

CANADIAN GROCER

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

Montreal: 761-762 Eastern Townships Bank Bldg.
London, Eng.: 88 Fleet St., E.C.

Toronto: 142-149 University Ave.
New York: 115 Broadway

Winnipeg: 34 Royal Bank Building

VOL. XXV.

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No. 25



For Years Past
Colman's AND Keen's

Have Distanced All
Competitors in

The Mustard Market

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



MAGOR, SON & CO.

AGENTS FOR THE DOMINION OF CANADA
403 St. Paul Street

MONTREAL

Toronto Office:
30 Church St.

Gravies That Are Never Lumpy

are not the gravies that are made from flour. It's very hard to keep flour from becoming lumpy in gravies and sauces. But just suggest to your customers that

BENSON'S PREPARED CORN

be used instead. Incidentally, you might also tell them that they will find the improved taste of the gravy or sauce very pleasing. Little suggestions like this are appreciated, you will find.

EDWARDSBURG Starch Company, Limited

MONTREAL CARDINAL TORONTO BRANTFORD VANCOUVER



The Best Proposition!

Looked at any way you please, no line of goods holds out the same inducements to the Grocer as

UPTON'S Jams, Jellies and Marmalade

First, they are made from the finest fruits in the world--Canadian Fruits--selected by experts and preserved and bottled in an up-to-date, sanitary factory, which is a model of cleanliness. Second, the "Upton" line never 'sticks,' because our extensive consumer advertising has created a demand for these goods; and third, selling "Upton's" specialties invariably leaves a satisfaction and profit-margin behind that makes trading a pleasure.

Are you featuring "Upton's"?
If not, fall in line with the 'wise' ones.

ORDER TO-DAY THROUGH YOUR JOBBER

The T. Upton Co., Limited
Hamilton, Ont.

"THISTLE" Canned Fish

Canned Haddies, Kippered Herring and Tunny Fish, packed under the label and brand of "Thistle," come direct from the famous St. Mary's Bay Fishing grounds. The motto of the Packers is: "not how cheap but how good." The verdict of connoisseurs is: "*the finest produced.*"

SARDINES From Norway

Packed in perfectly pure Olive Oil by *Olsen & Kleppe* at *Stavanger*, Norway, and packed with wondrous care and skill in the selection. Their special leading brands "Albatross" (small fish) and "Ambrosia" (a trifle larger) command ready and large sales to the most fastidious people.



Long Live THE KING

Griffin & Skelley's Dried and Canned Fruits (all packed under the "Griffin" brand) are unique in the possession of that absolute confidence which wins permanent trade—the "Griffin" brand is like the "sterling" mark on silver. Seedless and Seeded Raisins, Sterilized Prunes, Cured Fruits and Canned Fruits.

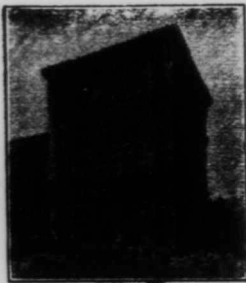
GRIFFIN'S Dried Fruits

Vermicelli, Macaroni, Spaghetti and Fancy Pastes, bearing the name "Codou" on the package, are accepted the world over as the best of their kind—nothing finer can be produced. Cleanliness is absolute in the factory whence they come—the model factory of national repute. The rigid maintenance of quality is absolute. "Codou" is the name.

CODOU'S Macaroni

ARTHUR P. TIPPET & CO., Agents

Montreal



Montreal Office

Manufacturers' Agents and Brokers' Directory

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.



Winnipeg Office

WANTED TO PURCHASE Whole or part interest in Manufacturers' Agency, Brokerage, or Commission Business in Western Canada or on Pacific Coast. Address, Box 744, Care CANADIAN GROCER, Toronto.

**THE MARSHALL
BROKERAGE COMPANY**
67 Dundas St., LONDON, ONT.

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

J. W. GORHAM & CO.

Manufacturers' Agents and Grocery Brokers

HALIFAX - NOVA SCOTIA
We are open for a few high class specialty lines

FOR SALE

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

J. T. ADAMSON & CO.

Customs Brokers
and Warehousemen

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

WESTERN DISTRIBUTORS LIMITED

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

BASKATOON, - WESTERN CANADA

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

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

10 Garfield Chambers, Belfast, Ireland.

J. A. TILTON

WHOLESALE GROCERY BROKER
ST. JOHN, N.B.

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

Currants

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

W. H. Millman & Sons
Wholesale Grocery Brokers
TORONTO

W. S. CLAWSON & CO.

Manufacturers' Agents and Grocery Brokers.

Warehousemen
ST. JOHN, - - - N.B.
Open for a few more first-class lines.

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

G. C. WARREN

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

W. G. A. LAMBE & CO.

TORONTO
Grocery Brokers and Agents.
Established 1885

W. G. PATRICK & CO.

Manufacturers' Agents
and
Importers
77 York Street, Toronto

MacLaren Imperial Cheese Co.
Limited

AGENCY DEPARTMENT
Agents for Grocers' Specialties and Wholesale Grocery Brokers
TORONTO, Ont. DETROIT, Mich.

Lind Brokerage Co.

73 Front St. East - TORONTO
HEADQUARTERS FOR
Muscavado and Crystals
Raw Sugar

WATSON & TRUESDALE

Wholesale Commission Brokers and
Manufacturers' Agents.
WINNIPEG, - - - MAN.
Domestic and Foreign Agencies Solicited.

—WINNIPEG—

H. G. SPURGEON
Wholesale Broker and Manufacturers' Agent
Canadian, British and Foreign Agencies Solicited.
236 Chambers of Commerce. P.O. Box 1812

DISTRIBUTORS, LIMITED

P. O. Drawer 98
EDMONTON, ALBERTA
Manufacturers' Agents, Commission Merchants, Warehousemen.
Track connection with all Railroads.

A. Francois Turcotte

COMMISSION MERCHANT
Room 16, Morin Block
Quebec, - Canada
One or two more agencies wanted
FIRST CLASS CONNECTION

—MOOSE JAW—

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

J. F. EBY, President

HUGH BLAIN, Vice-President

TWO SNAPS

"GOLD MEDAL" CONCENTRATED SOUPS

Regular size cans that retail ordinarily at two for a quarter.

YOURS FOR \$1.00 DOZ.

"GOLD MEDAL" and "COLUMBIA" SOUPS

Quart tins—sold regularly at 35c.

YOURS FOR \$2.40 DOZ.

AYLMER PURE GRAPE JELLY

12 oz. glass jars—sold regularly at 15c. A good line and a repeater.

YOURS FOR \$1.00 DOZ.

EBY-BLAIN, LIMITED

Wholesale Grocers

Toronto

A Safe Investment

BORDEN'S EVAPORATED MILK PEERLESS BRAND



The Original

When the Grocer buys a Stock of Peerless he has made a safe investment.

No worry about Quality.

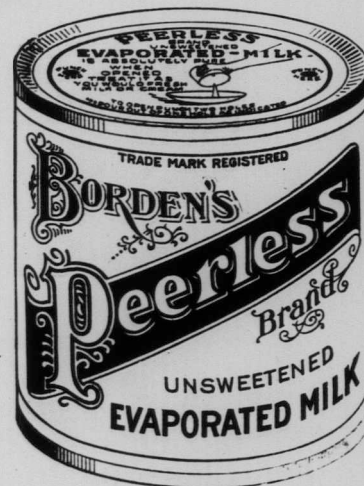
Every Can Guaranteed.

Its Fine Flavor Pleases.

It Satisfies your Customers.

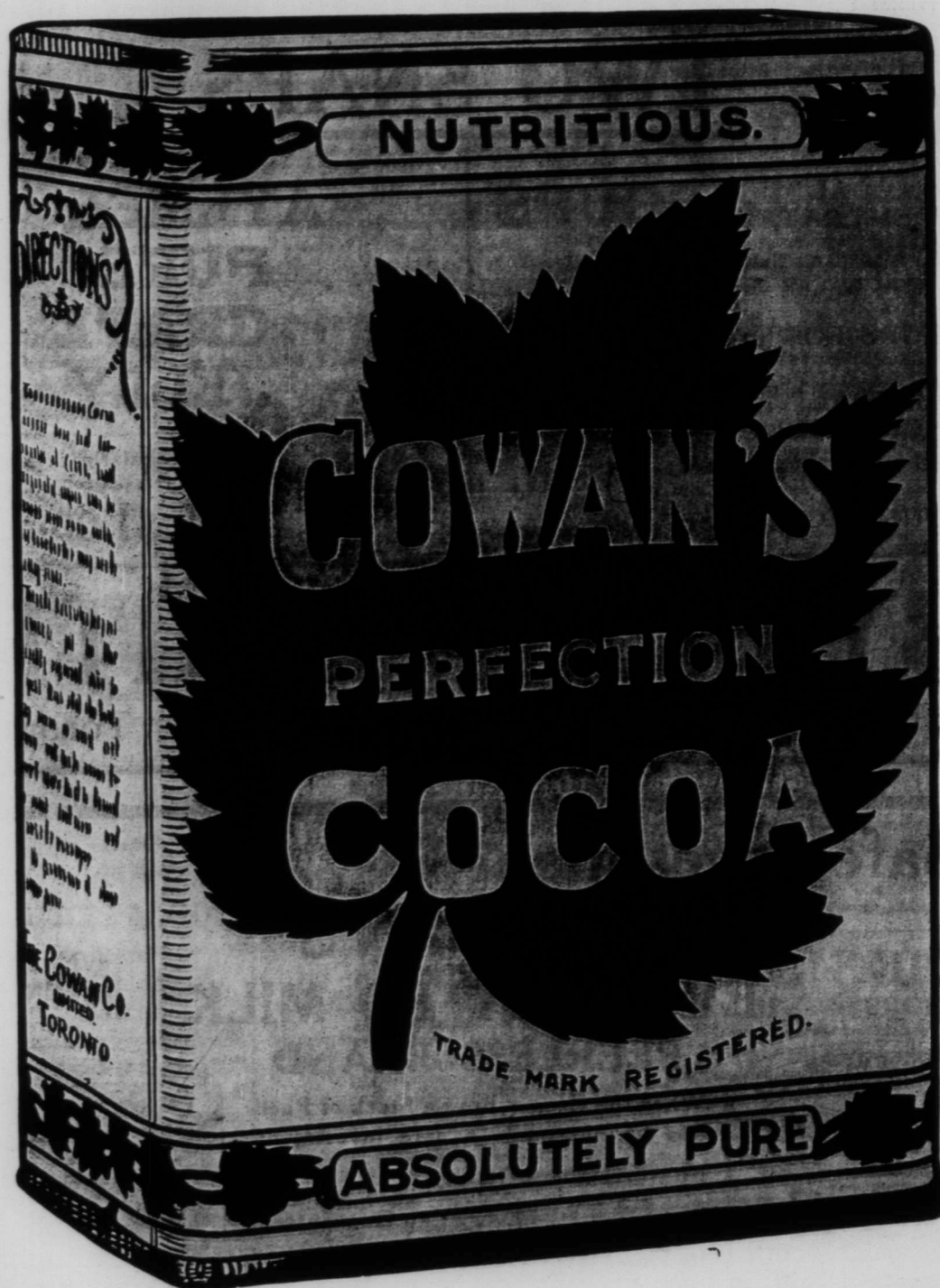
BORDEN'S CONDENSED MILK CO.
"Leaders of Quality" Established 1857

Sales Offices and Agencies:—
MONTREAL TORONTO WINNIPEG
and VANCOUVER



Unsweetened

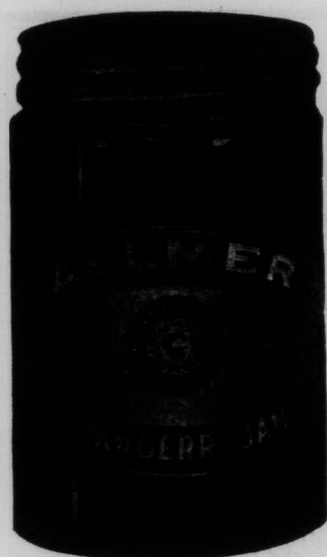
Mason & Hickey, Winnipeg and Calgary
WILLIAM H. DUNN,
Montreal, Toronto and Vancouver



Every grocer knows that Cowan's Perfection Cocoa is a distinctly profitable article to sell. You can increase your sales by telling your customers of the many different ways in which it can be used.

For Chocolate Ice Cream, for Chocolate Fudge, Puddings, Cakes, etc.,
Cowan's Perfection Cocoa is unsurpassed.

THE COWAN CO., LTD., TORONTO, ONT.



Feature Camp Stock Now!

These popular food products have found wide-spread favor by reason of their unvaried quality and genuineness of flavor.

AYLMER

BRAND

Jams, Jellies,
Preserves,
Catsups,
Baked Beans,
Canned Fruits
and Vegetables



back up every claim
made for them.

An excellent line to feature
for camp use.

Their freshness when packed and the
methods used in their packing make them
year-round staples.

Dominion Cannery Ltd.

HAMILTON :: ONT.



Up-To-Date Equipment Pulls Business!

SHARPENER



Nothing so adds to your reputation as the installation of modern devices for handling your goods, and the

BERKEL MEAT SLICER

will influence new custom to your store because of the clean and attractive way in which it cuts your bacon and ham.

Incidentally it will surely increase your sales of boned meats, and will prove a very attractive ornament on your provision counter. The "Berkel" will positively cut at least twice as many slices to the pound as is possible to cut with a knife. Fitted with an automatic sharpener, and protected to prevent accident.

Be wise and investigate the merits of the "Berkel." Write us to-day for full details and particulars of what other Canadian Grocers think of it.

Canadian Agents

W. A. FREEMAN CO., Ltd.

Hamilton, Ontario.

Slices Boiled Ham and Bacon
down to the last ounce

"ENTERPRISE"

MR. Up-to-date Grocer, your ambition is (or should be) to install an Electric Coffee Mill.



When you do—get a good one, as good as you can afford.

If it's an "Enterprise" it will be backed by the oldest and largest manufacturers of these goods in the country.

Note the style illustrated. The grinders are connected direct to the shaft of the motor. No belts or gears to litter up the store and make it look like a machine shop and *fewer parts to wear.*

Perhaps you'd be glad to look over a catalog of electrically driven Coffee Mills, Meat Choppers, etc. Glad to send it.

The Enterprise Mfg. Co. of Pa.

PATENTED HARDWARE SPECIALTIES

Philadelphia, Pa., U. S. A.

21 Murray Street, New York

544 Van Ness Avenue, San Francisco

THE CANADIAN GROCER

WAGSTAFFE'S

Fine Old English

PURE JAMS, JELLIES, MARMALADES,
ETC.



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

Cleanliness is our motto.

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

Book your orders quickly.

WAGSTAFFE Limited

Pure Fruit Preservers

HAMILTON

ONTARIO

“GET A RECEIPT”



89.0 JAN 11

★D 77.00

A. LABONTE
MONTREAL
GROCERIES

Return This Check
In Case Of Error
It Is Your Receipt

Putting a Receipt in Every Parcel Benefits the Customer

- It prevents disputes. Prevents overcharging.
- Prevents mistakes in change. Stops mistakes in charge accounts.
- Insures a proper record of money paid on account.
- Gives information about special sales and new lines of goods handled by the merchant.
- Protects children and servants by giving them a receipt to take home.
- Shows which clerk waits on each customer, and in case goods are exchanged proves the price paid and date purchased.

National Cash Register Receipts protect millions of customers daily against mistakes and carelessness.

Considering the material, workmanship, and what they do, National Cash Registers are the lowest priced machinery made. They sell from \$13.00 to \$870.00.

Putting a Receipt in Every Parcel Benefits the Merchant

- It stops mistakes. Stops losses. Removes temptation.
- Increases trade. Increases profits.
- BECAUSE** It enforces a correct record of All cash sales. All credit sales. All money received on account and all money paid out.
- It wins the confidence of the public. Makes every sale advertise your business. Satisfies customers.
- Makes each clerk responsible for the way he serves customers.
- Every merchant's success depends on whether his methods of handling his business gives the above results.

National Cash Register Receipts protect hundreds of thousands of merchants daily.

Ask for complete information about the "Get a Receipt" plan. Write
THE NATIONAL CASH REGISTER CO., F. E. MUTTON, Manager for Canada
 285 YONGE STREET, TORONTO



Krackly Nut Pop Corn

THE NEW CONFECTION
"Just dandy, beats Candy."

The demand has commenced, buy early and don't lose profits.

Packed in air-tight packages, will keep "Krunch Krisp."

Profitable to the Retailer.

Sold through your Jobber.

MANUFACTURED BY

O-Pee-Chee Gum Co., Limited

LONDON,

CANADA



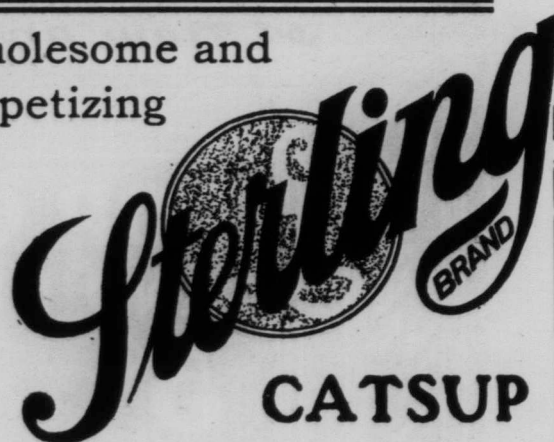
Superior merit and better value are bound to win.

DOMINION SILENT MATCHES

have a stem that will not break, and a head that will not splutter when you strike them. Attractive boxes, adding greatly to the good quality as a staple article and shelf stock.

The Dominion Match Co., Limited
Deseronto, Ont., or
Canada Brokerage Co., Ltd., TORONTO

Wholesome and
Appetizing



is one of the leaders of the famous "Sterling" line, and is composed of the finest tomatoes and purest spices only.

Made and bottled in a modern factory of light and cleanliness by experts.

A seasonable and profitable line for you to sell. Send for prices.

The T. A. LYTLE CO., Limited
STERLING ROAD, TORONTO



IN OFFERING YOU THE LINE OF

MOODY'S HOUSEHOLD SPECIALTIES

we do so with an absolute knowledge of the purity and cleanliness of the ingredients and what each will do.

The formulas have been developed in our own laboratories and tested in every conceivable way.

Moody's specialties are Best in quality and lowest in Price.

STOCK FOR RAPID SELLING

ALPHA CHEMICAL CO., Limited
BERLIN, CANADA



Wash
Day
Worries

are reduced to a minimum by the housewife who uses a soap that rapidly and thoroughly cleanses soiled clothes. Such an article is

Wonderful Soap

the household favorite on wash day. As pure as soap can be made and does not injure the finest fabrics.

Its attractive labelling and packing assist in effecting a rapid sale; its sterling qualities are your guarantee of repeat orders.

An excellent staple line, and the profit will reward you for featuring.

THE GUELPH SOAP COMPANY
GUELPH ONTARIO

**C
L
A
R
K
'
S**



**NOTICE THE NAME AND
PROTECT YOUR FUTURE
WITH QUALITY.**



**C
L
A
R
K
'
S**

It is all the PROTECTION you require. It enhances your reputation as a business man. It carries to your customers a guarantee that was founded and exists on quality.

Every line is an INDIVIDUAL SPECIALTY PUT UP BY THE HOUSE THAT KNOWS HOW.

QUALITY is being demanded more and more every day by the Canadian Public. Why not add to your assets by introducing more of CLARK'S QUALITY GOODS?

Every can will be an illumination in your store.

CLARK'S QUALITY GOODS magnetize and cement their influence, making pleased customers and repeat orders. The more of CLARK'S you carry the more of CLARK'S you deliver. NONE of CLARK'S QUALITY GOODS STAND STILL. Your profits never dwindle or dawdle, but grow larger and come quick and sure.

Have you a full line of the people's favorite

PORK and BEANS?

PLAIN SAUCE	SIX SIZES	THE PINK LABEL
TOMATO " "	" "	" BLUE "
CHILI " "	THREE "	" RED and GOLD LABEL

Your Wholesaler can supply your needs without delay.

WM. CLARK, MONTREAL

MANUFACTURER

HIGH GRADE FOOD SPECIALTIES

THE NAME "FAIRBANK" MEANS SOAP SURETY

GOLD DUST



saves work for your customers by its cleansing power, and GOLD DUST advertising saves work for you by its selling power. One is as searching as the other—just as GOLD DUST itself goes into every nook and corner of the household after dirt, GOLD DUST advertising goes into every corner of the country after customers and sends them to your store.

MADE BY

THE N. K. FAIRBANK COMPANY, MONTREAL

THE NAME KNOX GELATINE



means something to your customers—it means Purity, Sparkling Clearness, and a big generous two quarts of jelly to the package. Now is the season to make special mention of KNOX ACIDULATED GELATINE. With it your customers can have lemon gelatine with half the ordinary bother and half the ordinary expense, because the lemon juice required is in an extra envelope in the package. Mention this—its convenience is a strong selling point.

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

Branch Factory: Montreal, Canada



WESTON'S

High Grade

FANCY BISCUITS

in all varieties.

WESTON'S Marshmallow Biscuits are very highly commended for their flavor and quality. Guaranteed to retain their natural softness and color under all conditions. We have specialized on these goods and our sales have justified all expectation.

WESTON'S SODA BISCUITS



In all sizes, 10c.—2 lb., 2½ lb., 3 lb., or in bulk.

Freight prepaid on all orders.

If our traveller does not call on you please advise.
We will send samples and prices.





ROWAT'S

SUMMER DRINKS

Delicious — Refreshing

Our Lime Juice has been on the market for years. The **delightfulness of flavor** and the **highness of quality** are gaining thousands of new customers every year.

The BOTTLE which contains the Lime Juice is of standard decanter design and will prove very useful after the fluid is extracted.

Dealers' inquiries will receive prompt attention.

Rowat & Co. GLASGOW
SCOTLAND

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



SANITARY CANS

FOR

WINTER PACK

OF

BAKED BEANS, SOUPS,
MEATS, CONDENSED MILK,
EVAPORATED MILK. ❁ ❁

Sanitary Can Co., Ltd.,

Niagara Falls, Ont.

THE CANADIAN GROCER

PRESERVING SEASON

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

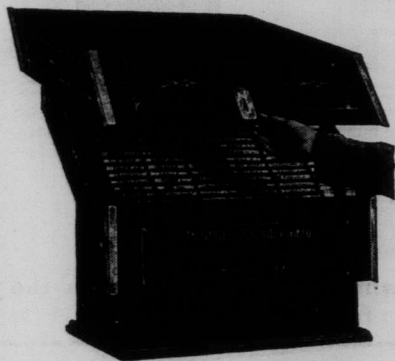
St. Lawrence Granulated

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

St. Lawrence Sugar Refining Co., Limited

Montreal, Que.

1911 MODEL
KEITH ACCOUNT SYSTEM



AS CONVENIENT TO OPERATE
AS A ROLL-TOP DESK.

Make Secure What You Can't Insure

Is it good business to carry Fire Insurance on your store and stock of goods? Of course it is—you would not think of being without that protection.

Is it good business to have your home covered by insurance? You know it is—you wouldn't feel safe a week without that protection.

NOW THEN

You can't insure your accounts—your most valuable assets—would it be good business to secure them against loss through fire by the use of the KEITH SYSTEM?

BEAR IN MIND

As a result of the book for each customer's account with the numbered slips it is the only system that prevents forgotten charges. It takes care of your accounts down to the smallest detail—all with one writing and keeps your collections up as they should be.

It saves time, saves errors, saves disputes and will save your accounts in case of fire.

It is not an expense, but an investment that pays its cost in a few months' time on our instalment plan.

It will pay you to get full information.

THE SIMPLE ACCOUNT SALESBOOK COMPANY

SOLE MANUFACTURERS, ALSO MANUFACTURERS OF COUNTER PADS FOR STORE USE
1926 Depot Street, FREMONT, OHIO, and HARTFORD, CONN., U.S.A.
Victor Archambault, 28 Bridge St., Sherbrooke, Que., Representative for Quebec and Maritime Provinces.



SELF-INDEXING, ONE-WRITING.
FIRE-PROOF

SATISFIED TEA USERS

FROM GARDEN TO GROCER

While you keep your customers supplied with the most satisfactory tea at the minimum price you need have no fear of the inroads of either competitors or tea peddlers.



"MAYBELL" Ceylon Tea

is more attractive in appearance and quality than any other tea at anything near the price. The following prices will enable you to meet the price offered through peddlers and get a large margin of profit.

5 lb. Boxes, 8 to the case, 24c. per lb.
10 lb. Boxes, 4 to the case, 23½c. per lb.
50 lb. Half Chests, - 20c. per lb.

CEYLON ORANGE PEKOE

CANADA BROKERAGE COMPANY

Toronto, Ont.

LIMITED



Get Wise



and Busy



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

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

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

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

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

J. MALCOLM & SON

Order from your wholesaler or direct from the factory.

ST. GEORGE

ONT.



LYNCH'S BISCUITS ARE SOCIAL FAVORITES

They are attractively done up and arrive at your store as crisp and dainty as when they leave our ovens.

Creamalt Sodas—Family Pilot—Graham Wafers—Ginger Snaps—Seed Sugar—Fig Bars—Crimp Sugar—Lemon Creams

Lynch's Limited—Sydney, N.S. Manufacturers of Biscuits, Bread and Confectionery

Perfect Vinegar



requires no persuasive salesmanship. It is by far the easiest to handle and the most satisfactory to sell.

Being of delicious flavor, full and rich, it is used more often and more liberally at the table than the inferior grades, and is naturally in more constant demand.

White Cottell & Co.'s Vinegar

is perfection, of guaranteed strength, rich in aroma and flavor. Keeps well and always gives satisfaction.

CANADIAN AGENTS:

W. L. Mackenzie & Co., 306 Ross Avenue,
Winnipeg.
L. A. Gastonquay, 60 Bedford Row, Halifax, N.S.
Standard Brokerage Co., 1640 First Avenue
West, Vancouver, B.C.
W. A. Simonds, 89 Union Street, St. John, N.B.
W. L. Mackenzie & Co., 606a Center Street,
Calgary.

White Cottell & Co.

Camberwell, S.E., LONDON, Eng.

1911

CHRISTMAS

1911

London, Canada

Our Xmas samples are now ready. There are many new Novelties. Assortment and values better than ever. One of our 33 Salesmen will call on you at an early date, of which you will be further advised by postal. Do not buy until you see our samples. Your order will receive our best attention.

Yours respectfully,

D. S. PERRIN & COMPANY, LIMITED
London, Canada



ALL GROCERS SHOULD STOCK

Borwick's BAKING POWDER

The original Baking Powder with a world-wide reputation of 70 years. A genuine British manufacture and recognized as the standard article in the Mother Country.

Made from the finest and purest ingredients, absolutely free from alum, acid phosphates or deleterious substances.

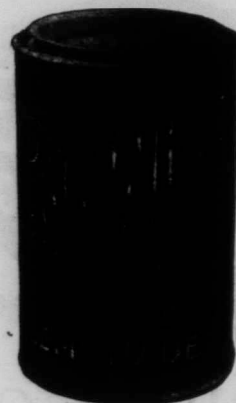
½ lb., ½ lb. and 1 lb. Tins.
Economical and Reliable.

George Borwick & Sons
Limited

LONDON, ENGLAND

Canadian Agent: KENNETH H. MUNRO, 333
Coristine Building, MONTREAL

CARTER'S



Big Wheel Lemonade Powder

Table Jellies, Custard Powder
etc., etc.

H. W. Carter & Co., Ltd.
BRISTOL, ENGLAND

Simple, But Oh How It Sold Dates!



Here's a simple little thing one grocer did that brought him three days of splendid date sales.

He cut our advertisement of DROMEDARY DATES from a monthly magazine—we advertise in nearly all the good

ones—and pasted it on the front of his window. Over it was a brush sign, "We Sell These," and in the window a display of the cartons with one open. He says he never sold so many dates in his life.

DROMEDARY DATES are sure to sell if people see them, because they are the finest selected fruit, wrapped carefully in oiled paper and packed in cartons. They're clean, fresh, and indefinitely moist. All jobbers.

We also pack ROYAL EXCELSIOR and ANCHOR brand package dates.

THE HILLS BROS. COMPANY
Beach and Washington Sts., NEW YORK

FIGS

A Snap to Close a Consignment

3 inch layers, 1 ³/₈ lb. boxes \$1.00 dozen]

3 inch layers, 2 ¹/₂ lb. boxes \$2.00 dozen

LOUCOUM Pulled, 3 lb. boxes \$3.00 dozen

All above

are in First Class Shape.

MATHEWSON'S SONS,
MONTREAL

MR. GROCER :---

When ordering Canned Goods if you do not get the following you are not getting all that is due you. Order

ESSEX BRAND

Canned Goods, and secure

FAIR PRICES

SPLENDID ASSORTMENT

EXCELLENT QUALITY

FULL DELIVERY

ESSEX CANNING & PRESERVING CO.

ESSEX,

..

..

ONTARIO

LIMITED

"VERGINE" BRAND OLIVE OIL

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

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

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

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


HEAD OFFICE:

Corner
Church and Colborne Sts.
TORONTO

The Charles
Cicero
Company LIMITED
SPECIALISTS IN ITALIAN PRODUCTS

BRANCH:

256 St. Paul Street
MONTREAL



“DUNOYA” SARDINES

OLDEST ESTABLISHED BRAND ON THE MARKET

Possess an alluring daintiness, delicacy and delicious flavor, making them a temptation and delight.

A particularly profitable line for you to handle.

RETAILING AT 10c. A TIN

Very popular among every class of trade, and allowing you a good profit on every sale.

CANADIAN AGENTS

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(J. A. Henderson) ONTARIO

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So many Merchants who have bought

Bowser Self-Measuring Systems

for kerosene and gasolene NOW say they don't see how they got along without them.

Why don't you use a Bowser? There is money in it.

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No measures—no funnels—no dirt—no danger. Saves Time, Space and Profit.

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Just drop a card and say,
send me free book No. 5.

Don't wait—send
it NOW.



S. F. Bowser & Co., Ltd.

TORONTO, ONT.
66-68 Fraser Ave.


Do You Sell on Credit ?

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

Allison Coupon Books

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

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

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

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Dealers in Coffee, Cocoa, Pimento, Hides, Honey
Wax, Sugar, Rum, etc., etc.

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CASTOLS, the substitute for Castor Oil, which has become the mothers' friend because the children all like it, will bring you

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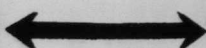
Don't forget the Chocolate Coated Candy Blocks, which are thoroughly effective.

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BIG PROFIT

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Your Particular Customer will welcome your recommendation to try this line! None but small selected, summer-caught herrings are canned in these patent tins, and none but pure delicate spices are used. Scrupulous care and cleanliness are observed in the various processes, and the line leaves a 'real' good margin of profit for YOU. Try a case. Ask your wholesaler.

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that will be the story of the grocer who is featuring



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Because superior merit and better value are bound to win.

"Rideau Hall" Coffee has that delightful aroma and exquisite flavor that guarantee repeat orders wherever a pound is sold.

"Rideau Hall" Coffee, perfectly blended and roasted, is the acme of perfection.

IN ONE POUND AND 25c. TINS ONLY.

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THE
"WALKER BIN"
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is the only Complete Line of Modern Grocery Fixtures Manufactured in Canada.

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

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

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and let us give you an estimate.

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

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

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is unrivalled for Purity, Delicious Flavour,
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Extra Granulated Sugar

and you link to your store the best class of trade.

No other sugar will compare with it.

Make the test yourself. Place samples of other manufacturers alongside it. You will see the difference and recognize the advantage to you of recommending "Redpath" Sugar as the Best.

Extra Granulated
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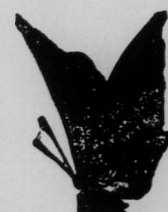
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FUSSELL'S
THICK RICH
CREAM

(GOLDEN BUTTERFLY BRAND)

Rivals the very finest Devonshire
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THE BEST BRITISH MAKE—DIRECT FROM THE GROWERS

FARROW'S "A-1" is the only English Brand that has smashed the monopoly. Write your nearest agent for a sample tin. **Compare the get up, the quality and the price—then you'll know the reason why!**

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H.P. SAUCE

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"For Old Acquaintance Sake"
is all right sometimes
BUT NOT IN BUSINESS

"FOR PROFIT SAKE"
WILL SUIT YOU BETTER

WHITE SWAN LYE

Shows you a profit of 50%
and gives your customers
much more for their
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Guaranteed Absolutely Pure

Sold from Ocean to Ocean
ON MERIT

THE MOLASSES THAT INCREASES SALES!

Apart from the unquestioned quality and
flavor of

GINGERBREAD BRAND MOLASSES

it will sell readily because the large
variety of sizes in which it is put up can-
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ment of your customers.

Gingerbread Brand is a strong baker,
of good body, and a profitable line to
handle.

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

GIVE YOUR WHOLESALER A TRIAL ORDER.

The Dominion Molasses Co.,
LIMITED
HALIFAX NOVA SCOTIA

DON'T TAKE OUR WORD FOR IT!
Just write for Inland Revenue Bulletin
No. 208 which certifies

"Canada First" Evaporated Milk

to be absolutely pure, and to contain the
very highest percentage of genuine
food values.

You will never have complaints if you
are handling "Canada First."

MADE IN CANADA BY CANADIANS

**The Aylmer Condensed Milk
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Head Offices: Hamilton, Ontario

THE STANDARD STOVE POLISH

of the trade

JAMES DOME BLACK LEAD

The finest article in Stove Polish on the market.

Pays a good profit.

W. G. A. LAMBE & CO., Canadian Agents, TORONTO

Sell More Tapioca!

You Can Greatly Increase Your Sales of Tapioca
by Pushing



Minute Tapioca

This is an absolutely pure tapioca that is all ready for instant use. Pudding can be made in fifteen minutes. No soaking required. Six full quarts of delicious pudding can be made from one package.

Order now from your Jobber.

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It makes the plainest fare appetising, and makes delightful to the palate the flavor of Fish, Meat, Stews, Soups, Gravies, Curries and Salads.



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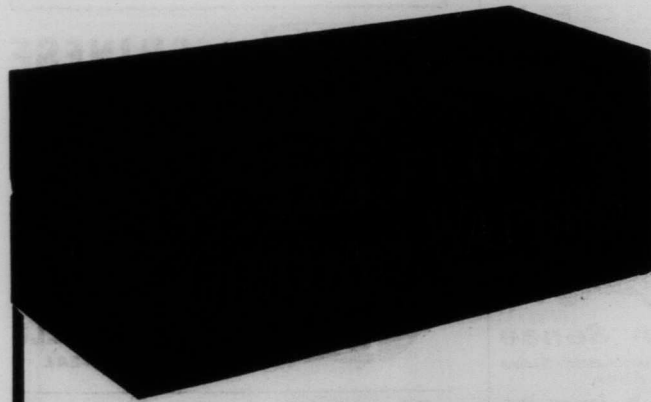
ALWAYS REACH YOU FRESH

You can't be too particular about the freshness of your biscuit stock—stale biscuits will antagonize your most friendly customer. Protect yourself by ordering

TELFER'S GRAHAM WAFERS

and other plain and fancy biscuits. We GUARANTEE every tin to reach our customers fresh, crisp and wholesome.

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Your particular customer
wants the best!



**WHITE
DOVE
COCOA-
NUT**

because of its purity
and quality, is the
acknowledged leader
in Cocoanuts!

The friend of all who
cook!

**W. P. Downey,
MONTREAL**

THE PEOPLE OF
JAMAICA

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

KINGSTON

"GLENER"

might bring inquiries. Better
write for rates to

I C STEWART, Halifax

The W. H. ESCOTT CO.

WHOLESALE

Grocery Brokers

137 BANNATYNE AVENUE

WINNIPEG

COVERING

MANITOBA and SASKATCHEWAN

CORRESPONDENCE SOLICITED

MOP STICKS.

MOP-STICKS

OF DURABILITY

are the "TARBOX BRAND"

No. 8 Plain Cloth Holder.
No. 10 Combination Brush
Specify through your Jobber along
with Self-wringing and Crank-wring-
ing Mops. Manufactured by
TARBOX BROS. - Toronto, Ontario

POULTRY REQUISITES

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

Incubators & Brooders

English and American, from \$8.50 up.

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**THE POULTRY & SUPPLIES
SALES CO.**

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SUCHARD'S COCOA

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

The GRAY, YOUNG & SPARLING CO., Limited
**SALT
MANUFACTURERS**

Granted the highest awards in com-
petition with other makes.

WINGHAM ESTABLISHED 1871

WINDSOR SALT

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

TORONTO SALT WORKS
TORONTO, ONT. CHAS. J. CUFF, MANAGER

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



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

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

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

Are you prepared to
meet the demand for
summer drinks?

Nothing is more cooling, refreshing
or healthful than Cold Springs Lemon-
ade Powder.



Three years of selling to a critical
buying public and never yet heard a
complaint.

Used extensively throughout the
colonies, giving general satisfaction.

See to your stocks—the time is ripe.

S. H. EWING & SONS

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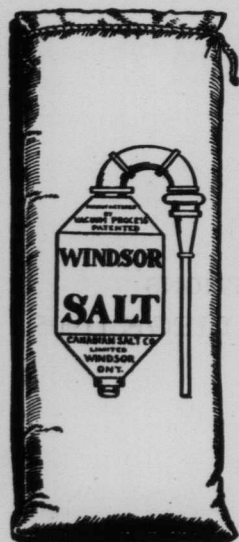
**CHINESE
STARCH**

HAVE YOU
A STOCK?
GREAT SELLER
ALL THE TIME.

GET PRICES

**OCEAN MILLS
MONTREAL**

When writing advertisers kindly men-
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this paper.



We know of no trade-mark that covers a product that is nearer perfection, or that is more universally used in Canada, than the

WINDSOR SALT

trade-mark shown on this bag.

Windsor Salt is the only satisfactory salt for a good grocer to sell.

THE CANADIAN SALT CO., LIMITED
WINDSOR, - ONTARIO



When you are tired trying other Bottled Coffees

and tired listening to customers' complaints about them, stock

"KIT" COFFEE

Price—Nom. 5-oz. bottles, \$1.55 per doz.
Nom. 10-oz. bottles, \$3.00 per doz.

The only Bottled Coffee that is a Success.

'Kit' Coffee is what your customer is looking for—a concentrated essence of finest flavor and aroma in a form that is **HANDY TO USE.**

The retail grocer who stocks "KIT" Coffee is sure of plenty of Coffee Business.

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Fly Time is Here

Stop the onward march of the household pest by installing for sale a quantity of

WONDER FLY KILLER

and feel assured you are doing most to rid the house of this torment

Push the sale to all of your customers—you will find they meet with instant approval and prove a good profit for you.

Dominion Agents:

Crystal Sealing Co.

204 Stair Building, Toronto - Phone Adelaide 199

KO-KO-BUT

The Perfect Cooking Butter. 100% Pure Vegetable Fat.

MORE ECONOMICAL **MORE DIGESTIBLE**
MORE WHOLESOME

than butter.

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

Write for full Particulars.

Dominion Coconut Butters Limited

Merchants' Bank Building,
Corner St. Catherine & University Streets **MONTREAL**

DON'T LOOK FOR TROUBLE!

There's plenty in store for the average retailer without seeking more. Feature lines of known repute! In the line of condiments sell—

QUEEN QUALITY
Pickles,
Tomato Catsup
and
Worcester Sauce
a Universal Sauce



They are noted for their purity and flavor, and never fail to add a zest to even the plainest fare. All ingredients are selected with the utmost care, and the composition of our goods is one long tale of skill and cleanliness.

Write for discounts and prices.

TAYLOR & PRINGLE CO., LIMITED
Owen Sound, Ont.

THERE IS NO TIME LIMIT

to the popularity of

"SALADA"

Hundreds of pounds
were sold

YESTERDAY

Thousands of pounds
are being used

TO-DAY

and its popularity will
be greater still

TO-MORROW

QUALITY IS THE SALESMAN

SALADA TEA CO.

TORONTO and MONTREAL

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The Associated Boards of Trade Meet

Western Canadian Body Holds Annual Convention in Albertan City—Fort William Accepted to Membership—Bumper Crop Predicted for This Year—Assisted Immigration and Its Problems—Discussion on Dry Farming—The Bulk Sales Act Endorsed for Adoption in Alberta — A Uniform Fire Insurance Policy.

(Staff Correspondence.)

Lethbridge, Alta., June 22.—Notwithstanding the great distance which separates the city of Lethbridge from the other leading centres of the West, and also the fact that it occupies an extreme point in the territory covered by the Associated Board of Trade of Western Canada, a very satisfactory number of delegates gathered at the eighth annual convention, which began June 14th and concluded the following day. After the delegates had spent a few hours in the city they were well satisfied that the Boards of Trade had made this city their choice for convention centre. The railway facilities proved adequate, the weather was ideal and the city itself presented such an attractive appearance that all the delegates expressed delight as they greeted one another at their respective hotels.

Planned in Advance.

It was evident that the Board of Trade at Lethbridge had planned considerably in advance to make the convention a great success and also to entertain in a most gratifying manner the delegates assembled.

Representatives from the local board met the trains and accompanied the delegates into the city. They lost no time in making the delegates acquainted with local board men and with the leading citizens.

The fact that the splendid auditorium in the fine new Y.M.C.A. edifice had been reserved for the convention at some inconvenience of the directors of that institution demonstrated also that the greatest possible efforts had been put forth to make the convention, in every way, entirely satisfactory.

Application From Fort William.

A feature of the growth of the work of the Associated Board of Trade of Western Canada was the fact that a representative was present from Fort William in Western Ontario to make application on behalf of the Fort William Board of Trade for affiliation with the Associated Boards.

By ten o'clock on the morning of June the fourteenth some twenty delegates had registered at the secretary's desk and among the names there were nearly all the directors of the Board of Western Canada.

President E. M. Saunders, manager of the Bank of Commerce, at Calgary, late of Moose Jaw, called the meeting to order shortly after ten o'clock and gave an opportunity to E. A. Cunningham, vice-president of the Lethbridge Board, to welcome the delegates on behalf of the mayor and council and the local Board. Mr. Cunningham spoke briefly of the importance of a convention of such an influential body and welcomed the guests in cordial fashion.

The President's Address.

President Saunders replied stating that in his estimation the large number present at the opening session indicated



WILLIAM GEORGESON,
Who Was Elected President of the Associated Board.

that the delegates appreciated a visit to the city of Lethbridge.

President Saunders then delivered the annual address as follows:

"During the session at Brandon last June, it was suggested that the secretary should issue bulletins at regular intervals throughout the year, giving a detailed report of the follow-up work of the Executive in connection with the resolutions passed. Acting on this suggestion, bulletin No. 1 was issued along with the annual report. This bulletin contained copies of letters forwarding resolutions to their different destinations, and acknowledgments of the same, together with a copy of an

address of welcome presented on behalf of the Association to the Right Honorable Sir Wilfrid Laurier on the occasion of his tour through Western Canada last summer. No definite results appeared in this bulletin in connection with resolutions dealt with, except in the case of the one recommending the adoption of a uniform fire insurance policy for the three Western Provinces. Mr. Fitzgerald, Superintendent of Insurance at Ottawa, replied in connection with this resolution that while he approved of the adoption of a uniform fire insurance policy, he did not think that there would be any special advantage in the adoption of this uniform policy, unless it covered the whole Dominion, as most of the insurance companies were doing business from coast to coast.

Manitoba Government Aloop.

Bulletin No. 2 was issued about the first of this year covering a period from the 1st October, 1910, to about the first January, 1911. In this bulletin, resolution No. 1, re protection of the cattle industry in Western Canada," resolution No. 6, re "Increased Facilities in Customs Department," resolution No. 7, re "Adjustment of Duty on Imported Fresh Fruits and Vegetables," resolution No. 16, re "Telegraph Rates," resolution No. 12, re "Distribution of Harvest Hands," resolution No. 27, re "Navigation of the Saskatchewan River," were dealt with. We regret to note from this bulletin that, although persistent and repeated efforts had been made by our secretary to the Manitoba Government to consider our resolutions sent in to them, no results had been secured up to the time of the closing of the period covered by this bulletin, ending the 1st January, 1911.

Bulletin No. 3, which was distributed in the month of May of this year, covered a period from the 1st January, 1911, to the 1st May, 1911. This bulletin contained letters in connection with the follow-up work, and results of interviews with the representatives of the different provincial governments.

To Secure Better Results.

As all the correspondence in connection with the following up of last year's resolutions is brought out in detail in the bulletins already referred to, it seems unnecessary for me to deal further with them. While it might be con-

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ceded that our work in this connection this past year has brought better results than in previous years, still, I think that at this convention some action should be taken that would bring better recognition of our resolutions by the provincial governments of Western Canada.

Since we last met in convention at Brandon, this western country has seen many changes, most of which I feel quite safe in stating have been along the lines of progression.

Last Year's Crop.

Another crop has been harvested, and while results were not as satisfactory in some districts as in previous years, still the following figures secured from a bulletin issued by the Northwest Grain Dealers' Association, Winnipeg, on the 28th February last, would indicate that the crop results were much better than many predicted they would be.

Wheat Situation, February 25th, 1911. Manitoba, Saskatchewan and Alberta.

	Bushels
Inspected to date	57,953,250
In transit—not inspected	650,000
In store at country points	11,500,000
Marketed at Winnipeg	150,000
Allow for country mills, seed and feed	26,000,000
Total	96,253,250
In farmers' hands to market	8,300,000
Total crop	104,553,250
	Bushels
Oats inspected to date	11,588,100
Oats in store at country points	3,725,000
Oats in farmers' hands to market	8,350,000
Total	23,663,100
	Bushels
Barley inspected to date	1,543,200
Barley in farmers' hands to market	460,000
Total	2,003,200
	Bushels
Flax inspected to date	2,875,000
Flax in farmers' hands to market	150,000
Total	3,025,000

On the 1st May, the following figures were secured:

	Bushels
Wheat inspected to date	71,000,000
Oats inspected to date	17,000,000
Flax inspected to date	3,000,000
Barley inspected to date	2,100,000
Rye inspected to date	35,000

A Comparison.

A comparison between these and the foregoing figures would indicate that estimates of stocks at country points and in farmers' hands, were not exaggerated. These figures to date compare most favorably with the final crop report issued by the same association on the 2nd November last, which showed the following figures for the crop of 1909:

Total wheat crop	119,744,655
Total oats inspected	33,105,600
Total flax inspected	3,571,000

This year crops all over Western Canada have been put in under most favorable conditions, and up to the present, there is every evidence of a strong and healthy growth of all grains. Should the present favorable crop conditions continue until harvesting, it would, I think, be quite safe to predict that our

wheat crop this season for the Canadian West, with the large increase in acreage, should exceed 150,000,000 bushels.

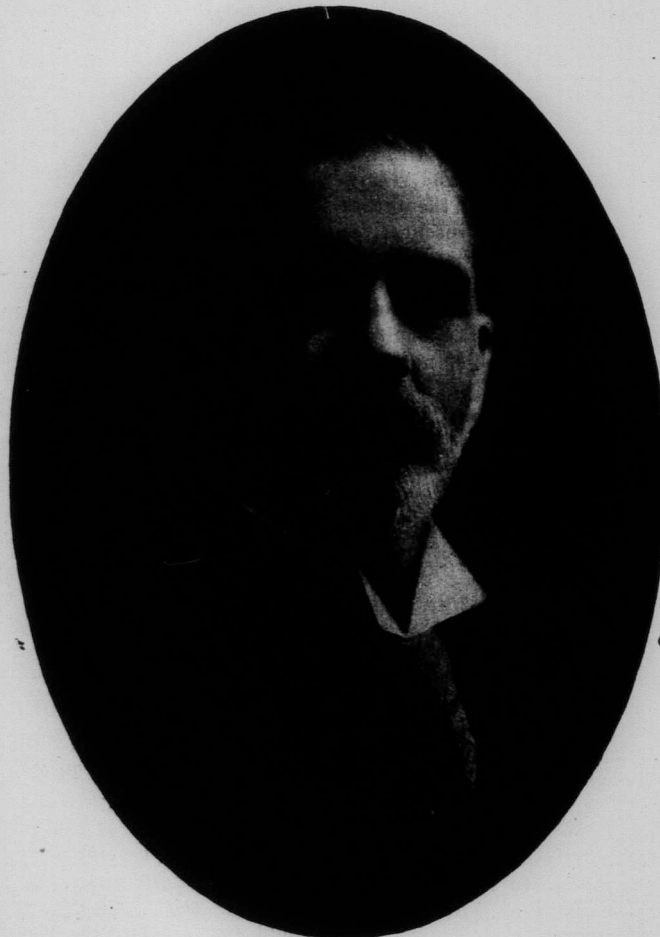
Railway Mileage.

The annual report of the comptroller of railways shows that the mileage for Canada increased from 24,104 in 1909 to 24,731 in 1910, an addition of 627 miles. The larger portion of this increase, or 519 miles, was in the four Western provinces. These figures do not include any mileage attaching to the Grand Trunk Pacific, which is officially regarded as "under construction," although over 1,000 miles were in actual operation during 1910. It is estimated

realize that a great tax is being made upon capital available for these purposes. In view of this fact, we think it well to caution the business men of the West against locking up their capital in real estate speculation, more especially where it is non-productive, and we think it important that they should keep themselves prepared to handle the natural increase they would look for in their businesses next fall, should the crop conditions continue favorable through the summer months.

A Greater Immigration.

It will be seen that the immigration figures for 1910 show an increase over



E. D. MARTIN,

Second Vice-President of the Associated Boards.

that 4,500 miles of railway were under construction on June 30th last. Judging from the announcements that have been made by the railway companies, it would appear that, if the work planned for this season is carried out, last year's figures for the increase in mileage will look small beside those for 1911.

Real Estate Speculation.

With the large amount of railway development, increase in expenditures by municipalities, and in the figures for building permits which are published from time to time, etc., it is not hard to

those of 1909 by about 60 per cent. From present indications it would appear that this percentage will not only be kept up this year, but will break all previous records. We have with us as a guest of this convention, J. S. Dennis, in charge of the Irrigated Lands of the Canadian Pacific Railway. He has kindly consented to address this convention on the "Development of Western Canada." There is no one in the West that is better fitted to handle such a subject, and I feel sure that in his address Mr. Dennis will bring out some

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very interesting facts in connection with the immigration into Western Canada.

That trade conditions generally in the Dominion have been good is indicated by the following figures taken from the budget statement of the Minister of Finance, submitted in April last.

Total trade for 11 months, ending Feb. 28, '11	\$687,500,000
Total trade for 11 months, ending Feb. 28, '10	610,000,000

Increase over previous year\$ 77,500,000

and also by a comparison between the total bank clearings for 1909 and 1910.

Total Clearings for 1910	\$6,114,039,804
Total Clearings for 1909	5,203,269,249

Increase for the 12 months\$ 911,770,555

Fort William Application.

Last fall it was my privilege to visit some of the important centres in British Columbia, and when meeting the executive officers of the different boards of trade, I endeavored to interest them in the work of this association, and received a promise from some of them that they would try and send representatives to our convention this year. When a name was being discussed for this association, I think it was decided to select one that would be general enough to take in, if thought advisable, not only the three prairie provinces, but also the province of British Columbia, lying to the west of us.

That the influence and strength of this association is recognized outside the territory which it at present covers is evidenced by the application from Western Ontario of the Fort William board of trade for affiliation, which board is represented at this convention.

We have before us this year for consideration a large number of interesting resolutions. I would especially commend to your favorable consideration a resolution from the Brandon board of trade, condemning the practice in some of our Western cities of placing on the market, outside subdivisions, and selling them under false pretences to outside parties who have no chance to see what they are buying.

I wish, gentlemen, to thank you.

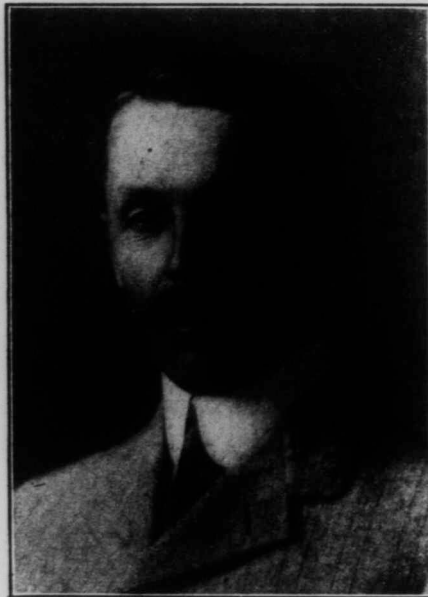
Board's Qualifications.

In moving the adoption of the president's address, vice-president W. Georgeson, wholesale grocer, Calgary, congratulated the president on the thoroughness and scope of his address. In referring to some of the points Mr. Georgeson stated that he believed the only way to get recognition from the government was by constant reiteration and he stated that the Minister of the Interior had expressed a desire to him personally, to consider all resolutions forwarded by the Associated Boards of Trade as the Minister believed that the boards of trade were in a position to deal with questions of vital importance

to the country as a whole, and they were capable of framing up such suggestions as the government would be glad to receive. The speaker mildly criticised the president in his conservative estimation of the crop prospects for this year and thought that the president should use the figures 200,000,000 bushels rather than 150,000,000, as it is believed by high officials in government and railway circles that such a large crop will be harvested this year.

Representations of Farmers.

Mr. Georgeson referred to some communications which he had with the farmers of the west regarding having farmers represented at the convention of the Associated Boards of Trade. He thought,



E. M. SAUNDERS,

Retiring President of the Associated Board of Trade.

however, that it was well for the boards of trade to be careful who they admitted into their affiliation, as it was very necessary that the Board of Trade should discuss questions along their own particular line and when politics were introduced the Board of Trade was dead. He stated, however, that he would like to see the farmers' interests promoted, but such questions as terminal elevators and government abattoirs did not belong strictly to boards of trade work.

The president's address was seconded by G. H. Bradbrook, Yorkton, Sask.

Fire Insurance.

S. McAra, Regina, spoke of the question of fire insurance which was referred to in the president's address. Mr. McAra thought that the provincial governments should be persuaded to adopt some standardized policy, as it was necessary to have something more definite in the

control of fire insurance than prevails at the present time and he further suggested that committees should be formed to press action from the government. M. Isbister, Saskatoon, took the chair and called for a vote on the president's address and it passed unanimously.

Fort William Admitted.

The secretary then read an application from the Fort William Board of Trade, applying for membership in the Associated Boards of Trade of Western Canada. In discussing the matter Messrs. Georgeson, Isbister and Webster spoke favorably of receiving the Fort William Board on the grounds that the interest of the Fort William Board was in harmony with the interests of the other boards of the West. One objection was raised by Mr. McAra that it was possible that the Associated Boards of Trade would get itself into an unwieldy condition should extreme points in outside provinces be taken in. The motion to accept the application of Fort William was carried.

President Saunders welcomed J. S. Dennis, Immigration Superintendent, C.P.R. Calgary, and J. T. Sweeting, Industrial Superintendent, C.P.R., Winnipeg, and asked that they be given delegates' rights at the convention.

The minutes of last year's meeting as published in pamphlet form, were taken as read and carried.

These Sent Regrets.

Regrets were read from the Board of Trade in Vancouver, C. N. Bell, secretary Board of Trade Winnipeg, Mr. Creelman, C.N.R., Mr. Bury, C.P.R., and W. B. Lanigan, C.P.R., stating they found it impossible to attend the convention as was their previous intention.

The secretary's report was read giving detailed items of expense and receipts, which showed that the finances were in a very satisfactory condition. The report was adopted.

President Saunders then announced that the election of officers would be the next item of business. The voting, which was all informal, resulted as follows:—

Calgary Man President.

President for the year 1911 and 1912, W. Georgeson, Calgary, by acclamation; first vice-president, M. Isbister, Saskatoon, by acclamation; second vice-president, E. D. Martin, Winnipeg, by acclamation; third vice-president, Richard Loney, Moose Jaw, by acclamation; fourth vice-president, A. A. Wilson, Fort William, by acclamation.

A new office was created as it was thought advisable to have an auditor appointed each year, and H. J. H. Skeith, Lethbridge, was elected by acclamation.

The retiring president introduced Mr. Georgeson to the assembly as a capable and able man, who had given time and

mental energy to the Board of Trade work for Western Canada.

Chairman's Address.

Mr. Georgeson in taking the chair said that it was something to remember to have been elected to the highest office which the Board of Trade of Western Canada could give. The work before the Board was never more important than at present, owing to the fact that the country was new and just beginning on a great era of development. What was needed more than anything was to bring improvements as quickly as possible to as large a number of centres as possible. He pointed a warning that all questions considered by the Board should be on fair lines and non-political. It depended on the members of the Board, what the Board would do and be in the opinion of outsiders. It was necessary to get recognition from the governments on questions already raised in order to continue to have prestige, in dealing with Board of Trade matters.

WEDNESDAY AFTERNOON.

The chairman at once took up the resolutions for discussions and referred to a few resolutions which had been left over and struck out by the committee on resolutions which had convened the previous evening.

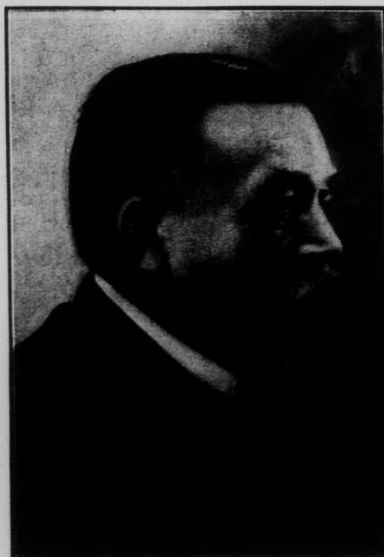
Legislation Against Noxious Weeds.

President Saunders in dealing with this question said that it was an urgent matter and believed that the country suffered a great deal at the present time on account of noxious weeds. E. E. Spackman, Gull Lake, Sask., in seconding the resolution stated that the Minister of Agriculture for the province had sent out circulars to different agricultural societies to appoint weed inspectors, but it was necessary that something more should be done as these inspectors were often friends of farmers who were guilty, and so had proved unsatisfactory. It was also brought out that in some territories there were not enough inspectors to cover the territory and that it was a mistake for local men to be appointed. A. T. Hunter, Regina, opposed the measure on the grounds that it was an agricultural question and should be left to the farmers to take up, but his objection was overruled by Mr. Saunders who pointed out that it was a serious and general question as the banks and business houses needed good crops and noxious weeds was the chief factor in destroying those crops.

Assisted Immigration.

This resolution, which emanated from Moose Jaw, aimed at helping settlers to bring their families from the old land to this country. The resolution in its original form received a great deal of discussion, it being brought out that the settlers spent all their money to get

out themselves and provide a homestead for themselves, and they could not get credit at the banks in order that they could bring their families. It was further brought out that the resolution would not be satisfactory if it referred to all classes of foreigners, as there were citizens coming out who were not desirable, and from whom the country could not hope to get returns for any money loaned them. Great light was thrown on the problem by H. M. Beleher, Winnipeg, who outlined briefly the policy of the Board of Trade in Winnipeg in helping settlers and in view of the success of that body, the mover of the resolution withdrew to frame up another resolution, along the line of the movement of the Winnipeg Board of Trade. This movement consists simply in the local boards giving assistance to needy settlers upon application, a committee



M. ISBISTER,

The First Vice-President for Ensuing Year.

from the Board having charge of the matter.

Townsite Planning.

A resolution to expropriate Indian reservations in order that towns and cities contiguous to those reserves might expand, was introduced. In view of the fact that there was plenty of room in certain sections for Indian reservations, the resolution was carried to the effect that all towns having a population of 1,500 or over should have power to use certain Indian reservations that lay next their borders.

WHEREAS, in the laying out of townsites and sub-divisions in Western Canada proper attention is not given to uniformity and convenience in connection with same, more especially in regard to regulation width of streets and proper consideration for

supplying said townsites and sub-divisions with sewerage and drainage facilities; AND WHEREAS, the present city act does not empower city or town councils to supervise subdivisions in their localities; THEREFORE BE IT RESOLVED, that the Provincial Governments be requested to provide that no townsite or subdivision should hereafter be registered until the location and general plan has been approved by the Lieutenant Governor in Council and until a proper plan has been submitted and approved, such plans submitted complying with a general plan adopted in connection with the laying out of townsites and sub-divisions.

Moose Jaw Again.

This important resolution was brought in by the Moose Jaw representatives, and provoked some discussion, in which J. S. Dennis took part. He stated that it was necessary that the government should have the right to determine the width of the streets and lanes and to prevent land owners from forming un-uniform strips in the townsite. Mr. Dennis further suggested that he would like to see the government have some say in the lay-out of a town, forming definite places for parks, business streets and stores. Mr. Dennis' remarks were appreciated. The resolution carried.

Land Titles Act.

A resolution was brought forward by Moose Jaw with reference to providing for the relief of homesteaders from the Land Titles Act, where homesteaders are not notified by the Registrar, that his patent had been passed by the Department of the Interior. In discussing this question, it was stated that the Registrars in many cases did not receive remuneration for assistance given to homesteaders, and as a result they did not act promptly, much to the inconvenience of the homesteader.

Freight Rates on Coal.

"In the opinion of the Associated Boards of Trade of Western Canada in session, the coal rates at present in effect in Western Canada are unreasonably high, and as such is partially responsible for the present high cost of living, further that the consumption of coal in Western Canada is today considerably larger than was the case a few years ago, resulting in greater tonnage, which in itself should warrant a voluntary reduction in the coal rates by the Railway Companies, that the question is one of vital importance and of such magnitude that no individual or committee that we may appoint can handle the question as intelligently as the Board of Railway Commission and its Chief Traffic Officer.

BE IT THEREFORE RESOLVED that this convention of Associated Boards of Trade of Western Canada urge upon the Board of Railway Commissioners the necessity of conducting a thorough investigation into the coal rates at present in effect in the Provinces of Manitoba, Saskatchewan, and Alberta, with the object of ascertaining the reasonableness of such rates; AND FURTHER that if such rates or any coal rate is found to be excessive, that the Board order the Railway Companies to make such reductions as in their judgment may be deemed advisable. That a copy of this resolution be forwarded to the Secretary of the Railway Commission."

This is an old question, and was therefore discussed with considerable intelligence by some members present. Mr. Hunter, Regina, who moved the resolution, made the startling statement that 50 per cent. of the profits on coal goes to the railway companies for transportation, and gave some comparisons of freight rate discrepancies, taking points in the United States and comparing them with certain points in the West, at the same mileage.

Railways Inconsistent.

The mover of the resolution stated that it was his object to ascertain the reason for the existing rates and was not prepared to say that the rates were really excessive. He pointed out that wheat, which is in the same freight classification as coal, was handled much cheaper than coal by the railways, which he thought was inconsistent.

Mr. Belcher, Winnipeg, stated that unless the Boards of Trade were prepared to follow up the freight rates on coal investigation, it would be better to drop it at once. He said it required able men and money and trained solicitors to follow up the railway commissioners, in order to get satisfactory results. Mr. McAra, Regina, replied that if the Boards of Trade were to amount to anything they surely could handle this question, and it was their plain duty to deal with this existing evil. The resolution was carried.

Facilities on Railway Bridges.

This resolution was brought forward by Saskatoon, and was a resurrection of a motion brought before the Board two years ago. It asked that the railway companies be required to strengthen sub-structures of all bridges, which they hereafter build so that traffic facilities could be attached. The resolution appealed to the members present, and they felt satisfied that the railways would be satisfied to have those attachments put on provided that they would not be

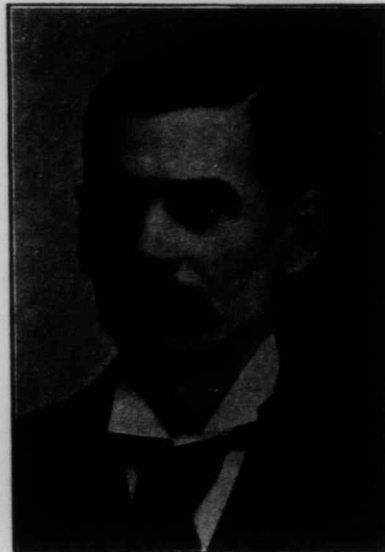
burdened with the expenses. The resolution was carried.

Approval of Freight Tariffs.

"BE IT RESOLVED, that the Honorable the Minister of Railways and Canals be asked to amend the Railway Act so as to give authority to the Board of Railway Commissioners, either upon complaint or upon its own motion, to suspend the operation of any tariff or regulation for a sufficient time to permit of a full hearing, and afterwards to make such order as would be proper in a proceeding initiated after the tariff became effective, the burden of proof to be on the carrier to show that the increased tariff or regulation is just or reasonable."

Hudson's Bay Railway.

There was little discussion over this resolution, which was brought in by Mr.



J. T. HALL,
The Busy Secretary of the Convention.
Belcher, Winnipeg, and it was carried unanimously.

"WHEREAS the Dominion Government has by legislation provided for the sale by way of pre-emption, and otherwise, of lands, the proceeds of which were to be set aside for the purpose of construction of a railroad to Hudson's Bay.

AND WHEREAS the Minister of the Interior in introducing the Bill providing such legislation stated it was as a means of insuring the early completion of the railway to Hudson's Bay, and the Prime Minister and the Minister of Railways have since stated that it is the intention of the Government to provide for the immediate construction of such railway.

AND WHEREAS under that provision land has now been disposed of representing an amount of over Twen-

ty-One Million Dollars, exclusive of interest.

THEREFORE BE IT RESOLVED that this Board desires to place on record its gratification that the wishes of the Western Provinces, in the opening out of the Hudson's Bay Route, are now to have effect. And further, to place on record its opinion that the full benefits to Canada of the opening of this alternative route to the world's markets will be secured only if the Government builds this railway as a National work, and retains its ownership in perpetuity, and that such railway be operated by the Government itself under an independent Commission, and that the Government effect such arrangements as will make the highway equally available by all Canadian railways under regulations which will provide reasonable and satisfactory rates from the point of shipment to tide-water on the Bay, such conditions to be subject to the immediate control of the Government."

A resolution from Winnipeg placed on record its gratification that the wishes of the Western provinces in opening out a Hudson Bay route had taken effect and also expressed desire that the government will own and operate the road in competition with other existing railroads, in order that freight rates might be equalized. The present trouble all over the West on the freight rate question made it desirable that another road should not be constructed which would be arbitrary regarding its freight rates. The resolution was carried.

Re Telegraph Tolls.

RESOLVED, that the Associated Boards of Trade of Western Canada record their satisfaction that the Board of Railway Commissioners having granted the application of the Winnipeg Board of Trade for a public investigation into the telegraph companies tolls, that public counsel, whose services are at the disposal of any individual or Association desiring to present matters before the Railway Commission in connection with telegraph tolls, have been appointed by the Dominion Government, and that the investigation is already proceeding.

FURTHER BE IT RESOLVED, that all Boards of Trade are strongly recommended to examine into the telegraph tolls applying from their several places, and present to the Board of Railway Commissioners such facts as they deem essential in order that fair and reasonable tolls will be enforced in Western Canada.

This resolution which came from Winnipeg had been discussed by the Board of Trade at Winnipeg and the Grain

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Exchange and it was a huge subject. In their endeavor to get reduced tolls in other lines the whole schedule of tolls, it was found, was greatly in need of revision. G. E. Carpenter, shipper section Board of Trade, Winnipeg, stated that the work which was started in Winnipeg will affect the whole West and the Winnipeg Board should receive encouragement from other Boards and have the investigation thorough in order that the tolls may be more reasonable. The resolution was carried.

Customs Regulations.

WHEREAS large numbers of new settlers are daily coming to Canada from other countries.

AND WHEREAS in a great many instances they are bringing with them goods commonly known as effects.

AND WHEREAS certain laws govern the admission of said goods and these laws are for the most part entirely unknown to the said immigrants.

THEREFORE this convention of the Associated Boards of Trade of Western Canada hereby respectfully points out to the Dominion Government that the printing of the Canadian Customs Regulations in the daily newspapers of the Dominion, similar to the manner followed by the Department of the Interior, would be found very beneficial not only to the said immigrants but to the Customs Department.

This resolution was carried without much discussion, owing to the fact that it was generally known that there was not enough publicity given on the Canadian Customs Regulations. In the discussion J. S. Dennis, Immigration Superintendent, C. P. R., stated that publicity was given to a great extent by circulars and posters and other literature circulated in other countries, which we as Canadians did not see. It was deemed advisable, however, to have more publicity in Canadian publications regarding such regulations. The resolution was carried.

Bulk Sales Act.

WHEREAS a resolution having reference to certain Legislation known as the Bulk Sales Act has been endorsed by this Association and forwarded to the Governments of Saskatchewan and Alberta.

AND WHEREAS the Government of Saskatchewan has acceded to the request of the Association by passing such a law.

AND WHEREAS similar Legislation is in existence in Manitoba and British Columbia.

THEREFORE this Association of the Boards of Trade of Western Can-

ada hereby request the Alberta Government to take immediate steps to grant our former request and pass the bill that is before them known as the Bulk Sales Act.

Retailers Annoyed?

It will be seen from the resolution that it aimed at having the Act in force in Alberta and the mover R. J. Hutchings, Calgary, referred to the satisfactory manner in which the Act was operated in the other provinces. He stated that the government was obliged to see that debts are paid and the wholesalers did not wish to bring a hardship on any one and it was only an attempt to safeguard against dishonest men. It was evident that there were no retailers present who were familiar with the Act as it received no opposition whatever, and it is to be regretted that the other side of the question was not discussed, as it is only reasonable to suppose that many retailers will be annoyed by wholesalers under the operation of the Act. The motion was carried.

Insurance Commissioners.

THEREFORE this Associated Boards of Trade of Western Canada respectfully request the Governments of Manitoba, Saskatchewan and Alberta to each appoint a commissioner who shall investigate the cause of fires in each of the provinces aforesaid with a view of placing the responsibility. Further, that the said commissioner be available for the purpose of advising the public regarding the protection afforded by the different Fire Insurance policies.

This question proved to be interesting and provoked some discussion, which was almost all favorable. No reference was made, however, to the Canadian Credit Men's Association with head office in Winnipeg, who recently appointed a commissioner to investigate fires in order that more satisfactory adjustments might be made. It is believed that this resolution is more thorough and will eventually take the place of the Credit Men's Commissioner. The resolution was carried.

Fish Hatcheries.

WHEREAS the increased population of the western provinces has naturally caused an increased strain on the resources of the many streams throughout Manitoba, Saskatchewan and Alberta.

AND WHEREAS it is necessary to take immediate steps to prevent the entire depletion of the said streams.

THEREFORE it is resolved by this convention of the Associated Boards of Trade of Western Canada, that the Dominion government be requested to establish at suitable points in

the West fish hatcheries. Further, that more stringent laws be enacted and enforced for the protection of fish.

This resolution proved to be timely as many of the members present believed that the West could be made a greater fish producing territory, than it is. It is the beginning of a great work, which will in the future, no doubt be very great. The Dominion government thus far, have not taken action in Western Canada regarding fish production, except in Manitoba, having been approached to protect the fish trade by Winnipeg authorities. Similar action might be brought to bear in other sections of the country and it was the aim of this resolution to widen the scope of the government's interest in the fishing districts.

Wednesday Evening.

The entire evening was taken up by an address by J. S. Dennis, head of the Colonization Department of the C.P.R. He said in part:

"It affords me much pleasure to be in a position to state this evening that the C.P.R. company has signified its willingness to appropriate the sum of \$5,000 for the purpose of defraying the expense of the Dry Farming Congress if held in Lethbridge in 1912."

This announcement was received very enthusiastically by the convention, as it was considered a question of vital importance to Canada, as a whole.

American Invasion.

Referring to western development the speaker continued:

"The real start in the development of the West, while not depreciating the vast amount of work done by the people of the eastern provinces, was when the people of the Middle and Western States began to come to Canada, when the free land across the border was nearly all taken up. Many of these were expatriated Canadians who took advantage of the splendid opportunities this vast new country afforded for expansion, and during the past few years the rush for land in Western Canada by the people of the States has been unprecedented. Their coming has convinced others to try the new country and as a result the West has filled up with the best class of citizens of any country under the sun."

Basing his predictions on the development of the West during the past fifteen years Mr. Dennis painted an alluring picture of what Western Canada will be five years from now. At the present rate of immigration he said that he saw no reason why the Western provinces should not have before 1916 a population numbering over five million souls with a grain production alone of more than five hundred million bushels yearly. This

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was touching only on the development on the land and made no mention of what might be done in the way of manufacturing, and mining development, bound to follow on the increase of population and the settling of the agricultural communities.

THURSDAY MORNING.

"Be it resolved by this convention of the Associated Boards of Trade of Western Canada that all new town sites located in Western Canada be subject to government supervision so as to secure proper drainage, and have provision made for parks, play-grounds and school sites."

In discussing this resolution it was first thought that it was a municipal question which should be dealt with by the Union of Municipalities, but the evil of establishing town sites without proper supervision was apparent, and the resolution was passed.

Small Debt Collection.

THAT WHEREAS the present exemption ordinances of Alberta and Saskatchewan are in their provisions so wide and comprehensive that they offer equal immunity to all classes as regards goods and land that are only necessities of life to a particular class, and,

WHEREAS, under the existing conditions, and owing to the delays, leniency and costly procedure of the present law, many business men suffer losses and, being unable to collect accounts, are thereby discriminated against, and,

WHEREAS, under the present law an unwilling debtor may be drawing sufficient salary over and above his living expenses to meet his obligations, and yet if such salary is paid at intervals when not more than \$25 has accrued due, or in the case of a collusion between the debtor and employer, it cannot be attached by any process of court

THEREFORE, be it resolved that this convention heartily endorses the move of the Lethbridge Business Men's Protective Association, and any other association that has undertaken or is about to undertake any move that will tend to the enactment of such laws as will be more in accord with the interests of the business men as a whole, and also commends the Lethbridge Business Men's Protective Association on having circulated petitions all over the Province of Alberta for signatures of petitioners asking for the enactment of such laws for the said Province of Alberta.

This resolution which came from the Lethbridge representatives was one of the most important of the convention.

E. A. Cunningham in moving the resolution said that those who suffered most under the present lenient system were the merchants, and he thought that the merchants should get the same consideration as the wholesalers get in the Bulk Sales Act.

In discussing this resolution, it was unfortunate that there were no delegates from Winnipeg who were familiar with the attempts of the executive of Western Retail Merchants' Association to have the small debt court established in Manitoba.

The Lethbridge Business Men's Protective Association, however were familiar with the propaganda in Winnipeg, and although no reference was made to it in the convention, the Lethbridge business men are co-operating with the retail merchants' executive to have the small debt court established.

Difficulties in U. S. A.

President Georgeson, enlightened some of the delegates by referring to the difficulty and the solution in the United States. In some of the States they have a simple chattel mortgage act whereby the merchants can take a mortgage against any article owned by the debtor, in that way the merchant gets security for goods they sell if they apply for it. It was apparent that some system should be inaugurated to protect the merchants, and the resolution was carried.

Telephone Connection.

WHEREAS, there are a large number of small towns in the Provinces of Manitoba, Saskatchewan and Alberta that have local telephone system in operation, but have, at the present time, no long distance connections, and,

WHEREAS, such long distance telephone connections will be of great commercial value, and are greatly needed,

THEREFORE, be it resolved that the Governments of the Provinces of Manitoba, Saskatchewan and Alberta be urged to extend their present systems as rapidly as possible, and to make such connections as will remedy this evil.

E. E. Spackman, Gull Lake, Sask., referred to several instances where telephone connection was necessary to increase the trade between larger cities and the provinces. It was brought out that telephone orders could be sent to wholesale houses by the merchants whereas those orders had to be sent by mail which necessitated several days' delay. The resolution was carried.

The Coal Strike.

"Be it resolved that the Associated Boards of Trade now in convention wire the Federal Government at once to use

such persuasion as will bring about immediate operation of the mines of this district."

In moving this resolution, E. A. Cunningham, Lethbridge, stated that three months of the strike had already made a loss of \$3,000,000 to this country. He also spoke of the possible hardships that will ensue if coal is not shipped to the prairie provinces before the wheat shipments. The resolution was carried.

Highway From Great Lakes.

This resolution was brought up by A. A. Wilson, Fort William, asking that the governments of Ontario, Manitoba, Saskatchewan, and Alberta, be requested to provide legislation for the construction and maintenance of a highway across the Western country.

It was urged that such a highway would develop the country as it passed through the rich agricultural districts, and mineral deposits. It would afford better facilities for commercial travelers, who are handicapped in driving from place to place.

Re Subdivisions.

It was considered by the delegates who discussed this question that a great injury was being done in floating subdivisions as merchants and consequently wholesalers, cannot get their money from the public who are investing their money in unprofitable subdivisions. It was generally felt when an outsider came to the city and put on a subdivision which was misrepresented that the town greatly suffered from his practices. The resolution was carried.

Moose Jaw Wins.

The place of convention was then called for discussion by Chairman Georgeson. A. A. Wilson, Fort William was at once on his feet and gave a strong invitation on behalf of the Fort William Council and Board of Trade. It was moved and seconded that Fort William be considered by the convention.

Richard Loney presented an invitation on behalf of Moose Jaw Council and Board of Trade. In the vote that followed, Moose Jaw was chosen as the next place of convention.

To Press Action.

The resolution was moved by Mr. McAra of Regina, seconded by E. M. Saunders, that the president be authorized to appoint a committee of three to attend the provincial legislatures to press action on board of trade resolutions.

The president stated that the business of the convention had come to an end and a vote of thanks was tendered to the Board of Trade, Lethbridge, the Chinook Club, the Y.M.C.A. directors and the City Council for the reception and entertainment provided in the city.

Constructive Salesmanship--An Essay

Westerner Who is Implicit Believer in Value of Display in a Store — How People Talk About Goods in the Home—Some Special Sales—Suggestions for Arrangement of Goods Within the Store—The Four Classes of Salesmen and the Essentials That Help to Make the Clerk.

By T. F. McDowell, Vancouver, B.C.

In this age of commerce, window dressing is one of the main features of business. A well dressed window, bringing forth the selling points, is an index to the interior of the store. The day has come when the public watches for well dressed windows just as they do for advertisements in the evening papers. High salaries are paid expert window dressers, why? The management know the results obtained from an artistic display. I am safe, in saying, seventy-five per cent. of the homes in our cities and towns, talk daily of goods, displayed in windows, this is the connecting link as a business getter with newspaper advertising.

Special Sales.

During the orange season, we make a point of displaying a great number of oranges. One evening we piled (did not throw) 5,000 oranges in our window and advertised a special sale at 25c a dozen. We left our lights, lighted, until 11 o'clock and placed a neatly written card "Special for Saturday, only." We drew the crowd, sold the oranges and made a gross profit from the display of twenty dollars.

One of our exclusive lines is "Blank's Cheese," we keep it displayed in our windows with a sign: "Better than butter for sandwiches." As a fact it IS better, but as the curious public look, they undoubtedly ask themselves "Is it better than butter for sandwiches?" They buy and are convinced.

The first time a line of marmalade was offered for sale in this city, it was shown in our windows. We knew this high grade marmalade was not advertised in the west, by the manufacturer, and it was up to us to make an imposing display. Our price ticket read thus:

"This is the only marmalade taken by Captain Scott on his voyage to the South Pole." Per jar 30c.

This little item of news which is a fact, was our best advertisement.

If you aim to use your windows as a business getter they should be dressed semi-weekly. This applies to groceries, a provision window requires daily attention. Two very important features in window dressing are, the art of displaying goods and price tickets. In my mind a well dressed window without appro-

priate price tickets is like an attractive grocery wagon with a lame horse.

The Value of Display.

In this age of hustle, TIME is the chief factor. The grocer who can serve customers quickly both in store and delivery service, will get the business. Systematic interior display will pay; arrange your goods in their proper places; have a place for everything and everything in its place; have your greatest consumption where it can be most easily obtained, butter, eggs, cheese, cereals, tea, coffee, etc., should not be placed where the clerk has to spend time traveling over floor space to obtain them. Paper cutters, bag holders, twine, etc., should be at every counter.

Arrange your shelves so that colors will harmonize, keep bottled goods together and their sizes evenly matched, canned fruits, canned vegetables, canned fish, etc., should have their separate places. Do not use under your counters for a warehouse. Often, I have seen articles, such as paper bags, twine, blue, lamp burners, cereals, etc., jammed under the counter. How can one keep track of their stock in this manner?

Perishable articles should be kept well before the public. Small counter displays of bottled and tin articles are good, changing them daily. Many of our women customers with their large hats fail to see goods at any height and the habit of "seeing with their fingers" is growing, therefore let them handle the goods.

Clerks and Salesmen.

There are but four classes of salesmen, the clerk behind the counter in a retail way, the commercial traveler, the specialty salesman and the promoter. It is the clerk behind the grocery counter I wish to write about. The average successful grocer in business to-day, is made so by good management and by having a band of efficient clerks. His success is not due to large capital, therefore ability counts. Would you keep a clerk, on a large salary to write down an order as the customer gives it and let her pass out your store without suggesting lines not asked for? Would you for a moment, consider keeping a clerk who would persist in selling an article of advertised fame which gives you a hungry profit, instead of pushing a non-advertised article equal, if not superior,

in quality and which pays a handsome profit?

Have clerks make suggestions but not till the customer has completed her order. Most customers do not carry a list of "wants," but on the contrary, they memorize them and if you "break in" on their thoughts, they get confused and forget what they really wanted. The clerk should know about this non-advertised article and of its profit compared to the advertised one. Not only of its profit, but of its quality, learn all you can about it and make your customer feel you are talking quality not price.

Some Essentials.

Now Mr. Clerk if you want to make a success as a salesman, there are four rules to follow:

1. Perception or tact.
2. A deep interest in your work.
3. A full knowledge of your business.
4. Appearance.

These four make up your distinctive personality which is your greatest asset. If not naturally endowed with tact, make a study of human nature. Be honest in your time to your employer, while on duty your brain power is his. Read the trades papers and study your goods. The clerk of to-day is the proprietor of to-morrow. Appearance is not costly, the clerk is noticed in clean linen, but if the linen is dirty, the dirt is noticed and not the clerk.

To a great extent, since the coming of the telephone, the canvasser is an employe of the past. By the use of it, business has a larger scope. I believe in suggesting items over the telephone, and your ability as a salesman will come out in selling three pounds of butter, when your customer only asks for one.

Newspaper Advertising.

Thousands of dollars are wasted annually by profitless advertising. Newspaper advertising is the only way you will get results. Dispense with the numerous propositions of programmes, circulars, theatre curtains, etc. Let the leaf you turn over on the first of the year contain this resolution, "stick to newspapers." Talk QUALITY, but be sure you have quality when so doing.

Other methods of advertising are: cleanliness in our stores, well dressed windows, which I have heretofore mentioned.

If possible equip your store with all modern facilities. Plain neat shelving,

well arranged, is very popular in this day of plain furnishings. The machinery such as bacon slicer, scales, cash register and typewriter should be of the best, it is the cheapest in the end, and remember Mr. Merchant this machinery requires care. See that your bacon slicer is kept clean and your scales inspected. If you have silent salesmen keep the glass clean.

Have regular hours for delivery leaving store and keep to them, have a stated time for orders to close to catch such delivery. When a customer opens an account with you present her with a printed time-table. Have a shipping room and have clerks in that room for no other purpose than putting up orders and receiving new goods.

Bookkeeping Hints.

In bookkeeping the day for itemized accounts has passed, a statement in which you can retain duplicate is sufficient. Double entry is the best system for grocery accounting. A cash book and journal combined as your synoptic with loose leaf ledgers for general and customers' accounts and bill book are all that are necessary. Condense your work

of posting. This may be done by posting the footing of statements to merchandise account and the footing of collections to credit of customers' accounts. Have columns in your synoptic for customers' accounts, cash, bank, merchandise, interest and discount, bills payable and expense. By posting the footing of these accounts at the end of the month into your general ledger you save time.

Profits should be figured on the cost price, the money you have invested in your business represents this cost. Your business should be charged with interest on capital and the proprietor should draw salary just as an employe. Turn your stock over thirteen times a year, if possible, but never less than twelve.

The proprietor should take an interest in his employes, if they have been in his service for a year, give them a week's holidays. If they are ill at times and unfit for duty, relieve them and see they have proper attention. Upon return to duty they will feel their employer is their friend. Take them to your home once or twice a year as your guests, and show them a little of your home life. Pay a good clerk a good salary.

they kept it inside. William C. Miller said he believed that it would be better for all concerned if no goods at all was allowed to be displayed outside as there would then be no loop holes by which dealers could escape the law. He feared that would be the case in the proposed measure.

Other dealers argued that it was to the grocer's advantage to keep such goods inside. They were then free from dust and worth more. One member suggested that they ask the council to lay the by-law over for a time and educate people to going inside in the meantime. But it was decided that the only method that would prove successful would be compulsory education. Another clause which all present strongly favored was the following:—

"No room in which meat, poultry, game, flesh, fish, fruit, or milk, or other natural products are kept, stored, sold, or offered for sale, shall be used for domestic purpose or open directly into any room used as a sleeping room. All shops or stores used for the sale of articles of food shall be supplied with proper lavatory accommodation, which shall be in a separate department from the room in which such articles are kept, stored, or offered for sale."

Complaints were made by some of those present that many of the by-laws were not being enforced by the authorities. Especially was the present "peddlers'" by-law spoken of, and it was for this reason that the meeting decided to ask that this by-law, if passed be strictly carried out by the officials.

President Miles of the Toronto R. M. A. after this discussion pointed out to the meeting the advantages of all retailers being united. He would like to see all the grocers of Toronto in one body, as they would then be able to command legislation to their interests from both the civic and parliamentary bodies. Vice-President Van Camp expressed similar views and that it would be to the advantages of both if the Toronto grocers and the grocers' section of the R. M. A. were united. F. C. Higgins presided.

TRADE NOTE

The General Baking Company organized in the United States will unite into one company the baking businesses of 21 concerns, located in 17 different cities with a total capital stock of \$20,000,000. All these companies have been engaged in the manufacture and sale of bread and other products of the general baking business. The purpose is to employ economies and scientific methods in the manufacture of such products.

Endorse Hastings' Pure Food Measure

Proposed By-law Fathered by Medical Health Officer Accepted Without Change by Members of T. R. G. A. and R. M. A. in Joint Session—Some of the Clauses that Provoked Discussion—Six New Members for Grocers' Association.

Toronto, June 22.—A short session of Toronto Retail Grocers' Association was held in the Temple Building on Monday night, the chief topic of interest being the proposed new display by-law, fathered by Dr. C. Hastings, local Medical Health Officer. It was decided to meet the Grocers' Section of R. M. A. that combined consideration be given the problem.

Before adjournment six new members were admitted to the association while fifteen others were proposed for membership. Those who joined this month were: J. H. Drumm, Dundas St.; S. Scott, Manning Ave.; J. P. McKelvie, Markham St.; Fred. Rudge, Augusta Ave.; H. L. Milne, Bellwoods Ave.; R. A. Dutton, Roncesvalles. It was also announced, that the London Grocers would visit Toronto on July 19th and the executive were instructed to offer any help they could to make the visitors' outing a success.

Later when the combined forces of T. R. G. A. and the grocers of the R. M. A. had gathered at the headquarters of the latter, the foodstuff legislation so dear to the heart of the M. H. O. was seriously taken up. And, likewise, after some discussion, it was en-

dorsed, the members generally considering it to be in the best interests of the trade in the city. A strict enforcement will be asked for. The city council may complete the work on Monday.

Each clause of the by-law was taken up separately. The first clause was perhaps the one that affected the majority of the grocers to the largest extent and it received considerable discussion. It reads as follows:—

"Dressed animals, meat, poultry, game, fish, sea food, fresh, dried or prepared fruits, dates, figs, cherries grapes, berries, cut fruits, cut melons, cracked nuts, nut meats, and milk, bread and pastry, which are intended for sale for human food, shall not be conveyed from place to place or kept in any open window or doorway or outside any building or in any public or private way of the city unless covered with clean material, or placed so as to be efficiently protected from dust, flies, animals, and all other contaminating influences."

It was argued by some members that many of the smaller dealers did not have room inside for all this class of goods. Others maintained they would not be able to sell nearly as much if

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FUND FOR CO-OPERATIVE FIGHT.

According to report the grocers of Berlin, Ont., have been subscribing recently to a fund being raised to fight the Co-operative Bills already submitted to the attention of the Dominion Parliament.

William Maxwell, of Scotland, who has been touring Canada in the interests of the co-operative movement, has made the statement, it is claimed, that "he has had assurances that have led him to believe the bill will carry in the House of Commons."

Such a statement as that is well calculated to wake the retailers of Canada to a sense of the danger in which they stand. Whether true or not, William Maxwell has handed out a warning to the dealers of this country that they surely will not disregard. There have been peculiar features about his visit to this country from the very beginning. It has been hinted quite openly that his Excellency, Earl Grey, Governor General of Canada, and, of course, the representative of the King in this country, had invited him here, and had even arranged for his coming. His Excellency must have seen that charge, for it was given a certain amount of prominence in the newspapers at the time, but so far he has not thought it necessary to reply. Recently, too, one of the fighting associations of retailers in Scotland wanted to have the matter taken up with the British Government, and there does not seem to have been anything made out of that.

Nobody knows what is the real meaning behind all these charges, or whether the silence of the King's representative can be taken as meaning that he considers the matter too absurd to reply to. But whatever the reason, there would not be anyone to find much fault if the dealers of Canada would unite now, in the presence of **Fear of Something**, and prepare for a hard fight soon. There is a belief that there is something in the air, and behind all this apparent peace, that is a menace to the organized retail trade, and it is time for the retail dealers to stand up and fight.

Organize a fund by all means. Don't let the men appointed to carry on this fight do so on promises. This co-operative movement is a little too big for that, and the men who are to lead in the battle against it must feel assured that the dollars of the dealers are behind

them, as well as their fears and good wishes. It will be not much use to sigh out vain regrets after one of these bills has, mayhap, slipped through. Let all the associations do something now.

THE POTATO SITUATION.

At this time of the year, old stock potatoes are expected to become smaller in compass, but from reports received from various parts of the Dominion it would appear that in general they have been cleared up with greater rapidity and at an earlier date than anticipated.

From both Toronto and Montreal comes reports of small stocks and an upward movement in prices, with dealers stating that there are but small supplies throughout the country.

A similar report has been received from Nova Scotia, while in the West shortness in supply has been noticeable for some time, while shipments recently to Western points have been small. With practically no help by way of supply obtainable from New Brunswick, and with cheap new potatoes still quite distant, the opinion prevails among dealers that prices will continue firm. The imported new potatoes will, despite the fact that prices are high, command a certain amount of trade, thus affording some little relief to the general situation.

HOW GROWING FRUIT IS FARING.

Reports on fruit during the past few days have been not quite so optimistic as were those of a week ago, as far as strawberries is concerned. It is feared the crop is going to suffer considerably because of the continued dry weather. Strawberries, growing so close to the surface, cannot stand a drought. But a good rainfall would almost completely relieve the situation.

Generally speaking, the prospects for fruit in the Niagara Peninsula are good. Crawford peaches are apparently on the light side, but Albertas and Smocks are good. Except in one or two townships, cherries are reported to be a good crop. Pears appear to be good, likewise plums and raspberries seem to promise an excellent yield.

Not in Niagara alone, but in all sections of the fruit-growing districts, tomato plants seem to be looking splendid, and reports would indicate a good crop if the weather but continues favorable.

EDITORIAL NOTE AND COMMENT.

A copy of The Canadian Grocer, dated April 23, 1897, has lain, a trusted friend on the manager's desk of the McDermott & McCarthy establishment in Prescott, Ont., during all the intervening fourteen years. That particular issue contained a full schedule of the tariff with the United States, and was turned to frequently for information.

The season for salmon fishing on the St. John river, in New Brunswick, may not close this year until September 15th, instead of August 15th, which has been the final day under the existing regulations. A petition from interested fishermen was forwarded to the Department of Fisheries some time ago, praying that the above concession be granted, and the reply from Ottawa is being eagerly awaited. The chief point urged in the petition was that under present conditions the fishing season was practically closed before the water was low enough to make operations pay.

The Retail Grocers Picnic at Cobourg

Record Outing of Retail Organization in Toronto Held to Pretty Summer Town—More Than a Thousand Present—Ball Game a Thing to Wonder at and Races for All Classes and Conditions of Men.

Staff Correspondence.

Cobourg, June 22.—Bearing down from the lake with incredible speed the Toronto Retail Grocers and their wives and children and their friends and friends' friends fell upon this little summer town of Cobourg last Wednesday morning. The attack was made in broad daylight, and although the skirl of the "pipes" could be heard distinctly in the streets, and a uniformed regimental band called briskly to arms, there was but little active resistance, and precisely at the moment that big Ben in the town hall tower proclaimed to all the world that the hour of noon had come, his Worship, the Mayor, and his leading henchmen in faltering tones assured the on-rushing army that the town was theirs to do with as they would.

History's pages show beyond peradventure that there have been other picnics of the Toronto Retail Grocers' Association—picnics considered wonderful and the last word in point of success. But those outings resembled this last one as much as a frog does an airship. And had it been fine it would have been better patronized even than it was. There were scores of folks who bought tickets on the distinct understanding that they could go only if the weather was fair. Well it wasn't exactly what one might call beautiful and anyone with a leaning towards mathematics

14th last. The outing consumed most of the day for it was well-nigh eleven of the clock at night when Toronto was reached again, and the tired, dirty, "thousand" submitted ingloriously to separations at the Bay street crossing, and waited with drooping heads as one



The Race of the Committee Men.

after another the Fleming cars sped by unheeding. But it was a "grawn day" for a' that.

Lemon Pie Absent.

Anyone will admit that there are many features to the average picnic. "There's always green grass and lemon pie and dirty clothes," says one. But this picnic wasn't like that at all, for there wasn't any lemon pie at all. And also, there were no little independent

took the leading parts, but leaving that aside, the ball game was the real thing.

Of course, some will argue it wasn't much of a ball game. The Doughty Drummers who essayed to cross bats with the Grocers' aggregations were just mince pie for the counter jumpers. There never was really anything to it and when at the close one young man asked the score all eyes were turned in wonder at the poor chap. But it was a great game. Anyone could tell that the way Bob Davies coiled himself up to hurl the ball or toy balloon at the different poor chaps who stood fearfully at the plate. And then if anyone really

did not believe that it was the greatest game of the year, the crowd could insist that one S. Hall knocked the ball clear over into the lake. No one would be ungentlemanly enough to ask for the score, but for any others who insist on the matter we might advise that they count all their fingers on both hands, (provided they have a full complement,) once and then start all over again. They can go as far as they like on the second round, because opinion is divided as to the exact figures. Some even are so bold to say the record they kept was worse than that. But mind you, that was only the Grocers' score. As for the other side the official scorers weren't able to find very much of it at any time. F. A. Bone who was in charge of the aforesaid "Doughty Drummers," never seemed to insist much on the point. It sure was a great game. It lasted the whole of seven innings.

There were races too in which business kings, or in ordinary jargon, wholesale dealers struggled for supremacy. It is believed that if there had been a few more minutes allowed that some of them might have been able to break records, in that hundred yard race particularly. But with all that left out they were some speeders. The grocers had a race or two all to themselves too, and, gentle reader, it would have done your heart good, to have seen "Billy" Miller, Dicky Matthews and all those other thoroughbreds straining at the leash, so

(Continued on Page 52.)



The Line Up of the Opposing Ball Stars.

might sit down and prove that fifteen hundred people should have been on the good ship Turbinia when she warped in to her wharf at Cobourg in the above mentioned manner, on Wednesday, June

mixed parties playing ring around a Rosie. But there was a ball game. Of course, some of the ladies will say that the only things worth looking at were the races in which the "little dears"

Grocery Markets—Salmon Advances

Prices on Spot Salmon Have Been Advanced — Scarcity of Stocks at Most Points—Prices Not Yet Named on New Pack—Lower Grade Rice Goes Down —Tapioca Maintains Its Firmness—Improved Trade in Sugar—Peaches and Raisins Higher in Winnipeg.

See also Provisions, Cereals and Fruit Pages Following.

QUEBEC MARKETS

POINTERS—

Standard B. Rice.—Down 20 cents.
Salmon.—Sharp advances.
Tapioca.—Price advanced.

Montreal, June 22.—Local wholesale houses state that business continues heavy and general conditions are highly satisfactory with every prospect of their being maintained at least as far as the immediate future is concerned. Dried fruits are naturally of interest in view of the very limited spot supplies. The representative of prominent California fruit interests states that the climatic conditions are favorable and the outlook for good quality in the fruit is much improved. The quantity, however, is directly short. In this regard, he stated to The Grocer, there is no doubt. Apricots are short and so are peaches. A controlling element in the dried fruit market, the influence of which is being more and more felt, is the Middle West.

Owing to a stronger feeling in the raw market, refined sugar is firmer. The demand is increasing, and if any higher prices are due, which some do not admit, they should not be far away. The market is steady with the general tone improved.

Molasses of the better quality is easier according to reports from the inland. It was stated that the price shows a decline of several cents, the result of purchases having been centred more upon slightly inferior grades.

Sugar.—There is a little firmer feeling in the sugar market this week. Demand is improving, a condition which with new strength in raws is influencing the refined. The season of heavy demand is within hailing distance.

Granulated, bags	4 60
" 30-lb. bags	4 70
" Imperial	4 45
" Beaver	4 45
Paris lump, boxes, 100 lbs.	5 50
" " 50 lb.	5 50
" " 25 lb.	5 60
Red Seal, in cartons, each	0 35
Crystal diamonds, bbls.	5 30
" " 100 lb. boxes	5 40
" " 50 lb.	5 50
" " 25 lb.	5 70
Crystal Diamond Dominos, 5-lb. cartons, each	0 37 1/2
Extra ground, bbls.	5 05
" " 50-lb. boxes	5 15
" " 25-lb. boxes	5 45
Powdered, bbls.	4 85
" " 50-lb. boxes	5 05
Phoenix	4 60
Bright coffee	4 85
No. 2 yellow	4 35
No. 3	4 35
No. 1 " bags	4 20

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

Syrups and Molasses.—Beyond the point regarding molasses mentioned above there is no other feature. Both syrups and molasses are inclined to be quiet.

Molasses, to arrive, car load lots	0 28	0 29 1/2
Fancy Barbadoes molasses, puncheons	0 31	0 33
" " " barrels	0 34	0 36
" " " half-barrels	0 36	0 38
" " " barrels	0 31	0 33
Ohio Barbadoes molasses, puncheons	0 34	0 36
" " " barrels	0 36	0 38
" " " half-barrels	0 36	0 38
New Orleans	0 25	28
Antigua	0 30	
Porto Rico	0 40	
Corn syrups, bbls.	0 07 1/2	
" " " "	0 08 1/2	
" " " "	0 09 1/2	
" " " "	0 10	
" " " "	1 20	
35-lb. pails	2 25	
Cases, 2-lb. tins, 2 doz. per case	2 60	
" " 5-lb. " 1 doz.	2 50	
" " 10-lb. " 1 doz.	2 50	
" " 20-lb. " 1 doz.	2 45	

Dried Fruits.—There have been no new price changes, but the market as a whole is high. Retailers are showing an interest in the present crop conditions. From a reliable authority it is learned that no good shippers of currants have yet named anything as low as the price that has been going the rounds lately. Some have mentioned a price that is four shillings under the price that the most reliable shippers quote. The lower price is said to be unwarranted by conditions in Greece.

Evaporated apricots	0 20	0 22
Evaporated apples	0 14 1/2	0 16
Evaporated peaches	0 13	0 15
Currents, fine filigras, per lb., not cleaned	0 07	0 07
" " " cleaned	0 07 1/2	0 08 1/2
" " 1-lb. packages, fine filigras, cleaned	0 08 1/2	0 09
" " Patras, per lb.	0 09 1/2	0 10
" " Vostizaa, per lb.	0 09 1/2	0 10
Dates, 1-lb. packages	0 06 1/2	0 07 1/2
Dates	0 06	0 06
Figs	0 11	0 11
Figs, 3 crown	0 08	0 09 1/2
Figs, 4 crown	0 09	0 11
Figs, 5 crown	0 10	0 11
Figs, 6 crown	0 11	0 12
Figs, 9 crown	0 13	0 14

Prunes—		
30-40	0 17 1/2	0 18
40-50	0 16 1/2	0 16
50-60	0 15	0 15
60-70	0 14 1/2	0 14
70-80	0 14	0 14
80-90	0 13 1/2	0 13 1/2
90-100	0 13	0 13
Raisins—		
Choice seeded raisins	0 09	0 09 1/2
" fancy seeded, 1-lb. pkgs.	0 09 1/2	0 10
" loose muscatels, 3-crown, per lb.	0 08	0 08 1/2
" " 4-crown, per lb.	0 08 1/2	0 09 1/2
Select raisins, 7-lb. box, per box	0 52 1/2	0 52 1/2
Malaga table raisins, clusters, per box	2 40	5 50
Valencia, fine off stalk, per lb.	0 07	0 07 1/2
" select, per lb.	0 08	0 08 1/2
" 4-crown layers, per lb.	0 08	0 09

Nuts.—The market is rather quiet. There is a good trade in peanuts but the other lines are featureless. Interest is being drawn toward the growing crops and the reports from the different countries are being closely followed.

In shell—		
Brasils	0 15	0 18
Filberts, Sicily, per lb.	0 11 1/2	0 13
" " Barcelona, per lb.	0 10 1/2	0 10 1/2
Tarragona Almonds, per lb.	0 15	0 16
Walnuts, Grenoble, per lb.	0 17	0 18
" " Marbota, per lb.	0 15	0 16
" " Cornes, per lb.	0 11 1/2	0 11 1/2
Shelled—		
Almonds, 4-crown selected, per lb.	0 35	0 37
" 3-crown " "	0 32 1/2	0 33
" 2-crown " "	0 31	0 32
" " (in bags), standards per lb.	0 27	0 28
Cashews	0 15	0 17

Peanuts—

American—		
Coon, roasted	0 09	0 09 1/2
Coon green	0 07	0 08
Diam rd G, roasted	0 09	0 10
Diamond G, green	0 07 1/2	0 08
Bon Ton, roasted	0 12	0 14
Bon Ton, green	0 10	0 10
Spanish, No. 1	0 12	0 13
Virginia, No. 1	0 13	0 15
Pecans, 3 crown, per lb.	0 17	0 18
Pecans, jumbo	0 22	0 23
Pistachios, per lb.	0 22	0 25
Walnuts—		
Bordeaux halves	0 34	0 37
Broken	0 30	0 32
Grenobles	0 30	0 17

Coffee.—The same old story. The local market is still bare of anything that looks like a change from the conditions that have prevailed for months.

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

Teas.—The market remains steady and firm with nothing occurring to change its position in that respect except to a higher basis.

Japans—		
Choicest	0 40	0 50
Choice	0 35	0 37
Fine	0 30	0 35
Medium	0 25	0 28
Good common	0 21	0 24
Common	0 17	0 21
Ceylon—		
Broken Orange Pekoe	0 21	0 40
Pekoe	0 20	0 22
Pekoe Souchongs	0 20	0 22
India—		
Pekoe Souchongs	0 19	0 30
Ceylon greens—		
Young Hysons	0 24	0 25
Hysons	0 24	0 25
Gunpowders	0 19	0 35
China greens—		
Pingsuey gunpowder, low grade	0 14	0 18
" " pea leaf	0 20	0 30
" " pinhead	0 30	0 50

Spices.—Retailers are asking for only normal supplies of spices but will soon be asked to stock up for the preserving season.

Allspice	0 13	0 18	Ginger, whole	0 20	0 30
Cinnamon, whole	0 16	0 18	Cochin	0 17	0 20
" ground	0 15	0 19	Mace	0 07	0 75
Cloves, whole	0 23	0 35	Nutmegs	0 25	0 60
" ground	0 21	0 35	Peppers, black	0 16	0 18
Cream of tartar	0 25	0 32	Peppers, white	0 20	0 25

Rice and Tapioca.—A decline of twenty cents in rice has been recorded the trade attributing this action to several causes, a heavier crop than expected, to increase interest in buying, etc. Tapioca on the other hand shows an increase, decreased acreage being to a certain extent responsible.

Rice, grade B, bags, 250 pounds	2 90	
" " " 100 " "	2 90	
" " " 50 " "	2 90	
" " " pockets 25 pounds	3 00	
" " " " 12 1/2 pounds	3 10	
" " grade c.c., 250 pounds	2 80	
" " " 100 " "	2 80	
" " " 50 " "	2 80	
" " " pockets, 25 pounds	2 90	
" " " " 12 1/2 pounds	3 00	
Velvet head Carolina rice, per lb.	0 09	0 10
Brown sago	0 04	0 05
Tapioca, medium pearl	0 08	0 09
Seed	0 07	0 08

CANNED GOODS

Montreal.—Salmon has advanced considerably during the week, red springs, clover leaf, red sockeye fish being materially higher. Some of the houses re-

THE CANADIAN GROCER

port exhausted stocks of Horse Shoe with Clover Leaf 1-lb. talls also wiped out. The salmon advance is apparently general and is based upon sound reasons. Otherwise the market presents no other feature this week beyond the gradually disappearing stocks of corn and tomatoes.

Apples, 3 lb.	1 10
Apples, gal.	3 40 \$3 50
Peas, standard, dozen	1 15 1 20
Peas, early June, dozen	1 20 1 35
Peas, sweet wrinkled, dozen	1 35
Peas, extra sifted, dozen	1 77 1 90
Pumpkins—3 lb., 95c.; gallon, \$3.00.	
Beans, dozen	1 00 1 05
Corn, dozen	0 95 1 00
Tomatoes, 3 lb.	1 40 1 50
Tomatoes, gal.	3 75
Strawberries, dozen	1 25 1 90
Raspberries, 2 1/2, dozen	1 77 1 90
Peaches, 2 1/2, dozen	2 87 2 90
Pears, 2 1/2, dozen	2 40
Pears, Greenage, dozen	1 40 1 67 1/2
Plums, Lombard dozen	1 00 1 10
Lawtonberries, 2 1/2, dozen	1 60
Clover Leaf and Horseshoe brands salmon—	
1-lb. talls, per dozen	2 27 2 30
1-lb. flats, per dozen	1 45
Other salmon	2 47 1/2
White salmon	1 00 1 15
Humpbacks, dozen	1 25 1 40
Cohoos, dozen	1 60 1 65
Red Spring, dozen	1 90 2 00
Red Sockeye, dozen	2 10
Lobster—	
1-lb. flats, dozen, \$2.40, \$2.85; 1-lb. talls, dozen, \$3.60, \$4.75	
1-lb. flats, dozen, \$5.00, \$5.10.	

Compressed corned beef, 1s.	2 00	Mixed collops, 2s.	2 50
Compressed corned beef, 2s.	3 35	Corned beef hash, 1s.	1 80
English brawn, 2s.	3 15	Corned beef hash, 2s.	2 80
Boneless pigs' feet, 2s.	3 15	Jellied hocks, 2s.	3 80
Ready lunch veal loaf 1s.	1 50	Jellied hocks, 5s.	12 00
Ready lunch veal loaf 1 1/2s.	1 50	Paragon ox tongue, 1s.	7 50
Ready lunch veal loaf 2s.	2 60	Paragon ox tongue, 2s.	8 50
Roast beef, 1s.	2 00	Paragon ox tongue, 2 1/2s.	9 50
Roast beef, 2s.	3 35	Paragon lunch tongue 1s.	4 00
Stewed ox tail, 1s.	1 60	Tongue lunch, 1s.	3 50
Stewed kidney, 1s.	1 50	Sliced smoked beef, 1s.	1 50
Stewed kidney, 2s.	2 65	Sliced smoked beef, 1s 2 50	
Mixed collops, 1s.	1 40		

Winnipeg.—There has been an excellent demand for canned goods of all lines especially vegetables and fruits. The local stocks will be pretty well used up before the new packing arrives, and consequently prices will hold fairly firm. Salmon has started to move rather freely, and the stocks held here are comparatively light in comparison with former years.

Coffee.—The market showed some fluctuation during the week, but prices remain firm. An upward tendency has been in existence, and from all appearances will continue for a while.

Beans and Peas.—The market continues strong, and has advanced a little during the last week. The demand is fairly good, and stocks are getting low. Peas are also active, and an advance in them is expected before many weeks.

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

ONTARIO MARKETS

POINTERS:—

- Canned Salmon—Advanced.
- Rice—Standard B down 10c.
- Canned Apples—Higher.
- Tapioca—Firm.
- Toronto June 21. — A satisfactory

amount of trade, with an improved movement of sugar and a steady demand for other staples is the report of the locally wholesale dealers. Collections are reported fairly good.

Salmon has taken an upward movement ranging from 10 to 20 cents. Stocks are down to a low basis, while practically none of the cheaper grades are to be had. Canned apples have also moved upward in price. Trade in canned goods is not large.

The Journal of Commerce in summing up the dried fruit situation says: "To the looker on, the prune situation is baffling. Most contradictory reports come from the Coast, and there are almost as many prices as there are packers and possible combinations of assortments. A month ago estimates of the probable crop of California prunes, based on conditions and prospects at that time, were anywhere from 90,000,000 to 150,000,000 pounds. Estimates of the probable crop have increased and now run from 140,000,000 to 170,000,000 pounds. It should be said, however, that there are several operators who still hold to their original opinion that the crop will be 125,000,000 pounds or less." A local dealer states that while last year prunes were mostly of the larger size, this year they will run to the small sizes, and that Santa Clara will be small.

Sugar.—While no change has taken place in prices, the market maintains its strong position. When New York refiners have again to take on contracts, from present indications it is assumed that higher prices will have to be paid for raws which will no doubt result in a further upward movement in refined, and it is probable that Canadian refined will also be affected. There has been a better movement to the trade during the past week than for some time back, while a further improvement is being looked for.

Extra granulated, bags	4 70
" " 50 lb. bags	4 80
Imperial granulated	4 50
Beaver granulated	4 50
Yellow, bags	4 30
Barrels of granulated and yellow will be furnished at 5 cents above bag prices.	
Extra ground, bris.	5 10
" " 25-lb. boxes	5 30
" " 25-lb. boxes	5 40
Powdered, bris.	4 90
" " 50-lb. boxes	4 90
" " 25-lb. boxes	5 30
Red Seal, cwt.	7 10
St. Lawrence Crystal Diamonds	7 60
Paris lumps, in 100-lb. boxes	5 60
" " in 50-lb. "	5 70
" " in 25-lb. "	5 90

Syrup and Molasses.—Trade in both syrup and molasses continues steady. Prices show no change, and there is at present no new features to the market.

Syrup—	Per case	Maple Syrup—	
3 lb. tins, 3 doz.	2 25	Gallons, 6 to case	4 80
in case	2 35	" " 12 "	5 40
5 lb. tins, 1 doz.	2 60	Quarts, 24 "	5 40
in case	2 60	Pints, 24 "	3 00
10 lb. tins, 1 doz.	2 50	Molasses—	
in case	2 50	New Orleans,	
20 lb. tins, 1 doz.	2 45	medium	0 30 0 35
in case	2 45	" " "	
Barrels, per lb.	0 05 1/2	bbis.	0 28 33
Half barrels, lb.	0 03 1/2	Barbadoes, extra	
Quarter	0 03 1/2	fancy	0 45
Full, 55 lb. ea.	1 70	Porto Rico	0 45 0 52
" " "	1 90	Muscovado	0 30

Dried Fruits.—There is nothing of great importance to record in the dried fruit department. Trade is quiet, as can be expected with the arrival of cheaper fresh fruits upon the market. Stocks of nearly all kinds are well reduced.

Prunes—			
30 to 40, in 25-lb. boxes	0 17		
40 to 50 "	0 16 1/2		
Same fruit in 50-lb. boxes 1/2 cent less.			
Apricots—			
Choice, 25 lb boxes	0 20 0 21		
Fancy "	0 20 0 22		
Candied Peels—			
Lemon	0 09 0 11	Clifton	0 15 0 17
Orange	0 10 0 12 1/2		
Figs—			
Elemes, per lb.	2 1/2 "		0 11 1/2 0 12 1/2
1 1/2 inches	0 08 0 10	2 1/2 "	0 11 1/2 0 12 1/2
2 "	0 08 1/2 0 10 1/2	Umbrella boxes	0 12 0 14
2 1/2 "	0 09 1/2 0 12		
Tappets, "			0 04 0 04 1/2
Bag figs			0 04 1/2 0 06
Dried peaches			0 13 1/2 0 15 1/2
Dried apples			0 09 0 09 1/2
Evaporated apples			0 16
Currants—			
Fine Filistras	0 07 1/2 0 08	Vostizans	0 10 0 12
Patras	0 08 0 08 1/2		
Uncleaned to less			
Raisins—			
Sultana			0 10 0 12
" fancy			0 11 0 13
" extra fancy			0 14 0 16
Valencias selected			0 08 1/2 0 09
Seeded, 1 lb packets, fancy			0 10
" " 16 oz. packets, choice			0 08 1/2 0 09 1/2
Dates—		Sairs	0 05
Hallowees—		Package dates,	
Full boxes	0 05 1/2 0 06	per 1 lb.	0 06 1/2 0 06 1/2
		Fards choicest	0 10 0 10 1/2

Coffee.—Local dealers in coffee are making no complaints regarding the coffee trade, but on the whole, it is inactive, the country buying for immediate needs only. There are no price changes locally.

Rio, roasted	0 18 0 20	Mocha, roasted	25 0 28
Green Rio	0 15 0 16	Java, roasted	0 27 0 33
Santos, roasted	0 20 0 22	Mexican	0 25
Maricao, "	0 22 0 24	Guatemala	0 22 0 24
Bogotas	0 23 0 25	Jamaica	0 20 0 22
		Chicory	0 12

Nuts.—The nut market is unchanged both regarding prices and the general situation. New crop almonds will not arrive until October, nor new walnuts until November.

Almonds, Formigetta	0 15 0 16
" Tarragona	0 16
" shelled	0 35 0 38
Walnuts, Grenoble	0 15 1/2 0 16
" Bordeaux	0 14 0 15
" Marbots	0 15 0 15 1/2
" shelled	0 38 0 40
Pilberts	0 12 0 12 1/2
Pecans	0 18 0 20 1/2
Brazils (new crop)	0 16 0 18
Peanuts, spiced	0 10 0 12 1/2

Spices.—Quotations are unchanged but the general strength which has been noted continues.

	Rbbs.	Pails or Boxes	Tins	1-lb. pkgs. 25	1-lb. tins
Allspice	0 14	0 15	0 17	0 75	0 80
Cinnamon	0 24	0 25	0 27	0 90	0 90
Cayenne pepper	0 23	0 24	0 25	0 80	0 90
Cloves	0 24	0 25	0 27	0 90	0 90
Cream tartar	0 25	0 26	0 28	0 90	0 90
Curry powder		0 25			
Ginger	0 23	0 24	0 26	0 80	0 90
Mace		0 80			2 75
Nutmegs		0 30			3 00
Pepper, black	0 15	0 16	0 17 1/2	0 75	0 90
Pepper, white	0 24	0 25	0 26 1/2	1 00	1 10
Pastypice	0 23	0 24	0 25	0 80	0 90
Pickling spice	0 15	0 16	0 18	0 75	0 75
Turmeric		0 15			
Mustard seed, per lb. in bulk					0 12
Celery seed, per lb. in bulk					30

Rice and Tapioca.—While holders at primary points have recently been firmer in their ideas, the general inactivity and easiness that has characterized the rice market for some time has been reflected upon Canadian markets, and a reduction of 10 cents per cwt. has been made in "standard B" locally. Other grades seem, however, to maintain their

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position. Tapioca is firm at the prices now ruling.

Standard B, from mills, 500 lbs. or over, f.o.b. Montreal.....	\$ 90
Rice, stand B., 0 03, 0 03, Per lb.	
Bangon.....	0 03, 0 03
Patna.....	0 06, 0 06
Japan.....	0 04, 0 06
Java.....	0 06, 0 07
Carolina.....	0 10, 0 11
Sago, medimm	0 05, 0 06
Tapioca.....	
Bullet, double	
goat.....	0 08
Medium pearl.....	0 06, 0 06
Flake.....	0 08
Seed.....	0 06, 0 06

Beans.—No improvement is reported in the movement of beans locally, while prices remain unchanged.

Prime beans, per bushel.....	1 90, 2 10
Hand picked beans, per bushel.....	2 10, 2 25

CANNED GOODS.

Toronto—That the firmness reported regarding canned salmon and the emphasis laid upon the market conditions was fully warranted is shown by the sharp advance in prices this week. An upward movement of from 10 to 20 cents per dozen has taken place, 1-lb. talls in Clover Leaf and Horseshoe being quoted at \$2.25 to \$2.27½, and Sockeye at \$2.20 to \$2.25. The cheaper grades such as humpbacks, pinks and cohoes are not obtainable.

One wholesaler quotes extra fine sifted peas size 1, 2's at a reduction of ten cents, namely \$1.77½. Stocks of peas generally are however pretty well cleaned up. Dealers are asking higher prices on canned apples, quotations ruling from \$3.75 to \$4.00 for gallons, while 3's are done. New pack lobster in halves are quoted at \$2.50 to \$2.65, but no quarters have as yet arrived. Factories are busy packing strawberries, and a moderate sized pack is expected. The first of the crop was excellent but the latter is not expected to be so good. Some dealers hint that there is danger of the growing peas being affected by the recent warm weather. Factories will begin to can peas shortly after the first of the month.

VEGETABLES

	Per doz.	Group B	Group A
Asparagus tips, 2's, talls.....	2 52	2 55	
Beans, Golden Wax, 2's.....	0 97	1 00	
" " Midgots, 2's.....	1 37	1 30	
" " 3's.....	1 37	1 40	
" " Refugee or Valentine (Green) 2's.....	0 97	1 00	
" " Refugee Midgots 2's.....	1 37	1 30	
" " 3's.....	1 37	1 40	
Beets, sliced, blood red, 2's.....	0 97	1 00	
" " whole, blood red, 2's.....	0 97	1 00	
" " sliced, blood red, 3's.....	1 33	1 35	
" " whole, blood red, 3's.....	1 37	1 40	
" " whole, Rosebud, 2's.....	1 30	1 30	
" " 3's.....	1 56	1 56	
Cabbage, 2's.....	0 97	1 00	
Carrots, 2's.....	0 97	1 00	
Corn, 2's.....	0 95	1 00	
" " fancy, 2's.....	1 05	1 07	
" " on opp, gal.....		4 77	
Peas, Standard, size 4, 2's.....	1 35	1 40	
" " Early June, size 3, 2's.....	1 50	1 50	
" " Sweet Wrinkle, size 3, 2's.....	1 77	1 87	
" " Extra fine sifted, size 1, 2's.....	0 97	1 00	
Pumpkin, 2's.....	0 97	1 00	
" " gal.....	3 02	3 05	
Spinach, table, 2's.....	1 27	1 30	
" " 3's.....	1 77	1 30	
" " gal.....	5 02	5 05	
Tomatoes, 2's.....	1 05	1 07	
" " 3's.....	1 40	1 50	
" " gals.....	3 75	4 02	
Turnips, 2's.....	1 12	1 15	

FRUIT

Apples, standard, 2's.....	1 30
" " gal.....	4 50
Blueberries, standard, 2's.....	1 37
" " gal.....	5 30
Cherries, black, not pitted, heavy syrup, 2's.....	1 53
" " black pitted, heavy syrup, 2's.....	1 92
" " red, not pitted, heavy syrup, 2's.....	1 53
" " red pitted, heavy syrup, 2's.....	2 17
" " white, not pitted, heavy syrup, 2's.....	1 53

" " white pitted, heavy syrup, 2's.....	2 02	2 0
" " red pitted, gal.....	3 52	3 55
Gooseberries, 2's, heavy syrup.....		1 77
Lawtonberries, 2's, heavy syrup.....		1 77
Peaches, 2's, white, heavy syrup.....	1 87	1 90
" " 2's, yellow, heavy syrup.....	1 87	1 90
Raspberries, black, standard, gal.....	7 02	7 05
" " red, heavy syrup, 2's.....	1 90	1 95
" " red, standard gal.....	7 02	7 05
" " red, solid pack, gal.....	9 27	9 30
Rhubarb, preserved, 2's.....	1 52	1 55
" " 3's.....	2 27	2 30
" " standard, gal.....	3 50	3 50
Strawberries, heavy syrup, 2's.....	1 77	1 80

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

MANITOBA MARKETS

Canned Salmon—Advancing and scarce.
Evaporated Peaches—Higher.
Seeded Raisins—Higher.

Winnipeg, June 22.—Various estimates are already being placed on the yield of the crop that is expected from the three prairie provinces. The latest report of conditions published in one of the leading papers show that in all parts of the country the best conditions in the last 15 years are being encountered. Estimates place the yield at over two hundred million bushels. This will be double that of last year, which was conceded by all to be around one hundred million. These remarkable conditions are reflected decidedly in the grocery trade, and stocks in many lines are almost completely consumed, especially canned goods and fruit, as country merchants have been doubling their orders on luxurious lines. The demand for canned goods during the week has been heavy, even more so than usually at this time of the year. New canned strawberries are expected shortly, and peas will follow later. Sugar took a slight flutter through bullish reports from New York, but the expected advance did not take place. The demand is increasing in this line, as a lot of small fruits are on the market which are being preserved.

Reports from California regarding the new fruit crop continue to be along the same line as that quoted last week. Prunes are higher but will probably decline after a while. Only about half of the usual crop of apricots is being received. New peaches will be higher on account of partial crop failure. Raisins remain steady at present high prices.

The local supply of canned goods is also pretty well used up, especially in vegetables. Canned salmon is moving freely and as stocks are very light the price is beginning to advance.

Sugar.—Some excitement was caused in the local sugar market through bull-

ish reports from New York during the earlier part of the week, but it was recognized in time that the high price would not be sustained, and consequently the expected advance did not take place. The demand for this line has improved considerably during the week, as the preserving period is now at hand. The arrival of small fruits on the market has set the housewives busy throughout the country. Stocks are of fair size, and jobbers are able to cope successfully with the demand.

Montreal and B.C. granulated, in bbls.....	5 15
" " yellow, in bbls.....	5 30
" " in sacks.....	4 75
Iceing sugar, in bbls.....	5 50
" " in boxes (25 lbs.).....	5 75
Powdered sugar, in bbls.....	5 30
" " in boxes.....	5 30
" " in small quantities.....	6 00
Lump, hard, in bbls.....	6 10
" " in 4-bbls.....	6 10
" " in 100-lb. cases.....	6 00

Syrup.—The demand for syrup has fallen off somewhat during the week, but prices hold steady, and it is expected that the trade will pick up again in a short while.

Syrups—	
24 2-lb. tins, per case.....	2 13
12 5-lb. tins, per case.....	2 48
6 10-lb. tins, per case.....	2 36
3 20-lb. tins, per case.....	2 37
Half bbls., per cwt.....	3 60
Barbadoes molasses in 4-bbls., per gal.....	6 48
New Orleans molasses, 1/2 bbls., per gal.....	6 00
" " per bbl per gal.....	6 31

Dried Fruits.—Reports from California confirm the fact that one of the largest crops in the history of the prune industry has been received this year. Prices have opened up fairly high on account of its coming on a bare market, and packers have already booked orders for prompt shipment for about a month. It is fully recognized, however, that after the market is fairly well stocked that the price will take a sharp decline. Only one-quarter of the usual crop of apricots in California has been received, and prices are nearly prohibitive. New peaches will be much higher on account of partial crop failure. It is not expected that there will be any particular reduction in the price of raisins, which has advanced about two cents in the last two or three months, but there is no doubt that large quantities will be used.

Smyrna Sultana raisins, uncleaned, per lb.....	0 13
" " cleaned, per lb.....	0 13
California raisins, choice seeded in 4-lb. packages.....	0 07
" " fancy seeded in 4-lb. packages.....	0 08
" " choice seeded in 1-lb. packages.....	0 09
" " fancy seeded in 1-lb. packages.....	0 09
Raisins, 3 crown muscats, per lb.....	0 07
" " 4.....	0 08
Prunes—	
25 lb. bx, 50-100, lb.....	0 11
" " 80-90.....	0 13
" " 70-80.....	0 14
" " 60-70.....	0 14
Prunes, 50-60.....	0 14
Prunes, 40-50, lb.....	0 14
Silver prunes, ac. to quality.....	0 11
Currants uncleaned, loose pack, per lb.....	0 07
" " dry, cleaned, Filistras, per lb.....	0 08
" " wet, cleaned, per lb.....	0 08
" " Filistras, in 1-lb. pkg. dry, cleaned, per lb.....	0 09
Pears, per lb.....	0 16
Neotaries, lb.....	0 13
Peaches, stand- ard, per lb.....	0 13
Dates, per lb.....	0 05
Peaches, choice.....	0 11
Dates, packages.....	0 06
Apricots, stand- ard, per lb.....	0 16
30 in case.....	0 10
Apricots, choice.....	0 17
Peel, lb., lemon.....	0 10
" " orange.....	0 10
Plums, pitted, lb.....	0 12
" " citron.....	0 14

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BRITISH COLUMBIA MARKETS.

Vancouver, June 22.—A stiffening of prices is apparent in the local market. Although this is June and plenty of grass in the dairy districts, butter is firm with a tendency to increase. Local eggs, which went up a little a few weeks ago, continue scarce and are now jobbed at 35 cents a dozen. Carloads of eggs have been brought from Ontario and Manitoba to meet the demand.

It is declared that the home supply of beef is scarce. The local supply has not been good, and as a consequence for some time frozen meat has been brought from Winnipeg and Toronto, and last week some was brought even from Omaha. There is duty on beef from the United States. Hams and bacon are on the rise. The usual good supply of strawberries have come in from Hood Valley, Yakima and other points not far to the south, but the cool weather has kept back the locally grown.

New potatoes have been on the market for some weeks, but not in that quantity that will turn the consumer from the old crop, even when the latter is \$3 a sack.

Cantaloupes are now on sale from the south. The cherries this year seem to be larger and better than is usual at this time of year.

NEW BRUNSWICK MARKETS.

St. John, N.B., June 22.—With the exception of a drop of fifteen cents in Ontario flour, there were few changes of importance in the past week on the local market. No change was noted in the Manitoba brands. During the past few days an advance of 1 cent per pound was noted in the price of lard, while pork by the barrel and in the country market is considerably stronger.

In the country market also, conditions were quiet and no changes of interest were registered. Native strawberries are becoming more plentiful, while American strawberries have also been reduced in price, and are now quoted at fifteen cents per box.

NOVA SCOTIA MARKETS.

Halifax, N.S., June 22.—Two big cargoes of produce unexpectedly came on the market this week. Two schooners arrived from Prince Edward Island with 2,500 bushels of potatoes, and a quantity of carrots, parsnips and beets. It was thought that all the Island stock had been cleaned up. This produce arrived when the market was practically bare, and it was readily bought up. The potatoes sold for eighty cents per bushel at the wharves.

Business in the fruit lines is active. The West India steamer arriving this week brought a big cargo of oranges and bananas. The demand for bananas

is especially good, and in addition to the arrivals by boat, dealers are importing largely in car lots from Boston. They consider the price high, however, the best stock bringing \$2.50 per bunch. Jamaica oranges are small but sweet, and they are going to the trade at \$4.00 per barrel. Fancy lemons are selling at \$4.00 to \$4.50, and Grape fruit at \$3.50 per case.

Fresh made butter is coming on the market in good supply, and the demand is excellent. Creamery prints are 25 cents, and dairy 22 to 23 cents. Cheese is showing a stronger tendency, but jobbers are looking for lower prices. Eggs are coming to hand in sufficient quantity to supply the local demand. Selected stock is quoted from 19 to 20 cents. Sugars remain unchanged.

Business generally is considered quite satisfactory for the season of the year, and there is quite an improvement in collections, particularly at the points along the coast.

TO INCREASE MEMBERSHIP.

Toronto, June 22.—A campaign for increased membership, with "four thousand before September first," as a slogan, is to be launched by the local branch of the Retail Merchants' Association. The first meeting of the new executive board was held last Friday night.

PACIFIC COAST PICNICS.

Vancouver, June 22.—The grocers both here and in Victoria are preparing for their annual picnics. These gatherings are a good thing to bring the members of the associations together in a social way, and when the members know each other better personally it is much easier to secure co-operation in the methods by means of which the organizations seek to attain success.

The Vancouver event will be held on July 1st at the exhibition grounds, and preparations are going ahead with the programme. The date of the Victoria picnic has not been decided.

ROSS ON POTATOES.

British Columbia Its Own Best Market.

Vancouver, June 22.—Canadian Trade Commissioner Ross, who reports from Australia, may know conditions in the Antipodes, but he lacks knowledge of conditions in British Columbia.

In his report to the department at Ottawa, he announces that there is a fine market for British Columbia potatoes in Australia this year. He overlooks the fact that the best market for British Columbia potatoes is in British Columbia. It will be many a day before there are enough for export. As it is, potatoes are being brought here from all over the North American con-

continent, and even at that they are selling from \$50 to \$60 a ton, three times the average price.

The potatoes grown in this province are not by any means sufficient for the trade, and each year there are large importations. This spring, perhaps, the stringency was greater than usual, but as winter passes away each year, the price of potatoes climbs to at least \$40 or \$45. This season, before the seed was well in the ground, agents of Vancouver commission houses were in the field at Ashcroft, dickering with the farmers for next fall's crop. The price offered was \$16 a ton, and this, compared with fall prices, is reasonable. The commission men will hold them very probably until the spring, when the price will be at least double that.

POSTPONED HOLIDAY IN LONDON.

London, Ont., June 22.—Because Thursday happened to be one of the best market days of the week here, the grocers decided to close only during the afternoon of Coronation Day. The stores were kept open on Wednesday afternoon, the clerks sacrificing the half-holiday to make up for the closing upon the following day. It is proposed to close all day Dominion Day, which falls on a Saturday.

INFORMATION FOR BUYERS.

Laporte, Martin & Co., Ltd., wholesale grocers, Montreal, are offering a fine supply of the celebrated canned vegetables and soups made by "La Fabrique Internationale de Conserves Alimentaires," le Soleil, at Malines (Belgium). This firm has been awarded gold medals at many International Exhibitions. Their brand of products Le Soleil are of standard reputation.

Pickles Pickles Quality Guaranteed

Why pay high prices for other goods when ours are better than the best and sell at a popular price, allowing you a good margin of profit?

DOLLARS AND CENTS

That's what you are looking for, Mr. Grocer, and we are in a position to show you how to make them.

BE ON THE LOOKOUT

for the gilt label and blue label, our marks of perfection.

Stocks are carried at Montreal. All orders will receive prompt attention. Write for further particulars.

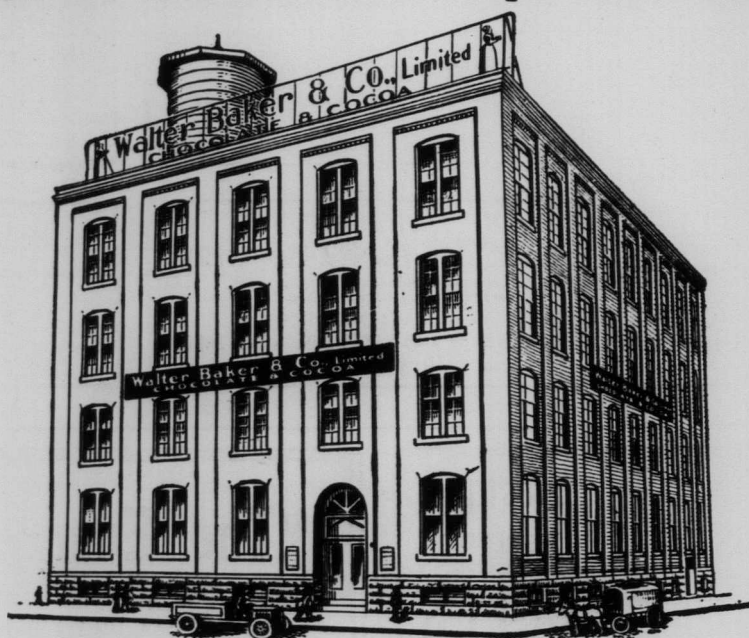
C. CHIVERS & CO., Limited CARDIFF, WALES

Canadian Branch
112 St. Francois Xavier St., MONTREAL

Baker's Cocoa and Chocolate

ARE THE STANDARDS OF THE WORLD

53 Highest Awards in Europe and America



THE NEW MILL AT 1000 ALBERT STREET, MONTREAL



Registered
Trade-Mark

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

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

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

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

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

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

BRITISH COLUMBIA DIRECTORY

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

Importers and Roasters of High Grade
Coffee.

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.

TRY A

Condensed Ad.

IN

Canadian Grocer

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

The Condensed Ads. in this
Paper will bring good results

**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 147 Water Street, Vancouver.

McLEOD & CLARKSON

Manufacturers' Agents and Wholesale Commission
Agents

144 WATER ST., VANCOUVER, B.C.

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



Investigate
THE MERITS OF

**COLES
COFFEE
MILLS**

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

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

**Coles
Mfg. Co.**

1624 N. 23rd St.

PHILADELPHIA, PA.

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

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

"The Enemy of Dirt"

Every time you introduce to your
customers a line that really does light-
en labor you make another friend.
That's why so many live grocers push
hard on

**ASEPTO
Soap Powder**

It is a genuine germ destroyer.
It is also the most economical soap
powder made.

Ask your Jobber.

ASEPTO SOAPS LIMITED
ST. JOHN, N.B.

Quality Built Business



“is good tea”

The remarkable success of this package is the wonder and admiration of the trade. This success is the best guarantee that it will pay you to recommend Red Rose to your best customers.

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

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

“BANNER” 1911 Gold Blast Lantern

Have you seen it?
Hold your orders till you have.

New Well!

Solid Brass Burner!

Supplied with Wicks!



Hand-somest Lantern Made!

Give Your Customers the Best!

For Sale by All Jobbers.

Ontario Lantern & Lamp Co., Limited
Hamilton, Ont.



Two of Our Food Products



that unite in upholding the quality of

Kitchener Brand CANNED GOODS

Besides possessing an alluring daintiness, delicacy and flavor not always to be had even in good things, they are nicely packed and labelled in a factory of cleanliness, and are a delight and temptation for every customer.

Kitchener Brand goods always keep sweet under all conditions of temperature.

They sell and pay to sell. Stock this popular line and watch your canned goods profits go up.

The Oshawa Canning Co., Limited

OSHAWA - - - ONTARIO

Protective Associations Grow in the West

Secretary of Lethbridge Business Men's Protective Association Explains What is Being Done by Way of Organizing on the Prairies—The Probable Formation of Provincial Association—What This Organization Does for Members.

By B. L. Cope, Secretary Lethbridge Business Men's Protective Association.

Merchandising takes a big step forward every time the merchants of any one place join in a movement to beat the "dead beat." One of the pleasing features of the business situation in the prairie provinces is the gradual dawning of this fact upon the dealers of almost every place of any importance. We have had a protective association in Lethbridge for some little time, and on June 8th Calgary dealers fell into line when they formed the "Calgary Business Men's Protective Association." It is of this protective movement I desire to speak.

The dealers in Calgary were totally ignorant of the real aims and scope of an organization of this kind, simply because nobody had taken the matter up with them. Edmonton men have had an association for several years but never recognized the fact that the more of these bodies we have in the West the more useful they will be. I was only appointed to this position on the first of March and the first point I realized was that it must spread all over the West to be most effective.

Scattered Letters Broadcast.

With this idea in view I wrote to several of the larger places in the province asking them if they had an association, or any idea of organizing. I also wrote to all the big cities along the south coast of the United States and worked inland as well till I had succeeded in getting a good idea of what they did. Finding out that they had state associations south of us and a provincial association west of us, in British Columbia, I at once got to work with our larger centres of population showing them the idea of organizing local associations and the taking up of the matter of a provincial association the same as other parts, when we had enough of them. Up to the present time I have succeeded in organizing Taber, about thirty miles east of here, and Macleod, about the same distance west, and, as I have already stated, organized Calgary on June 8th. I have had no trouble so far in getting this done wherever the merchants know what the organization is and does.

What the Idea Is.

Our idea is to have the province mapped out into districts and the biggest

town in that district handle its district, and in this way we hope to cover the whole of the west, not Alberta only but Saskatchewan as well. Manitoba has the Western Retail Association to take care of its interests. Then the locals can report to their provincial headquarters and the headquarters of each province can work together and in that way we hope to spread the net all over the

west and south as far as is possible. At the present time I am working with every known organization from Winnipeg to the west coast and south as far as Los Angeles and inland in the States to the State of Montana, which is directly south of here.

Only Ten Years Behind.

We are only about ten years behind the times in this move for they had these organizations to the south of us for that many years and the wholesalers have had them for over thirty years. The association in Portland, Oregon, was organized in 1878. This is the wholesalers' association. The work of our association among the retailers is exactly the same as it is among the wholesalers, for it performs the same functions in that it protects them from unworthy customers, deals with legislation that would be detrimental to their interests and keeps in touch with everything of this kind. In some places they even go so far as to employ an engineer of their own to keep a check on the city engineer, also employ a solicitor of their own to advise them on all legislation.

Since the re-organization of this association here we have done a vast amount of good and hope to continue to do so as long as there is any call for it, which will be a good many years yet. We have stopped the "Dead Beat" from living on our merchants, have asked for an amendment on our Transients Trades License, which was most unfair to the local merchants the way it was, and have put the ban on all fake advertising, to say nothing of numerous other

little points that have been brought up and dealt with.

The future of these organizations in this province is assured and in another month I expect there will be a meeting held in Calgary for the purpose of completing the provincial association.

The dues of the Lethbridge Association are \$2 per month, and each merchant pays 5 per cent. for all collections made by the efforts of the association whether paid to the secretary or to the merchant.

Merchant's Monthly Report.

Number 20.

To the Secretary,

P.O. Box 122, Lethbridge.

Note.—Copy to be mailed to the secretary not later than 10th day of each month.

Name.	Address.	Amount.	Code.	Remarks.
Anderson, G.	Lethbridge.....	19.50	R	Laborer
Andrews, A.	Lethbridge.....	45.80	R	Carpenter
Ackland, G.	Lethbridge.....	54.60	S	Plasterer
Ashcroft, B.	Lethbridge.....	85.80	X	Contractor
Armstrong, A. ...	Wanted.....	106.50	X	Painter

"R" means if man wants goods "requires cash." "S" means "slow pay." "X" means "no good or additional information on application to secretary."

Each merchant has a number. It is 20 in this case, and the list is, as you will note, addressed to the secretary. If this list was lost or came into the hands of any other person than the secretary it would not give any clue as to who had sent it in or made it up. It is a confidential list, and the secretary keeps the numbers so as to be the only person to know who the list belongs to.

Each merchant sends in this list of delinquents on this form not later than the 10th of the month, as you will note, and then we have our executive meet and go over the lists, the secretary only seeing the list and reading out the names. In this way a lot of unknown information is gleaned, such as where the person is employed at the time, or where they live, etc. All names turned in are then notified on the prescribed form, a copy of which is reproduced, and at the end of the ten days allowed for settlement a complete list is made of all unpaid accounts and each member gets a copy of this. This is the monthly list of undesirable customers, which proves of exceptional value to the members of the association.

The occupation should always be given, as it will avoid any possible mistake if there should happen to be two persons of the same name in the same place, the one a barber and the other a lawyer or any other trade or profession that might be mentioned.

No doubt the phenomenal growth and development of the Canadian West

have caused you much thought as to representatives in that fast growing and ready market.

We will represent you at each pulsating distributing centre. We have large track warehouses and ample storage accommodation for all classes of merchandise.

We will handle your products for you on a reasonable commission basis. We have the experience, the business ability and the financial standing to do so successfully.

Let us advise you of the Western prospects of YOUR line—drop us a card and get in touch with us at once.

Much depends on it for you.

NICHOLSON & BAIN, Wholesale Commission Merchants and Brokers.

HEAD OFFICE - - WINNIPEG, MAN.

WINNIPEG REGINA SASKATOON EDMONTON CALGARY

Tea Lead

(Best Inocorrodible)

"Pride of the Island"

Manufactured by **ISLAND LEAD MILLS, LIMITED** BRAND

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

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

McLean's Cocoanut

ALWAYS SELLS WELL BECAUSE IT IS PURE AND OF EXQUISITE FLAVOR.

The Canadian Cocoanut Co'y



Sole Makers, Montreal, Quebec.

The Only Account Register



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

Sheets lift out and fit any safe

USED OVER THREE YEARS

Newmarket, Ont., Jan. 3, 1911.

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

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

G. H. KNOWLES

Send Us a Postal for Full Information.

COMMERCIAL REGISTER CO.

178-180 Victoria Street - - Toronto, Ont.

GUNNS QUALITY BRAND

HAMS

Pon-Honor Products



LARD

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The Seal of Public Approval

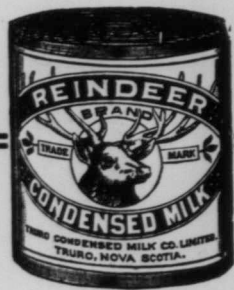
SAUSAGE

Pon-Honor Products represent the highest possible standard of excellence—choicest selection, perfect flavor, appetizing and satisfying.

Try them and be convinced

GUNNS LIMITED

PORK AND BEEF PACKERS
WEST TORONTO



Jersey Evaporated Milk

being enriched by greater evaporation will keep fresh longer after opening the cans than any unsweetened milk.

The salt sea breezes and excellent grazing lands accounting for the special richness and flavor of Reindeer Jersey Milk.

Your jobber will ship this brand if you specify "Jersey," and charge you factory price. Five cases prepaid to any station.

REINDEER LIMITED

TRURO - - - CANADA

ORIGINATORS AND PRODUCERS
REINDEER MILK REINDEER CONDENSED COFFEE
JERSEY EVAPORATED MILK REINDEER CONDENSED COCOA

HAMS

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

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

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

F. W. Fearman Co.
HAMILTON LIMITED

Roll Bacon

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

WE ARE MAKING A SPECIAL CUT IN PRICE AT PRESENT.

THE WM. RYAN, LIMITED

Pork Packers and Wholesale Produce Merchants

Packing Houses
FERGUS

70-72 Front St. East
TORONTO

A
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Live Hogs and Provisions are Higher

Steadier Live Hog Market—Advances Made in Provisions — Good Demand From All Centres—Smoked and Cooked Meats Selling Well—English Bacon Market is Steady—Butter is Plentiful, but Steady in Price.

A steady and a higher market on live hogs continues this week and in sympathy with the upward movement in hogs of the past two weeks, a stronger tone to provisions and lard with advances in different lines is reported from all centres. Cables are good and a satisfactory trade is being done in all sections of the country, eastern packers having recently received some substantial orders from Western Canada. Smoked and cooked meats are going out in increased quantities and with the smaller stocks prices are firm. The English bacon market maintains a steady position while live hogs in the Western States are also steady.

A better tone is in evidence in the butter market in general and while no change has taken place in quotations at most centres, there is, however, a stronger feeling noticeable. This is explained by an increased export demand of late, while June butter is more sought after than the earlier varieties as the quality is considered better.

Eggs are reported plentiful from various centres, with a steady and active market, but conditions show no change over last week. A considerable shrinkage is in evidence already and of course this will become larger as the summer advances.

MONTREAL.

Provisions.—Higher prices for different lines of pork, dry salt meats, cooked hams and others are noticed, due to increased demand and also to the fact that supplies have not been as heavy as necessary to meet the present requirements.

Pure Lard—	
Boxes, 50 lbs., per lb.	0 11 1/2
Cases, tins, each 10 lbs., per lb.	0 10 1/2
" " " 5 " " " "	0 10 1/4
" " " 3 " " " "	0 11
Pails, wood, 20 lbs. net, per lb.	0 10 1/2
Pails, tin, 20 lbs. gross, per lb.	0 10
Tubs, 50 lbs. net, per lb.	0 10 1/2
Tierces, 37 1/2 lbs., per lb.	0 10 1/2
One pound bricks	0 11 1/2
Compound Lard—	
Boxes, 50 lbs. net, per lb.	0 09 1/2
Cases, 10-lb. tins, 50 lbs. to case, per lb.	0 10
" " " 5 " " " "	0 10 1/2
" " " 3 " " " "	0 10 1/2
Pails, wood, 20 lbs. net, per lb.	0 10
Pails, tin, 20 lbs. gross, per lb.	0 09 1/2
Tubs, 50 lbs. net, per lb.	0 09 1/2
Tierces, 37 1/2 lbs., per lb.	0 09 1/2
One pound bricks	0 10 1/2
Pork—	
Heavy Canada short cut mess, bbl. 35-45 pieces	22 50
Bean pork	16 50
Canada short cut back pork, bbl. 45-55 pieces	21 50
Clear fat backs	23 00
Heavy flank pork, bbl.	22 00
Plate beef, 100 lb bbls.	7 10
" " 200 " "	14 50
" " 300 " "	21 50
Bolled ham, small, skinned, boneless	0 24
Dry Salt Meats—	
Green bacon, flanks, lb.	0 11
Long clear bacon, heavy, lb.	0 10 1/2
Long clear bacon, light, lb.	0 12

Hams—	
Extra large sizes, 25 lbs. upwards, lb.	0 12 1/2
Large sizes, 18 to 25 lbs., per lb.	0 14 1/2
Medium sizes, 13 to 18 lbs., per lb.	0 15 1/2
Extra small sizes, 10 to 13 lbs., per lb.	0 16 1/2
Bone out, rolled, large, 16 to 25 lbs., per lb.	0 16
" " small, 9 to 12 lbs., per lb.	0 17
Breakfast bacon, English, boneless, per lb.	0 17
Windor bacon, skinned, backs, per lb.	0 18
Spiced roll bacon, boneless, short, per lb.	0 13 1/2
Hogs, live, per cwt.	7 50 7 75
dressed, per cwt.	10 25 10 50

Butter.—An increased export demand has lent strength to the butter market. Prices are firmly held, the general demand is considerable and the market is steady.

New milk creamery	0 22	0 23
Dairy, tubs, lb.	0 18	0 20
Fresh dairy rolls	0 18	0 19

Eggs.—The market is steady and active. Receipts are liberal, the demand is maintained and on the whole the conditions show no change over last week.

New laid	0 19	0 20
Selects	0 22	0 23

Cheese.—Locally, cheese is firm with returns from the country boards showing an extensive production. Prices are steady, but with the firmer feeling at the boards increased prices are not unlikely here.

New make	0 13
Quebec, large	0 14
Western, large	0 14
" " twins	0 14
" " small, 20 lbs.	0 14
Old cheese, large	0 16

TORONTO.

Provisions.—Business in provisions is quite good, a satisfactory city and country trade being done with substantial orders from the West also. Upward again has gone the price of hogs with quotations at country points reaching as high as \$7.10. However, the opinion has been expressed by more than one packer that they have gone the limit for the present. Lard is up 1/4 cent per pound, while long clear is also stronger at 11 to 11 1/2. There is a big demand for smoked and cooked meats at firm prices, the latter having stiffened up to 24 cents. Heavy mess and short cut has, however, moved in the opposite direction, while trade in these lines just now is not brisk.

Long clear bacon, per lb.	0 11	0 11 1/2
Smoked breakfast bacon, per lb.	0 16	0 17
Pickled shoulder	0 09	0 11 1/2
Roll bacon, per lb.	0 11	0 11 1/2
Light hams, per lb.	0 16	0 16 1/2
Medium hams, per lb.	0 15	0 16
Large hams, per lb.	0 13	0 14
Cooked hams	0 23	0 24
Fresh shoulder ham	0 12	
Shoulder butts	0 14	0 15
Backs, plain, per lb.	0 19	0 20
" pea meal	0 20	
Heavy mess pork, per bbl.	18 00	20 00
Short cut, per bbl.	20 00	22 00
Lard, tierces, per lb.	0 10	0 1 1/2
" tubs	0 10 1/2	0 10 1/2
" pails	0 10 1/2	0 10 1/2
" compounds, per lb.	0 08 1/2	0 09
Live hogs, at country points	7 10	
Live hogs, local	7 40	
Dressed hogs	9 25	10 25

Butter.—Butter continues to arrive in large quantities, the quality of the shipments being good. While all firms have not made changes in quotations, the tone of the market is firmer. This is explained by the fact that June butter being of a better quality is in greater demand in general. Prospects are still reported bright for a good sized make during the summer.

Fresh creamery print	
Per lb.	0 21 0 24
Creamery solids	0 20 0 23
Farmers' separator butter	0 18 0 19
Dairy prints, choice	0 16 0 18
Fresh large rolls	0 15 0 16
No. 1 tubs or boxes	0 17
No. 2 tubs or boxes	0 16 0 16

Eggs.—The supply of eggs is plentiful and while prices are easier at country points, quotations are maintained here as there is considerable shrinkage being experienced which becomes greater as the weather becomes warmer.

New laid eggs	0 18	0 20
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Cheese.—Following the steadiness reported at country boards last week, prices for new make are up 1/4 cent here this week, bringing large new cheese up to 12 1/4 cents. Some old Stiltons are obtainable at 15 to 16 cents.

New cheese—		New twins	0 12 1/2
Large	0 14	0 15	0 15
Old cheese	0 14 1/2	0 15	0 16

Poultry.—While rather quiet, the usual trade is being done. Fowl and broilers command the largest proportion of the trade, the latter bringing 25 to 30 cents.

Fowl	0 14	0 15	Broilers	0 25	0 30
Geese	0 14	0 15	Ducks	0 17	0 19
Chickens	0 18		Turkeys	0 16	0 18

WINNIPEG.

Provisions.—Trade continues active in all lines, but there is little new in prices. Live hogs are holding steady both on the local and Chicago markets, which has resulted in the decline of lard being checked, and the low point is regarded by some to have been reached. Cured and dried salt meats remain firm at last week's advance, and there has been little difference noticed in the demand. Prices are as follows:

Hams, large	0 14 1/2	Tomato sausage	0 10	
Hams, medium	0 15 1/2	per lb.	0 09	
Breakfast bacon	0 19 1/2	0 20	Pork sausage	0 07 1/2
backs	0 19 1/2	0 20	Beefs usage	0 07 1/2
Breakfast bacon	0 13	0 14 1/2	Lard, in tierces	0 11
bellies	0 13	0 14 1/2	per lb.	0 11
Shoulders	0 15	50-lb. tubs	5 65	
Short rolls	0 15	20 lb. pails	2 30	
Long, clear sides	0 12 1/2	10-lb. pails, cases	7 05	
per lb.	0 12 1/2	5-lb. pails, cases	7 15	
Boneless backs,	0 15 1/2	3-lb. pails, cases	7 20	
per lb.	0 15 1/2	Compound, 20-lb	0 20	
Mess pork, bbl.	22 00	pails	0 20	
Mess pork, 1/2-bbl	12 50	Steers heifers,		
		abattoir killed	0 11 0 11 1/2	

Butter.—The market is holding steady at last week's decline, and supplies of creamery in boxes are increasing rapidly. Dairy butter has also declined from 1 to 2 cents, and while the supply is fairly heavy, the demand is extremely light. Retailers in large cities refuse to handle dairy made goods, as they claim they can never count on getting fresh, sweet, sound butter.

THE CANADIAN GROCER

Creamery butter—	
Manitoba fresh-made creamery bricks.....	0 21
Manitoba fresh-made, boxes	0 19½
Dairy butter—	
Strictly No. 1, delivered Winnipeg.....	0 15 0 16
No. 2, delivered Winnipeg.....	0 11 0 12
No. 3, delivered Winnipeg.....	0 07 0 09

Eggs.—The supply of eggs has fallen off somewhat which has brought about an advance of one cent per doz. Strictly fresh eggs are extremely hard to secure and are being retailed in the city at 30c. a dozen. Fresh eggs, known as Manitoba fresh, but not guaranteed as strictly fresh, are being bought at 19c. per doz., and jobbers claim that they are not securing as much as they would like at this price.

Cheese.—The demand for cheese continues firm, little is offered, and dealers are still quoting 10½c. per lb., delivered in Winnipeg. It is expected that factory owners will endeavor to bring about an advance in price by holding off their supplies. Old Manitoba and Eastern cheese can still be secured at 13 to 13½c., and 14 to 14½c. respectively.

Poultry.—The poultry market is quiet, as the native grown supply is very light, and just now the summer trade is also on the light side. Eastern poultry is always on hand, but great efforts are being made to improve Manitoba conditions. An agricultural special demonstration train is touring the province at present, and during the last weeks two expert eastern poultry men who have been touring the western provinces, joined the train. They were Prof. F. C. Alfred of the MacDonald College, Quebec, and J. I. Brown, manager of the poultry department of the Gunn, Langlois Co., Montreal. These two gentlemen are handling the poultry question three times a day at the various points where meetings are held, as it is the intention of the agricultural authorities to boost this industry as much as possible during the next few years.

LIVE POULTRY — DELIVERED AT WINNIPEG.			
Boiling.....	0 10	Turkeys, lb.....	0 14
EASTERN POULTRY			
Smiths Fallstur.		Boiling.....	0 17
Keys.....	0 24½ 0 25	Geese.....	0 18
Chickens.....	0 21		

RETAIL GROCERS' PICNIC.

(Continued from Page 40.)

to speak. There was a tree about a mile away, and "Billy" wanted that cut down before he got really under way because he evidently feared he would have to collide with it before the emergency brakes could be got to work.

But the travelers didn't do a thing to the grocers in the relay race. That aggregation composed of Phil Brown, G. Patterson, C. Collins, C. Kimpton, J. Smith, C. F. Grant, F. G. Danby, F. Cowan, C. Lang and T. E. Trope. Wow! The grocers say they were tired out anyway from all the winning they had to do during the day and that they simply

had to hand something to the wholesale crowd, but, oh what's the use.

It was an all-round good day. Cold going down in the morning, the sun came out about noon and during the afternoon there were a good many who wished it somewhere else. But it didn't rain as some people expected and it was a pleasant time that was spent. The Caledonians who were in town and holding forth at Polo Park, seemed to be glad of that fact. But as we were about to remark the afternoon came to an end at last, and the crowd that trooped aboard the fast vessel for the run home will never be so very young again.

NOTES ON THE SIDE.

Dave Bell was quite at home in his old town.

Bailey Snow was unquestionably the ladies' man for the day.

Dave Clark made a splendid starter. But history has it he made a very poor finish in the 100 yards. "Too Fat."

Frank Johnstone "the big chief" caught the fair ones at the tape.

Bob Davies showed the travelers his reasons for adopting his new name, "Joe Kelly."

Milton Cork would make a good sprinter if he could only "settle down."

Jerry Burns left his "specs" at home. Dick Van Loon was all but "Knighted" by royalty in Cobourg, except for the slip of tongue, "I'm Dutch."

Dave Radcliffe and Fred Mason are a good combination on the "lone hand" deal.

Wes. Williams is some singer.

Jack Wright's lungs are O. K. yet.

One grocer bought 4 doz. strictly new laid eggs at 15c a doz, broke 10, cracked 3, swallowed 3. What was the net cost per doz.?

C. Wilson passed a loaded cigar to Harry Brown. The crash came later.

Charlie Bellinger has a sad story to relate of The Empty House.

Dickie Matthews proved himself the dark horse in the race for Grocers.

Donald McLean visited all the clergy in Cobourg.

"Freddie" Thorne was a busy man, but found time to pick up 100 lbs. of granulated sugar. "Easy money, Fred."

"Billy" Miller acted as megaphone artist, and won't do it again, he says.

J. S. Bond, alias "Condor Charlie," was the chief judge and his decisions were never questioned.

DISPUTE ON EARLY CLOSING.

Opinion Divided on Question in St. John.

St. John, N.B., June 22.—There is still no settlement of the dispute concerning the Early Closing By-Law, and it is causing considerable discussion. A meeting was held this week by those opposed to the movement and it was decided to

defy the law and remain open after the appointed hour of closing, 7 p.m. This was done by several dealers, and the consequence was that the police reported them. Among the number were a few grocers.

In the majority of cases, however, the grocers are in favor of the early closing enactment, and are not in sympathy with those seeking to have it repealed. The public interest in the matter is quite keen, and difficult to judge accurately, as opinions are divided, but there is a united feeling that little corner groceries kept by widows, cripples, or aged people, should not be compelled to close, as most of their little trade on which they are dependent takes place after seven o'clock.

CLOSING IN FREDERICTON.

Fredericton, N.B., June 22.—The agitation for a half-holiday on Thursday during the summer has been successful, and the merchants in all lines of business have agreed to close their premises and give themselves and their clerks a half day respite each Thursday during July and August. The action arises out of a canvass made by Ald. Hooper, Guthie, and W. A. B. McLellan, who interested themselves in the matter.

HOLD JULY THIRD.

Berlin Merchants Subscribing to a Fight Fund.

Berlin, Ont., June 22.—The Berlin grocers have been the leading spirits in an agitation as the result of which a motion was put through the Retail Merchants' Association meeting that will result in the stores in Berlin being kept open on Dominion Day, as it falls on Saturday, but Monday following will be observed as a holiday. Saturday in Berlin is important to all the retailers, owing to the exceptionally large market here, bringing farmers from all points within a radius of twenty miles, some coming even from outside the county. However, it was only by a majority of one that this action was decided upon, the others wanting to have the market changed to Friday. The majority felt that this would not prove a success. There appears to be, however, some dissatisfaction.

The grocers of Berlin, and in fact practically all the merchants, have joined in liberally subscribing to the fund being raised to fight the Co-operative Societies' Bill again before the Dominion House. The announcement by the president of the Scottish Co-operative Society, William Maxwell, now in Canada in the interests of the bill, that he has assurances that make him confident that the bill will carry in the house, has had the tendency of awakening the retailers here to a sense of the danger that threatens them.



THE PROFIT.



A first class profit is made on MAGIC BAKING POWDER when purchased in proper quantity to secure the benefit of the special trade discount. It is extensively advertised and sells readily—your customers get an article that pleases them, and dealers have the satisfaction of supplying to their trade pure and wholesome goods. **Easy selling qualities** and a **lasting profit** is the result.

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 Company Limited

Winnipeg.

TORONTO, ONT.

Montreal.

We Have Been Telling You

for some time about the value to you of stocking and selling a certain DUSTLESS SWEEPING COMPOUND called

SOCLEAN

Are you taking advantage of the business and *profits* this offers you?

It has no superior as a dust absorber, germ killer, carpet and rug cleaner.

Particulars furnished by your wholesaler or write us direct.

SOCLEAN LIMITED

444 King St. West
TORONTO

PHONE ADELAIDE 1584



TO THE WHOLESALE TRADE

West India Co., Limited

305 St. Nicholas Building
MONTREAL

THE CANADIAN HOUSE OF:

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

SUGARS MOLASSES

and all West Indian Produce

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

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

West India Co., Limited

CANADA: No better Country

MOTT'S: No better Chocolate

MOTT'S DIAMOND CHOCOLATE

"Elite"

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

Diamond

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

Ask your jobber.

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

SELLING AGENTS:

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

BISCUITS

from the Old Country

Notice to Grocers and Stores in Canada

It Pays to Stock

M'VITIE & PRICE'S
BISCUITS

Your best customers want them and they yield a generous profit.

All goods packed in hermetically sealed tins.

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


AGENTS for British Columbia and Alberta:
DONNELLY, WATSON & BROWN, Vancouver & Calgary

Hand Soap Boxes

We have special equipment for turning out Hand Soap Boxes in large quantities and in any style of decoration. Let us figure on your requirements.

American Can Co.
MONTREAL . . . HAMILTON

Be Careful How You Buy Your Refrigerator



Don't get an "Ice Box."

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

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

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

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

Let Us Send You Our New Illustrated Catalogue.

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

Western Canada Ships Flour to Japan

Shipments to Ports in Japan—Hope of Permanent Trade With Orient—Flour Prices Continue Steady — Trade Not Brisk — Wheat Continues to Fluctuate—Rolled Oats Steady — Decrease in Visible Oat Supply in Canada.

A steady demand, but without any particular briskness is the general report of the flour trade from the different centres in regard to domestic trade. Export business is quite slack, although some bright spots make their appearance from time to time.

From Winnipeg comes a report of further shipments of flour to different ports in Japan. For the past few months business has been done with different parts of the Orient, shipments being made via Vancouver and the hope is expressed that a permanent trade be worked up in this part of the world for Manitoba flour.

The feature of the wheat market is its irregularity. Advances and concessions are continually taking place and after a week's fluctuation, the market is practically back to the position held a week ago. Under favorable crop reports, quotations eased off somewhat on Saturday last, but at the beginning of the week, alarming reports of a black outlook for crops in South Dakota caused a sharp advance in Chicago which resulted in a hardening of prices on Canadian markets.

The world's wheat shipments last week amounted to 10,960,000 bushels as against 12,512,000 bushels the previous week and 7,200,000 a year ago. The visible supply of wheat in the United States on June 19th was 25,643,000 bushels as compared with 15,104,000 last year and 12,923,000 bushels in 1909.

The oat market continues steady with export trade fair. The Canadian visible supply decreased 1,135,000 bushels last week. Trade in rolled oats is of a hand to mouth character.

MONTREAL.

Flour.—The market is without any new feature. There is a steady demand from retailers, prices appear to be steady, but otherwise things are uninteresting.

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

Cereals.—The market is stationary. Demand is well maintained and there is a firm undertone to the situation, which, however, lacks any new feature.

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

TORONTO.

Flour.—The flour situation shows no particular change from a week ago, the

same steadiness continuing, but the market is void of any marked firmness. As usual for this season the demand is not overly brisk.

Manitoba Wheat.	
1st Patent, in car lots.....	5 10
2nd Patent, in car lots.....	4 60
Strong bakers, in car lots.....	4 40
Feed flour, in car lots.....	3 00 3 20
Winter Wheat.	
Straight roller.....	4 15
Patents.....	4 50
Blended.....	4 50

Cereals.—No new features bearing on the general cereal situation are evident. Rolled oats remains quite firm but without any change.

Rolled oats, small lots, 90 lb. sacks.....	2 25
" " 25 bags to car lots.....	2 15
Standard and granulated oatmeal, 58 lb. sacks.....	2 45
Rolled wheat, small lots, 100 lb. bris.....	2 75
" " 5 bris. to car lots.....	2 65
Cornmeal, 100-lb. bags.....	1 75 1 90

WINNIPEG.

Flour.—Considerable improvement has taken place of late in the demand for flour both for domestic and export. Mills are all working full time now. One of the largest milling companies in the city is making a shipment of high grade flour to the Orient from Vancouver next week. The flour is to the order of a merchant at Yokohama and Kobe. Oriental demand for high grade flour, has during the last few months, improved considerably, and it is the opinion of those who are in the trade that successful shipments can be made monthly in the future. Large shipments are at the present time going to Suva and Fiji, via Vancouver. Local market continues firm and prices are unchanged, namely, 1st patents, \$2.65 per 98 lb. sack; 2nd, \$2.45; strong bakers, \$2.25; 1st Clares and common grade, \$2.25.

Cereals.—It is surprising how the demand for feed continues to keep up. In spite of the ideal weather for the growing of hay and pasture the demand for feed is fully equal to the supply. A good volume of business is being transacted and a fair demand is still prevalent from the east. The fact that an active business is in circulation and that stocks are not heavy, keeps the price up and no change has taken place from last week. Rolled oats is also steady, and quoted at \$1.90 per sack, standard and guaranteed oatmeal \$2.40, and cornmeal \$1.75.

Bran, per ton.....	18 01
Shorts, per ton.....	10 00
Chopped Feeds.....	
Barley, per ton, in sacks.....	25 00
Oats.....	25 00
Earley and oats.....	25 00

An effort is being made to organize the retail merchants in Barrie, Ont.



Mooney's Perfection Cream Sodas

are known for their lasting crispness. They ALWAYS reach you in perfectly fresh condition because we make it a point of honor to ship only stock that will increase the goodwill of our customers.

The MOONEY Biscuit & Candy Co.
LIMITED

Factories at Stratford, Ont., Winnipeg, Man.

MAPLEINE is now



Thoroughly Established in Public Favor as The Flavor de Luxe

for Puddings, Cake Fillings and Ices, Ice Cream and all Confections

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

Be sure that it is on your shelves.

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

Practical Methods in Retail Stores

Calgary Man Believes Handling Only First Quality Butter Will Bring Increased Trade—Chatham Man Suggests Treatment for Confectionery Window—The Fruit and Green Goods Department of Vancouver Establishment.

Makes Specialty of Butter.

Calgary, Alta., June 22.—A local grocer makes a specialty of handling only first quality butter and believes that it attracts a good deal of trade for him. This merchant in speaking in reference to butter said: "For various reasons the butter trade is one which every good grocer should want to cultivate and see growing. It causes customers to have faith in you, when they can rely on you for choice butter all the year round. Another reason is that since butter is on the table at every meal, and is used for a great variety of purposes, there is a big sale for it which should mean a big profit for the dealer. If you are getting a customers' butter orders, you are very liable to get a large percentage of their other trade too. Another reason is that the butter on the table is often praised by a visitor to the house and the question: 'Whose butter do you use?' is invariably asked. And if it is your butter, you have secured a splendid advertisement."

Build up Confectionery Trade.

St. John's Nfld., June 22.—A local grocery firm having been giving more than ordinary attention to confectionery during the past year and have been so well satisfied with results from that department that they have set apart a section of their store to meet the increased trade in that respect.

When they first began this department they started in lightly with a few kinds of the best chocolates and as the demand increased, the quantities and number of lines were increased. The section devoted to candy is not large but it is compact and adequate. A show case has been set apart entirely for confectionery and the shelves behind it bear only candy. The sweet goods are therefore practically apart from the general groceries, and being compact makes a pleasing display that attracts customers.

Covers Confectionery With Mesh.

Chatham, Ont., June 22.—"Now that the warm weather is coming, the grocer will be finding it timely and yet, difficult to display cakes and biscuits to advantage," remarked a merchant the other day. "This is especially so when the flies come in. In summer time cakes and biscuits are quite in order, and should make an attractive showing in a

window; but I'm afraid a window display of assorted biscuits with a hundred or more flies buzzing about, isn't quite so attractive to the buyer as it is to the flies.

"I've found it a neat thing to cover my display with a light netting, preferably white, with a very large mesh. Sometimes I spread it over a series of little uprights, a foot more or less in height, so that it forms a sort of tent. Beneath this the cakes and biscuits can be arranged on plates, or in any way that strikes the fancy. The netting, having a large mesh, doesn't obscure the view to any great extent; in fact, it has a sort of toning effect, just the same as toning in a photograph, and I really think adds to the attractiveness of the display and gives the biscuits a tasty appearance that they soon lose in an open window. Further, it keeps off the flies.

"Then where the tent effect is secured in spreading the netting, the arrangement is in itself suggestive of camping out. You can help that effect by the use of display cards: 'Just the thing to take for lunch,' or something like that. Occasionally I have covered each plate of biscuits with a little netting tent of its own, which is an attractive variation. The same idea can be used where goods of this sort are displayed on counters; while the netting can be used to advantage even inside the silent salesman. It is useful for quite a number of lines besides biscuits. Cooked ham is an instance; also confectionery. Of course it is a bit of a hindrance when you want to sell direct from the display; but with biscuits you sell from the box."

Sells Lemon Drink.

London, Ont., June 22.—Just because a grocer sells lemons and sugar is no reason why he should leave to the druggist the trade in fruit extracts, as the experience of a London merchant shows. This grocer sold almost 300 ten-cent bottles of a standard line of lemon drink one Saturday, recently.

At the same time he was turning over a goodly number of packages of grape juice put up by another firm, and there is no sign of the primitive lemon going out of fashion either.

Specialized on Cheese.

Montreal, June 22.—His cheese trade is one of the specialties in the business

of Chas. E. Box, a Westmount grocer. He obtains his cheese from a maker in Ontario and depends entirely upon this source of supply. The cheese he offers his customers is, therefore, as uniform as can well be expected. It is a fine Canadian cheese, and it really built up its own reputation. Mr. Box supplied foodstuffs for different affairs, his cheese among them, and this means together with the regular store trade soon increased the number of enquiries. Even new customers were gained by this method. They came for cheese but remained for crackers and a dozen other lines. This idea of specializing in some particular line has helped more than one grocer.

Profits From Fruit and Green Goods.

Vancouver, B.C., June 22.—A local dealer considers his fruit and green goods department a very profitable portion of his business. "Many of my best customers," he declared recently, "have been brought to dealing with me regularly through the medium of my fruit or green goods department. Often I have a display of these lines in my window and a customer will see them and come in to purchase. I take great care that only the best quality goods are allowed to go out, and as a result this brings me returned trade. This is only a beginning. When customers have purchased their fruit, I introduce some other line to them and in this way I often gain regular customers. Then the department itself pays a satisfactory profit because I exercise judgment in ordering supplies, so that there will be no left-overs. Of course there is some loss in this manner but care in buying and quick turnover will eliminate a good deal of it."

Advantages of Association.

Fredericton, N.B., June 22.—That the dealer should remember the advantages of association in the sale of groceries, is the belief of a local merchant, who says it will be of benefit to them.

"If you sell a customer fruit, it at once suggests sugar and the grocer should mention sugar to the customer. In the same way, flour suggests yeast, meats suggest sauces, oysters suggest crackers, etc. Quite often when a customer orders one of these, she can also be sold the article associated with it, if the clerk will only introduce it."

"This is also of use in the advertising of goods. If you are advertising fruit, add to it sugar and sealers, and if your ad. is such as will sell the customer fruit, they will very likely also purchase either sugar or sealers or both. Another example is the combining of maple sugar and pancake flour, as one of these articles helps to sell the other."

By Appointment to



*His Majesty
KING GEORGE V*

Established 1817

**Macfarlane
Lang & Co's**

**Coronation
Biscuits**

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

Samples and full particulars from

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



Authorities are After Vendors of Questionable Food

Winnipeg, June 22.—During May 1, 578 inspections were made here of premises where food is stored, prepared, or offered for sale. As a result, 22 prosecutions were instituted, and convictions secured in every case. Of these, ten were for dirty premises, four for bread exposed to dirt and dust, and two for bread below the standard weight.

Foodstuffs to the amount of 19,719 lbs. were condemned and ordered destroyed during the month. Among the chief items were 1,263 lbs. of meat, 4,350 of fish, 3,075 of fresh fruit, 4,860 of vegetables, 1,152 of butter, 1,500 of lard, 1,175 of canned goods, 375 of candy, and only 45 lbs. of eggs.

Ice Cream Selling.

The selling of ice cream from push-carts has been prohibited. It may now be sold only from glass-enclosed receptacles, and then only in cones. Street vendors have also been prohibited from

selling soft drinks in glasses, as they have no facilities for the washing of glasses and dishes. Drinks can be sold by the nomadic vendors only in bottles. The report of the chief food inspector points out that ice cream from push-carts gives a very high bacterial count, and when retailed in such a manner is not above suspicion. Warning has been given to drivers of bakers' and other rigs that they will be held personally responsible for the cleanliness of their vehicles and methods of handling food-stuffs.

TO GROW FRUIT IN LABRADOR.

Blueberries, gooseberries, cranberries and fruit will soon be growing on the desolate Labrador coast if C. Martyn Spencer, a graduate of an agricultural college in Montreal, is successful. Spencer, who is a cousin of Dr. Wilfred T. Grenfell, the noted medical missionary of Labrador, sailed from Boston recently on the mission schooner Lorna Doone for the Labrador coast, where he intends to devote his life in teaching the people of that barren land the rudiments of agriculture.

DEALERS IN FRUITS

PINEAPPLE time is preserving time. See that you have ample stocks to meet the ever increasing demand. We are also headquarters for choicest VALENCIA ORANGES.

ORDER NOW


Lemon Bros.

Owen Sound, Ontario
and Sault Ste. Marie

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

WRITE AT ONCE

BUYERS OF WOOL

By Royal  Letters Patent.

NELSON'S

Gelatine and Liquorice

LOZENGES

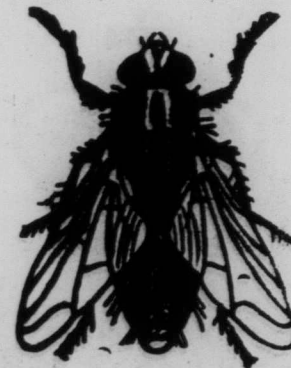
Should be in your confectionery department.

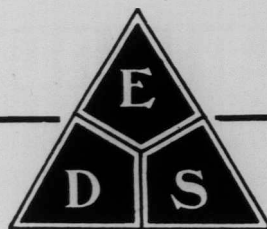
C. NELSON, DALE & CO., LTD.,
WARWICK, ENGLAND.

When house flies
abound

WILSON'S FLY PADS

are the thing to
clean them out.





A Healthful, Invigorating Non-Alcoholic Tonic

The tonic value of pure grape juice is well known and highly commended by practically every physician of eminence in the world.

An excellent drink for everyone whose occupation is mentally fatiguing or whose constitution is at all in need of healthful stimulation.

The main consideration in buying grape juice is its purity. You can make absolutely sure of purity by asking your wholesaler for

**"E.D.S." Brand
Grape Juice**

It is the delicious, unfermented juice of luscious, ripe, Concord grapes, crushed right in the vineyard where they are grown.

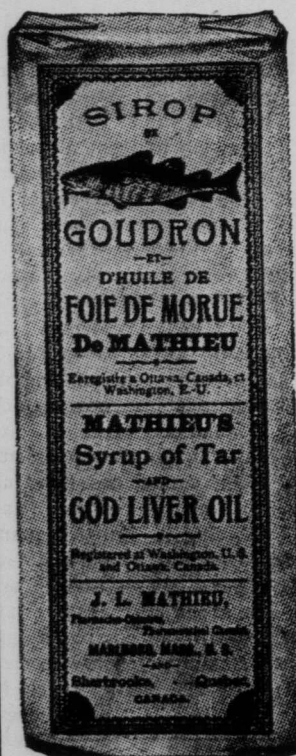
Our goods bring results for the grocer. Their quality is published in very expensive advertising to the consumer, making the demands heavier and continuous.

If you are not handling these goods, write for information. "E.D.S." products are quick sellers.

Made only by

E. D. SMITH AT HIS OWN FRUIT FARMS WINONA, ONT.

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



**MATHIEU'S
SYRUP**

of Tar and Cod Liver Oil

**MATHIEU'S
NERVINE POWDERS**

are the safest sellers amongst all the cold cure and cough remedies on the market.

The sale has increased enormously—

Thousands of testimonials attest their wonderful value—

They never become dead stock—

They afford dealers a good profit—

Those who once use them make them a household remedy—

Dealers who do not carry them simply lose sales that go elsewhere.

As the demand will be continuous for some months, order a good supply now.

Sold by all wholesale dealers

AND

**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

You Are Making A Huge

Mistake in paying duty
on imported goods

Encourage Home Industry.

**Macaroni
Vermicelli
Spaghetti**

Our goods are guaranteed equal in quality to those imported from France, and are made by men who have come direct to us from that country.

Don't You Want to Save Money?

L'ETOILE

("Cie Francaise de Pates Alimentaires.")

6-9 Harmony Street, Montreal.

WATERMELONS

First arrivals show up in good shape; let us have your orders early.

Lots of
LATE VALENCIA ORANGES

Also car very Fancy Navels,
Messina Lemons,
Tomatoes, Cucumbers,
Cabbage, New Potatoes,
Grape Fruit, Bananas, etc.



25-27 CHURCH ST TORONTO
are Largest Receivers

Verdellis

The First Shipment for the Season arrived.

The Finest are packed under

"St. Nicholas"

and

"Home Guard"

but

Puck, Kicking

and **Leaf** brands

are very fine.

Buy Tranizzi's Verdellis

They're the Goods.

J. J. McCABE

AGENT

TORONTO, ONT.

Scarcity Sends Potato Prices Upward

New Potatoes Higher in Price—Virginia Potatoes Open High—Old Stocks Scarcer in Montreal and Toronto—Prices Higher—Lemons Firm—Good Demand—Home Grown Strawberries Selling Well—Sale of Pines is Curtailed—Canadian Cherries Arrive Also—Peaches, Plums, Apricots and Watermelons on Market.

The dealer should now have on hand plenty of delicacies with which to coax the lagging appetites of his customers. From all sections of the continent the wholesale fruit men have collected a big list of dainties calculated to please the palates of the consuming public. Most prominent is the home grown strawberry, excellent in quality and reasonable in price. From various parts of Canada cherries are also being received, while from California are coming supplies as well as peaches, apricots and plums. watermelons are coming from Florida, tomatoes from Texas and Mississippi, while new potatoes are being received from Florida and Virginia.

Lemons continue firm under a steady demand created by the warmer weather, and stocks are again being cut into. "If this weather continues," declared one dealer, "I am afraid that some dealers will be caught again with short stocks with the same result as before."

Pineapples have been going out freely but the demand is now being curtailed somewhat by the arrival of other fruits on the market. The pines this year have run to a large extent to small sizes while the larger ones are the best sellers. Despite the fact of smaller arrivals, pines in New York last week were a little easier, so that some dealers have expressed the opinion that there may be slightly lower prices again.

Texas and Mississippi tomatoes are about done but Tennessee will be sending along shipments in a few days. The demand for tomatoes on the whole continues quite favorable.

Stocks of old potatoes are getting rather scarce and consequently dearer. This week advances in price are noted on both the Toronto and Montreal markets, scarcity of supplies both spot and throughout the country being given as the reason. Winnipeg also reports a curtailment of shipments to that point. New potatoes are also higher in price, Virginia which are now starting to be shipped, having opened at a higher figure than for several years.

MONTREAL.

Green Fruits.—New California fruit is arriving now, car load lots being the present order. Apricots, peaches, cherries and plums, comprise the list with prices opening at a fair figure. Canadian strawberries are being received in good condition and as usual sell at va-

rious prices depending upon circumstances which change frequently. Otherwise the market is steady. Lemons are firm with a fair demand. Grape fruit, bananas and pines are moving freely.

Apricots, Califor- nia, crate.....	2 35	2 75	Oranges— Valencia.....	3 75	4 50
Apples, bbl.....	6 00	8 00	Sorrento.....	2 75	3 50
Spices.....	7 00	8 00	Mexican.....	1 75	2 00
Bananas, bunch..	1 85	1 85	Peaches, Califor- nia crate.....	2 75	3 00
Bananas, crated.	2 00	2 25	Pineapples— Florida, case...	2 50	3 50
Cherries, Califor- nia, crate.....	2 50	3 00	Plums, California crate.....	2 75	3 00
Cocoanuts, bags.	4 25	4 75	Strawberries, Ca- nadian.....	0 09	0 12
Grape fruit, Flo.	3 00	4 75			
Lemons.....	4 50	5 00			
Limes, a box.....	1 75				

Vegetables.—Tomatoes are now at \$1.40 to \$1.50 with a good demand in spite of the fact that prices are not more favorable. Demand for the smaller vegetables is good. Old potatoes are rather scarce and are consequently dearer.

Beans, hamper....	5 00	Onions— Egyptian, bag... 2 50	3 00
Beets, doz.....	1 25	Bermuda, crate..	3 50
Carrots, doz.....	1 25	Florida potatoes, new, per bbl...	7 25
Cabbage, crate..	3 00	Potatoes, bag....	1 40
Cucumbers, bas.	2 50	Parsley, doz.....	0 60
Cukes.....	2 00	Parsnips, bag... 1 00	1 25
Garlic, 2 bunches	0 25	Radishes, dozen bunches.....	9 30
Green Peppers, small basket....	1 25	Spinach, bbl.....	1 75
Leeks, doz.....	1 75	Tomatoes, flats.	1 40
Lettuce— Canadian lettuce per doz.....	1 50	Turnips, bag....	1 50

TORONTO.

Green Fruits.—Lemons continue steady in price on this market with quotations the same as last week. It has been excellent lemon weather and with a continuance, dealers expect at least a steady market. Pineapples are at the moment a little stronger but prices are easier in New York. The demand has been curtailed somewhat by the early arrival of strawberries and other fruits. Watermelons are a little lower this week with a fairly good sale. Late Valencia oranges are going out at \$3.75 to \$4.00, while a few navels are also obtainable but the orange trade just now is not overly brisk. Canadian cherries are more plentiful at 75c to \$1.00 for ordinary stocks while choice are bringing higher values. California peaches and apricots are arriving in limited quantities with the former at \$2.00 and the latter at \$4.00 per box of about six dozen. Texas tomatoes are nearing an end but Tennessee will be coming along in a few days. Canadian strawberries are quoted at 8 to 11 cents, which is higher than at one time last week when big shipments were sent to the market. It is at present an intervening time between when berries are falling off in one district and starting in another. The heaviest shipments will be over in a

week
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week and a half according to several dealers.

Bananas..... 1 00 1 75	Pineapples crate 3 00 3 50
Cocconuts, sack 4 75	Strawberries—
Grape Fruit—	Canadian, qt... 0 88 0 11
Florida per case 4 50 5 00	Tomatoes, 4 box
Lemons—	crate..... 1 50 2 00
California..... 3 50	Rhubarb, doz... 0 25 0 40
Messina..... 4 50 5 00	Cherries, 10-lb.
Limes, box..... 1 25	boxes..... 3 00
Oranges—	Peaches, 6-dozen
Late valencias.. 3 75 4 30	boxes 2 00 2 25
Med sweets.... 3 00 3 50	Apricots, 6-doz.
Navels, large. 3 00 3 50	boxes..... 4 00
Navels, small... 3 75	Cherries, Cana-
	dian, 11-q. bak 0 75 1 00

Vegetables.—The big change of the week has been the upward movement in potatoes, a sharp advance from \$1.10 to \$1.25 per bag having taken place. Scarcity of stocks is the reason assigned, a recent inspection of general stocks having brought dealers to recognize this fact, with the resulting advance in price. "Spot stocks are scarce," said one dealer, "while the quantity in the country is small. Instead of receiving car lots, we get 40 to 50 bags at a time. I expect to see potatoes go even higher because it will be some time before new ones become reasonable in price." Imported new potatoes have taken a sharp upward

Fruit For Dominion Day

PLACE ORDERS EARLY.

CALIFORNIA FRUIT

1st CAR EXPECTED MONDAY

Peaches, Plums, Apricots, Cantaloupes, Oranges,
Lemons, Bananas, New Potatoes,
Watermelons, Peanuts.

Everything in the line for the Holiday Festivities.

"God Save The King"

WHITE & CO., Limited

TORONTO and HAMILTON

CHERRIES

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

STRAWBERRIES

WILL HAVE A FEW THIS WEEK.

Canadian Early Vegetables

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

Wire, phone, or mail your orders to

STEVENS & SOLOMAN

GROWERS AND SHIPPERS

HAMILTON, ONT.

PHONES 1990—2700—3200

Home Crown Strawberries

Receipts of Canadian Berries to date have been heavy, and the quality excellent. Send along your orders.

Oranges, Pines, Bananas, Tomatoes, New Potatoes

Received our first Verdelli Lemons this week.

HUGH WALKER & SON

(Established 1861)

GUELPH, ONTARIO

BUSTER BROWN



HOT WEATHER

LEMONS

COOL DRINKS

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



W. B STRINGER, Can. Sales Agent

FOLLINA BROS., Packers
MESSINA, Palermo

turn in prices also, and are higher than for several years at this time.

Beets, Louisiana doz. 0 75	Onions—	Texas, case. 2 00
Canadian beet, bag 0 60 0 75	Egyptian, sack. 2 50	Potatoes, Ontario, bag. 1 25
Cabbag., 8 uth Carolina. 3 50	Potatoes, new, hamper. 2 00 2 70	2 bush. bags. 4 00 6 00
Carrots, new, box 3 to 4 doz. 1 75 2 00	Parsley, per doz. 0 75	New turnips, per 11-qt. basket. 0 80
Cucumbers, ha. per. 2 50	Asparagus—	Canadian, doz. 0 75 1 00
Wax beans, hamper. 2 25	Spinach—	Hamper. 0 35 0 50
Green heads, hamper. 2 00		
Lettuce, Canadian, head. 0 25 0 30		

WINNIPEG.

Fresh Fruits.—The arrival of Hood River strawberries which is always looked for with much anticipation by the wholesalers has been the event of the week in this line. The berries are of good shape and juicy, but the crop is reported to be limited, and the price will remain high. Quotations are at present \$4 to \$5 per 24-quart crate. Other lines of strawberries are practically off the market, and some speculation as to the time of arrival of Ontario berries is at present being indulged in. Trade in other lines continues active, and few changes will be noticed.

Florida grape fruit, box.	6 00
Bananas, bu.-ch.	3 50 4 75
Navel oranges.	3 50 4 75
California lemons, crate.	6 00 7 00
Mexico lemons.	5 00 6 00
Hood River strawberries, 24 qt.	4 40 5 00
Tennessee strawberries, 24 qt.	4 50 5 00
Florida pineapples, case.	4 50 5 00
Cal. black cherries 10 box.	3 50 4 00
Cal. white cherries, 10 box.	3 50 4 00

Green Vegetables.—A few changes of interest have taken place on the market, the most noticeable of them being the advance in the price of potatoes. Prices are now \$1.10 per bushel for small lots, while in 10 and 20 bushel lots \$1, and farmers' loads per bushel, 80c.; Ontario potatoes in carload lots are selling at from 90 to 95 cents. Some stocks of fresh carrots, beets and turnips are all being received from the Mississippi Valley in boxes. Native supplies of radish, lettuce, and onions are fairly large, but parsley is scarce. Spinach is also very plentiful, and a big reduction has taken place. The season on the whole is regarded to be specially early when compared with last year, and as a result supplies are being brought on the market from two and three weeks ahead of last year.

Native mint, per doz.	0 80
Native green onions, doz.	0 30
Native parsley, per lb.	0 35
Native lettuce, per doz.	0 30
Native watercress, doz.	0 35
Minnesota cucumbers, doz.	1 25
Texas cucumbers, doz.	0 90
Mississippi tomatoes, crate.	1 75 2 25
American radishes, doz.	0 45
American head lettuce doz.	1 75
American garlic per lb.	0 30
Native spinach, lb.	0 8
New cabbage, per lb.	0 6
Florida c. l. r. per crate.	4 25
American peppers, basket.	1 00
Native hubarb, lb.	0 02
Florida beans, 20 lb. boxes.	2 50
Mississippi carrots, per box.	2 50
Mississippi beets, per box.	2 50
Mississippi pi turnips, per box.	2 50
Native mushrooms, per lb.	1 35
Native asparagus, per doz.	1 10
Native radishes, per doz.	0 20



Fish - Oysters



Heavy Lobster Catches in Cape Breton

One Report Says the Largest in 20 Years on That Coast—Factories Running Full Time—Regular Summer Demand in Evidence—Mackerel Catch Slackened on Nova Scotian Coast—Ice Jams Interfere With Newfoundland Fisheries

Supplies of fish are generally good, with the exception of such lines as are naturally becoming short. The demand shows but little change, and is the regular summer demand. The price is satisfactory, and is quite ordinary, a fact that accounts largely for the present demand. Although fresh fish are bringing the most business there is still quite a demand for other lines, such as smoked, prepared and salt fish.

The mackerel catch has slackened on the Nova Scotian coast, while a large proportion of supplies has been shipped to the Boston market, where they command a good price. One report says that lobster fishery on the Cape Breton coast is the best in 20 years. Nearly all the factories in that section are running full time. Lobsters are quite plentiful on New Brunswick markets. Fishing on the north coast of Newfoundland has been interfered with considerably by the ice jams.

QUEBEC.

Montreal. — Fresh fish are coming in freely enough for the present demand, with haddock, cod, halibut and whitefish dividing up the present trade. Brok trout are about finished, with the price holding firm. Gaspe salmon are coming more freely with the price reduced below last week's.

Fresh mackerel are receiving considerable attention just now and are delectable.

FRESH

Alewives (shad herring) per 100 fish.	2 00	Halibut, express per lb.	0 09 0 10
Bluefish, per lb.	0 16	Salmon, P.C. lb.	0 18
Dressed perch, per lb.	2 10	Salmon, Gaspe lb.	0 16
Dressed bull-heads, per lb.	0 10	Shad buck, each.	0 30
Mackerel.	0 08	Shad, roe, each.	0 60
Haddock, per lb.	0 04 1/2	Sea trout.	0 10
Haddock, fancy shore, per b.	0 05 0 06 1/2	Sea bass, per lb.	0 10
Steak cod headless, per lb.	0 05	Lake trout, lb.	0 11

FROZEN

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

SALTED AND PICKLED

Labrador sea trout, bbls.	12 00	salmon, B.C., red, bbl	14 00
Labrador sea trout, half bbls.	6 50	" pink, bbl	12 00
No. 1 mackerel, half bbls.	8 00	" Labrador, bbl	16 00
2 bbl.	16 00	" " 1/2 bbls	8 50
Lake trout, half bbl.	6 00	" " tros.	300 lb. 21 00
Choice mackerel half pail.	2 00	Salt eels, per lb.	0 07
		Sea trout, 1/2 bbl.	8 50
		Sea trout, bbls.	12 00
		Scotch herring.	1 00
		" " keg	1 00
		Holland herring, 1/2 bbl	5 50
		" " keg	6 75

SMOKED

Blosters, large, per box, 60s.	1 10
Haddies.	0 08
Herring, new smoked, per box.	0 28
Kipperd herring, per half box.	1 00
New filets, per lb.	0 10

SHELL FISH

Shell oysters, bbl., choice.	12 00 13 00
XXX Shell Oysters.	10 00
Lobsters, live, per lb.	0 35
Oysters, choice, bulk, Imp. gal.	1 40
bulk, selecta.	1 80
Solid meats—Standards, gal., \$1.75; selecta, gal., \$2.	

PREPARED FISH

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

NEW BRUNSWICK

St. John.—Lobsters are not being received here as plentifully as some of the dealers would wish, and various reasons are attributed for this fact. This is a season when in other years they have been secured in fairly large quantities, but so far this year they have been none too abundant. From 15 to 40 cents each is the price being asked. The shad season is ended so far as fishing in the harbor is concerned, but it is expected that there will be a run of river shad for some time yet. Salmon are fairly plentiful, and are offered at from 16 to 26 cents.

ONTARIO.

Toronto. — Considering the warm weather, the local fish trade is fairly good. True it is that orders do not run into any large amount, but business is quite steady in character. Fresh fish are capturing the larger percentage of the trade, with halibut and trout the favorites. Prices continue quite steady.

FRESH CAUGHT FISH

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

FROZEN FISH

coddeys.	0 05	White fish, winter caught.	0 08
Pike.	0 05	Yellow pickerel.	0 08 1/2
Pink sea salmon.	0 08 0 09	Mu lets.	0 04
Round red.	0 09	Bluefish.	0 09

SMOKED, BONELESS AND PICKLED FISH

Aecidia 3-lb. boxes.	5 40	Haddie, Finnan.	0 08
per crate.	2 25	Pickled lake herring, 100 lb. kegs.	2 80
Shredded cod.	0 06	Qualla salmon, per lb.	0 07
Cod, Imperial, per lb.	0 12	Shrimps, per gal.	1 25
Filets, per lb.	0 12		

THE CANADIAN GROCER

WINNIPEG.

Winnipeg.—There is little new in the fish market, except that supplies of fresh fish continue to increase. An excellent demand for both fresh and smoked fish is reported by the wholesalers, and no great change is expected at present.

FISH (FRESH)	
Salmon, per lb.	0 16
Halibut, per lb.	0 10
Fresh lake trout, per lb.	0 12
Lake Winnipeg white fish, per lb.	0 09
SMOKED FISH	
Kippered herring, per box.	2 00
Smoked Salmon, per lb.	0 20
Holland herring, per keg.	0 68
Fillets of haddock.	0 12
Smoked cod.	0 14
Laor-dor herring, 1/2 barrels.	4 25
Bl-water, per b x.	1 50
Smoked goldeyes, dozen.	0 59
Finnan haddies.	0 08

NOVA SCOTIA.

Halifax.—The trade in mackerel was brisk during the early part of the week, but since then has slackened off. Nearly forty thousand mackerel were landed here on Monday, and they were quickly bought up. The majority of these fish were iced in barrels, and shipped off to Boston. They are retailing on the local market at 20 cents each. The lobster fishery on the Cape Breton coast is the best for twenty years. More than 60,000 lobsters were packed in one factory at Alder Point, during the past week. Nearly all the factories are running on full time, and it is expected

that the total pack will be the heaviest for some years.

Outside of mackerel, the trade in fresh fish is a little on the dull side. The haddock that are being marketed are of poor quality and the cod are only fair. There is not much sale for halibut in the warm weather. Salmon are much scarcer than usual, for the season of the year. On the smoked fish line, fairly good sales are reported, but stocks are light, only sufficient being on hand to fill orders. The salt fish trade remains practically unchanged.

The barquentine Fanny Bresleur sailed from here to-day for Santos, Brazil, with a big cargo of fish. She took 4,364 tubs and 15 boxes of dry cod. The cargo is valued at \$40,000.

NEWFOUNDLAND.

St. John's.—The latest news from the Labrador coast report north-east winds prevailing, with a solid jam of ice extending from Battle Harbor to Indian Harbor, unbroken since the winter. It will be seen that with the prevailing winds, it will be impossible for schooners to proceed farther north than Battle Harbor for some time. A few days off shore winds would no doubt make a desirable change. Whales have been reported plentiful off the Newfoundland coast. The best catches for cod for the season have been made recently on the

local grounds, particularly to the northward. There is also a good sign of fish in Placentia Bay. Around Point Verde boats had from 3 to 5 quintals each. Salmon also continue plentiful on the local grounds.

Codfish, large and medium merchantable, per qtl.	6 50
" small "	5 50
" large Madeira "	6 50
" small "	5 50
" large and medium West India.	5 00
" small " per qtl.	4 50
Labrador	4 00
shore cured.	5 50
Haddock	4 00
Herring, No. 1, large barrel.	6 30
" medium.	3 20
" small.	2 80
Ling.	4 00
Lobsters, No 1 flats, case 48 1-lb. tins.	15 00
Salmon, per case 48 1-lb. tins.	5 50
Salmon, No. 1, large and medium, tierce.	18 00
" No. 2, large.	16 00
" No. 3, large.	14 00
" No. 1, small.	18 00
" No. 2, small.	16 00
" No. 3, small.	14 00
" 48 1-lb. tins, per case.	5 50
Cod Oil, hardwood casks, tun.	11 00
" softwood.	102 00
Cod Liver Oil, gallon.	0 70

DRIED APPLES

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

O. E. ROBINSON & CO.
INGERSOLL - ONTARIO

Would you like our Weekly Circular?

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

Address Box 391, Canadian Grocer

"Brunswick" Brand



Pure Sea Foods

Sea Foods, owing to the greater packing, are growing in popularity share of this profitable trade? No "BRUNSWICK BRAND"—the brand with the natural fish flavor.

care given to their selection and each season. Are YOU getting your line gives the same satisfaction as

Look to your stocks! The Profit is a "well-worth-while" one!

Here's the full line:—

1/4 Oil Sardines.	Kippered Herrings.	Finnan Haddies.
3/4 Mustard Sardines.	Herrings in Tomato Sauce.	Clams, Scallops.

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

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



Honesty in Business the Only Policy

Just a Few Instances Calculated to Show How Dealers Have Repeatedly Suffered in the Past Through Resorting to Dishonest Tactics—The Short Weight Man — The Add-to-Price Man—The Inferior Goods Man—The Merchant Who Lied to Only One Customer.

By J. W. B.

HONESTY in his business is the only policy possible for the dealer who wishes to succeed. Honesty in his goods, in their weight, in his recommendations of goods, and in everything connected with the business, are essential qualities of the grocer who wishes to retain his customers' confidence. This is necessary if a business is ever to expand. "Tricks of the trade" are all right, providing such do not verge on dishonest methods, but it has been proven that a merchant cannot succeed with dishonest practices. He may keep them unknown for a time, but they are bound to leak out, and reaction will follow.

It Comes Back.

One of the things that come back to the dealer with manifold reaction is short weight.

In a country town, not many years ago a dealer held a sale of a staple line of groceries at a very low price, lower in fact than other grocers could buy the same article. He was an unscrupulous merchant, one of those who cannot see far ahead, and he figured that he would get out even, because he intended to shortweight each parcel a little. Of course, the price being low and the article a staple one, all the housewives in

that town hastened to avail themselves of the chance to purchase the goods at such a low price. It attracted many customers to his store, and he did an enormous business. He chuckled to himself at his cleverness, and pacified his conscience by calling it a "trick of the trade."

The Pair of Scales.

However, one of the housewives to whom he sold, kept a pair of scales in her pantry, and when she got home she placed the parcel on the scales. What was her feeling when she found she had been short-weighted. It was not a very large amount, only a quarter of a pound on twenty, but she was angry. The grocer had deliberately deceived her. She decided that she would no longer deal with him.

But it did not stop there. It did not only affect one customer. This customer when talking with her neighbor, told of the parcel that had been short weight. Of course, the story spread, and soon that small amount which was really short, grew to monstrous size, and all the ladies of that town began to look with distrust upon this grocer. Slowly, but certainly, like some dreaded disease, this rumor of short weight tore down the reputation of this dealer, while he,

unconscious of the reason, wondered what was wrong with his business.

The "Inferior Goods" Man.

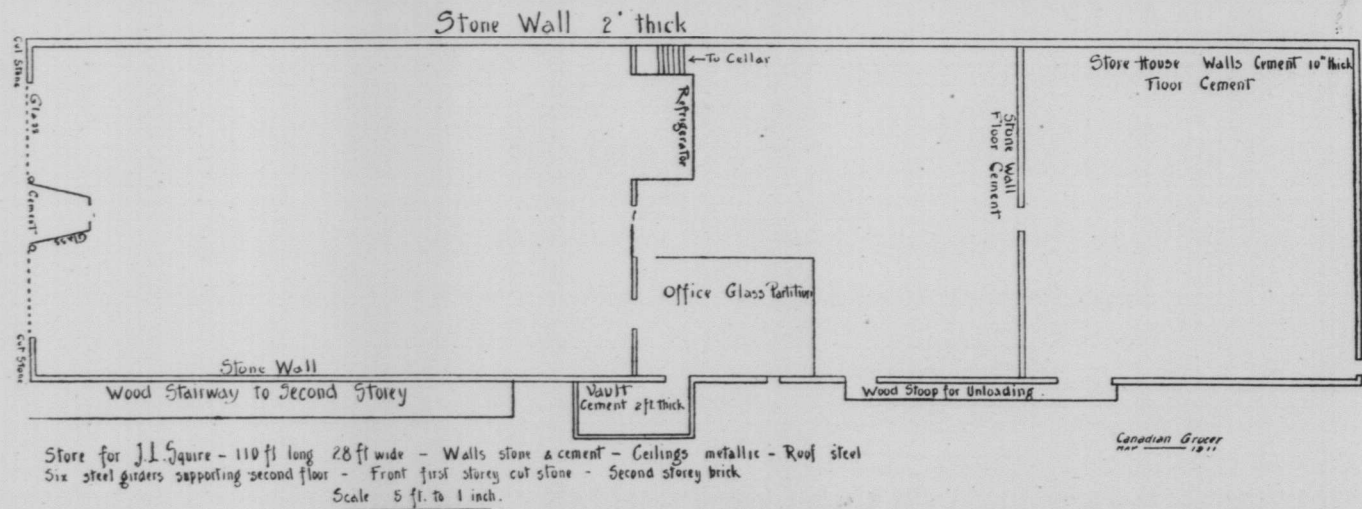
Then there is the merchant who recommends inferior goods because they bring him a little higher rate of profit. The grocer who says: "This is the best that can be bought," when he knows it is not, may escape often, but there are many times when he will not.

In a grocery not long ago a customer asked for pineapple in heavy syrup. The merchant had nothing but that in the light syrup, and he did not like to lose the sale, so when the customer asked: "Is that in the heavy syrup?" he assured her that it was. This lady, however, used a lot of pineapple, and when she opened the can she knew that the grocer had deceived her. She was angry, because she had asked him for certain if it was in the heavy syrup, and she decided to deal with a grocer on whom she could depend.

Adds to Price.

Another class of grocer will add a little to the price whenever he gets a chance.

A lady went into a store to buy an article of which there is not a great deal sold. She was not familiar with the price. This grocer, seeing a chance to make an extra ten cents, charged her that much more. When she was in another store she saw the same article sold at ten cents less, and on enquiry at other stores found the same to be true. She decided that she would withdraw her trade from a store that stole an extra five or ten cents whenever they got a chance.



PLAN OF J. L. SQUIRE STORE, NORWOOD, ONT.

The illustration given above is that of a true sketch of the building occupied by the retail establishment of J. L. Squire, in Norwood, Ont. The neat and compact arrangement may

be noted as showing what can be done in a small community along the line of producing a store as convenient as may be constructed for the outlay. The building is 110 feet long by 28 feet in width, and is divided into

three compartments. The ceilings are metallic, the roof of steel, with six steel girders supporting the second floor. The walls are of stone and cement. In the compartment at the rear all the heavier goods are stored.

Grocer's Encyclopedia - Arrowroot

How Indian Medicine Man Discovered Its Remarkable Properties When Employed to Offset the Effects of Poison From Arrows—How It Grows—Methods of Preparation—For Children and Invalids.

One hundred years and more ago when the Indians made war upon each other, they used poisoned arrows that the wound might be more fatal. The old Indian doctors, however, found that the roots of a plant, if used soon enough offset the poison and this plant became known as arrowroot. Since then a great many uses have been discovered for this root and in a powdered form it is now sold in the grocery store.

Arrowroot is an article which as yet is not handled to any great extent in the majority of stores, but which, on account of its food value and numerous uses is sure to forge its way to the front. Perhaps one reason for the demand not growing as much as is warranted lies in the fact that the substance itself and its uses are not well known to either the dealer or the consumer. However, the merchant who gives it a little study should be able to work up a nice trade in this line.

What It Is.

Arrowroot is a dry powdery and nutritive starch made from the pith of the roots of plants of a certain type grown in the West and East Indies, Bermuda and Port Natal. Being easy of digestion it is a food for children and invalids while it can be used for making up an endless variety of table dainties, being excellent for custards, cakes, puddings, blanc manges, soups, gravies, sauces, etc.

The arrowroot plant is cultivated in much the same manner as potatoes. The ground is plowed, harrowed and laid out in drills about six inches deep and three feet apart. In these drills the roots are set about every 8 inches, plowed over, and harrowed. It grows two or three feet high with branching stems, broad pointed leaves and small white flowers. These fleshy roots when a year old are about a foot long and as thick as one's finger. They are dug up, washed, peeled, grated or crushed between rollers, followed by the drying process which leaves the manufactured article.

An exchange has the following to say regarding arrowroot: "The health giving virtues of pure arrowroot are acknowledged by all who have studied the nature and value of the various food substances provided for the use of mankind. In point of nutrition it is a leader, while its easy digestibility and delicious taste render it an ideal article of general food. It is to these special qualities that arrowroot owes its fame as a strength restorer to invalids and

as an effective source of vigor and health for growing children. But it is much more than this: it is just as useful and as necessary an article of diet for men and women as for children and in homes where it is in regular use, it is held in the highest esteem for the splendid health results that it yields."

Its Preparation.

Another report on arrowroot says: "When good, arrowroot is a light opaque white powder, insipid and inodorous and will keep many years in a dry place. When it is rubbed between the fingers it produces a slight crackling noise, something like new snow being pressed into a snowball, and when mixed with boiling water it swells up into a consistent jelly. Arrowroot is less apt to become sour during digestion than any other farinaceous foods, hence

its use for the sick and the delicate. When pure, arrowroot is perfectly soluble in cold water but if adulterated a starchy sediment results. There should be no froth when boiled."

To prepare plain arrowroot, you first mix the arrowroot in a basin with a little cold water or milk. Boil milk and pour it boiling on to the batter, stirring constantly till it thickens, then sweeten with sugar. The proportion to use is 2 cupfuls of milk to 2 dessert spoonfuls of arrowroot. Flavoring may also be added if desired. It can be made in this way in an instant and is very nice served with stewed fruit.

Arrowroot is especially rich in vegetable salts and albumen, two of the essentials to human health. These properties, moreover, are presented in arrowroot in their most palatable form. It is easy of digestion and this together with its pleasing taste, should be a strong argument for the dealer to use in pushing its sale. A careful study of it, with its uses and method of preparation followed by an effort at selling should result in a much larger sale of this article.

Selling Tobacco as a Grocery Side Line

Reasons Advanced Why Average Dealer Has Lost His Grip on Trade in Smokers' Supplies—Rise of the Druggist and Barber—How He Can Recover the Ground That Has Been Lost by Carrying Good Stock and by Systematic Display.

There doesn't seem to be as much tobacco sold in grocery stores as there used to be. Whatever the reason the dealer seems to have become indifferent to this class of trade. Generally, the show case in which "the weed" and its accessories are kept looks dusty and ill-cared for, and not calculated to create in the ordinary man a desire to become owner of part of the contents.

Time was when every grocer, at least those located in the smaller country towns, villages, and in the country itself, used to drive quite a thriving trade in tobacco. Romance seemed to cling around the bright tin cans from which he was wont to bring out the supply of fragrant goods. Everybody trusted the grocer and the smallest member of the family then could be sent to the store to get the "baccy" in perfect confidence. He always was given what he was sent for.

But now all this has been changed. The trade, such as it is, seems to have receded into one or two stock lines, and the cases in which these are kept are not redolent of care. It may be that the grocer of fifteen and twenty years ago took his tobacco trade for granted and

accordingly stood helplessly by while the drug and other stores reached out successfully, after the business. He used to say: Oh well, you see the drug stores stay open longer than we do, and the boys can drop in there and get their tobacco until late at night. He also applied the same line of reasoning, or rather excuse; when the confectioners commenced to take away what of the wreck that remained. But that was not the whole reason. It was a little handier to be able to "drop in" to the drug store or the ice cream emporium and get what tobacco was wanted. It wasn't however, altogether because they kept open until nearly midnight. It was because they handled a larger and more varied assortment—kept in fact practically everything one could want in the tobacco line. One did not have to be content with "plug" in the drug store; as in the grocery, and one could also buy a package of cigarettes or an excellent cigar or a good pipe there. That was pretty much the real reason, although the dealer could not, or would not, see it that way.

In the cities it is a mighty small barber shop that has not its silent sales-

man given over to tobacco and smokers' needs, and also its shelves loaded with goods from all parts of the world. The barber and the druggist seem to be able to divide up the trade with the many little shops handling "smoke and chew" goods, in all parts of the city. Of course there are besides the three or four big houses, with branch stores, to whom the bulk of the "pernickity" trade goes, and where the most fastidious taste can be served. But the barber and drug shop tobacco business seems to be in quite a prosperous condition.

Doesn't it seem almost time the grocer was beginning to secure a little of this good trade? He won't be able to get it all back, but in city, town and village there is a great deal of floating demand he can secure if he will only take the necessary trouble. The results are bound to be good. But he can't do it at all, and there's not much use in his trying unless he carries a stock that will meet the average desire.

The average smoker to-day smokes a better cigar and uses a better line of tobacco than did the average smoker of twenty years ago. His cigarettes must have the picture of some voluptuous Oriental beauty on the case or carry the name of some foreign maker, and he must be surrounded with photographs suggestive of romance when he makes his purchases. Generally speaking, he buys more and a better grade of goods when that is the case. He likes to choose his stuff out of a clean, neat show case, and he likes to think that the stuff he smokes is the object of continuous care on the part of the dealer. That is only human nature.

Surely there is nothing in all that for a grocer to fear. He doesn't have to carry a tremendous stock but just a little of many lines, until he is able to graduate the demand into exact proportions. He must keep his goods under glass, whether it be on the shelves or in a silent salesman. It would be next to useless for him to hide it all under the counter. He must, if he is going to attract custom, make an occasional window display. No one will take offence at that any more because smoking is no longer a fad but a fact, and the average woman would have no fault to find in such a move. There should also be a few show cards at prominent points in the store telling of the stock and reminding the male customers that the goods can be secured there.

If a grocer wants to go in for good lines of cigars he should have a few big humidors so that he can keep his stock in good condition. And he should advertise the fact, that he does so. If he is going to handle pipes let him get a

good variety of good makes and not be content with job lots that cannot be sold to any real tobacco dealer. All these little things are important, and the grocer, even he who does not smoke, will soon discover that the smoker exercises about as much care in choosing his tobacco, as his wife or mother does in selecting the groceries for the family.

GROCERY STORE PHILOSOPHY.

It is just as important that customers be well treated as that they be given good goods.

The greatest of all errors of store management is over-buying. It is one of the easiest to make and should be guarded against.

Advertising will govern what people say of your store to some extent but your treatment of customers will have even more to do with it.

How we do like to deal at the store of the cheerful, good-natured man, and how we hate to buy anything of the grouchy chap.

You can no more expect to let up and have the business continue going ahead than you can stop rowing and expect the boat to keep going on up stream.

The business man should not count on how much trade he transacted last week or how much he is going to do next week, but the amount he is doing this week.

The real business man does not wait for business to come to him. He goes out after it.

Making plans do not create business. It is carrying them out that brings results.

The Dominion Cocoa-Nut Butters, Ltd., has been incorporated at Montreal, with a capital of two hundred thousand dollars, to manufacture and import cocoa and peanut oils and butter.

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

McDOUGALL

Insist upon having them
D. McDOUGALL & CO. Ltd., Glasgow, Scotland

CLAY PIPES

TANGLEFOOT



THE ORIGINAL FLY PAPER
FOR 25 YEARS THE STANDARD
IN QUALITY.
ALL OTHERS ARE IMITATIONS

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

Black Watch

The Big Black Plug Chewing Tobacco

"A Trade Bringer"

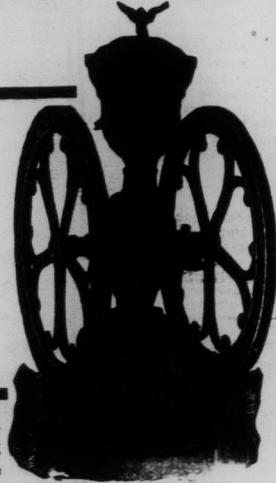
Sold by all the Wholesale Trade



The Finishing Touch

to the appearance of your store is given by the installation of an

**ELGIN
National
Coffee Mill**



The attractive symmetry and finish of the "Elgin" compel attention and it is, moreover, the fastest grinding and easiest running mill on the market. The "Elgin" has steel grinders and can be adjusted while running. Made in 40 different styles, they sell at a very moderate price. Ask any of the following jobbers for our catalogue:

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

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

MAPLE SUGAR

**CHEWING
TOBACCO**

Rock City Tobacco Co.
Quebec - and - Winnipeg

**Tuckett's
Orinoco
Tobacco**

**NO BETTER
JUST
A LITTLE Milder
THAN**

Tuckett's Myrtle Cut Tobacco

WHICH HAS THE LARGEST SALE IN CANADA.

TUCKETT LIMITED

Hamilton,

Ont.



CLASSIFIED ADVERTISING

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

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

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

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

FOR SALE.

FOR SALE—Department Store in good Alberta town. Stock \$25,000. Yearly turnover \$100,000. Address, Box 1226, Calgary.

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

REPRESENTATIVES WANTED.

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

MISCELLANEOUS.

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

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

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

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

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

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

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

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.

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. (17)

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; 258½ Portage Ave., Winnipeg; 308 Richards St., Vancouver.

MISCELLANEOUS.

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

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

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

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

KAY'S FURNITURE CATALOGUE No. 306 contains 160 pages of fine half-tone engravings of newest designs in carpets, rugs, furniture, draperies, wall papers and pottery with cash prices. Write for a copy—it's free. John Kay Company, Limited, 36 King St. West, Toronto.

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

THE "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. (17)

WAREHOUSE AND FACTORY HEATING SYSTEMS. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (17)

YOU don't buy a National Cash Register—it pays for itself. Saves money. Prevents mistakes. We can prove it. National Cash Register Co., 285 Yonge Street, Toronto.

TECHNICAL BOOKS.

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

SALES PLANS—This book is a collection of 333 successful plans that have been used by retail merchants to get more business. These include Special Sales, Getting Holiday Business, Co-operative Advertising, Money-Making Ideas, Contests, etc. Price \$2.50, postpaid. MacLean Publishing Co., Technical Book Dept., 143-149 University Ave., Toronto.

PERIODICAL DEPT.

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

Grocery Advertising

By Wm. Borsodi

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

PRICE \$2.00

ALL ORDERS PAYABLE IN ADVANCE.

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

Coffee, Its History, Classification and Description

By Joseph M. Walsh

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

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

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

\$2.00

IT WILL PAY YOU TO SEND AT ONCE.

MacLean Publishing Co.

Technical Book Department
143-149 University Avenue, Toronto



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

ALWAYS RIGHT. SUN PASTE

Stove Polish is just right every time you sell it, and the boxes are always filled full. You have no complaints coming after you pass it over your counter. Why not make friends for yourself as well as for us by selling the stove polish which always pleases the housekeeper? That's SUN PASTE. Just push it and see them come back for more.

2

IN

1

Shoe Polish

The Polish
OF
Preference

It pays to handle
a quick - selling
line like "2 in 1" Shoe Polish—a line
that's always in demand and that always
gives satisfaction.

"2 in 1" is positively waterproof, pre-
serves and softens the leather, does not
clog or stain the clothes, and is free
from acid or turpentine.

Get a generous supply
and display it well.

The F. F. DALLEY CO.

LIMITED

Hamilton, Can., and Buffalo, N.Y.

FOR METAL SURFACES

of every description, there's no polish you can
handle that gives the same satisfaction as

ROYAL POLISHES

They give a brilliant, lasting polish in
the least time, with the least labour,
and will not scratch the finest surface.

A Real Profit-Producer
Order a Supply To-day

Royal Polishes Co., Montreal

BLACK JACK

QUICK
CLEAN
HANDY

TRY IT

SOLD BY
ALL
JOBBERS

½-lb tins—
3 doz. in case.

HERB
BEER

Is best made from MASON'S EXTRACT OF
HERBS. One tablespoonful of this Extract
makes a gallon of DELICIOUS BOTANIC
BEER.

Has been used for over thirty years with
the greatest success.
Send for Booklet, "Hints on Brewing."

NEWBALL & MASON

NOTTINGHAM, ENGLAND.

GOOD!
IT'S
MASON'S

Silent Salesman Refrigerator

One of the Famous Arctic Line

Very attractive and specially adapted for the grocer. Made
with plate glass front and double selected glass sides, white
tile floor and white opal top. Shelving is of plate glass and
case in birch or oak as desired. A handsome, effective, fix-
ture. Perfect circulation of cold, dry air.

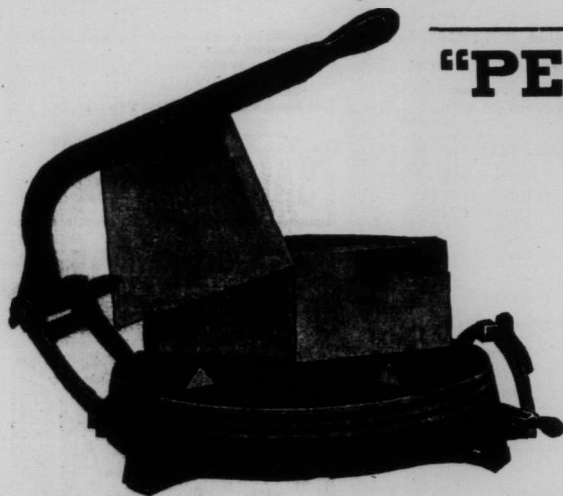
Representatives in West: Ryan Bros., 147 Bannatyne Avenue,
Winnipeg, Man., Donnelly,
Watson & Brown,
Calgary, Alta.

Write for Catalogue and
Details

John Hillock & Co.
Limited

Toronto, Ontario

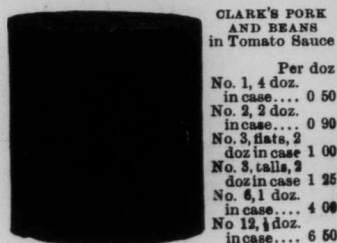
LAPO
AC
Sur Ext
Extra F
Tres Fi
Fins
Ml-Fins
Moyens
Moyens
Case—
12 litres
12 quart
Tins—
4 gals.,
2 gals.,
1 gals.,
½ gals.,
St. Nic
La Nep
La Capl
La Sani
" "
Vichy I
" "
Le So
Case 2
" 12
" 50
" 800
" La Lu
Case 23
" 12
" 80
" 100
" 800
Alimen
Verr
Box, 25
" 25
Grape J
" "
Apple
Champ
Matte C
Sparkli
Apple V
Case 5
" 5
" 18
" 20
Brl. 24
Keg 12



"PERFECTION" CHEESE CUTTERS are MONEY-MAKERS

for the GROCER—We know they will do
the work—and guarantee them.

Walter Woods & Co., Hamilton
Winnipeg



CLARK'S PORK
AND BEANS
in Tomato Sauce

Per doz
No. 1, 4 doz. in case... 0 50
No. 2, 2 doz. in case... 0 90
No. 3, 2 doz. in case... 1 00
No. 3, 2 doz. in case... 1 25
No. 6, 1 doz. in case... 4 00
No. 12, 1 doz. in case... 6 50

Japan Tea—
Victoria, half case, 90 lbs. 0 27
Princess Louise, half case, 80 lbs. 0 20
Ceylon Green Teas—Japan style—
Duchess, cases 60 lbs. 0 24



BLUE,
LAUNDRY
(Moody's
Royal)

3 Squares, in neat carton. per lb. 0 15
6 lbs. in a box. 5 boxes in a crate.

LAPORTE, MARTIN & CO., MONTREAL.

AGENCIES. THESE PRICES ARE
F.O.B. MONTREAL.

IMPORTED PEAS "SOLEIL"

Sur Extra Fins	40 Racons	100 tins	Per case
" " tins	100 tins	100 tins	16 60
Extra Fins	" "	" "	15 50
Tree Fins	" "	" "	15 00
Fins	" "	" "	13 00
Mi-Fins	" "	" "	12 00
Moyens No. 2	" "	" "	10 00
Moyens No. 3	" "	" "	8 75

Asparagus, Haricots, etc.

MINERVA PURE OLIVE OIL.

Case—	Case—	Case—	Case—
12 litres	6 50	24 pints	6 25
12 quarts	5 75	24 1/2-pints	4 25
Tins—	Tins—	Tins—	Tins—
8 gals. 2s.	23 00	4 gals. 30s.	13 50
2 gals. 6s.	29 00	1 gal. 48s Sq.	17 00
1 gal. 10s.	25 00	1 gal. 48s Rd.	16 50
1/2 gal. 20s.	26 00		

VICHY WATERS.

St. Nicolas, 50 qts.	7 00
La Neptune, 40 qts.	6 00
La Capitale, 40 qts.	5 00
La Sanitas Sparkling, 50 qts.	8 00
" " 100 pts.	9 00
" " 100 splits	4 00
Vichy Lemonade Savoureuse, 50's	7 50

CASTILLE SOAP

Le Soleil, 75 per cent. Olive Oil	
Case 25 lbs., 11 lb. bars	0 07 1/2 lb.
" " 12 lbs., 11 lb. bars	0 08 1/2 lb.
" " 50 lbs., 1 lb. bars	3 50 case
" " 80 lbs., 3/4 oz. bars	3 75 case
" La Lune, 65 per cent. Olive Oil	
Case 25 lbs., 11 lb. bars	0 07 1/2 lb.
" " 12 lbs., 11 lb. bars	0 08 1/2 lb.
" " 80 lbs., 1 lb. bars	3 25 case
" " 100 lbs., 3/4 oz. bars	1 80 case
" " 800 lbs., 3/4 oz. bars	3 40 case

Allimentary Pastes, Blanc & Fils, Macaroni, Vermicelli, Animals, Small Pastes, etc.

Box, 25 lbs., 1 lb.	0 07 1/2
" 25 lbs., loose	0 07

DUFFY & CO. BRAND.

Grape Juice, 12 qts.	4 75
" " 24 pts.	5 15
" " 36 splits	4 75
Apple Juice, 12 qts.	4 50
" " 24 pts.	4 75
Champagne de Pomme, 12 qts.	5 00
" " 24 pts.	5 50

Matts Golden Russett—
Sparkling Cider, 12 qts. 5 00
" " 24 pts. 5 50
Apple Vinegar, 12 qts. 2 50

RICH STARCH "REMY."

Case 50 lbs., 2 lbs.	per lb. 0 08
" " 50 lbs., 1 lb.	" " 0 08
" " 100 lbs., 1 lb.	" " 0 08
" " 200 lbs., 1 lb.	" " 0 08
Brl. 240 lbs.	" " 0 07 1/2
Keg 180 lbs.	" " 0 07 1/2



CHLORIDE OF LIME.
(Moody's Royal)

Per doz.
1 lb. Carbonized Fibre packages 0 85.
1/2 lb. Carbonized Fibre packages 0 45.



BRIDGE.
(Moody's Anty) Extra Fine.

Handy Sifter, top package, doz. 0 85
100 lb. Kegs 1 lb. 0 05 1/2
300 lb. Barrels " 0 05



QUICKSHINE STOVE POLISH.
No. 10, Fancy tins, tall shape. doz. 0 85
3 doz. in wood box.

HALF TIME SHOE PASTE
(Moody's Extra Fine)

4 doz. in wood box. per doz. 0 85
1 doz. in carton, 12 in wood box " 0 75

HAND CLEANER (Moody's Electric)
In Fancy tins, 3 doz. in wood box, doz. 0 85



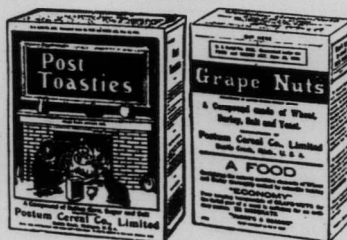
KLENZINE AMMONIA POWDER (Moody's)

Washing Compound—
Large size, 1 1/2 lbs. Doz. 0 90
Small size, 10 oz. 0 45
Packed 3 doz. in wood box

Jam Per lb.

30-lb. wood pails. 0 08 1/2
Pure assorted jam, 1-lb. glass jars, two dozen in case. 1 75

Cereals.



Grape Nuts—No. 22, \$3.00; No. 23, \$4.50.
Post Toasties—No. T3, \$2.85.
Postum Cereal—No. 0, \$2.25; No. 1, \$2.70.

Jelly Powders



Assorted Case, Contains 2 doz. \$1 80
Lemon (Straight) Contains 2 doz. 1 80
Orange (Straight) Contains 2 doz. 1 80
Raspberry (Straight) Contains 2 doz. 1 80
Strawberry (Straight) Contains 2 doz. 1 80
Chocolate (Straight) Contains 2 doz. 1 80
Cherry (Straight) Contains 2 doz. 1 80
Peach (Straight) Contains 2 doz. 1 80
Weight 8 lbs. to case. Freight rate, 2d class.
Assorted case, contains 4 doz. \$3 60



Assorted Case, Contains 2 doz. \$2 50
Chocolate (Straight) Contains 2 doz. 2 50
Vanilla (Straight) Contains 2 doz. 2 50
Strawberry (Straight) Contains 2 doz. 2 50
Lemon (Straight) Contains 2 doz. 2 50
Unflavored (Straight) Contains 2 doz. 2 50
Weight 11 lbs. to case. Fr'ght rate, 2d class.

IMPERIAL JELLY DESSERT



Assorted flavors—gross 10.75.

Mustard

JOLMAN'S OR KERN'S
Per doz. Per doz.
D.S.F., 1-lb. tins 1 40 F.D., 1-lb. tins. 1 45
" " 1-lb. tins 2 50 Durham, 4-lb. jar 0 75
F.D., 1-lb. tins. 0 85 " 1-lb. jar 0 35

IMPERIAL PREPARED MUSTARD

Small, cases 4 dozen. 0 45 dozen
Medium, cases 3 dozen. 0 90 " "
Large, cases 1 dozen. 1 35 " "

Lard

N. K. FAIRBANK CO. BOAR'S HEAD
LARD COMPOUND.

Tierces... \$0 10
1-bbls. 0 10 1/2
Tubs, 60 lbs 0 10 1/2
20-lb. Pails 2 10
20-lb. tins 2 00
Cases 3-lb. 0 11
" 5-lb. 0 10 1/2
" 10-lb. 0 10 1/2



F.O.B. Montreal.

GUNNS



"EARLHART"
LARD
COMPOUND.
Tierces... 0 09 1/2
Tubs. 0 09 1/2
20-lb. pails. 0 10
20-lb. tins. 0 09 1/2
10-lb. " 0 10 1/2
5-lb. " 0 11
3-lb. " 0 10 1/2
1-lb. cartons 10 1/2

Licorice

NATIONAL LICORICE CO
5-lb. boxes, wood or paper, per lb. \$0 40
Fancy boxes (36 or 50 sticks), per box. 1 25
" Ringed" 5-lb. boxes, per lb. 0 40
" Acme" pellets, 5-lb. cans, per can. 2 00
" " (fancy box, 40), per box 1 50
Tar Licorice and tolu wafers, 5-lb. cans, per can. 2 00
Licorice lozenges, 1-lb. glass jars. 1 75
" " 50 5-lb. cans. 1 50
" Purity" licorice, 10 sticks. 0 45
" " 100 sticks. 0 73
Dulo, large cent sticks, 100 in box.

Lye (Concentrated).



GILLETT'S
PERFUMED LYE
Ontario and Quebec
Prices.

Per case
1 case of 4 doz \$3 50
3 cases of 4 doz 3 40
5 cases or more 3 35

Marmalade.

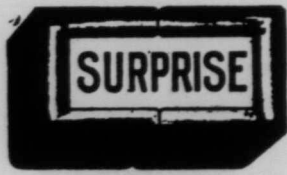
T. UPTON & CO.
12-oz. glass jars, 3 dozen case, per doz. \$1; 16-oz. glass jars, 2 doz. in case, per doz. \$1.45; 5 and 7 lb. tins and 7-lb. pails, per lb. 8c.; pint sealers (24 oz.), 1 doz. in case, per dozen \$2.25.

SHIRRIFF BRAND
"Imperial Scotch"
1-lb. glass, doz. 1 55
2-lb. glass, doz. 2 80
4-lb. tins, doz. 4 65
7-lb. tins, doz. 7 35
"Shredded"
1-lb. glass, doz. 1 90
2-lb. glass, doz. 3 10
7-lb. tins, doz. 8 25



THE CANADIAN GROCER

and Washing Powders



For sale by all grocers.

A. P. TIPPET & CO., AGENTS

Maypole soap, colors, per gross \$10 30
 Maypole soap, black, per gross 15 30
 Oriole soap, per gross 10 30
 Florida soap, per gross 12 00
 Straw hat polish, per gross 18 30



3 doz. to box \$3 60
 6 doz. to box \$7 20
 30 days.



5-case lots (delivered), \$4.15 each, with 20 bars of Quick Naptha as a free premium.



The GENUINE. Packed 100 bars to case.



Prices—Ontario and Quebec:
 Less than 5 cases \$5 00
 5 to 10 cases 4 95

Starch

EDWARDSBURG STARCH CO., LIMITED
 Laundry Starches—
 No. 1 white or blue, 4-lb. carton \$0 06½
 No. 1 white or blue, 3-lb. carton 0 06½
 Canada laundry 0 05
 Silver gloss, 6-lb. draw-lid boxes 0 07½
 Silver gloss, 6-lb. tin canisters 0 07½
 Edwardsburg silver gloss, 1-lb. pkg. 0 06½
 Kags silver gloss, large crystal 0 06½
 Benson's satin, 1-lb. cartons 0 07
 No. 1 white, bbis. and kegs 0 05½
 Canada white gloss, 1-lb. pkgs. 0 05½
 Benson's enamel, per box 1 50 & 3 00
 Culinary Starch—
 Benson & Co's. Prepared Corn 0 06½
 Canada Pure Corn 0 04½
 20-lb. boxes, ¼ higher.
 Celluloid—Boxes of 45 cartons, per case 3 60
 BRANTFORD STARCH WORKS, LIMITED
 Ontario and Quebec.
 Laundry Starches—
 Canada Laundry, boxes of 40 lb. 0 05
 Acme Gloss Starch—
 1-lb. cartons, boxes of 40 lb. 0 05½
 Finest Quality White Laundry—
 3-lb. canisters, cases of 48 lb. 0 06½
 Barrels, 200 lb. 0 05½
 Kegs, 100 lb. 0 05½
 Lily White Gloss—
 1-lb. fancy cartons, cases 30 lb. 0 07
 4-lb. toy trunks, 8 in case 0 08
 6-lb. toy drums, with drumsticks
 8 in case 0 07½
 Kegs, ex. crystals, 100 lb. 0 06½

For charges for inserting quotations in this dept. apply to

Brantford Gloss—
 1-lb. fancy boxes, cases 36 lb. 0 07
 Canadian Electric Starch—
 Boxes of 40 fancy pkgs., per case 3 00



Ocean Mills
 Montreal
 Chinese starch, 48
 1-lb., per case \$4.00;
 Ocean Baking Pow-
 der, 3-oz. tins, 4 doz
 per case, \$1.50; 4-oz
 tins, 4 doz per case,
 \$3 00; 8-oz. tins, 5
 doz. per case, \$6.50;
 16-oz. tins, 3 doz per
 case, \$6.75; 5-lb. tins
 10 tins a case, \$7.50;
 1-lb. bulk, per 25, 50
 and 250 lbs., at 15c
 per lb. Ocean blanc
 mange, 48 8-oz., \$4.
 Ocean borax, 48 8-oz., \$1.60; Ocean cough
 syrup, 36 6-oz., \$6.00; 36 8 oz., \$7.20; Ocean
 corn starch, 48 1-lb., \$3.60.

Soups

CHATEAU BRAND
 CONCENTRATED SOUPS
 Vegetable Mutton Broth
 Mulligatawny Chicken
 Or Tail Pea
 Scotch Broth Julienne
 Mock Turtle
 Vermicelli Tomato
 Consomme Tomato

No. 1's, 95c. per dozen.
 Individuals, 45c. per dozen
 Packed 4 dozen in a case.

Soda



Case of 1-lb. contain-
 ing 60 packages per
 box \$3.00.
 Case of ½-lb. contain-
 ing 120 packages
 per box \$3.00.
 Case of 1-lb. and ½-lb.
 containing 30 1-lb.
 and 60 ½-lb. packages
 per box \$3.00.

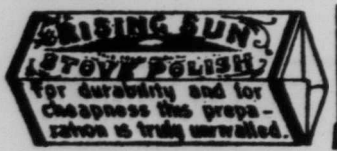
Case of 5c. packages, containing 96 packages,
 per box \$3.00.

MAGIC SODA

Ontario and Quebec Prices. Per case
 No. 1, cases 60 1-lb. packages... 1 case \$2 85
 No. 2, " 120 ½-lb. " " 1 case 2 75
 No. 3, " 30 1-lb. " " 1 case 2 85
 No. 5, " 60 ½-lb. " " 1 case 2 75
 No. 5 Magic soda—cases 100—10-oz. pkgs.
 1 case 2 90
 5 cases 2 80

Stove Polish

Rising Sun, No. 1 cakes, ¼ & ½ grs. bxs. \$8 50
 Rising Sun, No. 3 cakes, gross boxes. 4 50
 No. 5 Sun Paste, ¼ gross boxes 5 40
 No. 10 Sun Paste, ¼ gross boxes 9 00



JAMES DOME BLACK LEAD

6a size, gross, \$2.40. 2a size, gross, \$2.50

Syrup

EDWARDSBURG STARCH CO., LTD.
 "Crown" Brand Perfection Syrup
 Barrels, 700 lbs. 0 03½ per lb.
 Half-barrels, 350 lbs. 0 03½
 ½-barrels, 175 lbs. 0 03½
 Pails, 25 lbs. 1 20 each
 " 35 lbs. 1 70
 Crown Brand Corn Syrup
 2-lb. tins, 2 doz. in case, per case 2 24
 5-lb. tins, 1 doz. in case, per case 2 60
 10-lb. tins, ½ doz. in case, per case 2 50
 20-lb. tins, ¼ doz. in case, per case 2 45
 Barrels, 700 lbs. 0 03½
 Half barrels, 350 lbs. 0 03½
 Quarter barrels, 175 lbs. 0 03½
 Pails, 35 lbs. 1 70
 Pails, 25 lbs., each 1 20
 Lily White Corn Syrup.
 Plain tins, with label— Per case
 2 lb. tins, 2 doz. in case 2 5½
 5 " " " " 2 85
 10 " " " " 2 75
 20 " " " " 2 70
 (5, 10 and 20 lb. tins have wire handles)
 Beaver Brand Maple Syrup. Case
 2 lb. tins, 2 doz in case \$3 60
 5 " " " " 4 00
 10 " " " " 3 95
 20 " " " " 3 90
 (5, 10 and 20 lb. tins have wire handles)

Canned Haddies, "Thistle" Brand

A. P. TIPPET & CO., AGENTS
 Cases 4 doz. each, flats, per case \$5 00
 Cases 4 doz. each, ovals, per case 5 00

Cream Tartar.

GILLET'S CREAM TARTAR
 Ontario and Quebec Prices. Per doz
 ¼-lb. paper pkgs., 4 doz. in case \$1 00
 1-lb. paper pkgs., 4 doz. in case 2 00
 4 doz. ¼-lb. paper pkgs. } assorted \$3 00
 2 doz. 1-lb. paper pkgs. }
 ¼-lb. cans with screw covers, 4 doz. in
 case \$2 90
 1-lb. cans with screw covers, 3 doz. in
 case 4 10
 Per lb
 5-lb. sq. canisters, ¼ doz. in case 0 33
 10-lb. wooden boxes 0 29½
 25-lb. wooden pails 0 30½
 100-lb. kegs 0 25½
 260-lb. barrels 0 25

Gum



Milk.

CANADA FIRST
 BRAND
 The Aymer Con-
 densed Milk
 Co., Ltd.
 Per case
 Canada First
 Evap. Cream
 family size, 3 50
 Canada First
 Evap. Cream
 medium size 4 80
 Canada First Evaporated Cream, hotel
 size 3 70
 Canada First Evaporated Cream, baby
 size 2 00
 Canada First Condensed Milk 4 55
 Beaver Condensed Milk 4 00
 Rosebud Condensed Milk 4 25

Sauces

FATERSON'S WORCESTER SAUCE
 ½ pint bottles, 3 and 5 dozen cases, doz 0 90
 Pint bottles, 3 dozen cases doz 1 75



H.P. Sauce, packed in cases of 3 doz. \$1 90
 H.P. Pickle, packed in cases 2 doz. pts. 3 35
 H.P. Pickle, packed in cases 3 doz ¼-pt. 2 25

HOLBROOK'S IMPORTED PUNCH SAUCE
 Large, packed in 3-doz. case, per doz. 2 25
 Medium, packed in 3-doz. case, per doz. 1 40
 HOLBROOK'S IMP. WORCESTERSHIRE SAUCE
 Rep. ½ pints, packed in 6-doz. case Per dozen
 Imp. ½ pints, packed in 4-doz. case 3 15
 Rep. quarts, packed in 2-doz. case 6 50

Tobacco.

IMPERIAL TOBACCO COMPANY OF CANADA,
 LIMITED—EMPIRE BRANCH.
 Chewing—Black Watch, 6s. 44
 Black Watch, 12s. 45
 Bobs, 6s and 12s. 46
 Bully, 6s 44
 Currency, 6s and 12s. 46
 Stag, 5 ½s 44
 Old Fox, 12s. 44
 Pay Roll Bars, 7s. 58
 Pay Roll, 7s. 56
 War Horse, 6s. 43

Ping Smoking—Shamrock, 6s., plug or bar. 45
 Rosebud Bars, 6s. 45
 Shamrock, 6s and 12s. 44
 Ivy, 7s. 45
 Starlight, 7s. 50
 Out Smoking—Great West Fouches, 6s. 50



TESS
 THE
 "SALADA"
 TEA CO.
 Wholesale Retail

Brown Label, 1's and ½'s \$0 25 \$0 30
 Green Label, 1's and ½'s 0 27 0 35
 Blue Label, 1's, ½'s, ¾'s and 1's. 0 30 0 40
 Red Label, 1's and ½'s 0 36 0 50
 Gold Label, ½'s 0 44 0 60
 Red-Gold Label, ½'s 0 56 0 80



Blue Label, ½'s 0 31 0 36
 Orange Label, 1's and ½'s 0 28 0 30
 Blue Label, 1's 0 28 0 35
 Brown Label, 1's and ½'s 0 30 0 40
 Brown Label, ½'s 0 35 0 50
 Green Label, 1's and ½'s 0 35 0 50
 Red Label, ½'s 0 40 0 60

MELAGAMA TEA



MINTO BROS.,
 45 Front St. East
 We pack in 60 and
 100 lb. cases. All
 delivered prices.
 Wholesale Retail
 Brown Label, 1 lb. or ½ 0 25 0 30
 Red " 1 lb. or ½ 0 27 0 35
 Green " 1s, ½ or ¾ 0 30 0 40
 Blue " 1s, ½ or ¾ 0 35 0 50
 Yellow " 1s, ½ or ¾ 0 40 0 60
 Purple " ½ only 0 55 0 80
 Gold " ½ only 0 70 1 00



Ceylon Tea, in
 1 and ½-lb. lead
 packages—black
 or mixed.
 Black Label, 1-lb., retail at 25c. \$0 30
 Black Label, ½-lb., retail at 25c. 0 21
 Blue Label, retail at 30c. 0 24
 Green Label, retail at 40c. 0 30
 Red Label, retail at 50c. 0 35
 Brown Label, retail at 60c. 0 42
 Gold Label, retail at 80c. 0 55

Jams and Jellies

BATCHELOR'S WHOLE FRUIT STRAWBERRY JAM
 Agents, Rose & Lafamme, Montreal and
 Toronto.

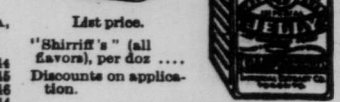
1-lb. glass jar, screw top, 4 doz., per doz. \$3 30

T. UPTON & CO.

Compound Fruit Jams—
 12-oz. glass jars, 2 doz. in case, per doz. 1 00
 2-lb. tins, 2 doz. in case, per doz. 1 90
 5 and 7 lb. tin pails, 8 and 6 pails in
 crate, per lb. 0 07½
 7 wood pails, 6 pails in crate, per lb. 0 07½
 30-lb. wood pails, per lb. 0 07
 Compound Fruit Jellies—
 12-oz. glass jars, 2 doz. in case, per doz. 1 90
 2-lb. tins, 2 doz. in case, per lb. 1 80
 7-lb. wood pails, 6 pails in crate, per lb. 0 07
 30-lb. wood pails 0 07

Jelly Powders

WHITE SWAN SPICE
 AND CEREALS, LTD
 White Swan, 15
 flavors. 1 doz. in
 handsome counter
 carton, per doz., 90c.
 List price.
 "Shirriff's" (all
 flavors), per doz
 Discounts on applica-
 tion.



Yeast

Ontario and Quebec Prices.
 Royal Yeast, 3 doz. 5 cent pkgs. \$1 15
 Gillett's Cream Yeast, 3 doz. in box. 1 15

Advt. Manager, The Canadian Grocer, at our nearest office.

LASCELLES DE MERCADO & CO.

General Commission Merchants

KINGSTON,

JAMAICA

EXPORTERS OF

Sugar, Rum, Coffee, Cocoa, Pimento and all West Indian Produce

SNAP



SELLS

SOONER OR LATER

you will handle it. The other enterprising dealers are doing so, and say they would not be without it on their shelves.

And the public says there is no preparation like **SNAP** for the effective chipping from the hands of dirt, grease, paint and tar. Snap is antiseptic and beneficial to the skin. You want an article that sells.

Order "SNAP," the hand-cleanser, from your jobber to-day.

Snap Co., Limited, MONTREAL, Canada

A SLIGHT DIFFERENCE

IN PRICE ON A CHEAP ARTICLE LIKE

Sal Soda

SHOULD NOT COUNT, WHEN QUALITY IS CONSIDERED

BRUNNER, MOND & CO.'S

ENGLISH SAL SODA

is the PUREST, contains LEAST MOISTURE and therefore GIVES FURTEST of any Washing Soda sold.

WINN & HOLLAND, LIMITED

SOLE AGENTS

MONTREAL

FREQUENCY OF SAILINGS

Every seventh day a Pictou and Black steamer leaves Halifax for Bermuda, The British West Indies and Demerara, and is away thirty-eight days. A delightful stop for modern rest. Write us.

PICKFORD & BLACK

MONTREAL



OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery, Ed. and St. Cutters.

(WELLINGTON)

KNIFE POLISH

JOHN BARRY & SONS, Limited

Wholesale and Retail of Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Works, London, England

Queen City Water

White Oil

GIVES PERFECT LIGHT

The most economical high-grade oil ever sold in Canada.

FOR SALE EVERYWHERE

■ ■ ■ ■ ■

■ **Why Not Now?** ■

SEND IN YOUR

■ **SALT** ■

■ Order and so secure ■
■ prompt shipment. ■

■ **VERRET, STEWART & CO.** ■
■ LIMITED ■

■ SALT SELLERS ■
■ MONTREAL ■

■ ■ ■ ■ ■

Your Customers

look to you for ideas for dessert, especially when apples are scarce.

Have you suggested pies made from

**WETHEY'S
MINCE MEAT?**

(IN SANITARY CARTONS)

You have them. If not, get some quickly from your jobber and **PUSH IT, IT WILL PAY YOU.**

J. H. Wethey, Limited
ST. CATHARINES, - ONTARIO

Here is More Convincing Evidence of the Far-Reaching Effect of Advertising in The Grocer :

An Eastern Manufacturer advertising a store equipment article (to be exact, a self-measuring oil pump) last week received a reply from Dawson City, Yukon.

Another manufacturer has received several replies from England. He advertises a book-keeping device.

A third had an enquiry the other day for samples of a food stuff from Scotand.
