

CANADIAN GROCER

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

Montreal: 701-703 Eastern Townships Bank Bldg.
London: Eng.: 28 Fleet St., E.

Toronto: 145-149 University Ave.

Winnipeg: 511 Union Bank Building

New York: Rooms 1109-1111, 160 Broadway.

VOL. XXIV.

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NO. 29.

All the World Loves a Winner
AND

KEEN'S



OXFORD

BLUE

has proved a world winner because of its satisfaction-giving qualities. Keen's goes further than any other blue, and is just the line to handle to build up the trade you are after—the steady family trade.

See to the stocking of your shelves. For sale by all the Canadian jobbing trade.

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

DRIVE THESE TANDEM

BENSON'S
"Prepared" Corn
STARCH

and

EDWARDSBURG
"Silver Gloss"
STARCH

They are the leading Laundry and Cooking Starches in Canada, and are noted for their purity and ease in handling. Moreover, they leave a "worth-while" profit for the dealer. Order from your jobber.

EDWARDSBURG STARCH CO., LIMITED

ESTABLISHED 1858

53 Front Street East, Toronto, Ont.

Works: Cardinal, Ont.

164 St. James St., Montreal

UPTON'S Pure Jams and Marmalades

In Bulletin No. 194, issued by the Canadian Government, the chief analyst declares Upton's Pure Jams and Marmalades absolutely pure. In addition to this we give you our guarantee that these preserves are put up in season from clean, sound fruit and granulated sugar, and are the finest preserves that can be produced.



Look at these prices and place your order at once, if you want high-grade preserves :

UPTON'S PURE JAMS AND MARMALADES GUARANTEED FINEST QUALITY

	16 oz. Glass 2 doz. in Case.	5 lb. Pails 8 Pails in Case.		16 oz. Glass 2 doz. in Case.	5 lb. Pails 8 Pails in Case.
Raspberry Jam	\$1.90 per doz.	55c per pail	Peach Jam	\$1.70 per doz.	50c per pail
Strawberry Jam	1.90 per doz.	55c per pail	Plum Jam	1.60 per doz.	40c per pail
Black Currant Jam	1.90 per doz.	55c per pail	Assorted Jam	1.75 per doz.	50c per pail
Red Currant Jam	1.70 per doz.	50c per pail	Grape Fruit Marmalade	1.60 per doz.	45c per pail
Gooseberry Jam	1.70 per doz.	50c per pail	Orange Marmalade ...	1.45 per doz.	37½c per pail
			Apple Butter		37½c per pail

Freight prepaid on five cases or more shipped direct from factory to Windsor, Owen Sound, Collingwood, Gravenhurst, Ottawa, Montreal, and all intervening points in Ontario. To all other points a freight allowance of 25c. per cwt. will be made.

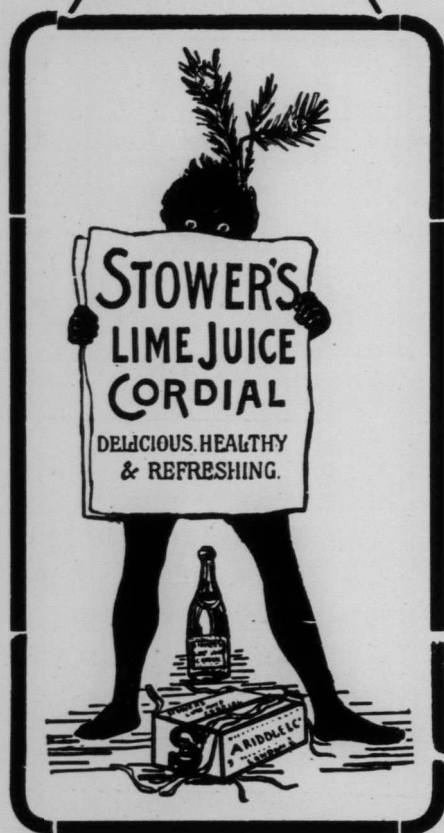
TERMS: Net, No Discount

The T. UPTON CO., Limited,
HAMILTON, CANADA

Profitable

Palatable

**As Supplied
to
His Majesty
The King**



**As Supplied
to the British
House of
Commons**

"Stower's" Lime Juice Cordial

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

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

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

NO MUSTY FLAVOR

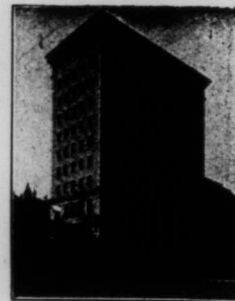
ARTHUR P. TIPPET & CO.

SOLE AGENTS



Montreal Office

Manufacturers' Agents and Brokers' Directory



Winnipeg Office

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

R. B. Colwell
BROKER HALIFAX, N.S.
REPRESENTING LEADING
MANUFACTURERS, SUCH AS
E. D. Smith Lowneys Toblers

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

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

J. T. ADAMSON & CO.
Customs Brokers
and Warehousemen

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

ROBERT ALLAN & CO.
MONTREAL
General Commission Merchants
Representing Morris Packing Co.
Pork and Lard—Finest Quality

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

H. B. BORBRIDGE
Wholesale and Retail Grocery
Broker
OTTAWA

BUCHANAN & AHERN
Wholesale Commission Merchants and Importers
QUEBEC, P.Q.
Groceries, Provisions, Sugars, Molasses, Dried
Fruit and Nuts, Grains, Mill Feed,
Fish, Fish Oil, Etc.
Correspondence Solicited. P.O. Box 29

Live Representation !

Do not neglect the Eastern Townships.
Am open for another good agency. Know
the trade. Have three travelers,

E. H. BOWEN, SHERBROOKE, QUE.
Manufacturers' Agent and Broker.

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

SALMON—We can quote
you on different lines, and as
salmon is likely to be very
much higher, our prices will
interest you.

W. H. Millman & Sons
Wholesale Grocery Brokers
TORONTO

NEWFOUNDLAND
T. A. MACNAB & CO.
ST. JOHN'S, NEWFOUNDLAND
MANUFACTURERS' AGENTS
and COMMISSION MERCHANTS
Importers and exporters. Prompt and careful at-
tention to all business. Highest Canadian and foreign
references. Cable address: "Macnab," St. John's.
Codes: A, B, C, 5th edition, and private.

G. C. WARREN
Box 1036, Regina
IMPORTER, WHOLESALE
BROKER, and MANUFACTURERS'
AGENT
Trade Established 12 Years.
Domestic and Foreign Agencies Solicited

W. G. A. LAMBE & CO.
TORONTO
Grocery Brokers and Agents.
Established 1885

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

W. G. PATRICK & CO.

Manufacturers' Agents
and
Importers

77 York Street, Toronto

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

ARRIVING IN STORE
1 Car Purnell & Panter's celebrated
English Pickles and Vinegar,
all sizes.
Lind Brokerage Company
73 Front St. E., Toronto

THE HARRY HORNE CO.
Grocery Brokers and
Manufacturers' Agents.
309-311 King St. West, - - Toronto
Leading manufacturers of Grocery Specialties
desirous of extending their business, should write
us at once. Correspondence solicited from For-
eign Firms.

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

CORRESPONDENCE SOLICITED
H. G. Spurgeon
Manufacturers' Agent
P.O. Box 1812 WINNIPEG, MAN.

DO YOU WANT REPRESENTATION IN
WINNIPEG
Where Business is Booming?
BAWLF, DAVEY & CO.
Wholesale Grocery Brokers.

DISTRIBUTORS, LIMITED
P. O. Drawer 99
EDMONTON, ALBERTA
Manufacturers' Agents, Commission Mer-
chants, Warehousemen.
We sell direct from the Manufacturer to the Retailer
Track connections with all Railroads.

At your service

J. F. EBY,
President
HUGH BLAIN,
Vice-Pres.

While our travellers are enjoying a well
earned holiday for the next two weeks,

July 23rd to Aug. 8th

we would appreciate your orders by

**Telephone or Telegraph
at our Expense**

All our facilities for making prompt
shipments are yours to command.

EBY-BLAIN, LIMITED

Wholesale Grocers - - - - - Toronto

It is to Your Advantage

To develop your High-Class Trade with a superior
brand of Tea

RAM LAL'S PURE TEA

has all the qualifications to increase your sales, and
to effectively aid in sustaining your reputation
for dealing in high-class merchandise.

— ■ —
Send to us for Samples and Particulars.

RAM LAL'S PURE TEA COMPANY, LIMITED
Montreal, Canada

The Most Particular Home Cooks

in an ever-increasing multitude are buying

PURITY FLOUR

because they like the big, bulky, snow-white, delicious loaves that it makes—
and because they can rely on the uniformity of PURITY FLOUR.



The price of PURITY FLOUR is higher than for ordinary flour, but the quality is higher, too. And, by actual results, PURITY FLOUR is the most economical, for it makes

“More Bread and Better Bread”

You can build up a highly profitable trade with the best class of home cooks by selling them PURITY FLOUR. Begin talking PURITY FLOUR to-day.

Western Canada Flour Mills Co., Limited

TORONTO MONTREAL WINNIPEG ST. JOHN, N.B. GODERICH BRANDON

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

Leading Brands :

“Aylmer”

“Little Chief”

“Log Cabin”

“Simcoe”

“Delhi”

ETC.

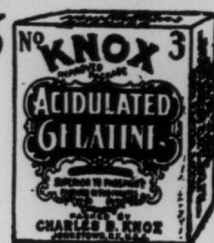
DOMINION CANNERS

LIMITED

HAMILTON.



WHAT **\$** BRINGS TO YOU
KNOW
GELATINE



KNOX GELATINE sells at 15 cents a package, paying you a good profit, and **IT SELLS ALL THE TIME**, so you make your profit often. We guarantee it will please your customers or we'll return their money, but we never have to return any because those who try it once want it always. And we're constantly advertising in the best magazines to make more people try it. These facts mean that it will pay you to push **KNOX GELATINE**, because it will bring you a steadily increasing volume of profits.

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



Your
Attention!



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

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

Price list on application.

Poulton & Noel Limited

ENGLISH PRESERVED PROVISION MANUFACTURERS

LONDON,

ENGLAND

Rose & Laflamme, Limited, Montreal & Toronto

CANADIAN SELLING AGENTS

Copper

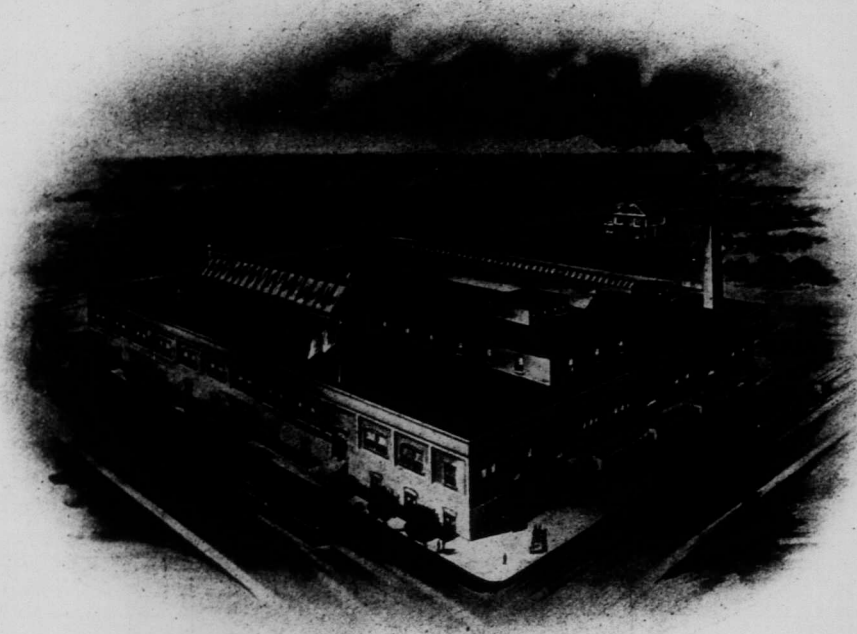
Copper

Silver

Silver

Gold

Gold



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

Wagstaffe's Fine Old English

Strawberry, Raspberry
Black Currant
Red Currant

JAM

ETC.

New Season Pack Now Ready

Order Quickly

1910 Pack will be Prepared in Copper Kettles,
Boiled in Silver Pans, and Packed
in Gold-Lined Pails.

FREE FROM COLORING PRESERVATIVE OR GLUCOSE

Before buying new season Strawberry, Raspberry, or any other kind, see
Wagstaffe's.

WAGSTAFFE LIMITED

Pure Fruit Preservers,

: : : :

Hamilton

JAPAN TEAS

EARLY MAY PICKINGS NOW IN STOCK AT INTERESTING PRICES

WE OFFER

- 125 Half Chests Japan Tea, fair style and cup quality, at .. 16½c. per lb.
- 75 Half Chests Japan Tea, good style and cup quality, at .. 17½c. “
- 85 Half Chests Japan Tea, extra good style and cup quality, at 18½c. “

CEYLON GREEN AND BLACK TEAS

Extra values, at 16½c. - 18½c. per lb.
 High Grade Ceylon Green and Black Teas in Half Chests, at .. 28c. “

CHINA GREEN AND BLACK TEAS

We have a large assortment which we can offer at
 12½c., 14c., 16½c., 18½c. per lb.

We are noted for giving extra values in Teas, Coffees, Spices, etc. We will gladly submit samples and quotations upon application.

(FORMERLY OF GUELPH)

R. SIMPSON & CO.

Telephone 354I

Cor. Gore and Hughson Sts.

HAMILTON, ONTARIO



Balaklava Brand Beans

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

— WITH OR WITHOUT TOMATO SAUCE. —

The Eastern Canning Co.

Port Canada, N.B.

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

You Won't Be Getting a Call From Our Travellers

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

Toilet Soaps

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

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



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

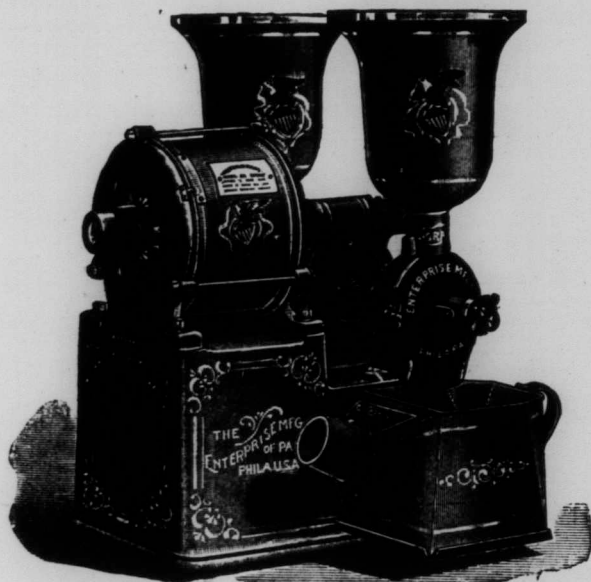
The Richards Pure Soap Co., Ltd.

Woodstock, Ontario

Agent for Toronto and Hamilton:

Mr. Hutchison, Omand Mfg. Co., Toronto

“Enterprise” Economy



An Enterprising grocer, who does things *right* uses an “Enterprise” Electrically-Driven Coffee Mill

The right way is also the cheapest way in the end. It always *pays*. Take the experience of the Philadelphia grocer who grinds 15,000 pounds of coffee a month with an “Enterprise” Mill electrically-driven at a cost for current of \$3.00.

He bought the Mill as a great convenience—a time and labor saver, and an up-to-date attraction for his store. Its economy astonished him.

Look through our catalogue and you will find Mills of any capacity, any power required, for direct or alternating current. Your local power supply company will co-operate with advice and assistance.

The Mill illustrated here is No. 08712, fitted with $\frac{1}{2}$ horse power motor for alternating current. Capacity of each iron hopper, 6 pounds of coffee. One Mill is fitted with grinders for granulating, the other for pulverizing. Granulates 2 pounds of coffee per minute, and can be regulated for fine or coarse grinding while mill is running. If you haven't the catalogue showing all our Mills, write for a copy to-day.

The Enterprise Manufacturing Co. of Pa.
Philadelphia, U.S.A.

21 Murray Street, New York

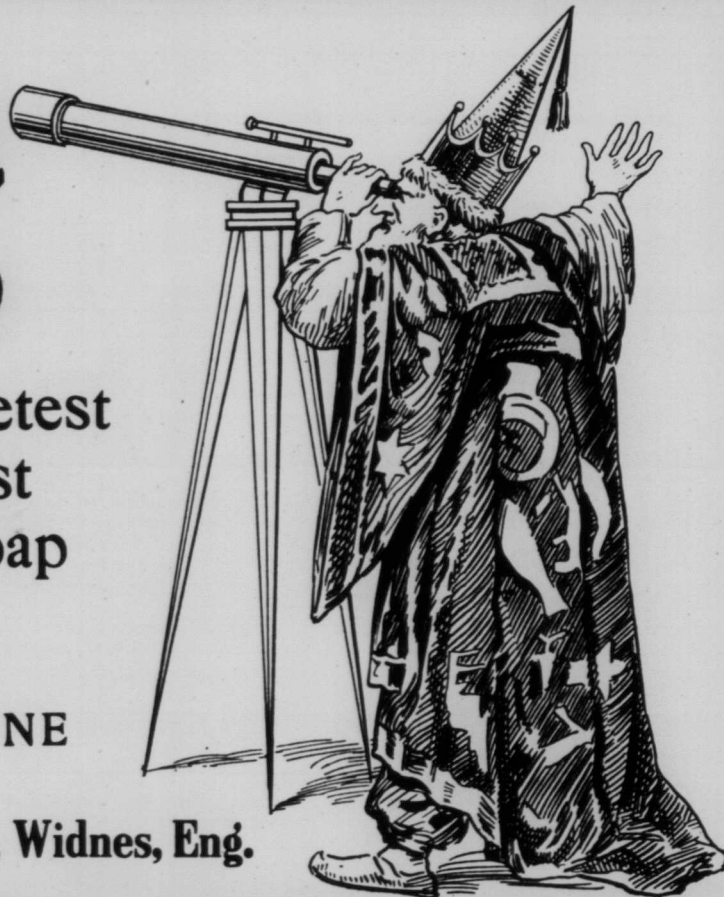
544 Van Ness Ave., San Francisco

Gossages' Magical Soap

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

GUARANTEED GENUINE

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



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

ESSEX BRAND IS KNOWN TO
ALL THE TRADE

Essex Canning & Preserving Co.

Essex, Ont.

THE FAMOUS DAYTON SCALE

The scale with the Special Features. These Special Features owned by the DAYTON CO. and cannot be used by any other scale maker.

NOTE THE SPECIAL FEATURES; also note that no other maker can use these but the Dayton. SWIVEL BASE, making the scale to revolve to either side of the counter. LOW PLATFORM, only $7\frac{1}{2}$ in. from the counter. AUTOMATIC THERMOSTATS, regulating the scale in any temperature. DIAL FITTED BALL BEARINGS, making it very sensitive for small weighings. These Special Features alone make the DAYTON SCALE worth while, and can only be used by the DAYTON COMPANY.

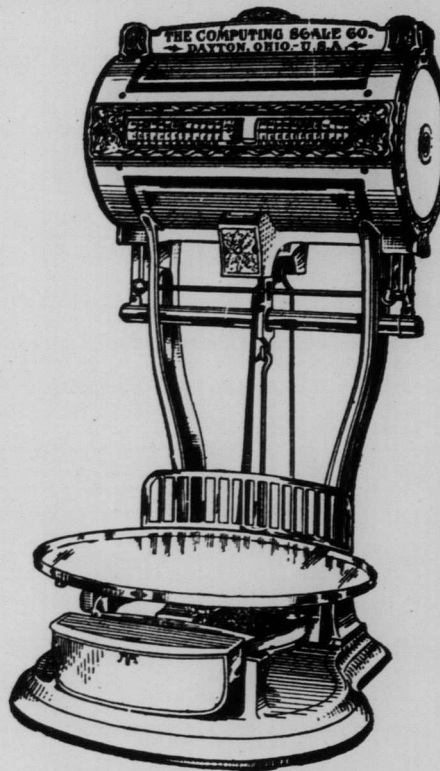
There are more DAYTON SCALES sold than all the other makes of Computing Scales combined.

We make a generous allowance for your old Computing Scale. Write us and get our quotation.

MADE IN CANADA

The Computing Scale Co. of Canada, Limited

164 King Street West, TORONTO, ONT.



Dayton Moneyweight Scale
Note the low platform

TRAVELLERS' HOLIDAYS

Our travellers will take their annual holidays from

JULY 23rd to AUGUST the 8th

During their absence send us your orders either by

Mail, Telephone or Telegraph

at our expense.

Prompt shipment and satisfaction guaranteed.

Phones No. 3125-3126

JOHN GARVEY & SONS

LONDON, - - - ONTARIO

BRANCH WAREHOUSE AT SARNIA—PHONE No. 262

THE CANADIAN GROCER

TO WIDE-AWAKE GROCERS

Frou-Frou is now being nationally advertised

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

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

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

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

FREE OFFER

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

TASTE THE TASTE OF FROU-FROU

MACGREGOR SPECIALTY Co.

Canadian Distributors

TORONTO, ONT.

PERRIN'S

RED LABEL

PACKAGE



20 CENT TINS

GRAHAM WAFERS

DELICIOUS GOODS, HANDSOME PACKAGES



A
It's l
Good
great
E
Ca
The
Com
J
S.

ADVANCE—OR RETIRE ?

there's no standing still in business

It's lines like H. P. SAUCE that make for progress.
Good Value, Good Profit and Good Advertising—some of you are doing
great things through H.P. Sauce. Now how about you?

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

H.P. SAUCE

Redpath

is

Canada's Standard

for

Refined Sugar

Manufactured by

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

Are You Carrying The Empress Brand ?

Coffees, Spices, Flavoring
Extracts, Pure Jams
and Jellies

WE WANT YOU to do so.
IT WILL PAY YOU to do so.
YOU WILL do so if you try them once.

WRITE US

Empress Manufacturing Co.
Limited

VANCOUVER, B.C.

JAPAN TEAS

Few more lines of First Crop on hand for immediate delivery.

S. T. NISHIMURA & COMPANY
MONTREAL & JAPAN



To
Northern Ontario Merchants

WE are well situated to supply your requirements from our warehouses at North Bay and Sudbury, and can **SAVE** you the freight you would have to pay when buying in the older parts of the province. We can also promise **YOU** the promptest delivery. Get in touch with us immediately. Time is **MONEY**.

A. J. YOUNG, Limited
Wholesale Grocers and Provision Merchants
NORTH BAY and SUDBURY

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V
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**G
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St. Charles

Evaporated Cream

**BETTER PROFITS
MORE SALES
SATISFIED CUSTOMERS**

**With a Good
Stock of
St. Charles**



St. Charles Condensing Co.
INGERSOLL, ONT., CANADA

A Genuine Trade-Builder

Quality goods are those that attract and hold trade and

Wonderful Soap

will prove a profitable proposition to every grocer because it is unrivalled in quality and purity.

It is moreover attractively packed and made up, and proves a rapid and profitable seller.

We have a dealer helper-selling plan that cannot fail to interest you. Send for details of it to-day.

The Guelph Soap Co.

GUELPH - ONTARIO
Toronto Agents. MacGregor Specialty Co.



HAVE A CARE

that your stocks of a staple article like marmalade are right. Be on the safe side by handling

Shirriff's Orange Marmalade

It is made solely of luscious Seville Oranges and highest-grade sugar, and in flavor is unapproachable. *See to your stocks.*

Order from Your Jobber or Direct

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

Retails
10c.
a
Package.



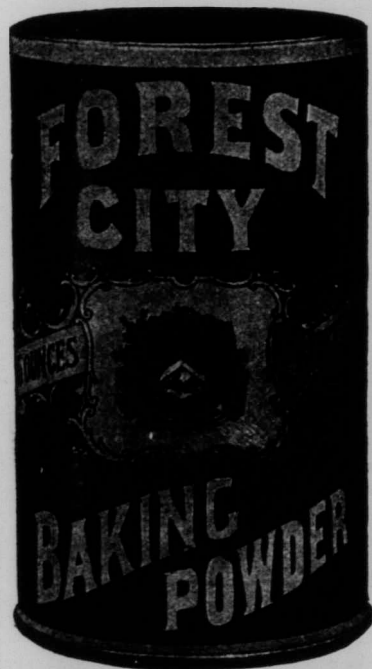
This handsome
package contains
the Soda Cracker
with a flavor--

Red Label
Soda Crackers,
Crisp, Dainty and
Wholesome.

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

TELFER BROS., LIMITED, - COLLINGWOOD, ONT.
Branches: Toronto, Winnipeg, Hamilton, Fort William

FOREST CITY BAKING POWDER



THE STANDARD
FOR 25 YEARS

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

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

For every kind of clean-
ing in the house

ASEPTO SOAP POWDER

"The Enemy of Dirt"

Stands absolutely alone!

It is wonderfully economical
to use, and is a great favorite
with the careful housewife!
Recommend "Asepto." Its
effectiveness will guarantee
repeats.

See to your stocks.

Asepto Mfg. Co.
ST. JOHN, N.B.

Agents:
ROSE & LAFLAMME, Limited
Montreal and Toronto

From COW to CAN, the preparation of

CANADA FIRST EVAPORATED CREAM

is one long tale of care and cleanliness. Each can is guaranteed pure and fully sterilized.

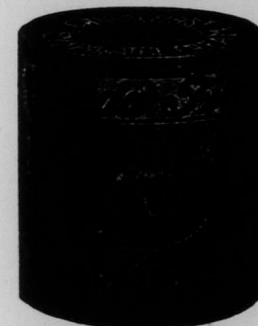
THE FINEST SUBSTITUTE FOR FRESH MILK.

ORDER FROM YOUR JOBBER.

Children thrive on it. The best for invalids, convalescents and household use.

THE AYLMEY CONDENSED MILK CO., Limited,

AYLMER, ONT.



**Tartan
BRAND**

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

PHONE AT OUR EXPENSE—

Numbers 596

1996

1997

1804

Night Phone 1807

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

St. Lawrence

GRANULATED

and

GOLDEN YELLOWS

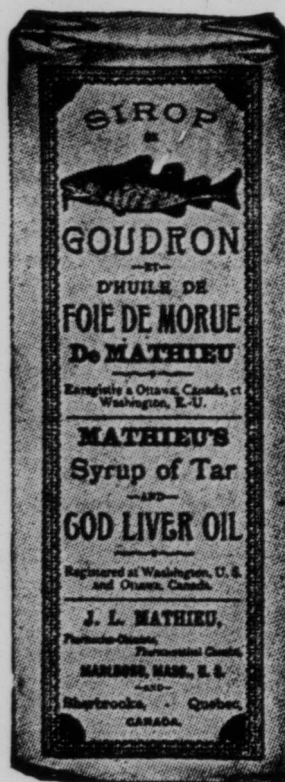
Made only from Pure Cane Sugar

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

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

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

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



MATHIEU'S SYRUP

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

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

MATHIEU'S NERVINE POWDERS

are needed wherever colds are attended with pains and fever.

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

J. L. MATHIEU CO., Props.

SHERBROOKE, P.Q.

Distributors for Western Canada:

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

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

The North Queensland Meat Export Co., Ltd.

WORKS, OOLBUN

TOWNSVILLE, NORTH QUEENSLAND

MANUFACTURERS OF

Canned Meats, Extract of Meat, Etc.

OF FINEST QUALITY

SPECIALTY:

Boiled and Roast Beef

in 1 lb., 2 lb. and 6 lb. tins, full weight.

As supplied to British War Office, Admiralty and Indian Government.

CORRESPONDENCE INVITED FROM WHOLESALE BUYERS

Apply: C. J. PIGGOTT, Sole Agent, 19 Eastcheap, London, E.C., Eng.

OK

ENGLAND'S
LEADING
FRUIT SAUCE

25 years' reputation, and the only
sauce backed up by a purity guar-
antee of

1000 GUINEAS

Sells at 15 cents and 25 cents
BE WARY OF IMITATIONS

SAUCE

George Mason & Co., Limited

Sole Manufacturers LONDON, ENG.

Sole Canadian Agents
S. T. NISHIMURA & CO.
MONTREAL

SUB-AGENTS:-
Toronto, Ont.—Geo. Stanway & Co
Hamilton, Ont.—James Somerville
Ottawa, Ont.—H. D. Marshall
London, Ont.—Wm. G. Coles & Co.
Quebec, Que.—A. Francois Turcotte
Kingston, Ont.—James Craig

Royal Salad Dressing

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

No table relish is so sure to please.

It attracts the kind of trade that
buy the best.

Made in Canada by

The Horton-Cato Mfg. Co.

Windsor, :: :: Ontario

The Commercial Account Register

*The Up-to-Date
Merchant
Wants:*

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



THE COMMERCIAL

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

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

COMMERCIAL REGISTER CO.

178-180 Victoria Street - - - Toronto, Ont.

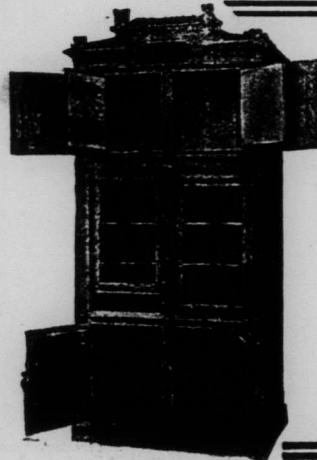
DAIRY BUTTER WANTED

Either in carload or less than carload lots.

If you have any to offer, quote us your prices.

F. R. Stewart & Co.

VANCOUVER, B.C.



YOUR PROFITS

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

ARCTIC Refrigerator

The 'Arctic' is the 'last word' in scienti-
fic refrigerator construction, and is more-
over a handsome ornament to any store.

Arctic Refrigerators for All Purposes.

JOHN HILLOCK & CO.

Queen and George Sts., TORONTO

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

ONCE
YOUR CUSTOMERS
BUY A TIN OF
WHITE SWAN COFFEE

THEY WILL
RECOGNIZE ITS WORTH
AND USE IT ALWAYS.

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

WHITE SWAN SPICES & CEREALS, LIMITED
TORONTO

"Crest" Brand
DRY PREPARED
Mustard Mustard
(IN TINS) (IN BOTTLES)

These have the strength and flavor of the Finest Imported.
Attractively put up.

4 doz. 1/4 lb. Tins to case 75c dozen
2 doz. 1/2 lb. Tins to case \$1.40 dozen
2 doz. 10c Bottles to case 90c dozen
4 doz. 5c Bottles to case 45c dozen

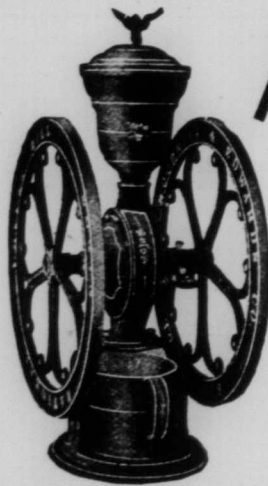


Stock these lines and
recommend them to your
customers. They will
win you trade. Your
profit is worth while.

Manufactured by

**The Canada Spice &
Grocery Co.,
Limited**

LONDON, ONT.



Built on Merit

The easiest running, quickest
grinding and most attractive
mill for your store is the

ELGIN

NATIONAL COFFEE MILL

It is equipped with our new
style force feed steel cutting
grinders, which make for fast
grinding and durability.

Prompt shipments our specialty

Ask any of the following jobbers for our Catalogue:

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

MADE BY

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

Smoked Herring
in Bouillon

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

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

Pays the retailer a handsome profit at

10 cents per tin.

John W. Bickle & Greening

(J. A. Henderson)

Canadian Agents

Hamilton

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.

A.B.C. Codes used 4th and 5th Editions.

Canadian Agents

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

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



QUALITY

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

Sold by leading hardware dealers, or write to us.

HAM & NOTT CO.
Limited
BRANTFORD CANADA

BAIRD'S

"Second-to-None"

Pickles



So called because they are second to none for value.

No other manufacturer has produced a better pickle at the price, and there are few as good.

GOOD, SOUND
VEGETABLES
and
PURE VINEGAR

Low Price
High Quality

JOHNSTON, BAIRD & CO.

GLASGOW, SCOTLAND

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

GINGERBREAD

—BRAND—

MOLASSES

A Molasses that increases your sales.

THREE reasons for it:

No. 1—A Strong Baker

No. 2—Body

No. 3—Flavor

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

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

THE BEST THERE IS

Be convinced now.

**The Dominion Molasses
Co., Limited**

HALIFAX

NOVA SCOTIA

What's the use of your
tongue, Mr. Grocer?

AURORA

yourself, and then to tell
your customer how good
it is! The best that
money can buy.

W. H. GILLARD & CO.



Why! For just two things,
First to try it on

COFFEE

Retails at 40c. and leaves
you a real good profit.

Don't miss this chance.

HAMILTON, Branch:
Sault Ste. Marie



Rowat's
Lines
Always
Sell
Quickly

PROPRIETORS

ROWAT & CO.
GLASGOW, SCOTLAND

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

Sanitary Cans

For Hand Filled Goods

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

Sanitary Enamel Lined Cans

For Color Fruits and Goods of Strong Acidity

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

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

Write for Samples

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

When taking the weekly grocery order mention

SNAP

THE MAGIC HAND CLEANER

to the housewife. Once purchased, you can be
sure of repeat orders, because there is nothing
known equal to SNAP for chasing dirt, grease,
tar or paint from soiled hands.

It is antiseptic and beneficial to the skin.

See to your stocks to-day and recommend
SNAP.

SNAP
Company
Limited



Montreal,
Que.

— ATTRACT BUSINESS —

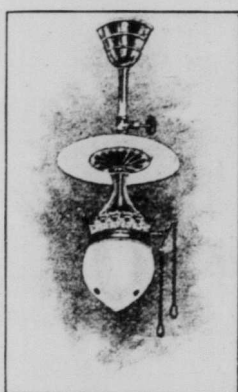
Increase your Tea and Coffee business by selling

“ MELAGAMA ”

The Tasty Tea and Coffee

If you are not handling “Melagama” do so at once, it will pay you better profits and make more satisfied customers. Early Japans have arrived, write for samples or see our travellers.

Watch for our Special Announcement in August 5th issue of The Grocer.



A PULL TURNS ON THE LIGHT

Better than electricity or city gas, cheaper than coal oil or candles. Steady, white, brilliant; ¼ cent per hour for 500 candle power. Lighted or extinguished by a pull of chain and regulated to any desired candle power in the same way. Absolutely Safe, permitted by all insurance companies. More Light Means More Business. Delivered ready for any one to install. Write now for circular and special price to merchant direct. For stores, homes, churches, hotels, etc. First class agents wanted.

MACLAREN & CO.
Gasoline Lighting Systems
MERRICKVILLE, ONT.

McLean's

“The Name”

AND THE PACKAGE
TO THE RIGHT

The Canadian Coconut Co.
Sole Makers
MONTREAL



“Pansy” and “Daphne”

(FANCY)

(CHOICE)

SEEDED RAISINS and EVAPORATED FRUITS



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

GUGGENHIME & CO.

California

DOMELINE

Is the original “James Dome Black Lead” in Paste form, and has been marketed particularly for the trade preferring paste form of Stove Polish rather than Black Lead. It contains the same high quality as the “Original Dome” and is put up in a big attractive 5-cent tin.

W. G. A. LAMBE & CO.

Canadian Agents

The "All-night-soak" Eliminated



By no means least among the reasons for the great popularity of **MINUTE TAPIOCA** are the speed and ease with which it is cooked. It requires no soaking. Fifteen minutes cooking of **MINUTE TAPIOCA** produces a pudding that in taste, nutriment and good appearance would tickle the palate of a Prince.

Tell your women customers about the tastiness, convenience and nice appearance of **MINUTE TAPIOCA**. Recommend it as an ideal Summer Dessert—*then watch your sales mount up.*

ASK YOUR JOBBER FOR MINUTE TAPIOCA

Minute Tapioca Co. - Orange, Mass.

On the look out for the better-class trade?

Then be wise to your own interests and feature

PURNELL'S
Pickles, Sauces, and
Pure Malt Vinegar



They have proved throughout the Dominion the most ready and profitable sellers of any imported line. Our Watchword is Quality and Right Packing.

Order through your Jobber.

Canadian Agents:

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



PURITY IN FOODSTUFFS

is a first consideration nowadays with the careful housewife, and in a staple food, such as jam, you cannot be too careful.

Jams



Jams

Nothing which care, skill and the selection and treatment of only the very choicest raw materials can suggest, has been omitted in the manufacture of "STERLING" JAMS. You can recommend them without hesitation, and rely on the "repeats" with absolute certainty. How are your stocks?

Order "Sterling" Jams to-day.

The T. A. Lytle Co., Ltd., Toronto

BOYD & CO.

(formerly Watson, Boyd & Co.)

Port of Spain,

TRINIDAD, B.W.I.

Are prepared to receive and handle to best advantage all classes of Canadian Produce, including Hay, Oats, Fish, Flour, etc., etc.

Correspondence Invited.

All Codes Used.

Wh
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W. P
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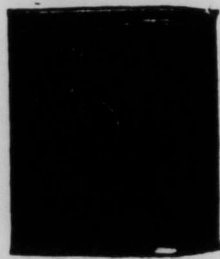
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S. F. B

White
Dove
Cocoanut
Means
Market
Leader
Cocoanut



W. P. DOWNEY
MONTREAL

THE PEOPLE OF
JAMAICA

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

KINGSTON
"GLENER"

might bring inquiries Better write for rates to

I. C. STEWART, Halifax

WARMINTON'S

Shipping Specialties

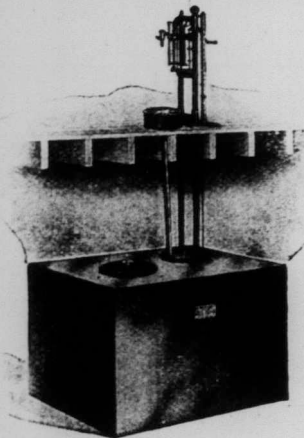
STRAPPING, CLUTCH NAILS, PAIL BOOKS, ETC.

Save expense to shipper

J. N. WARMINTON

207 St. James St., - MONTREAL

Can
It Be
Done ?



If the suggestion were made: "You can double your profits on your oil business," you would ask: "Can it be done?" We can state, most emphatically, with thousands and thousands of practical grocers to endorse the statement, that you can double your profits on gasoline and kerosene with a

Bowser Self Measuring **Oil Tank**

Just a word in explanation:

Evaporation alone reduces the oil kept in ordinary barrels from 5 to 25 per cent. per month. Overmeasure, spilling, leaking, dripping and overflow combine to eat up most, if not all, of what there may be left of your profits. The BOWSER outfit eliminates all these losses. It does more; it enables you to sell oil with as clean hands, as little trouble and as little time wasted as when you hand out a can of beans. Let us tell you why, and all about it.

Ask for Bulletin No. 5.

S. F. BOWSER & CO., Limited, 66-68 Fraser Ave., Toronto



The present hot weather makes this an *essential* if you are to hold your share of soft drink summer trade. See that your stock is not allowed to run low if you are already stocked. If not, write us at once for samples and quotations.

This article sells itself and—once a customer always a customer.

It helps YOU to have the thing everyone wants at this season.

Unexcelled for picnic parties, travellers and hunting parties.

S. H. EWING & SONS
MONTREAL and TORONTO



CHINESE STARCH

Quick Sales.
Satisfaction.
Large Profit.
No Dead Stock

Get Prices

OCEAN MILLS
MONTREAL

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

José Segalerva

Malaga, Spain

If you have customers who want the best,
when you are ordering your supply of

Malaga Table Raisins

have your Jobber ship you raisins bearing
this trade mark. You will get the best.

Rose & Laflamme, Limited

Montreal

Toronto

GET THE HABIT

of stocking goods of known quality for which
there is a regular and
insistent demand.



Queen Quality Pickles

will meet every require-
ment of your best class
trade, because they
are real quality goods.
Only the freshest and
choicest vegetables
and other ingredients
are used, and QUEEN
QUALITY give satis-
faction, because of their
purity and flavor.

Put up in 10-oz. and
20 oz. bottles.

Send to-day for
Discounts and Prices.

Taylor & Pringle Co., Limited
OWEN SOUND, ONT.



She doesn't take kindly to sub-
stitutes for

WINDSOR SALT

nor to the grocer who fills her salt
order with anything else but this bag,
with this familiar trade mark on it.
Most of the housekeepers in Canada
agree with her, too.

The Canadian Salt Co., Limited
WINDSOR, ONTARIO

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OSHA

Perfect



Accurate
It pays to buy a
It is built to last
It prevents overc
It saves its cost i

The Ame

SO

"KITCHENER" BRAND
OF
CANNED GOODS

At this time of year this subject should have your consideration.

WE ARE PACKERS of full lines of **FRUITS** and **VEGETABLES**, and guarantee the quality of all goods.

Write us before placing your order.

The Oshawa Canning Co. Limited

OSHAWA : : ONTARIO

TEA good enough for Monarchs is none too good for your customers!

Sell

TWINING'S TEA

the most reliable of package teas.

We have Bona Fide Warrants from the Crowned Heads of Europe which only emphasize the fact that for Palace, Mansion, Home, or Cottage, **TWINING'S TEA** is unsurpassed.

Sold in Packets Only

Watch the names of our Distributors in the next issue of The Grocer.

CANADIAN AGENT

HAROLD RITCHIE

8 Matilda Street, - TORONTO

Perfection Cheese Cutter Made in Canada



Every Slice is a Fresh, Even Cut.

Accurate in Weight. Pleasing to the Eye.

It pays to buy a Perfection Cutter.
It is built to last; made substantial and strong.
It prevents overcuts, scraps and waste.
It saves its cost in time, labor and money in less than twelve months.

Patented and Manufactured by

The American Computing Co. of Canada
Hamilton, - Ontario

SOLD BY THE WHOLESALE GROCERS.



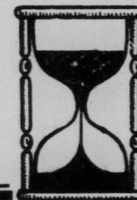
A Line to Handle and Recommend

It pays to handle a line with distinctive selling features.

PURITY BRAND
FREE-RUNNING
TABLE SALT

recommends itself because it is a first quality article and is put up in a can which is both air-proof and moisture-proof. It runs freely as water (see cut above) through the patent opening, and is unaffected by climatic changes. A perfect salt in a perfect package! Keep a generous supply of "Purity."

It flows as freely as the sands of time.



Western Salt Co., Limited
MOORETOWN, ONT.

Agents:—
LIND BROKERAGE CO., 73 Front Street East, - TORONTO
ALFRED POWIS, - HAMILTON

There's Money in
Handling

Brand's Essences

of Beef, Chicken,
Veal and Mutton

Peterboro, 9th July, 1910
Thos. O. Baxter

Dear Sir:

Would you please send us by Express, one dozen Brand's Essence of Beef in tin, same as we had before.

There is a growing demand for it. Two new customers are waiting for this lot to arrive.

The case of one man with the worst type of Anaemia has been a great advertiser. It has been a great thing for him, and all his friends are talking about it, so it has a good start now.

You will find enclosed Express Order in payment of last lot.

Your kind attention will oblige,

Yours truly,
A Leading Grocer
(Name on request)

Throughout the world Brand's Specialties have an enormous sale, and we are making a

SPECIAL INTRODUCTORY OFFER

to high-class grocers so that we can properly introduce these goods to the Canadian public.

Avail yourself of this favorable opportunity to increase your trade. Our offer has been accepted by practically every merchant to whom it has been made.

Don't think that Brand's Essence is like ordinary meat extracts. It is not "just the same." Brand's is a clear, amber-colored jelly when cool.

Brand's is specially recommended for invalids, and is retained on the stomach when nothing else can be.



Write for particulars to

T. O. BAXTER, 25 Front Street East, TORONTO

or H. HUBBARD, 27 Common Street, MONTREAL

BRAND & CO.

Purveyors to
H.M. the King

London, Eng.

"BANNER" 1910



Cold Blast Lantern

Comparisons may be odious
BUT

Compare OUR Lanterns
with any in the market.

Superior work
will tell

Handled by all Jobbers

Ontario Lantern & Lamp Co.

LIMITED

HAMILTON,

ONTARIO

Tea Hints for Retailers

By JOHN H. BLAKE

This book, written by a practical tea man, contains information which will be of great value to every grocer. There are ten chapters, one being devoted to each of the following subjects:—

- The Tea Gardens of the World*
- Tea from Seed to Leaf*
- Tea from Leaf to Cup*
- The Tea Markets of the Orient*
- How to Test Teas*
- Where to Buy Teas*
- Is it Wise to Place an Importation Order?*
- Bulk versus Package Teas*
- How to Establish a Tea Trade*
- Tea Blending*

(275 pages)

(24 full-page illustrations)

Sent to any address on receipt of \$2.00.

MacLean Publishing Company

(Technical Book Department)

143-149 University Ave.,

TORONTO

A GREAT VICTORY for TOLEDO SCALES

DAYTON FAN-SHAPED AUTOMATIC PENDULUM SCALES DECLARED AN INFRINGEMENT

On May 16th, 1910, the United States Circuit Court at Chicago issued an injunction against the Moneyweight Scale Co., and all its agents and salesmen, ordering them to stop selling the Dayton Fan-shaped Scales, which the Court declared to infringe our patent.

\$10.00 reward to anyone who will furnish proof of sale by them of any such scale after above date.

Dayton Barrel-Shaped Platform Spring Scales Now in Question

On June 18th, 1910, we filed a suit in the United States Circuit Court at Chicago against the Moneyweight Scale Co. for selling Dayton Barrel-shaped Spring-balance Platform Scales, which, we claim, infringe the Foundation Patent on Platform Cylinder Scales which we own.

WARNING

In view of the above, we advise you not to buy any Dayton-Moneyweight Barrel-shaped Platform Spring Scales without first consulting your lawyer; he will tell you that the user of an infringement is liable for damages, as well as the maker or seller, and may be sued by the patent owner at any time.

That Moss-Covered Dayton Suit that Hangs in the Court

The Dayton Company is now advertising a suit filed against us in Chicago, May 23rd, 1910, on the Cylinder Scale. The patents on which their suit is based are the same old patents on which they started suits in Toledo more than three years ago and never prosecuted.

In view of their present predicament, it is not surprising that they should now attempt to revive that old, moss-covered suit, if for no other effect than to save their faces in the eyes of their salesmen.

They started this suit in Chicago, realizing that the old suits in Toledo on the same patents had grown stale by age and worn threadbare by exploitation. A late date was needed for advertising purposes. It's pretty hard to put up a bluff on a three-year-old suit not prosecuted. If they had any confidence in their patents, why did they not prosecute the suits in Toledo, started, as above stated, more than three years ago?

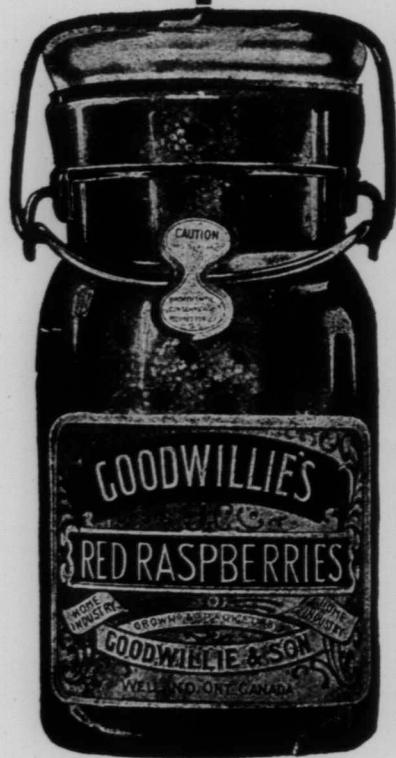
Toledo Computing Scale Company

Makers of Honest Scales

TOLEDO, OHIO, U.S.A.

CANADIAN OFFICES—Toronto Montreal Winnipeg Calgary Moosejaw Edmonton Saskatoon Vancouver

CANADIAN FACTORY--WINDSOR, ONTARIO



GOODWILLIE'S FRUITS in GLASS HOME INDUSTRY BRAND

Packed fresh from the vines and trees. There is no delay. The factory is located on the farm, not in a town or city. Therein lies the secret of the superiority of GOODWILLIE'S over all others.

Place your order with your jobber
ACCEPT NO SUBSTITUTES

ROSE & LAFLAMME Limited
Canadian Selling Agents

MONTREAL

TORONTO

75,000 Gallon Pickles in Brine

This is at least one of the largest stocks held in Canada.

Kegs—1, 5 and 10 Gallon.

Bottles—Malt lever tops, and 40 oz. square.

Write for prices before placing orders elsewhere.

Thos. McCready & Son, Ltd., St. John, N.B.

Bonded Vinegar, Pickle and Spice Manufacturers.



Summer Rubs!

It is during this weather that much polishing is done—door knobs, letter box slits, brass on boats, etc. Is your stock of

Royal Polishes

sufficient to meet all requirements? If NOT, increase it to-day. Shipments very prompt.

ROYAL POLISHES COMPANY
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 plumbers, who are on the look out for favorable opportunities to fill their requirements.

TRY A CONDENSED AD IN
IN THIS PAPER

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THE "SA

Adamson, J. T., &
Allan, Robt., Co.
Allison Coupon C
American Comput
American Tobacco
Andrews & Nunn
Asepto Mfg. Co.
Aymer Condense

Balfour, Smye & C
Bawlf, Davey & C
Benedict, F. L.
Bickle, J. W., & G
Blue Ribbon Tea
Borbridge, H. B.
Borden Condense
Bowen, E. H.
Bowser, S. F. & O
Boyd & Co.
Brand & Co.
Bristol, Geo. & Co
Buchanan & Aher

Canada Maple Ex
Canada Sugar Ex
Canada Spice and
Canadian Biscuit
Canadian Coconut
Canadian Milk Pr
Canadian Salt Co
Canadian Shredd
Carter, H. W. & C
Christie, Brown &
Clare & Little
Clark, W.
Clawson & Co.
Colwell, R. B.
Commercial Regis
Common Sense M
Computing Scale
Concord Canning
Cowan Bros.
Cox, J. & G.
Crescent Mfg. Co

Dalley, F. F. Co.
Distributors, Ltd.
Dominion Canner
Dominion Molass
Dominion Registe
Downey, W. F.
Duncan, W. W.

Eastern Canning

Tried, Tested and Proved

"SALADA" Tea has the largest sale of any tea on this continent—over twenty-two million packages are sold each year.

"SALADA" Tea for nineteen years has been producing results—building business.

"SALADA" quality and "SALADA" value have been tried, tested and proved head and shoulders above any other.

You always expect better results from "SALADA" than from any other tea. You have a reason to, a right to, and we want you to.

THE "SALADA" TEA CO., - TORONTO

NEW BUSINESS IN TWELVE WEEKS

"SALADA" sales in Canada alone for the week ending

April 30,	Increased	27,476 lbs.
May 7,	"	21,675 "
" 14,	"	57,219 "
" 21,	"	39,606 "
" 28,	"	14,532 "
June 4,	"	32,608 "
" 11,	Decreased	5,142 "
" 18,	"	815 "
" 25,	Increased	2,663 "
July 2,	"	18,718 "
" 9,	"	25,748 "
" 16,	"	4,375 "

over the corresponding weeks of 1909—a total increase of 238,663 lbs. in twelve weeks.

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Enlarging Profit Account in the Grocery Trade

Record of a Man Who is Making Money, But Who Might Make More With Closer Application to Some Details of His Business—The Different Results of Two Merchants—What a Grocery Business Should do in the Matter of Paying a Fair Profit as Well as Expenses.

By Paul Findlay for The Canadian Grocer.

I have run across a perfect gem of a record in retail grocery money-making. It vindicates all I have ever written about the theory of retailers' profits and "goes me one better" on several heads. There is room for improvement, and I am satisfied that this man can make the improvement; but, in view of what he has done, I hesitate even to mention anything better to him. One who has done so very well might almost claim exemption from the mention of his shortcomings were it not that, with the correction of such faults, he may do vastly better. Here is the brief outline:—

Turned Over Ten Times.

The stock of merchandise has averaged approximately \$5,700 during the past four years; and the business done has averaged \$57,446.08. Thus the stock has been turned just ten times annually. Four years ago the furniture and fixtures account was \$2,123.29. In figuring results, that account has been discounted 10 per cent. annually, so that it now stands at \$1,393.10. Yet the fixtures during the time have been kept practically intact, are really in excellent condition, and a new coffee mill and pulverizer, of the latest type, electrically driven, was added four years ago; and the horses are better, younger and more valuable to-day than at the beginning of the period. The capital account has been held at \$14,000 all through the period, and on that account has been figured at 6 per cent. interest, which amount has been charged into expense. In passing, it will be noted that the entire capital has been turned upwards of 4 times annually. The earnings on sales, deducting every expense, including the 6 per cent. interest above referred to, and also the depreciation in F and F account, have been full 6 per cent., amounting to \$3,452.75 per annum; which figures out at 24.66¼ per cent. on capital annually. The total expense account shows a ratio of 11.39 per cent.

Now, here are some points of interest. The manager who preceded this man in that business made a gross profit of upwards of 21 per cent. He was able to show 6 per cent. on the capitalization, but nothing more. Yet the average expenses were just the same. The gross profit made by the present manager is, as you have seen, 17.39 per cent., or 17 2-5

per cent. practically; and he shows not only 6 per cent. interest on capital, but 24 2-3 per cent. profit. Where lies the difference?

A Difference in Management.

The former man was surely the better buyer and likewise must have been the better seller; for he did the same amount of business on a margin about 4 per cent. greater. Yet the former man made no money, whereas this man makes money. The answer is, surely, that this man is the better manager. He gets more out of his stock.

This is a high-grade, strictly "city" store, where everything of "the best" is sold. There is a heavy sale of vegetables and fruits the year round. The present manager has always been a good buyer and handler of that kind of goods. His strong points are: attractive display at all times, and careful cleaning up of all stock. The first faculty is very valuable in that it leads to the sale of the fullest possible proportion of the goods at full prices, with the minimum to be "sacrificed" as odds and ends. The second faculty tells all over the business, of course, but naturally it tells most strongly in connection with all goods of a perishable character.

He Practices Economy.

The manager is a hard worker, doing more than anybody else in the store himself. He stops at nothing, but is ready for anything anywhere at any time. I know this is against theory, but here is where theory must stand aside for a practical demonstration. "By their fruits, etc." This man is also a saver in every way. I have often watched him save the paper from bundles coming in, and use it on the order counter to wrap vegetables. The saving never seemed worth while to me, and maybe it was not. But, like many other bits of old-fashioned thrift, this saving evidently is more valuable for what it teaches and the general economies it inculcates than for any other thing. You have heard of A. T. Stewart, the big New York merchant, picking up twine from the floor and tying it onto the counter supply. We were apt to think it was because twine was worth more those days than now. But that was not it: the answer is that habits of thrift are just as valuable now as at any time

in the past, and the habit is worth as much as the tangible saving—or more.

Better Results From Buying.

The room for improvement in this man's management is here: He should study to increase his margin. This he can do, probably, by giving closer attention to his buying, for I found his selling prices as high as possible, competition and general conditions considered. But what his predecessor did, he can do; and, if he does that, if he adds that faculty to his other valuable talents, his record will be nothing short of marvelous. If we add 4 per cent. to his present net profits, he will show 10 per cent. net, or \$5,700 over and above all expenses, depreciation and interest!

After having written on this matter of store management for upwards of nine years, it is gratifying to come across such a complete, tangible corroboration of my contentions. I have always held that the grocery business could be so conducted that it would pay every expense, including a correct and proper salary to the management, whether proprietor or not, pay a fair interest on the capital invested, carry depreciation charges, and then show a profit. I have contended that no business could be said to be profitable on any other basis. And here is the vindication of my position.

I will say, however, that my intimate acquaintance with grocery conditions has been confined to the United States. I have had the impression that Canadian grocery stores were conducted more scientifically than ours, due to the prevalence of the apprentice system. I shall be very greatly interested to have some figures from Canadian grocers to shed light on these problems. Needless to say that all communications will be confidential. You can give me the facts in care of The Canadian Grocer, and figures "straight," not a word, nor a name will get beyond my own desk.

TRADE NOTES.

K. H. Mann, of Salada Tea Co., Montreal, has returned from his trip to Europe.

P. Couture, formerly agent for Williams' sewing machines, has opened a neat grocery store on Van Horne Ave., Montreal.

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How are Your Sales of These Seasonable Articles?

A Few Hints Offered the Progressive Grocer, Who in the Heat of Business may be Overlooking the Opportunities Presented to Him by the Demand for Summer Articles—Women are Fighting Shy of the Kitchen and the Stove—Is the Grocer Helping Her in this Respect and at the Same Time Clearing His Shelves of the Goods He Bought in Anticipation of This Trade?

Summer Drinks—Among the specialties of the season carried in practically every prominent grocery are summer drinks such as lime juice, lemon juice, root beer, raspberry vinegar, etc. They are all designed to find their way into the average home and in the most of cases they are worthy of public demand. Grocers no doubt recognize that they are essentially of the summer season and to get the best results from handling them they must be boomed during the hot weather months. The practical grocer has divers ways of doing this. He frequently arranges an attractive show window and in the interior of his store he has neat displays of these goods here and there; at times by other means tries to get as big a sale of this stock as possible. This should be his aim and more than that, it should be his duty. He has purchased the stock and any negligence to make it move rapidly will prove injurious to himself. Clerks and grocers should suggest to customers who are giving orders, something in the summer drink idea. People are nearly all the same and it is a rare home that is not well supplied with some of these summer beverages.

Fancy Biscuits Are Seasonable.

There is sometimes a vacancy in the summer evening meal that should be supplied by the grocer. The housewife is trying to keep away from fires and baking, but she does not forget to supply cakes of some kind. The grocer has the opportunity to get a large share of this business by making a special feature of the fancy cakes he carries.

Travelers have been around and he has followed their advice. Now it is his time at bat and if he is awake to the possibilities he will not regret having stocked up with fancy biscuits. There are many kinds included in this list according to the house that manufactures them. Water ice wafers, tarts, tea cakes and many other kinds are delicacies that appeal to everyone around the family board. They also find their way into picnic hampers, are popular with campers and summer resorts. Although they have a steady trade all the year round, the summer months afford a special chance that must not be lost sight of.

How to put new life into the trade? Well, advertise. That is one of the best ways. When the other grocers are overlooking cakes and biscuits let the people know you have them of the best quality and at prices that are the best. Show cards and price tickets in the store where you are displaying these goods will help considerably. The grocer should use any of the different methods by which he can

reach the people. The main thing is to be alive to the possibility of increasing the sales of these goods; the plan of campaign will suggest itself afterwards.

Potted Meats and Fish.

There are many homes that are not using potted meats because they have not been educated to it. A woman will pass the goods in the store and desire to have them but—well she has never tried them before and she has yet to take the first step. The grocer who has these goods on his shelves should not forget that his good money has been exchanged for them and it now remains for him to get rid of them. Potted meats are mentioned here because they fall in the same category as the goods mentioned above. They are asked for all the year round, but the demand is increased during the summer. Let the grocer become acquainted with the various brands he is carrying by using them himself. He will then be in a position to tell his customers all about them.

Of course, those who are regular purchasers will not need educating but there

is still a great deal of scope for progressive grocers. The list includes potted and jellied meats of which tongue and chicken are general favorites, together with other lines. There is also canned meats and fish.

Sardines should be especially considered in this connection. Make hay while the sun shines, is the motto of the farmer, so it is said, and sell goods in season should be the grocer's particular care. The women folks are strongly tempted these days to taboo the fire. Add to their comfort by showing goods that will enable them to keep cool and makes the day's work more comfortable.

COMPULSORY CLOSING.

Winston Churchill Introduces Bill in House of Commons—Stores to be Open 65 Hours a Week.

A bill has been introduced in the English House of Commons dealing with the hours shopkeepers shall remain open. It provides that shops might remain open 65 hours a week, but that assistants should not work more than 60 hours including time for meals. Associations are apparently in sympathy with the bill as it is held that nothing short of an Act of Parliament would compel shops to be closed. A grocer stated at a meeting that in what was recognized as a high-class locality, shops remained open from 80 to 90 hours a week or approximately 15 hours a day. The bill may be passed this year.

Things That Shouldn't Be



When a Clerk gets a "call" from his employer with two or three customers in the store it makes it disagreeable both for him and the customer. Such demonstrations, if necessary, should be left till later.

Visitor from Greece says Currants Will be Dear

He Claims That Crop Will be Reduced 20 Per Cent. — Disease Caused by Excessive Rains and Intermittent Heat Affecting the Vines—The Uprooting Law Spoken of.

Toronto, July 21.—The new currant crop in Greece is demanding widespread attention just now due largely to the character of the cable reports that have been received from time to time conveying intelligence to the effect that unfavorable weather has been responsible for considerable damage to the crop. This has been placed at various figures and it is estimated by Henry Wieler who paid a business visit to Toronto last week in the interests of his firm at Patras, Greece, that the new crop will be 20 per cent. smaller than that of last year. Indeed a catastrophe similar to those which marked the years 1900 and 1906 might have again resulted, but that the growers profited by that experience and are able to meet the disease which attacks the currant crop under certain conditions.

Cause of This Disease.

It is known as Peronospora and may be expected after a period of weather in which rain and heat are intermittent. This condition is particularly peculiar to Greece. Mr. Wieler explained to The Canadian Grocer that during one day, rain might fall several times and in the intervals the atmosphere would be very humid and the heat oppressive. Day after day of this weather ushers in peronospora which attacks the stems of the currant fruit which ultimately falls to the ground. Thus the crop is greatly reduced.

During the early part of this season the weather was wet and backward and it is due to this condition that a loss of 20 per cent. has already occurred. The position may take a critical turn in the near future as peronospora has attacked the greater part of the vines and the danger exists that with the fruit nearing maturity more or less serious damage may suddenly result. The quality so far promises to be good and if no rain falls during the drying period it will be all that could be desired. Mr. Wieler stated that peronospora is fought with copper sulphate, a method of resistance learned from the years of disaster, 1900 and 1906.

Prices Likely to be High.

Conditions seem to combine to affect the price of high grade currants this year. The districts of Patras, Gulf and Vostizza have suffered particularly and the probability is that high grade currants will be dear. Considering old stocks held and the retention which is levied on the new by chartered companies to prevent overproduction, the quantity remaining for the open market will not be much larger than the world's demand and possibly only just as large. Thereby a strong statistical position is established. Stocks abroad are much lighter than a year ago and there has been an increasing demand for currants, especially when Smyrna raisins are dear as they will be this year owing to a shortage in the crop. "For these reasons," said Mr. Wieler, "we look for high prices."

The Uprooting Law.

"Some members of companies foresaw," he continued, "that with the ac-

cumulation of stocks, due to home conditions, they could not endure the strain of heavy crops which would accumulate until business was ultimately smothered. They were able thus to persuade the shareholders of the companies, Athenian, British and French capitalists, that the only way to preserve their business and in fact to maintain their existence was to recur to the radical means of preventing over production, viz., uprooting the vines.

"For this purpose over \$2,500,000 was raised to be distributed as premiums to those growers who would uproot their vineyards and grow something else. This money is intended as compensation to the growers. A bill was eventually passed sanctioning this idea, but it was too late to take effect this year as cultivation of the land had been proceeded with. It is calculated that within two years a reduction of from 20 to 25 p.c. of the crop will be arrived at.

"The National Bank of Greece, owners of extensive vineyards, have set a good example by uprooting part of the land held by them."

SUGGEST AN AGREEMENT.

Members of Toronto Retail Grocers' Association Want Definite Understanding With Wholesale Fruitmen.

The members of the Toronto Retail Grocers' Association are not at all satisfied with an alleged condition in the wholesale fruit trade, which they have mentioned before, and not very long ago. They assert that the wholesalers—all, probably, are not included, at least, they were not all mentioned—should not sell to the consumer. Throughout the fruit market signs are tacked up stating that the dealers sell to the trade only, but the retailers assert that they have seen goods sold in small lots to people who put the baskets on their arms and walked away. The retailers consider that an agreement should be drawn up and that the wholesalers should sign it. If they are actually desirous of selling only to the trade, this should protect them, particularly if a small fine was imposed for any breach of the agreement. After considerable discussion it was decided that the committee appointed at the last meeting should wait upon President Thorpe of the Wholesale Fruit men's Association.

The question of amalgamating with the Grocers' branch of the R.M.A. was, on motion of D. Bell and R. Davis, deferred until the next regular meeting.

TRAVELERS' HOLIDAYS.

One feature of the grocery trade that has become a fixture, is the travelers' annual holidays. For some years past the wholesale trade have been trying to co-operate with the view of giving all their traveling representatives two weeks' vacation. To do this and to avoid the extra expense of temporary

representatives, many firms have this year agreed to withdraw their travelers from the road for the two weeks commencing July 25 to Aug. 6 inclusive.

This holiday idea is rapidly gaining favor with both the wholesale and retail trade. This year more houses than ever are party to this arrangement, and the retail trade more generally are showing their sympathy with this agreement.

WESTERN WHEAT CROP.

General Statement From Winnipeg Regarding the Conditions Throughout the Wheat Belt.

(By our resident representative).

Winnipeg, July 21.—Crop in southern Manitoba practically a failure now and rain would not help much. In many places farmers are ploughing it up. Northern Manitoba is much better, some districts reporting about the best crop in their history. Dauphin district is particularly good. Central and northern Saskatchewan report good crops, but southern is poor. Northern Alberta is good, but south of Calgary the crop is reported a failure, except in irrigated districts. Conservative grain men estimate the total wheat crop at seventy-five million bushels. Very much, however, depends on weather conditions during next two weeks. A good rain now would put the yield over the above estimate. But if the present scorching weather continues it may drop as low as sixty millions. Grave anxiety is prevailing in business and banking circles.

FRUIT MARKET NOTES.

Brief References to Particular Features—Following the Crops—Oranges Are Firm.

A melon weighing 95 pounds has been grown at Ocala, Florida and is now on display.

The Canadian raspberry crop promises to be well up to the average.

There are some arrivals of new apples but the dealers are not saying much about them.

Potatoes are reported to have sold at 3 cents a bushel in northern Michigan a short time ago. Farmers are buying them at from 6 to 12 cents a bushel for feed. The market is glutted according to the report.

With fruit arriving in abundance there should be no difficulty among grocers to make extra capital. The most of them are pushing fruit.

While the weather creates a demand for the new fruit it has also a detrimental effect. Rush business is the keynote.

Oranges at a high price are market features just now. The demand is especially for those of best quality.

New apricots are about done. There were shipped from California this year 290 cars of this fruit.

Plums, peaches and pears are in good demand at fair prices.

Some of the growers near St. Catharines sent a couple of cars of strawberries to Winnipeg, receiving results that were highly satisfactory.

Tomatoes are progressing favorably and there is every reason to believe the crop will be well up to the average.

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Montreal Grocers Forget Their Cares for a Day

Turn the Key in the Lock and—Spend the Usual Good Time—A Tug-of-War and So

Bid Farewell to Sugar and Salt and Unite as Competitor and me Grand Races.

Montreal, July 20.—Business cares forgotten: the grocery store closed; eight hundred Montreal grocers gave themselves up to the enjoyment contained in a day's outing on July 13.

It was the occasion of the annual picnic of the Montreal Retail Grocers' Association. Needless to say, the event was a great success—it always is, you know.

President J. A. Dore was there, large as life and happy as a schoolboy at the beginning of his summer vacation.

Old friend Laniel, "the big fellow," attended, and helped to keep the ball a-rolling, as usual. Secretary Sarrazin was on hand, but his big valise was not. It made a hit a year ago, and its appearance was eagerly anticipated.

Of course, it's not necessary to remark that Lussier was there. That awful trumpet of a megaphone-nature informed the whole world that J. I. Lussier was at the Grocers' Picnic.

Anyway, getting down to the races and dancing, it was one more grand old picnic.

Uncertain Weather.

Opinions as to the probable state of the weather were certainly rife when the



MONTREAL GROCERS' PICNIC.
The Married Women's Race—An Event That is Always Looked Forward to by the Ladies.

grocers assembled at Bonaventure Station en route for Coney Island Park, where they were to hold the annual event. The storm of the previous night was truly not encouraging, but when Old Sol burst forth as the train steamed out there was a change from foreboding to general happiness.

The park was reached about 11.15, and, as usual, the crowd dispersed in different directions. The little groups

scattering here and there lent a gay appearance to the enclosure, which is certainly picturesque, and ideally situated for a gathering of this sort.

"Chiefs" Lussier and Sarrazin, with their able "brigade" soon showed their anxiety to see if the athletic standard of the grocers had been maintained from the previous year. Consequently, a race-track was measured off, and substantial prizes were offered for competition in various events.

All through the programme there was great enthusiasm, and interest ran high.

Evidently the exercise behind the counter and around the stores has kept some of the older hands in good training, as witness L. Landreville, who had no difficulty in winning the "hundred" in good time.

The married women's race furnished quite an exciting finish. There seemed to be a dead heat, and consequently the likelihood of another race, but the judges decided that there was a margin between the first two.

Tug of War.

One would have thought a general fight was imminent about four o'clock when twenty of the strongest grocers present were seen taking off their coats. "Trumpeter" Lussier, however, quelled all fear by announcing a tug-of-war between East and West. This proved quite an interesting feature and resulted in a win for the West.

The banquet was, as usual, a feature, some interesting addresses being delivered by M. Labonte; the president, J. A. Dore, Napoleon Seguin, Armand Chaput, J. Ethier, Mr. Filion (Quebec), Mr. Bergeron, Mr. Maynard, J. A. Beaudry and A. Wood.

Brieflets.

"Poker" seems to be a strong favorite with the grocers. We believe it is a game of "bluff."

Some thought that "trumpeter" Lussier's voice sounded nicely on the megaphone. Oh! that "Last Post"!

"Tamilkande" did not go out in the "Travelers' Handicap," but was backed as a dead snip for the Judges' "hundred."

Nap. Seguin, M.P.P. has generally a "pull" at Quebec, but his pull in the Tug-of-War could not save the East from being pulled West.

M. Demers came to grief in his race, but he made a fine centrepiece for the tug-of-war. It looked like odds on a draw as the rope seemed stationary for some time.

The chief musical selection was, "Has Anybody Here Seen Sarrazin."

Hasn't friend Beaudry a lovely smile? Longboat will have to go "some" if O. Fournier intends to start in the "Marathon" business.

Friend George Neill was missed very

much. It took two of his sons to represent him.

As usual nothing seemed to trouble Armand Chaput. Have you ever seen "the smile that won't come off"?

J. Ethier was generous with his prize "cheques." They will be honored on the 27th July at 80 St. Denis St.

Who said that the "West" team was



PREPARING FOR THE "PULL"
Montreal Grocers Getting the Tug-of-war Teams Ready at Their Recent Picnic—The Gentleman in White on the Right is J. A. Beaudry.

a light one? Vide: A. E. Blanchard, A. Landreville, W. Viau, Q. Brossard, J. Picotte, J. E. Lussier, J. E. Legault, J. A. Dore, A. Sarrazin, O. Decarie, W. Laframboise.

Leon Therrien sings sweetly, eh? Did you hear his "Vive La France."

We always knew that J. A. Labonte could dance "some."

STRIKE AT MONTREAL.

Business Has Already Been Tied Up To a Certain Extent—G.T.R. Carries Half The City's Supply.

Montreal, July 21.—Montreal is going to feel the effects of the Grand Trunk trouble to a very considerable degree, in the opinion of some of the best posted local provision men. Already several indication of what may be expected have shown up, the first being a shortage of milk this morning, and the other being the difficulty of a couple of fruit men have experienced in tracing a shipment of bananas. It is announced by the mayor that the city will take a hand in the affair if the milk supply does drop off to any extent. What those steps will be is not stated, but at any rate the food supply must be protected. The Grand Trunk lines furnish the transportation for fully half the city's supply, so it would be a very serious matter if any continued interruption were to take place.

Truck farmers along the G. T. R. will also have difficulty in shipping their wares to the city, unless the railroad authorities can obtain sufficient new men to thoroughly equip their trains. For some days, at any rate, there is sure to be a certain amount of confusion, and it is hard to say just how far-reaching the results will be. It is sincerely hoped that some solution of the difficulty will present itself before the strike has done much harm.

The Canadian Grocer

Established 1886

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THE FLOUR MARKET.

With another advance in flour in consequence of the rising wheat market, the question has been asked as to how far this increase is likely to go. Flour men are loth to give an opinion upon this question, as they admit their inability to forecast the future, but the opinions expressed agree that further advances are highly probable. They advise those interested in flour to follow closely the wheat market, together with the most reliable reports upon western conditions. Manitoba first patents are now at \$6.20, an advance of between 80 and 90 cents during the past month.

WILL CAMPBELLTON REPENT?

That the sympathy of the commercial interests of Canada is extended to the business men of Campbellton, N.B., in the serious loss they have sustained is evident from the practical nature of the assistance they are rendering.

It is said that it is an ill wind that does not do some good. Doubtless Campbellton will rise from its ashes, deep as these ashes are, better and stronger than ever.

But there is one thing which, it is to be hoped, has been burned and its ashes scattered beyond the possibility of recovery. We have reference to the narrow, anti-Canadian spirit which imposed an irritating tax upon the representatives of manufacturers and wholesalers from other parts of Canada. Unsophisticated commercial travelers have been known to be subject to even the indignity of arrest. There was no "winking with the other eye" by Camp-

bellton's officials. The law was rigorously enforced.

While the business men in other parts of Canada are responding to Campbellton's Macedonian cry to come over and help them, it is to be hoped that at least the commercial interests will learn that the present attitude toward the outside world is both unpatriotic and unbusinesslike, and will lend their influence to prevent its being resurrected when the new town rises from the ashes of the old town.

If the men in the commercial centres who have been irritated by Campbellton's municipal narrow-mindedness can forget it when fire swept the town, and contribute to their necessities, surely it is good policy to see that the thing which caused it is not again permitted to intrude.

THE G.T.R. STRIKE.

Differences between the Grand Trunk Railway company and its conductors, brakemen, trainmen, etc., reached a crisis on Tuesday morning of this week when a strike was declared. Although only a few days have passed since the men walked out, business in many centres has been more or less embarrassed and the question that is being asked by everyone connected with the grocery trade is—how long will it last? Grocers have doubtless learned through the daily papers that the G.T.R. freight service is at a standstill, and although the company promise to handle freight in a few days, the general opinion is that the makeshift service will not be adequate. Among the trade there is a hopeful feeling that this strike will be of short duration as the general public shrinks from contemplating what a protracted industrial war would entail particularly at this time of the year.

The G.T.R. touches a large number of towns in Ontario, thereby forming their only connection with the outer world. Others are so situated that they can drive to some point on another railway and haul their merchandise from that station. There is nothing to be gained by letting the imagination wander to what would happen if certain conditions prevail. The average individual fully appreciates the loss business sustains during industrial troubles of this kind and when it is a railway like the G.T.R. that is involved, the inconvenience and general financial loss reaches a seriousness in proportion to the business the company has been doing. A wholesale grocer stated that already they had to advise customers in many towns that they were unable to forward goods that had been ordered. The majority of retailers have asked that no action be taken regarding their orders until Saturday or Monday, hoping that the trouble would be over by that time. They also advised that, in the event of present conditions still existing then, the goods be shipped to some point nearby on the C. P. R. But there are towns that have

apparently no other alternative, but to wait until the G. T. R. can assist them. The latter company have many what is called short hauls through Ontario, and they have extended their lines into territories in which they have no competition. It is in places of this kind that the greatest inconvenience or worse would be occasioned.

The grocers throughout the Dominion will follow the strike with interest for past experience has shown that in cases of this kind grocers who extended credit to the strikers were brought face to face with bills which were paid only after years or in cases were not paid at all. It is sincerely hoped that this present strike will be of short duration.

KEEP THE STORE COOL.

Coolness is a great asset to a store during the summer season. With the sun blazing steadily on city walks and walls creating a heat that would do justice to a blast furnace, it is well for the grocer to attempt to keep the interior of his store cool. In the first place the contrast is so marked that a woman is scarcely within the door when she feels instant relief. And it is refreshing to find temporary escape from the heat these days. Windows partially drawn, water recently sprinkled on the floor, an electric fan or two, creating a delicious draft, these and other means all combine to secure that much sought for "coolness." One grocer carries a fairly large stock of flowers in a conspicuous part of his store, and while flowers are not groceries they certainly add a charm to that store. Some grocers in addition to awnings and top blinds have another that pulls up from the bottom. When the sun is reflected off the pavement, instead of dropping the one blind he raises the other about three feet, and effectively keeps out the glare, screen doors help to keep the flies on the outside—their proper place. In a cool store the grocer himself, and his assistants will have a greater desire to work. Rendering satisfaction is the corner stone of a good business, and this consideration for the comfort of the customers will not go unrewarded. It should be a part of the general scheme.

THE RASPBERRY CROP.

Experienced fruitmen assert that raspberries will be at their best during the early part of next week, that is about July 25th and 26th. Reports from those districts recognized as centres for small fruit, indicate strongly that the crop will be well up to the average. Some dealers feel that July 23rd will find the berries at their height, but the other opinion has more supporters. Grocers have been enquiring upon this point of late, as the average grocer is carrying more or less fruit at this season of the year.

The

QUE

POINTERS
Tarragona
Corn—Up
Tomatoes—
Beans—15c

Trade her nearly all li warm weath self felt. Tl tor in the strike. Alre stalling of which as y from where when they v this there w off in trade so many me age seems half the n over the G. been felt. G the effect.

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Sugar.—Th a weaker fe days, and th siderable fa would seem of lower pri curs. Howe local jobbers jobbing trad they needed would explai finers' trade. ditions there against, and tail sugar tr

Granulated, bags ..
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Paris lump, boxes,
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" "
Red Seal, in carton
Crystal diamonds, l
" "
" "
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Crystal Diamond D
Extra ground, bbls.
" 50-lb.
" 25-lb.
Powdered, bbls. ...
50-lb. bo
Phoenix
Bright coffee
No. 3 yellow
No. 2 "
No. 1 "
Bbls. granulated ..
above bag price

Syrups and hot weather very good. I that out of t

The Markets—Heavy Sugar Business Reported

Present Demand is a Feature of the General Grocery Markets—Prices are Expected to Hold at the Present Quotations—Currants and Raisins are Firm Depending Largely Upon Primary Market Reports—Demand is Also Good—Articles Generally Associated With Summer Trade Are Moving Rapidly—Wholesalers Report Good Business.

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

QUEBEC MARKETS

POINTERS—

Tarragonas and Marbots— $\frac{1}{2}$ c higher.
Corn—Up to 90c.
Tomatoes—Up to 95c.
Beans—15c lower.

Montreal, July 21.

Trade here has been very brisk in nearly all lines, though the effect of the warm weather is gradually making itself felt. There is also now a new factor in the situation, the Grand Trunk strike. Already this has resulted in the stalling of a large banana shipment, which as yet has not been forwarded from where the men left it standing when they went out. In addition to this there will undoubtedly be a falling off in trade in some sections, owing to so many men being idle. A milk shortage seems to be in prospect as fully half the milk for this city comes in over the G.T.R. and already this has been felt. Garden truck will also show the effect.

The situation in sugar is somewhat weaker as far as raws are concerned, but sales of refined are keeping up pretty well.

The weather continues fairly hot, but still not the stifling heat of some summers, and as a result people are buying heavier groceries than last year. Taken all through, conditions are very satisfactory. Retailers report a better business than for many summers past, and even collections show a decided improvement.

Sugar.—The raw market has shown a weaker feeling during the past few days, and that fact taken with a considerable falling off in the demand would seem to indicate the possibility of lower prices in case no change occurs. However, to offset the above, local jobbers report fine selling. The jobbing trade seems to have bought all they needed for the summer, which would explain the slackening of the refiners' trade. With present weather conditions there seems to be no reason against, and every reason for a fine retail sugar trade.

Granulated, bags	5 15
" 20-lb. bags	5 25
" Imperial	4 90
" Beaver	4 90
Paris lump, boxes, 100 lbs.	5 95
" " 50 lbs.	6 05
" " 25 lbs.	6 25
Red Seal, in cartons, each	0 35
Crystal diamonds, bbls.	5 85
" " 100 lb. boxes	5 95
" " 50 lb. "	6 05
" " 25 lb. "	6 25
" " 5 lb. cartons, each	0 37 $\frac{1}{2}$
Crystal Diamond Dominoes, 5-lb. cartons, each	0 37 $\frac{1}{2}$
Extra ground, bbls.	5 60
" " 50-lb. boxes	5 80
" " 25-lb. boxes	6 00
Powdered, bbls.	5 40
" " 50-lb. boxes	5 60
Phoenix	5 60
Bright coffee	5 10
No. 2 yellow	5 00
No. 1 "	4 70
No. 1 bags	4 75

Bbls. granulated and yellow may be had at 5c. above bag prices.

Syrups and Molasses.—In spite of the hot weather molasses trade continues very good. It is rather astonishing too that out of town orders are so numer-

ous, when the fact of the risk of shipment in the hot weather is taken into account. Importers report that several large consignments are on the way from the West Indies, and that a fair demand is the best they can say for primary conditions.

Syrups are also having a brisk sale. The orders are not large but their number is sufficient to warrant the statement. Prices are unchanged.

Fancy Barbadoes molasses, puncheons	0 36	0 33
" " " barrels	0 38	0 39
" " " half-barrels	0 40	0 41
Choice Barbadoes molasses, puncheons	0 31	0 33
" " " barrels	0 34	0 36
" " " half-barrels	0 36	0 38
New Orleans	0 27	0 28
Antigua	0 30	0 30
Porto Rico	0 40	0 40
Corn syrups, bbls	0 40	0 43
" " 1-bbls.	0 03	0 03
" " 1-bbls.	0 03	0 03
" " 34-lb. pails	1 80	1 80
" " 25-lb. pails	1 30	1 30
Cases, 2-lb. tins, 2 doz. per case	2 50	2 50
" 5-lb. " 1 doz. "	2 85	2 85
" 10-lb. " 1 doz. "	2 75	2 75
" 20-lb. " 1 doz. "	2 70	2 70

Tea.—There is a better inquiry on the local tea market, more particularly for Japans, although the arrivals of new teas have so far been somewhat limited. Primary market prices are firm and trade passing is very good. The outlook, according to local authorities, is bright.

Harrisons & Crosfield, Ltd., in their last tea market report give the following: "Referring again to the prospects of diminished out-turn as the result of interplanting the tea estates with rubber, an interesting article recently appeared, in which the acreage at present under tea is given roughly at 390,000 acres, of these about 40,000 have been interplanted, and possibly by 1915 it is thought that the acreage of tea may have fallen to 340,000. And whilst this reduction of area may serve as a natural corrective to the evils of over-production, it reassures its readers by reminding them that improved methods of cultivation, increased manuring, and fresh planting will go far to prevent any serious reduction in the export."

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

Coffee.—The coffee market is rather quiet at present, though a fair volume of trade is passing. Orders are small however, and the trade seem to have already filled their immediate requirements. Very little is doing in Rio and Santos, and stocks have been allowed to run rather low.

Mocha	0 18 $\frac{1}{2}$	0 25	Santos	0 14	0 17
Rio, No. 7	0 10	0 12	Marsaibo	0 15	0 18

Spices.—Dullness is the prevailing characteristic of the spice market at present. The only briskness evidenced

is in ginger and peppers, which are in fair demand. Prices are unchanged and there seems little probability of any in the near future the way conditions are.

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

Dried Fruits.—A well balanced trade is passing in all lines, with the better grades of prunes selling perhaps best. However, currants and raisins are not far behind, and the situation looks promising. Prices on the new fig crop will be out early next month, and seem likely to be higher than last year.

New York dealers prophesy higher prices for currants in the near future but this conclusion is based on the probability of further crop damage.

Currants, fine filatras, per lb., not cleaned	0 05 $\frac{1}{2}$
" " " cleaned	0 06 $\frac{1}{2}$
" Patras, per lb.	0 07 $\frac{1}{2}$
" Vostizzas, per lb.	0 08

Prunes—	
40-50	0 09
50-60	0 08
60-70	0 07
70-80	0 06 $\frac{1}{2}$
80-90	0 06
90-100	0 05 $\frac{1}{2}$

Raisins—	
Australian, per lb., (to arrive)	0 08 $\frac{1}{2}$
Old seeded raisins	0 90
" fancy seeded, 1-lb. pkgs	0 09
" loose muscatels, 3-crown, per lb.	0 07 $\frac{1}{2}$
" " 4-crown, per lb.	0 08 $\frac{1}{2}$
" sultana, per lb.	0 07 $\frac{1}{2}$
Malaga table raisins, Rideau clusters, per box	2 25
Valencia, fine off stalk, per lb.	0 05
" select, per lb.	0 06
" 4-crown layers, per lb.	0 06

Nuts.—Brazils are slightly easier, while Tarragonas and Marbots are $\frac{1}{2}$ c higher this week. A dispatch from a reliable source in France says that the damage to the walnut crop is general, and not confined to a small section as was at first reported. This should account for the present firmness, and if confirmed will certainly produce higher prices still.

Local stocks, as well as those in New York are low, and the present brisk demand is therefore apt to strengthen the market considerably.

In shell—		
Brazils	0 13 $\frac{1}{2}$	0 14 $\frac{1}{2}$
Filberts, Sicily, per lb.	0 10	0 14
" Barcelona, per lb.	0 10	0 14
Tarragonas Almonds, per lb.	0 14	0 15
Walnuts, Grenoble, per lb.	0 13	0 14
" Marbots, per lb.	0 12 $\frac{1}{2}$	0 13
" Cornes, per lb.	0 12 $\frac{1}{2}$	0 13 $\frac{1}{2}$

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

Peanuts—	
Spanish, No. 1	0 12
Virginia, No. 1	0 13
Pecans, per lb.	0 65
Pistachios, per lb.	0 75

Walnuts—		
Bordeaux halves	0 23	0 30
Broken	0 23	0 27

Evaporated Apples.—Stocks are light locally, and demand has dropped off to a small extent. There is still a more satisfactory market, however, than at this time last month, and dealers say if they could obtain more of the better grade they could readily dispose of them.

Evaporated apples, prime	0 08
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Syrup—	Per case	Maple Syrup—	
2 lb. tins, 2 doz.	2 50	Gallons, 6 to case	4 80
5 lb. tins, 2 doz.	2 85	Quarts, 24 "	5 40
10 lb. tins, 1 doz.	2 75	Pints, 24 "	3 00
20 lb. tins, 1 doz.	2 70	Molasses—	
Barrels, per lb.	0 03	New Orleans, medium	0 28 0 30
Half barrels, lb.	0 03	New Orleans, bbis.	0 26 0 28
Quarter "	0 03	Barbadoes, extra fancy	0 45
Falls, 33 lb. ea.	1 80	Porto Rico	0 45 0 62
" 25 "	1 30	Muscovada	0 30

Dried Fruits—There is fairly brisk trading in currants and raisins according to some of the wholesale men. Prices are firm in sympathy with the existing prices in the primary markets quoting for the new stocks. Otherwise this market is quiet under the effect of a strong green fruit trade.

A recent report says: "The position in Greece continues to be strongly maintained, with reports received during the week that the weather had again turned unfavorable. More serious damage than any that has been done thus far may still be seen until the fruit is dried and housed in good condition; the most critical period for the crop being from the present time until about the middle of August. According to latest information, the new crop is estimated to produce about 140,000 tons of fruit against about 175,000 tons last year, and while the demand for spot fruit in Greece is unusually good for this season of the year, there will undoubtedly be some old fruit carried into the new crop which will in some measure make up for the deficiency of new goods."

Prunes—	Per
30 to 40, in 25-lb. boxes	0 11 0 11½
40 to 50 " "	0 08½ 0 09
50 to 60 " "	0 06½ 0 07½
60 to 70 " "	0 06 0 07
70 to 80 " "	0 05½ 0 06½
80 to 90 " "	0 06 0 06½
90 to 100 " "	0 06 0 06½
Same fruit in 50-lb. boxes 1 cent less.	

Appricots—	Per
Standard	0 14 0 15
Choice, 25 lb boxes	0 15
Fancy	0 17 0 20

Candied and Drained Peels—	Per
Lemon	0 09 0 11 Citron
Orange	0 11½ 0 12½

Figs—	Per
Elmes, per lb.	0 08 0 10
Tapnets	0 03½ 0 04
Bag figs	0 03½ 0 04
Dried peaches	0 08 0 08½
Dried apples	0 08

Currants—	Per
Fine Filistras	0 06 0 07
Patras	0 07½ 0 08
Vostizzas	0 08½ 0 09

Raisins—	Per
Sultana	0 05 0 07
" fancy	0 06 0 07½
" extra fancy	0 08½ 0 09
Valencia, selected	0 06 0 06½
Seeded, 1 lb packets, fancy	0 08 0 08½
" 16 oz. packets, choice	0 07½ 0 08
" 12 oz.	0 06

Dates—	Per
Hallowees	0 05 0 05½
Sais	0 05
Fards choicest	0 10

Teas—A good steady business is reported in teas. In fact, the reports generally have a most satisfactory tone. Dealing with the world's supply of tea and its consumption a recent article states: "At a rough estimate the world's total production of tea is about 1,200,000,000 lbs. annually, of which one-half is grown in China, a little more than one-third in the British Empire (India, Ceylon and Natal), and something under one-sixth in other countries, of which Japan, Java, Formosa and the Caucasus are the principal. In regard to Chinese tea the estimate of 600,000,000 lbs., is largely conjectural, being consumed lo-

cally. As to importing countries the United Kingdom takes first place with 256,112,000 lbs., equal to 6.02 lbs. per head; followed by Russia, with 126,000,000 lbs., or 1.25 lbs. per head; the United States with 81,000,000 or 1.30 lbs. per head, and then Holland, Australia, Canada, Germany, and New Zealand. Australia, it is to be noted, consumes the largest amount of tea per head in the world, to the extent of as much as 7.1 lbs. or nearly a pound more than the quantity consumed in the United Kingdom.

Coffee—There is a steady demand for coffee but the market itself has not changed in any particular. It is reported that while the production of Brazil coffee during the year just closed was about 2,400,000 bags larger than last year, it was only about 800,000 bags larger than the world used of this kind of coffee. The Rio and Santos crop, taking the receipts at Rio and Santos during the fiscal year, amounted to 14,944,000 bags, about 200,000 bags more than their estimates of December 1 last year.

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

Spices—The market has shown an improvement of late with the approach of the season of particularly high prices. Large dealers are calling attention to an alleged shortage of supplies stating that prices are likely to be firmer as a result.

Peppers, black	0 15 0 18	Cloves, whole	0 25 0 25
" white	0 22 0 25	Cream of tartar	0 26 0 28
" whole	0 14 0 16	Allspice	0 14 0 16
black	0 16	" whole	0 14 0 16
Peppers, whole	0 23	Mace, ground	0 75 0 80
white	0 20 0 25	Mixed pickling	0 15 0 16
Ginger	0 20 0 25	spices, whole	0 20 0 25
Cinnamon	0 21 0 23	Cassia, whole	0 20 0 25
Nutmeg	0 30 0 30	Celery seed	0 24

Rice and Tapioca—There is practically no change in this market. Trade is good with prices firm, especially with tapioca.

Rice, stand. B.	Per lb.
Standard B. from mills, 500 lbs. or over, f.o.b.	0 02½ 0 03
Montreal	2 80
Rangoon	0 03 0 03½
Patna	0 06½ 0 06½
Japan	0 04½ 0 05
Java	0 06 0 07
Carolina	0 10 0 11
Sago	0 06½ 0 06
Seed tapioca	0 06½ 0 06
Tapioca, medium pearl	0 05½ 0 06

Nuts—Business as far as nuts are concerned centres upon shelled almonds and walnuts at prices that are considered good. Reports from France regarding the almond crop are not encouraging and large dealers assert that prices may advance in the fall. A good crop of filberts is expected in Sicily this year.

Almonds, Formigetta	0 11
" Tarragona	0 11½ 0 12
" shelled	0 32 0 35
Walnuts, Grenoble	0 13½
" Bordeaux	0 11
" Marbots	0 12
" shelled	0 28 0 30
Filberts	0 12 0 12½
Pecans	0 14 0 15
Brazil	0 15 0 15½
Peanuts, roasted	0 08 0 12½

Beans—This market is practically identical with that of a week ago. Demand is light.

Prime beans, per bushel	2 10
Hand-picked beans, per bushel	2 25

MANITOBA MARKETS

POINTERS—

Prunes and Evaporated Apples—Higher.

Sugar—Strong demand.

Rolled Oats—Firmer.

Winnipeg, July 21, 1910.

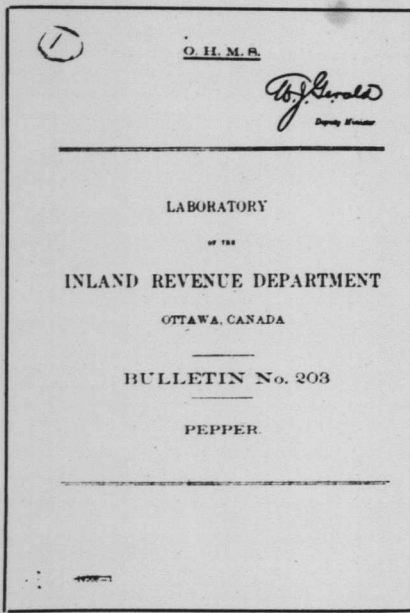
Markets are all firmer this week, and the general tendency is for higher prices. This is caused by the heavy demand for certain lines, the short crop prospects in foreign centres, and also the prospects of a light cereal crop in the west. This latter condition affects the rolled oats market, and the market is believed to be on the advance; however, last week's strong prices rule to-day. There has been a sharp advance in wheat recently, and all flour has been advanced. Local bakers have, as a consequence, raised the price of bread. The recent unfavorable reports from the country that the wheat yield would be light have caused this change.

In southern Manitoba, and, indeed, the southern parts of all three provinces, will suffer with a wheat crop shortage of more or less extent. Saskatchewan, however, is more fortunate than the other provinces in this regard. Merchants in these centres are buying light, and some wholesalers have withdrawn their travelers from these territories. There is little cause for alarm in the general decrease of the crop yield. The west as a whole will have plenty of returns to save her from any such "hard times" as she has on several occasions experienced. The farmers that will suffer most are those who are the most prosperous. Should the shortage come to the northern and newly-settled districts, where the tide of immigration is flowing, the situation would be more serious. The condition is only more unsatisfactory when it is known that the merchants who have been "carrying" the agriculturalists for two, three, or more years, will have the day of settlement only extended farther into the future. Should the merchant get his cash, as he could do when the goods are delivered, his trade would be more secure, the farmer would not have debts to worry him, and the general trade of the country would not be impeded.

Sugar—There is no change in the list prices of sugar, but if it is possible for the demand to regulate prices on this commodity, the values may be expected to advance. The preserving season is on everywhere in this country, and the trade as a consequence is heavy. There is a noted heavy demand for all icing and powdered sugars. This is exceptional, and the future of the fine sugar market is uncertain.

Montreal and B.O. granulated, in bbis	8 75
" " in sacks	8 70
" yellow, in bbis	8 35
" " in sacks	8 30
Icing sugar, in bbis	6 35
" " in boxes	6 55
" " in small quantities	6 55
Powdered sugar, in bbis	6 15
" " in boxes	6 35
" " in small quantities	6 50
Lump, hard, in bbis	6 65
" " in sacks	6 75
" " in 100-lb. casks	6 65

THE CANADIAN GROCER



This certifies that we did not purchase at any time or receive from the Pure Gold Mfg. Co. Ltd., Toronto, White Pepper, and that the reference in Bulletin #203, Page 10, sample No. 42801 (Pepper), issued by the Department of Inland Revenue, is inaccurate in stating that the said White Pepper was obtained by us from the Pure Gold Mfg. Co. Ltd.

DATED at Vankleek Hill this *Thirtieth*⁽³⁰⁾ day of *June* 19¹⁰

Cameron & Downing

In the presence of *D. J. Couture*

This certifies that I did not purchase or receive from the Pure Gold Mfg. Co. Ltd., Toronto, any White Pepper during the term between December 31st., 1907 to October 1st., 1909, and that the reference in Bulletin #203, Page 10, sample No. 42803 (Pepper), issued by the Department of Inland Revenue, is inaccurate in stating that the said White Pepper was obtained by me from the Pure Gold Mfg. Co. Ltd.

DATED at Perth this *Eleventh* day of *July*

John T. Conway

In the presence of *A. J. Gibson*

The Pure Gold Mfg. Co. do not manufacture or sell any adulterated goods.

THE TRADE ARE FULLY PROTECTED BY OUR GUARANTEE.

THE CANADIAN GROCER
 DIRECTORY OF
**Manufacturers, Manufacturers' Agents,
 Brokers, Etc.**
BRITISH COLUMBIA

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

Importers and Roasters of High Grade Coffees.

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

Mail orders promptly attended to.

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

F. G. EVANS & CO.
 39 Water St. VANCOUVER, B.C.,
 Wholesale Grocery Brokers and
 Manufacturers' Agents

Correspondence Solicited.

**VICTORIA
 FRUIT GROWERS' ASSOCIATION**

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

OFFICE AND WAREHOUSES

COR. WHARF AND YATES STS. - VICTORIA

Branch at 140 Water Street, Vancouver.

Wholesale Manufacturers' Agents
 Correspondence Solicited.

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

R. ROBERTSON J. Y. GRIFFIN

R. Robertson & Co.

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

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

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

WILLIAM W. DUNCAN

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

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

McFOD & CLARKSON

Manufacturers' Agents and Wholesale Commission Agents

144 WATER ST., VANCOUVER, B.C.

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

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

Andrews & Nunn

Manufacturers' Agents and
 Wholesale Commission Merchants

Codes—A B C 5th Edition, Western Union

615 Dominion Trust Building
 VANCOUVER, B.C.

Correspondence
 Solicited

Highest
 References

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

The West India Co., Ltd.

The Canadian house of

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

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

WEST INDIAN PRODUCE

of all descriptions.

WRITE US FOR PARTICULARS, PRICES, ETC.

305 St. Nicholas Building,

MONTREAL

Why Waste Your Energy Selling 25c. Tea?

You can sell more 40c. tea than you can 25c. tea, because it will bring your customers back for "more of that tea." Forty cent tea means more business, larger profit, better satisfied customers. No other 40c. tea in Canada compares with 40c. Red Rose Tea in quality—flavor and strength. It is **always** worth the price.

Red Rose Tea

"Is good tea"

7 Front Street East,
Toronto, Ont. } Branches
315 William Ave.,
Winnipeg, Man. }

A push on Red Rose is a
push for more business.

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

KOPS ALE

(Non-Alcoholic)



Last season was a very satisfactory period in Canada, KOPS ALE being well taken up by both trade and public.

This year will witness a greater demand for this wholesome beverage, and we are shipping to supply early orders.

KOPS ALE is pure English-brewed ale, made from finest Kentish hops and malt, containing all the tonic properties of alcoholic beer without the undesirable after effects. It is a money-maker in prohibition towns, as well as in unrestricted places.

Make yourself familiar with KOPS ALE.

KOPS BREWERIES,

Fulham—London, S.W., England

CANADIAN AGENTS:—Hudson's Bay Co., Vancouver, B.C. W. L. MacKenzie & Co., Ross Ave., Winnipeg. Kenneth H. Munro, Coristine Bldg., Montreal. Royal Stores, St. John's, Nfld.

GROCERS HAVE STRONG TEAM.

Are Making a Good Showing in Merchants' Baseball League, London, Ont.—Address and Presentation To Pitcher Wm. Hamilton.

London, Ont., July 21.—The retail grocers have a strong team in the Merchants' Baseball League this season. They have not lost a game so far. The shoe men, last year's champions, were defeated in last week's game at Springbank Park. It was a hot contest, the grocers winning by 7 to 4. Billy Hamilton, the grocers' pitcher, struck out ten men. Secretary Hayes, of the Grocers' Association, pulled down a three bagger; Ernie Shaw, son of ex-president Shaw, drove in four runs with two two-base hits. Every Wednesday afternoon there are two games of baseball at Springbank and there will always be found Harry Ranahan, Tom Shaw, Bob Ross, Jim Haskett, Ed. Ryan and Dick Donaghy, rooting for the Grocers.

At the conclusion of last week's game, on Wednesday, pitcher William Hamilton, of the grocers, was the recipient of a suitcase and umbrella from the Retail Merchants' Association. Mr. Hamilton, who has been employed at Mullin's grocery store, is leaving in a short time for Detroit. He has been a valuable member of the association and of the baseball league, doing good work for the grocers in the pitching department. The address accompanying the presentation was read by E. J. Ryan,

and the presentation was made by Thos. Shaw, both ex-presidents of the association.

INCREASING ATTENDANCE.

In order to increase the attendance at meetings, the St. Joseph, Mo., Retail Merchants' Association is to serve a dinner at six o'clock each meeting night, following which a business session will be held. This plan has proved a great success with a number of associations. As one man puts it, "To get out a crowd at an association meeting, the thing to do is to have a feed."

The GRAY, YOUNG & SPARLING CO., Limited

SALT MANUFACTURERS

Granted the highest awards in competition with other makes.

WINGHAM • ESTABLISHED 1871



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.

Don't Blame the Credit Customer

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

Allison Coupon Books

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

HOW THEY WORK



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

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



In the **Good Old Summer Time**

Camping parties are legion; fishermen are innumerable. This class of people appreciate good butter in the woods. Suggest their taking a supply of

BLUENOSE BUTTER

in tins. Quality is guaranteed.

SMITH & PROCTOR
HALIFAX, N.S.

Good Lobsters Always Sell ...

But if they are of indifferent quality they stick on the shelves and, when they are finally sold, they hurt the reputation of the vendor.

It is a simple matter to get the best lobsters when you buy, selected, the delicious, firm meat so delectable always! Just specify

Golden Crown Lobsters

OR

Golden Key Lobsters

YOUR JOBBER HAS THEM

W. S. Loggie Co., Limited

So'e Packers

Chatham

New Brunswick

We Build Up a Trade in the Hustling, Booming West for You

The stream of immigration westwards is still on the increase, and the majority are making for the three huge Prairie Provinces. They must have food, clothing, household effects and farming utensils. Are you a manufacturer or shipper engaged in supplying these needs? There's plenty of room for more goods, and if your quality and prices are right a successful market awaits you. The west wants the best only!

May we handle your products on a reasonable commission basis? We have excellent warehousing and track facilities at all the strategic business points, and we know our west intimately. Get in touch with us.

NICHOLSON & BAIN

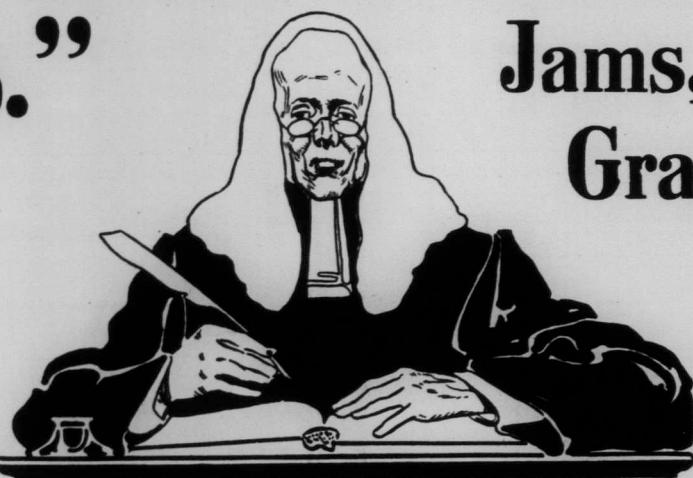
Wholesale Commission Merchants and Brokers

WINNIPEG REGINA CALGARY EDMONTON FORT WILLIAM

Storage for all classes of merchandise.

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

"E.D.S." BRAND



Jams, Jellies, Grape Juice and Catsup.

JUDGMENT

THE POPULAR VERDICT ON

"E.D.S." Brand of Jams, Jellies, Grape Juice and Catsup

is one unvarying recognition of the purity of their composition, and excellence of their flavor!

We preach PURITY, and practise what we preach! Get a copy of Bulletin 194 from the Department of Inland Revenue, which certifies that "E.D.S." Brand is 100% pure. This unbiased testimony cannot fail to convince the most sceptical.

Here's a line, Mr. Grocer, to handle and recommend! The public want pure foodstuffs, and you can "fill the bill" every time by supplying them with "E.D.S." Brand.

Made by E. D. SMITH at his own fruit farms, WINONA, ONT.

AGENTS—N. A. HILL, 25 Front St. E., Toronto; W. H. DUNN, Montreal; MASON & HICKEY, Winnipeg; R. B. COLWELL, Halifax, N.S.; J. GIBBS, Hamilton



SPECIAL
FOR ONE WEEK ON
SMOKED SKINNED BACKS

GUARANTEED "GUNNS QUALITY"
MILD CURED

19c.

PEAMEALED IF DESIRED

Order to-day, and let us send along with the backs some Hams, Rolls, Breakfast Bacon, Cooked Hams, Jellied Meats, Pure Lard, etc.

GUNNS PORK AND BEEF PACKERS
LIMITED TORONTO

For Camping and Summer Cottage Trade

We can recommend *Fearman's English Breakfast Bacon* as the best Bacon on the market and something that will be sure to give your customers every satisfaction.

F.W. Fearman Co.
LIMITED
Hamilton

Jersey Cream Brand Evaporated Milk



THE RICHEST
By Government Test

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

MILD CURED

Breakfast Bacon Skinned Backs and Hams

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

The WM. RYAN CO.
LIMITED

PACKING HOUSE:
FERGUS, . . . ONT.

HEAD OFFICE:
70 and 72 Front St. East, TORONTO

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

Pork—
Heavy Canada
Lean pork . . .
Canada short cu
Clear fat backs.
Heavy flank por
Plate beef, 100 lb
" " 800
" " 800
Dry Salt Meat
Green bacon, fl
Long clear bacoo
Long clear bacoo
Hams—
Extra large size
Large size, 15
Medium size, 1
Extra small size
Bone out, rolled
" "
Breakfast bacon
Windsor bacon
Spiced roll bacoo
Hogs, live, per o
" dressed, p

Butter—
try. In sp
ing up well
to firm up

Dealers Report Heavy Losses in Egg Stocks

Weather Has Bad Effect and Wholesalers Receive Supplies Which in Many Cases are Half Waste—Production of Butter, Cheese and Eggs is Maintained and Prices are, if Anything, Slightly Firmer—Export Demand for Cheese is Brighter—Trade is Normal but Uneventful.

The production of butter, cheese and eggs has apparently not suffered during the past week and the figures that were reached some time ago are still in sight. At the same time there is a slightly stronger feeling in regard to these three articles. Increased export demand for cheese has helped that market considerably, although it seems to have been confined particularly to last week. It is believed, however, export trade will be improved. Butter production is steady, but in the west pastures are in danger of suffering from continued drought. Waste is a general condition in the egg trade and the reduction of in many cases 50 per cent. of the stocks is having a tendency to bolster the price. The demand for certain pork products continues good, cooked meats being outstanding in this regard. In the west lard is quoted at lower prices, owing to heavy supplies. The past week seems to have been a little quieter than usual, although there has been no reported diminishing of trade.

MONTREAL.

Provisions—There is a scarcity of both live and dressed hogs, owing to the fact that the farmers are too busy just now to bring their hogs in. This has caused an advance of 50c in both lines. Trade in general is very fair, considering the prevailing hot weather. No price changes are reported in other lines.

Pure Lard—		
Boxes, 50 lbs., per lb.	0 15½	
Cases, tins, each 10 lbs., per lb.	0 15½	
" " " 5 " "	0 15½	
" " " 3 " "	0 16	
Pails, wood, 20 lbs. net, per lb.	0 16	
Pails, tin, 20 lbs. gross, per lb.	0 16½	
Tubs, 50 lbs. net, per lb.	0 15½	
Tierces, 37½ lbs., per lb.	0 15½	
Compound Lard—		
Boxes, 50 lbs. net, per lb.	0 12½	
Cases, 10-lb. tins, 60 lbs. to case, per lb.	0 12½	
" " " 5 " "	0 12½	
" " " 3 " "	0 12½	
Pails, wood, 20 lbs. net, per lb.	0 11½	
Pails, tin, 20 lbs. gross, per lb.	0 11½	
Tubs, 50 lbs. net, per lb.	0 12½	
Tierces, 37½ lbs., per lb.	0 12½	
Pork—		
Heavy Canada short out mess, bbl. 35-45 pieces	30 00	
Bean pork	25 00	
Canada short out back pork, bbl. 45-55 pieces	29 00	
Clear fat backs	32 50	
Heavy flank pork, bbl.	21 00	
Plate beef, 100 lb bbls.	9 25	
" " 200 "	18 00	
" " 300 "	28 00	
Dry Salt Meats—		
Green bacon, flanks, lb.	0 16½	
Long clear bacon, heavy, lb.	0 15½	
Long clear bacon, light, lb.	0 16½	
Hams—		
Extra large size, 25 lbs. upwards, lb.	0 17	
Large size, 18 to 25 lbs., per lb.	0 18	
Medium size, 13 to 18 lbs., per lb.	0 19	
Extra small size, 10 to 13 lbs., per lb.	0 20	
Bone out, rolled, large, 16 to 25 lbs., per lb.	0 19	
" " small, 9 to 12 lbs., per lb.	0 20	
Breakfast bacon, English, boneless, per lb.	0 20	
Windsor bacon, skinned, backs, per lb.	0 22	
Spiced roll bacon, boneless, short, per lb.	0 17	
Hogs, live, per cwt.	10 25	
" " dressed, per cwt.	14 00	

Butter—Butter is higher in the country. In spite of this, receipts are keeping up well. The tendency has also been to firm up local prices, though there has

been no change as yet to the retailer. This has also been added to by a slight increase in export trade. While very small, it is certainly encouraging to see even a portion of our former trade in this line returning. Receipts for the week are 20,874 packages, as against 17,763 packages same week last year. For the season they are 187,803 packages, as against 157,974 packages same season last year.

New milk creamery	0 23½	0 24
Dairy, tubs, lb.	0 21	0 21
Fresh dairy rolls	0 21	0 21

Eggs—The worst feature of this year's egg market is the enormous percentage of rotten stock which is finding its way to the market. In one shipment received here over 50 per cent. had to be thrown away. Other than that, the outlook is bright, as receipts are dropping off, and prices are again firming up. The large receipts at present prices have been a source of continual worry to egg men locally, and this change is a welcome one. Receipts for the week are 4,415 cases, as against 4,884 cases same week last year. For the season they are 106,190 cases, as against 109,727 cases same season last year.

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

Cheese—Reports from London say that never has so much cheese been in sight there. As a result there is an over-supply, and the future prospects are very poor. The market has been flooded with New Zealand stock, as well as Canadian. Receipts for the week are very large, almost 12,000 boxes over the same week last year, 102,476 as against 91,110 boxes same week last year. For the season they also show an increase, 677,308 boxes, as against 674,538 boxes same season last year.

Quebec, large	0 11½
Western, large	0 11½
" " twins	0 12
" " small, 20 lbs.	0 12
Old cheese, large	0 13

Honey—Trade is rather dull at present. A local dealer recently received an inquiry from Jamaica inquiring what were the chances for placing their honey on the market here. As there is plenty of our own stock to fill all requirements, it will be a hard matter to break into the market, however.

White clover comb honey (nominal prices)	0 15	0 17
Buckwheat, extracted	0 08½	0 09
Clover, strained, bulk, 30 lb. tins	0 11	0 11½
Buckwheat comb	0 13½	0 13

WINNIPEG.

Lard—The market is again reduced and the trade is weaker altogether. The summer output is always light, and this summer the demand seems lighter than ever. Butter of all grades is abundant

and this has tended to cut off the lard demand.

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

Butter—There is a strong possibility of the butter supply diminishing, due to the parching of the pastures. At present the supply is very heavy and the demand good locally, and in the east, where shipments are continually being sent, jobbers are asking 82c for creamery and 20c for the dairy. The dairy price is strong and firm since it is this product that is being shipped out of the province.

Eggs—The 20-cent market prevails on all eggs this week. The supply is abundant and lots are going to the coast province.

Cheese—The demand is good for all cheese. The supply of local stuff is greater and it is fast superseding the Ontario product. Manitoba stuff is 12c and Ontario cheese 13½c to-day.

TORONTO.

Provisions—There is a steadiness to this market just now with demand converging to cooked hams and smoked bacon. Dealers are hoping that the G. T. R. strike will be of very short duration, otherwise difficulties are bound to arise and prices are likely to be affected. The past week has witnessed nothing out of the ordinary in this market.

Long clear bacon, per lb.	0 14½	0 15
Smoked breakfast bacon, per lb.	0 15	0 15½
Pickled shoulder	0 11½	0 11½
Roll bacon, per lb.	0 15	0 15½
Light hams, per lb.	0 18	0 18½
Medium hams, per lb.	0 18	0 18½
Large hams, per lb.	0 17	0 17
Cooked hams	0 26	0 26½
Fresh shoulder hams	0 13	0 13
Shoulder butts	0 17	0 18
Backs, plain, per lb.	0 19	0 19½
" " pea meal	0 19	0 20
Heavy mess pork, per bbl.	35 00	35 00
Short out, per bbl.	30 00	31 00
Lard, tierces, per lb.	0 14½	0 14½
" " tubs	0 15	0 15
" " pails	0 15½	0 15½
" " compounds, per lb.	0 11½	0 12½
Live hogs, at country points	8 50	
Live hogs, local	8 75	
Dressed hogs	12 25	12 50

Butter—Local dealers report an uneventful week in this market. Butter is still being received in liberal shipments and the demand is steady. There have been no price changes. Reports from the country indicate that the production has not fallen off to any extent.

Fresh creamery print	Per lb.	
Farmers' separator butter	0 23	0 24
Dairy print, choice	0 18	0 18½
No. 1 tubs or boxes	0 19	0 20
No. 2 tubs or boxes	0 17	0 18

Eggs—Practically half of the shipments of eggs these days are thrown on the waste pile after passing the wholesalers' inspection. The supplies are slightly decreased and the demand is somewhat easier. Prices have not been changed, and, in fact, the past week has been rather quiet.

Selects	0 21	0 22
Fresh eggs, doz.	0 16	0 20
Second grade, doz.	0 15	0 16
Chips, doz.	0 15	

Cheese—During the week cheese took on a stronger tone, in sympathy with the increased export demand. The production is still heavy, although it does

not reach the same figures as last year. The price is also slightly below that which was paid at this time a year ago. quotations on country boards hover around 10³/₄e to 10⁷/₈e.

Old cheese—		White.....	0 14
Large.....	0 12 ¹ / ₂	New cheese—	
Twins.....	0 13 0 13 ¹ / ₂	Large.....	0 11 ¹ / ₂ 0 11 ¹ / ₂
Stiltons.....	0 15 0 16	Twins.....	0 12 0 12 ¹ / ₂

Poultry—Receipts have been more liberal during the past week, at least, prior to the railway crisis. Prices are about the same. Local dealers anticipate difficulties if the strike continues, as their stocks are not heavy.

Spring broilers, live.....	0 18 0 20
Hens, per lb. live.....	0 14 0 15
Turkeys, per lb., large, dressed.....	0 19 0 20
Spring duck, lb., live.....	0 20

Honey—The market remains rather quiet. Demand is not heavy, and the market has not undergone any change of late.

Clover honey, extracted, 60 lb. cans.....	0 10 ¹ / ₂ 0 11
" " " 10 lb. pails.....	0 11 0 12
" " " 5 lb. pails.....	0 11 ¹ / ₂ 0 12
" " comb, per dozen.....	2 4
Buckwheat honey, lb.....	0 07

The annual picnic of the employees of E. W. Gillett Co., Ltd., Toronto, was held on Friday, July 15. Prospect Park, Oshawa, Ont., was the objective point. Some novel races and contests were held including a needle threading contest, lemon on spoon race, doughnut race, sack and rescue races.

The Travelers' Holidays as set apart by wholesalers at their annual convention of the Ontario Wholesale Grocers' Exchange begin to-morrow, July 23 and continue for 2 weeks.

CARTER'S

EXTRA CONCENTRATED

LEMON SYRUP

"BIG WHEEL"

LEMONADE.

CRYSTALS OR POWDER.

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

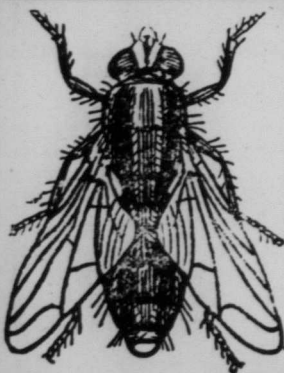
KEEP POSTED ON SUGAR

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

SMITH & SCHIPPER, Co. 138 Front Street, NEW YORK



The New Flavor
MAPLEINE
 Better Than
 Maple
 The Crescent Mfg. Co.
 Seattle, Wash.
 Order from your jobber, or
Frederick E. Robson & Co.
 26 Front St. E., TORONTO



Keep a box of

WILSON'S FLY PADS

on your counter and see how they sell.

Quality and Consistency

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

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

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STANDARD OF CANADA



As all dealers know, the products of this Company have always been of the highest quality, and have long since been recognized by all as the Standard of Canada. This fact is conceded by manufacturers when they make the claim that their goods are "just as good as Gillett's." Magic Baking Powder—Gillett's Perfumed Lye—Gillett's Cream Tartar (100% pure) and Royal Yeast Cakes are well known and used in practically every home in Canada.

MAGIC BAKING POWDER

CONTAINS NO ALUM.



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



E. W. Gillett Co. Limited

Winnipeg TORONTO, ONT. Montreal

FIRST
AND
STILL
THE
BEST



MADE IN CANADA

You pay for a System every few months

Since you've begun to think about installing The McCaskey System of handling accounts with ONE WRITING, you've lost enough through errors, disputes with customers over accounts, forgotten charges, bad accounts and in a dozen other ways, to pay for one.

Our customers tell us the System pays for itself in a few months—after that it is all profit.

Will you write for a demonstration or for more information
NOW? *Agencies in all principal cities*

DOMINION REGISTER CO., Limited

The Complete System
Successor to the McCaskey Register Co. in Canada
96-104 Spadina Avenue - TORONTO, Can.

Suggest

Clark's Pork and Beans

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

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

Wm. Clark - Montreal

Manufacturer of High-Grade
Food Specialties

It is easy for
YOU

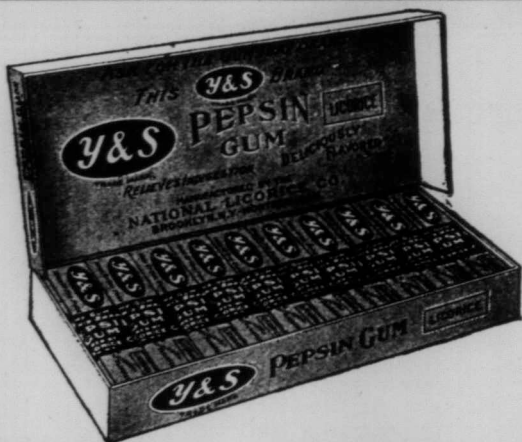
to sell

Shredded Wheat

because we have already sold it when it goes on your shelves. We are spending a half million dollars every year in educational advertising, to create a demand for Shredded Wheat. This demand is supplied through the jobber-to-retailer, square-deal plan of distribution, with a good profit for each.

At the same time, you can push along the good work by suggesting to your customers the various fruit combinations with Shredded Wheat Biscuit as a simple solution of the food problem in summer. Nothing so deliciously nourishing or wholesome as Shredded Wheat Biscuit with berries, sliced bananas or other fruits, served with milk or cream.

The Canadian Shredded Wheat Co., Ltd.
Niagara Falls, Ontario



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

National Licorice Co.
MONTREAL

BISCUITS

from the Old Country

Some of the most popular Biscuits in Britain are made by

McVITIE & PRICE

Biscuit Manufacturers

EDINBURGH and LONDON

The thousands of new-comers to Canada will welcome the sight of their old favorite varieties in your shop.

AGENTS for Manitoba, Saskatchewan, Alberta and British Columbia:
RICHARDS & BROWN, 314 Ross Avenue, WINNIPEG

CANADA:
No better
Country



MOTT'S:
No better
Chocolate

All the year round

Mott's

"Diamond" and "Elite"

brands of

Chocolate

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

EVERY JOBBER SELLS THEM

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

SELLING AGENTS:

J. A. Taylor Montreal R. S. McIndoe Toronto Jos. E. Huxley Winnipeg Arthur Nelson Vancouver Arthur M. Leuoks Ottawa R. G. Beddington Calgary

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Extra, bbl...
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Sharp Advances in Price of Flour to \$6.20

Influenced by Wheat Market's Upward Movement, Flour was Necessarily Affected—Some Millers Believe That Even Higher Quotations Will be Reached—Future Movement, of Course, Depends Upon Wheat Market—Rolled Oats are Also Quoted at Higher Prices.

Still another appreciable advance in the price of Manitoba flour! A month or more ago the first signs of trouble were scented in the west, reports of drought and suffering crops. At first it was generally accepted that these were but the usual stories that find their way into market news and gossip. They were repeated from time to time and received certain substantiation. The market stirred slightly, strengthened after a decided lapse, and started back over the ground it had lost. This week it has been put up to \$6.20, a price higher than any this year. In addition, there is a feeling among millers that the top price has not yet been reached, and it seems to be based on reasonable ground. The stagnant condition of the British flour markets should do much to neutralize the bullish effect upon wheat prices of a shortage in the crops. Last year at this time the demand from millers was one of the strongest factors of the grain trade, but so far this season reports from local and export dealers in both Manitoba and Ontario flour have been lifeless and discouraging. In fact, for weeks past there has been no export demand. Ontario crops are reported to be in splendid condition and there is every likelihood of a big yield.

On another page of this issue will be found a report from a representative of The Grocer, who is now in western Canada. It will be seen that he is hopeful for a crop that will about reach the average.

MONTREAL.

Flour—Manitoba spring wheat patents have taken a still farther rise of 20c, being now quoted at \$6.10; bakers' at \$5.60. At the high prices now prevailing in the flour market there is not so much new business being done, as jobbers and the large bakers loaded up at the first signs of a rising market. Deliveries of former orders is now occupying the greater part of the local millers' time. There is a small export demand, but nothing to be greatly taken into account.

Winter wheat patents, bbl.	5 65
Straight rollers, bb	5 60
Extra, bbl.	5 80
Manitoba spring wheat patents, bbl.	6 10
strong bakers, bbl.	5 80

Rolled Oats—Oatmeals are up 22½c this week. This is the result of a very heavy increase in demand, combined with the activity evinced by the oat market itself. Local millers are very busy in this line, and pronounce the situation very satisfactory. Cornmeal prices are also active, being slightly higher than last week. Trade passing in these lines is very heavy for this time of year,

though the higher price may act as a brake.

Fine oatmeal, bags	2 42½
Standard oatmeal, bags	2 42½
Granulated "	2 42½
Golddust cornmeal, 98-lb. bags	2 10
Bolled cornmeal, 100-bags	1 70
Rolled oats, bags	2 20
" barrels	4 65

TORONTO.

Flour—Influenced by western crop reports, flour advanced twice during the past week and Manitoba 1st patents are quoted now at \$6.20, although it is stated that some mills even named \$6.40. The other, however, is the price that is generally accepted. A prominent miller stated that there was not a great deal of buying at present, owing to the unsettled condition of the market. The feeling that the quotations are speculative holds to a certain extent. Locally, business is reported fair and it is believed by some that the market will go to a higher figure than that at which it now stands. Recent purchasings have been made largely on that idea.

Manitoba Wheat.

1st Patent, in car lots	6 20
2nd Patent, in car lots	5 70
Strong bakers, in car lots	5 60
Feed flour, in car lots	5 10
25 cents dearer in bbls.	3 30

Winter Wheat.

Straight roller	5 80
Patents	5 30
Blended	5 10

Cereals—A firmness is found in the cereal market, with recent advances in prices due to the condition of the oats market. Buying is reported to have been rather heavy of late, in view of an expected advance in prices. For this season of the year the market is steady and firm and, in fact, it has not been greatly affected during the entire season, although with the advent of summer lower prices might have been expected.

Rolled oats, small lots, 90 lb. sacks	2 30
" 25 bags to car lots	2 20
Rolled wheat, small lots, 100 lb. bris.	3 00
" 25 bris. to car lots	2 90
Standard and granulated oatmeal, 98 lb. sacks	2 60

INFORMATION FOR BUYERS.

Supplied to the Trade by Sellers. Purnell & Panter, Ltd., pickle and sauce makers and pure malt vinegar brewers, Bristol, have recently made extensive alterations in their sauce and pickle factory to cope with the demands of the export and home trade; they have also increased the capacity of their pure malt vinegar brewery, where many thousands of gallons are produced each week. In the purity of the materials used and the care given to each process in brewing, the malt vinegar, may be found the secret of the delightful aromatic fragrance and flavor, and wholesome tonic properties, which every housewife has long since learned to associate with the productions bearing this firm's name. Established as far back as the year 1750.

Biscuit Quality

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

Your absolute guarantee against soggy conditions is to sell exclusively—



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

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

MOONEY'S

Order to-day.

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

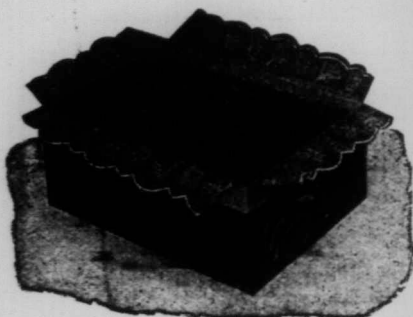
Stratford, Can.



COX'S INSTANT POWDER GELATINE

A Pure Powdered Gelatine dissolving instantly in Hot Water. Manufactured and Packed by Messrs. Cox, under the control of their scientific staff.

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



LAURIER

Said

"THAT THE LIBERAL GOVERNMENT WAS LIKE THE KINGDOM OF HEAVEN BECAUSE IT HELPS THOSE WHO HELP THEMSELVES."

THE MONTREAL BISCUIT CO. will assist you to start a Candy Section if you have not one already.

There is large profit in high class chocolates, and we, the makers of the famous

Chocolate "BORDO"

will gladly help you in every way.

Write us if you are at all interested.

Ask us what we have to say, anyway.

The Montreal Biscuit Co.

(The Originators)

Brewster Ave.

MONTREAL.

TRUMILK

IS FULL CREAMED CANADIAN MILK IN POWDER FORM

MILKSTOCK

IS FINEST SEPARATED MILK IN POWDER FORM

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

Sole Manufacturers

Canadian Milk Products, Limited

MAIL BUILDING, TORONTO

Oval Butter Dishes

Write us for Prices

Graham Bros. & Co., Kinmount, Ont.

SUCHARD'S COCOA

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

FRANK L. BENEDIOT & CO., Montreal Agents.

MAPLE SYRUP!

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

Cheese for 5000 Grocers

Roquefort, Gruyere, Camembert,
Oka, Parmesan, Edam, Stilton.
WE ARE SPECIALISTS FOR THE TRADE.
Write, Wire or Phone.

THE ST. LAWRENCE GROCERY
395 St. Lawrence Boulevard Montreal

NO CHEMICALS are used in the manufacture of EPPS'S COCOA

Epps's flavour is the natural flavour of fine cocoa, and is cocoa as it should be.

Epps's

'MILENIA' MILK CHOCOLATE

Melts in the mouth with a delightful smoothness and a lingering delicacy of flavour.

MADE WITH FULL-CREAM MILK.

Special Agents: C. E. COLSON & SON, Montreal
Nova Scotia: E. B. ADAMS, Halifax. Manitoba: SUTHERLAND & CORDON, Winnipeg

WINDSOR SALT

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

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

ROLLED OATS

FLAKED WHEAT and OATMEALS
Bags or Barrels. Car or Broken Lots.

WRITE FOR QUOTATIONS.
Prompt attention to all orders.

J. W. EWEN - Uxbridge, Ont.

W. H. ESCOTT

WHOLESALE

Grocery Broker

141 BANNATYNE AVENUE

WINNIPEG

COVERING

MANITOBA and SASKATCHEWAN

CORRESPONDENCE SOLICITED

FEATHERS WANTED

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

WRITE TO
P. POULIN & CO.
39 Bonsecours Market, - Montreal
WE SELL FEATHERS TO

THE HODGSON GUM CO.

896 St. Lawrence St. MONTREAL
Makers of High Class Gums at Popular Prices. Write for Samples and Quotations.
We make special brands to order.

Give
Full

A

help, grocer
"Give me
more."
Consciously
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Buyers—se
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LAKE

Give me more than I expect and I'll pay you more than you expect

AND, Brother Grocer, that's what they *all* say.

Boss to bossee, manager to employee, farmer to hired help, grocer to clerk.

"Give me more, and I'll give YOU more."

Consciously or unconsciously, we all sing the same tune.

Buyers—sellers—consumers.

For, you see, you can't get more *out* of a bucket than you put *into* it.

If we increase *your* profits, Brother Grocer, can't you afford to increase *our* pay?

If we give you *more* flour value than you expect, much more than you've ever known, won't you pay us more than you expected to pay—if you *expected to purchase stingy quality*?

We think so!

We'll give you more flour quality, more strength, more nutrition; we'll

give you better attention, better service, better packing, prompter delivery, courtesy, as between gentlemen. We will deal square with you, Brother Grocer, for we want to do business with you, not once, but *always and all ways*.

We'll guarantee every pound of FIVE ROSES, every shipment, every bag and barrel, every package, every container.

The makers of FIVE ROSES get more than others expect because they make better flour. They are *satisfied* workers. They work in healthy surroundings, a sanitary plant, a water-power mill. Good pay and good health make better makers of better stuff.

More money is spent—invested—in wheat buying, more money in modern machinery, brains, methods.

And this "Give More" policy means More Quality, More Steadfastness, More Pride of Workmanship.

With FIVE ROSES we give YOU better satisfaction—a pleased custom, a flour happiness that stands all tests to-day, to-morrow and all the other to-morrows.

For, you see, *every* pound of FIVE ROSES is wrapped in floury satisfaction, and in *every* pound is the germ of a re-order.

More of everything that makes a flour desirable—selling value, more sales, more profits.

More of everything the housewife yearns for—she'll pay *you* more, and Jen tells Jennie every time.

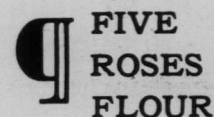
If we give you *more than you expect*, won't you pay us more?

We want you to sell more flour, better flour than your neighbor.

We want YOU to sell FIVE ROSES, Brother Grocer.

Will you?

LAKE OF THE WOODS MILLING COMPANY, LIMITED, MONTREAL





The Original

Merit and Integrity

Have sustained the
High reputation of

BORDEN'S BRANDS

For over 50 years

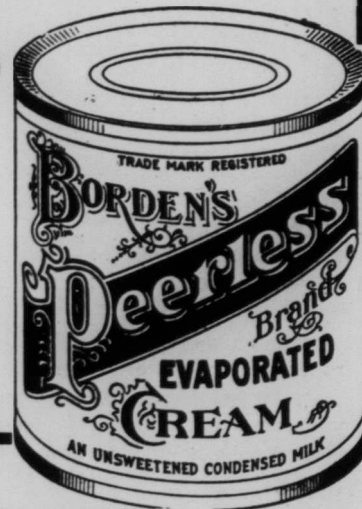
Borden's Condensed Milk Co.

“Leaders of Quality”

ESTABLISHED 1857

WILLIAM H. DUNN, Montreal and Toronto

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



By Royal



Letters Patent

NELSON'S POWDERED GELATINE

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

NELSON'S Gelatine and Liquorice LOZENGES

Should be in your confectionery department.

G. NELSON, DALE & CO., Ltd.

EMBOOTE MILLS, WARWICK, ENGLAND

The above can be had from any of the following agents:
The Smith Brokerage Co., Ltd., St. John, N.B.
Watt, Scott & Goodacre, P.O. Box 1204, Montreal.
J. L. Watt & Scott, 27 Wellington St. East, Toronto.
W. E. Ashley, Winnipeg.
Geo. A. Stone, 84 Inns of Court Buildings, Vancouver, B.C.

GEO. KEMP., LTD.

LONDON, ENGLAND

BISCUITS



Do not miss these
good selling lines

Satisfaction on
all points

Repeat orders
with every mail

\$\$\$
in these da'nty
goods

FOR QUALITY

Export Agents:

H. COLLINGS & CO.

16 Philpot Lane

London, England

CHRISTIE

A plain business talk to our partners, the Grocers of Canada, about stable profits

Have you ever figured out the source of *the only profit worth while* in the grocery business? Take your pencil and do it right now.

Transient business does *not* amount to much.

Your few score or few hundred dependable customers—*mainly your particular buyers*—make up your *paying* trade.

They are *precisely* the customers who make your good will a *valuable asset*.

These customers *insist* on the best groceries—inferior goods will not satisfy them.

If they want biscuits they *demand*

CHRISTIE BISCUITS

because it's a matter of common knowledge that Christie Biscuits are "*The Purest of all Pure Foods.*"

Now, isn't it as plain as day that the manufacturer of high-grade groceries is your best friend? His reputation works for you day after day—keeps on working for you even on Sundays and holidays.

HIGH STANDARD GOODS ARE THE ONLY SOURCE OF STABLE PROFITS IN THE GROCERY BUSINESS.

The superiority of Christie Biscuits *is* conceded—has never been seriously questioned.

You know that, your customers know it—more of them will know it. Whether your best customer wants soda biscuits, sweet or fancy biscuits, she invariably asks for *Christie's*.

The name is a guarantee of biscuit purity and perfection. And the fact remains that

"*Christie Biscuits sell more than Biscuits.*"

CHRISTIE, BROWN & CO., LIMITED

BISCUITS

General Berry Crop is Reported to be Heavy

And Canadian Market Will Reach Its Zenith During the Coming Week—Lemons Remain Quite Firm—Oranges and Cantaloupes are Higher—Market is Most Satisfactory, Abundance Being a Feature—Quality is Also Good—Bananas are Slightly Firmer—Vegetables Like Fruit are in Heavy Demand.

Imported and homegrown fruits and vegetables are dividing a heavy trade and from enquiries that have been made among retailers and wholesalers, the predominant feeling is one of satisfaction. Raspberries, peaches, watermelons and lemons are probably leading a big field for general demand, but in the second division there is a large assortment that is finding plenty of room on the market. Up to the present the season is well up to expectations, although it is admitted that strawberries were somewhat disappointing. Lemons are firm before a steady market. It has been stated that the losses that have been occasioned this year and the high price of lemons are due to the shipping conditions, the stocks often arriving in bad condition. It is held that improved transportation facilities will go a long way to improving the trade in more ways than one. Bananas are slightly higher. Cantaloupes took a big jump recently, warm weather and light shipments being the cause of the trouble.

Oranges have bestirred themselves of late, and particularly in the case of Valencias there is a good demand and a high price is being paid. The supply is none too plentiful. An authority on oranges stated recently that he had never seen such a range of prices as at present. This was due to the many varieties that could be obtained. Raspberries are coming towards the market's spotlight, and those who are in close touch with conditions state that the raspberry will be at its best during the early part of next week.

Blueberries are also being offered now. Gooseberries are said to be plentiful. The market is receiving a veritable cornucopia of the season's fruit and as long as the demand remains firm those who are handling it will welcome the plentitude.

MONTREAL.

Green Fruits—Lemons continue to soar and this week oranges seem to be taking a flight of their own. Lemons are now selling at from \$6 to \$7, and are none too plentiful at these prices. In oranges, California late Valencias are selling at from \$4 to \$5, with prospects being for at least a continuation of those prices, and a distinct possibility of a still further rise.

Raspberries, blueberries and gooseberries are now coming on the market in quantity, and appear to be of very fine quality. Currants are also plentiful.

Grape fruit are very scarce and are now up to \$9. Apples are practically done. Demand for coconuts is very

light and the price seems to be weakening slightly.

Pineapples are very scarce, selling at \$5.50.

Apples—		California navels	4 00	5 00
Bananas crated,		Porto Ricos.....	2 50	
bunch.....	2 00	Mexicans.....	2 25	
Raspberries, box.	0 75	Sicily bitters.....	2 25	3 00
Cherries, basket.	1 00	Jamaica, bbl.....	3 75	4 25
Gooseberries, gal.	0 30	Valencias, large,		
Cranberries, bbl.	11 00	per case.....	4 50	5 00
Cocoanuts, bags.	4 25	Pineapples—		
Grape fruit—		Floridas, case.....	5 50	
Florida, box.....	9 00	Strawberries, qt.	0 10	0 12
Limes, per box.....	1 00	Raspberries, qt.	0 12	0 15
Lemons.....	6 00			
Oranges—				
Floridas.....	3 00			

Vegetables—Last year's vegetables with the exception of potatoes are about done, and large quantities of the new are finding their way to the local market. Prices are lowering almost daily, owing to a lack of buyers for present quantities.

Mushrooms are very hard to obtain, owing to the hot weather prevailing. New carrots are very plentiful, and are selling as low as 15c doz. Other lines are very low as well and in spite of the large volume of business passing dealers complain there is hardly a living profit in it at present quotations.

Beans, green,		Potatoes—		
basket.....	1 00	Montreal, bag.....	0 60	
Beans, wax.....	1 00	Potatoes, new,		
Beets, doz.....	0 40	per bbl.....	2 50	3 00
Carrots, doz.....	0 15	Parsley, dozen.....	0 30	
Cabbage, new, dz	0 50	Parsnips, bag.....	1 00	
Celery, doz.....	4 75	Parsnips, new, dz	0 50	0 60
Califlowers,		Radishes, dozen		
Montreal.....	2 50	bunches.....	0 15	0 20
Cucumbers, doz.	0 40	Rhubarb, doz.....	0 25	
Garlic, 2 bunches	0 25	Spinach, bbl.....	1 75	2 00
Green Peppers,		Tomatoes—		
basket.....	0 75	Floridas, crate(50		
Lettuce—		lb.).....	1 25	1 50
Montreal, doz.....	0 25	Mississippi, 4 bas-		
Mushrooms, lb.....	0 75	ket carriers.....	1 00	
Onions—		Turnips, bag.....	1 50	1 70
Egyptian, lb.....	0 03	0 03½	Turnips, new,	
		bunch.....	0 15	0 20

Fish—Fish trade is quiet as usual at this time of year, though some large future orders are reported. The volume of business, however, somewhat larger than last year, is considered to be in a very healthy state. Production in general has been fair, though in some lines such as mackerel, the catch is far below the last one.

Gaspe salmon has been in good supply, and prices have maintained a good level right along.

Brook trout is scarce and at higher prices, also salmon and frogs. Most lines of lake fish are scarce.

FRESH				
Pike.....	0 08	Lake trout.....	0 12	
Perch.....	0 06	Whitefish.....	0 12	
Steak cod.....	0 06	Mullies.....	0 06	
B. C. salmon.....	0 13	Haddock.....	0 05	
Gaspe salmon.....	0 18	Halibut.....	0 09	
Market cod.....	0 04	Bullheads.....	0 10	
Sturgeon.....	0 10	Carp.....	0 06	
Brook trout.....	0 25	Dore.....	0 12	
		Mackerel.....	0 10	
FROZEN				
Codfish.....	0 04	0 04	Pike.....	0 07
Dore, winter caught,			Salmon, B.C., red,	0 10
per lb.....	0 10		Gaspe salmon.....	0 15
Haddock.....	0 04		per lb.....	0 15
Halibut, per lb.....	0 08½		Smelts, 10 lb. boxes..	0 07½
Herring, per 100.....	1 25		Whitefish, large,	0 09
Market cod.....	0 04		lb.....	0 09
Steak cod.....	0 05		Whitefish, small.....	0 07

Georgia Elberta Peaches

Fancy Stock—Good Shippers
Six-Basket Crates
We can take care of your orders.

Canadian Fruits

Raspberries, Gooseberries
Cherries, Red Currants

California Fruits

Peaches Pears Plums

Oranges Lemons Bananas

Valencias Verdelli Jamaica

Vegetables

Watermelons and Cantaloupes

McWILLIAM

Mc. AND E.
EVERIST

25-27 CHURCH ST. - TORONTO
Carload Importers

"St. Nicholas"

and

"Home Guard"

Verdelli Lemons

are of

Decidedly Superior Quality

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

J. J. McCABE

AGENT

32 Church Street, Toronto.

Green cod, No. 1,
bbl.....
Labrador herring,
Labrador sea tri
bbl.....
Labrador sea tri
half bbl.....
No. 1 mackerel, pe
" " " bbl
No. 1 pollock, bl

Blosters, large, per
Haddies.....
Herring, new smol
Kipped herring,

Clams, Quahogs, p
Clams, Little Neck
Shell oysters, bbl.
Lobsters, live, per
Oysters, choice, bu
Selects, 1
" " Sealship

Boneless cod, in bl
Shredded cod, per
Skinless cod, 100 lb

Green Fr
fruits are f
continue to
figure. Gra
and peaches
—the late an

Rasp

Curre

Cherri

WILL

Toma

Cucu

Write, p

Steve

Grov

HAMILTON



SALTED AND PICKLED

Green cod, No. 1, bbl.	6 00	6 50	Salmon, B.O., red, bbl 14 00
Labrador herring, bbl.	5 00		" " pink, bbl 12 00
" " " bbl.	2 85		" " Labrador, bbl 17 00
Labrador sea trout, bbls.	11 00		" " " bbls. 8 50
Labrador sea trout, half bbls.	6 00		300 lb. 23 00
No. 1 mackerel, pail.	2 00		Salt cels, per lb. 0 07
" " " bbls.	8 00		Salt sardines, 20 lb. pils 1 00
No. 1 pollock, bl.	4 00		Scotch herring, 6 50 7 00
			keg 1 00
			Holland herring, bbl 5 50
			keg 0 75

SMOKED

Blosters, large, per box.	1 00
Haddies.	0 08
Herring, new smoked, per box.	0 13
Kipperd herring, per box.	1 15

SHELL FISH

Clams, Quahogs, per bbl.	6 50
Clams, Little Necks, per bbl.	10 00
Shell oysters, bbl.	10 00
Lobsters, live, per lb.	0 25
Oysters, choice, bulk, Imp. gal.	1 50
" " Selects, Imp. gal.	1 60
" " Sealship, standards, per Imp. gal.	1 75
" " select, per Imp. gal.	2 00

PREPARED FISH

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

WINNIPEG.

Green Fruits—The markets on all fruits are firmly maintained. Lemons continue to move at an extraordinary figure. Grape fruit is off the market and peaches, pears, plums and apricots—the late arrivals are moving freely at

CALIFORNIA FRUIT

Fine varieties now arriving, Bartlett Pears, Plums and Peaches, 6 cars due to arrive to us this week.

GEORGIA and TEXAS PEACHES

Several Cars Rolling

Prices moderate

WHITE & CO., Ltd.

The Fancy Fruit and Produce House.

TORONTO

MAIL ORDERS.

Raspberries (Short crop)

Now at their best.

Currants (Red Cherry)

Cherries (Montmorency)

Will be over this week.

Tomatoes } Canadian

Cucumbers }

Now ready

Write, phone or mail your orders to

Stevens & Soloman

Growers and Shippers of
CANADIAN FRUITS

HAMILTON, - - - - - ONT.
Phone 1990 and 2700

FANCY

RIPE

{ PINEAPPLES
FLORIDA TOMATOES
BANANAS

FRESH

{ LETTUCE
RADISH
RHUBARB
GREEN ONIONS

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

HUGH WALKER & SON

Established 1861) GUELPH, ONTARIO

BUSTER BROWN



The Brand of Lemons
to order from the wholesale.

FOLLINA BROS.,
PACKERS

W. B. STRINGER,
SALES AGENT.

THE CANADIAN GROCER.

good prices. The quality of all stocks is good and merchants are selling heavily.

Bananas, 2 50	Oranges, Val- encias, 5 50
Cranberries, bbl. 8 00	Pineapples, case 5 50
Cocoanuts, doz. 0 90	Raspberries, wash case, 5 00
Lemons, Cal. 10 00	Currants, case 4 00
Peaches, case, 1 75	Watermelons, dz 6 80
Apricots, case, 2 00	Plums, blue, Cal case, 2 25
Cherries, case, 2 50	

Vegetables—Local grown stuff is coming in abundance and the trade is very heavy. Prices are not being reduced.

Asparagus, doz. 1 50	Onions, Eryp- tian, per lb. 0 04½
Butter beans, lb. 0 15	Potatoes, new, bs. 1 75
Carrots, doz. 0 30	Parsley, per doz. 0 25
Cabbage, new, lb. 0 03	Radish, dozen. 0 20
Cucumbers, doz. 1 25	Rhubarb, lb. 0 03
Lettuce, doz. 0 20	Tomatoes, crate 2 00
Mint, doz. 0 30	
Onions, green, per dozen, 0 20	

Fish—The fish market is excellent and stocks are heavy in all the Manitoba fresh stuff. Whitefish has been advanced to 9 cents and quotations may be stronger soon. All other grades are moving well.

Halibut, 0 09	Whitefish, 0 09
Salmon Trout, 0 11	Smoked—
Whitefish, 0 09	Bloaters, basket, ... 1 50
Haddock, 0 06	Fillets, lb. 0 20
Lake Frozen—	Haddie, Finnan, ... 0 08
Goldeyes, 0 03½	Herring, Digby, bdls., 0 95
Yellow Pickerel, ... 0 07	
Pike, 0 03½	

TORONTO.

Green Fruits—This market might well claim to be the centre of attraction just now, sharing first honors with vegetables. Some of the new fruits blaze forth for about two weeks and then are forgotten until midwinter when they are brought forth from cellars and storerooms in the form of preserves. Strawberries are practically off the market, having given place to raspberries. The latter have been arriving in fairly large quantities but the heavy shipments are still to come. The price has been hovering around 13 to 14 cents with some of the dealers getting 15 cents at times. A substantial reduction is expected by the trade, however, when the shipments are heaviest. Cherries, red and blackberries, gooseberries, etc., are all finding many buyers and as the stocks are generally good, business is entirely satisfactory. Blueberries are just beginning to come and while reports regarding the crop seem to be rather contradictory, the general opinion is a hopeful one. Wholesalers also claim that the crop of raspberries is well up to the average.

Imported fruits are also proving favorites with the public. Georgia peaches, Bartlett pears, plums, green gages, etc., are in good demand. Watermelons and cantaloupes are enjoying a good trade, but the condition of the latter upon arrival has at times been for a large part rather soggy. Lemons are firm, bananas are slightly higher and there is good business being done in oranges in spite of the supply of other fruit. The range in prices of the latter is exceptional, and the best quality stock is bringing a good figure.

Bananas, 1 50 2 00	Gooseberries—
Blueberries, bas 1 25 1 50	Large, per bas 1 00 1 25
Cantaloupes, Cal.—	Small, per bas 0 65 0 75
Pony crates, 8 00	Grape Fruit—
Large crates, 7 50 8 00	California, 3 75 4 75
Cherries, sour—	Lemons—
Small basket, 0 50	Vardelli, 6 00 6 50
Large basket, 1 00 1 25	Limes, box, 1 25
Cherries, sweet—	Oranges—
Small basket, 0 50 0 75	Valencia, 4 50
Large basket, 1 00 1 75	Peaches—
Cocoanuts, sack, 4 50	Georgia, 2 50
Watermelons, dz, 6 80	California, 1 25 1 50
small basket, 0 75	Pears, box, 3 50 4 00
Black currants, 1 50	Pineapples, case 2 25 3 00
Green gages, box 1 00 2 00	Plums, case, 1 50 1 75
	Raspberries, 0 12 0 14
	Watermelon, ea. 0 40 0 50

Vegetables—Canadian stocks are coming in more plentifully every day, and although the demand seems to steadily increase, prices are somewhat easier. Tomatoes are more plentiful, although they have not yet crowded the imported variety off the market. Canadian tomatoes are reported doing well and a good harvest of them is expected. The garden crop has hardly got under way yet, but they will be received in a short time. Peas and beans are in good demand and likewise new potatoes. The latter have not yet reached their period of heavy production. The vegetable market is flourishing at present and there are no reports of waste stocks.

Beets, doz. 0 25 0 30	Potatoes, Virg. 2 50 2 75
Beans, wax, per 11-qt. basket, ... 0 65 0 85	Parsley, per doz bunches, 0 25 0 30
Cabbage, case—	Radishes, doz. 0 25
Canadian, 1 75 2 00	Peas, green, per 11-qt. basket, ... 0 35
Carrots, Cana- dian, doz. 0 30	Green peppers, basket, 0 75
Cauliflower, dz. 2 25	Spinach, hamper 0 60
Cucumbers, bas. 1 25	Tomatoes, Cana- dian, h. h., lb. 0 17½
Lettuce, Cana- dian, head, 0 25 0 30	Turnips, bag, 0 40
Onions—	Tomatoes, Texas crate 4 basket 1 25 1 75
Texas Bermudas per crate, 2 00	Tomatoes, Can., basket 11 qt., ... 1 75
Egyptian, sack, 3 00 3 25	New turnips, p. r 11-qt. basket, ... 0 50
Potatoes, Onta- rio, bag, 0 20 0 30	
Potatoes, Dela- ware, 0 75	

Fish—There is a steady business in this market with demand centred around trout and whitefish. There have been no changes in prices.

FRESH CAUGHT FISH	
Halibut, 0 09 0 10	Steak cod, 0 08
Salmon trout, 0 11	Perch, 0 07
White fish, 0 11 0 12	Haddock, 0 07
Herring, 0 06	Mackerel, 0 22 0 23
FROZEN LAKE FISH	
Pickerel yellow, 06	Pike, 0 07
	Whitefish, frozen, ... 0 09
OCEAN FISH (FROZEN)	
Herring, per 100, 1 5	Salmon, pink, per lb., 0 06
	red, 0 09
SMOKED, BONELLESS AND PICKLED FISH	
Acadia, tablets, box, 1 60	Cod, Imperial, per lb., 0 05
Codfish, Bluenose, " 1 40	Fillets, per lb., 0 11
Cod steak, per lb., 0 07	Haddie, Finnan, 0 07
	Quail on toast, per lb., 0 05

INSPECTION OF CANNED GOODS.

Provision Made For This When Goods Are For Export Or From One Province to Another.

Ottawa, July 21.—An order in Council was passed last week bringing into force regulations governing the inspection of preserved fruits, vegetables and milk under the meat and canned foods act. The regulations apply only to the inspection of canned foods for export from Canada, or from one province to another. They are similar to regulations now in force governing cleanliness and sanitary conditions in factories and slaughter houses handling meat for export trade.

It is provided that all operations in connection with the preparation or packing of products in establishments coming within the scope of the act shall be carried on with the strictest regard for cleanliness and public health. All fruits, vegetables, milk or other articles used for canning purposes must be in a wholesome condition, buildings must be kept clean and well lighted, no injurious drug, dye or preservative may be used, and all employees must be free from tuberculosis or any other communicable disease. All cans must have labels giving the name of the packer, the date of packing, and a true and correct description of the contents.

IMPORTANCE OF THE RETAILER.

"It seems pretty clear to-day, more than ever, that the individual retail grocer is the man of the future. Croakers say that his time is past, but careful observers reply that even in the face of huge monopolies, unscrupulous practices, and hustling methods, the individual grocer who makes a careful study of the needs of his customers, of the local conditions, and of the new opportunities for business, holds his own." The above is from the address of James Cooper, President of the Federation of Grocers' Association of the United Kingdom, at the recent twentieth annual conference.

SEASON 1908-9

Dried Apples

Shipments Solicited
Settlements Prompt

W. A. GIBB COMPANY

HAMILTON

JAMES SOMERVILLE, Manager

TRY LEARD'S LOBSTERS and CANNED CHICKEN

Write for Prices

W. A. LEARD

Summerside, P. E. I.

Highest price paid for

DRIED APPLES

O. E. ROBINSON & CO.

ESTABLISHED 1886

Ingersoll - Ontario

Would you like our Weekly Circular

Lemon Bros.

Owen Sound, Ont., and Sault Ste. Marie

Wholesale FRUIT, FISH and PRODUCE

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

Quaker Brand Salmon

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

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

Mathewson's Sons

Wholesale Grocers

202 McGill Street - - Montreal



"Concord" Norwegian Sardines

are distinguished by many exclusive features. We reject all but the very finest small fish, autumn caught. We handle the fish with the greatest care, pay every attention to sanitary details and use only the highest grade oil. They are the only sardines which have an extra cover for use after the tin has been opened. Each tin is guaranteed by the **CONCORD CANNING CO.** of Stavanger.

Send your order to any Wholesale Grocer

LIST OF AGENTS

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



Especial Emphasis

should be laid on the fact that

BRUNSWICK BRAND SEA FOODS

are "quality" goods, and you had better be out of business rather than handle canned goods of doubtful quality!

In "Brunswick" Brand our scientific system of canning preserves the delicious natural flavor of the fish—a great selling point!

See that you have a full range on your shelves!

CONNORS BROS., LIMITED

Black's Harbor, N.B.

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



Newfoundland's Trade and Her Great Possibilities

Special Representative of The Canadian Grocer Travels Over the Island—A Peep Into Her Vast Fishing and Other Industries—Big Importer of Flour and Possibilities for Canadian Millers.

By David Williams.

Newfoundland, Britain's oldest colony, the tenth largest island in the world, situated in the Gulf of St. Lawrence is sixty miles from the nearest point of Cape Breton and only sixteen hundred and forty miles from Ireland.

It is in the direct track of the great Atlantic liners between Europe and America; some of the steamers taking to the north of the island and some to the south.

This great country containing as it does 42,000 square miles and, as said above, Britain's oldest colony, is but sparsely settled; the inhabited portion being almost all around the rugged and ragged coast with a few settlements at points along the rivers where lumbering and pulp and paper industries are carried on. The total population is estimated at 240,000 of whom nearly 90 per cent. gain their livelihood directly or indirectly by fishing.

The revenue of the country for government purposes for the current year is estimated at \$3,200,000 and the public debt is about \$88 per head of the population. This is about \$22 higher than that of Canada but is low compared with some of its sister colonies. Although the progress of the country has been comparatively slow in comparison with that of her neighbor, Canada, much has been accomplished during recent years. There is a fine railway line running from St. John's on the eastern coast to a port on the west, 542 miles in length with branch lines to Harbor Grace and Corbonier and another to Placentia, a quaint old town on Placentia Bay and the ancient French capital of the island.

Has a Busy Capital.

St. John's, the present capital of Newfoundland is for its size one of the busiest places in America. Here the great bulk of the trade of the island is done. The chief exports are fish and the product of the seal catch with pulp and paper looming up in great proportion, while iron ore is exported in large quantities to Canada and the United States.

The great iron mines on the little island of Belle Island in Conception Bay, about three miles from the coast of Newfoundland and twelve miles from St. John's, are represented to be unsurpassed by anything in America. One million tons of iron ore are annually taken out of those mines by the Dominion Coal and Iron Co., and the Nova Scotia Iron and Steel Co., and it is estimated, on the best authority, there is a sufficient supply at that rate to last one hundred years.

Newfoundland not being as yet to any great extent an agricultural country, the bulk of her food supplies, outside of fish, are imported. Large quantities of dry goods and clothing are also imported, chiefly from England as are also the bulk of the groceries.

Flour Chief Among Imports.

Provisions, flour, oats, corn, hay and etc., are furnished by the United States and Canada. During the last year the colony imported \$940,000 worth of hams, bacon and pork and \$1,776,000 worth of flour. Of this a very large proportion

comes from the United States that should be supplied by Canadian millers. In many lines of manufacture, such as canned goods, condensed milk and cream, cereals and prepared foods, Canadian exporters and manufacturers are left behind in the race, United States exporters getting a very large share of the trade.

Some of the reasons given by Newfoundland importers for this are, that U.S. shippers are more prompt in filling orders leaving supplies at the points of shipment by sea; another reason which appeared to apply chiefly to canned goods was that Canadian exporters refused to ship in small quantities while the U.S. competitor would send them whatever they required and in the quantities required. Another complaint sometimes heard from Newfoundland importers was the slowness of carriage by Canadian railways and steamboat lines after goods were shipped.

The policy of the government of the island is high tariff protection, 40 per cent. being the minimum figure on manufactured goods. Considering the growing market and trade of Newfoundland it would undoubtedly be a paying venture for some Canadian industries to establish branch factories there.

Has Brilliant Future.

That this comparatively little known country will develop into great proportions in the near future is beyond a doubt, there being a great tract of agricultural land as yet unbroken near the western coast. While timber and pulp

JAMAICA CIGARS and CIGARETTES

"La Retreat" Brand

Made from the finest and choicest tobacco.

La Retreat Factory Co. Agent required for these Products in Canada.
7 Port Royal St. Special inducement to financially responsible party.
Kingston, Jamaica, B. W. I.

Tell Your Customers That:

SHAMROCK BIG PLUG SMOKING TOBACCO

When out 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., LTD., GLASGOW, SCOTLAND

SPRAGUE

CANNING MACHINERY CO.,

CHICAGO, ILL., U.S.A.

TANGLEFOOT



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

Black Watch

The Big Black Plug Chewing Tobacco

"A Trade Bringer"

Sold by all the Wholesale Trade



wood exists in it is anticipated in large quantities. Any description of the slight without some per industry way between St. Lawrence established one paper mills thousands of paper for the don Times an company also railway on th are regularly of steamers land and Brit per to London for their ar families. Gra are establis that rivals rows of hou erected to ac creasing popul

BRIEF

Business Cha Trade—New ed, Oct

W. A. Foo has assigned. Frank Parr has sold to W Mrs. P. C effected a co

THE CANADIAN GROCER

wood exists in abundance in the interior, it is anticipated that minerals in extensive quantities will also be found there.

Any description of Newfoundland, however slight would be very incomplete without some reference to the great paper industry at Grand Falls about midway between the Atlantic and Gulf of St. Lawrence. This huge concern has established one of the largest pulp and paper mills in the world, employing thousands of men and are producing paper for the London Daily News, London Times and the other journals. The company also own about fifty miles of railway on the island over which trains are regularly run. They own a number of steamers plying between Newfoundland and British ports carrying the paper to London and bringing out supplies for their army of employes and their families. Grand Falls, where the mills are established, is growing in a manner that rivals any western town; whole rows of houses and stores have been erected to accommodate the rapidly increasing population.

BRIEF GROCERY ITEMS.

Business Changes Among the Canadian Trade—New Undertakings Launched, Others Come to Grief.

Ontario.

W. A. Foote, grocer, Hamilton, Ont., has assigned.

Frank Parr, grocer, West Lorne, Ont., has sold to Walter Logan.

Mrs. P. Currell, grocer, Ottawa, has effected a compromise.

E. O'Flaherty, grocer, Stratford, Ont., is succeeded by Agnes Writt.

Catharine Conally, grocer, Kennicott, Ont., is discontinuing business.

A. G. Malcolm, grocer, Wingham, Ont., has sold to McGillivray & Cunningham.

M. J. Mayberry, grocer, Newry, Ont., is removing to Carthage, Ont., about October, 1910.

T. Primeau & Co., grocers, Chatham, Ont., have dissolved partnership, Louise Primeau continuing.

Jas. A. Coleman, general merchant, Winger, Ont., is advertising his business for sale.

T. F. Dove, cash grocer and butcher, 335 Parliament Street, Toronto, has opened another store at 102 Wilton Ave. The latter will, in future, be their main store.

Quebec.

John Barclay, grocer, Montreal, has assigned.

J. A. Bastien & Co., grocers, Montreal, have registered.

O. Leger & Co., grocers, Montreal, have registered.

Zephirin Labelle, grocer, Montreal, passed away recently.

W. Whissell, general merchant, Rapide de L'Original, Que., has sold assets.

The assets of Raymond & Frere, wholesale grocers and liquors, St. Hyacinthe, Que., have been sold.

Western Canada.

Murray & Mitchell, grocers, Winnipeg, Man., have assigned.

J. Morris, grocer, Vancouver, B.C., is succeeded by G. Hacker.

M. A. McCormick has opened a general store at Kindersley, Sask.

W. P. Lauder, grocer, Vancouver, B.C., is succeeded by W. A. Wilkinson.

Thomas Stait, general merchant, Kawende, Man., has sold to J. T. Little.

Annable Toupin, general merchant, St. Agathe, Man., has sold to Jos. Toyall.

Galbraith & Heness, grocers, Vancouver, B.C., have sold to W. Davey.

Van Patten & Webb, general merchants, Kylemore, Sask., have dissolved.

J. A. Grose, grocer and baker, Pilot Mound, Man., has sold to Miss MacConnell.

R. Mindel, general merchant, Lac du Bonnett, Man., has sold to Thomas Rowles.

Gillespie & Walker, grocers, Winnipeg, Ont., are succeeded by Hicks & Gillespie.

H. & G. Bittman have opened a grocery business at Dead Moose Lake, Sask.

The Misses Harrison have opened a grocery and confectionery business in Brandon, Man.

Maritime Provinces.

The Campbellton warehouse of Reed Co., Ltd., wholesale grocers, Moncton, N.B., destroyed in recent fire.

The warehouses of Baird & Peters, and Jones & Schofield, wholesale grocers, St. John, N.B., were also destroyed in the Campbellton conflagration.

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

IF NOT, WHY NOT?

"Tucketts Special"

the new 10c. plug is the latest

Order from Your Wholesaler

Manufactured from

Imported Leaf Exclusively

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

HAMILTON, CANADA.

Classified Advertising

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

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

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

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

ADDING MACHINE.

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

AGENTS WANTED.

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

AGENCIES WANTED.

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

MALE HELP WANTED.

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

BUSINESS CHANCES.

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

COUNTER CHECK BOOKS.

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

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

MISCELLANEOUS.

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

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

MISCELLANEOUS.

ATTRACTIVE fixtures sell your goods. Walker Bin Fixtures and Show Cases prove invaluable in economising store space, and by compelling custom, assist materially in effecting sales. Send for catalog. Estimates for fixtures submitted. Walker Bin and Store Fixture Company, Ltd., Berlin, Ont.

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

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

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

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

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

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

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

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

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

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

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

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

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

MISCELLANEOUS.

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

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

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

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

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

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

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

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

725,000 LIVE MERCHANTS use National Cash Registers. We couldn't sell them unless they saved people money. The National will guard your money too. Write us for proof. National Cash Register Co., 285 Yonge St., Toronto.

REPRESENTATIVES WANTED.

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

TECHNICAL BOOKS.

SALES PLANS—This book is a collection of 535 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, Contents, etc. Price \$2.50, postpaid. MacLean Publishing Co., Technical Book Dept., 134-139 University Ave., Toronto.

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

Baki
Diamond W. H.
1-lb. tins, 2 doz. in
1-lb. tins, 2
1-lb. tins, 2

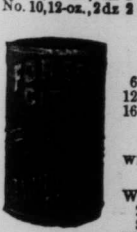
IMPERIAL
Cases.
4-dozen.....
3-dozen.....
1-dozen.....
3-dozen.....
1-dozen.....
1-dozen.....



CANADIAN
Aylmer Jams
Per
Strawberry..... 1
Raspberry..... 1
Black currant... 1
Red currant... 1
Raspberry & red
currant..... 1
Raspberry and
gooseberry... 1
Damson plum,
stoneless.... 1
Greengage plum,
stoneless.... 1
Gooseberry.... 1
Pure Pr
5 & 7 1/2
Strawberry.....
Black currant...
Raspberry.....
Other varieties...
Freight allowed
WHITE SWAN
White Swan Baki
doz. in case, \$2 d
1-lb. tins, 80c doz.



Cartoons—Per d
No. 1, 1-lb., 4 doz 2
No. 1, 1-lb., 2 doz 2
No. 2, 5-oz., 6 doz 0
No. 2, 5-oz., 3 doz 0
No. 3, 2 1/2-oz., 4 doz 0
No. 10, 12-oz., 4 dz 2
No. 10, 12-oz., 2 dz 2



QUOTATIONS FOR PROPRIETARY ARTICLES

Baking Powder table with columns for Diamond, Imperial Baking Powder, and Magic Baking Powder, listing sizes and prices.

Imperial Baking Powder table listing cases, sizes, and prices.

Magic Baking Powder table listing cases, sizes, and prices.

Royal Baking Powder table listing cases, sizes, and prices.

Royal Baking Powder table listing cases, sizes, and prices.

Canadian Canneries, Limited table listing products like Strawberry, Raspberry, etc.

White Swan Spices and Cereals table listing products like Strawberry, Black currant, etc.

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Chocolate and Cocoa table listing products like King's Oxford, Gillett's Mammoth, etc.



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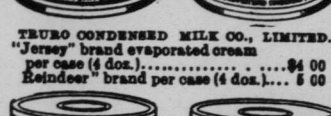
Chocolate and Cocoa table listing products like King's Oxford, Gillett's Mammoth, etc.

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Condensed Milk table listing products like Eagle Brand, Gold Seal, etc.



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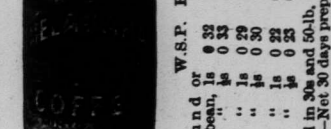
Condensed Milk table listing products like Eagle Brand, Gold Seal, etc.

Condensed Milk table listing products like Eagle Brand, Gold Seal, etc.

Condensed Milk table listing products like Eagle Brand, Gold Seal, etc.

Condensed Milk table listing products like Eagle Brand, Gold Seal, etc.

Confections table listing products like Cream Bars, Milk Chocolate, etc.



Confections table listing products like Cream Bars, Milk Chocolate, etc.

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Vertical text on the left edge of the page, including 'SAMPLES', 'Concrete', 'G SYSTEM', 'ADVANTAGE', 'ED.', 'ACTU-'. Includes small illustrations of books and a box.

Vertical text on the right edge of the page, including 'W.S.P. Ret. P.', 'W. CLARK'S SPECIALTIES', 'Canada Cream Cheese'. Includes small illustrations of a bottle and a box.

A GROCER'S CO-OPERATION



RISING SUN Stove Polish in Cakes gives a lustre which far outlasts all others under the heat of the stove, and that is why it has so many friends that call for it over the grocery counters the world around. We believe that the real live grocer wants to push the goods that please his customers, and that is why we have the hearty co-operation of thousands upon thousands of grocers everywhere. It pays you to push it.

MORSE BROS., Props. - Canton, Mass., U.S.A.



Fortify Your Position

as a grocer by adding to your shelves

2 in 1

The World's Best Shoe Polish

It produces a brilliant, lasting polish and is, moreover, waterproof.

"2 in 1" is a popular favorite and sells all the time.

See to Your Stocks.

The F. F. Dalley Co., Ltd.
HAMILTON, ONT., and BUFFALO, N.Y.

BRANDS
"BANNER" & "PRINCESS"
CONDENSED MILK

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

St. George Evaporated Cream

(Unsweetened)

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

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

J. MALCOLM & SON

ST. GEORGE,
ONT.

Molassine Meal

Molassine Dog and Puppy Cakes

Molassine Terrier, Hound and Puppy Meal

Molassine Chicken and Poultry Food

Are reliable foods for horses, cattle, dogs and poultry.

Sole Canadian Importer:

ANDREW WATSON

91 YOUVILLE SQUARE, MONTREAL

NOTICE TO MANUFACTURERS

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

R. B. Wiseman & Co.

123 Bannatyne
Avenue East

WINNIPEG, MAN.

Reference—Bank of Ottawa, Winnipeg

W
Y

Wal

The

"W"

They
tion
20c.
hand
FAN

J. A.



Ocean corn starch, 4
30-lb. wood palls...
Pure assorted jam...
dozen in case...
Jelly
IMPERIAL



Assorted
The GENUINE.



Prices—Ont
Less than 5 cases...
Five cases or more...

BROOMS OF QUALITY

WE make them! YOU should sell them!

YOUR customers will appreciate them! OURS do

and keep our factory going on FULL TIME

A postal will bring you information.

Walter Woods & Co.

Hamilton and Winnipeg

There's Genuine Pleasure

and liberal profit in selling

"WHITE LILY" BRAND MARSHMALLOW BISCUITS!

They are genuine satisfaction-givers because of their excellent flavor and the crisp and fresh condition in which they always reach the retailer. Put up in glass-front tin boxes and retail at 18c and 20c. Obtainable also in 20-lb. tins and in wood boxes. Other leading "White Lily" lines you can handle profitably are—CREAM SODAS, HAVELOCK LUNCH, JAMJAMS and PEOPLE'S FANCY MIXED.


Write for prices.

J. A. MARVEN, Limited

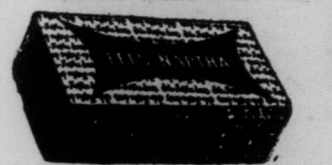
Moncton, N.B.



OCEAN MILLS Montreal
 Chinese starch, 48 1-lb., per case \$4.00;
 Ocean Baking Powder, 48 3-oz., \$1.40;
 48 4-oz., \$1.30; 60 8-oz., \$4.50; 36 1-lb., \$3.75; 48 1-lb. pkg., \$4; 10 1-lb. tins, \$5; loose 25 lbs., \$1.75;
 Ocean blancmange, 48 8-oz., \$4; Ocean borax, 48 8-oz., \$1.00; Ocean cough syrup, 36 6-oz., \$6.00; 36 8-ounce, \$7.30;
 Ocean corn starch, 48 1-lb. \$3.60.
 Jam Per lb. 0 06
 30-lb. wood pallets..... 0 06
 Pure assorted jam, 1-lb. glass jars, two dozen in case..... 1 75



Jelly Powders
IMPERIAL DESSERT JELLY
PURE AND DELICIOUS
 THREE FRUIT FLAVORS
 CARTONS EACH 1 DOZ



Assorted flavors—gross 10.75.
Soap
 The GENUINE. Packed 100 bars to case.

Prices—Ontario and Quebec:
 Less than 5 cases..... \$5 00
 Five cases or more..... 4 95

Fly Pads.
WILSON'S FLY PADS
 In boxes of 50, 100, pack-
 ets, \$3 per box; or three
 boxes for \$2.95; 5 boxes
 \$2.75.



WHITE SWAN SPICE AND CEREALS, LTD
 White Swan, 15 flavors, 1 doz. in handsome counter carton, per doz., 90c.



Shirriff's
 List price.
 "Shirriff's" (all flavors), per doz....
 Discounts on application.

Lard
M. E. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

Tierces.....	\$0 12
4-bbls.....	0 12
Tubs, 50 lbs.....	0 12
30-lb. Falls.....	2 60
20-lb. tins.....	2 50
Cases 2-lb.....	0 13
" 5-lb.....	0 13
" 10-lb.....	0 13

F.O.B. Montreal.



GUNNS "MARSHMALLOW" LARD COMPOUND.

Tierces.....	0 12
Tubs.....	0 12
30-lb. pallets.....	0 12
20-lb. tins.....	0 13
10-lb. ".....	0 13
5-lb. ".....	0 12
3-lb. ".....	0 13
1-lb. cartons.....	1 30

Licorice
NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb.....	\$0 40
Fancy boxes (36 or 50 sticks), per box.....	1 25
" Ringed" 5-lb. boxes, per lb.....	0 40
" Acme" pellets, 5-lb. cans, per can.....	2 00
" Acme" pellets, 5-lb. cans, per box.....	1 00
Tar Licorice and tolu water, 5-lb. cans, per can.....	2 00
Licorice lozenges, 4-lb. glass jars.....	1 75
" " 20 5-lb. cans.....	1 00

"Purity" licorice, 10 sticks..... 1
 " " 100 sticks.....
 Dulc, large cent sticks, 100 in box.....
Lye (Concentrated)




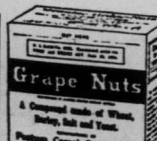
GILLETT'S PERFUMED LYE
 Per case
 1 case of 4 doz \$3 00
 3 cases of 4 doz 3 40
 5 cases or more 3 35

Marmalade.
T. UPTON & CO.
 12-oz. glass jars, 2 dozen case, per doz. \$1; 16-oz. glass jars, 2 doz. in case, per doz. \$1.45; 5 and 7 lb. tins and 7-lb. pallets, per lb. 7/10; pint sealers (24 oz.), 1 doz. in case, per dozen \$2.25.

SHIRRIFF BRAND
 "Imperial Scotch"—
 1-lb. glass, doz..... 1 55
 2-lb. " " " " 3 00
 4-lb. tins, " " 4 05
 7-lb. " " " " 7 25

"Shredded"—
 1-lb. glass, doz..... 1 90
 2-lb. " " " " 3 10
 7-lb. tins, " " " " 8 25

Cereals.

Post Toasties
Grape Nuts
 A Food
 Grape Nuts—No. 22, \$1.00; No. 23, \$1.00.
 Post Toasties—No. 13, \$1.00.



ST. CHARLES CONDENSING CO
PRICES:
 St. Charles Cream-family size, per case..... \$3.00
 Baby size, per case..... 2.00
 Ditto, hotel, 3.75
 Silver Cow Milk 4.25
 Purity Milk.... 4.25
 Good Look.... 4.00


Mustard
COOLMAN'S OR KERN'S
 D.S.F., 1-lb. tins..... per doz. \$ 1 40
 " " 1-lb. tins..... " 2 50
 " " 1-lb. tins..... " 0 75
 Durham 4-lb. jar..... per jar 0 75
 " " 1-lb. jar..... " 0 25
 F.D. 1-lb. tins..... per doz. 0 45
 " " 1-lb. tins..... " 1 35

IMPERIAL PREPARED MUSTARD
 Small, cases 4 dozen..... 0 45 dozen
 Medium, cases 2 dozen..... 0 90
 Large, cases 1 dozen..... 1 35

Olive Oil
LAPORTE, MARTIN & CO., LTD.
 Minerva Brand—
 Minerva, qts. 1 1/2..... \$ 5 75
 " pta. 2 1/2..... 6 50
 " 1-pta. 2 1/2..... 4 25

Sauces
PATERSON'S WORCESTER SAUCE
 1-pint bottles, 3 and 6 dozen cases, doz 0 90
 Pint bottles, 3 dozen cases, doz. 1 75

Soda
COW BRAND



DWIGHT'S SODA
 Case of 1-lb. containing 90 packages, per box, \$3 00
 Case of 1/2-lb. containing 180 pkgs. per box, \$3 00
 Case of 1-lb. and 1/2-lb. containing 90 1-lb. and 90 1/2-lb. pkgs. per box \$3 00
 Case of 50 pkgs. containing 90 pkgs. per box, \$3 00

MAGIC BRAND Per case
 No. 1, cases 60 1-lb. packages..... \$3 00
 No. 2, " 120 1-lb. " " " 3 00
 No. 3, " (50 1-lb. " " " 3 00
 No. 5 Magic soda—cases 100—10-oz. pkgs. 1 case..... 2 00
 5 cases..... 2 00

TRADE MARK BRAND



REGISTERED

WOOD'S HOLLANDER COFFEE

Fragrant, Pungent, The Choicest of the Choice!
Delicious!

Imported and Roasted by

THOMAS WOOD CO., LIMITED
No. 428 St. Paul St. Montreal

Soap and Washing Powders

A. P. TIPPET & CO., AGENTS
Maypole soap, colors, per gross \$10 20
Maypole soap, black, per gross 15 30
Orizole soap, per gross 10 20
Florida soap, per gross 12 00
Straw hat polish, per gross 15 20



3 doz. to box.... \$3 50

6 doz. to box \$7 20

30 days.



1 box, price \$4.00

5 box, price \$3.90

Freight pd. on 5 box lot.



Or Quick Naptha Soap (100 bars to case) in 5 case lots (delivered) \$3.35 each. The Richards Pure Soap Co., Ltd., Woodstock, Ont.

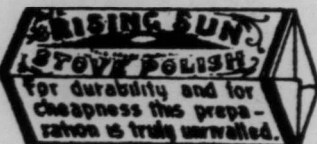
Starch

EDWARDSBURG STARCH CO., LIMITED
Laundry Starches—
No. 1 white or blue, 4-lb. carton... \$0 06
No. 1 white or blue, 3-lb. carton... 0 05
Canada laundry, 5-lb. draw-lid boxes... 0 05
Silver gloss, 5-lb. tin canisters... 0 07
Silver gloss, 6-lb. tin canisters... 0 07
Edward's silver gloss, 1-lb. pkg... 0 07
Kegs silver gloss, large crystal... 0 06
Benson's satin, 1-lb. cartons... 0 07
No. 1 white, bbis. and kegs... 0 06
Canada white gloss, 1-lb. pks... 0 06
Benson's enamel, per box... 1 50 to 3 00
Culinary Starch—
Benson & Co's. Prepared Corn... 0 07
Canada Pure Corn... 0 05
Rice Starch—
Edwardsburg No. 1 white, 1-lb. car. 0 10
Edwardsburg No. 1 white or blue... 0
BRANTFORD STARCH WORKS, LIMITED
Ontario and Quebec.
Laundry Starches—
Canada Laundry, boxes of 40 lb. 0 06
Acme Gloss Starch—
1-lb. cartons, boxes of 40 lb... 0 06
Finest Quality White Laundry—
3-lb. canisters, cases of 48 lb... 0 07
Barrels, 200 lb... 0 06
Kegs, 100 lb... 0 06
Lily White Gloss—
1-lb. fancy cartons, cases 30 lb. 0 7
6-lb. toy trunks, 8 in case... 0 08
6-lb. toy drums, with drumsticks in case... 0 06
Kegs, 25, crystals, 100 lb... 0 07
Brantford Gloss—
1-lb. fancy boxes, cases 35 lb... 0 07
Canadian Electric Starch—
Boxes of 48 fancy pags., per case 3 00
Canned Haddies. "Thistle" Brand
A. P. TIPPET & CO., AGENTS
Cases 4 doz. each, flats, per case... \$5 00
Cases 4 doz. each, ovais, per case... 6 00

For charges for inserting quotations in this dept. apply to Advt. Manager, The Canadian Grocer, at our nearest office.

Stove Polish

Per gross
Rising Sun, No. 1 cakes, 1/2 & 1/4 grs. bxs. \$8 50
Rising Sun, No. 3 cakes, gross boxes... 4 50
No. 5 Sun Paste, 1/2 gross boxes... 5 40
No. 10 Sun Paste, 1/2 gross boxes... 9 00



JAMES DOME BLACK LEAD
6a size, gross, \$2.40 2a size, gross, \$2.50
Boot Polish



PACKARD'S BOOT AND SHOE POLISHES
Mon-Ami, \$9 gross;
Black "O", \$9 gross;
Large Combination,
\$20 per gross; Pony
Combination, \$10;
French Glycerine,
\$9; Ladies' Special,
\$20; Pat. Lea. Cream
\$20 per gross.

Syrup

EDWARDSBURG STARCH CO., LTD.
"Crown" Brand Perfection Syrup.
Barrels, 700 lbs... 0 25 per b.
Half-barrels, 350 lbs... 0 25 " "
1-barrels, 175 lbs... 0 25 " "
Balls 25 lbs... 1 30 each
253 lbs... 1 80 " "
Plain tins, with label—
5 lb. tins, 3 doz. in case... 2 50
6 " 1 " " " " " 2 75
8 " 1 " " " " " 3 75
10 " 1 " " " " " 4 75
(5, 10 and 20 lb. tins have wire handles.)



THE "SALADA" TEA CO.
Wholesale Retail

Green Label 1's and 1/2's \$0 25 \$0 30
Green Label 1/2's and 1/4's 0 30 0 35
3-lb. Label 1's 1/2's and 1/4's 0 35 0 40
5-lb. Label 1's and 1/2's 0 40 0 45
Gold Label 1/2's 0 44 0 50
Red-Gold Label 1/2's 0 55 0 60



EMPIRE PACKAGE TEA
Cases 50 and 50 lbs. each—
Black, Mixed, and Green
Ceylon

35c.....1s, 30c; 2s, 21c.
30c.....1s and 2s, 23c.
40c.....1s and 2s, 25c.
50c.....1s and 2s, 28c.
75c.....1s and 2s, 50c.
100 lb. lots freight paid.



Black Label, 1-lb. \$1 00

Orange Label, 1's and 1/2's 0 25 0 30
Six-Label, 1's 0 30 0 35
Brown Label, 1's and 1/2's 0 25 0 30
Green Label, 1's 0 25 0 30
Red Label, 1's and 1/2's 0 25 0 30

LAPORTE, MARTIN & OTE, LTD.
Japan Teas—
Victoria, 4-lb., 80 lbs 0 25
Princess Louise, 4-lb., 80 lbs 0 19
Ceylon Green Teas—Japan style—
Lady, cases 80 lbs 0 18
Duchess, cases 80 lbs 1 19



BLUE RIBBON TEA CO., MONTREAL

Wholesale Retail
Yellow Label, 1's 0 20 0 25
" " " " " " 0 25 0 30
Green Label, 1's and 1/2's 0 24 0 30
Blue Label, 1's and 1/2's 0 25 0 35
Red Label, 1's, 1/2's and 1/4's 0 30 0 40
White Label, 1's, 1/2's and 1/4's 0 35 0 50
Gold Label 1's and 1/2's 0 45 0 60
Purple Label, 1's and 1/2's 0 55 0 80
Embossed, 1's and 1/2's 0 67 1 00



Wholesale Retail
Pink Label 1's and 1/2's 30c. 40c.
Gold Label 1's and 1/2's 35c. 50c.
Lavender Label 1's and 1/2's 45c. 60c.
Green Label 1's and 1/2's 50c. 75c.

Canisters
Gold Tins, 5's 35c. 1.75 50c. 2.50
Gold Tins, 3's 35c. 1.05 50c. 1.50
Gold Tins, 1's 35c. each 50c. each
Gold Label, 1's 18c ea. 36 lb. 25c ea. 50 lb.
Red Tins, 1's 35c ea. 70 lb. 50c ea. 100 lb.
Red Tins, 1's 18c ea. 73 lb. 25c ea. 100 lb



MELAGAMA TEA
MINTO BROS., 45 Front St. East

black, green, mixed-1's, Wholesale 70c., retail \$1; 1/2's, 55c. and 80c.; 1/4's, 44c. and 60c.; 1 lb. and 1/2's, 40c. and 60c.; 1 lb., 1/4's, 30c. and 50c.; 1 lb., 1/4's, 32c. and 40c.; 1/2's, 25c. and 30c.; 1 lb., 2c. and 30c. We pack Japans in all grades at same prices. We pack in 60 and 100 lb. cases. All delivered prices.



Ceylon Tea, in 1 and 1/2-lb. lead packages—black or mixed.

Black Label, 1-lb., retail at 25c \$0 20
Black Label, 1/2-lb., retail at 25c 0 21
Blue Label, retail at 30c 0 24
Green Label, retail at 40c 0 30
Red Label, retail at 50c 0 35
Brown Label, retail at 60c 0 45
Gold Label, retail at 80c 0 65



Pure Gold Jelly Powder..... 80 cents per doz.
Pure Gold Salad Dressing Powder } per doz.
Discounts on application.



THOMAS WOOD & CO., LTD.
Montreal and Boston.

Wood's Pure Package Tea

in 1/2-lb. tins. All grades—either black, green or mixed.
GILLET'S CREAM TANTAR
1/2-lb. paper pags., 4 doz. in case \$0 30
1/2-lb. paper pags., 4 doz. in case 1 80
4 doz. 1/2-lb. paper pags. assorted \$7 20
1/2-lb. cans with screw covers, 4 doz. in case \$2 00
1-lb. cans with screw covers, 3 doz. in case \$ 75
5-lb. sq. canisters, 1 doz. in case 0 30
10-lb. wooden boxes 0 27 1/2
25-lb. wooden pails 0 27 1/2
100-lb. kegs 0 25 1/2
300-lb. barrels 0 25

THE QUAKER OATS CO.
Winnipeg prices—Quaker oats, 36's (or 2-18's \$3. case; Quaker oats, 20's, (with premium 4.10; Quaker Best Y. Cornmeal, 24's, 2.40; Puffed rice, 36's, 2.90; Puffed wheat, 36's, 2.90; Quaker Toasted Corn Flakes, 36's, (11 case lots, 1 case free, delivered) 2.90; 54 case lots, 1/2 case free, delivered; Banner oats, 20's (with premium) 4.10; Saxon oats, 20's, (with premium) 4.10; Pettijohn breakfast food, 18's, 2.25; Apitex biscuits, 24's, 3.50; Saxon wheat food 24's, 3.25; Cracked wheat, 24's, 3.50; Hominy 24's, 2.40; Puffed rice, 36's, 25 lbs. each, 23c lb

Tobacco.
IMPERIAL TOBACCO COMPANY OF CANADA, LIMITED—EMPIRE BRANCH.
Chewing—Black Watch, 6s 44
Black Watch, 12s 45
Bobs, 6s and 12s 46
Bully, 6s 44
Currency, 6s and 12s 46
Stag, 6 2-6s 46
Old Fox, 12s 44
Pay Roll Bars, 7s 56
Pay Roll, 7s 56
War Horse, 6s 43
Plug Smoking—Shamrock, 6s, plug or bar. 45
Rosebud Bars, 6s 45
Empire, 6s and 12s 44
Ivy, 7s 50
Starlight, 7s 50
Out Smoking—Great West Pouches, 6s 50

Yeast
Royal Yeast, 3 doz. 5 cent pags. \$1 15
Gillett's Cream Yeast, 3 doz. in case. 1 15

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—AND—
Cotton Twine

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**BRUNNER, MOND & CO.'S
ENGLISH SAL SODA**

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Washing Soda sold.

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SOLE AGENTS MONTREAL

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well as ALL WINTER?

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