversation with the manager of one of the Winnipeg produce houses, he said the poorest butter he received came from this country. He claimed there was not 15 per cent of the shipments which would grade No. 1 quality. With a little care on the merchants' part in separating the butter according to quality and seeing that it is put into nothing but clean packages which will not taint the butter, this reputation might be remedied to quite an extent.

The local grocery jobbers report an important change in terms, which, they have made in accordance with an agreement entered into by the members of the Winnipeg Wholesale Grocers' Guild. According to this, practically everything in staple groceries are now net thirty days. We understand that this arrangement has been agreed to by all the wholesale grocers in the West. One of the reasons advanced for putting it into effect was that last year most of the houses had a large increase in their turnover, but their profits were very disappointing. It is rapidly working out now that the jobber has to pay practically cash for everything he buys and the general principle adopted by the jobbers is to encourage their customers to only buy sufficient stock to carry them from month to month. Jobbing houses are now situated conveniently to most points in the West and the old habit of an ordinary country merchant buying a car of groceries, which will last him from five to six months, is rapidly dying out and the merchants are realizing the advantage to them of buying smaller and keeping their stocks fresher. Another general movement adopted by the Guild is a charge for packing. Heretofore, some of the jobbers have been charging for this and others have not, but now all have agreed on a uniform charge for repacked goods in a sack of less than 50 pounds, 8 cents; from 50 to 100





## Merits of the Cash System Carefully Explained

**Port Carling General Merchants Educate Their Customers by Inoffensive and Reasonably Written Circulars—Give Special Inducements to Those Who Pay Cash — Collect Debts of Over Three Months Standing With Interest.**

Many merchants throughout the Dominion are anxious to institute the cash system in connection with their businesses, but are afraid to do so for fear of offending some of their good customers. W. Hanna & Co., of Port Carling, Muskoka, Ont., have worked out a plan of their own which has proved satisfactory since it was established a little more than a year ago.

They pursued the reasonable course of pointing out by circular to their customers the contrast between the cash and credit system; why it was more desirable to do a cash business and to what confusion credit leads. They worked on the supposition that their patrons were reasonable, and they reasoned with them. They concluded their educative letter by offering inducements to those who paid cash and thereby give the cash buyer the advantage over the credit buyer.

The circular, which is self-explanatory, is as follows:

**"CASH vs. CREDIT.**—For the past twenty-five years we have had these two on trial and we wish to tell you of our verdict.

"In the first place what is cash and what is credit business? You come into our store and ask for a dollar's worth of sugar. We hand it to you and you give us a dollar in legal tender. You have exchanged your money for sugar, and we have exchanged our sugar for money. You have got what you wanted, and we have got what we wanted, both are satisfied, and the transaction is closed for all time. That is a cash transaction. Another customer comes in, asks us to charge it to him. We believe his credit is good and hand him over our goods and a bill showing the amount we have charged him in our books. He gives us in exchange—nothing. We have no acknowledgement of the debt from him or any written promise to pay. Our bookkeeper then puts the entry through the various processes of book-keeping, and at the end of the month renders him a statement of the amount, along with perhaps other items. He may not be in a position to pay it then, and at the end of the next month we send him another statement, and for three, six or nine months as the case may be, we have to include the amount in our monthly balance and send him a statement each month. Then perhaps he pays it and we have to put another entry through our books and credit his account with the payment to balance it. Or perhaps he turns out to be a 'dead beat' and never pays it. That is a credit transaction. You can easily

see which of the two ways of doing business we would prefer.

### Change of Conditions.

"Of course credit has a certain place in business and during the past we have found to a certain extent that, here in Muskoka, it has been a necessity and it has been our lot to 'carry over' many a man until he was able to 'square up.' This condition has gradually been changing the last few years and people are now better able to pay cash than they used to be, and as a general rule settlements are more prompt and shorter terms of credit are asked for. On the other hand we have found that credit has often been abused. Men run accounts that they are not able to pay and some without the intention of paying. In this way we have lost hundreds of dollars and have dozens of accounts on our books that we would be glad to sell for 25 cents on the dollar. Our experience in the past has been that when goods are charged they are paid for, if at all, in anywhere from a few days to six or eight years. It is safe to say that no man would ask us for goods on these terms, and that if he did we would not give them to him. But the fact remains that in nearly every case the term of credit exceeds what it was expected or promised to be.

### The Only Safe Way.

"Our conclusions then may be summed up in a few words. First, that it costs a great deal more in time, trouble, worry and money to look after our credit than our cash business. Second, that there are many long delays in payment and many losses from non-payment in the credit business, none of which occur in the cash trade. And finally that from our standpoint selling for cash is the only safe way to do business. In fact, we believe that, supposing we were doing a business one-third credit and two-thirds cash, it would pay us better to do a quarter less total business if it were all cash. So much for our side of the question.

"But also from the purchaser's standpoint we believe that cash pays best. The merchant can give you better value for cash; you have no debts to worry about, you are not bothered with 'dunners,' and you are not likely to buy what you don't want.

"Now we believe the time has come for us if not to cut out altogether the credit business, to at least curtail it very much and put it on an entirely different basis to the cash trade. So we beg to make an

"As an inducement for you to pay cash and to give the cash buyer the ad-

vantage that is due him over the credit buyer, on and after April 1st, 1908, we will offer you a discount of 2 per cent. on all cash purchases in our store at any time. Or when your cash purchases amount to \$25 we will give you one dollar's worth of goods free. To keep track of your cash purchases we will give you a printed cash register receipt with each purchase, and when these amount to \$25 and are returned to us, we will give you \$1 in goods.

"Now about credit. We consider that no man has a right to ask credit who cannot give good security, if required, for all he owes and that three months is quite long enough for any account to run without settlement. When we buy goods from our wholesaler, for a large proportion of them we have to pay spot cash in a few days from date of invoice. On some lines we get a small discount for net cash payment or are allowed a little longer time in which to pay without any discount. Then if we cannot pay when due we have to give our notes with interest. Now we propose making this same arrangement with our customers. We will give you the discounts for cash that we have already mentioned. If a man's credit is good and he can put up ample security for what he asks from us, we will give him credit for a limited amount and for a period not to exceed three months. If the account is not paid by the end of three months then he must give us his note, with interest, for the amount. Any further credit will then have to be arranged personally and will depend entirely on circumstances. Don't you think this is reasonable? We are going to make this a rule of our business and we respectfully request those who have accounts standing with us, to sign and return the notes we will send them.

### Offence to no One.

"Before we close let us say we are sending this letter to all our customers as far as possible, and we hope no one will take offence, but will apply to themselves only that part that concerns them.

"In conclusion we wish to take this opportunity to thank all our friends and customers for their generous support in the past; to assure them that it is, and will always be, our desire to supply them with only the best quality of goods at the lowest possible price, and to remind them that they can help us materially in doing this by endeavouring always to pay cash."

H. C. Bedlington has taken over the Canadian Pottery and Glass Gazette. Mr. Bedlington was formerly representative here for Robert Slimmon & Co., New York, glass and crockery. He has had an extensive experience in that line.

G. A. Vandry, general manager of the Z. Paquet store, Quebec, was unanimously elected vice-president of the Board of Trade of that city, succeeding the late Dr. E. Morin. Ald. F. X. O. Pouliot, of Myrand & Pouliot, succeeded him, by acclamation on the board of direction.

## Low Prices for This Year's Canned Strawberries

**Wholesalers and Packers Tell Why Prices Have Been High During Past Two Years—Poor Crop in 1907—Part Played by Fads of the Public—Some Strawberries Have Been Carried Over.**

Upon the months of June and July depend to a large extent the canned fruit and vegetable packs in Ontario and just now canners, wholesalers and retailers are interested in the crops.

It is undoubtedly a fact that the strawberry crop will be a heavy one. The weather has been favorable, the vines are in a healthy condition and the quality of the fruit will be good.

This would indicate that there ought naturally to be a large pack of strawberries this year, but according to a representative of one firm this will not be the case.

"We still have a large number of last year's pack on hand and do not expect that it will be necessary to preserve more than just what our orders call for," he said to *The Grocer*. "The pack last year was more than necessary for our requirements and we do not desire to carry much of an over-stock into next year."

The *Grocer's* informant was of the opinion that strawberries would therefore be cheap this year, both raw and canned. Since the crop was good and since there would be a less quantity canned than usual there would be more sold from grower to wholesaler and hence low prices would prevail.

Some wholesalers in Canada claim that the sales of canned strawberries and raspberries have fallen off considerably during the past couple of years, and complain that packers have been responsible for this condition by keeping up prices.

A careful consideration of this, however, brings to the limelight some interesting facts which indicate that crop conditions, consumers' fads and quality in tins had much to do with the comparatively high prices.

One wholesaler on being interviewed stated that while raspberries were dearer during the past two seasons and that this curtailed sales to some extent, he believed that the crops were responsible. In 1907 the raspberry and strawberry crops were not successful. The consequence was berries were dear and prices went up in the neighborhood of \$1.90.

He knew for a fact that some packers could not obtain the berries they required from the growers and that they had bought on the Toronto fruit market from wholesalers paying 15c a box. He did not believe they could have packed and sold them at much less than they did and at the same time make any profit. Last year prices went down and this year he believed they would be down as low as \$1.40. Therefore while prices have been high, he considered the packers were at least partially justified by circumstances in maintaining them high.

### A Peculiar Fad.

A Toronto commission merchant in close touch with the situation stated that the crops in 1907 were not productive of any too good results and packers couldn't get the berries. For what

they did get they paid a high price. Last year growers had not forgotten all about their losses in selling the berries of the previous year to canners before they were on the vine and they put their prices up. He further stated that it was a peculiar fact that consumers shifted from year to year from one fruit to another. A particular preserve became a fad and everybody wanted it and he thought that the small sales may have had some connection with this.

### Cost of Manufacture.

The *Grocer* interviewed a representative of one of the largest canning concerns in Canada on the question and he practically covered the same ideas as have been referred to. Two years ago strawberries were scarce and the packers couldn't get them. They were forced to pay 10, 12 and 15c per box and this together with the cost of the sugar had much to do with the prices. It became impossible for them to place a strawberry on the market which would retail at 15 cents. He also said that much better tins are now being used than a few years ago. This also had something to do with prices.

The supply was, however, the chief item in fixing the prices and he claimed that this year strawberries would sell at a low figure. In fact he mentioned that his company had quoted \$1.40 net at the factory.

Poor crops and better cans were given as the cause for the high prices of strawberries and raspberries during the last two years by another wholesaler. Some years ago he said that the cans used were so poor that the berries did not retain their color and flavor. Now much better cans were used.

Then "the quantity always governs the price" and this aided in keeping up the prices. This year, however, he was certain that 15 cent strawberries would be realized in view of the heavy crops. The fad element, he believed, had also a great deal to do with sales. Some years people want prunes and they must have them, no matter what the price. Probably they turn to apricots next, and the same might be said of canned fruits.

From the above it will therefore be observed that cheap strawberries will be the rule this year and that the high prices of the past two years have been due more or less to crop conditions.

### THAT SCHOOL BOOK CONTRACT.

The Retail Grocers' Association of London has passed a resolution condemning the awarding of the contract for printing the Ontario school books to the T. Eaton Company as being unfair to the retail dealers throughout the province. There is just cause for complaint in this matter, but, so far as the contract is concerned, the time for complaint is gone. The only question remaining is, "What is the government doing to prevent the Eaton

company making use of the schoolbooks for advertising purposes?" As to this reasonable assurance is certainly called for, and ought not to be withheld.—Brantford Expositor.

### HINTS TO BUYERS.

Information supplied by sellers but for which the editors of *The Grocer* do not necessarily hold themselves responsible.

The F. F. Dalley Company, Ltd., Buffalo, N.Y., will move into their new factory on July 1st. It is one of the most modern equipped and up-to-date factories in the United States. The company has been obliged to enlarge their premises three times during the past three years, on account of the increase in their business. The present site was purchased at a cost of \$50,000 and they have spared no money in making extensive improvements, so that they now feel that they have a factory that will accommodate them for all time.

Snowdon & Ebbitt, agents in Ontario and Quebec for Rowats pickles and olives, report excellent sales of the new 12 oz. bottle of pickles Rowats are now offering the trade. This bottle, which retails at 10c, is packed in casks or cases, and contains mixed pickles, chowchow, gherkins, onions or pickled walnuts, as the buyer may wish.

W. Young, commission merchant, is introducing on the Ontario market canned codfish put up by the Newfoundland Fresh Fish Packing Co., of Fortune, Nfld. He is making his headquarters in Toronto.

The Allredie Pure Food Company, which formerly did business in Bridgewater, N.S., is now being reorganized, and will in future manufacture Allready pudding and other specialties in Montreal. The factory is now being moved to the larger centre. The greater portion of the stock in the new company has been subscribed already.

Laporte, Martin & Co., Montreal, once more call attention to the fine list of agencies which the firm has for Canada. The goods which they are handling on account of principals in other countries, represent the highest value for the money, and the large sale mostly all these specialties enjoy is the best testimony of the satisfaction they always give. The advertisers are in a position to give quotations and all information to interested parties.

### TRADE NOTES.

E. Zavitz, grocer, Strathroy, Ont., has sold his business.

Edward Gander, grocer, St. Catharines, has sold to G. B. Darker.

H. A. McKillop & Co., Lethbridge, Alta. has bought the grocery, glass, china and delfware department of J. Brown & McKillop & Co. have engaged the entire grocery staff of the J. Brown Co., consisting of W. S. Shover, A. M. Ritchie and Harry Collier, with Miss Allen as accountant.

## The Grocer's Encyclopedia From Week to Week

**Chewing Gum and its Origin—Sap Taken from Central America  
Tree Much Like Maple Syrup—Species of Rubber—Process of  
Manufacture—History of Chicle.**

(By C. R. Somerville.)

**CHEWING GUM.** -- The gum called chicle, (pronounced chic-lee) is gathered from the chicle trees, which grow in the tropical parts of Mexico and Central America. They are found mostly in the foot hills of the large mountains in Southern Mexico in from the Gulf Coast, but not on the Pacific Coast. They extend inland to Central Mexico and across British Honduras and Guatemala.

The tree in appearance is like a Canadian elm and, like other forest trees, the limbs are high up. The wood is hard and is used for railway ties and furniture purposes. When made into railway ties holes have to be bored for the spike as the wood is so hard it is impossible to drive a spike into it.

The principal use of the tree, however, is for the production of chicle gum, which is the basis of the principal chewing gums on the Canadian and U. S. markets. For this purpose the trees are tapped during the wet season or immediately thereafter. The tapping is very severe. Commencing at the bottom a cut is made similar to the old spile cut used in tapping maple trees. In this is inserted a piece of palm leaf, which carries the sap into a receptacle. Then from this opening at the bottom, the tree is cut in herring-bone style up twenty, thirty or forty feet, according to the height of the tree. The cut reaching over half way round the tree; and in less than twenty-four hours the sap is all extracted. One tapping so exhausts a tree that it takes from seven to eight years to recover, and sometimes it kills it altogether, especially when the person tapping does not understand his business.

#### Preparing Sap for Market.

The sap as it comes from the tree is perfectly white and of the consistency of milk. This is boiled in large iron kettles and when the moisture is evaporated to a sufficient degree the sap is poured into moulds to harden, when it is ready for packing in sacks. The "chicle-arros," or experts in tapping chicle trees, with their helpers do the work up to this point, and they keep moving their camp and kettles as the trees are exhausted. The work of getting the chicle out to shipping points is a serious consideration. As a rule the country is rough, and, owing to the trees not standing retapping for seven or eight years, it does not pay to make any road, thus the work of gathering is all the time being pushed farther back from shipping points.

The carrying to railway points or river points is done on mules and it is marvelous how these small animals get up and down hills and mountains and over a trail that is almost impossible for a man

to get through. The packing of a load on a mule for a trip of this kind is a fine art. (A mule load is about 200 pounds.) It has to be secured fore and aft and around so that it cannot move. During the wet season the poor mule is sliding down hill on his haunches or else climbing by winding paths back and forth, which require a patience for which the Mexican mule is proverbial. Sometimes he comes to grief and goes down all in a heap. The load then has to be removed and the mule repacked amid the choice Spanish language of the Mozos in charge. This kind of freighting makes the cost very high, and is always increasing the farther back they go. A great deal of Mexican chicle is carried over a hundred miles on mule-back. At the railway points or water points the goods are received by purchasing agents or dealers and it is weighed, repacked and shipped to destination in Canada or United States.

\* \* \*

The various gum manufacturers on receiving the crude material have their own special process of curing and cleaning, extracting the bark and other foreign substances and preparing for the cooking kettles, all of which are of course, secrets of the trade. In general, however, the sacks of chicle, when received at the factory contain from fifteen to twenty lumps of about five pounds each. This chicle, which is really a species of rubber, greatly resembles a bladder of putty, which has become hardened. The lumps are broken, crushed and pulverized; then sorted over and cleaned. Various processes of cleaning have been tried but the old slow method of hand picking has so far proved best. Passing now ready for making into gum. A quantity of chicle is weighed and placed in a revolving copper mixing kettle in which steam is admitted. The heat of the kettle and the moisture of the steam soon soften the chicle to a brown doughy mass, when powdered sugar is added which is ground into the gum by the mixing arc, which constantly turns over every bit of the dough. A proportionate quantity of flavoring extract is then thrown in and within a few minutes the gum is ready for the pressing machine, two huge steel rollers pressing it out to the thickness required. Another press marks off the gum into the sizes in which it is placed for sale. The final stage is the wrapping, first in tissue and then in the outer paper covering, before being placed in the boxes ready for shipment.

#### Much Money Spent for Gum.

Probably some \$500,000 is spent for gum in Canada every year, and to make

the amount required it is estimated something like 25,000 pounds of chicle is imported annually. This chicle is worth about 35c a pound. According to the blue book of British Honduras, last year over one and a half million pounds was exported from that colony and two million pounds will be a fair estimate for this year. This includes considerable Mexican chicle brought over the border, inland, and shipped from a British Honduras port. It is difficult to get shipment figures from Mexican ports, but the estimate is about five million pounds.

Like many other articles the use of chicle for the making of gum was discovered somewhat accidentally. A quantity of this chicle found its way to New York twenty-five years ago, to be examined and experimented with. It lay on the docks for a year, for it was considered a poor rubber. Some boys playing around found it made good chewing gum. The fact was mentioned to Adams, the big gum man. He tested it: found it worked well; and then he began his campaign of advertising, which soon placed chicle in the forefront of gums. Up to that time chewing gum had been made from tamarac and pine gum.

For the information on the manufacture of gum contained in the above article The Grocer is indebted to I. B. Bradshaw, Toronto.

#### For Clerks To Think About.

The peculiar power of the salesman comes from his ability to create in his hearer confidence in himself.

In the truth of his statements.

In the merit of the product which he is marketing.

Successful salesmanship will depend upon the character, knowledge, observation, confidence, enthusiasm of the salesman. The successful salesman forgets his failures and remembers only his successes.

No good work is ever accomplished without some sacrifices.

Confidence in ourselves creates confidence in others, and the creation of confidence is the basis of salesmanship.

Confidence in a salesman is attained by:

Love for his work.

Knowledge of his business.

Courage of his convictions.

Faith in his mission.

Enthusiasm is that quality which gets a man's thought on the right side of his business and makes him an optimist.

Enthusiasm is that quality which will not admit defeat but will rise from apparent failure and pass on to success.

A salesman's purpose is most easily accomplished by making progress logically. — Holbrook Gazette.

# Canadian General Markets and Market Notes

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

## QUEBEC MARKETS

Montreal, June 24, 1909.

Considerable interest is displayed this week in the rumors which have been going the rounds for several days past regarding the new canned goods prices. Actual quotations are expected any time now, but considerable speculation indulged in by the interested parties made the subject one of importance. Lower figures are assured, but what level prices will seek remains to be seen. The lines which the trade will appreciate very much at the cheaper prices are chiefly tomatoes, corn and strawberries. The latter will likely be quoted at a price enabling the retailer to offer them at 15c a tin once more. Canned fish are selling satisfactorily.

Sugar is unchanged since last week. Prices on California dried fruits have been quoted to brokers. Apricots have opened considerably higher, and are quite firm, but prunes and raisins are lower. Cleaned currants, scarce on spot, are firm, values being a little higher. Jobbers report a fair movement in molasses. New arrivals of Japan teas, few and far between, are quickly snapped up. Sales of cheap gunpowders and black are being made to many parties desiring Japans, which are not obtainable. This business is being done by the wholesalers. Beans and peas continue firm. Evaporated apples are steady.

Grocers are backward in giving orders for anything except for immediate requirement, owing largely to the fact that they wish to order canned goods at the same time as other lines, and these are too uncertain as to price to risk just now.

SUGAR—No changes worthy of note have occurred in the sugar market since last week. Prices remain unchanged with business fairly satisfactory.

Granulated, bags	4 55
" 25-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 37½
Extra ground, bbls.	5 00
" " 50-lb. boxes	5 20
" " 25-lb. boxes	4 80
Powdered, bbls.	5 00
" " 50-lb. boxes	5 00
Phoenix	4 55
Bright coffee	4 50
No. 3 yellow	4 40
No. 2	4 30
No. 1 " bags	4 15
Bbls. granulated and yellow may be had at 5c above bag price.	

SYRUPS AND MOLASSES—Advices report the closing of the Barbadoes market, and state that supplies there are very low. Locally there is not a great deal of business being transacted.

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 48½
New Orleans	0 22	0 25½
Antigua	0 30	
Porto Rico	0 40	
Corn syrups, bbls.	0 03½	
" " " "	0 03½	
" " " "	0 03½	
" 38-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. " ½ doz. "	2 65
" 20-lb. " ¼ doz. "	2 6½

TEA—Owing to the scarcity of Japans, wholesalers are filling numerous orders for cheap gunpowders and blacks, which, of late, have been in especial demand. The jobbers anticipate doing considerable business in these two lines until the arrival of the first new crop Japan teas in quantity. Meantime, reports from Japan indicate firm prices with a tendency toward an advance. Anything arriving is quickly taken up with little discussion over the price. Quotations on China teas from Shanghai and Foochow are expected shortly now. In Indians no samples of new teas, to speak of, have come forward yet.

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 40
Pekoe	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 29	0 30
" " " pinhead	0 30	0 50

COFFEE—A fair business is being done at unchanged prices.

Mocha	0 18½	0 25
Rio, No. 7	0 09	0 11
Santos	0 12	0 15

DRIED FRUITS—Further interesting advices from California hold the attention of the brokers this week. Reliable reports would indicate the fact that apricots will be quite firm this year, owing to the limited yield there will be. Opening at a figure 2c above last year's first price the market for apricots advanced almost immediately, and is now quite strong. With not more than half of last year's small crop anticipated this season it would not be surprising to see continued strong feeling displayed by packers on the coast. Prunes have opened ¼c to ½c lower than last year. Raisins opened about ¼c lower. The fact that freight rates on goods from the coast to the east have been advanced 10 p.c. since last year will result in importers having another factor to consider when making prices this season. The fact that only 5,000 tons of currants are now available for consumption, in Greece, outside of what is held under the Retention System, has firmed up the market a little. Cleaned currants are scarce locally, and a little firmer, 6½c to 6¼c being prevailing prices. Reports indicate a crop which will not be the best possible.

Figs		
Tapnets	0 03½	0 05
Elemes	0 08	0 14
Dates		
Hallowees, per lb.	0 05	0 06
Sais, per lb.	0 05	
Malaga Raisins		
London layers	2 25	
"Connoisseur Clusters"	2 50	
" " " ½-box	0 75	
"Royal Buckingham Clusters" ½-boxes	1 30	
" " " boxes	4 75	
"Excelsior Windsor Clusters" boxes	5 75	
California Raisins	0 07	0 08
Fancy seeded, 1-lb. pkgs.	0 08	0 09
Choice seeded, 1-lb. pkgs.	0 08½	0 09½
Loose muscatels, 3 crown	0 08	0 09
" " " 4 crown	0 09	0 10
California Evaporated Fruits		
Apricots, per lb.	0 12	0 14
Peaches, " "	0 11	0 14
Pears, " "	0 13	0 15

Prunes		per lb.
Prunes, 25-lb. boxes, 30-40s.	0 10	0 12
" " " 40-50s.	0 09	0 10
" " " 50-60s.	0 08½	0 10
" " " 60-70s.	0 08	0 08½
" " " 90-100s.	0 06	0 07
Currants, fine filiatras	0 06	0 07
" Patras	0 07½	0 08
" Vostizzas	0 08	0 09

SPICES—It is a little early yet for any marked activity in spices. Prices are unchanged.

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
" whole	0 14	0 16

BEANS AND PEAS—In beans the market continues to rule firm, although instances are known of buyers refusing to pay the high prices demanded. On the whole, however, there is not the slightest trouble in disposing of any holdings which are of good quality, stocks being ridiculously low. Peas of any quality at all command their own price. There is practically no supply to draw from. A wide range in prices at which sales are made to the retail grocer is noticeable.

Ontario prime pea beans	2 50	
Austrian beans	2 35	
Peas, boiling	1 50	1 70

EVAPORATED APPLES—Prices continue to rule firm and trade is good, in certain limited channels.

Evaporated apples, prime	0 07½	0 08
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MAPLE PRODUCTS—Prices quoted are quite nominal.

Compound maple syrup, per lb.	0 04½	0 05
Pure Townships sugar, per lb.	0 07	0 08
Pure syrup, 8½ lb. tin	0 60	0 65½
" " 10½ lb. tin	0 70	0 75

## CANNED GOODS

MONTREAL—Anticipation of new prices attaches considerable interest to the situation in canned goods this week. Actual figures are expected some day early next week, from the wholesale houses to the retailers. For the time being some minor cuts are being made by holders of stock, but on the whole a firmness is noticeable in the market, pending advice re new quotations. It is an assured fact that lower figures will rule in nearly every instance. Tomatoes, corn, peas, strawberries, raspberries, will all be lower—just how low the figures will show when they are given out. With the exception of tomatoes and strawberries and raspberries, as stated herein some time ago, holdings are not large as a rule. Some wholesalers are completely out of stock, that is, they will barely have enough to carry them over to the new pack, while certain other houses have considerable holdings of some vegetables, notably tomatoes.

It is expected that the prices asked for strawberries and raspberries this year will be such as to enable the retailer to sell them over his counter at 15c a tin, as in the old days. This will be welcome news, and may result in a revival of the magnificent business which used to be done in these fruits. The general feeling in the trade in the

THE CANADIAN GROCER.

past couple of years has been that prices asked for most staple lines of canned foods were too high. The possibility of reductions to a more reasonable level will be likely to awaken keen appreciation of the efforts of the packers. Meantime, the uncertainty regarding prices is affecting not only this market, but the general grocery situation as well. Canned goods help to make the desirable weight in making up an order, and retailers are not anxious to order anything but what is required immediately when they are in doubt about prices.

TORONTO—The general opinion among the brokers and wholesalers is that canned goods this year will be cheap.

Strawberries hold the centre of the stage just now and in some cases prices have been quoted which indicate that 15 cent strawberries will be sold this year by the retail trade. This is made possible by the splendid crop prospects. Some canners as well carried over stocks from last year.

Some prices have also been quoted on corn, tomatoes and peas which show decreases from last year. Whether these will be maintained or not is as yet only conjectural, but there is little doubt expressed that low prices will prevail.

Peas and raspberries have been pretty well sold out and not much has been left in first hands. It is a little early yet to express any opinion as to these crops. Corn, as a matter of fact, has been delayed in growth on account of the backward spring weather.

Just now business in canned goods is splendid and almost every order contains a list.

ONTARIO MARKETS

POINTERS—

- Sugar—Steady.
- Apricots—Prices to be higher.
- Indian Teas—First sale held.
- Beans—Diminished sales.

Toronto, June 24, 1909.

Outside of the canned goods conditions there are no features in connection with the markets. Prices are all likely to be out soon and in fact some have already been quoted which indicate that they will be low.

Brokers, in reporting on future California dried fruits, state that apricots will be higher and they believe prunes will also, while pears and raisins will be lower. Advices from the currant district in Greece tell of a three-day torrential rain. The weather has however recovered its equilibrium and fine weather is needed to prevent diseased plants. The opinion is advanced that the currant crop this year will be less by 10 to 15% than last year.

The first sale of Indian tea was held recently on the primary market with a good demand for finer qualities.

SUGAR—Local demand for sugar is disappointing. However, since the strawberry season will open up within a week or more sugar should be the leading article in the retail stores. The market is firm with no visible tendency. During the week New York refiners drop-

ped prices and in 24 hours 500,000 bbls. was disposed of. They then came back to the old figures. The cause was probably due to so much refined on hand.

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 85
" " " " cases, 20-5 box s.....	7 60
" " " " Dominos, cas s, 20-5 boxes.....	7 60
Paris humps, 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, bbls.....	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 bbls.....	4 30

SYRUP AND MOLASSES—There is no feature of any interest in this market.

TEA—The latest cable advices state that prices on Orange Pekoes are firm with an advance expected. The first sale of Indian teas according to Thompson's circular was held on Wednesday, June 9th, when good qualities realized extreme rates. Medium grades were in steady demand but commons neglected. Samples of Indians are expected in Toronto in the course of a week or ten days.

COFFEE—The coffee market is not so brisk as it was. Arnold, Dorr & Co., New York, in their despatch on the situation on June 19th, state that it has eased off in the absence of continued support by the bull interests, some 30 points on the spot position and five to ten points on the balance. Receipts at the primary ports are beginning to show a decided increase but stocks are so small that business of any magnitude has been impossible. There is practically no possibility for a duty, the despatch says.

DRIED FRUITS—Trade in these lines is quiet. Retailers very wisely are all trying to work off what stocks they have on hand, before the green fruit comes in, and in consequence of this, the demand is very light. The stocks, however, are pretty well sold out and on the whole there is nothing to complain about.

Prunes.....	Per lb.
30-40s, 25-lb. boxes.....	0 10 1/2
40-50s " ".....	0 09 1/2
50-60s " ".....	0 08 1/2
60-70s " ".....	0 07 1/2
60-70s, 50-lb boxes.....	0 07 1/2
80-90 " ".....	0 05 1/2
90-100 " ".....	0 06 1/2
Apricots.....	0 12
Standard.....	0 13
Choice, 25 lb boxes.....	0 13 1/2
Fancy.....	0 15
Candied and Drained Peels.....	
Lemon..... 0 10 1/2	Citron..... 0 17 1/2
Orange..... 0 10 1/2	
Figs.....	0 08 1/2
Elemes, per lb.....	0 03 1/2
Tapiets, ".....	0 03 1/2
Bag figs.....	0 03 1/2
Dried peaches.....	0 07 1/2
Dried apples.....	0 07 1/2
Currants.....	0 06 1/2
Fine Filiatras..... 0 06 1/2	Vostizzas..... 0 08 1/2
Patras..... 0 08 1/2	
Uncleaned 1c less.....	
Raisins.....	0 07 1/2
Sultana.....	0 11 1/2
" fancy.....	0 14 1/2
" extra fancy.....	0 05 1/2
Valencias, 1 lb packets, fancy.....	0 08
Seeded, 16 oz. packets, choice.....	0 08
" 12 oz.....	0 07
Dates.....	0 05 1/2
Hallowees..... 0 05 1/2	Fards choi est..... 0 08
Sairs..... 0 05 1/2	" choice..... 0 07 1/2

NUTS—To write about nuts with the

temperature and humidity such as we experienced this week, and at this season of the year, is like getting ready for something and you don't know what. With the exception of an occasional sale of a few pounds of shelled nuts there is nothing doing, and prices are unchanged and likely to remain so for some time.

Almonds, Formigetta.....	0 12 1/2
" Tarragona.....	0 13
" shelled.....	0 30
Walnuts, Grenoble.....	0 14
" Bordeaux.....	0 11
" Marbots.....	0 12
" shelled.....	0 25
Filberts.....	0 10
Pecans.....	0 16 1/2
Brazils.....	0 16
Peanuts.....	0 10 1/2

SPICES—Spices like many other articles, at this time of the year are in little demand and business is quiet. There is nothing in sight that is likely to affect the prices. Pickling spices will soon be in demand.

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
Cutting.....	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 articles of food are always in season the year round, with a constant regular demand. The enormous increase in the acreage seeded to rice of 40,000 acres in the State of Arkansas alone, should have an effect on the price of the product of the world.

Rice, stand B.....	Per lb.
Standard B, from mills, 500 lbs. or over, f.o.b., Montreal.....	0 03 1/2
Rangoon.....	2 35
Patna.....	0 03 1/2
Japan.....	0 05 1/2
Java.....	0 06 1/2
Sago.....	0 05 1/2
Seed tapioca.....	0 06
Tapioca, medium pearl.....	0 04 1/2

BEANS—The price of beans has wandered so far away from its legitimate path, that very few will follow it and pay the prices asked for them. Sales are therefore slow and only in small quantities. The new crop may bring them to their proper level.

Beans, hand picked.....	2 50	2 60
" prime No. 1.....	2 40	2 70
" Lima, per lb.....	0 07 1/2	

EVAPORATED APPLES—The demand for dried apples is satisfactory and the stock in hand is rapidly diminishing, and will be fairly well sold out by the time new apples will be on the market. No change in the price.

Evaporated apples.....	0 07 1/2
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CATALOGUES AND BOOKLETS.

A neat circular has been issued by the Montreal Ice Cream Cone Mfg. Co., 101a Ontario Street East, Montreal. It describes the various lines manufactured by the firm, which include cones, cornets, and other specialties, notably biscuit cups. A. Heller is the head of the firm, which is now in its second year.

Charles Boeckh, of Boeckhs Limited, manufacturers of brushes, brooms, etc., died suddenly on Wednesday night, on the Granite Bowling Club's lawn, Toronto.

# The Best Tea Blend

The Glasgow Grocers' Association is one of the largest and most influential grocers' associations in Great Britain, where the grocers' associations are a power in the trade.

The London, (Eng.) correspondent of The Tea and Coffee Trade Journal (The Blue Book of the Trade) said in the May number:

"In a lecture delivered for the Grocers' Association at Glasgow, recently on "Tea" the lecturer, whose name I have forgotten at the moment, gave it as his verdict that of all sorts of blends and mixtures a blend of good Ceylon and Indian tea without any China included made the finest beverage. China tea had less tannin but also less theine than Indian tea and the best tea was that which contained the minimum of tannin and the maximum of theine. He therefore held that by infusing Indian tea a very few moments all the theine was retained, and very little of the tannin along with it."

Every grocer in Canada knows that Red Rose Tea is a blend of high quality Indian and Ceylon teas, and every grocer who makes Red Rose his leading package tea, and pushes it, knows by his increased trade and the increasing number of customers who are pleased with their tea, that Red Rose Tea makes "the finest beverage."

The remarkable success of Red Rose Tea is ample proof of the superiority of a blend of Indian with Ceylon teas.

Try  
Recommending **Red Rose Tea**

**BRANCHES:**

Toronto—3 Wellington East  
Winnipeg—315 William Ave.

**T. H. ESTABROOKS**

**ST. JOHN, N. B.**

**DO YOU WANT**

to buy or sell anything, to engage a clerk or secure a situation? Try a Condensed Ad. in The Canadian Grocer, it will bring results. Two cents per word for first insertion, one cent per word for each subsequent insertion. See page 20 for yearly rates

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## Elevated Storeroom Banishes Heavy Lifting

Modern Convenience Originated By An Essex County Grocer—  
Hoppers For Sugar Another Feature—Short Stairway To Cellar—Confectionery, Tobacco and Cigars Carried.

Some new ideas in store architecture have been hit upon by a retail grocery firm in Harrow, Essex County, Ontario, which are worthy of attention. The store is that of Clark & Co., and their plans were adopted only after careful consideration of the requirements and convenience of a modern grocery. The interior has been arranged with the idea of presenting their goods in the best possible manner but the feature of it is the conveniences provided.

Heavy lifting is practically unknown in the Clark store as will be observed from the plan illustrated on this page.

in their respective places on the 4-foot elevation above the ground passage leading from the store to the door at the rear. They are arranged so that the taps can be easily turned by a person standing in the passage without mounting the elevation.

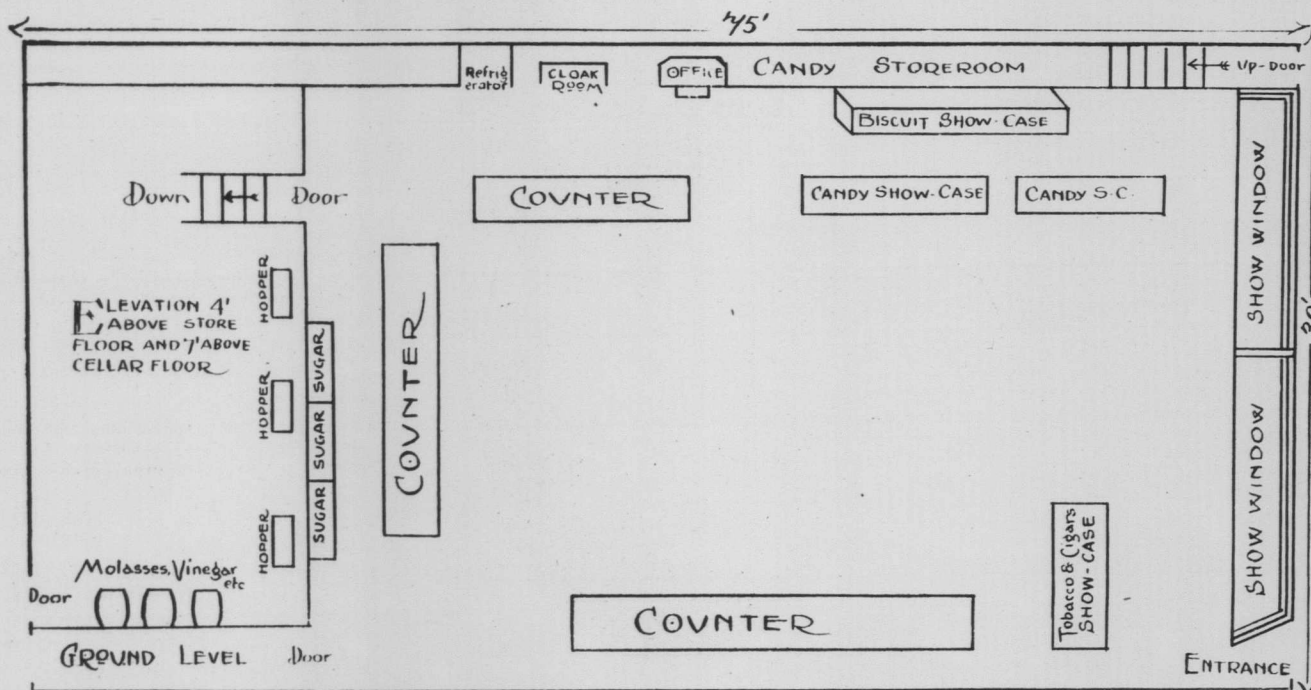
The cellar floor, being under the elevated storeroom, is only 3 feet below the store floor. The door leads down from the store so that only a drop of three feet has to be made. As the cellar is also used as a storeroom little energy is wasted in coming up such a short flight of stairs.

The building is a three storey one, 75 feet by 30 feet in dimensions.

### APPRECIATES THE PAMPHLET.

The Grocer is in receipt of the following letter from a wholesale firm referring to the pamphlets recently sent out to Canadian wholesalers regarding the Secret Commissions Act:

Editor Canadian Grocer,—We beg to acknowledge your letter of June 10th, subject: "The Secret Commissions Act," and have received under separate cover a number of copies of the pamphlet referred to, all of which we appreciate very much. We have given copies to all our travelers, and are distributing the extra copies among the trade. We feel that the trade, travelers, wholesalers, and retailers, should all be indebted to you for giving publicity to this new Criminal Act. While we think it is a matter that the Government



Plan of the Interior of Clark & Co.'s store, Harrow, Ont., Showing Conveniences of an Up-to-date Establishment.

The floor of the storehouse to the rear has been built four feet higher than the floor of the store proper. Four feet is just high enough to permit goods to be rolled off a wagon backed up to the rear. Sugar, salt, vinegar, coal oil, molasses, etc., are all brought in this way and easily placed in their special places.

#### Hopper for Sugars.

Mr. Clark has laid his plans so well that not even sugar has to be handled. The illustration shows three hoppers in the storeroom, which are connected by pipes leading down into three bins in the store. As sugar is sold more comes down through the pipes and replenishes the bins.

This arrangement is considered by the proprietor as one of the most convenient in his store.

Molasses, vinegar and coal oil are handled with equal facility. The barrels are rolled in from the wagon and put

#### Interior Equipment.

The Clark store is a model so far as equipment is concerned as storeroom conveniences.

Short salesmen are used for tobacco and cigars and confectionery, in both of which a considerable business is done. A candy-storeroom is located beneath the stairway leading to the second storey. A partition the entire length of the building separates the stairway from the store. In this will be noticed the office in an archway with a desk in the centre. Further down is a cloak and wash room and next to it the refrigerator. The biscuit case is made of bevelled plate glass and displays the goods to the best advantage.

The show window extends along the entire front with the exception of the entrance door. Prisms are used to diffuse the light through the interior. The store front itself is of cement block and presents an attractive appearance.

should attend to, (as we do not think it right for a Government to pass criminal laws and then not let anybody know what those laws are) you are to be commended for taking this matter up so that merchants and salesmen generally will be familiar with the new regulation.

#### CIDER THAT WAS PURE.

Some time ago a despatch from Ottawa was received by The Grocer dealing in a general way with the report issued by the Government analyst on the cider industry. This pointed out that generally speaking the industry was not in a healthy condition so far as quality was concerned. The Annapolis Valley Cider Co., of Bridgetown, N.S., writes requesting The Grocer to quote from the government report on their special brand believing that what was published had been an injustice to them. The analyst's report shows that their cider was the pure product and this the Grocer is pleased to state.

# Retail Merchants Adopt Many New Resolutions

Annual Convention of Ontario Board at Brockville—Secret Commissions' Act Endorsed—Government's Action Re School Book Contract Not Relished—Co-operative Stores and Peddling Acts Discussed—Next Convention at Kingston.

Brockville June 21—The Ontario Provincial Board of the Retail Merchants' Association of Canada held its tenth Annual convention here last Wednesday and Thursday. President B. W. Ziemann, of Preston, occupied the chair. On motion of A. Anderson, Toronto, the rules of the constitution were suspended and J. A. Beaudry and J. G. Watson, Montreal, were admitted to act as ex-officio members on the several committees. The Secretary then read communications from a number of delegates regretting their inability to be present.

The Kingston delegates at once made a bid to have the convention held in the Limestone City next year. As the delegates had not all arrived the motion was withdrawn and the matter referred to a later date of the session. After the different committees were appointed and the usual greetings extended the meeting adjourned to meet at 8 o'clock in the evening.

At 8 o'clock, the president took the chair and invited Mayor Kyle to the platform. His Worship addressed the convention as follows:—

Mr. President and Gentlemen:

The citizens of Brockville have been looking forward to this meeting with interest for some months and as their representative, I appear on their behalf and in their name to bid you welcome. This meeting of the representatives of the retail trade brings together a number of men who are in close touch with the growing population of Canada, and produces an exchange of thought and knowledge on many questions, and is calculated to promote harmony and co-operation. It is only by the development of this spirit that Canada can be made great, prosperous and happy, and the difficult problems of the future rightly solved. We feel that the holding of this meeting here, confers an honor on Brockville. This we fully appreciate and in return extend our good wishes and hospitality. We trust that this association may increase in usefulness and in its influence for good.

Chas. Geen, of Belleville, made a suitable reply.

P. McLaren, President of the Board of Trade, in part said that he considered it an honor to address the delegates from the different parts of the province who were there to consider with each other trade problems for the betterment of the trade and the public in general. He hoped that their deliberations would create greater enthusiasm among the merchants all over the province.

"No doubt before you leave," he said

"We shall get some good from you, and you may also take something away from here which will be of value to you. In meeting together with the aims and objects you have in view, must help to encourage one another, and you will go back to your homes better and stronger men to fill the various positions you occupy in life. I extend to you again a hearty welcome."

Mr. Steacy, Kingston, responded and referred to the strength merchants have by united effort, for good.

The President in an address referred to the important work of the association.



W. H. KYLE, MAYOR OF BROCKVILLE.

Who Welcomed the Visitors to the Retail Merchants' Convention.

Those who study trade conditions must see from day to day the absolute necessity of being united, in order to retain in tact the commercial system which alone can give the needed service to the entire community.

He regretted the fact that too many retail men do not look beyond their own self-interests and therefore do not understand the dangers which are threatening business.

"If all understood it as some of us do, we could not get a hall large enough to hold our convention."

Mr. Watson, of Montreal, President of the Dominion Board of the Association, spoke encouragingly of the work, and referred to some of the results which had been accomplished. He stated that in Montreal the retail merchants through

the Association—the grocers' section alone—saved over \$25,000.00 and in the City of Quebec about \$15,000.00 in rebates after they had been overcharged.

Besides this, they had also caused the peddling license to be raised to \$200.00 in Montreal city and to \$100.00 in the country.

## Endorses Secret Commissions' Act.

J. A. Beaudry, Montreal, the Dominion treasurer, gave his endorsement of the recently passed Secret Commissions' Act which was made public among the trade for the first time by The Canadian Grocer and which makes it a criminal offence for any employee, traveler or agent to give a secret rebate or bribe to obtain the business of any purchaser.

He had confidence in the working together of all classes of retail merchants under one association and in which each section of the trade hold their own meetings and yet have united support.

The reports of the committees resulted in the adoption of the following resolution:

That the month of June is the most suitable to hold the convention, and that no change be made.

That it is unfair to the retailer to be charged cartage at both ends of shipments of goods, and a committee be appointed to look into the matter.

That the constitution and by-laws be amended so as to give power to any branch to arrange the membership fees according to their needs.

That the action of the Government in awarding the contract for publishing the school books to the T. Eaton Co., which in our opinion was secured for advertising purposes, is in our opinion to be deplored, therefore we as fair dealing merchants strongly condemn such action and recommend that a strong committee be appointed to interview the Government on the matter.

That whenever a commission of enquiry to report on any question, is appointed, the government should make the selections from practical men rather than political favorites.

That the Criminal Act should be so amended, that when a prosecution takes place under the name of a trade mark, the said infringement shall be punishable the same as though it was recorded by the firm.

That inasmuch as the Dominion Government have deemed it wise to create a department of labor and have appointed a minister of labor, we therefore urge very vigorously upon the government the necessity of appointing a Board of Commerce similar to that of the Board of Railway Commissioners.

That we protest against the manner in which the Embalmers Bill was



THE CANADIAN GROCER.

**THE OLD RELIABLE**

**ROYAL**



**BAKING  
POWDER**

**Absolutely Pure.**

*No Grocer can afford to be without a  
full stock of ROYAL BAKING POWDER*

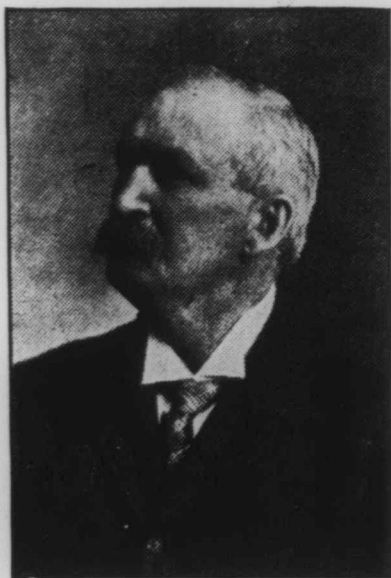
**THERE IS NO SUBSTITUTE**

thrown out by the Ontario Government, and that it should be brought to their notice again with a strong request to have it passed.

That we place ourselves on record as being strongly opposed to any combination of merchants who unite together in such a manner as to take away from one another the right of individual action.

That the time has come when Ontario should be divided into various districts, and capable men be placed in each district to look after our organization work.

That inasmuch as the trade in smaller cities and towns is suffering through the encroachments of department stores and that the wholesale trade as well is injured, we therefore authorize our executive officials to take such action with the wholesale men and manufacturers to control the said evil as may be deemed proper.



SENATOR DAN DERBYSHIRE,  
A Loyal Brockville Business Man Who  
Was Present at the Convention.

That inasmuch as we have repeatedly called the attention of the Ontario Government to the present unsatisfactory condition of the Peddlers and Transient Traders' Act, and they have made no effort to improve the same, that we make a vigorous protest against the present Act, and press for a change.

That we again urge upon the Dominion Government the necessity of amending the criminal code so as to give us the same rights and privileges now enjoyed by the working men.

That this association strongly supports the idea of all retail merchants being united in one association in order to be better prepared to defend the entire retail trade against unhealthy encroachments, and while we have no objections for any trade lines to have separate organization, we certainly

think they are not, on that account, justified to withhold their support from the general association.

That in order to create greater interest in the work, we strongly recommend that all branches should send delegates to the annual convention and provide funds for their expenses.

That the convention places itself on record as being strongly in favor of the Act which has been recently passed by the Dominion Government, which makes the acceptance of a bribe or secret rebate a criminal offence and that a copy of this resolution favoring the Act be forwarded to the Premier, Sir Wilfrid Laurier.

#### Secretary's Report.

Secretary E. M. Trowern's report dealt with the importance of the work, and also with what had been accomplished. Among other things the defeat of the co-operative Bill stood out as a victory gained of immeasurable value to the trade. Had this not been accomplished it is altogether likely that promoters would be in almost every town disturbing the trade, causing discontent through false representations and organizing co-operative stores.

While its defeat was accomplished he thought it might be stated that there was too much in the scheme for promoters to drop it at the first defeat, and that it required the constant vigilance of the retail merchants to guard against such deceptive methods to interfere with legitimate trade.

This year, after failing in Ottawa last year, the same men had tried to rush practically the same bill through the Ontario Legislature during the last three days of its session. This came to the ears of the secretary on a Friday and before the bill came up for its third reading the following Tuesday, every member in the house was flooded with telegrams from members in answer to the notice sent out from the secretary's office. The bill was so completely changed said the report, that practically nothing was left to mean anything.

"It should be remembered," went on the report, "by every retailer that the Retail Merchants' Association of Canada is looking after his interests and no one, no business man, should expect this without contributing his small share to keep up this work."

The treasurer's report showed that owing through an insufficient staff of organizers and collectors, or for want of a better system of collecting, the funds on hand were not sufficient to meet all the expenses which were necessary in connection with the work. To overcome this, and put the association on a good financial footing a finance committee was appointed to devise ways and means for this year's work. A practical plan is expected to be soon laid before the members and retailers in general which will appeal to them all as fair and to which every retailer will respond.

A friendly but determined fight between the Kingston and Peterborough delegates for next year's convention resulted in favor of Kingston.

The election of officers then took place which resulted as follows:—

President, B. W. Ziemann, tailor, re-elected, Preston; 1st Vice C. W. Kelly, musical instruments, Guelph; 2nd Vice-President, A. M. Patterson, dry goods merchant, Brockville; Treasurer, M. Moyer, Toronto; Secretary, E. M. Trowern, Toronto; Auditor, R. W. Doekery, milk dealer, Toronto.

Delegates to the Dominion Board, B. W. Ziemann, A. L. Geen, A. M. Patterson, M. Moyer and E. M. Trowern.

#### A Pleasant Outing.

The delegates were much pleased with the manner in which the members of the Brockville branch entertained the visiting delegates. A trip in carriages to the principal buildings of the town was provided and then the never-to-be-forgotten



B. W. ZIEMANN, PRESTON, ONT.  
Re-elected President of the Association.

voyage on the magnificent little "Magedoma," through the world-famed Thousand Islands. This yacht is owned by Mrs. (Senator) Fulford, and she kindly placed it at the disposal of the convention.

The Kingston delegates assured the members that they will do their best to equal, if not outdo, the Brockville merchants next year, and they ask the retail merchants all over the province to begin to prepare now, and make Kingston the largest convention of merchants ever held in the province.

#### GENERAL DELIVERY.

The grocers of Kincardine, Ont., are making arrangements for a general grocery delivery system. Deliveries will be made at stated hours, similar to what is being done in St. Mary's, Ont.

# The Crop Value of the West is Estimated at \$119,000,000

This is according to the Dominion census estimate of 1908. Manufacturers and Shippers of Eastern Canada and Great Britain: Have you stopped to think just what this ought to mean to you?

Are you reaping your share of this great harvest? We make it our business of introducing products of all kinds throughout the wide West.

Every manufacturer desires to extend his market—to more diversely distribute his goods. Our mission is to help him.

We have track warehouses at the three chief centres—Winnipeg, Calgary and Edmonton. We know the West.

LET US BE THE MEDIUM FOR NEW BUSINESS FOR YOU

## 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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Direct Importers of

VANILLA BEANS

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GUM TRAGACANTH

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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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## A Cure for Lard Worries

No waste, taste or smell with "Easifirst" Compound, a triple crown of quality.

You wouldn't be surprised if you saw the factory behind it and knew the years spent in perfecting it.

LET US SHOW YOU.

"Made under Government Inspection"

# GUNNS LIMITED

West Toronto, Ontario

# 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

Proc

Altho still qu hogs o the rep must b this h means remains an inju hogs st the pro where fore th process ing and the pac makes ing the For th the dea of farm credit, ed by t benefit

Both placed the colc kept at perfect go int candled, feet are ance so altogether to go ter that ers hav eggs th terate g idea to the Adu cordingl

PROV good de prices a the scar ed prod and hig the sum of smok

Compound I Tierces, Parchme Tubs, 50 Wood pa Tin pails Heavy short Selected hea Very heavy Plate beef, 1 " 2 " 3 Pure lard - Tierces, 3 Boxes, 50 Tubs, 50 Pails, wo Tin pails, Cases, ti

Br. bacon ... Windsor bac Roll bacon ... Prime hams.

BUTTE very hea being rec Cowansv absorbed storage l for expor ter has

# Produce and Provision Situation of the World

**Hog Situation Still Acute and Prices are Firmer — A Poor Time for Farmers to Kill Their Own Hogs—Hot Weather Deteriorates Eggs Not in Cold Storage.**

Although the price of dressed hogs is still quoted, there should be no dressed hogs offered by the farmers. To keep the reputation of our cured meats, hogs must be handled scientifically. During this hot weather farmers have no means of cooling, and the animal heat remains in the meat, and at once has an injurious effect. For this reason all hogs should be sold alive and killed at the properly equipped packing houses where they are thoroughly cooled before they are put through the curing process. It is the advent of the cooling and freezing facilities with which the packing houses are equipped, which makes it possible to handle hogs during the heat of the summer months. For the splendid facilities provided by the dealers, for taking care of all kinds of farm products, they deserve great credit, which is insufficiently appreciated by the farmers who derive the most benefit through them.

Both butter and eggs are at once placed in the different departments of the cold storage room where they are kept at the proper temperatures in perfect safety. All the eggs before they go into cold storage are carefully candled, and only those which are perfect are allowed to go in. Of the balance some go for cooking purposes and altogether too large a percentage has to go to the "dumps." Here is a matter that should be looked after. Farmers have no more right to sell rotten eggs than any one has a right to adulterate goods and it might be a good idea to have such action come under the Adulteration Act and punished accordingly.

## MONTREAL.

**PROVISIONS**—Pure lard is in very good demand, but is quite scarce, and prices are noticeably firm. Owing to the scarcity of hogs all the manufactured products of this animal are scarce and high. Owing to the approach of the summer season demand for all kinds of smoked meats is most satisfactory.

Compound lard—	
Tierces, 375 lbs.	0 10
Parchment lined boxes, 50 lbs.	0 11
Tubs, 50 lbs.	0 10
Wood pails, 20 lbs. net.	0 11
Tin pails, in cases.	0 10
Heavy short cut pork, in bbls.	25 00
Selected heavy clear fat back pork.	26 5
Very heavy clear pork.	25 00
Plate beef, 100 lb bbls.	8 00
" " 20 "	15 50
" " 30 "	22 50 23 00
Pure lard—	
Tierces, 375 lbs.	0 14
Boxes, 50 lbs., grained.	0 15
Tubs 50 lbs.	0 14
Pails, wood, 20 lbs., parchment lined.	0 15
Tin pails, 20 lbs., gross.	0 14
Cases, tins, 10 lbs. each.	0 15
" " 5 "	0 15
" " 3 "	0 15
Br. bacon	0 16
Windsor bacon	0 17
Roll bacon	0 15
Prime hams.	0 16

**BUTTER**—Receipts of late have been very heavy, no less than 2,100 packages being received on one market last week, Cowansville. All this butter is being absorbed, most of it going into cold storage for present prices are too high for export trade. The fact that all butter has been taken up has resulted in

the market ruling firm right along. It will be seen that quotations are higher this week.

Creamery, solids, lb.	0 23
Creamery prints.	0 24
Dairy, tubs, lb.	0 17 0 18

**CHEESE**—Considerable fluctuations in the market have not resulted in any noticeable change in quotations. A fair business is reported.

New cheese, large.	0 12	0 12
" twins.	0 12	0 13
Old cheese, large.	0 15	0 16
" twins.	0 15	0 16
" small.	0 15	0 16

**EGGS**—Owing to deterioration in the quality of the eggs arriving, a weakness in the market has developed. Prices are a shade easier, as will be noticed. Sales are not large, demand being but for immediate requirements.

New laid.	0 18	0 19
No. 2.	0 15	0 16

**HONEY**—Nominal prices continue to rule. Few sales are reported.

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

## TORONTO.

**PROVISIONS**—Last week it was mentioned that the slight drop in hogs two weeks ago had recovered, but this week, the price soared again higher than the highest point yet reached. Hogs are now selling f.o.b. at country points at \$7.90 per hundred live weight. While dressed hogs are quoted at \$11 to \$11.25, very few farmers will get this on account of the condition they are in when they arrive.

Long clear bacon, per lb.	0 13	0 13
Smoked breakfast bacon, per lb.	0 15	0 16
Roll bacon, per lb.	0 12	0 13
Light hams, per lb.	0 15	0 15
Medium hams, per lb.	0 15	0 15
Large hams, per lb.	0 13	0 13
Shoulder hams, per lb.	0 11	0 11
Backs, plain, per lb.	0 17	0 17
" pea meal.	0 17	0 18
Heavy mess pork, per bbl.	21 00	21 50
Short cut, per bbl.	24 50	25 00
Lard, tierces, per lb.	0 13	0 13
" pails.	0 14	0 14
" compounds, per lb.	0 08	0 11
Dressed hogs.	11 00	
Live hogs, f.o.b.	7 90	

**BUTTER**—The receipts of butter are heavy, and the quality is fairly good. Very little of the old-fashioned tubs, pails, crocks, etc., is seen on the market now. All, or nearly all, arrive in 1-lb. prints nicely wrapped in parchment paper.

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

**CHEESE**—There is an easier feeling in the cheese market, but very little of June cheese is ready to move. Pasture is very good and the quantity compares well with other years.

Cheese, large, prime.	0 14
" twins.	0 14
new.	0 12 0 12

**POULTRY**—The receipts are increasing from week to week and in consequence prices are gradually getting lower. Spring chickens of from 1½ to 2 lbs. each are in good supply and are

selling at 30c a lb. dressed. Ordinary poultry is all several cents cheaper.

Early spring chicken, alive, per lb.	0 30
Young chicken, dressed, per lb.	0 14
Hens, per lb. dressed.	0 10
Turkeys, per lb., large.	0 15
Spring ducks.	0 20

**EGGS**—There is considerable complaint about the large shrinkage through bad eggs. The loss of this at present is principally borne by the dealers, but in all fairness it should fall on those who are either careless or dishonest.

Fresh eggs	0 20
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## SIBERIA BUTTER CROWDING ON ENGLISH MARKET.

From time to time, The Grocer has pointed out the necessity of keeping a sharp eye on Siberia, because it has been shown that she is more than likely to prove the most formidable competitor which Canada will have in the European markets. Recent cables from London state that the Siberian new make arriving there, is excellent in quality. This is due to the introduction of Western machinery and methods.

Those who have visited the dairying districts of Siberia, state that there is a spirit of enterprise noticeable which does not characterize other parts of the Russian Empire. Siberia's vast steppes inspire in people that same indefinable something, which savours of largeness and progress, as do the rolling prairies of our own West.

### Possibilities of the West.

The Department of Trade and Commerce has an article in a recent issue of the Weekly Report dealing with the Siberian butter industry and the possibilities of the country lying around Edmonton for the same purpose. The article is comparative, and the result of this comparison is favorable to Canada, it is stated on account of an advantage of latitude.

This, however, is an unsafe assumption. Two countries may be in the same latitude and their climates as different as though hundreds of miles separated these lines. Countries are the victims of environment not of latitudes.

### Supplying Great Britain.

"The Russian peasant, from Siberia, is beginning to supply the market of Great Britain with dairy produce. His advent upon the market has been comparatively recent, yet the statistics showing his progress will be material for the consideration of those interested in the Canadian west. The information is taken from a lengthy report by H. Cooke, special commissioner for the British Board of Trade in 1905, supplemented by later figures.

"The butter-making industry of Western Siberia is one of the first direct results of the construction of the railway, and from the point of view of the general well being of the peasant population, the most promising outcome of the changed conditions now prevailing. It is at present the main resource of the inhabitants of the entire region.

"The progress made has indeed been wonderful. Previous to 1893 no butter

was produced in Siberia for export abroad. The first to engage in butter-making under modern methods was an English woman, married to a Russian, whose dairy farm at Chernaia, Reitchka, in the district of Tiumen, was in 1885, the only one in Siberia, and is still a well known model of its kind. The initial difficulties encountered, she told me, were extremely depressing. No experienced hands were to be found, the peasants did not understand that cows had to be properly fed or attended to, the distances were enormous and communications were non-existent or primitive, while the people in general, with the exception of the few who could afford to order supplies by the then communications from Moscow, had but faint ideas as to the difference between cheese and butter, and how they were to be eaten. The first separator—the first in Siberia—was purchased in 1887 from Sweden. Common peasant cows, small and yielding little milk, were utilized at first, and the breed gradually improved by the introduction of Simmental cattle. The farm now has 180 head of its own rearing.

"In 1893, Mr. Wolkoff, a Russian, opened near Kourgan the first dairy producing butter for export beyond the Urals. Some 400 pounds (14,400 pounds) were exported in 1894.

"Fifteen years have passed since the establishment of the first dairy in Siberia, and butter-making has become the staple industry of the country as regards national trade and home resource. Indeed the peasants believe that were it not for the dairy they would have perished in the recent hard times. In 1903 over 2,000 dairies were scattered through Western Siberia, exporting 2,185,000 pounds, or 78,994,720 pounds.

#### Why Not in Canada?

Turning, therefore, to Canada the inference must be apparent. If such developments have been achieved in Siberia, much more than should the resources of the Canadian Northwest, as yet scarcely realized, be productive of surpassing results. That both districts are in the same latitude does not in itself ensure identical climatic conditions. Latitude, as was shown before a private committee of the House last year, does not govern climate. Evidence was laid before the members of this committee, inquiring into the agricultural possibilities of the north, indicating conclusively that vegetables have been grown within fourteen miles of the Arctic circle, that wheat has been harvested just short of latitude 62, averaging 64 pounds to the bushel, and at Fort Vermilion was a flour mill, electrically equipped turning out 35 barrels per day. Numerous other statements were presented to corroborate that there was a vast area extending north suitable for cultivation. The winters may be colder, but the summers, shorter though they may be, from June 1 to August 20, have the same temperature as Ottawa. And as has been pithily remarked 'Things don't grow in win-

ter.' The mere fact that in the northern part of Siberia are towns of 1,000 and more, indicate that some industry must be carried on to support them. As regards dairying there is no question that in the north are grasses of the greatest possible value for cattle grazing, far surpassing those of the Northwest.

"The first dairy for the manufacture of butter for export abroad was opened in 1893. By 1902 the number of Siberian dairies amounted to over 2,000. They are termed in Russian "zavodi," or "works." They have, indeed, little in common with the ordinary conception of the word dairy, or of its accompaniments and surroundings, as understood in western Europe. Hurried up and hastily equipped in the first flush of the movement, both suitable and unsuitable tenements were adapted to the purpose, with a total lack of technical knowledge and experience on the part of the villagers, and it is only lately that the stress of competition, backed by the endeavors of the authorities and the special instructors, has begun to work some improvement in the general conditions of production. The dairies in general are either the property of individual owners or of two or three combined, who buy milk from the peasants around, or else they belong either to artels or to entire village societies, both of which supply the milk from their own cows. The arteln dairy is defined as 'one created by several peasants who distribute the proceeds in proportion to the amount of milk provided.'

#### Co-operation Will Follow.

A movement, encouraged by the authorities, has gradually established co-operative dairies, for villages or entire hamlets throughout. In the Kourgan region almost the entire production of butter is now in the hands of co-operative dairies. It would seem more than probable that the whole Siberian butter industry will eventually assume this village co-operative form of production.

#### Competition To Be Overcome.

It will be observed from this report, that these people have injected into this industry those essentials which mean a far reaching success, and Canada will have to awaken to the dangers of Siberian competition. While the advantages of a stable government and the security to trade which this insures are favorable to Canada, it must not be forgotten that the cost of labor in Siberia is infinitely less than in Canada. This is a great advantage for Siberia which Canada will be obliged to overcome.

**Footnote.**—A pound equals roughly about 36 English pounds.

Don't overlook new customers. Under no circumstances should you lose a customer through any fault of yours. If you don't get to meet the new customers when they come in your store, acknowledge their patronage with a nice letter of thanks.

## 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.**

Canadian Manufacturers, Importers and Exporters

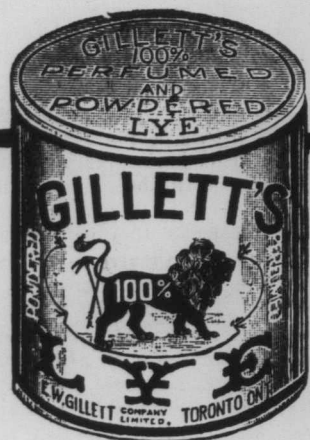
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This paper circulates throughout Ireland, and is the recognized organ of the grocery, fruit, produce, provision and food stuff trade.

**10, Garfield Chambers, Belfast, Ireland**

THE CANADIAN GROCER.



# Gillett's Lye Eats Dirt!

It cleanses whether the dirt is visible or invisible.

## Gillett's Perfumed Lye

has been the Standard for over 50 years, and millions of people use it every day. Why experiment with substitutes?

Handle the brand with the established demand! Useful for 500 purposes.



GILLETT'S CHEMICAL WORKS ESTABLISHED 1852.

## Clark's Pork and Beans

The grocery trade know that the greatly increased cost of beans compels an increase all round in the cost of pork and beans.

They know further that

### CLARK'S Pork and Beans

to keep up the standard of high efficiency they have reached must cost them more.

The public will gladly pay the slightly increased cost, understanding the reason and knowing that CLARK'S means all that is good and all that is possible in Pork and Beans.

### Wm. Clark, Montreal

Manufacturer of  
HIGH-GRADE FOOD SPECIALTIES.



## 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

**EARLIER INFORMATION.**

**Trade and Commerce Department Making New Arrangements For Publication of Reports.**

A statement has been issued by the Department of Trade and Commerce to the effect that statistics, weekly reports, etc., will be issued earlier for the benefit of business men. The statement is as follows:

The Department of Trade and Commerce believes that the value of trade statistics lies mainly in the rapidity with which they are made available to the general public. For several years past every effort has been made to reduce the time required for publishing the reports issued by this department. So far as the Weekly Report is concerned, this report now is laid regularly on the desk of every business man who desires it from Victoria to Halifax within 12 to 14 days of the date the Trade Commissioner's report is received at the Department. No further improvement over this can reasonably be expected.

With respect to the Annual Report, every possible improvement has been adopted with the same end in view, but while the time has been considerably reduced it is still several months after the close of the fiscal year before the annual is finally published. The Department therefore has decided upon a very radical move. Commencing with the Annual Report for the fiscal year

ended March 31st, 1909, the report will be issued in seven parts.

In this way the more important features of the trade statistics of Canada will not have to be held back until the completion of other statistics, which, while important for the purpose of record, are not of very general importance to the practical business man. In this way the Department hopes to present the principal details of the trade of Canada in three months' shorter time.

The new system has other advantages. It enhances the value of the statistics thereby increasing the usefulness of the Department. In publishing the report in several parts the Department will be able to forward a correspondent only that part in which he is especially interested instead of sending a book weighing more than 3 pounds, containing a mass of other statistics in which he has perhaps absolutely no interest. Again, the cost of production will be materially decreased as very small editions of the less important parts need be published to meet the demand.

**ANNUAL OUTING OF SNACK CLUB**

Great preparations for the event to take place at Erin on July 30th and 31st.

With all the pleasure that accompanies the anticipation of the best holidays of the year, the drummers are looking forward to the great and only Drummers' Snack Club concert and field day of 1909.

These events are scheduled to take place this year at Erin, Ont., on July 30th and 31st and elaborate are these preparations under way.

"We expect to have anywhere from 2,000 to 5,000 people there," remarked R. M. Asher the president, "and the event will be the best on record."

The concert will come off on Friday night and while this is a treat seldom equalled in any theatre even in the larger cities, the real fun begins on Saturday morning. There will be the annual ball game between the Hamilton and Toronto drummers for the P. W. Ellis cup. Then there will be the indoor-outdoor games and in the afternoon the exciting horse races. The snack will be held at Stanley Park.

Erin has been selected only after a good deal of consideration and it is represented as one of western Ontario's best beauty spots. Mr. Asher, who, by the way, is the youngest president the club has ever had, has everything in working order and committees have all been appointed. Robt. Algie is the general secretary, M. R. Hill, of Hamilton, the vice-president, J. Wildfong, the Toronto secretary and Geo. Smye, the Hamilton secretary.

For 18 years the outing has been held and strange to say there has never been a rainy day. The Club, of course, hope for and expect similar ideal weather conditions as in days gone by.

**EPPS'S**

GRATEFUL AND COMFORTING

IN 1/4-LB. LABELLED TINS. 14-LB. BOXES

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal  
In Nova Scotia, E. B. ADAMS, Halifax. In Manitoba, BUCHANAN & CORDON, Winnipeg

NUTRITIOUS AND ECONOMICAL

**COCOA**

**KEEP POSTED ON SUGAR**

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

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**OPEN TO BUY**

From 5 to 10 Cars Choice Cooking Peas  
Cl-an 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  
92 Beaudry Street MONTREAL

**SUCHARD'S COCOA**

This is the season to push SUCHARD'S COCOA. From now on cocoa will be in demand daily. It pays to sell the best. We guaranteed SUCHARD'S cocoa against all other makes. Delicious in flavor; prices just right.  
FRANK L. BENEDICT & CO., Montreal Agents.

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**SALT MANUFACTURERS**

Granted the highest awards in competition with other makes.

WINGHAM ESTABLISHED 1871

**WHITE DOVE BRAND**



**Almond Paste**



**Cocoanut**

SATISFIES EVERYBODY

**W. P. DOWNEY MONTREAL**



## The Quality of Christie's Biscuits and what it means to you—

**I**N buying goods there are three cardinal points that you consider carefully. They are:

1. How quickly can I turn these goods over and get my money out of them?
2. Are they the best that I can buy?
3. Do I get a fair margin of profit?

The merit of the goods very properly takes precedence over the matter of price, although, of course, the latter is important.

However, quality has more to do with profits than some merchants think.

Fundamentally, quality determines the success of any article, just as the success of every merchant depends upon the quality of the goods he handles.

Christie's Biscuits measure up to the very highest quality standard. There is no acceptable substitute for them on the market. Therefore, Christie's Biscuits are as staple as sugar and salt in the grocery stores that cater to particular trade.

The thousands of merchants, from ocean to ocean, who push Christie's in preference to all other brands of biscuits have come to realize, through experience, just what Christie Quality means to them.

These merchants have proved that Christie's give them a larger turn-over, and greater aggregate profit in their biscuit departments; also that they build up the paying trade and hold it.

*They have proved, too, that Christie's Biscuits sell more than biscuits.*

### Christie, Brown & Co., Limited

**DAILY CAPACITY 30,000 LBS.**



**Dignard  
Limited**

**BISCUIT  
MANUFACTURERS  
MONTREAL**

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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.

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CHOCOLATE CO.**

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### The Swiss Frey Chocolate Company, Limited

SWITZERLAND

Place your orders now for direct IMPORTATION for delivery in September, or before. Any of the following agencies will give you all particulars:

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Sole Agents for Canada

### Carveth & Company

MONTREAL

Both the Name and the Design of

# Cowan's

## Maple Buds

are patented and registered.

The great popularity of this superior confection has brought out imitators.

We wish to warn the trade that all infringers of our patent and registered rights will be prosecuted.

**The Cowan Co., Ltd.**  
Toronto, Canada



**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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W. H. Dunn, 394 St. Paul St., Montreal  
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By Royal



Letters Patent

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## POWDERED GEATLINE

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

# NELSON'S

## Gelatine and Licorice LOZENGES

Should be in your confectionery department.

**G. NELSON, DALE & CO., Ltd.**  
EMSCOTE MILLS, WARWICK, ENGLAND

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J. L. Watt & Scott, 27 Wellington St. East, Toronto.  
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Geo. A. Stone, 34 Inns of Court Buildings, Vancouver, B.C.

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No better  
Country



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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

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**SELLING AGENTS:**

J. A. Taylor Montreal    R. S. McIndoe Toronto    Jos. E. Huxley Winnipeg    Arthur Nelson Vancouver  
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Flour,

This is good many quire spec those are Nothing is vermin in opened to to drive a Even if th from insect the hot w break awa and imagin when, the stale, and It never in order to do is to c on hand week what able goods of success. Sometim nothing at do a good they know should und agreeable t not matter does not k keep his st best goods succeed. Take a lo you have in they are, a fect conditi horse and :

FLOUR—parties we found to be not come in old prices improved there is pr that presel doubt, as s and the wo great. Eve milled there certain pro the old whe to characte time.

Winter wheat—pr  
Straight rollers...  
Extra...  
Royal Household  
Glenora...  
Manitoba spring...  
"strong"  
Five Roses...  
Harvest Queen...

ROLLED the oats ma so the temp cause any o the manufa small and s

Fine oatmeal, bag  
Standard oatmeal  
Granulated...  
Golddust cornmeal  
Bolted cornmeal  
White cornmeal...  
Rolled oats, bags.

FEED—O

THE CANADIAN GROCER.

Flour, Cereals and Confectionery Department

No Material Changes in Prices Since Last Week—Wheat and Oat Markets Carefully Watched by Millers — Cereal Goods Should be Kept Free From Vermin.

This is the time of the year when a good many articles kept in a grocery require special care and attention. Among those are flour and cereals of all kinds. Nothing is more disgusting than to find vermin in these goods when they are opened to be used and nothing is surer to drive a customer to another store. Even if the packages are sealed and free from insects they become stale during the hot weather. Very often customers break away from using certain cereals and imagine that they get tired of them when, the fact is, that the goods are stale, and not palatable.

It never pays to sell stale goods and in order to avoid loss, the best thing to do is to clean out everything you have on hand and then buy from week to week what you require. To buy perishable goods right is very often the secret of success.

Sometimes you find grocers who have nothing attractive about them, but they do a good business and the secret is, they know how to buy. Every grocer should understand how to make himself agreeable to his customers. But it does not matter how amiable he can be, if he does not know how to buy and how to keep his stock to enable him to give the best goods to his customers he will not succeed.

Take a look at your cereals. See what you have in stock and in what condition they are, and if they are not in a perfect condition feed them to the delivery horse and start afresh.

MONTREAL.

FLOUR—Advanced figures which some parties were asking last week were found to be so high that buyers would not come into the market, so this week old prices prevail, but business has not improved materially. Of export trade there is practically nil. Millers believe that present prices will hold, without doubt, as stocks of flour are not large and the world's supply of wheat is not great. Even after the new wheat is milled there will be the usual demand of certain proportion for flour milled from the old wheat, so firmness is very likely to characterize the market for some time.

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	

ROLLED OATS—Slight weakness in the oats market was followed by a rally so the temporary drop in prices did not cause any change in the quotations on the manufactured product. Sales are small and scattered.

Fine oatmeal, bags.....	3 15
Standard oatmeal, bags.....	3 15
Granulated.....	3 15
Golddust cornmeal, 98-lb. bags.....	2 10
Boiled cornmeal, 100-bags.....	1 85
White cornmeal.....	2 00
Rolled oats, bags.....	2 90
	6 05

FEED—Old prices continue to rule

in this market. Little business is being done at present.

Ontario bran.....	22 00
Manitoba shorts.....	24 00
bran.....	23 00
Mouillie, milled.....	28 00
straight grained.....	32 00
Feed flour.....	1 55 1 85

TORONTO.

FLOUR—The general opinion of the best authorities on the grain situation is that the highest prices have been reached. Wheat is firm at \$1.40 and oats 62c. per bushel. Millers buy cautiously and only what they must have to keep their customers supplied. All are watching the new crop, and even the change of the wind seems to cause the market to flutter. The prospects are all that could be wished for, and on account of the high prices new wheat will be rushed out as soon as possible. Some predict that new wheat will be on the market this year during the last days of July. Oats seem to be cornered but to hold too long is dangerous, so that quantities may soon be put on the market which may have the effect of lowering the prices. Winnipeg is to-day 3 cents up, but it may be down to-morrow. On the whole there is no change since last week.

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—In the summer time grocers principally handle package goods, and as they have, in spite of the high prices of wheat and oats, been kept at the same old prices they are not likely to make a change in view of the excellent crops in sight.

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

J. A. Caverhill, of the Brackman-Ker Milling Co., Calgary, was in Winnipeg last week introducing to the wholesale trade the new breakfast food known as Caverhill's Barley Flakes. E. W. Ashley has been appointed Winnipeg agent for the Brackman-Ker Milling Co.

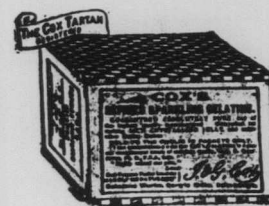
Walter Leitch, of Whitestone, Ont., has opened a general store at Deer Lake Station on the C.N.O. Ry. The post-office is called Ardbeg. Mr. Leitch will carry a full line of groceries, boots, shoes and dry goods. Deer Lake is expected to be a great tourist place in the near future.

The greatest American cereal, and one of the world's greatest grain crops, cultivated by the Indians before the discovery of America, and now a commercial crop of Europe, Africa, Australia and America, is corn. The world produces annually 3,340,000,000 bushels of corn, of which the United States boasts of 2,575,000,000 bushels.



THEY LEAD ALL OTHERS

The Mooney  
Biscuit and Candy  
COMPANY, LIMITED  
STRATFORD, - CANADA



COX'S  
GELATINE

COX'S GELATINE is a STEADY SELLER, therefore should always be in your STORE.

PURITY GUARANTEED BY THE MAKERS

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C. E. Colson & Son, Montreal  
D. Watson & Co., " " " " " "  
A. P. Tippet & Co., " " " " " "  
J. & G. Cox, Ltd.  
Gordie Mills  
EDINBURGH

## Good-will From Quality in Goods and in Service

**St. John, N.B. Tea Merchant Believes These To Be Necessary Qualifications In Building Up The Good-Will Of a Business—What Efficient Service Means.**

Toronto, June 22.—“I'm glad to see The Canadian Grocer paying so much attention to 'quality' in business,” was a statement made by T. H. Estabrooks, St. John, N.B., while here on a business trip last week.

“What I mean,” he continued, “is quality in service as well as in goods.”

Mr. Estabrooks is an ardent admirer of the business man who interests himself in building up the good will of his business. He believes it to be the only proper method for him to pursue and maintains that the lack of quality in store, goods and service has been the stumbling block over which many a retail merchant has fallen.

“If a man attempts to sell at low prices he must buy inferior goods and the only means he has to make a living is to sell his goods at a low price.

“You cannot do a better thing,” he said speaking to The Canadian Grocer, “than educate business men on quality.”

He pointed out that many of the grocers now-a-days were mechanics and farmers who have not a great deal of experience in business methods. They were always eager to learn something that would tend to strengthen their methods and quality was one of the lessons that should at all times be impressed upon them. If a grocer sells butter he should sell the best and if he employs clerks he should employ the best.

This, explained Mr. Estabrooks, is what builds up a good-will in a business.

### Value of a Good-Will.

“I was recently asked what I considered the good-will of a certain business to be worth. I knew how the business had been conducted and I said it wasn't worth a cent.”

The intending purchaser was somewhat surprised but he took the advice for which he was not sorry. It was a business that had been carried on along cheap lines and a successor could not sell at a fair profit and hold the cus-

tom. Enough attention had not been paid to quality. This had been the mistake of this merchant. While he may have done a fair business in one sense by reason of offering cheap goods, the good-will was worth little when the sale of his business was proposed.

Quality in goods, service and store equipment are essentials to success and for the reason that they build up the good-will of a business by commanding attention and respect from all purchasers.

### A FRANCO-CANADIAN TREATY.

**President of Chambre de Commerce Francaise Explains France's Position.**

Montreal, June 23.—“Sentiment in France is quite in favor of the commercial treaty with Canada,” said M. Chevalier, president of the Chambre de Commerce Francaise, who has just returned from a trip to Paris, and other French centres.

“What appears to be retarding definite action,” he continued, “is the uncertainty which prevails in France as to the stand Canada would take were the former country to go ahead and finally approve of the treaty. If France accepted the treaty and Canada did not immediately ratify it the pride of the nation would suffer and many who are now lukewarm in their support of the measure would quickly do all in their power to bring it to a head were they given definite assurance that acceptance of the treaty would be mutual.

“As a matter of fact should not Canada make the advances? Consider our amount of importations from France every year—ten millions of dollars worth of goods. Then compare what France imports from us—merchandise to the value of but two millions of dollars.

“But I hardly think this is the light in which the people of France are looking at the matter. The treaty would be

of mutual benefit and I am sure that definite action will be taken when the Chamber of Deputies meets again, after the holidays in October, and when our Canadian Parliament also gets down to business again.

“Hon. Mr. Fielding is at present in France, and any little matters about which doubt exists can be profitably discussed so as to allow each Government to know just how it stands with the other when the time comes for action.”

**WM. BERRY LTD.**  
MANCHESTER and LONDON, ENG.  
**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 Philpot 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

**THE PEOPLE OF  
JAMAICA**

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

**KINGSTON  
“GLENER”**

might bring inquiries. Better write for rates to

**I. C. STEWART, Halifax**



**Wilson's  
Fly Pads**

The most profitable summer goods sold by retail Grocers.

Every ten-cent packet will kill more flies than three hundred sheets of sticky paper.

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## Flour Cleanliness

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### I. The Dirt in the Crease is Removed.

**D** ID YOU ever, Mr. Junior Partner, closely examine a grain of wheat, the plump, hard Manitoba berry? Surely you have noticed how the skin of the wheat grain seems to fold over on itself with a pronounced *crease* right in the middle of the berry.

**Q** Now, it's our sore spot, that innocent looking "fold in." It's the source of much worry and expense to the makers of FIVE ROSES flour. You see, all kinds of dirt and dust consider it a happy hunting ground and acquire the unholy faculty of getting deeply embedded in that self-same pesky crease, stubbornly refusing to be ousted by all *ordinary* means.

**Q** To beat out "Mr. Crease" we have installed at the Keewatin mills *exclusive* processes, complicated machinery. It means extensive cleaning, expensive cleaning. It also means the *absolute removal of the most infinitesimal suspicion of dirt* concealed in the aforesaid crease as well as that attached to any other part of the wheat berry.

**Q** Some makers, either because they *can't*, or because they do not *want* to, are not so particular. They naturally sell their flour much cheaper—but it is *not* FIVE ROSES, not by any means.

**Q** Authorities who ought to know say that the freedom of a flour from "crease dirt" increases with its *purity* and *whiteness*.

**Q** Don't you think it would be a good plan to tell your customers why FIVE ROSES is a clean, wholesome flour? A flour made from the cream of Manitoba wheat minus *any kind* of dirt or smut usually traceable in ordinary flour? It's because they *don't know* the vital difference that some people buy "bargain counter" flour. Since *you* know—why not tell *them*?

(To be Continued)

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**LAKE OF THE WOODS MILLING CO., LTD.**

MONTREAL ∴ Sole Makers of Five Roses ∴ WINNIPEG

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## Up-to-Date Business Grocers in Brockville

Various Methods Used Which Have Brought Good Results—Attention Paid to Quality Goods and Courteous Service—The Canadian Grocer Read With Interest.

(Staff Correspondence.)

Brockville, June 22.—To say anything about Brockville and not begin with Senator "Dan" Derbyshire would be commencing in the wrong way. For many years, as is well known all over the Dominion, he has always been a leading figure at dairy conventions. His friendly address at the Retail Merchants Convention, his kindly welcome, and his trip with the "boys" on the beautiful "Magedoma," was highly appreciated. Even with the interests he has in Ottawa, which entitles him to his honorary title he still thinks Brockville is the best town in the world.

The H. T. Murray Co. are among the leading grocers in the town. Mr. Murray, Sr., is a public spirited man and takes an active interest in all efforts to elevate the standard of retailing. Four years ago the business assumed its present name. The firm is doing a large farmers' trade, and at the same time gets a liberal share of the town and tourist trade.

A. E. Shaver is another of Brockville's up-to-date grocers. He reads The Canadian Grocer, and is constantly after new ideas. He served his apprenticeship in Brockville and then he did voluntarily, what a man has to do in Germany before he is allowed to go into business. He went "auf die Wanderschaft" for several years in the United States. He is therefore well prepared to give excellent service to his customers.

Allan Cameron has put in 27 years behind the counter and therefore is authority on everything that belongs to the trade. If a man can serve the public for that length of time and can hold his share of the trade, he is doing more than the ordinary man, and deserves credit.

C. J. Delany, manager of Mrs. McHenry's store, has also a strong hold on the trade. He sells good goods and strong goods which are all guaranteed to give satisfaction. By keeping the right kind of goods and through his genial habits, he draws a large trade from the "Thousand Island" tourist. His smile is always ready to greet the customer and the stranger.

Allan Soper keeps a nice store, handles mostly imported goods, and caters to the high class trade.

Thomas Nappy is one of the most contented and happy grocers in Brockville. His place of business is some distance away from the centre of the town, in a good locality, where he almost monopolizes the entire trade. Everything is in "apple-pie" order, spotlessly clean and in the right place. While he attends closely to his business he is by no means a slave to it. He pays a great deal of at-

tention to the comforts of his home. Like all up-to-the-minute grocers, he regularly reads The Canadian Grocer, for which, as he says he longs every week, and would not think for a moment to be without it.

J. Culbert is the veteran merchant in the town, but begins to feel after a continuous business life of 43 years, that he is not quite as active as he was when he defeated "Dan" Derbyshire in the race for the House of Commons. He was also mayor of the town for three years.

### GUM MERGER IN SIGHT.

A movement is on foot tending to the merger of some United States and Canadian gum manufacturers. The new concern, providing the merger goes through, will be known as the Sen-Sen Chielet Co., with a capital of \$6,700,000. The companies said to be interested are:—T. B. Dunn & Co. Rochester, N.Y.; Fleeer & Co., Philadelphia; Somerville & Co., London, Canada; Curtis & Sons Co., Portland, Maine, and the S. Grove Co., Salem, Maine.

As regards the management of the new concern, it is understood that Thomas B. Dunn will probably become its president, and that Frank H. Fleeer, of Philadelphia will be selected as chairman of the Board of Directors.

The Canadian Chielet Co., Toronto, was communicated with in connection with this proposition, but Mr. Fleeer was out of the city. It was learned, however, that up to Wednesday the merger had not been completed.

Tell Your Customers  
That:

**SHAM ROCK**  
BIG PLUG  
**SMOKING TOBACCO**

When cut never dries up or  
becomes hard. The leaves  
are so firmly packed that the  
plug remains fresh and moist

### CLAY PIPES

The best in the world are made by

**McDOUGALLS**

Insist upon this make

**D. McDOUGALL & CO.,** Glasgow, Scotland.

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

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**YOUNG'S PATENT PIPE**  
in Seven Shapes

**W. J. GRANT**

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506 Lindsay Building, MONTREAL.

## BLACK WATCH

The Big Black Plug  
Chewing Tobacco.

Already a Big Seller

Sold by all the Wholesale Trade



**White as snow**



**It Sells Easier**

The very appearance of a yellow laundry soap is a handicap against its sale. You can certainly sell

**“CANADA’S BEST”**

—the new, white laundry soap—far easier than you can the yellow kind. Just show it and tell your customer “Canada’s Best” is not adulterated with “resin” as are all yellow laundry soaps—and the sale is made.

We’ve something mighty good to offer you, so write us at once.

**UNITED SOAP CO.**

Brantford  
ONT.



**The New White Bar**

**“7-20-4”**

The cigar discerning smokers ask for, because it is *the leader* in quality of all 10 - cent cigars. This is the cigar to “tie up to” if you would build up a good, substantial trade. : : : :

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“S. C. Co.” Stamp on Every Cigar  
**YOUR GUARANTEE OF QUALITY**

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*Ask Travellers of The*

**Sherbrooke Cigar Co.**  
Sherbrooke : : : : Que.

**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

## Canadian Fruit, Vegetable and Fish Markets

Canadian Strawberries Arrive on the Market — Crop Will be Large and Prices Low—Cargo of N. B. Potatoes for Montreal Delayed and Prices There are Firm — Are Lower on Toronto Market—Decline in Gaspé Salmon.

### MONTREAL.

**GREEN FRUITS.**—Dealers continue to feature California deciduous fruits this week. Peaches are easier, but the other lines are selling at last week's prices. Higher prices are anticipated by some holders of lemons. New strawberries are beginning to become plentiful. Quebec's are now arriving, the first lot reaching the city Tuesday. Local grown berries will be coming in more frequently, and in larger supply, every day now, provided the weather continues favorable. California cherries are 25c lower. Late Valencia oranges are scarcer, and higher in price. Florida pineapples have advanced, too. Bananas are selling freely at prices which run about the same.

Oranges, California navels	2 50	3 00
" " bloods	4 15	4 50
" " late Valencias	4 00	4 00
" " Valencias	4 50	5 00
" " Cubans	2 25	2 50
" " Mexican	3 00	3 00
" " Sarrento	2 50	2 50
" " Messina Ovals	1 75	1 75
Lemons, crate	2 00	3 25
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 50	2 75
" " white	2 50	2 50
Strawberries, imported, per basket	0 12	0 15
Watermelons, each	0 40	0 40
Grape fruit, per box	3 25	6 00
Bananas crated, bunch	1 25	1 90
Pineapples, Cuban, crate	2 15	2 40
" " Florida, crate	2 35	3 00
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.**—A flutter of excitement was caused in local vegetable circles at the beginning of the week when it was learned that a vessel bringing 4,500 bags of potatoes from New Brunswick had run aground below Quebec, and was likely to be a total loss. Many dealers had lots of potatoes on board, and anticipated being able to fill orders with such stock. Some vegetable firms have contracts with steamers and institutions, and they anticipated filling requirements from potatoes which should have arrived by the boat in question as per schedule. Every week, up to a certain time, the weekly shipments to Montreal of N.B. potatoes by this boat are an important factor in the market. Locally, this source of supply is reckoned with. As a result of this week's disappointment a noticeable firmness prevailed in the potato market. Local green stuff is expected shortly now, southern cabbage, beans, peas and cucumbers, being nearly done. Horse radish is higher, as is also Montreal asparagus. Recent warm weather was welcomed by the trade, who hope it will continue.

Asparagus, Montreal, doz	3 00	6 00
" " Western, basket	1 25	1 50
Beets, old, bag	1 25	1 25
Carrots, new, dozen bunches	1 00	1 00
" " old, bag	2 00	2 00
Cabbage, new, crate	1 75	2 00
Celery, dozen	1 25	1 50

Cauliflowers, dozen	2 00	4 00
Cucumbers, basket	2 50	2 50
Green peas, basket	3 50	3 50
Green peppers, crate	3 50	3 50
Horse radish, lb	0 15	0 15
Lettuce, dozen	0 40	0 40
" " Boston (Montreal), dozen	1 00	1 00
Leeks, dozen	1 50	1 50
Mushrooms, lb	0 75	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	5 50	5 50
" " Montreal, bag	1 15	1 15
" " New Brunswick, bag	1 20	1 20
" " P. E. I., bag	1 15	1 20
Parsley, dozen	0 75	0 75
Parsnips, bag	1 00	1 00
Sage, dozen	0 60	0 60
Savory, dozen	0 50	0 50
Spinach, Canadian, box	0 50	0 50
String beans, basket	2 50	2 50
Shallots, dozen bunches	0 05	0 10
Sweet potatoes, bbl	6 00	6 00
" " basket	3 50	3 50
Tomatoes, Florida, crate	2 50	3 50
" " Mississippi, small flats	0 85	1 00
Turnips, bag	0 60	0 70
Watercress, dozen large bunches	0 75	0 75

**FISH.**—A further decline in Gaspé salmon will be noticed this week. These fish are arriving freely, the season being now on in earnest. Mackerel and haddock are also in good supply, but prices of both remain as last week. Large lots of whitefish and pike are being received and sales are satisfactory, considering the warm weather. Receipts of lake trout have not been up to the average of late, but more are now being shipped by fishermen. Good inquiry for brook trout is experienced. Trade in this line has been very good since the season opened, as the fish is very popular with the people. A falling off in the supply may be looked for at any time now. Steak cod, dore and sea bass have all advanced. Warmer weather has caused a falling off in the demand for smoked fish. Boiled lobsters are dearer. The live lobsters are not so plentiful, and higher quotations are expected. Salt sardines are now being quoted, \$1 the pail, 20 lbs.

### FRESH

Haddock, shore, per lb	0 04
Steak cod, per lb	0 06
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
Dressed bullheads (Barbotte), per lb	0 10
Sea bass, per lb	0 12
Gaspé Salmon	0 15
Roe shad, each	0 40
Buck shad, each	0 20
Brook trout	0 20
Flounders	0 10

### SMOKED

Haddies, 15 lb. bxs., per lb	0 07 1/2
Kipperd 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
" " Sealshipt" selects, per gal	1 90
Live lobsters, per lb	0 12
Boiled lobsters, per lb	0 14

### 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 08
Large whitefish, per lb	0 08
Small " "	0 06

Labrador herring  
B. C. salmon, lb  
No. 1 mackerel  
No. 1  
Labrador sea trout  
Skinless cod, 10  
Salt sardines, 20  
Boneless cod, in

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" " Palermo  
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Bananas...  
Grape Fruit, Flor  
Pineapples, Flor  
Cherries, Cal...  
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Strawberries.....

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Hamilton

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## 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

1881

28

Years and

St. Nicholas  
Home Guard

continue  
to be the Standard of  
Lemon Perfection.

AGENT:

J. J. McCabe

32 CHURCH ST.,  
TORONTO



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.—Quite a change has taken place in the fruit market this week. The warehouses look somewhat forsaken and the hustle is all at the fruit market. Besides the change of the location, a lot of the imported "American" goods are now crowded out by our own production. Canadian strawberries are "King" in the market just now, and all the forces are directed to give them their best attention. The crop promises to be a good one, and with favorable weather the demand will be abundantly supplied, at prices within reach of all.

A few baskets of early cherries, rather blushing attracted the attention of buyers, but while they looked lovingly, they were turned the cold shoulder when 60c a small basket was asked for them.

California navel oranges are out of season, but their place is promptly taken by the California late Valencias. This orange is going to be the great favorite during the summer months, and is more extensively cultivated from year to year. The possibility of having oranges all the year round is now assured.

Apples, Spies	8 00
Oranges, Cal. Valencia	3 50 4 00
" Cal. navels	3 00 3 50
" Mexican	2 00 2 50
" Palermo bloods, half cases	2 25
Lemons, Messina	2 75 3 00
Bananas	1 75 2 25
Grape Fruit, Florida, box	5 00 5 50
Pineapples, Florida, crate	2 00 2 25
Cherries, Cal.	3 00 3 25
" per half basket	0 60
Strawberries	0 08 0 12

VEGETABLES.—Vegetables, such as lettuce, rhubarb, beets, onions, carrots,

## Fruit for Dominion Day JULY 1st.

We are headquarters for Holiday FRUITS

California Peaches, Plums, Pears, Apricots, Cherries  
Bananas, Oranges, Lemons, Watermelons  
Peanuts, Cocoanuts, Pineapples, Tomatoes  
New Potatoes and Early Vegetables  
Local Strawberries and Cherries

Large or small orders receive the same care and attention

**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

MR. DEALER,—

If you wire, phone or mail us your orders for

### Canadian Strawberries

which are

**NOW IN SEASON**

you can depend upon having your order filled at lowest market prices promptly and carefully, as we exercise greatest of care in the selection of this most luscious fruit from the choicest berry patches of the Hamilton fruit district.

**Stevens & Soloman**

Shippers of Canadian Fruits, etc.

**Hamilton, - Ontario**

Phones 2700 and 690

## PINEAPPLES

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.

### ADVERTISING GROCERIES.

#### Demand Created if Proper System is Used.

There is one town in Kansas where a combination is said to exist among the grocers not to advertise in the local papers, or in any other way. All the biggest groceries in town are in this combine. They say that people have to buy their groceries anyway, so what's the use of advertising?

That sort of scheme may appeal to those grocers as a very clever move. They evidently are laboring under the impression that they are putting in their pocket all the money that they might otherwise spend in newspapers, thousands of dollars.

It's a great mistake. Advertising of the right kind not only gets business—it makes business.

When grocers enter into a combine not to advertise, they are pursuing a mistaken policy. The result of their silence is merely to limit the purchases of the housekeeper to her absolute needs, and the housekeeper sees to it that her needs follow a certain definite groove. Good advertising creates a demand for new goods. Good advertising places on display before the mental vi-

sion of the purchaser the groceries which are offered for sale, and suggests things for the customer to order which would never be thought of were it not for the advertising.

In writing an advertisement, the grocer should have that object in view; to place in review before the customer a suggestive list of interesting things for the culinary department. Such advertising is a source of revenue, not a loss.—*Merchants' Journal.*

E. J. Short, of Brandon, has purchased the Rapid City flour mill for \$25,000.

A. N. Ackland, general merchant, Chislehurst, Ont., has bought out Jno. Whiteman.

radishes, spinach, etc., are nearly all now supplied by the local gardeners, direct to the stores. Cabbage, tomatoes, and cucumbers and new potatoes are about the only vegetables that are now imported. Old potatoes are plentiful and ten cents a bag lower, with a possibility of a further decline.

Potatoes, Ontario, per bag	0 90	1 00
" Bermuda, per bushel	2 00	2 50
" " per barrel	7 25	7 50
" Texas, per barrel	4 00	4 50
Onions, Canadian, dried, bag	1 35	1 50
" Bermuda, per case	1 50	
" Egyptian, per sack of 112 lbs.	3 50	3 75
Tomatoes, Florida, per crate of 6 baskets	2 50	3 00
" Mississippi, per crate of 4 baskets	1 00	1 25
Carrots, per bag	1 00	
" new, per bunch	0 50	0 75
Cabbage, Florida, new	1 50	1 75
Turnips	0 50	0 60
Radishes, per dozen	0 30	0 35
Lettuce, per dozen	0 30	
Spinach, per bushel	0 50	
Egg plant, per dozen	3 00	
Green peppers, per dozen	1 00	
Cucumbers, per hamper	1 50	
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	
Cross, per basket	0 75	
Water melons	0 35	0 40
Cantaloupes, per case	6 00	

**FISH.**—The fish market is unchanged this week. The demand is good, and all that can be secured are wanted. Trout and whitefish are scarce.

Codling, medium, per lb, fresh caught	0 05	0 06
Whitefish, fresh caught	0 10	
Trout, fresh caught	0 10	
Cod, fresh caught	0 08	
Haddock, fresh caught	0 10	
Halibut, fresh caught	0 07	
Pike	0 06	
Perch	0 07	
Carp	0 03	
Yellow pickerel	0 05	
Sea salmon	0 07	
Mackerel, each	0 25	

## Ice Castle Brand LOBSTERS

Knowing just exactly how to go about it for the best results—not having to experiment a little bit—that is what enables us to pack the finest lobsters in the land, the lobsters that have the REPUTATION.

We could not continue for years to sell Ice Castle Brand Lobsters were the quality not consistently there. People would soon have learned if there was not a uniformity, a dependability, about Ice Castle Brand Lobsters.

But the same old delightful, delicious flavor is always there, and the particular, fastidious customer always comes back for the firm, whole white meat always found in the tin bearing the label: ICE CASTLE BRAND LOBSTERS.

**Have You a Satisfied List of Customers like other Grocers?**

PRICES AND SAMPLES MAY BE OBTAINED FROM THE SOLE PACKER

**J. W. WINDSOR, - - - Montreal**

SEASON 1908-9

## Dried Apples

Shipments Solicited  
Settlements Prompt

### W. A. GIBB COMPANY

HAMILTON  
JAMES SOMERVILLE, Manager

**We can handle your consignments of Berries,  
Cherries and other Fruits to advantage for you.**

**THE DAWSON COMMISSION CO., TORONTO**

**Brunswick  
Brand**



**Sardines  
in Oil**

**Some Reasons Why You Should Handle Them**

**Because**

- They have a flavor distinctly their own.
- They are unsurpassed in quality.
- They are packed in sanitary cans.
- They come in the regulation—100— $\frac{1}{4}$  cases.
- They will assist in building up your trade.
- They are packed by skilled help and modern methods.
- They yield the dealer a liberal profit.
- They are well known and give satisfaction.

ARE YOU BUILDING UP YOUR CANNED FISH TRADE?  
YOU CAN DO IT BY THE BRUNSWICK BRAND

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

AGENTS—Grant, Oxley & Co., Halifax, N.S.; C. H. B. Hillcoat, Sydney, C.B.; J. L. Lovitt, Yarmouth, N.S.; D. Rattray & Sons, Quebec; Leonard Bros., Montreal; Arthur M. Loucks, Ottawa; C. De Carteret, Kingston; James Haywood, Toronto; Chas. Duncan, Winnipeg; R. G. Bedlington & Co., Calgary; J. Harley Brown, London, Ont.



The height of perfection in canned Sardines.  
Their high quality and popular price  
ensure steady sales.

**THE BRAND FOR YOU TO PUSH**

Canadian Agents: C. A. Chouillou & Cie., Montreal; Green & Co., 25 Front St. E., Toronto; D. C. Hannah, London, Ont.; Jos. Somerville, Hamilton; Boivin & Grenier, Quebec, Que.; H. M. McBride, 312 Ross Ave., Winnipeg, Man.

**BALAKLAVA SARDINES** The Eastern Canning Company  
PORT CANADA, N.B.

**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 displeased.

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



**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

ADD TO YOUR **BUSINESS PROFITS PRESTIGE**

Write for Illustrated Catalogue :  
“Modern Grocery Fixtures”



**The Walker Bin and  
Store Fixture Co.,**

LIMITED

**BERLIN, ONTARIO**

Designers and Manufacturers of  
Modern Store Fixtures

REPRESENTATIVES:

Montreal; Kenneth H. Munro, Coristine Building  
Manitoba; Watson & Truesdale, Winnipeg, Man.  
Saskatchewan and Alberta; J. C. Stokes, Regina, Sask.

**Have You Place  
in Your  
Organization for  
An A1 Business  
Builder ?**

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.

Have proven ability as a sales promoter and can handle advertising to trade and public if desired. Capable and diplomatic correspondent.

I am thoroughly equipped to lift the burden of this work from an executive who is anxious to devote more time to other phases of his business, but is laden down with the important detail of the sales department.

Write me fully, with the assurance that confidence will be rigidly guarded.

**G. L.**

Care

**MacLean Publishing Co.**  
Toronto

**COMMON SENSE SAYS  
Use 'em**

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

**ALLISON  
COUPON BOOKS**

Manufactured by  
**ALLISON COUPON COMPANY, Indianapolis**

Order them from  
your jobber.

They enable you to handle credit customers with scarcely any risk and make disputes and misunderstandings impossible. They cost very little and pay for themselves many times over. Can you afford to do without them?



**THICK, SWOLLEN GLANDS**

that make a horse Wheeze; Boar, have Thick Wind, or Choke-down, can be removed with

**ABSORBINE**

or any Bunch or Swelling. No blister, no hair gone, and horse kept at work. \$2.00 per bottle, delivered. Book 3 D free.

**ABSORBINE, JR.**, for mankind, \$1.00, delivered. Reduces Gout, Tumors, Wens, Varicose Veins, Ulcers, Hydrocele, Varicocele. Book free. Made only by  
**W. F. YOUNG, P.D.F., 204 Temple St., Springfield, Mass.**  
LYMANS Ltd., Montreal, Canadian Agents.



**BOY WANTED**

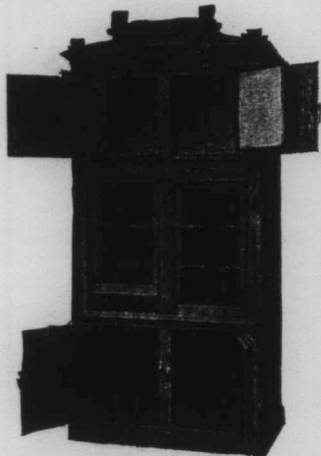
ANY BOY in every town and village in Canada can earn many dollars by selling our publications among his neighbors and relatives and business men.

YOU can begin at once. No money needed to start. We will provide you with capital. A watch to the boy who does good work, as special prize.



Write at once to

**THE MACLEAN PUBLISHING CO.**  
10 Front St. E., TORONTO



**BUILT FOR EVERY USE  
THE  
Arctic Refrigerator**

It is constructed with numerous ducts distributed evenly across the refrigerator room for the descending cold air and, having plenty of wall space for the rising warm air, it gives the proper circulation of cold, dry air. Our system is the only perfect one.

Where cold storage is required we are prepared to furnish you with the best and most economical refrigerator known in any style or size desired.

Write to-day for our Catalogue and Discounts.

**JOHN HILLOCK & CO., Limited**  
154 George St., Toronto

**TEA LEAD**

*Best Incorrodible*

Buy "PRIDE of the ISLAND" Brand

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

**ISLAND LEAD MILLS LIMITED,**

Tel. Address: "Laminated," London.

**LIMEHOUSE,**

A.B.C. Codes used 4th and 5th Editions.

**LONDON, E., ENG.**

Canadian Agents:

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

**Fisher Electric Coffee Mills**



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.

Manufactured by

**The A. D. Fisher Co.**  
Toronto Limited



NO OTHER LIKE IT

McGREGOR'S

**Patent Bag Holder**

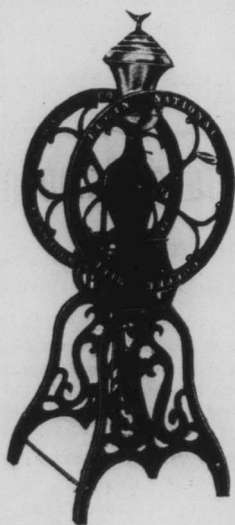
Get our prices on this greatest of all grocery conveniences and time savers

**KILGOUR BROS.**

19 Wellington St. West, - TORONTO

**NEED A COFFEE MILL?**

Why Pay FANCY PRICES  
For One!!



**Elgin National  
COFFEE MILLS**

40 STYLES

COST LESS.  
GRIND FASTEST.  
MOST SIMPLE AND EASY TO RUN.  
HAVE FORCED FEED AND STEEL GRINDING PARTS.  
BEAUTIFULLY FINISHED.

**A HIGH GRADE MILL  
AT LOW COST.**

Ask any of the following Jobbers for our Catalogue,

WINNIPEG—G. F. & J. Galt (and branches); The Codville Co. (and branches); Foley Bros. and Lanson (and branches).

VANCOUVER—The W. H. Malkin Co. Ltd.; Wm. Braid & Co.

HAMILTON—Jas. Turner & Co.; Balfour Smye & Co.; MacPherson, Glassco & Co.

TORONTO—Eby Blain Ltd.

LONDON—Gorman Eckert & Co.

ST. JOHN, N.B.—G. E. Barbour Co.; Dearborn & Co.

MANUFACTURED BY

**Woodruff & Edwards Co.**

ELGIN, ILL., U.S.A.

SELL

**Royal Metal Polishes**

NOW



Do not wait for to-morrow, but push these sterling metal polishes now in the springtime, when everybody is thinking of cleaning up.

ROYAL POLISHES are the best for all kinds of Metals. Housekeepers KNOW this.

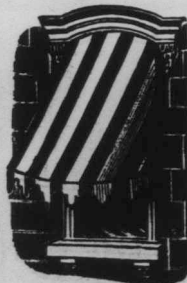
HAVE YOU A STOCK?

**ROYAL POLISHES COMPANY  
MONTREAL**

AGENTS: Ottawa—General Supply Co. of Canada, Ltd. Winnipeg—H. W. Glassco & Co. Vancouver—Wm. Erichsen & Son. Halifax—J. C. Calder. Sherbrooke—E. H. Bowen. And all dealers.

**Wait Not for the Damage**

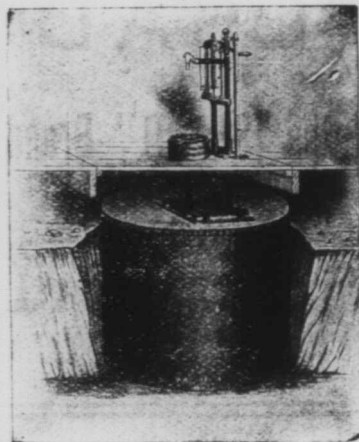
Do not wait until this warm weather spoils a lot of goods on you.



Get an awning to-day. They are just the same price to-day as they will be a month from now. But you get the value of the awning meantime. The best place to buy is from:

**THOS. SONNE, Sr.**

193 Commissioners Street  
MONTREAL



Cut 6—Under the Floor Outfit

## Turn Your Losses into Profits

Every drop of oil you are now losing through leakage, evaporation and waste means just so much out of your profits.

Stop these losses, turn them into profits by selling your oil from a Bowser Self-Measuring Oil Tank. The Bowser adds to your profits every year an amount that would surprise you.

Is not an investment like this at least worth a thorough investigation? It will cost you but one cent to send a postal for Catalog 5046. Write to-day.

### S. F. Bowser & Co., Ltd.

66-68 Fraser Ave., - - TORONTO

If you have an old Bowser and want a new one, write for our liberal exchange offer

#### HOTEL DIRECTORY.

##### WINDSOR HOTEL, HAMILTON, BERMUDA

This House is pleasantly and conveniently located on the East Side of Queen Street. The rooms are bright and cheerful. Every attention paid to guests. Billiards and pool. Hot and cold water baths. A. McNICOL, Prop

##### TOWER HOTEL, GEORGETOWN, DEMERARA, BRITISH GUIANA.

This first-class hotel is most conveniently situated in the coolest and healthiest part of the city. Five minutes from railway station and steamer stalling, and near to all principal public buildings. Cool and lofty bedrooms. Spacious Dining and Ladies' Rooms. Billiard Room. Electric light throughout.

##### HALIFAX HOTEL

HALIFAX, N. S.

##### WINTER RESORT—QUEEN'S PARK HOTEL PORT OF SPAIN TRINIDAD, B.W.I.

JOHN McEWEN, Manager. For Rates, etc., apply Trinidad Shipping & Trading Co. 29 Broadway, New York.

##### THE GRAND UNION

The most popular hotel in

OTTAWA, ONTARIO. JAMES K. PAISLEY, Prop

##### VICTORIA LODGE

Mrs. J. F. SMITH, Proprietress. HAMILTON, BERMUDA  
Opposite Victoria Park and Cedar Ave. Private Board \$12 to \$14 per week.  
Open Now. Closes on May 1.

#### Jenkins & Hardy

Assignees, Chartered Accountants, Estate and Fire Insurance Agents, 15½ Toronto St., Toronto  
465 Temple Building, Montreal.

## WESTERN ASSURANCE COMPANY.

Incorporated 1851

**FIRE  
AND  
MARINE**

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Assets over - - \$3,570,000  
Income for 1906, over 3,609,000

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W. R. BROCK, Vice President

W. B. MEIKLE, General Manager

C. C. FOSTER, Secretary

## British America Assurance Company

A. D. 1833

**FIRE & MARINE**

Head Office, Toronto

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

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## 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.

Diamond  
1-lb. tins, 3  
1-lb. tins, 3  
1-lb. tins, 3  
IMF  
Cases.  
4-doz.....  
3-doz.....  
1-doz.....  
2-doz.....  
1-doz.....  
1-doz.....



Cleveland's-  
"  
"  
"

5-barrels—Wl  
cent. d  
WHITE SWA  
White Swan  
1-lb. tins, 3  
1-lb. "  
1-lb. "

Keop's Oxfol  
In 10-bos  
Gillett's Mar



White Swan  
White Swan  
White Swan  
Choc  
THE



London Pearl  
Special qu  
kegs, etc.



QUOTATIONS FOR PROPRIETARY ARTICLES

**Baking Powder.**  
W. H. GILLARD & CO.

Diamond	1-lb. tins, 2 doz. in case	\$2 00
"	1-lb. tins, 4 " "	1 25
"	1-lb. tins, 6 " "	0 75
IMPERIAL BAKING POWDER.		
Cases.	Sizes.	Per doz.
4-doz.	10c.	\$0 85
2-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
2-doz.	12-oz.	3 40
1-doz.	2 1/2 lb.	10 50
1-doz.	5 lb.	19 75



**MAGIC BAKING POWDER**

Cases.	Sizes.	Per doz.
6 doz.	5c.	\$0 40
4 "	4-oz.	0 60
4 "	5 "	0 75
4 "	8 "	0 95
2 "	12 "	1 40
2 "	12 "	1 45
2 "	16 "	1 65
2 "	16 "	1 70
1 "	2 1/2-lb.	4 10
1 "	5 "	7 50
1 "	6 oz.	15 60
1 "	12 "	34 55



**ROYAL BAKING POWDER**

Sizes.	Per Doz.
Royal-Dime	\$ 0 95
1 lb.	1 40
5 oz.	1 95
1 lb.	2 55
12 oz.	3 85
1 lb.	4 90
5 lb.	15 60
1 lb.	22 35

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

**CLEVELAND'S BAKING POWDER.**

Sizes.	Per Doz.
Cleveland's-Dime	\$ 0 95
1 lb.	1 35
5 oz.	1 90
1 lb.	2 45
12 oz.	3 70
1 lb.	4 65
5 lb.	15 20
1 lb.	21 65

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 80

**Blus.**

Keep's Oxford, per lb.	\$0 17
In 10-box lots or case	0 16
Gillett's Mammoth, 2 gross box	2 00

**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, \$4.50	
White Swan Barley Crisps, per doz., \$1.	
White Swan Self-rising Buckwheat Flour, per doz., \$1.00.	
White Swan Self-rising Pancake Flour, per doz., \$1.00.	
White Swan Wheat Kernels, per doz., \$1.40.	
White Swan Flaked Rice, per doz., \$1.	
White Swan Flaked Peas, per doz., \$1.	

**Chocolates and Cocoas.**  
THE COWAN CO., LIMITED.

Cocoa—	
Perfection, 1-lb. tins, per doz.	\$4 50
Perfection, 1/2-lb. per doz.	3 40
Perfection, 1/4-lb. per doz.	1 30
Perfection, 10c size 5-lb. tins	0 90
per lb.	0 37
Solu bulk, No. 1, per lb.	0 30
Solu bulk, No. 2, per lb.	0 18
London Pearl, per lb.	0 22
Special quotations or Cocoa in bbls., kegs, etc.	



**Fly Pads.**

Wilson's Fly Pads, in boxes of 50 10c. packets, \$2 per box, or three boxes for \$5.

5 boxes	\$ 7 50
---------	---------

**Unsweetened Chocolate—**

Plain Book, 1/2's & 1/4's, cakes, 12-lb. boxes	0 36
Perfection chocolate, 20c size, 2 dozen boxes, per dozen	1 80
Perfection Chocolate, 10c size, 2 and 4 dozen boxes, per dozen	0 90

**Sweet Chocolate—**

Queen's Dessert, 1/2's and 1/4's, 12-lb. boxes, per lb.	\$0
Queen's Dessert, 5's, 12-lb. boxes	0 40
Vanilla, 1/2-lb., 12-lb. boxes, per lb.	0 35
Parisian, 5's	0 30
Royal Navy, 1/2's, 12-lb. boxes, per lb.	0 33
Diamond, 7's, 12-lb. boxes, per lb.	0 34
" " " " " "	0 25
" " " " " "	0 28

**Ingredients for cake—**  
Chocolate, white, pink, lemon, orange, almond, maple and coconut cream, in 1-lb. pkgs., 2-doz. in box, per dozen \$ 90

**Confections—**

Milk chocolate wafers, 5-lb. boxes	0 36
Maple buds, 5-lb. boxes	0 36
Chocolate wafers, No. 1, 5-lb. boxes	0 30
Chocolate wafers, No. 2, " "	0 25
Nonpareil wafers, No. 1, " "	0 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 35

**BREMSDORF'S COCOA**  
A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

10c. tins, 4 doz. to case	per doz., \$ 90
1/2 " " " " " "	2 40
1/4 " " " " " "	4 75
1 " " " " " "	9 00

**EPPE'S.**  
Agents, C. E. Colson & Son, Montreal.

In 1/2, 1 and 1-lb. tins, 14-lb. boxes, per lb.	0 35
Smaller quantities	0 37

**JOHN F. MOTT & CO.'S.**  
R. S. McIndoe, Agent, Toronto, Arthur M. Loucks, Ottawa, J. A. Taylor, Montreal, Jos. E. Huxley, Winnipeg, R. J. Bedington & Co., Calgary, Alta. Standard Brokerage Co., Vancouver, B.C.



**MOTT'S DIAMOND CHOCOLATE**

Elite, 10c size (for cooking), doz.	0 30
Prepared cocoa, 1/2's & 1/4's	0 28
Prepared 1/2's	0 28
Mott's breakfast cocoa, 10c. size	90 per dz.
" breakfast cocoa, 1/2's	0 38
" " " " " "	0 38
" No. 1 chocolate, 1/2's	0 32
" Navy " " " "	0 29
" Vanilla sticks, per gross	1 00
" Diamond chocolate, 1/2's	0 24
" Plain choice chocolate liquors	0 32
" Sweet Chocolate Coatings	0 20

**WALTER BAKER & CO., LIMITED.**

Premium No. 1 chocolate, 1/2 and 1-lb. cakes	0 38
Breakfast cocoa, 1-5, 1/2, 1 and 5-lb. tins	0 41
German Sweet chocolate, 1/2 and 1-lb. cakes, 6-lb. boxes	0 28
Caracas Sweet chocolate, 1/2 and 1-lb. cakes, 6-lb. boxes	0 35
Auto Sweet chocolate, 1-6-lb. cakes, 3 and 6 lb. boxes	0 35
Vanilla Sweet chocolate, 1-6-lb. cakes 6-lb. tins	0 47
Soluble cocoa (hot or cold soda) 1-lb. tins	0 38
Cracked cocoa, 1/2-lb. pkgs., 6-lb. bags	0 34
Caracas tablets, 100 bundles, tied 5s, per box	3 00

The above quotations are f.o.b. Montreal

**Cocoanut.**  
CANADIAN COCOANUT CO., MONTREAL.

Packages—5c., 10c., 20 and 40c. packages packed in 15 lb. and 30 lb. cases	Per lb.
1 lb. packages	0 26
1 lb. " "	0 27
1 lb. " "	0 28
1 and 1/2 lb. packages assorted	0 25
1 and 1/2 lb. " "	0 26
1/2 lb. packages assorted in 5 lb. boxes	0 28
1/2 lb. " "	0 29
1/2 lb. " " in 5, 10, 15 lb. cases	0 30
Bulk—	
In 15 15 lb. pails and 10, 25 and 50 lb. boxes	10, 25 and 50 lb. Tins. Ebb.
White Moss—4 and 10 lb. Pails	\$1 00
Best Shredded	0 18
Special Shred	0 17
Ribbon	0 19
Macaroon	0 17
Desiccated	0 16
White Moss in 5 and 10 lb. square tins, 21c.	

**WHITE SWAN SPICES AND CEREALS LTD.**

White Swan Cocoanut—	
Featherstrip, pails	0 18
Shredded	0 15
In packages 2-oz., 4 oz., 8-oz., lb.	0 25

**Condensed Milk.**  
BORDEN'S CONDENSED MILK CO.  
Wm. H. Dunn, Agent, Montreal & Toronto.

"Eagle" brand (4 doz.)	Cases. 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 26
Ambrosia	0 25
Plantation	0 22
Fancy Bourbon	0 18
Bourbon	0 18
Crushed Java and Mocha, whole	0 17
" " ground	0 17 1/2
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
English Dandelion, 1/2 and 1 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 50

**WHITE SWAN SPICES AND CEREALS LTD.**  
White Swan Blend.



Cafe des Epiceuses—1-lb. fancy glass jars, per doz., \$2.50.  
Cafe d'Aromatique—1-lb. amber glass jars, per doz., \$4.  
Presentation, with 2 tumblers, \$10 per doz.



**THOMAS WOOD & CO.**

"Gilt Edge" in 1 lb. tins	\$0 33
"Gilt 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 Bats, 50's, assorted flavors, box	1 30
Milk Chocolate Sticks, 36 in box	1 35
" " 10c cakes, 36 in box	2 55
Chocolate Wafers No. 1, 5-lb. boxes, 1b.	0 33
" " No. 2, " "	0 25
Maple Buds, 5-lb. boxes, 1b.	0 36
Nut Milk Chocolate, 1/2-lb. cakes, 12-lb. box, 1b.	0 40

These prices are F.o.b. Toronto.

**MACLAREN'S IMPERIAL CHEESE CO. LTD**  
Imperial Peanut Butter "Bobs," the Perfect Confectionery.

Large size, cases, 25 cartons	\$3.50 each
Small " " " "	3 60
Assorted, cases, 25 small, 12 large	3 55

Net 30 days.

**Coupon Books—Allison's.**  
For sale in Canada by The Ely Blain Co. Ltd. Toronto. C. O. Beauchemin & Fils, Montreal \$2, \$3, \$5, \$10, \$15 and \$20.  
All same price one size or assorted.

**UN-NUMBERED**  
Under 100 books, each 04  
100 books and over, each 03  
500 books to 1000 books, each 03  
For numbering cover and each coupon, extra per book 1/2 cent.

**Cleaner.**  
4-oz. cans \$ 0 90  
8-oz. " 1 35  
10-oz. " 1 85  
Quart " 3 75  
Gallon " 10 00

**Wholesale Agent**  
The Davidson & Hay, Limited, Toronto

**Extract of Beef.**  
LAPORTE, MARTIN & OIE, LTD.  
"Vita" 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 " " " "	9 00

**Infants' Food.**  
Robinson's patent barley 1-lb. tins \$1 25  
" " 1-lb. tins 2 1/2  
" " groats 1-lb. tins 1 1/2  
" " 1-lb. tins 2 25

**"Mephisto" and "Purity" Canned Lobsters.**

**Flavoring Extracts.**  
SHIRRIFF'S

1 oz. (all flavors), doz.	1 00
2 " " " "	1 75
2 1/2 " " " "	2 00
3 " " " "	3 00
5 " " " "	3 75
8 " " " "	5 50
16 " " " "	10 00
32 " " " "	18 00

Discounts on application.

**Jams and Jellies.**  
BUTGER'S WHOLE FRUIT STRAWBERRY JAM  
Agents, Rose & Laframance, Montreal and Toronto.

1-lb. glass jar, screw top, 4 doz., per doz	2 20
---	------

Prices on application.

**T. UPTON & CO.**  
Compound Fruit Jams—  
12-oz. glass jars, 2 doz. in case, per doz. \$1 00  
2-lb. tins, 2 doz. in case, per lb. 07 1/2  
5 and 7-lb. tin pails, 8 and 9 pails in crate, per lb. 0 07  
7 wood pails, 6 pails in crate, per lb. 0 07  
20-lb. wood pails " " 0 04  
Compound Fruit Jellies—  
12-oz. glass jars, 2 doz. in case, per doz. 1 00  
2-lb. tins, 2 doz. in case per lb. 0 07 1/2  
7 wood pails, 6 pails in crate, per lb. 0 07



**ALWAYS RIGHT.** SUN PASTE Stove Polish is just right every time you sell it and the boxes are always filled full. You have no complaints coming after you pass it over your counter. Why not make friends for yourself as well as for us by selling the stove polish which always pleases the housekeeper? That's SUN PASTE. Just push it and see them come back for more.

**MORSE BROS., Props. - Canton, Mass., U.S.A.**



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 close 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

## Just a Few Weeks Left

If you are coming to the National Exhibition at the expense of Busy Man's Magazine—and we hope you are—you must hurry in your application and begin your campaign at once.

July 15th is the last date on which you can mail subscriptions, and the time will go very quickly. A great many who started last month have about completed their work, having secured enough new subscriptions to entitle them to the trip. They are coming from Nova Scotia, New Brunswick, Quebec, Ontario, Saskatchewan, Alberta and British Columbia. Some of the candidates have proven to be very clever canvassers, securing as high as 100 subscriptions. Why should you not win this trip? Probably you are just as clever as they. After deciding to win, the whole point of success depends upon the amount of energy and determination you possess. If you are in the habit of balking at the first discouragement, do not begin, but if you are a regular reader of Busy Man's we believe it has inspired you to carry out your undertaking vigorously.

There are a few weeks left. Send for order book and sample and get to work at once. We will help you in every way possible.



## Which Polish Sells the Best?

Ask your wholesaler what shoe polish is most universally called for by retailers and he will tell you every time

# 2 IN 1

Ask him why and he will inform you that the people like it because it is brilliant, lasting, easy to apply, does not soil the clothes or the hands, and preserves the leather.

**The F. F. DALLEY CO., Limited, HAMILTON, CANADA**  
**BUFFALO, N.Y., U.S.A.**

Ba

80-lb. wood pal  
Pure assorted  
doz. in ca

IMPE



Asso:  
MacLaren I



Assorted Cas  
Assorted Cas  
Lemon (C  
Orange (C  
Raspberry (C  
Strawberry (C  
Chocolate (C  
Cherry (C  
Peach (C  
Weight 7 lbs.

The GENUI



Prioc  
Less than 5 c  
Five cases, 0









# SALT

Order Your Supply Now  
from new and  
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Carefully and promptly  
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VERRET, STEWART & CO.

LIMITED

MONTREAL

## Canned Fruits

The quality of

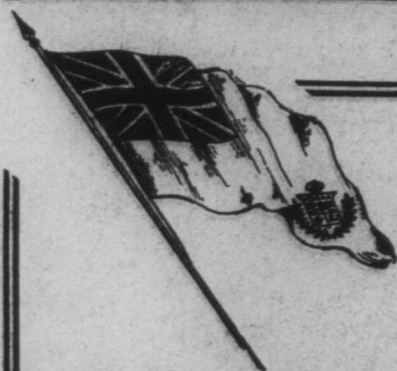
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LAUREL  
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# Teas and Coffees

See our Travelers or write us.

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