

**PAGES
MISSING**

CANADIAN GROCER

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

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

VOL. XXIII.

PUBLICATION OFFICE: TORONTO, JUNE 18, 1909.

NO. 25.



The only argument to advance to a critical customer as to the superiority of one laundry blue over another is

“KEEN’S OXFORD BLUE

madam, allows of no comparison. It stands alone and above all others in quality.”

FOR SALE BY EVERY JOBBER IN CANADA

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

Merit alone has made

BENSON'S "PREPARED" CORN AND

EDWARDSBURG "SILVER GLOSS" STARCH

The Leading cooking and laundry starch in Canada. Fifty years of the public's confidence speaks more for value than tons of printer's ink.

For sale by every jobber.

EDWARDSBURG STARCH CO., LIMITED

ESTABLISHED 1858

53 Front St. East, Toronto, Ont.

Works, Cardinal, Ont.

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

THE CANADIAN GROCER.

**SOMETHING
NEW**



**SOMETHING
NICE**

WRITE FOR QUOTATIONS

A SUPERIOR BRAND

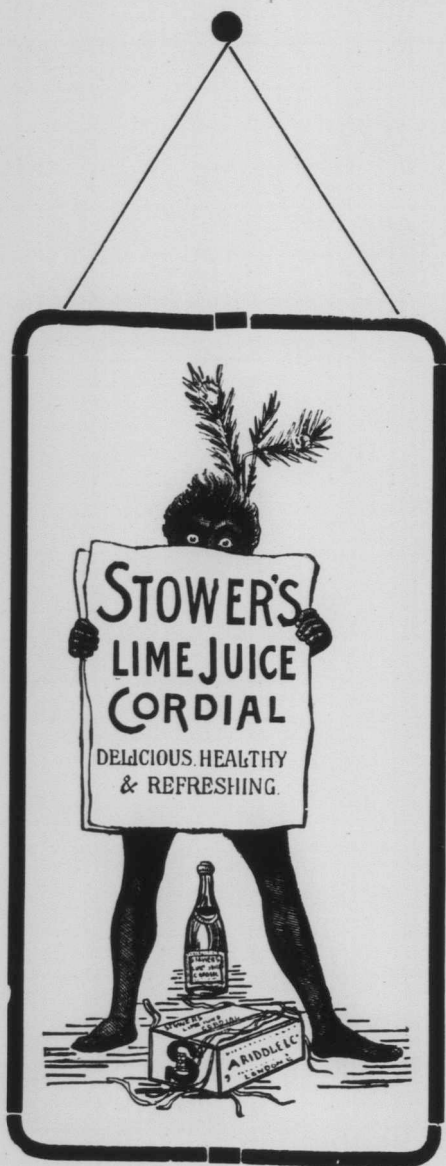
THROUGH HANDLING WHICH
THE GROCER'S PROFITS WILL
RECEIVE A GREAT IMPETUS.
THE PICNIC SEASON IS NOW
ON AND THE NECESSITY FOR

MacLAREN'S IMPERIAL SPANISH OLIVES

IS PLAINLY APPARENT

MacLAREN IMPERIAL CHEESE CO., Ltd., TORONTO

As Supplied
to
His Majesty
the King



As Supplied
to the British
House of
Commons

“Stower’s” Lime Juice Cordial

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

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

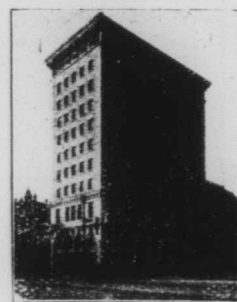
STOWER'S LIME JUICE CORDIAL is prepared from the freshly squeezed juice of the Lime Fruit, with every impurity carefully removed. It will not ferment and is sweetened with the best refined loaf sugar.

— NO MUSTY FLAVOR —



Montreal Office

Manufacturers' Agents and Brokers' Directory



Winnipeg Office

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

| | | |
|---|--|--|
| <p>FACE TO FACE BUSINESS I am on the job all the time. Why not give me a trial? Grocery and Confectionery Brokerage my Specialty G. WALLACE WEESE Manufacturers' Representative. 30-32 Main East Let's get close and talk it over Now HAMILTON</p> | <p>CLARE, LITTLE & CO., WESTERN DISTRIBUTORS Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited. Phone 159 SASKATOON, P.O. Box 257. Western Canada</p> | <p>MacLaren Imperial Cheese Co. Limited AGENCY DEPARTMENT Agents for Grocers' Specialties and Wholesale Grocery Brokers TORONTO, Ont. DETROIT, Mich.</p> |
| <p>J. W. GORHAM & CO. JERUSALEM WAREHOUSE, HALIFAX, N.S. Manufacturers' Agents and Grocery Brokers WAREHOUSEMEN can give close attention to few more first-class agencies. Highest references.</p> | <p>W. S. CLAWSON & CO. Manufacturers' Agents and Grocery Brokers. Warehousemen ST. JOHN, - - - N.B. Open for a few more first-class lines</p> | <p>ON SPOT 1 CAR FINEST ENGLISH GLUCOSE Testing 45 degrees. Prices Submitted on Application. LIND BROKERAGE CO. 23 Scott Street Toronto</p> |
| <p>FOR SALE Cheap for cash, Fruit Cleaning Plant with Date Press. In good running order. J. T. ADAMSON & CO. Customs Brokers and Warehousemen — 27 St. Sacrament Street, Montreal TEL. MAIN 778 BOND 28</p> | <p>Write us for a Price on a Car of Tomatoes Lowest Prices and Finest Goods Packed — W. H. MILLMAN & SONS CANADIAN AGENTS TORONTO</p> | <p>Merchants, Manufacturers and Shippers We desire correspondence with you if you want active representation in the West. We give special attention to Grocers' lines, and have salesmen covering the West. Good track storage. Advances made on consignments. J. D. Brack & Co. Wholesale Brokers WINNIPEG</p> |
| <p>ROBERT ALLAN & CO. General Commission Merchants MONTREAL Fish, Oils, Beans, Peas and Produce. Agents: "Royal Crown" Skinless Codfish. Representing Morris Co. Chicago. Pork and Lard.</p> | <p>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.</p> | <p>WINNIPEG STORAGE TRACK WAREHOUSE Consignments solicited, stored and reshipped to order K. J. JOHNSTON Wholesale Commission Broker. Box 122 Winnipeg. Reference, Bank of Commerce.</p> |
| <p>STORAGE IN OTTAWA We offer every modern convenience. Largest warehouse in Ottawa Valley. Fireproof, low insurance rates, direct communication with all railways—tracks to the door. Centrally located. Secure Our Low Rates. Dominion Warehousing Co., Ltd. 52 Nicholas Street, Ottawa J. R. Routh, Manager.</p> | <p>G. C. WARREN Box 1036, REGINA Manufacturers' Agent and Commission Merchant. Direct Importer of all grades of pure Ceylon Teas, and Grocery and Drug Specialties. Dealer in Coffees, Spices, Mustard, etc. Established eleven years. More lines desired</p> | <p>WATSON & TRUESDALE (Successors to Stuart, Watson & Co.) Wholesale Commission Brokers and Manufacturers' Agents. WINNIPEG, - - - MAN. Domestic and Foreign Agencies Solicited.</p> |
| <p>D. McL. BROPHY 414 St. Paul St. Montreal Broker and Manufacturers' Agent. Open to represent one more up-to-date house desirous of utilizing my excellent connection with the grocery trade. Correspondence will receive prompt attention.</p> | <p>W. G. A. LAMBE & CO. TORONTO Grocery Brokers and Agents. Established 1885.</p> | <p>To Brokers and Manufacturers' Agents —Your business card on this page will keep your name and field of operations before Manufacturers, Importers and others—looking for responsible representatives. It costs you little and means much to you if you are looking for agencies. Write for particulars to</p> |
| <p>D. STAMPER GROCERY AND FRUIT BROKER AND MANUFACTURERS' AGENT Goods Stored and Distributed Warehouse, City Spur Track. P.O. Box 793 MOOSE JAW, SASK.</p> | <p>W. G. PATRICK & CO. Manufacturers' Agents and Importers 29 Melinda Street, Toronto</p> | <p>THE CANADIAN GROCER Montreal Toronto Winnipeg</p> |

Your last chance—

Just another week's selling at the rate of last week's sales and we will have to withdraw the "SPECIAL SELLING PROPOSITION" on

"ANCHOR"

brand CANNED SALMON

—"The finest Fraser River Red Sockeye"—

GET BUSY---Get your orders in at once.

EBY-BLAIN, LIMITED

Wholesale Grocers

MONTREAL

Worth Digesting

MR. GROCER,

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

| | | | |
|------------------|-----|----------|--------|
| 25c. grade costs | you | 20c. for | 1 lbs. |
| 25c. " " " | " | 21c. for | ½ lbs. |
| 30c. " " " | " | 24c. | |
| 35c. " " " | " | 25c. | |
| 40c. " " " | " | 30c. | |
| 50c. " " " | " | 35c. | |
| 60c. " " " | " | 42c. | |
| 80c. " " " | " | 55c. | |
| \$1.00 " " " | " | 70c. | |

THE BLUE RIBBON TEA CO., Limited

266 St. Paul St., MONTREAL

THE A 1 SAUCE

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

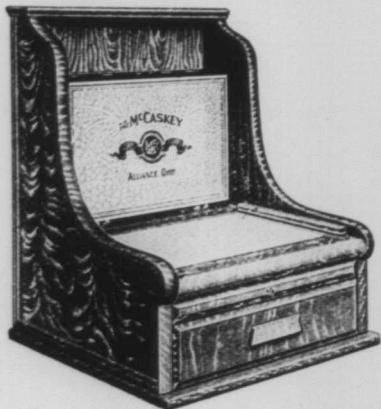


*Simply A 1.
Pleases everyone.
The Public WILL have it.
Sold all over the world.*

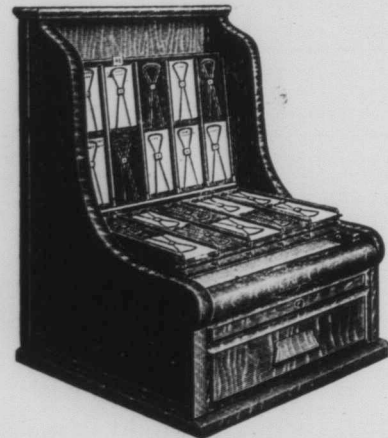
For full particulars and prices write our Agents :

GENERAL AGENT—H. HUBBARD, 27 Common St., Montreal
THE WEIR SPECIALTY CO., 561-563 Yonge St., Toronto
J. READ, St. John, N.B.
R. T. TINN, 337 Hastings St. W., Vancouver, B.C.

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



ACCOUNTS ACKNOWLEDGED, INSPECTED AND ACCEPTED AS CORRECT



All accounts carried by the McCASKEY REGISTER SYSTEM are **acknowledged accounts**.

Ledger accounts contain an element of uncertainty, as they are not accepted as correct until statement is rendered and comparisons made with invoices, which causes delays and oftentimes disputes and slow collections.

With the McCASKEY TOTAL FORWARDING REGISTER SYSTEM your customers get a **complete bill** and **statement combined** with every purchase, the **acceptance** of which is an **acknowledgment** of its **correctness**.

The McCASKEY handles all accounts with but **one writing**. It insures accuracy. It pleases your customers. It keeps accounts down to a reasonable amount. And as a collector **it simply pulls in the cash**.

Don't have a shadow of doubt. Don't give your customers a chance to dispute your accounts. Keep them in the right way—the McCASKEY WAY.

Ask us for information. It's **free**.

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

Getting Off to a Good Start Often Wins the Race

It's the same in business competition. The Western Canada market is a profitable one, the people were never more prosperous, nor the general outlook more reassuring. Thousands of settlers are taking up land every day.

The Western Market is growing all the time. Like a healthy, well fed youth it cannot help it—it's natural.

Have you something worth selling to either the retail or wholesale trade? Let us assist you in getting your share of the business. Our facilities are unequalled; our rates are reasonable.

CORRESPONDENCE SOLICITED

RICHARDS & BROWN

Wholesale Commission Merchants

314 ROSS AVENUE

WINNIPEG, MAN.

We have our own large track warehouse in the heart of the wholesale district.

ROWLEY'S Valencia Raisins and Almonds ARE THE BEST

AGENTS IN CANADA:

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

DAY BY DAY

All steady and permanent growth is slowly attained. It is the little things that count—that tell materially—in the upbuild and strength of any cause. In the line of pure foods we do not overlook the smallest detail that will contribute to the quality and purity of

OLD HOMESTEAD BRAND Canned Fruits and Vegetables

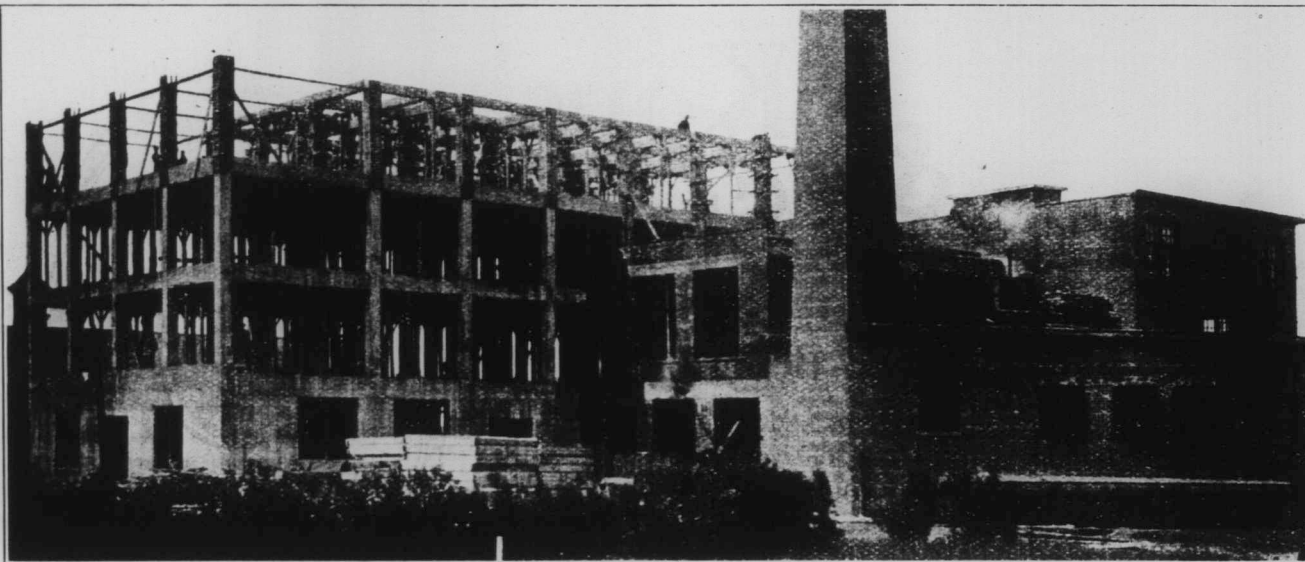
We obtain the finest raw material that can be anywhere procured. We have one of the largest, cleanest and most modern factories. Our methods of processing are sanitary and progressive and when the finished product reaches you your customers and yourself can depend upon the highest quality. Our guarantee is at the back of every tin.

ORDER FROM YOUR JOBBER

**The Old Homestead
Canning Co.**

Picton,

Ontario



E. D. SMITH EXTENDS FACTORY

The above is a view of the four storey extension that we are making to our Jam Factory.

The building is of reinforced concrete throughout and is absolutely fire-proof.

The kitchen will be finished in white glazed tile, and everything possible has been done to maintain the record already established for absolute purity and cleanliness.

This view emphasizes better than words the great popularity of the E.D.S. Brand Jams and Jellies and the big national demand that they enjoy.

Millionaire Wholesaler says Trade

Advertising is a Money-Maker

(London, Ont., Correspondence).

Thomas Martindale, a millionaire wholesale grocer of Philadelphia, and a native Londoner, was the guest of honor at the Canadian Club luncheon at the Tecumseh last week, and gave an address on "Advertising as a Money-maker."

In the course of his remarks he said that in the United States wholesale grocers confine their advertising to weekly or monthly trade papers.

"Trade paper advertising," he said, "is to be commended, as trade papers exist primarily to help in promoting the interests of the particular trades they represent, and they generally are filled with the latest trade news, advice, statistics, etc., pertaining to their respective fields. Besides, it stands to reason that such advertising ought to be profitable in thus being directed right at the wholesaler's prospective buyers."

Kops' Ale & Kops' Stout

(Non-Alcoholic)

Ideal Summer Beverages

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

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

Possess distinct tonic and stimulating properties.

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

THE BEST FOR YOUR TRADE.

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

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



CRYSTAL SUGARS

Retailers throughout Canada handle them.

You deal direct with the factory.

Standard, Fine, Coarse, Berry, Powdered.

The best for PRESERVING.

Always the same, the best.

Let us send samples with quotations.

Sugars that always satisfy.

Uniform Grain.

Gains customers for you.

A trial convinces.

Remember! It is dollars in your pocket.

Sold strictly on the merits.

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

SNAP SELLS

It is a great big trade builder and has held its place as the foremost Hand Cleaner against all kinds of attacks. : : : :

Order from your Jobber

THE SNAP CO., Limited
MONTREAL CANADA



A WORD TO THE WISE

Before placing your order for 1909 pack, bear
in mind that not only are

ESSEX BRAND CANNED GOODS

equal in quality and appearance to the best
Brands on the market, but in selecting this
Brand you have the decided advantage of getting
just what you want, in the sized packages suit-
able for your trade.

ESSEX BRAND COMPRISES

FRUITS AND VEGETABLES of all kinds in 2's, 3's and gallon tins.
CATSUP in 10, 12 and 16 oz. and quart bottles; 2 lb., gallon tins,
and jugs.

JAMS of all flavors, 12, 16 oz. glass; 5, 7 and 30 lb. pails.

APPLE BUTTER in 3 and 5 lb. stone jars.

APPLE JELLY in 1 lb. glass jars.

PORK AND BEANS in 1, 1½, 2 and 3 lb. tins, plain and with Tomato
Sauce.

BESIDES WE CAN FURNISH

TOMATO PULP, regular; **TOMATO PULP**, finished; **APPLE PULP**,
APPLE JUICE. Packed in good oak barrels.

OUR SPLENDID ASSORTMENT ENABLES US TO SUPPLY ALL YOUR
WANTS, WHETHER THEY ARE LARGE OR SMALL.

You Want Protection—We Want Your Trade.

THE ESSEX CANNING & PRESERVING COMPANY

ESSEX, ONTARIO

LIMITED

Don't Allow Yourself to be Misled

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

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

Remember this fact when the imitators offer you a substitute.

Buy and sell the original which is manufactured only by

The MONTREAL BISCUIT CO., MONTREAL

Manufacturers of BISCUITS AND CONFECTIONERY

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

Buggy Egg Crate



Everybody Says So:

"Just the thing" "Been looking for this"

"Well, how simple" "So handy"

Every Dealer Should Have Them

Walter Woods & Co.

Hamilton and Winnipeg



All Royal Mills are Guaranteed

Every manufacturer who has confidence in his product should be willing to guarantee it. If he isn't there's something wrong.

ROYAL electric coffee mills are as good as brains and money can make them. That's why we have confidence in them.

Every ROYAL electric coffee mill that leaves our factory is fully guaranteed. Can you afford to buy any other kind?

A style for every store
Sold on easy monthly payments

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

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

The A. J. Deer Company

719 West Street - Hornell, N.Y.

TWO CENTS PER WORD

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

CURRANTS

We are proprietors of
 "AFRODITE" brand, the best AMALIAS
 currant on the market.
 "NARCISSUS," fine FILIATRA currants.
 "NAUSICAA," fine FILIATRA cleaned
 currants

and importers and distributors of
 highest grade PATRAS and VOSTIZZA
 Currants.

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

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

CANADIAN REPRESENTATIVES:

W. H. ESCOTT, Winnipeg.
 J. A. KAVANAGH, Hamilton and London.

GREEK CURRANT CO.
 260 West Broadway. - NEW YORK
 THE LARGEST CURRANT HOUSE IN GREECE

You've tried the rest—
 now try the BEST Tea
Cooper Cooper & Co.

are offering their world-famous
 "Tea Plant" Blend of

TEAS

at the following Popular Prices:

40—50—60 cents per lb.

Packed in air-tight ½ lb. canisters
 under our own "Tea Plant" label.

50 YEARS' REPUTATION

CANADIAN AGENTS:

Green & Co., 25 Front St. East, Toronto, Ontario.
 D. Stamper, P.O. Box 793 Moose Jaw, Sask.
 Clawson & Co., 11-12 South Wharf, St. John, N. B.

Cooper Cooper & Co., Limited
 Head Office—71-73 Tooley St., London Bridge, S. E.
 London, England

BULK PICKLES



BULK VALUES

The Lytle bulk pickles, done up in assorted size pails
 have no matchable value on the market to day.
 That's a plain, blunt way of stating a hard fact.
 Write us direct for attractive quotations.

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

MASON'S O.K. SAUCE

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



GEO. MASON & CO., LTD.

Sole Manufacturers, London, Eng.

Sole Canadian Agents:

S. T. Nishimura & Co.
 MONTREAL

SUB-AGENTS:

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



is without a peer in the Canadian market.

No tea is more extensively advertised or better known.

Good tea is a magnet which always draws trade.

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

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

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



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

All Dealers and 381 Queen St. W., Toronto, Ont.
Dealers find Common Sense a very good seller, for the reason that it gives general satisfaction and each customer tells others about same. Write for prices.

**P. & F.
VINGENTELLI
& CO.**

ANTWERP, BELGIUM

**THE OLDEST CONIGAN MAKERS OF
CANDIED PEELS**

Specialties

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

TEA;
Its History and Mystery

BY

JOSEPH M. WALSH

A Great Tea Expert

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

CONTENTS

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

Mailed to any address on receipt of

Price \$2.00 Postpaid

12mo.

Bound in Cloth.

TECHNICAL BOOK DEPARTMENT

The Maclean Publishing Co.,
10 Front St. East, . . . TORONTO, CAN.

R. B. COLWELL

Representing in
Nova Scotia

Maritime Dairy Co

Sussex Mineral Springs Co.

Ingersoll Packing Co.

Asepto Mfg. Co.

Ebony Polish Co.

E. D. Smith

Also Dealer in Butter, Eggs and Cheese. Consignments solicited. Highest market prices guaranteed. Quick turnover and prompt returns.

CORRESPONDENCE REQUESTED

265 Barrington St.
Halifax, N.S.

ESTABLISHED 1849

BRADSTREET'S

Capital and Surplus, \$1,500,000

Offices Throughout the Civilized World

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

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

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

CALGARY, ALTA.
LONDON, ONT.
HALIFAX, N.S.
ST. JOHN, N.B.
OTTAWA, ONT.
WINNIPEG, MAN.

HAMILTON, ONT.
MONTREAL, QUE.
QUEBEC, QUE.
TORONTO, ONT.
VANCOUVER, B.C.

—OFFICES IN CANADA—

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

Try a business card in
The Canadian Grocer.

**SHIRRIFF'S
ORANGE MARMALADE**

They Represent Highest
Quality

WE GLADLY QUOTE PRICES

Imperial Extract Company



**SHIRRIFF'S
Concentrated Fruit Essences**

They Possess Excellence
Unequaled

SHIRRIFF'S LEAD ALWAYS

18-22 Church St., Toronto, Can.

British Columbia Buyers

PLEASE NOTE THAT

TODHUNTER, MITCHELL & CO.
TORONTO

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

FROM VANCOUVER

Write Our Agents

W. HARRY WILSON & CO.
VANCOUVER

Lines That
Will Sell Well
Right Now!

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

**Queen
Quality
Pickles**

Sweet, Mixed and Chow

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



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

German Sauer-Kraut

Pickles in Brine.

RYAN & HOOPER, Toronto Agents

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

Good Coffee

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

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

Aurora Coffee

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

W. H. GILLARD & CO.

Wholesale Grocers Coffee Importers

HAMILTON

Branch House—Sault Ste. Marie

BEST

according to Webster's Dictionary means

EXTREME OF GOOD

Applied to **Molasses** it means

GINGERBREAD

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

ALSO IN BULK

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

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

Dominion Molasses Co.,
LIMITED

Hallifax, - Nova Scotia

PANCAKE FLOUR SALES

ARE NOW IN ORDER

THE CONSUMER PREFERS

WHITE



SWAN

BRAND

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

ORDER NOW

WHITE SWAN SPICES & CEREALS, LIMITED
TORONTO

WAGSTAFFE'S

Fine Old English

Pure Orange Marmalade

Season 1909, now ready.

WAGSTAFFE'S

Jams, Jellies and
Sealed Fruits

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

WAGSTAFFE, Ltd.

Pure Fruit Preservers

HAMILTON

BATGER'S LIME JUICE CORDIAL

"A high-grade lime juice cordial affording the dealer a fair profit." The opinion of a large dealer on Batger's Lime Juice Cordial.

ROSE & LAFLAMME, LTD.

Agents

MONTREAL and TORONTO

You Should Subscribe to the Financial Post

Real Reasons Every one of Them

- It is reliable and readable,
- Its information is accurate and authoritative.
- It tells the truth all the time.
- It is a guide to investors, lenders and borrowers.
- It gives the latest financial news.
- Its special articles are practical.
- It is endorsed by the leading financial authorities.
- Its editorial comment is based on facts.
- It stands for sound investments.
- It gives the facts about Cobalt.
- Its trade statistics and real estate reviews are comprehensive and dependable.
- Its weekly summary of stock fluctuations is the most complete published in Canada.

Single Copies, 10c. at all News Stands. \$3.00 Per Year

The Financial Post

10 Front St. East, Toronto, Ont.

Montreal Winnipeg New York Chicago
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Tartan
BRAND

Vegetables and Fruits

OUR PROPOSITION FOR 1909 IS
WORTH WAITING FOR

SIGN OF PURITY

Our Cabinet Long Distance Phone 596 at your service free.

BALFOUR, SMYE & CO.

Headquarters for Fancy and Staple Groceries
HAMILTON, ONT.

Nothing Just As Good

WONDERFUL SOAP

LEADS IN PURITY AND VALUE

That is why the careful housewife demands it and that is when the progressive grocer finds that it pays him to stock it. It is no slow-selling, space-occupying commodity but a quick, reliable, dependable article that builds profit and establishes connection and forms a pleasant relationship between seller and consumer. :: :: :: :: :: ::

Don't forget our famous Crystal Soap Chips.

SEND FOR QUOTATIONS

The Guelph Soap Company

GUELPH - - - - - ONTARIO



What "The Lancet" says:

"Cobra" Boot Polish has just been analysed by Dr. Ed. Nihaul, Professor of Industrial Chemistry at the University of Liege, and he has recognised that the Polish does not contain lamp-black or any acid substance. This is important so far as the preservation of the leather is concerned, but from the health point of view the Polish does not close up the pores of the leather, so that the feet keep fresh and cool.

September 6th, 1905.

SHOE POLISH

from the health point of view

"COBRA" Polish instantly commends itself to those who appreciate the difference between health preserving, hygienic shoe dressing which keeps footwear in good condition, and the destructive compounds made of acids, oils, treacle and soot known as "Blacking."

Lay in a little stock of COBRAS

STOCKED BY

Charles Parsons & Son - Toronto
79 Front Street East

JAPAN TEAS

New Crop Teas are Now on Hand

S. T. NISHIMURA & CO.

MONTREAL and JAPAN



Two lines the good store always has—



IT does not take the intelligent merchant long to realize that there is just one way to make a success of his business—by selling only such goods as are known to be reliable. Take any outstanding dealer in Canada, and you'll find that a rigid insistence upon the highest quality procurable in every line has put him in the position he occupies to-day. Look round his store and you'll see that he gives prominence to such goods as

Borden's Eagle Brand Condensed Milk and Peerless Brand Evaporated Cream

WILLIAM H. DUNN, Montreal and Toronto

Scott, Bathgate & Co., Winnipeg, Man. Shallcross, Macauley & Co., Calgary, Edmonton, Vancouver and Victoria, B.C.

**BANNER BRAND
CONDENSED MILK**



The demand for
**BANNER and PRINCESS
Brands of CONDENSED MILK**

is steadily increasing on account of their fine flavors.

You have tried the rest

Now try the best.

We sell direct to retailers.

WRITE FOR PARTICULARS

John Malcolm & Son

ST. GEORGE, ONTARIO

YOUR CUSTOMERS ALL
 Know This Package



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

The Canadian Condensing Co.
CHESTERVILLE, ONT.

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

THE CANADIAN GROCER.

H.P. SAUCE

—good for Customers—good for You!!

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

It is in big and constantly growing demand.

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

THE SAUCE FOR YOU

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

W. H. Escott, Winnipeg and West.

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

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

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

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

MIDLAND VINEGAR CO., Ltd.

BIRMINGHAM AND LONDON, ENG.



When everybody is talking salmon you holler :

Quaker Brand
Salmon!

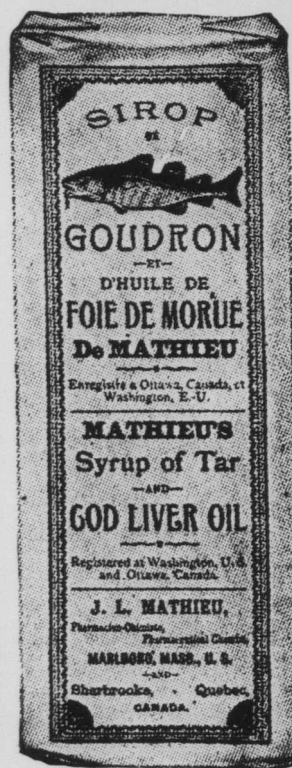
You can be quite sure that you will get the best, because only the finest salmon from the Fraser and Skeena rivers find their way into the tins bearing the Quaker Brand label.

PRICES FROM

Mathewson's Sons

Wholesale Grocers

202 McGill Street - Montreal



WHY YOU SHOULD SELL
MATHIEU'S SYRUP

of Tar and Cod Liver Oil

REASON NO. 3

It is not a secret fake medicine

It contains no dope, nor anything else that is injurious. It is just a scientific combination of pure Cod Liver Oil and Syrup of Beech Tar.

Therefore, in selling Mathieu's Syrup you are promoting the welfare of your community, and also aiding in the war against disease and death. Mathieu's Syrup is the best thing for Coughs, Colds, Bronchitis etc.

Mathieu's Nerve Powders another simple family medicine—that is very good for headaches. Just look over your stock and send us your order.

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

Sold by wholesale trade everywhere
Distributors for Western Canada:

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

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



A Brand That Means Much
is

CANADA FIRST

It is the leading, purest, richest and most digestible product in the line of evaporated cream that any grocer can carry. We help to make its merits known by extensive advertising, and the quality of the goods does the rest.

Order from your wholesaler

AYLMER CONDENSED MILK CO., Limited

AYLMER. - ONTARIO

THE CANADIAN GROCER.

A "Special" in **FINEST SOCKEYE** and
SELECT RED SPRING Salmon
TO RETAIL AT 10c.

SEE OUR TRAVELLERS

The Davidson & Hay Ltd., Wholesale Grocers **Toronto**

Important Trade Announcement

In order to more largely distribute and insure the introduction of

**St. Lawrence
Crystal Diamonds**

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

SOLD BY ALL WHOLESALE GROCERS

**The St. Lawrence Sugar
Refining Co., Ltd.**
MONTREAL

**The Name is the
Guarantee**

Redpath

Granulated Sugar

Manufactured by

**The
Canada Sugar Refining
Company, Limited**
MONTREAL, QUE.

To Quench Big Thirsts

Your customers will thank you these hot days for calling their attention to a proposition like our **COLD SPRING LEMONADE POWDER**

Splendid seller at good profit. A money winner you should have these dog days.

Addition of cold water only,
makes Delicious Lemonade.

**GET A SAMPLE
AND PRICES
FROM**

Put up in attractive 8 oz. and 4
oz. tins to sell at 25c. and 10c.

S. H. EWING & SONS, Montreal and Toronto

"Reduced in Price but not in Quality."

Mason's Number One Sauce

To Sell now at 15c. per Bottle

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

The Mason, Miller Company, Toronto, Canada

THIS IS

About
3 ft.
Long.



Half Actual Size.

"IT"

OF ALL JOBBERS
OR FROM

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

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

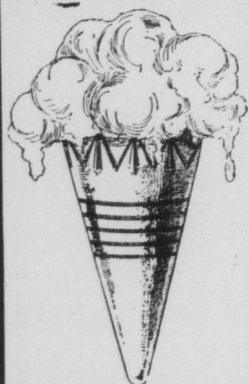
MacLaren Imperial Cheese Co.,
Toronto.

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

G. C. Warren,
Regina, Saskatchewan.

Standard Brokerage Co.,
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THE FLYCATCHER
THAT EVERYBODY IS
TALKING ABOUT NOW!



In CORNETS and ICE CREAM SPECIALTIES

We are ready to fill your
orders promptly.

The DOMINION WAFER CO.

Importers from the largest factories in
the world.

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



CAPSTAN BRAND PURE MINCE MEAT

Package Mince Meat
Put up in 1/4 gross cases

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

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

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

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

"COME-BACK" QUALITY!

That's the quality you desire. Marmalade of
that kind helps to build up your trade.

John Gray & Co.'s Scotch Marmalade possesses
a distinctly individual quality which makes it
especially popular with particular people.

The fine profit it yields makes it a favorite line
with the progressive grocer.

SEND FOR A FREE SAMPLE

SNOWDON & BORLAND,

34 GUARDIAN BUILDING - - MONTREAL.

AGENTS:

GROCERS!

Keep up-to-date—Order

"SOCLEAN"

THE DUSTLESS SWEEPING COMPOUND

The article that has proved a good seller.

Sold by your wholesaler or

THE HARNETT-RIDOUT CO.,
MANUFACTURERS, TORONTO

EASTERN SALES AGENTS
Manufacturers Sales Co., 311 Birks Bld'g MONTREAL

McLEAN'S WHITE MOSS COCOANUT



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

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

Made only by

The Canadian Coconut Co., Montreal

The Salt That Satisfies
IS THE

Purity Brand

There is no salt to equal it in Purity, Dry-
ness, Strength and Excellence.

PLACE A TRIAL ORDER WITH US

The Western Salt Company, Limited
Mooretown Ontario

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

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

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

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

Yearly Contract Rates.

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| 100 words each insertion, 1 year..... | \$30 00 |
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PERIODICALS.

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

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

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

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

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

WANTED.

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

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

ADDING MACHINE.

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

FOR SALE.

FOR SALE—Patent Agate Balance Brass Scale, most accurate scale made. Write to Box 365, Walkerton, Ont. (24p)

INTRURO, Nova Scotia, a double store 58 x 65 feet, four stories. Lot large, with plenty of room for extension. One store fitted as up-to-date grocery; the other as wholesale gents' furnishings, hats, caps, etc. Also suitable for wholesale dry goods departmental store, or for manufacturing purposes. Building fitted with steam heating, elevators, plumbing, etc. Price about two-thirds actual cost. Grocery business of long standing and in healthy condition, could be sold with property if desired. For further particulars apply to P. O. Box 326, Truro, N.S. (24p)

AGENCIES WANTED.

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

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

BOOKS FOR THE GROCER.

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

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

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

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

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

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

MISCELLANEOUS.

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

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

DICTATING to the Dictaphone saves 50 per cent. We will prove it to you if you will send us a post card for full particulars. **Toronto Phonograph Co., Limited**, Dictaphone Dept., 40 Melinda Street, Toronto, Canada. (1f)

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

LIVE BUSINESS MEN insist that their business correspondence be typewritten. Keen, progressive merchants find personal typewritten letters bring the best advertising results. They are secret, individual, powerful business getters. The **Light Touch MONARCH** is especially attractive to the merchant. Write for interesting literature. **The Monarch Typewriter Company, Limited**, 98 King St. West, Toronto, Ont. (1f)

7,217 NATIONAL CASH REGISTERS were sold during May 1908. That's 2,047 more than was sold during May 1907. The **National Cash Register Co., F. E. Mutton**, Canadian Manager, cor. Yonge Street and Wilton Avenue, Toronto, Ont.

SAVE 50% OF THE COST OF HANDLING merchandise by installing a **Beath System of Overhead Carriers**. Saves valuable floor space because the trackage is on the ceiling and greatly facilitates the loading of cars, drays, etc., and for handling goods in and about the warehouse and factory, reduces the cost of labor because far less warehouse help is required. Systems for all kinds of businesses, large or small. Write us for illustrated catalog. **W. D. Beath & Son**, 193 Terauley Street, Toronto. (1f)

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

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

COUNTER CHECK BOOKS.

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

EXPORT TRADE DEPARTMENT.

Messrs. Gordon, McDonald & Co., 67 Cross Lane, East, cheap, London, invites correspondence, either from Exporters of Canadian produce or Importers of general groceries. From their long experience in Glasgow, Liverpool, and London, they have a wide and comprehensive knowledge of both trades on every side. All goods imported paid cash against documents. References to Montreal firms with whom we have done business for many years. Cable address, "Donable." Codes—"A B C," fifth edition, Riverside and Adams.

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

Baking Powder

*A household necessity
always needed*

Uniform quality is the keynote of success in this line.

FOREST CITY BAKING POWDER has been the standard for over a quarter of a century

PACKED IN 6-OZ., 12-OZ. and 16-OZ. TINS

ORDER THROUGH YOUR JOBBER OR DIRECT FROM

Gorman, Eckert & Co., Limited

LONDON

High-Grade Food Products

WINNIPEG



The recollection of **QUALITY** remains long after the price is forgotten. It will pay you therefore to furnish your customers with the **best in the market**. You can do this in **BROOMS** by handling

KLONDIKE, JUBILEE and STERLING

Manufactured by

STEVENS-HEPNER CO.

LIMITED

PORT ELGIN, - ONTARIO, CANADA



"Gentlemen, it's Quality."

**WE HAVE THE GOODS—
THEY ARE RIGHT**

and give you a sure and large margin of profit.

TWIN BLOCK MAPLE SUGAR

(Per Case, \$3.00)

IS MORE POPULAR THAN EVER

CONFECTIONERY SPECIALTIES

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

ADDRESS:

Sugars & Cannery Limited, - Montreal

SYMINGTON'S COFFEE ESSENCE

**ALWAYS READY!
ALWAYS PURE!
ONE STANDARD
QUALITY!**

UNQUESTIONABLY THE VERY BEST
THOMAS SYMINGTON & CO.

EDINBURGH

TO BE HAD OF ALL
WHOLESALEERS

To the Trade:

When You Are Selling

CEYLON TEA

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

**MUST BE JUDGED
BY CUP QUALITY**

And You Should
Show Customers

HOW TO PREPARE IT

So as to Fairly Test This

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

Famous Dayton Scales

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

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

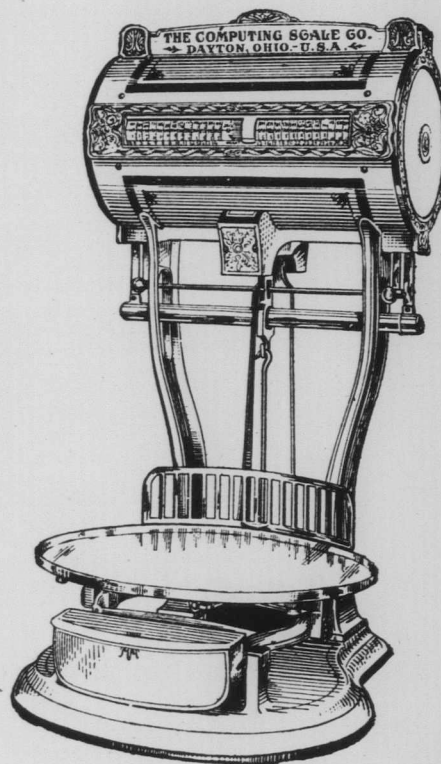
We say to the merchants of Canada: "The Dayton Scale will positively stop the giving of overweight." We can prove it to you. The thousands of merchants who have bought Dayton Scales prove this every day.

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

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

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

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



The Computing Scale Co. of Canada

Limited

164 King St. West

Toronto, Ont.

LONG DISTANCE TELEPHONE MAIN 2204

THE DEALER

who in building up a coffee trade puts in
CHASE & SANBORN'S High Grades for a
foundation has started on the right road to
hold and increase his coffee business.

Chase & Sanborn
The Importers MONTREAL

PACKARD'S "SPECIAL" SHOE DRESSINGS

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

EVERY PACKAGE GUARANTEED

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

L. H. Packard & Co., Ltd.

PACKARD BUILDING

9 to 17 St. Antoine St.,

MONTREAL

MANUFACTURERS OF HIGH-CLASS

SHOE DRESSINGS



FRENCH GLYCERINE
A Liquid Self Polisher, Retails at 10c.



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



MADE
IN
CANADA

Because It Has "No Springs"

The "TOLEDO" is the most reliable, sensitive, accurate and durable scale ever made.

IT NEEDS NO THERMOSTAT.

Because it has no springs it is not affected by changes in temperature, therefore always gives correct results.

It never gets out of balance.

Gives correct weight and values instantly and automatically.

Stops the giving of over-weight.

Avoids the danger of giving short-weight and losing customers.

Stops the losses due to mistakes in figuring prices.

Saves money, labor and time.

Because it has no springs it gets for the merchant every cent to which he is entitled.

It bears the sign, "HONEST WEIGHT."

You cannot afford to buy any other scale, because the Springless Toledo will outwear any other scale on the market.

Toledo Computing Scale Co., 335 Yonge St.,
TORONTO, ONT.

PHONE MAIN 4720

Offices at Montreal, St. Thomas, Calgary, Edmonton and Vancouver

ROWATS'

still hold the Premier
Position for

**Imported Pickles
and Olives.**

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

ROWAT & CO.
GLASGOW SCOTLAND

AGENTS IN CANADA:

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

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

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

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

Nicholson & Bain., Winnipeg, Edmonton, Calgary

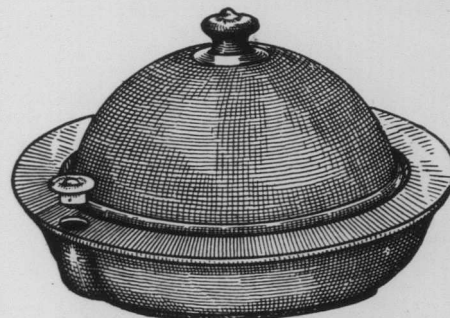
ORIGINAL LANGLEY WARE

MADE IN

ALL SIZES



FRENCH COFFEE FILTERS



BROWN
AND
GREEN
WARE

Made In
three Sizes:
8 inches,
9 inches,
and
10 inches.

HOT WATER MUFFIN PAN

WRITE FOR NEW ART GOODS ILLUSTRATIONS AND QUOTATIONS

British Columbia and Yukon Territory Agents

W. HARRY WILSON & CO. Vancouver

Sole Agents for Canada

CARVETH & COMPANY
600 Lindsay Building, Montreal

Free Trip to "Toronto National Exhibition"

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

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

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

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

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

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

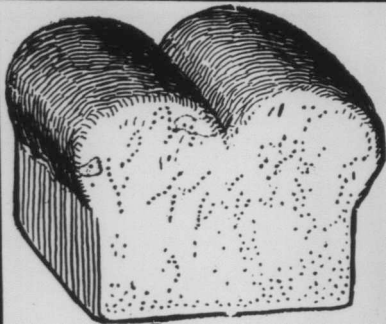
Gentlemen:

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

| Miles from Toronto. | Number of subs. | Mark X | |
|---------------------|-----------------|--------|-----------------------------|
| 25 to 50 | 3 | | Name _____ |
| 51 100 | 5 | | |
| 101 150 | 7 | | Street _____ |
| 151 200 | 9 | | |
| 201 250 | 11 | | Town _____ |
| 251 300 | 13 | | |
| 301 350 | 15 | | Province _____ |
| 351 400 | 17 | | |
| 401 450 | 19 | | My Ticket to be Via : _____ |
| 451 500 | 21 | | |
| 501 600 | 23 | | Railway _____ |
| 601 700 | 25 | | |
| 701 800 | 28 | | Boat Line _____ |
| 801 900 | 31 | | |
| 901 1000 | 34 | | |
| 1001 1100 | 37 | | |
| 1101 1200 | 40 | | |
| 1201 1300 | 43 | | |
| 1301 1400 | 47 | | |
| 1401 1500 | 50 | | |
| 1501 1600 | 53 | | |
| 1601 1700 | 56 | | |
| 1701 1800 | 59 | | |
| 1801 1900 | 63 | | |
| 1901 2000 | 66 | | |
| 2001 2250 | 72 | | |
| 2251 2500 | 80 | | |
| 2501 2750 | 89 | | |
| 2751 3 00 | 97 | | |

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

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



A Live Member

There are certain lines that sell so slowly they don't pay rent for the space they take up. And the more space a line takes up the more rent it eats up—therefore when purchasing a bulky line like flour you should be doubly careful to avoid the "slow" brands and select a "live member."

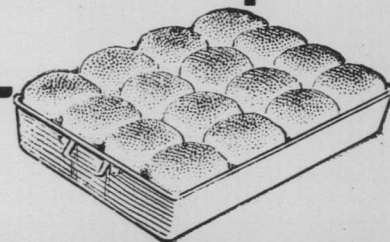
PURITY FLOUR

is well and favorably known from the Atlantic to the Pacific. It has a reputation for quality and uniformity second to none. Certainly, the sales for this brand have reached a record-breaking pinnacle and are steadily increasing. Grocers who realize the value of **quick turnovers** appreciate Purity—the "live member." That's why we expect to receive an order from you by next mail.

***"More Bread and
Better Bread"***

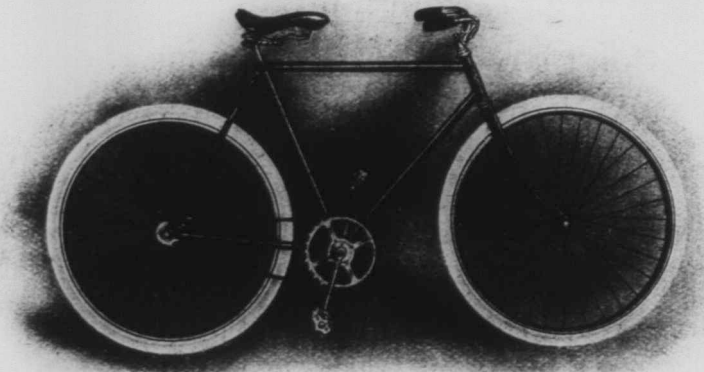
Western Canada Flour Mills Co., Limited

Toronto Montreal St. John, N.B. Winnipeg Brandon



FOUND!

The Publishers of Busy Man's, always on the alert for the greatest value possible in the prizes they offer, have happily struck on a genuine "scoop" for the rider who knows and appreciates a good wheel.



MODEL 88, "IMPERIAL"

| | Regular | Option |
|--------------------------------|-----------------------------|---|
| Frame..... | 22-inch | 20, 24 and 26-inch |
| Finish..... | Black | |
| Chain..... | 3-16 inch. Block. | |
| Gear..... | 77 | 72, 80, 87. |
| Hand'e-bar No. 20, Adjustable. | | |
| Pedals..... | Rubber 3 3/4-inch | 3 3/4-inch or 4 1/2-inch Rat Trap. |
| Cranks..... | 7-inch | |
| Saddle..... | No. 15 | No. 14, 11, 17. |
| Tires..... | 1 1/2-inch Dunlop | 1 5-8-inch Dunlop or Hartford single tube |
| Wheels..... | 28-inch, with striped rims. | |

This cut shows the "Imperial", Model 88, made by the Canada Cycle & Motor Co., Ltd. Toronto, equipped with Hercules, or New Departure Coaster Brake. See specification for details of its strictly high class ensemble.

This wheel or Ladies' "Imperial", Model 87, (same material and equipment) will be sent to anyone sending only 32 new full-year, paid-in-advance subscriptions to Busy Man's (two six-months or four three-months subscriptions will count as one full-year order).

You may have your choice of any height of frame from 20 in. to 26 in.; any gear from 72 to 87, any of four designs of saddles; 1 1-2 in. or 1 5-8 in. Dunlop or Hartford single tube tires.

This wheel is worth hustling for, and any hustler can win it in a few weeks; only 32 subscriptions make it yours. Fill in the attached slip and send it to us and we will send you a sample copy of Busy Man's Magazine, and order book.

THE BUSY MAN'S MAGAZINE

The Busy Man's Magazine,
10 Front Street East,
Toronto, Canada.

Gentlemen:— I would like to win one of the Imperial Bicycles you offer for 32 new, paid-in-advance subscriptions to Busy Man's. Please send me sample copy and order book, and I will do my best to win. I agree to report progress once a week.

Name

Street

Place

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Allan, Rol
Allison Co
American
American
Aylmer Co
Baker, W.
Balfour, S
Balger & C
Beansville
Beardwood
Benedict, I
Berry, Wm
Bickle, J.
Blue Ribbo
Borden Co
Bovril, Ltd
B'ack & Co
Bradstreet
Brand & C
Bristol, Ge
Brophy, D.
Brown Mfg
Busy Man
Canada Su
Canadian
Canadian C
Canadian C
Capstan M
Cargill, H
Carr & Co
Carter-Cru
Carveth & C
Ceylon Tea
Chase & Sa
Christie, B
Clare & Lit
Clark, W.
Lawson & t
"Cobra" Pe
Collings, H
Colwell, E.
Common S
Computing
Connors B
Constant, E
Cooper Coc
Cote, Josep
Cowan Co.
Coz, J. & G
Dalley, The
Davidson &

YOU CANNOT AFFORD

to stock your shelves with Teas that will not sell and do without

"SALADA"

the quick seller. The Tea your customers want—the Tea that everybody drinks. Send your order to us now and watch your Tea sales grow.

TORONTO AND MONTREAL

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Brantford Grocers and Their Business Methods

One Maintains There are Too Many Grocery Stores in That City—Present Profits Smaller Than Formerly on Account of Competition—New Book Keeping Systems — Should Merchants Obtain Security From Creditors?

Staff Correspondence.

Brantford, June 16.—Are there too many grocery stores in Brantford? Are the profits now obtained more than they used to be?

J. T. Wallace, a Colborne St. grocer answers the first in the affirmative and the latter in the negative.

"Thirty-five years ago about the time I began business here," he told a representative of The Canadian Grocer, "I was making better profits and more money than I am now."

"What is the reason for this?" was asked.

"Competition. Brantford has too many grocery stores for her population. The newspapers have all been telling about what a gold-mine there was in Brantford and the result is that dozens have flocked in here and opened stores. We have been overrated."

Mr. Wallace in giving figures stated the estimated population was 20,000 and to supply these people with the necessities of life there were 60 grocers. Calculation shows that the grocery stores supply an average of about 333 persons or about 50 families with an average of 6 persons.

"For instance, about 30 years ago we sold tea at \$1.25 which cost between forty and fifty cents; now we sell the same tea for fifty-five cents and it costs us thirty cents. We used to sell eight lbs. of granulated sugar for a dollar now it's eighteen and 20 lbs. for the same money.

"Package goods have taken the place of bulk to a great extent and of course it means less work. We had more work to do years ago, but our profits were larger."

"But the assortment has extended," was ventured.

"Well, yes, but not very much," said Mr. Wallace. "There is probably a better assortment in breakfast foods which aids our sales but otherwise I don't think there is any great improvement.

"It's a good thing to advertise our city, but the papers shouldn't overrate it. A large number of those who were attracted here by rosy prospects have failed," was his passing comment.

Mr. Wallace's remarks are indeed interesting in comparison with those of some of the United States Senators, who complain that retailers nowadays are the cause of any unreasonable prices to consumers.

New Bookkeeping Method.

Brantford is blessed by being a first-rate manufacturing centre in addition to being the hub of a good farming district. Eagle Place is practically built up of mechanics' residences and factories and several corner grocery stores are located there to catch that section of the trade.

J. Peachy is the proprietor of one of them and is modern in many particulars having three large show windows and handsome new bin fixtures equipped with several mirrors.

Mr. Peachy for a long time was troubled with delays inside the store in

the payment of accounts by the mechanics on and after pay days in the factories. He had in vogue the "pass-book" system which meant that every purchaser from a family who had an account, had to bring the book every time a visit was made to the store. The purchases were marked in it and were also kept track of in the store.

"This got to be an awful trouble," explained Mr. Peachy. "Often they would neglect to bring the pass-books and we had to be careful in making out their accounts. The store used to be filled with people waiting to pay and besides several complaints were heard.

"The system I've got now, practically eliminates this. I use counter-check books, having one for every credit customer. The balance is always carried over to the next page when a new order is taken and totalled up with the amount of that order. In that way every customer knows exactly what he owes before coming to the store and if he doesn't have the paper with his last order the amount can easily be obtained from the duplicate in his check-book."

The counter-check books are arranged alphabetically in a large rack and little trouble is occasioned in looking after them. Mr. Peachy claims to be the first in Brantford to adopt this system. There are a few conservative customers who will not comply with these regulations and he allows them to do as they wish, but he finds the majority are well satisfied.

Favors Ontario Association.

Another enterprising corner grocery in Eagle Place is that of Huffman and Craig. The present proprietors have been there about three years and have worked up a good trade despite the fact that prior to their entering the store the business had changed hands three times in a year.

John Craig, one of the firm, is an advocate of the carrying of confectionery in suburban districts—districts that are located some distance from the exclusive confectionery stores. He is also a believer in associations, and thinks that a grocers' association for Ontario would tend to produce better trade systems and to procure more intelligent legal arrangements.

That little trade goes past Brantford grocers to the large mail order houses is the opinion of John Kew. Although young in years he has a splendid grocery and meat business in Eagle Place and it is all the more creditable since it has been built up through his own energy and enterprise.

He told of an incident connected with the mail order business which should be of interest to all retailers and which goes to show that service is sometimes lacking.

Recently a friend sent to the mail-order section of a Toronto departmental store for a coat ordered from the catalogue. The cash of course ac-

companied it, but for some days there was no sign of the coat. A "stirring-up" letter was dispatched, and the excuse mailed back that the order had been filled but that it had gone astray, presumably somewhere in Quebec. Eventually a coat did arrive, but it was not according to catalogue and was promptly returned with the request that the mail-order house do the same with the money.

Mr. Kew declares that Brantford grocers can sell just as cheaply as the Toronto department stores and that they do.

Are There Fools Among Grocers?

"I was talking to a banker the other day," remarked Geo. Bickell, another local grocer, "and he happened to ask me about collections. I told him they were slow.

"Grocers are fools," he said "to give goods without security. Send them along to us and see if they can get money from the banks without the best of security," and I think he is right.

He maintained that the best course for grocers to follow was to give no credit to any who looked suspicious.

"This new collection system," said Mr. Bickell, "is scaring a few of the slow pays and a number have already paid old accounts to prevent a visit from the official collector."

Mr. Bickell carries soft drinks during the summer season and as his store is located some distance from the city's centre he does a good trade in these. He has a neat corner grocery with modern equipments in the manner of scales, book-keeping system, meat slicers, etc.

A Yearly Half-Holiday.

A half-holiday every week all the year round and constituted by the government is a proposal made by James Demming, manager of the grocery department of J. C. Struthers & Co. He claims that if such were in force universally just as much business would be done and a little respite from work would be secured. This would be appreciated by clerks who have to work to all hours on Saturday nights and tend to produce better service from them.

"Municipalities sometimes make laws to this but they are not binding," said Mr. Demming. "The government would have to pass the law."

Besides a grocery store J. C. Struthers & Co. carry dry goods, boots and shoes and meats. Mr. Struthers aims at giving good service to his customers and is always obliging. These he believes are necessary qualities to the successful salesman.

Every morning the delivery men of the Struthers' store take orders from their customers and the goods are sent in the forenoon. This is appreciated by many who do not care to visit the store and who have no telephones.

A. Coulbeck, president of the Brantford Retail Grocers' and Butchers' Association is much interested in the new collection system. He points out that the money is beginning to come in even before the collector commences his duties. The knowledge that an official had been appointed to do the work was no doubt the cause.

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Selling by Weight Becomes Law in Some Places

Measures Discarded by Grocers and Scales Only Allowed to be Used in Selling Specified Articles—A Few Articles Struck Off the Original List at Jobbers' Request.

By John W. Lux, President Minnesota R. G. A.

Selling by weight is a proposition which the grocers of the Twin Cities, St. Paul and Minneapolis, have for some time considered and have felt to establish such system would prove desirable and useful. Retailers have in the course of their transactions found that buying and selling by measure afforded opportunities for certain annoying impositions, for which the only cure that seems practical is to change the system; to no longer buy or sell various commodities by measure, but in place of that to adopt a uniform method of using weights.

It is realized that "selling by weight" may have a tendency to very materially change the fabric and foundation of commercial enterprises, and that a movement to produce such changes and install a different system ought not to be undertaken without serious and careful consideration. It has been suggested and agreed that a State law be secured, if possible, for the reason that a few dealers or communities would be powerless to effect a change from measure to weight that will reach and remove the evil. The general feeling has been found to be in sympathy with a movement that will not ask a procedure so radical as to demoralize or upset the course of the markets nor trench upon the rules and laws laid down to regulate inter-state commerce.

The assistance of our Minnesota State Association was invited and committees appointed from the local associations to confer upon the preparation of a bill for a State law to require selling by weight. After conferences by this committee a form for a "selling by weight" law was agreed to and given publicity through the newspaper. The first section of the bill is as follows:

Section 1. The following named vegetables, agricultural products, articles of food and other goods, wares and commodities, to wit: dry beans, dry peas, green beans, green peas, spinach, beets, carrots, parsnips, Irish potatoes, sweet potatoes, white turnips, rutabagas onions, tomatoes, butter, lard, sugar, tea, coffee, green apples, cranberries, bananas, wheat, oats, corn, hay, straw, mixed feed clover seed, broom corn seed, sorghum seed, rye, buckwheat, hemp seed, rape seed, barley, millet, Hungarian grass seed, timothy seed, coal, charcoal, blue grass seed, orchard grass seed, redtop seed, plastering hair, lime and cement, shall hereafter be marketed, bartered bargained for, vended and sold in the State of Minnesota by avoirdupois weights only; and no person, persons or corporations shall hereafter market, barter, bargain for, vend or sell any

vegetable or vegetables, agricultural product or products article or articles of food or either or any of the goods, wares or commodities hereinbefore mentioned and described, in the State of Minnesota, in any other manner than by avoirdupois weights. Provided, however, that fresh vegetables with green tops may be sold by the bunch or count and shall not be required to be sold by avoirdupois weights.

Another section provides, as the penalty for violation of the act, \$100 fine, or imprisonment not exceeding ninety days.

Wholesalers Favorable.

A number of the wholesale produce men were asked to give opinions on the idea of the "selling by weight" law and its classification of commodities. All spoke favorably of the "selling by weights," saying that it was right in principle, but all the jobbers insisted that four of the items of the classification should be taken from the bill, these being green apples, cranberries, sweet potatoes and tomatoes. With those commodities stricken out of the State law, as national legislation could only deal with those articles, they were ready to co-operate with the retail dealers.

At the time of writing this statement the proposed "selling by weight" bill has not become a law, but there is the expectation that it will, with the omission from the classification of green apples, cranberries, sweet potatoes and tomatoes. At all events, the agitation in Minnesota for the adoption of the "selling by weight" system has called out responses which have come to our State Association headquarters, an incident showing that New York, Ohio, Wisconsin and other States are ready to accept the system as a relief, if it may be adopted under conditions that will benefit and impose no hardships.

It is evident that what has been done in Minnesota is practical as well as progressive; a movement that is welcomed as a relief from existing burdens, shutting the door against practices savoring of dishonesty and carrying into effect by the law of the land, "the square deal" as a business maxim of the highest worth. That is what "selling by weight" will give the grocers of our State and everywhere it may be adopted, a chance will be afforded to live and do unto others as they wish to be done by.

None of the wholesale grocers of Toronto will be attending the convention of the Wholesale Grocers' Exchange in Victoria this month. The distance they claim is too far.

TO MAKE PRICES UNIFORM.

Grocer Suggests That Manufacturers Invoice Goods at Retail Prices.

By M.M.

As was announced recently, owing to the advance in wheat and flour, biscuit manufacturers have raised their prices one cent a pound. This means a good deal to the manufacturer, but how does this affect the retailer? Such little advances steal so quietly on the grocer that he may scarcely notice it, and yet this has recently occurred in so many of the goods he is handling, that he cannot afford to overlook them.

The difficulty the retailer meets with is the fact that it looks small to his customers to charge 1c more on a sale, and in many cases rather than do this he loses the 1 cent. These 1 cents, however, in a month's sales amount to considerable money and at the end of the year the profits are disappointing. Many articles which used to sell to the retailer at 80 or 90 cents a dozen, and which gave him a fair profit by selling at 10c each, are now costing him \$1.00 a dozen and he still sells them at 10c.

Some of the retailers may raise the prices of biscuits 1c a pound, but others may continue to sell at the same prices, and unintentionally force his competitor to drop to the old figure. Would it not be better if the biscuit men, as well as other manufacturers would invoice their goods at retail prices and take off 20 per cent. discount for the retailer's profit. This would give the retailer a profit of 25 per cent. all round, and all would sell the goods at the same price.

This is a matter that might be considered by the retailers.

ANOTHER CO-OPERATIVE SOCIETY

The Canadian Provident Co-operative Society, with head office in Toronto has been given an Ontario charter to do a general merchandising business. The provisional directors are: John Douglas, laborer; Alexandria Easton, plumber; George Wylie, and Alexander Hope, teamsters; Walter Atkins, stoker; Andrew Law, tailor; William Worthington, carpenter, and James Nelson, mechanic.

CORN EXCHANGE BUILDING SOLD.

Robert Meighen, president of the Lake of the Woods Milling Co., Montreal, confirmed the story published in The Canadian Grocer recently, to the effect that the company had purchased the old Corn Exchange Building, on St. Sacramento Street, opposite the Board of Trade Building, for which \$50,000 was paid. Mr. Meighen stated that another storey would be added to the building. The company will use the entire third floor for the accommodation of their office staff, but the rest of the building will be rented to business firms, and, perhaps, one portion of it to some business men's club.

Increased Business from Price and Show Cards

Seldom is Anything Displayed in Lindsay Grocer's Store Without Them—Written Chiefly by the Clerk — Newspaper Space Used to Advantage—A Fruit Window Which Sold the Goods.

That price ticket and show card writing is rapidly taking hold of the present day merchants is a claim that needs no big demonstration to prove. The value of window and interior cards as selling assistants is becoming widely known and converts are being made every week.

"I honestly think that those cards are one of the best features I've got in my business," is the way that L. A. Primeau, a Lindsay grocer, describes their use.

For fruit displays in the window, Mr. Primeau always uses them and he does a splendid business in that line. Every Saturday in the fruit season he makes a special display and price tickets occupy prominent positions.

"You see," he said opening a drawer, "we keep all we write in there and replenish the lot whenever it is necessary to establish a new price. We have show cards which are handy for Easter, Christmas and other seasons of the year and they are always on hand. I find that passers-by invariably stop to read the show cards; of course they look at the price tickets too and in that way I'm sure we get considerable trade which otherwise would pass by the door."

A show card which he recently showed in his window and which is here reproduced shows the ability of Mr. Primeau and his clerk to think out bright, catchy compositions. "Every cent counts if

paper space regularly and he finds that advertising there pays well.

He attends diligently to store equipment and contemplates adding silent salesmen for confectionery, etc. He recently added pastry and is working up a good trade in that line.

Window dressing is another feature of the Primeau store. Fruits are often displayed and the work is accomplished neatly and attractively, always resulting in increased sales and as this is the object to be obtained the right idea must have been secured.

TO CHECK PRICE CUTTING.

Limit the Minimum Selling Prices Says Convention Delegate.

Portland, O., June 15.—The claim that slashing of prices made retail failures was forcibly advanced at the convention here of the Retail Grocers' Association. Frank B. Connolly, chairman of the committee on "Mainten-



Fruit Display in L. A. Primeau's Window, Lindsay, Ont., Showing Value of Price Tickets and Show Cards.

These tickets as the illustrations indicate are made at little cost. Mr. Primeau's clerk attends to providing them and all that is necessary are cardboard, some small brushes and different colored paints. The ability to write the tickets well can only be acquired with practice. Development comes rapidly and by comparison between some of the cards written recently and others a short time ago the development can easily be seen.

Mr. Primeau believes that price tickets should be used on nearly all goods displayed in the window and as many as possible inside the store.

you buy your groceries at Primeau's," reads the card and at the same time the "saved coins" are dropping into the money bag. This card is easily made from ordinary card board and coarse screened cloth. The latter is pasted on over the rectangular hole in the card and the coins glued onto it. The lettering is done with paint in two colors—black and white—the hand and money bag being yellow.

Uses the Newspaper.

Mr. Primeau does not pin his faith entirely to price tickets for the development of his business. He uses news-

ance of the Retail Selling Price by the Manufacturer" severely criticized the average price cutter, stating that he was a creature of short life who leaves behind his failure many anxious creditors.

His report in part was as follows:

"Realizing that this plan is one of immense proportions and very far reaching in its effects, both immediate and because of possible resulting complications, your committee decided to proceed cautiously in explaining to the manufacturer the necessity of his protecting the legitimate retail grocer against the piratical price cutter.

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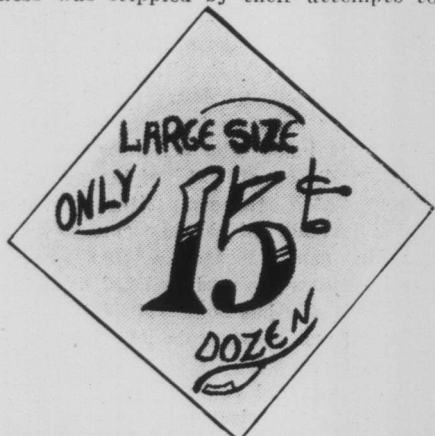
rights an who dist sometime tion to ness.

"The price cutter in most instances enters a community and after a tempestuous existence of a few short years, goes out of business leaving be-



Price Ticket Used by L. A. Primeau, Lindsay, Ont.

hind as a remembrance of his foolish methods an army of anxious creditors and hundreds of retailers whose business was crippled by their attempts to



Price Ticket Used by L. A. Primeau, Lindsay, Ont.

save their trade by meeting his dishonest competition.

"With that idea in mind we sought to educate the manufacturer as to his



Price Ticket Used by L. A. Primeau, Lindsay, Ont.

rights and obligations to the retailer who distributes his products each day, sometimes without enough compensation to cover the cost of doing business.

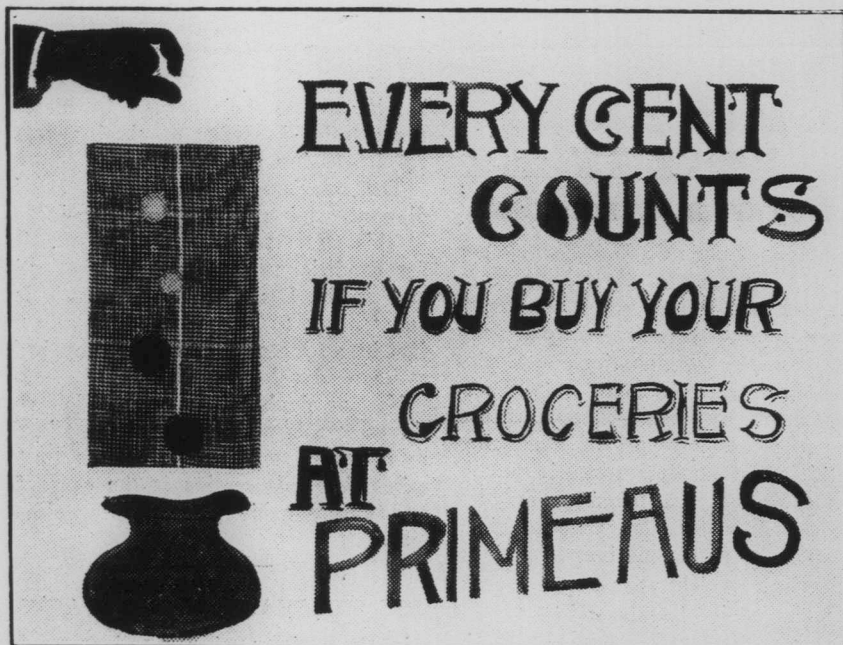
"As chairman of that committee I took an opportunity while in New York after the Boston convention to call upon several of the leading manufacturers of staple articles handled in many communities by the retail grocery trade at a loss, when the cost of doing business is considered and found them interested.

"The recent conference in New York city of representatives from the retailers, wholesalers and manufacturers accomplished a great deal as a preliminary towards bringing about a mutual understanding between all. It must be all understood that a manufacturer who makes a pretense of protecting the retail selling price on his goods is worse than the manufacturer who is not doing anything towards it, on account of the fact that he was misrepresenting his position to the retail trade and should be so notified.

"Price protection along these lines presents the only general, legal and

been called upon to carry accounts and give credit to customers who make no aim to pay their accounts when rendered. During the winter months especially, these applicants for credit became numerous and the general result was that the merchant has been called upon to grant what is in many cases nothing more or less than charitable donations. While recognizing that "Charity covereth a multitude of sins," the merchants here have decided for the future to cultivate a deeper commercial instinct and endeavor to surround themselves with a more thrifty class of customers and it is believed that by doing away with the present wide open system of giving credit that in time the laboring man especially will become more thrifty by not having his weekly wage practically spent before it is earned as is now too often the case.

After holding several meetings which were well attended by all the most prominent merchants it was decided to



Novel Show Card Which Attracted a Good Deal of Attention.

practicable plan yet presented to the trade for insuring profits. It does away with illegal conspiracies and depends on business principles and not on good fellowship and mutual promises that are never any stronger than the weakest member of the association. Our national association can devote its efforts to no better cause for the benefit of the retail grocery trade of the United States than to urge its State and local associations in every section of the country to educate their members to make it worth while for the manufacturer to give them this protection."

ANOTHER FALLS IN LINE.

Penetanguishene Merchants Adopt Collection System Similar to One in Guelph.

Penetanguishene, June 15.—The retail merchants of Penetanguishene have found for some years that they have

invite D. A. Scroggie of Guelph, to come here and assist in forming a local organization. This gentleman came and on the evening of June 9th gave an instructive address on what was being done in many other places along the lines of merchants organizing for protection in the matter of giving credits.

As a result of this meeting it was resolved that an association be formed to be known as the Penetanguishene Retail Merchants' Association, organized for the purpose more especially of regulating and curtailing of credits. The usual officers were elected and a systematic method will be adopted whereby it is hoped to minimize the loss the merchant has hitherto been put to by the unsatisfactory methods of giving credit in the past.

Chaput Fils & Cie., Montreal, will close their business place on Thursday, June 24, it being St. Jean Baptiste Day.

The Canadian Grocer

Established 1886

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JOHN BAYNE MACLEAN PRESIDENT

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INSIDIOUS FORM OF BLACKMAIL.

In a recent issue of a trade newspaper there was a report in one column, of a meeting of retailers at which a committee was appointed to wait upon the wholesale trade for donations to a picnic, which was to be held this summer. In the very next column of the same paper was a report of a meeting of retailers in another town in which strong exception was taken to the demands which were from time to time made upon them for donations to various organizations, which was designated as being "absolutely obnoxious."

What is sauce for the goose should be sauce for the gander. The whole system is wrong. Every tub should stand upon its own bottom. It is nothing but a species of hold-up. When a customer, be that customer either consumer or retailer, attempts to obtain donations to picnics and other social functions from those from whom they buy their supplies, the practice is an insidious form of blackmail.

With the retailer largely lies the remedy. Let him refuse either to hold up or to be held up.

THE RETAILER AS CULPRIT.

Under the above caption the Literary Digest in its issue of June 5, gives a summary of the discussion in the United States Congress, as well as in some of the newspapers on the question as to who is responsible for alleged high prices of commodities to consumers.

A few weeks ago Senator Hale asserted that "it is the jobber, the retailer, who puts up the price," and that

"we are at the mercy of the middlemen and retailers." Senators Flint and Smoot and others later returned to the charge, asserting that the retailers and department stores of the country are making exorbitant profits.

In the face of the facts that the retail trade have no organization in which to fix prices and that competition is so strong, these statements by the Senators are nonsensical. It is plain that in order to establish unreasonably high prices for any line of commodities, combination and suppression of competition among sellers are absolutely necessary. Neither of these at present exist, so that little reasoning power is necessary to understand that the retail trade is not responsible for any undue prices that may from time to time be in vogue.

During the recent presidential campaign in the United States, both parties favored tariff reduction, but it seems that it is now a case of "drawing a red herring across their paths" by blaming the retailer in order to obtain excuses for increasing the tariff.

The retailers of the country are indignant, and are justified in being so, at this effort to make them responsible for conditions occasioned by the tariff, and as the Los Angeles Express points out, "about to be made additionally unjust by an increase of 10 per cent. in its average ad valorem rates."

No one doubts that competition continues to rule with unabated force in the retail trade, making statements to the effect that this section is the cause for any unreasonable price, appear ridiculous.

THE MERCHANT AS BENEFACTOR.

In these times when retail merchants have to compete with the large departmental stores continually receiving favors from public officials and with the co-operative stores trying to push their way to the front, there is every reason for an educational campaign among the farmers and mechanics.

In former years when the country was in its younger days, when the pioneers were hewing houses from the standing forests and planting grain among the stumps, the merchants were their mainstay. Such is yet the case particularly in the northern districts which settlers have just begun to populate. One of the first men on the scene is the retail merchant. He supplied in the olden times and now supplies in these districts the necessities of life.

For years the retail merchant has carried the farmer and mechanic. Whenever a year of depression came and the farmer through failure of the crops had little money to spend he went to the merchant for credit. This is true in the present as well as in the past. If the

grain yield this season should by any mischance become a failure merchants everywhere would again have to carry thousands of farmers. During the recent trade depressions many would have starved had it not been for the help of the retailers.

The retailer is the go-between, the money lender who gets no security on his loans. People to whom the bank or ordinary money lender refuses to lend, obtain credit from the merchant. He is the charity institution on the street corner. Yet when these same people have a little money they send it to the mail order houses leaving their benefactors in times of trouble and depression to obtain what they need to meet their accounts, the best way they can.

These same people will, when any co-operative store promoter comes along, spend their cash in taking stock expecting impossible dividends.

Unfair as this appears, yet it is actually the case and the only remedy lies in the merchant himself. Some have tried and triumphed. Every retailer has got to boom his own business by thoroughly acquainting the public with the quality and assortment of his goods. He must watch the competitor in the big city instead of the one across the road. He can educate by quiet talks where he knows the seed will fall on fertile ground. He has some splendid talking points and must make the best of them all.

In these days of competition he has got to be on the alert.

ST. JOHN IN BOASTFUL MOOD.

St. John, N.B., is in a rather boastful mood these days. It is over the result of the winter port trade for the season of 1908-09. This boastfulness is not without reason, for the winter port season, which ended in May, is a record one. According to a statement just issued by the Board of Trade the exports for the six months ending with that month were \$24,546,840. This is not only over \$1,000,000 larger than any preceding year, but it is about \$14,000,000 in excess of the same period ten years ago.

No one begrudges St. John its success. The people of that city are enterprising and have not been satisfied with the assistance which the Federal Government gave them in order to improve the facilities of their port to accommodate ocean steamers, but they have put their hands in their own pockets and put them in deeply in order to bring about the desired end.

Business men who, like those in St. John, help themselves, are entitled to the assistance of the Federal Government, for the nation as well as the immediate locality derives benefit from a port like that of St. John.

ESTABLISHING FOOD STANDARDS FOR CANADA.

The Canadian Grocer learns upon highest authority that food standards are about to be established in Canada.

Consideration is being given to the whole matter at present by the Department of Inland Revenue, of the Dominion Government, which has charge of such affairs.

Chief Analyst A. McGill, who has been working upon the new standards for some time, is at present in Europe, but the work has advanced sufficiently to ensure its being carried through, and upon Mr. McGill's return, further definite action is likely to be taken.

Undoubtedly the idea of the Department of Inland Revenue in making this move is to protect the honest manufacturer and dealer, and the consumer, and the newly made standards will be very clearly defined, so that there can be no doubt as to what they mean.

Realizing the serious nature of the work undertaken, the Government worked, and is proceeding very cautiously in the establishment of the standards.

No changes which might be called radical in the extreme will be introduced, but, without a doubt, unscrupulous manufacturers will be forced to retire from the field, or to market goods of purity and honest value.

In short, the new standards will call for food products up to certain well defined, established tables. Practically all food stuffs in use to-day, will be covered, including meats, fresh, salted, pickled, smoked; oysters, canned meats, vegetables, fruits; dried fruits, sugar, molasses, syrups, teas, coffees, spices, lard, extracts, condensed milk and all other milk products, ice cream, dried vegetables, evaporated apples, jams, marmalades, jellies, pickles, catsup, maple syrup, maple sugar, confectionary, honey, cocoa, vinegar, fruit juices, wines and liquors.

The objective of the Government is to secure for the honest dealer and the consumer, honest goods. In the past, any attempt at deception through various methods has been ever frowned upon, sometimes punished, but not always. In the future deception of any kind will be severely dealt with.

The danger which might be done to commerce by too strenuous action in the arranging of standards has been an ever-present thought with the Government, and with the idea of precluding any such disastrous consequences, the Department has been in close touch with the leading manufacturers in various lines. While the opinions of these business men will carry weight, they will not influence the Government in establishing standards

which will accomplish the desired effect—the ensuring of honest goods.

One result of the new standards will be the dropping of the word "cream" as a name for evaporated milk, which will be forbidden, and "Evaporated Cream" will no longer be sold. Provided the milk product is properly labelled—"Evaporated Milk" it may be offered for sale.

Tea standards, in the sense they are understood by tea merchants, will not be established. The new ruling will provide that teas conform in kind and country of production to the names under which they are sold. Standards for individual grades from various places of growth will not be arranged, which is regrettable.

The use of standard preservatives will be allowed, but any which are at all injurious to the health, or which have not been proved beyond doubt to be harmless will be strictly forbidden, as will any preservative tending to deceive one as to the quality of the food.

The experience of other countries having food standards will be employed to the advantage of the Canadian People, and drastic changes which may have worked havoc elsewhere will be avoided, or very seriously considered, before action is taken.

If everything can be prepared in time, the law establishing the Canadian Food Standards will be enacted at the next session of Parliament.

AWNINGS AND WINDOW DISPLAYS.

Present-day retail merchants are few who will claim that window displays have no place in the modern store. They are recognized by those who have made a feature of them to be among the best advertisements possible, and no grocer can afford to neglect this portion of his publicity scheme. Examples can be supplied by the score relating to the successes merchants have made with their windows. They must be attractive and clean and if possible original. Selling power is the mark to be aimed at.

The complaint frequently is heard, especially from merchants in country districts, that window displays cannot be made use of on account of damage done by exposure of goods to the rays of the sun.

They are probably justified in not dressing their windows under these circumstances but they have an available remedy which should not be overlooked in view of the fact that window trimmings is practically a necessity. These merchants claim that the trouble lies

in the fact that they have no awnings with which to protect their goods. But if window displays are going to give a prestige to the store, if they are going to improve its appearance and if they are going to enhance the sale of goods, there is only one course to follow—get an awning.

In addition to allowing windows to be dressed with goods that may be affected by the sun, an awning produces a more inviting appearance, especially on a hot sultry day, as it aids in keeping the store interior cool and refreshing.

The cost of an awning would be more than met by the benefits above mentioned.

A WIDE-AWAKE GROCER.

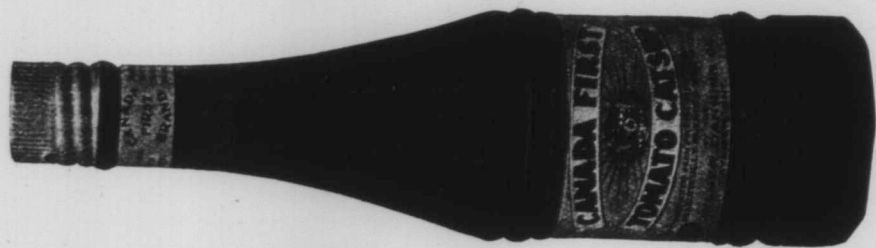
That readers of The Canadian Grocer benefit from our market reports is evidenced by the following from one of our correspondents:

One of the subscribers in reading his Grocer noticed a forecast on the currant crop and at the first opportunity placed an order for a heavy stock. Needless to say the advance in price occurred and the subscriber, who reads his paper wore a broad smile that hasn't worn off yet. His profits on that one deal were well up in the three figures dollar column.

Market reports as they appear in The Grocer are secured from the best authorities—from those who are constantly in touch with both the foreign and home markets, and they can be relied upon. The greatest care is exercised in obtaining quotations and giving the market conditions. That these are correct is shown by the fact that our figures have been on various occasions used in the law courts as authentic and also taken by the governments. We advise a careful perusal every week.

MAINLY ABOUT OURSELVES.

During several years past The Grocer has found its circulation in South Africa increasing steadily, without any effort on our part. Now our readers form quite a considerable number of the most progressive class of merchants, and we have decided to open a subscription campaign very shortly that will cover this field systematically and thoroughly. The extension of The Grocer's circulation into South Africa, and many other countries as well, carries with it very material benefits for the firms doing an export business.



AYLLMER Tomato Catsup

Why pay fancy prices for imported

Catsup when you can obtain

Tomato Catsup

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

Aylmer Tomato Catsup

is the best value on the market.

Aylmer Tomato Catsup

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

CANADIAN CANNERS
LIMITED

Some Interesting Ontario Grocery Correspondence

Potatoes Cheaper in Lindsay—Peterboro Society Decides to Discontinue Soliciting Prizes From Merchants for Picnics—Grocers' Association in London Enter Protest Against School Book Contract Going to The T. Eaton Co.

PETERBORO.

June 16.—Sergt. Walter Moore, of the 57th Regiment, has had a varied experience since he purchased a small grocery shop a few months ago. He is an employee in the C. G. E. works, and in the early spring decided to go into the grocery business. He purchased a little business in a suburban part of the city and during the day his wife attended to the customers, who now and then came in, gradually more frequently. Then came an enticing offer to go with the Canadian team to Bisley. He had made the trip on a former occasion and came to the conclusion that if he went this year, it would mean the loss of his grocery business. He decided to give it his best attentions and to forego the trip to England. He has been progressing favorably, until one day during the past week his little son came home from school rather ill and it was later found to be rather serious. He himself is home from work. Circumstances of this nature would destroy the ambitions of the most optimistic, but it is likely that Mr. Moore will continue to conduct his small grocery business.

The price of potatoes on the market last Saturday was down to \$1.00, practically its old price. It is likely that it will remain there until the new samples are received.

The merchants of Peterboro are pleased with the action of St. Peter's Total Abstinence Society in determining not to solicit prizes for their annual excursion. In former years the T.A.S. always received a large number of donations from the merchants, who generally have had to bear the brunt of excursions. The result was that their long list of sports was made possible by the generosity of the store proprietors. This picnic is undoubtedly the largest of the year, and is held on Dominion Day. There will be a change this year. The committee know that the soliciting is a practical holdup and have acknowledged it such. They will discontinue it, but will accept any gifts the merchants or business men wish to offer. The society has many friends and they do not want to refuse anything that may afford the donor a pleasure in giving.

Jas. R. Bell received the announcement of the convention of Retail Merchants to be held in Brockville this week. Mr. Bell was one of the most energetic of the local merchants to form an association in Peterboro, but for some reason his efforts have not been accompanied by permanent results. It cannot be attributed to his work, however. A spirit of apathy has been apparent in the

attitude of many of the most influential business men.

Although Ald. Gillespie, of White & Gillespie, grocers, has not stated it directly, The Grocer's representative has the best of grounds for believing that the firm has made a success of their dairy supplies, which they handle extensively. This is really a sideline and yet it is considered a good one. The other day Mr. Gillespie stated that he had disposed of a large number of cream separators throughout the country and that this year there has been a tendency among the farmers to improve their dairy equipment. This has been very marked, and for that reason the firm has met with splendid success this year. They have depended upon their experience in the past and upon the good name they have won among the dairying section of the farmers by former business relations.

The confectionery season is now entering. It arrives with the lemon, banana, lime juice and other summer specials, which are now beginning to be largely demanded.

Capt. A. F. Holmes, representing E. W. Gillett Co., Limited, was in the city on Monday paying his regular business visit to the grocers.

The wife of H. J. Mountjoy who conducts a grocery store at 209 Stewart St., died suddenly on Saturday night. She had been in usual good health during the day but between 5 and 6 o'clock took a hemorrhage, passing away shortly afterwards. The family has been in Peterboro about a year. The remains were taken to Hampton for interment.

Olive C. Bissell, son of W. H. Bissell of Brockville, was united in marriage to Miss Irene Mallory, of Brockville, on June 3rd. Mr. Bissell is at present living in Peterboro, where he has his headquarters as the representative for the Ogilvie Flour Mills Co.

LINDSAY.

June 14.—Potatoes have been a strong feature lately on the local market. Prices eased this week and the farmers are now bringing their potatoes into town by the waggon loads to sell. Previously the farmers were too busy seeding, etc., to bring the "murphies" in, but they are not so busy just at present and the potatoes are plentiful. The result is that the price has dropped 15c and 20c per bag.

This has been a banner season for pineapples, and one merchant stated that he has sold more pineapples this season than any other season in history. The

prices have been reasonable, and the quality of the pineapple the very best.

Thos. Brady has a window-full of various kinds of pickles, sauces, etc., which is attracting the eye.

Butter has taken a big drop during the last few days and is very plentiful.

Your correspondent asked J. E. Adams, of Adams' Bros., what he thought of the idea of weighing eggs and selling them by the pound. He did not commit himself, as he was aware of the fact that sometimes the merchants and also the customers had to pay the same price for small eggs as they did for the larger ones, but at the same time did not know whether it would be feasible to inaugurate the method of selling eggs by the pound.

Hay by the bale is very scarce.

LONDON.

June 14.—Trade is fair in both wholesale and retail lines and there is not much change in prices. There is a little more demand for refined sugar, which will further increase with the advent of the strawberry season. There is a good wholesale demand for seeded raisins and prunes, both of which show an advancing tendency.

The matter of the new school readers was taken up at last week's meeting of the Retail Grocers' Association, and a motion was unanimously carried instructing the secretary to write the Minister of Education and the member for London, Hon. Adam Beck, protesting against T. Eaton & Co. being allowed to use the school books as an advertising medium, and declaring the association's opinion that the readers should not be used for advertising purposes. Certain wholesale houses being accused of selling to consumers, it was decided to advise them to keep out of the retail business. It was also decided to advance the price of lard 1 cent, which was fortunate, seeing that next day the wholesale price went up 3c.

Robt. Tait, who for many years has been "on the road" for the McCormick Manufacturing Co., has been appointed manager of that company's Ottawa branch establishment. In view of his leaving this city, a number of his friends assembled in the rooms of the Western Ontario Commercial Travelers' Association, Masonic Temple, on Saturday and presented him with a handsome traveling bag. Wm. Turnbull presented and read an address, the presentation being made by Secretary Alf. Robinson. The address was signed by the following names: J. T. Green, F. E. Harley, R. E. Davis, W. Smithson, C. W. Nichols, A. J. Bean, Wm. Lind, E. W. Hannah, A. E. Ferte, Wm. Pegler, Wm. Turnbull, H. J. Collamore, Wm. H. Harding, M. F. Irwin, W. L. Underwood, Wm. Gray, W. R. Grant, R. A. Brown, S. P. Allen, G. M. Adams, W. J. Taylor, Chas. H. Firth, J. T. Johnson, E. W. B. Eardley, A. E. Barbour, P. M. Millman, Alf Robinson.

Fruit growers are looking for an immense crops of strawberries this year and the first instalment will be in the

grocery stores this week. Dealers say the berries now coming in from the United States are up to the average for this season of the year, but housekeepers seem to prefer the home-grown article. The vines are loaded and the fruit will be ready for picking any time this week. Give us not too much dry weather, with a sun not too hot, and there will be an overproduction of strawberries, said one dealer. It might be that berries would in some cases be found not worth picking, because of an oversupplied market.

Ed. and Wm. Masuret were tendered a complimentary banquet at the Grigg House on Wednesday night of last week. Col. A. M. Smith presided and on behalf of the Wholesale Grocers' Association of the city presented Ed. Masuret with a handsome traveling bag, and William Masuret with a gold-headed umbrella. The Colonel expressed his regret that they were retiring from business in London, and he hoped that wherever they located that they would be successful.

Flour went up another ten cents per cwt. wholesale, this week.

The game of baseball on Wednesday of last week between the grocers and policemen resulted in a tie. The peace preservers strengthened themselves for the occasion by ringing two old-time experts on the diamond—Harry Fowler of the Advertiser, and City Treasurer Bell. But for that the game would have been easy for the grocers.

TORONTO.

June 15.—Wrigley Bros., grocers, corner Bloor and Markham Sts., have sold their building and transferred their grocery stock to the store at the corner of Simcoe and Richmond Sts.

Vasey and Wilcox, grocers, have removed from the store they recently occupied on Bloor St. to 1102 Bloor St. West.

C. L. Dean, 496 Bloor St. has bought out Mr. Graham and with his methods is bound to have a share of the trade in that locality. A number of new stores are going up which, when all are occupied will make that a busy part of the city.

J. L. Casey who moved from Yonge St. to 638 College St. is pleased with his change. Business is coming his way and he knows how to take care of it.

Alex. Davis 462 Bloor St., thinks a great deal of good could be done just now if the Retail Merchants Association would send circular letters to every house in the city urging them to be more prompt in their payments to the retail stores, to enable them to meet their shorter terms of credit with the wholesalers.

B. A. Belyea, a veteran grocer of 38 years' experience, accompanied in business by his accomplished daughter, has come from Southampton and is now in possession of the store lately occupied by McLeod & Son, 698 Spadina Ave. Although ripe in experience, and not young in years, his alertness and active

movements show that he is in the prime of his life and quite in his best to swing business his way. His great activity, cheerful disposition and his "Know how" will no doubt make him one of the leading grocers in that part of the city.

D. H. Dobbin has bought out G. H. Cooper, corner of Huron and Sussex Sts. Mr. Dobbin is a thorough grocer, having received his early training in the retail store with his father and afterwards spending eight years with the boys on the road representing Balfour, Smye & Co., of Hamilton, wholesale grocers. This gives him an excellent qualification to do a first class grocery trade, which will soon be appreciated in that part of the city.

There are still a few grocers who are so far behind the times that they actually, without seeing how others see them, with some degree of pride say that they have no time to read the "Canadian Grocer."

W. L. Brown, Sorauren Ave., is one of those who think the retailers should start a wholesale fruit business of their own.

J. Coad, 100 Sorauren Ave., is a new comer to the city and he may well congratulate himself in securing a store in that growing part of the city. His store is up-to-date in every respect, and with the push and skill which he is able to command, his business will soon measure up with any of his competitors.

A. Newland, is one of the lucky grocers who secured one of the new stores on Roncesvalles Ave. He comes from Church St. with three years experience and with his natural ability and pluck is bound to push to the front. He has every good quality required to make him a winner. He will keep choice groceries, fruits and confectionery with an ice cream soda fountain as an extra drawing card.

W. J. Snell, 2165 Queen St. East, known as "Snell's Grocery" is a marvel of excellence and beauty. Before you enter the store you are attracted by the taste displayed in arranging the window. Inside from the manager down to the smallest article everything seems to wear a smile, and dresses in its very best. With an ambition for higher attainments he has contracted for a new and elaborate electric sign, which will attract the thousands of people on their way to the park.

J. Skelton, 2012 Queen St. East, one of the east end grocers, thinks if he did not get the "Canadian Grocer" the "cob web" would be over his door." With the help he gets from it, he can easily hold his own with any and all of his competitors and do his share of the business.

P. M. D. Whitelock, 1961 Queen St. East, claims to be the pioneer grocer of the east end. He is doing well and prides himself in allowing his name to go on the black list intentionally as a matter of principle. He is opposed to the blacklisting plan, he says.

Pizer & Smith, Queen St. East, have no time to read the "Canadian Grocer" as they are too busy looking after their

own business. Up-to-date grocers know that this is not wisely looking after one's own interests for it is neglecting the most important needs in business.

B. G. Bell, 691 Broadview Ave., comes from Trenton, and secured his corner at a bargain. He has since been offered \$500.00 advance, but he wants to make it his home. He spent his boyhood days behind the counter and the last 20 years on the road. He has had plenty of travel and now feels contented to stay at home, and do his best to give good service to his customers.

Furniss Bros. are opening a new store with entirely new goods at 747 Broadview Ave. These young men have had experience with several of the leading grocers in the city and therefore enter upon their new undertaking with good prospects. They intend to handle groceries, provisions and flowers.

BRACEBRIDGE.

June 16.—Saturday the stores all looked tempting with large displays of fruits such as strawberries, pineapples, bananas, oranges, etc. Every indication points to a bumper crop in strawberries this season in this section.

Farmers throughout Muskoka are badly in need of rain and unless it comes soon the hay crop, which the farmers in this district greatly depend on, will be a failure.

The staff of Hutchison Bros., grocers, were entertained on Friday evening last on the lawn of D. T. Hodgson. One of the pleasing features of the evening was the solo rendered by George Hole, the accountant for that firm.

Prices on Saturday for farm produce were: butter 17c per lb.; eggs, firm at 20c per doz.; potatoes showing a reduction in price, selling at \$1.00 per bag.

GUELPH.

June 16.—The annual excursion to the Ontario Agricultural College, which arrive daily during the month of June, are now in full swing; but as to whether the influx of visitors, which these excursions pour into the city, materially assist the trade or not is a matter for opinion. Of course the restaurants do a flourishing business as also do the small ware stores. On Saturday, the ordinary business was augmented by the three excursions from Toronto and surrounding districts and naturally a big day's business was the result. In fact some of our merchants go so far as to say that Saturday's turnover was the largest this year. The day was fine and some very pretty fruit displays were noticed. Geo. Williams with California cherries, did a good business. He also had an effective window of preserved fruits and jams.

A. Groom and W. H. Fielding are each showing a good selling line of toilet soap. A. Groom has also a very nice array of lime juice, which he reports as selling well.

J. A. McCrea has an attractive window display of china.

CHATHAM.

June 16.—The urgent need of the recently inaugurated debt collection scheme is emphasized by the fact that accounts against over 100 different debtors have already been placed in the hands of the collector. Against many of these there is more than one account, the highest record against any single debtor being 11 accounts. This was the report presented at the R.M.A. meeting last Tuesday evening, after the collection scheme had been only a few weeks in existence. Though listing the accounts, mapping the city into routes and other incidentals have taken much time, the collector is already making regular calls, and has date with 54 debtors, while about \$30 has already been collected, in addition to amounts paid direct to merchants which will total far more. Some difficulty has been experienced in convincing debtors that the association is really in earnest, but this is only a temporary trouble. A difficulty in connection with disputed accounts was referred to the association, many debtors having claimed that the amounts were incorrect. It was recommended that in such cases the collector instruct the debtor to show his bona fides by calling on the merchant with a view to adjustment within a week. At the end of that time, if the debtor doesn't put in an appearance, the matter will be once more in the collector's hands. The feeling is that most of these "disputes" are merely devices to gain time. A means of effectively handling country collections was another difficulty. In many instances 75 per cent. of a merchant's bad debts will be outside city limits. It was ultimately decided to experiment with a mail system of dunning, though the point was effectively raised by Peter Cunningham that monthly dunnings were useless, and that to show the debtor that business was meant, would require a series of probably seven letters, steadily increasing in sharpness, at intervals of about a week. President Westman was inclined to favor personal calls, and thought that by mapping out definite routes in the country the time and trouble involved could be reduced to a minimum, while the expense of horse hire, otherwise an insurmountable item, could be eliminated by individual merchants lending the collector the use of their horses and rigs time about. It was felt that the additional expense inevitable in any case would justify the charging of a small percentage on country collections. If the mail system doesn't work, further methods will have to be devised. A committee comprising Peter Cunningham, Paul Blonde, A. D. Westman, Harry Andrew and Wm. Anderson was appointed to take charge of the entire matter.

The past week has not been as busy as many grocers expected, owing to the failure of home grown strawberries to arrive. While late, the crop looks good. Though the handling of the berries is largely a matter of "turnover," the profit comes in the sale of sugars and jars. Incidentally, most of the imported berries have come in in boxes fitted with "false bottoms," and market vendors are protesting, claiming that owing to this fact the imported berries are not full measure, while the law requires them themselves to sell nothing but full boxes.

Notes from the Maritime Provinces and Quebec

Ship Orders Groceries From Halifax Retailer by Wireless Telegraphy—Ontario and Manitoba Flours at Same Price in New Brunswick.

HALIFAX.

June 15.—Business conditions are reported in a satisfactory state throughout the Province, and the prospects are excellent for their continuance. Enormous quantities of mackerel have struck in along the coast, and the fishermen in some districts are reaping a harvest. With fish plentiful lots of money is put in circulation and good times follow, as the fishermen spend their earnings liberally. So far this week nearly 200,000 fresh mackerel have been landed at Halifax and thousands of barrels have been iced and shipped fresh to the United States market. Besides large quantities are being put in cold storage for the fall trade. On the Cape Breton coast the fishing is also good. Besides large quantities of mackerel, the boats are bringing in good catches of haddock. The Lunenburg bank fleet have nearly all returned and the spring catch totals over twenty thousand quintals. Codfish are in better demand and the price has advanced. Last year codfish sold for \$3.50 per quintal, while this year they are bringing \$5.00, and may still go higher.

The Norwegian fishery this year is also reported to be good, the catch being much larger than last year.

The first big lobster shipment of the season to London and Havre, will go forward this week on the Furness line steamer Shenandoah, which will take from 15,000 to 20,000 cases.

Probably the first order for groceries ever received in Halifax by wireless telegraphy came to Hentzell's Limited, last week, when they received an order by the Marconi system for ships stores from a steamer inward bound, which at the time was several hours from Halifax. The goods were quickly hustled to the pier, and the steamer sailed again on the following morning with the supplies on board.

MONTREAL.

June 15.—The first annual meeting of the Dominion Orchards Company took place June 9, on the farm of the company, at Rougemont, Que. An encouraging report was presented to some twenty-eight of the shareholders who were present from Montreal. It was shown that the acreage in strawberries and raspberries had been materially increased. Fifty acres were now planted in these berries. Besides, seven acres were planted in tomatoes, four in celery and seven in wax beans. The strawberry patch was reported as being large enough to yield a carload a day during the height of the season, the first two weeks in July. It was decided to increase the size of the hot-house, which at present covers about an acre. Officers were re-elected by acclamation as follows: President, J. M. Fortier; vice-president, J. F. McLean;

secretary, R. S. Bell; directors, Wm. Bell, J. P. Choquette, S. M. Luke.

Jas. B. Campbell, sales manager American Can Company, Montreal, was in Ottawa last week.

Fred Hodge, with Chase & Sanborn, Montreal, was in Ottawa and Collingwood the latter part of last week.

Wm. Galbraith, Montreal, was in Ottawa last week.

C. W. Gregory, sales manager W. D. McLaren, Limited, Montreal, makers of Cook's Friend Baking Powder, was in Three Rivers and other Quebec points this week.

S. T. Nishimura & Co., Montreal, recently renovated their offices, at 55 St. Francois Xavier Street, and are now in possession of handsomely fitted, modern quarters.

Robert Meighen, president of the Lake of the Woods Milling Company, Montreal, who has just returned from Europe, expresses the view that the business men of the Old Country are too prone to neglect business for the sake of sport, and he notices a tendency in the same direction among the youth, and even the older men, of Canada. Mr. Meighen thinks that while the old proverb: "all work and no play makes Jack a dull boy," may be true, there is, nevertheless, such a thing as overdoing the playing.

Lt.-Col. W. H. Schneider has gone to camp with his regiment, the 6th Duke of Connaught's Royal Canadian Hussars.

ST. JOHN.

June 15.—For the first time in the history of the grocery business in New Brunswick, Ontario and Manitoba flours have been selling at the same price. An advance of fifteen cents in Ontarios on Monday put the price exactly the same as Manitobas, \$7.15 a barrel, wholesale, or \$7.40 to \$7.50 retail. Most of the local jobbers had pretty good supplies on hand before the advance started some time ago and they are consequently reaping a reward for their foresight. The price of biscuits, of all kinds, was advanced by the local manufacturers on Saturday, the 12th instant, the reason assigned being the increase in the price of flour and mixing ingredients.

In view of the proposed tariff changes in the United States, among which is said to be under consideration a proposal to increase the duty on potatoes, the announcement made a few days ago that the steamship service between this port and Hayana, Cuba, will be resumed about September first, is of considerable interest. William Thomson & Co., shipping agents have announced that the steamer Mantinea, which is much larger than the steamer formerly on this route, will be put on the service and it is expected that trade between this province and Cuba will be given quite an impetus. Dr. E. S. Kirkpatrick, Canadian trade commissioner to Cuba, in writing to merchants here states that there is a good opening there for trade in potatoes, hay, oats, etc.

Authentic Information on Western Conditions

Short Weight Butter Discovered at the Coast — Potatoes go Higher Than Ever—Fifty-Pound Butter Packages in Export Form to be Exhibited in Winnipeg.

VANCOUVER.

June 15.—Short weight in one pound butter bricks has been discovered by the executive of the Vancouver Retail Grocers' Association, and James Roy, the secretary, has sent out letters to the members of the Association, acquainting them of the fact and putting them on their guard. Over 60 different lots of butter, put up by creameries and grocers who brick their own butter, have been carefully weighed in about 20 different stores. They were weighed in three and four pound lots, and only two lots came up to the requirements. The worst cases were one of three pounds, which weighed two pounds, twelve ounces, and another of four pounds, which weighed three pounds eleven ounces. It is the intention of the Association to use every means to stamp out this injustice to the grocer and the consumer, and co-operation is asked. "I knew before we were up against it," a grocer remarked, "because it was impossible for any man to sell in three pound lots at the prices quoted unless he were losing money. Customers have stated that they could get butter at other places at a better price, and though I have hinted at short weight, they thought I was objecting only because I could not do as well. Now, I have this letter to show them."

Potatoes are up, away up. Asherofts are now quoted at \$60 per ton, and locals at from \$50 to \$55. That is higher than any one thought they would reach, and even at that high figure, they are almost unobtainable. One grocer said that he went to the commission men and managed to get two sacks, when he had orders for many more. And these retailed at \$3.50. This is something unheard of in the local market. What's more, it will be a month before good new potatoes are in at a price to even equal the high price of the old ones. A month or more ago when it was stated that new potatoes were behind their time, The Grocer was doubted, but the price now is almost double what it was then. New potatoes were as low as six pounds for 25c, and now they are retailed at three for 25c. Warm weather has now set in, and growth will be hurried along.

McLeod & Clarkson is the name of a new commission firm who have taken over the confectionary end of the business of the Standard Brokerage Co., which has several agencies. It is the intension of McLeod & Clarkson to make specialties of olives, jams and old country mustards and catsup, representing Farrow, of Peterboro, England.

A recent visitor was E. D. Morton, of E. and D. Morton, pickle and jam manufacturers, of London, England. On his way east, he was accompanied by the

representative here G. A. Stone, who is now in western Alberta.

Wes. Moffatt, until recently a clerk in the grocery department of W. R. Megaw's store, Vernon, has left for Calgary, where he will remain a short time before proceeding East.

There is a very large call for British Columbia strawberries from the prairie provinces, but there is not enough fruit to supply the demand. Orders have been received in Revelstoke for 1,000 boxes from Calgary and Edmonton, while the Victoria Fruit Exchange has contracted for three carloads. Prices to-day are high, the lowest retail figure being 25c per box or two for 45c. Last year the local growers averaged about ten cents per pound, and this year much higher will be netted, though the final returns may not be more, since the amount is not so large.

J. B. MacEwan, cheese and butter exporter of Wellington, New Zealand is on the coast, with a view to increasing the trade between Canada and New Zealand. As pointed out in these columns before, what is first necessary is cold storage accommodation in the boats, but this cannot be secured without a subsidy to the operators of the steamship line. Mr. MacEwan states that New Zealand could supply Canada with mutton, butter and cheese, as well as beef products, but development of the trade is prohibited, since proper shipment facilities are not obtainable. Mr. MacEwan is a Canadian, hailing from Stratford, Ontario, and will revisit his old home. He settled in New Zealand fifteen years ago.

WINNIPEG.

June 15.—An interesting exhibit in the butter department at the Winnipeg industrial exhibition, to be held from July 10 to 17, will be that of two packages of creamery butter of not less than fifty pounds each, to be put up in export form. This butter is to be shipped to Winnipeg from outside points to arrive not later than June 18, when it will be placed in cold storage until July 11, then moved to the grounds and judged. Special consideration will be taken as to the condition of the package, and a first prize of thirty dollars is offered. It is obvious that this prize is given in order that the standard quality of export butter might be raised. Considering the fact that much damaged butter has been delivered on foreign markets, and also, that many creameries have been built all over western Canada during the past two years, it is timely that such a contest as this should be inaugurated. It is hoped that many butter exporters will take advantage of this exhibit, and that the worthy purpose of the donor of the prize will be realized.

A business deal of importance was consummated at Rapid City, Manitoba, on June 9, when the grist mill formerly owned by George McCulloch & Sons, of Souris, was taken over by a company from Brandon. The purchase price was in the neighborhood of \$25,000, and in future the firm will be known as W. J. Lindsay & Co. The new proprietors contemplate making considerable improvements. In addition to the flour milling they propose to establish an oatmeal mill and general elevator business, and may build a spur from the railroad to facilitate shipping.

MANITOBA MARKETS

(Corrected by Telegraph).

POINTERS—

Apricots—Very scarce.
Dates—Reduced.
Pork and Beans—Advanced.
Currants—Scarce.

Winnipeg, June 17.—The local trade was never in a more flourishing condition. Wholesalers have been pressed with orders for several weeks and they are preparing for a heavy seige during the exhibition when it is expected that many merchants will come in from various points in the west. The beautiful weather has been a splendid asset to the retail trade, and the counter custom has greatly increased. Green fruits and vegetables have been selling heavily during the past week, and the market prices are slightly changed. We quote an advance in some pork and beans which is the second advance within ten days.

SUGAR—The B. C. refineries seem to be endeavoring to monopolize the markets in sugar at present. The following prices prevail, but a decline may be expected soon.

| | |
|--|------|
| Manitoba and B. C. granulated, in bbls. | 5 90 |
| " " in sacks. | 4 95 |
| " yellow, in bbls. | 4 10 |
| " " in sacks. | 4 55 |
| Wallaceburg, in bbls. | 4 90 |
| " " in sacks. | 4 10 |
| B. C. gunnies granulated, 5-13's to bale, per cwt. | 4 95 |
| " " 5-2's | 4 95 |
| " icing | 5 60 |
| bar sugar | 5 60 |
| icing sugar in bbls. | 5 60 |
| " " in boxes. | 5 80 |
| " " in small quantities. | 6 00 |
| Powdered sugar, in bbls. | 5 35 |
| " " in boxes. | 5 55 |
| " " in small quantities. | 5 85 |
| Lump, hard, in bbls. | 5 90 |
| " " in 1/2-bbls. | 6 00 |
| " " in 100-lb cases. | 5 90 |

SYRUP AND MOLASSES—The market on molasses has become much firmer. Syrup as usual is quite firm and sales continue good.

| | |
|---|----------|
| Syrup "Crown Brand," 2-lb tins, per 2 doz. case | 2 35 |
| " " 5-lb tins, per 1 " " | 2 80 |
| " " 10-lb tins, per 1 " " | 2 65 |
| " " 20-lb tins, per 1 " " | 2 70 |
| " " 1/2 barrel, per lb. | 0 04 |
| " " Sugar syrup, per lb. | 0 04 |
| Beaver Brand, 2 lb tins, per 2 doz case | 3 30 |
| " " 5 " " 1 " " | 3 80 |
| " " 10 " " 1 " " | 3 50 |
| " " 20 " " 1 " " | 3 40 |
| Barbadoes molasses in 1/2-bbls, per lb. | 0 04 1/2 |
| Porto Rico molasses in 1/2-bbls, per gal. | 0 60 |
| Beaver Barbadoes molasses, 1/2 bbl, per gal. | 0 55 |
| Gingerbread molasses, 1/2 bbl, per gal. | 0 40 |
| New Orleans molasses, 1/2-bbls, per gal. | 0 35 |

FOREIGN DRIED FRUITS. — Currants and apricots are very scarce on local market, and the prices are firm. Dates have declined from 7c to 5 1/2c per lb.

| | |
|---|----------|
| Smyrna Sultana raisins, uncleaned, per lb. | 0 07 |
| " " cleaned, per lb. | 0 08 1/2 |
| Trenor's Valencia raisins, f.o.s., per case, 28's | 2 65 |
| " " 14's | 1 00 |
| " " selecta " 28's | 2 25 |

The Increase of Home Consumption of Cheese

Insufficient Curing Claimed To Be The Cause Of The Slow Demand From Canadian Consumers—Difficulties To Overcome To Remedy Conditions.

By J. W. Wheaton.

Canadians are not cheese-eaters. Cheese with them is more of a luxury than a staple article of food. The average consumer in the city buys cheese in small quantities, a pound being considered a pretty large portion to secure from the grocery at one time. If the family is not large and its members are not fond of cheese, this pound of cheese will often become dry and unpalatable before it is eaten. This lessens the desire to buy more cheese, and in other ways the consumption of cheese is not encouraged.

In Great Britain, where the great bulk of Canadian cheese is consumed, it is used as a staple article of food by many people, chiefly the working classes, though the lower prices for meat, consequent upon the large importations of dressed meats from the United States and other countries, has induced more consumption of this food by the lower classes, which is taking the place of cheese to some extent. There is still, however, a good demand for cheese, as is shown by the high prices that have ruled for the past year or two. Though meat prices have been lowered, it is doubtful if they are sufficiently low to place meat on a par with cheese, if the food value of the two products are compared.

A quart of good milk is claimed to be equal in food value to a pound of meat, and one pound of well-ripened cheese contains as much nourishment for the human body as two and one-half pounds of the best beef steak. On this basis, milk at 12c a quart and cheese at 20 cents a pound are among the cheapest of foods. And yet the average consumer in Canada will cheerfully pay 18 and 20 cents for a pound of steak and grumble if he has to pay 15 or 16 cents for a pound of cheese. If the food value of the two products were considered in the buying, a pound of cheese should be worth 50 cents, when good beef steak sells at 20 cents a pound.

Home Consumption Slow.

With these facts as to the food value of cheese before us why is it that its consumption is not increasing more than it does in Canada? There has been some increase during the past few years, due to increase in population and the immigration of so many people from the old land, who have been accustomed to use cheese in large quantities. But the amount consumed by the average Canadian has not increased very much.

It is estimated that we consume in Canada in the shape of milk, butter, cheese and condensed milk over two-thirds of our total dairy production. The amount of cheese consumed is hard to

ascertain, but we may conclude that it is only a small proportion of this estimated total. It should and can be greatly increased. Moreover, it is important that it should be increased. Had Canada's exports of cheese during the past couple of years kept up to the same level of a few years back, it is safe to say that the market would have been overdone and more or less demoralized.

The consumption of cheese in Great Britain is not increasing and excepting, perhaps, the past year, Canada has been sending over as much cheese as can be well taken care of. Any large increase in the make, therefore, means more cheese than the export market can handle to advantage.

Dairymen are looking to the home market for an outlet and if the consumption of cheese were what it ought to be, they should not look in vain. By increasing home consumption of cheese an industry is being fostered that is bringing in millions of dollars every year in to this country.

Improper Curing One Cause.

Aside from the average Canadian being naturally not a cheese-eater, there are other reasons why home consumption has not largely increased. One of them is the class of cheese that is placed on the home market. One general fault that it has is that it is not efficiently

cured. The average age of the cheese found on the consumer's table, is from one to two months. It is often newer than this during the summer months, when only a few weeks elapse between the time when it is made and when it is sold out in small quantities over the grocery counter.

Such stuff does not deserve the name of cheese. It is tough, curdy and hard to digest. No matter how well made it may be, it is not a wholesome food at this stage. A well-made cheese, properly cured and cared for in the interval, is not at its best till it is at least a year old. It then has that fine mellow texture and is in a condition to be eaten by even a chronic dyspeptic without doing him any harm. Its nourishing qualities are at the best and cheese at this age becomes an article of food that the more one consumes the more one wants to consume.

Many people have a wrong impression about old cheese. They have bought cheese that was old and were almost overcome by the sharp taste and strong flavor it had. The trouble has been that much of the cheese sold on the home market, has been the "cul's" of the factories, or cheese that had some defect and were not suitable for the export trade. This cheese, if too moist or made from bad-flavored milk will often develop a rank, strong flavor when old. In the past there has been much of this class of cheese on the home market and many consumers have the impression that all old cheese has the same characteristics. A well-made, well-cured cheese properly cared for will not have a strong rank flavor or taste. It gets better the older it becomes, up to two or three years. In fact, many cheese con-

WHEN YOU HAVE MADE A BAD INVESTMENT.

One of the hardest things a business man is called upon to do is to accept a great loss when he has made a mistake without trying to get his money back by the same means that he lost it. He says to himself, "Well, I am going to keep that thing up long enough to get my money back, and then I'll quit." But as a rule it is a mistake to continue in a thing which your judgment condemns.

When you are convinced that you have made a mistake, that you have entered into some business relationship or have gone into something which you should have kept out of, cut it off as quickly as possible.

Many a man has made the fatal mistake of continuing in a bad venture trying to get his money back. Most business men find that when they make a mistake, no matter how great the loss or how unfortunate, the best thing to do is to apply the heroic treatment, amputate the diseased limb, not try to palliate the symptoms with medicine.

A New York business man told me that he made an investment outside of his own business a few years ago, and that it did not turn out well, but that he was so determined not to lose any money, and to make it win, although it was a business which he knew practically nothing of, that he kept putting in more and more until he found that he had over two million dollars in the venture. He had made this money in his own business, which he knew all about, and after he found he had made a mistake in the new venture, when people laughed at him for his failure, his pride was touched, and he determined to show them that he could win out even in a business which was foreign to his training.

He said that his experience had taught him two lessons: to keep out of things which he knew nothing about; and when he found he had made a mistake, no matter how great the loss, to take his medicine and quit immediately.—Success Magazine.

noisseurs consider a cheddar cheese not at its best until two years old. It then has a fine rich taste and mellow texture that makes it one of the most palatable and nourishing foods on the market.

Improvement Noticeable.

The quality of the cheese offered on the home market has, however, very much improved of late years due to improved methods of making and the fewer inferior cheese that are being produced in the factories. One rarely finds in the grocery to-day the bad-flavored and badly made cheese of a few years back. The general quality is much better. One thing it lacks and that is sufficient curing. If it were kept in the factories a few months longer or better still, if it were cured under proper conditions in the factory for a month and then boxed and placed in some cool storage for six months or a year before using, the average cheese retailed over the counter to-day would be much more wholesome and palatable. But the trouble is, who is to bear the expense of holding the cheese for several months until it is ready for market? The average factory is not in a position to do so excepting it be the last month's make of the season, which can be kept for considerable time providing conditions are favorable, which they are not in many factories. During the making season, most factories are obliged to ship cheese when a month or two old to make room for the new product, which is continually being made.

The solution of the difficulty seems to be with the wholesale produce dealer. But will it pay him to buy cheese and hold it for six months or a year before distributing it to his customers? On April 30, cheese was quoted on the country cheese boards at 11 $\frac{1}{4}$ c to 11 5-16c per lb., on the same date dealers in Toronto were quoting new cheese to the trade at 13c and 13 $\frac{1}{4}$ c per lb. Is this margin of 13 $\frac{1}{4}$ c to 2c, between the buying and selling price, sufficient to enable the wholesale distributor to hold cheese in storage for several months till it is properly ripened? Measured by the margin which the middleman in Great Britain gets, it is. Of course, he handles much larger quantities, and, therefore, can do it on a smaller margin of profit.

Then there is the question of the ups and downs of the market. Cheese bought to-day may cost a cent or two more than it will a few months hence, and then again it may cost less. There is a chance about it that may work both ways.

There is this to be said, however, that if some system of holding cheese until it is properly cured were devised the consumption of cheese on the home market would be largely increased and the dealer would, in the long run, be able to handle much larger quantities. It is true that many people prefer new cheese, due largely to their experience with the so-called old cheese that has been on the market, not being satisfactory. But this prejudice would soon be overcome if the right kind of old cheese were put on the market, and a perman-

ent and increasing demand for this class of food would gradually be developed. The time seems opportune for some enterprising dealer to take up this proposition. By being first in the field he would eventually command the trade.

Relative Values of Cheese.

It has been the custom in the past to buy fall made cheese for holding for the winter's trade. While cheese made during September and October is always of good keeping quality, it usually sells at a higher price than any other month's make of the season. June cheese is invariably of good quality, and if properly cared for can be held for considerable time. The cows are on full grass, there is the largest flow of milk of the season, and the price, considering the quality is usually lower than for any other month's make. When the hot weather of July and August comes, clean flavors are hard to get. April and May cheese made largely from fodder-fed cows has not the good keeping qualities of the other months. But well-made June cheese, properly cured, can be stored to good advantage and would be in its prime about Christmas time.

We know more about curing cheese and holding it for future use than we did a few years ago. With proper storage facilities there is not much risk in the undertaking. Cured under modern cooling condition, the percentage of shrinkage is reduced to a minimum, and the quality of the product improves with age. If more cheese of this character were put upon the market, there would be less consumption of fancy imported cheese, and an important home industry would be strengthened.

SALES BY MEASUREMENT.

United States Paper Considers This An Ancient System.

In view of the article which appeared in the special number of The Grocer, on the substitution of the weigh scales for measures, the following from the Toledo Blade will be read with interest:

"It is remarkable that commerce, ordinarily so sensible and so ready to welcome savings of time and energy and money, should stick so closely throughout the centuries to the ancient systems of measurement. To sell articles by the bushel when solemn court rulings are necessary to define what a bushel is, by the barrel when trade associations have heated discussions before they can agree on the proper size of a barrel, by the basket when a city inspector must watch the baskets in the market place with suspicion—all this seems not merely ridiculous, but wasteful and unbusinesslike.

"The sellers of this State—and doubtless of all the States are agreed that the commodities of the food markets, with the possible exception of berries, should be sold by weight. This is the only reasonable method of sale, saving that constant fluctuation between the purchases of yesterday and those of to-day, be-

tween the bushel of Jones and the bushel of Smith. The inconvenience of an alteration in method could be only temporary. The benefits apparent ought to make market people and commission men, farmers and consumers, eager to accept the momentary confusion and have it over with."

Wm. Nimmo, general merchant, Ravenswood, Ont., is advertising his business for sale.

POSITION WANTED.

POSITION WANTED Traveler having fifteen years connection in the Maritime Provinces calling on grocers, provision and general store trade, is open for engagement. For particulars address "Traveler," Box 532, Halifax, N.S. (24)



**Reputation
That
Counts**

must be reputation for merit. Fels-Naptha soap is not only known everywhere, but it is preferred everywhere to other soaps. All our advertising wouldn't have made such a success if it had not been backed up by the merit of Fels-Naptha soap.

An Effective Introduction Almost Equal to a Sale

How can the Eastern manufacturer, jobber, merchant and shipper bring his wares to the attention and consideration of the hustling people of the West?

That's our business—the line in which we specialize; the problem we solve for you.

We have the requisite experience, insight and facilities for placing your goods throughout the entire Prairie provinces—opening up new avenues of trade for you. We know the West and have three large track warehouses—at **Winnipeg, Calgary and Edmonton.**

=====
CONSULT US ABOUT THE MATTER
=====

NICHOLSON & BAIN

Wholesale Commission Merchants and Brokers

CALGARY

WINNIPEG

EDMONTON

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

Thurston & Braidich

128 William Street ☛ NEW YORK CITY

Direct Importers of

VANILLA BEANS

TONKA BEANS

GUM TRAGACANTH

GUM ARABIC

Winnipeg Representative,

W. H. Escott

Wholesale Grocery Broker

141 Bannatyne Ave., East

R. B. Wiseman & Co.

123 Bannatyne Avenue East **WINNIPEG, MAN.**

**Warehousemen, Forwarding Agents and
Wholesale Brokers**

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

Reference—Bank of Ottawa, Winnipeg

**LOBLAW
CREDIT
"Get The Best" SYSTEMS**

COUNTER CHECK BOOKS

The **CARTER-CRUME COMPANY, Ltd**

TORONTO and MONTREAL



EASIFIRST

Is the way out of all your lard troubles.
Let us show you. It is Absolutely pure
Shortening, Positively Unvarying in Quality.

Made under Government inspection in
Canada's finest packing plant.

Back of every pound is the money-
back Guarantee of

GUNNS LIMITED

WEST TORONTO
Ontario

HAMS AND BACON

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

MADE UNDER GOVERNMENT INSPECTION.

F. W. Fearman Co.

LIMITED
HAMILTON

Every

Man, Woman and Child in Canada

Knows

REINDEER

It stands for the Purest, Richest
Condensed Milk.

It carries the most Businesslike
and attractive proposition.

It will pay you to get it.

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



YOU ARE NOT

Gambling

When you order our

Hams

Rolls

Backs

Breakfast Bacon

They bring repeat orders

The Wm. Ryan Co.

LIMITED

70-72 Front St. East

Toronto

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The sl
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Pure Lard—
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Boxes, 50
Tubs, 50 l
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Cases, tin

Dressed hogs,
Br. Bacon ...
Windsor laco
Roll bacon ...
Prime hams...

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Produce and Provision Situation of the World

Hog Prices Again Higher and Products Advance — Butter Plentiful and Prices are Easier—New Cheese Coming on the Market.

The slight decline in the price of hogs didn't last long and the figures have again returned to their former height. Hogs are firm at \$11.00 for dressed and \$7.75 live weight f.o.b. at country points. The farmers hold the situation and the moment packers drop the price, they hang on to their pigs. The local demand, as well as for export is active with a very firm feeling. Liverpool quotes lard 3d. and bacon 6d. higher. By all appearances the lovers of the favorite breakfast bacon, and for ham and eggs will have to pay long prices for some time. There is nothing cheaper in sight.

Butter is plentiful and one thing at least that can be bought at a reasonable price. Large quantities are going into cold storage. This has the effect of regulating the market, and from causing a slump.

Eggs are keeping firm, with no sign of a decline in sight.

The new make of cheese is coming on the market, but it trickles in very slowly and is not sufficient in quantity to affect the firmness in prices.

MONTREAL.

PROVISIONS.—A very strong feeling in the provision market is evidenced by the advances which are recorded this week. Hogs continue scarce, and the receipts being so light makes it difficult for packers to fill orders for all the products of hogs, hence the advanced quotations.

| | |
|--|-------------|
| Compound Lard— | |
| Tierces, 375 lbs. | 0 10 1/2 |
| Parchment lined boxes, 50 lbs. | 0 10 1/2 |
| Tubs, 50 lbs. | 0 10 1/2 |
| Wood pails, 20 lbs. net. | 0 11 |
| Tin pails, in cases. | 0 1 1/2 |
| Heavy short cut pork, in bbls. | 25 00 |
| Selected heavy clear fat back pork. | 25 50 |
| Very heavy clear pork. | 25 00 |
| Plate beef, 100-lb bbls. | 8 00 |
| " 200 " | 15 50 |
| " 300 " | 22 50 23 00 |
| Pure Lard— | |
| Tierces, 375 lbs. | 0 13 1/2 |
| Boxes, 50 lbs., grained. | 0 13 1/2 |
| Tubs, 50 lbs. | 0 14 1/2 |
| Pails, wood, 20 lbs., parchment lined. | 0 15 |
| Tin pails, 20 lbs., gross. | 0 14 1/2 |
| Cases, tins, 10 lbs., each. | 0 15 1/2 |
| " 5 " | 0 15 1/2 |
| " 3 " | 0 15 1/2 |
| Dressed hogs, fresh killed. | 12 0 0 |
| Br. lard. | 0 15 1/2 |
| Windsor lard. | 0 15 1/2 |
| Roll bacon. | 0 15 1/2 |
| Prime hams. | 0 15 1/2 |

BUTTER.—A firm tone in the butter market is noticeable this week. Creamery prices are a little higher than they were a week ago. On two boards last Saturday, St. Hyacinthe and Cowansville, 4,000 packages changed hands. Local demand is good.

| | |
|-----------------------|---------------|
| Creamery, solids, lb. | 0 23 |
| Creamery prints. | 0 23 1/2 |
| Dairy, tubs, lb. | 0 17 0 17 1/2 |

CHEESE.—There is a little old cheese left, which is being used up gradually by the local merchants. New cheese is arriving in larger quantity every week. Prices rule steady.

| | |
|---------------------|------------------|
| New ch. es., ar. e. | 0 2 1/2 0 12 1/2 |
| twins. | 0 2 1/2 0 13 |
| Old cheese, large. | 0 15 1/2 0 16 |
| " twins. | 0 15 1/2 0 16 |
| " small. | 0 15 1/2 0 16 |

EGGS.—Receipts are increasing weekly, but warmer weather would be welcomed, as it is still a little too cool for large shipments to be expected from the country. Prices are steady, with demand satisfactory.

| | |
|------------|---------------|
| New laids. | 0 19 0 19 1/2 |
| No. 2. | 0 15 0 16 |

HONEY.—No change in prices has occurred. The market is dull.

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

TORONTO.

PROVISIONS.—The slight drop in the price of hogs last week has fully recovered, and the market is keen with a short supply. The local demand still continues to absorb about all that is available and very little is left for export.

| | |
|---------------------------------|---------------|
| Long clear bacon, per lb. | 0 13 0 13 1/2 |
| Smoked breakfast bacon, per lb. | 0 15 1/2 0 16 |
| Roll bacon, per lb. | 0 12 0 12 1/2 |
| Light hams, per lb. | 0 15 0 15 1/2 |
| Medium hams, per lb. | 0 15 0 15 1/2 |
| Large hams, per lb. | 0 15 0 15 1/2 |
| Shoulder hams, per lb. | 0 11 0 11 1/2 |
| Backs, plain, per lb. | 0 17 0 17 1/2 |
| " pea meal. | 0 17 1/2 0 18 |
| Heavy mess pork, per bbl. | 21 00 21 50 |
| Short cut, per bbl. | 24 50 25 00 |
| Lard, tierces, per lb. | 0 13 1/2 |
| " tubs. | 0 13 1/2 |
| " pails. | 0 14 |
| " compounds, per lb. | 0 08 1/2 0 11 |
| Dressed hogs. | 11 00 |
| Live hog, f.o.b. | 7 75 |

BUTTER.—The best butter in the year is usually made in June and this year on account of the cool weather the quality is excellent, and the yield large. With the splendid cold storage equipments, all the surplus goes into cold storage, where it is held in good condition for later use. Owing to the large receipts prices are about 1 cent lower.

| | |
|----------------------------|-------------------|
| Fresh creamery print. | Per lb. 6 21 0 22 |
| Farmers' separator butter. | 0 19 0 20 |
| Dairy prints, choice. | 0 17 0 18 |
| Large rolls. | 0 16 0 17 |
| Baking butter. | 0 13 0 15 |

CHEESE.—The cheese market is firm, but no visible change in prices. The make is large, but the feeling is that prices will be maintained.

| | |
|-----------------------|----------|
| Cheese, large, prime. | 0 14 |
| " twins. | 0 14 1/2 |
| " new. | 0 13 |

POULTRY.—The supply of poultry is increasing, and prices are lower. Spring chickens are now selling at 30c a lb. This looks cheap, but a few years ago would have been entirely out of reach. Fowl arrive in good condition and at a slight decline are picked up quickly.

| | |
|------------------------------------|-----------|
| Early spring chicken, alive per b. | 0 30 0 35 |
| Young chicken, dressed, per lb. | 0 15 0 18 |
| Hens, per lb., dressed. | 0 14 0 15 |
| Turkeys, per lb., large. | 0 15 0 16 |
| " medium young. | 0 16 0 17 |
| Ducks. | 0 15 |

EGGS.—In spite of the larger shrinkage, dealers are keeping up their prices

firmly, in the country, in order to secure the immense quantities required for present use and at the same time to put in cold storage for next winter.

| | |
|-------------|------|
| Fresh eggs. | 0 10 |
|-------------|------|

MAPLE SYRUP.—This article is not receiving any attention, in fact is out of season. Honey will soon take its place, but it is too early to know anything about the coming crop. Some interesting information may be expected shortly.

| | |
|--|-----------|
| Maple syrup, in bulk, imperial gallon. | 1 80 0 90 |
| " in tins. | 1 00 1 10 |
| " sugar, per lb. | 0 09 |

A LOSING GAME.

Investigating Wall Street, Gov. Hughes' committee found plenty of difference of opinion about remedies, and even about facts, but some of the testimony to which they listened has a decided general interest for the country. A Stock Exchange member of 40 years' standing stated that every one who enters Wall Street, except as a broker, loses. In a partnership contract to preclude a junior's speculating, this man made a bona fide offer of \$5,000 for the name and address of every verified winning customer of any Wall Street house—provided only that the customer had so traded for two years as to make his account an "active" one. Another, for 12 years a member of a prominent brokerage house, stated that in all this time, after very broad operations, not a single customer ever took out a dollar of net winnings. An ex-broker stated that a 10-year search covering scores of trading friends and acquaintances, as well as the records of five brokerage houses and one bucket shop, failed to find a single net winner. Most brokers estimate that between 90 and 98 per cent. of customers lose. As practically every marginal trader loses, every bucket-shop and Wall Street house has a complete new list of customers in from three to five years.—Collier's Weekly.

APPRECIATION OF THE SPECIAL GROCER.

The annual spring number of The Canadian Grocer has just been published and has been received by the many Peterboro customers of this popular trade journal. From the cover through to the last pages this number is entertaining to the average reader and particularly profitable to the grocers for whom it is intended. The cover design has been chosen with taste and is very effective. The articles in the spring number are nearly all of a special nature, and in most cases are stories of how grocers have made successes of their business, or of some particular lines of it. There are two stories of Peterboro men, Messrs. R. C. Braund, White and Gillespie. Peterboro grocers have expressed themselves as much pleased with the special number.—Peterboro Examiner.

Canadian Trade Changes of Recent Occurrence

Merchants Who Have Bought and Sold During Past Few Weeks
—Assignments and Meetings of Creditors.

Ontario.

G. H. Cooper, grocer, Toronto, has sold to B. H. Dobbin.

A. B. Meriless, merchant, Almonte, Ont., has assigned.

Jas. Gingras, merchant, Hespeler, Ont., has assigned.

S. L. Squire, general merchant, Villa Nova, Ont., was burned out recently.

Geo. McTavish, general merchant, Lavalee, Ont., is retiring from business.

Wm. Nimmo, general merchant Ravenswood, Ont., advertises his business for sale.

C. F. Eedy, grocer and flour & feed merchant, London, has been succeeded by J. W. Eedy.

The stock of the estate of Gardner & Co., general merchants Kenora, Ont., has been sold.

J. R. Croft, grocer and hardware merchant, Limehouse, Ont., has sold to G. E. Polkinghorne.

W. Hubbert, wholesale and retail provision merchant, Toronto, has sold his business by auction.

A meeting of the creditors of Tisdall & Co., baker and confectioner, Peterborough, is called for the 17th inst.

J. A. Smith, who for several years has been leading salesman for Hume Bros., Campbellford, Ont., and George Haig, who has held a similar position in P. Corkery's store, have purchased the grocery stock and business of the late R. S. Shannon, of that town.

Quebec.

The Castle Blend Tea Co., Montreal, have dissolved.

Jos. Naulin, general merchant, Levis, Que., has assigned.

J. A. Tremblay, general merchant, Bic, Que., has assigned.

J. A. Arseneau, general merchant, Rousseau Leblanc, Que., has assigned.

J. B. Chartrand, general merchant, Ste. Marthe, Que., has compromised.

Vezeau and Frere, general merchants, Cheneville, Que., meeting of creditors.

S. J. Carter & Co., wholesale grocers, Montreal, have registered.

Isaac Smilovitch, grocer, Montreal, had his stock damaged by fire recently.

Godbout & Co., wholesale grocers, Chicoutimi, Que., has obtained a charter.

Haddock Bros., general merchants, Barnston, Que., have dissolved partnership.

A. Nault & Sons Co., general merchants, Maniwaki, Que., has obtained a charter.

J. R. McQuat, general merchant, Lachute, Que., is offering his business for sale.

D. W. Ayer, Moes River, Que., general merchant, sustained loss by fire last week—insured.

The assets of J. A. Tremblay & Co., general merchants, La Tugue, Que., have been sold.

Western Canada.

The Calgary Grocery Co., has sold to J. Inglis.

Pacific & Eastern Tea Co., Montreal, have dissolved.

H. Allnut, grocer, Victoria, B.C., has sold to E. Millar.

Cooper Bros., grocers, Vancouver, have sold to P. Grant.

Williams & Scott, grocers, Nokomis Sask., have dissolved.

Pennington & Woodward, grocers, Victoria, B.C., have dissolved.

J. & B. Gadsden, general merchants, Winnipeg, have closed their store.

The assets of J. A. Plourde & Co., grocers, Montreal, have been sold.

Carr Bros., general store, Parksville, B.C., has sold to T. T. M. Custance.

R. Scharffe, grocer and fish dealer, Vancouver, B.C., has sold to W. Blair.

Freeman & Sutton, Vermilion, Alta., have bought stock of W. F. H. Thompson.

Wm. Binning, general merchant, Lumsden, Sask., has sold to H. T. Baker & Co.

J. Hourie, baker & confectioner, Prince Albert, Sask., has sold to Roy Taylor.

Geo. Gray, general merchant, Graysville, Man., has been succeeded by Chas. Murray.

T. D. Carmichael, general merchant, Fort Coulange, Que., was burnt out recently.

J. Hanasek, Leofield, Sask., general merchant, has been succeeded by Paul Wilde.

Wylie Bros., Leslie, Sask., general merchants, have been succeeded by L. A. Wylie.

Golstein Bros., general merchants, Canora & Raddisson, Sask., have sold their stock.

A. H. Wylie, general merchant, Theodore, Sask., has sold his Leslie branch to L. A. Wylie.

A. Mather & Son, general merchants, Asquith, Sask., contemplates retiring from business.

A meeting of creditors has been held of Kelly Bros., general merchants, Watertown, Sask.

F. Fowler & Co., grocers and butchers, Moose Jaw, Sask., have been succeeded by Edmondson & Best.

The Dominion Trading Co., general merchants, Dominion City, Man., are succeeded by Pearlman & Weingarden.

The Stuartburn Trading Co., general merchants, Dominion City, Man., has been succeeded by the Dominion City Trading Co.

BASKETS

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

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

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

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

TOMATOES AND GALLON APPLES

One car of each cheap
Quality guaranteed the finest

F.O.B. ONTARIO
**W. H. ESCOTT
BROKER**
WINNIPEG MANITOBA

BARRELS

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

H. CARGILL & SON
CARGILL, ONTARIO

SALT

Car lots of Fine, Medium or Coarse, in Barrels, Sacks or Bulk.
TORONTO SALT WORKS
125 Adelaide Street E., Toronto

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

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

The Irish Grocer, Drug, Provision and General Trades' Journal,
10, Garfield Chambers, Belfast, Ireland

THE CANADIAN GROCER.



Just Read the Directions!

GROCERS—

get familiar with the many uses of

GILLETT'S LYE

and recommend it to your customers for making soap, cleaning of all kinds, and as a disinfectant. It's a sure trade bringer. REFUSE SUBSTITUTES and the various "Just as good" kinds. They may cost you a few cents less per case, but do they pay you as well as the old reliable—the standard—**GILLETT'S LYE**?



GILLETT'S CHEMICAL WORKS ESTABLISHED 1852.

Beans Have Doubled in Price

during the past few years, as every dealer knows.

This has made the slight increase in cost of

CLARK'S Pork and Beans

necessary. Farmers and others understand this and the sale of these goods will go on just as freely as ever.

ONLY EXPLAIN TO THE CUSTOMER who does not understand WHY the price has been increased.

Wm. Clark, Montreal

Manufacturer of
HIGH-GRADE FOOD SPECIALTIES.

REMEMBER

BOVRIL

is invaluable in the kitchen
in the summer

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

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

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

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

BOVRIL LTD.

27 St. Peter St., - MONTREAL

Western Travelers Seek Lower Railway Rates

Several Reforms to be Requested by the British Columbia Knights of the Grip—Baggage Rates, Hotel Accommodation, Including Fire Escapes, Discussed and Resolutions Passed.

Vancouver, B. C., June 11.—This was commercial travelers' week, the first time that the wholesale houses have given their men seven days off at the same time. It was inaugurated on Monday with a luncheon tendered by the wholesale men and returned with a smoker by the travelers, at which many matters of mutual interest were discussed. On Thursday, nearly all the travelers and many others took the steamer Makura to Seattle to attend the Fair, returning on Sunday.

H. A. Stone, of Gault Bros., Limited, President of the Board of Trade, occupied the chair at the luncheon, when about 150 were present. Speaking as an employer, he stated that the Commercial Travelers' Association had done much good for the wholesale men. The cause of the traveling men in nearly every case became the cause of the wholesalers, and when unity was effected, strength came also.

R. E. Jamieson, of the Canadian Rubber Company, introduced the first resolution, calling for the appointment of a committee to secure lower transportation charges for British Columbia travelers. He pointed out that Toronto travelers coming westward could go through to Victoria at two cents per mile, ordinary tariff, while the British Columbia man had to pay three cents. On a trip of 6,000 miles, the Ontario traveler had a \$60 advantage over the Coast drummer, the Manitoba man \$45, and the Alberta and Saskatchewan traveler, \$30. Taking into consideration the fact that there were 1,000 travelers doing business in British Columbia

towns, this meant a large financial difference. Moreover, in six months of the year, the Eastern man had a special advantage in the tourist rates and could travel at 1½ to 1½ cents per mile. Besides, he had full stop-over privileges, an added advantage over the Coast traveler, who is without this benefit. A. R. Macfarlane seconded the resolution.

The question of excess baggage rates was brought up by E. B. McMaster, of McMaster & Sons, wholesale clothiers. This also threw the eastern and western men into comparison, much to the advantage of the former. Mr. McMaster stated that the excess rate on baggage was 12½ per cent. on a first-class fare, that is to say the Eastern man pays 12½ per cent. on a two cent rate, while their western confreres are assessed the same percentage on a four cent rate. His resolution was to the effect that the wholesale men be asked to lay the question before the Railway Commission, in conjunction with the Vancouver Board of Trade. F. J. Lumsden, was seconder.

Hotel Accommodation.

E. F. Gerster proposed that the Association name a committee to draw up a progressive policy regarding hotel rates and accommodation. The objection in this case was that in some of the outlying towns third-class accommodation was given, but the rates were for first-class or even higher. This committee could receive the complaints from the men affected and then deal with the hotels. He hoped the wholesalers, who were also affected, would assist.

In seconding the resolution, E. J. Stollard dealt with the fire escape ques-

tion, showing that while the licence act expressly called for their instalment, in very few cases was it obeyed. Fire escapes were made compulsory in Saskatchewan and Alberta, and he would like to see the same done in British Columbia.

Livery and transfer charges were handled by A. R. Macfarlane, who moved a resolution calling for action by a committee with a view to remedying the evil. J. R. McIntosh was seconder. Mr. Macfarlane gave instances of excessive charges in Greenwood, where a charge of \$7.50 was made for a drive of four miles to Phoenix, and \$5 for a trip down the hill. In Cariboo, \$10 a day was charged for a single rig, and in Ashcroft \$1 was charged for taking a trunk across the street and back.

These resolutions went over to the evening session, when they were unanimously adopted after short discussions, and will be handled by the following joint committee: W. J. McMillan, wholesale grocer; R. P. McLennan, wholesale hardware; Henry A. Stone, wholesale dry goods; travelers, William Burke, H. M. Burritt, E. B. McMaster and R. E. Jamieson.

The smoker proved enjoyable, among the items on the programme being: comic songs, T. Jones; recitation, H. McKelvie; song, J. Collins; costume song, E. Dwyer; blindfold boxing, A. R. Kelly and R. Douglas; song, H. M. Burritt; Chinese monologue, H. McKelvie. A bread race, participated in by several of the travelers, was a feature of the evening. At the conclusion of the smoker, supper was served to the hundred odd present.


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.

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

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

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

52 Highest Awards In Europe and America
WALTER BAKER & CO.'S
CHOCOLATE & COCOA




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


Registered U. S. Pat. Off.

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

WHITE DOVE BRAND



Almond Paste



Cocoanut
SATISFIES EVERYBODY

W. P. DOWNEY
MONTREAL

Ten Good Reasons why you should push Christie's Biscuits—

1. Because you know Christie's Biscuits are the best.
2. Because the people of Canada know they are the best.
3. Because we are telling the people, through our advertising, just why they are the best.
4. Because the goods will stand behind, and justify, any claims that we can make to you, or you to your customers.
5. Because, for the sake of your reputation, you cannot afford to recommend any but the best goods.
6. Because Christie's give you a larger turnover, and greater aggregate profit, in your biscuit department.
7. Because Christie's Biscuits sell much easier than any others—and satisfy your customers better.
8. Because Christie's are, and always have been, the standard line in Canada.
9. Because Christie's Biscuits draw the particular trade—and hold it.
10. *Because Christie's Biscuits sell more than biscuits.*

Christie, Brown & Co., Limited

DAILY CAPACITY 30,000 LBS.



**Dignard
Limited**

BISCUIT
MANUFACTURERS

MONTREAL

"LUCERNA"

IMPORTED

Swiss Milk Chocolates

will surely please your customers.

To buying agents for certain districts special terms are offered.

Write us for samples prices, etc.

**LUCERNA ANGLO SWISS MILK
CHOCOLATE CO.**

214 Princess Street, - - Winnipeg



Family trade is more desirable than transient custom. In handling

CARR & CO.'S BISCUITS

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

ASK OUR AGENTS FOR THEM.

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

AGENTS:

| | | |
|---|---|--|
| Wm. H. Dunn, Hamblin & Brereton, L. T. Mewburn & Co., Ltd. The Standard Brokerage Co., Ltd., T. A. MacNab & Co., | Montreal and Toronto, Winnipeg, Vancouver, B.C., St. John's, | Eastern Provinces Port Arthur to Alberta Province of Alberta British Columbia Newfoundland |
|---|---|--|

You Can Very Easily Work Up a
Snug Little Trade in

Cowan's Cake Icings

Just get your customers who are not already using them to try a single package.

That will be pretty sure to make them regular users, to their satisfaction and your profit.



SOFT MINTS—50. boxes.

ACME PELLETS—5-lb. tins.

M. & R. WAFERS—5c. bags.

and a complete line of

LOZENGES, ETC.

Hard and Soft Licorice Specialties

Appropriate for the confectionery, grocery and drug trades.

Price Lists and Illustrated Catalogue on request

AGENTS

ONTARIO, R. S. McIndoe, 54 Wellington St. E., Toronto

PROVINCE OF QUEBEC and MARITIME PROVINCES

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

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

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

By Royal



Letters Patent

NELSON'S POWDERED GELATINE

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

NELSON'S Gelatine and Licorice LOZENGES

Should be in your confectionery department.

G. NELSON, DALE & CO., Ltd.

EMSCOTE MILLS, WARWICK, ENGLAND

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

CANADA:
No better
Country



MOTT'S:
No better
Chocolate

All the year round

Mott's

"Diamond" and "Elite"

brands of

Chocolate

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

EVERY JOBBER SELLS THEM

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

SELLING AGENTS:

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

Flour,

The con-
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Feed flour.....

Flour, Cereals and Confectionery Department

Confectionery Season in Full Swing—Cereals Firm in Price—
Advantages Gained in Maintaining Proper Storehouse for Flour.

The confectionery season has now arrived in earnest and as most grocers are now handling it they should make hay while the sun shines. Those who feature it in their business are just now displaying it in their most attractive methods using handsome showcases and selling quality goods.

The cereal market is again on the verge of an advance. With scarcely half a dozen car loads of wheat in Ontario and a scarcity in the west there is little wonder. Oats have reached the phenomenal figure of 62 cents (Toronto), so that rolled oats are firm.

Those grocers who deal in flour and cereals will be interested in advice given by a professor in the Iowa State College on storerooms. He says: "In your warm, damp storerooms and cool, damp storerooms your best flour deteriorates at the rate of 1 to 2 per cent. per month. Your poorer flour deteriorates at the rate of 3 to 1 per cent. per month. Flour stored in such places becomes sourer as time goes on, and the rubbery nature becomes dead, or the dough is rotten in texture. It is not the miller's fault this time, but the fault of your storehouse where too much acid is formed, and increased acid breaks down the quality of your flour by destroying the proteids of it. The effect that storage under such conditions has upon the starches of flour has not yet been satisfactorily determined, but doubtless these important components of flour are equally affected. But what does this actually mean to the baker? It means that where he should get 320 sixteen-ounce loaves to the barrel of flour he gets only about 300 loaves. Such a state of returns will materially reduce his net profits out of a quantity of stored flour.

MONTREAL.

FLOUR—There has been another advance in flour since last week, and the present very high quotations tend to keep down the volume of business, which is not large anyway. Export business is very slight.

| | | |
|------------------------------------|------|------|
| Winter wheat patents..... | 6 85 | 6 85 |
| Straight rollers..... | 6 55 | 6 80 |
| Extra..... | 6 00 | 6 10 |
| Royal Household..... | 6 50 | |
| Canada..... | 6 00 | |
| Manitoba spring wheat patents..... | 6 30 | |
| " strong bakers..... | 5 80 | |
| Five Roses..... | 6 30 | |
| Harvest Queen..... | 5 80 | |

ROLLED OATS—No changes have occurred. Some wholesalers are still selling at old figures, despite the recent advances, in order to reduce their stock for the summer months. There will not be a great deal done in this line until the fall now.

| | |
|--------------------------------------|------|
| Fine oatmeal, bags..... | 3 15 |
| Standard oatmeal, bags..... | 3 15 |
| Cracked..... | 3 15 |
| Gold dust cornmeal, 98-lb. bags..... | 2 10 |
| Boiled cornmeal, 100 lb. bags..... | 1 55 |
| White cornmeal..... | 2 00 |
| Roller oats bags..... | 2 90 |
| bbls..... | 6 05 |

FEED—Business is quiet, and prices have not changed.

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

TORONTO.

FLOUR—Although no advances are quoted in flour this week the market is strong in view of the figures at which wheat is standing. Wheat during the week was an uncertain commodity. Last Friday in Winnipeg it opened at \$1.34½ going up to \$1.39 and closing at \$1.35. On Monday and Tuesday similar up-and-down conditions prevailed so that millers scarcely knew where they were at. The local demand for flour is keeping up well although sales are made in small lots. There is some demand from the old country but little from the Maritime Provinces. Millers say there is not much money in flour these days. Wheat is scarce in Ontario and one miller believed that there couldn't be scraped up five car loads in the whole province. Prospects for a good yield this year are splendid.

Manitoba Wheat.

| | | |
|--------------------|------|------|
| 1st Patent..... | 6 20 | 6 40 |
| 2nd Patent..... | 5 90 | 6 10 |
| Strong bakers..... | 5 70 | 5 50 |

Winter Wheat.

| | |
|----------------------|------|
| Straight roller..... | 6 20 |
| Patents..... | 6 40 |
| Blended..... | 6 00 |

CEREALS—On account of manufacturers being practically unable to obtain wheat in large quantities prices of rolled wheat are likely to advance. One manufacturer advanced prices on Monday 10 cents a barrel and more may be expected. Oats have reached the high price of 62 cents delivered in Toronto so that rolled oats are firm at prices quoted with the prospects for an advance. Demand for both these products is good but for oatmeal it seems to have fallen away somewhat with the warm weather.

| | |
|---|------|
| Roller wheat, car load..... | 3 50 |
| oats..... | 2 75 |
| Oatmeal, car load..... | 3 00 |
| Roller wheat in barrels, 100 lbs..... | 3 70 |
| oats in bags, per bag 90 lbs..... | 2 90 |
| Oatmeal, standard and granulated, in bags 98 lbs..... | 3 20 |

FEATURES POTATOES.

C. M. McCollum, Brampton, Ont., succeeded Mr. McDevitt some time ago and in May last purchased the building for \$6,400 cash. He also purchased the flour and feed business carried on by McKellar across the road from his grocery store. He carries the best stock in Ontario and Manitoba flours and is making a good success out of his business. His store is a handsome one and well equipped. Mr. McCollum features potatoes and the sales in this line amount to an enormous quantity per year.

Jas. Dresser, grocer, Winnipeg, has been succeeded by Owen Hughes.

W. E. Graham general merchant, Broderick, Sask., has assigned to Chas. Garton.

The Hedley-Shaw Milling Company has been granted a lease of the East Elevator dock at Port Colborne, Ont., and will commence the erection of a large mill in the near future.



Step
by
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have
these
goods
won
favor
with
the
People.
They
are
great
trade
and
profit
makers

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



COX'S
GELATINE

When asked for GELATINE supply
COX'S and you cannot go wrong.
It is PURE and will do its work
WITHOUT FAIL.

Canadian Agents
C. E. Colson & Son, Montreal
D. Masson & Co., "
A.P. Tippet & Co., "
J. & G. Cox, Ltd.
Gorgie Mills
EDINBURGH.

HINTS TO BUYERS.

The vast majority of people regard information supplied by sellers but for which the editors of The Grocer do not necessarily hold themselves responsible.

An industry which while not new is yet in its infancy in Canada is the manufacture of those waxed papers which are used in the wrapping of candies, gums and confections. Most people hardly give the wrappers a second glance when unravelling them from purchased sweetmeats, but the making of the paper is quite an interesting and intricate process, and commands as much attention as the manufacture of the sweetmeats themselves. There are but three factories making these papers in Canada, and all of them are located in Toronto. Probably the largest is that of I. D. Bradshaw & Co., who claim to supply 75 per cent. of the waxed papers used in the Dominion. Waxed papers are made from the best qualities of tissue, imported from Britain, because the mills of Canada and the United States do not as yet turn out such high grade stock. The tissue comes in webs like the stock for a newspaper. Formerly it was the custom to employ a number of girls to do the waxing by hand, but now an almost lifelike machine does the work automatically. The paper is fed through the waxer much similar to a

printing-press. From the web the tissue passes through two rollers which straighten out all wrinkles; through a pan of hot wax, in which it remains for five seconds, through a set of cold steel rollers, which crush out the superfluous wax and at the same time cools and hardens it; and then over an air roller which thoroughly hardens it. At the other end of the machine the waxed paper is rolled in a web exactly as when it entered the waxer. The paper is now ready for the printing press, which is a combination web and Gordon. The paper passes off the web, halts a moment to get the impression and then passes on. Another machine takes the printed webs, cuts them into cross sections; and a third machine cuts these sections into the small squares ready for the candy wrapper. The enormous capacity of these machines may be judged by the fact that a couple of them turn out at a very low cost a million of these little printed waxed sheets in a day.

not be legitimately labeled "Lucca" is of an inferior quality but this not a fact although it may be quite true that in the remote past the oil produced at Lucca was better prepared than at other places but for many years it has been considered that the very finest olive oil made is the "Huile de Provence." In support of the claim to superiority of this oil, we may point to the fact that many well known producers quote higher prices under the description of "Huile de Provence" than for "Lucca."

H. GILBERT NOBBS.

HOME OF OLIVE OIL.

Editor Canadian Grocer.—Referring to the issue of The Canadian Grocer of the 7th ultimo, we notice on page 30 a paragraph referring to olive oil under the heading of "Dishonest Macaroni Labels." From the statement made a reader might conclude that olive oil which can-

WM. BERRY LTD.
 MANCHESTER and LONDON, ENG.
**Wax-Waterproof
 Shoe Polishes**
 Dominion Agent
SIDNEY LEAR, 77 York St., TORONTO

TO WHOLESALE TRADE:—

Buy your

**Whole Spices,
 Coffees,
 Sardines, etc.,**

from

H. COLLINGS & Co.

16 Philpot Lane, E.C.
 LONDON, ENGLAND

"Repeat Orders the Rule"

Quality always right Shipments prompt

Agents in MONTREAL, Mr. I. Russell Murray
 " KINGSTON, Mr. C. de Carteret,
 " TORONTO, Mr. James Haywood,
 " HAMILTON, Messrs. John W. Bick.
 & Greening.
 " LONDON, Mr. Geo. H. Gillespie.
 " WINNIPEG, Mr. W. H. Escott.

Established 1856



Users of ANCHOR BRAND FLOUR always enjoy an outing, because they do not fear return to HOME DUTIES; its quality invites work and makes BAKING DAY a pleasure.

Anchor Brand Flour

Manfd. by Leitch Brothers Flour Mills, Oak Lake, Manitoba.

**WILSON'S
 FLY PADS**



Annual sale many times larger than all other Fly Poisons combined.
 RETAILERS' PROFIT VERY LARGE.

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

When is Flour Efficient From the Retail Standpoint?

AN EFFICIENT man must do more work than he is paid for.

¶ If a man does \$2,000 worth of work a year and earns \$1,000, *he is efficient*. If he only does \$800 worth, he is an *inefficient* machine and will come to grief—likewise the store that employs him.

¶ You see, it is not the *price* of a man, or of a flour, or of anything else that matters. It's the *dividends* earned on the price paid.

¶ The *real* cost of a flour is not merely what you pay the miller. It is *that* plus selling expenses and other fixed charges often lost sight of. Therefore, a flour brand that only clears cost is not *good* flour. Its efficiency is z-e-r-o, *its consumption being equal to its output*.

¶ If FIVE ROSES takes a trifle more a barrel to reach your counter, but once in your store pays in *profit and good-*

will 50 per cent. additional in the annual turnover—is it not a better investment than “near good” stuff, which, in spite of *lower first cost*, barely clears *actual cost*, while failing utterly to realize the mighty claims of the seller or the expectations of the buyer?

¶ Which, think you, is the more efficient?

¶ Believe us, it is not a question of price *nowadays*—it never is. Price may bring a “one-time” customer to your store, but there's only one magnet to draw that customer back—*value received*. And when she gets to know FIVE ROSES' excellence, the keenest bargain hunter in your district wouldn't take any other flour, not even as a gift.

¶ Just as a stitch in time saves nine, FIVE ROSES in time will save nine times its cost — and the time is *now*, isn't it, Mr. Grocer?

Lake of the Woods Milling Co.
LIMITED
MONTREAL AND WINNIPEG

FIVE ROSES FLOUR

Troubles Experienced in Debt Collecting

Lack of Promptness The Outstanding Abuse—An Actual Instance of a Collector's Series of Visits To Secure Payment on a Small Undisputed Account—Value of Co-operation in Settling Trade Disputes.

By M. Moyer.

In my last article I made the statement that lack of promptness was the chief abuse of the credit business. The actual losses through uncollectable accounts amount to comparatively little when compared with the loss of time, which is wasted through this depraved and infamous habit.

I will now give an instance of a retail merchant as it actually happened in Toronto.

The bill of an account less than \$5.00 was handed to a grocer for payment. He took it and made the promise that he would attend to it. In about three weeks after, the same account was presented again. This time he made an apology and requested the collector to call on Thursday the following week. Promptly on time the latter was there. With an innocent smile, the grocer made the excuse that he had forgotten about it, and that he should call the following Tuesday. Again promptly on time the collector made his appearance.

This happened to be a day after a holiday and for that reason he decided that the collector must call again; he was then asked to call any time he happened to come around that way. The next visit was on a Saturday morning, and he found the grocer sitting on a box with apparently nothing to do, and not a customer in sight. As soon as he entered the door the grocer called his attention to the fact that this was Saturday, and therefore too busy to pay an account.

The next trip happened to bring the collector there on the following Friday at about 5 o'clock P.M. This time he was a little ruffled and told the collector that he should know better than to come at that time of the day when grocers were always busy. He was therefore indignant and somewhat annoyed and quite naturally the collector who had made six trips already begged his pardon for trespassing on his valuable time and left to call again. The account is not paid yet but it is promised to be paid next Monday.

Causes Immense Losses.

Now this man is not a dead beat, he does not dispute the account. He is not a poor man; he has the money to pay it, and he is willing to pay it at some other time, but not now. How much of that small account is left after the time is considered during which he spent in calling for it? But this is only the first loss. This man who was trying to collect this account may have owed somebody else and not being able to collect it, had to disappoint his creditor as well. When one comes to figure out the losses through

this detestable practice it runs into figures beyond comprehension.

Why then should such a state of affairs continue? Is the Toronto Wholesale Fruit, Produce and Provision Association right in taking action against this expensive monster and adopting stringent methods to put a stop to it? It must be admitted that they were justified in attacking this evil, but it is possible they may have made a mistake in antagonizing those who were prompt in their payments. We shall leave that with themselves.

Business men, however, should learn that where two interests are concerned, both parties should be consulted, especially when they are dependent on each other. If this were always done there would be less trouble experienced in the trade in general.

Enforcing of Promptness.

The difference between cash and credit is simply the difference in the method of enforcing promptness. In selling for cash one takes no chance but enforces promptness on the spot before he allows the goods to leave the store.

Some sell on credit, but in order to force the buyer to be prompt he holds a lien on the goods. But with decent people this is not necessary. Their word is taken as sufficient. If a man therefore obtains credit on his decency, he should be voluntarily prompt, or he has no right to that privilege and his credit should immediately cease. Disappointments may happen, that a man may not be able to meet his obligation, but that does not prevent him from being prompt to meet the case in a businesslike manner.

ALL ABOARD
GET READY TO SUPPLY THE
DEMAND FOR

GREAT WEST
CUT PLUG
SMOKING and CHEWING
TOBACCO
SALES INCREASING DAILY

**CLAY
PIPES**

Those made by
McDOUGALL
are peerless. Insist upon
having them.

D. McDOUGALL & CO., Glasgow, Scot.

ASK FOR THE CELEBRATED
BISCUITS

G. N. Pichet

For sale by all Leading Grocers

JOS. COTE Wholesale Tobacconist
186-188 Rue St. Paul Importer
EXCLUSIVE SOLE AGENT

Tel. Up 2076 Tel. East 5964
YOUNG'S PATENT PIPE
in Seven Shapes
W. J. GRANT
Sole Agent for Canada
506 Lindsay Building, MONTREAL.

BLACK WATCH

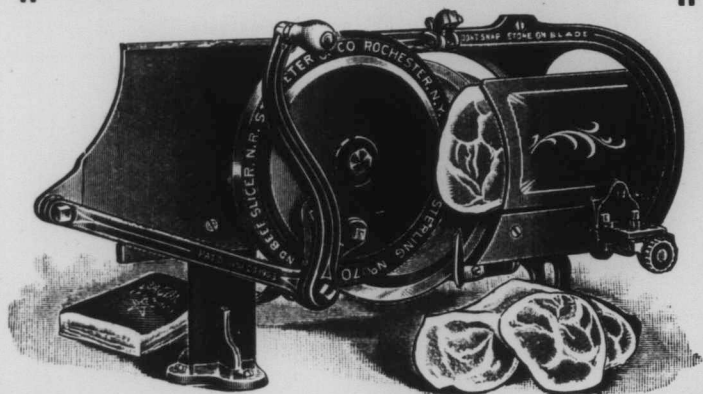
The Big Black Plug
Chewing Tobacco.

Already a Big Seller

Sold by all the Wholesale Trade



THE STERLING SLICER



**SLICES PERFECTLY
COOKED HAM, BACON
and all boneless meats**

The only machine that cuts the ends. Over 500 sold in Canada last year. Every grocer and butcher should have one. The price is low. Sold on monthly payments,

Write us for illustrated booklet of testimonials.

HOWARD BROS.

Canadian Agents

Brantford, Canada



MEN WHO SELL THINGS

By

WALTER D. MOODY

¶ Mr. Moody analyzes the science of his profession with precision.

¶ He indicates the weak points which the salesman is heir to.

¶ He suggests ways to overcome them.

¶ He shows how to cultivate the essential qualities of a salesman.

¶ His title to proficiency in this subject is backed by an abundance of native business acumen, ripened by Twenty years of observation and experience as Travelling Salesman, European Buyer, Sales Manager and Employer.

¶ He has recently been made Business Manager of the Chicago Chamber of Commerce; the largest body of business men in the world.

¶ While the supply lasts we will mail a cloth bound copy of "Men Who Sell Things" to anyone sending us one new paid-in-advance subscription to this paper.

THE MacLEAN PUBLISHING CO.

Subscription Department

TORONTO - CANADA

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

IF NOT WHY NOT ?

"Tuckett's Special"

the new 10c. plug is the latest

Order from Your Wholesaler

Manufactured
from

Imported Leaf Exclusively

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

HAMILTON, CANADA

Strawberries

A few cases Canadians, coming forward. Next week will see quite heavy arrivals—crop will be heavy and good. Send in your orders.

California Navel's are about done—will now be receiving Late Valencias, and from all our reports, crop is of fine quality and prices lower than ever before—expect trade will take them in large quantities, as keeping qualities are good.

Have, as usual, full stock of Cuban and Florida Pines, Tomatoes, Cabbage, Beans, Potatoes, etc.

McWILLIAM

Mc. AND E.

EVERIST

25-27 CHURCH ST. - TORONTO

1881

28 Years and

St. Nicholas Home Guard

continue to be the Standard of Lemon Perfection.

AGENT:
J. J. McCabe
32 CHURCH ST., TORONTO

Canadian Fruit, Vegetable and Fish Markets

California Fruits Auctioned in Montreal — Seventy-Two Carloads Arrive in Toronto in Three Days—First Canadian Strawberries on the Market—Potatoes Easing off in Price — Fish Trade Good.

MONTREAL.

GREEN FRUITS. — New California fruits are the feature of the market this week. A couple of cars, the first of the season, arrived Monday and were auctioned off to the wholesale fruit dealers. Prices were not high, considering that the fruits were the first to arrive. Peaches, apricots and plums made up the cars. California pears are not yet in season, but should be here about July 1. Lower prices on California cherries are expected next week. Half a car is due to arrive at the end of this week which should result in a drop of 50c or 75c in prices, as this supply will be on the market for next week's demand. Those watermelons which were awaited for so anxiously have arrived and are moving out satisfactorily. Bananas are a little firmer this week. Home strawberries will be shipped into Montreal, beginning on Monday. These will come from all points in the Niagara Peninsula and as far west as Windsor. Grape fruit is scarce and high. Georgia peaches are now quoted, \$4 a crate. Oranges are steady. Lemons are still quoted at old figures, with demand slow, owing to the weather being too cool.

| | | |
|-------------------------------------|------|------|
| Oranges, California navels | 2 50 | 3 00 |
| " " bloode | 4 25 | 4 75 |
| " " late Valencias | 3 50 | 3 75 |
| " " Valencias | 4 50 | 5 00 |
| " " Cubans | 2 25 | 2 50 |
| Lemons, crate | 2 00 | 3 00 |
| Peaches California, box | 2 00 | 2 00 |
| " " Georgia, per crate | 4 00 | 4 00 |
| Apricots, California, per crate | 1 75 | 2 00 |
| Plums California, per crate | 2 25 | 2 50 |
| Cherries, California black, per box | 2 75 | 3 00 |
| " " white | 2 75 | 2 75 |
| Strawberries, imported, per basket | 0 12 | 0 17 |
| Watermelons, each | 0 40 | 0 40 |
| Grape fruit, per box | 3 25 | 6 00 |
| Bananas crated, bunch | 1 60 | 2 25 |
| Pineapples, Cuban, crate | 2 15 | 2 40 |
| " " Florida, crate | 2 25 | 2 25 |
| Cranberries, per crate | 4 75 | 4 75 |
| Apples, Spies, XXX, bbl | 7 00 | 7 50 |
| Coconuts, bag | 4 00 | 4 00 |
| Limes, per box | 1 00 | 1 00 |

VEGETABLES.—Texas tomatoes are now on the market, replacing Floridas, the last of which have arrived. The quality and price of the Texas ranges about the same as for Mississippi. Tomatoes, cabbage and cucumbers are occupying chief attention. The price of cucumbers has declined very considerably, as will be noticed. Increased receipts of Bermuda onions has resulted in a drop in the price of them. New carrots, Montreal, are now on the market. Rhubarb, lettuce and radishes are very plentiful. Canadian spinach is quoted this week 50c a box.

| | |
|-----------------------------------|------|
| Mushrooms, lb | 0 75 |
| Cucumbers, basket | 2 50 |
| New carrots, dozen | 1 00 |
| Florida tomatoes, crate | 2 25 |
| Mississippi tomatoes, small flats | 0 85 |
| Leeks, dozen | 1 50 |
| Parasips, bag | 1 00 |
| Green peas, basket | 3 50 |
| Asparagus, doz | 3 00 |
| Canadian asparagus, basket | 1 50 |
| Cauliflowers, doz | 2 00 |
| Parasip, doz | 0 75 |
| Sage, per doz | 9 00 |

| | |
|--|------|
| Savory, per doz | 0 60 |
| Celery, doz | 1 25 |
| Wash cress, large bunches, per bunch doz | 0 75 |
| Canadian spinach, box | 0 10 |
| Green peppers, crate | 3 50 |
| Beta, bag | 1 25 |
| Carrots, bag | 2 00 |
| New carrots, dozen bunches | 1 00 |
| Lettuce, early | 0 40 |
| Radishes, doz | 0 10 |
| Horse radish, per lb | 0 15 |
| Montreal potatoes, bag | 1 15 |
| Boston lettuce, (Montreal) | 1 00 |
| New Brunswick potatoes | 1 20 |
| P. E. I. potatoes, bag | 1 10 |
| New potatoes, bbl | 5 50 |
| Onions, large bag, lb | 0 31 |
| " " Egyptian | 0 03 |
| " " Bermuda, 50 lb. crates | 1 25 |
| Turnips, bag | 0 60 |
| String beans, basket | 2 50 |
| New cabbage, crate | 1 75 |
| Shallots, doz. bunches | 0 05 |

FISH. — Fresh mackerel is arriving very freely and lower prices, by 2c, rule this week. This is the season when they are most plentiful. Gaspé salmon is also coming into the city in quantity, and the market for it also is easier. Among the other lines which are easier in price might be mentioned shad and brook trout. Brook trout is coming in quite freely these days. Dressed bullheads and perch are very scarce, owing to the fact that the season for them is practically over. Perch is not quoted now. Halibut is still arriving in quantity and the market is steady. Haddock and cod are low, too. Plenty of lake fish are offering. Grass pike and sea trout are up in fresh fish, and live lobsters and soft shell crabs have also advanced. All frozen salmon is higher.

| FRESH | |
|--------------------------------------|------|
| Haddock, shore, per lb | 0 04 |
| Steak cod, per lb | 0 05 |
| Grass pike, round | 0 08 |
| Halibut, per lb | 0 09 |
| Dressed perch | 0 10 |
| Dore | 0 10 |
| Mackerel | 0 08 |
| Sea trout | 0 10 |
| Lake trout | 0 10 |
| White fish | 0 10 |
| Dressed bullheads (Barbotte), per lb | 0 10 |
| Sea bass, per lb | 0 10 |
| Gaspé salmon | 0 17 |
| Roe shad, each | 0 40 |
| Buck shad, each | 0 20 |
| Brook trout | 0 20 |
| Flounders | 0 10 |

| SMOKED | |
|------------------------------------|----------|
| Haddies, 15 lb. bxs., per lb | 0 07 1/2 |
| Kipperd herring, per box | 1 10 |
| Lar'se bloaters, per box | 1 10 |
| Smoked herring, small boxes | 0 18 |
| Smoked salmon, sugar cured, per lb | 0 25 |

| SHELL FISH | |
|---------------------------------|------|
| Select bulk oysters, per gal | 1 50 |
| " " " selects, per gal | 1 90 |
| Live lobsters, per lb | 0 11 |
| Boiled lobsters, per lb | 0 12 |
| Soft shell crabs, doz | 1 25 |

| FROZEN | |
|------------------------------------|------|
| Steak cod, lb | 0 04 |
| Halibut, per lb | 0 08 |
| B. C. salmon, red, per lb | 0 10 |
| Qualla salmon, per lb | 0 09 |
| Fall salmon, per lb | 0 08 |
| Dore, round, winter caught, per lb | 0 08 |
| Large whitefish, per lb | 0 08 |
| Small | 0 06 |

| SALTED AND PICKLED | |
|---|-------|
| Labrador herrings, half barrel | 2 80 |
| B. C. salmon, half bbl | 2 00 |
| No. 1 mackerel, pails | 2 00 |
| No. 1 mackerel, half bbls | 8 00 |
| Labrador sea trout, bbls | 12 50 |
| Labrador sea trout, half bbls | 6 50 |
| Skinless cod, 100 lb. cases | 5 25 |
| Boneless cod, in blocks, 5%, 6, 8, 9 and 10 cents per lb. | |

GREEN certainly half long ness. F every on year. S days last disposed cheap at strawber are ripe. to the G eating baskets of for which were not ten days in abund pears, pe the way few days

Apples, Spies
" " Russ
" " Bald
" " Green
Oranges, Cal.
" " Calif
" " Mexi
" " Pale
Lemons, Mex
Bananas
Grape Fruit, I
Pineapples, F
Strawberries,
Cherries, Cal

VEGET descriptio ties. Ton eipal line here whi of old pot to \$6.00 little easi Dealers an tities are which de crop com eations th fact that

MR. I If us you

Can

you c your marke carefu est of c most choice Hamil

Stev Ship Ham

TORONTO.

GREEN FRUIT.—The fruit market is certainly humming. The days are not half long enough in which to do the business. Five cars of fruit are sold to every one last year at this time of the year. Seventy-two cars arrived in three days last week, and all were handled and disposed of. Never were pineapples so cheap and this accounts for the enormous consumption. Cars and cars of strawberries have been sold before ours are ripe. From 1½ to 3c a box is paid to the Government for the privilege of eating "American" berries. A few baskets of Canadian berries have arrived, for which 25c a box was asked, but they were not sold at that. Within a week or ten days our own strawberries will be in abundance. A car of California pears, peaches, apricots and plums is on the way and will arrive here within a few days.

| | | |
|------------------------------------|------|------|
| Apples, Spies | 6 50 | 7 50 |
| " Russets | 3 70 | 4 10 |
| " Baldwins | 4 10 | 5 00 |
| " Greenings | 4 00 | 5 50 |
| Oranges, Cal. Valencia | 2 75 | 3 00 |
| " California naves | 3 00 | 3 50 |
| " Mexican | 2 10 | 2 10 |
| " Palermo bloods, half cases | 2 25 | 2 25 |
| Lemons, Messina | 3 25 | 3 50 |
| Bananas | 1 75 | 2 25 |
| Grape Fruit, Florida, box | 5 00 | 5 50 |
| Pineapples, Florida, crate | 2 00 | 2 25 |
| Strawberries, Maryland | 0 13 | 1 15 |
| Cherries, Cal | 3 00 | 3 25 |

VEGETABLES.—Vegetables of every description are arriving in large quantities. Tomatoes and cabbage are the principal lines. Lots of new potatoes are here, which on account of the abundance of old potatoes are selling slowly at \$5.50 to \$6.00 a barrel. Old potatoes are a little easier, but the market is unsettled. Dealers are trying to find out what quantities are still held by the farmers, on which depend the prices until the new crop comes in. One of the strong indications that potatoes will be lower, is the fact that the ears which are contracted

MR. DEALER,—

If you wire, phone or mail us your orders for

Canadian Strawberries

which are

NOW IN SEASON

you can depend upon having your order filled at lowest market prices promptly and carefully, as we exercise greatest of care in the selection of this most luscious fruit from the choicest berry patches of the Hamilton fruit district.

Stevens & Soloman

Shippers of Canadian Fruits, etc.

Hamilton, - Ontario

Phones 2700 and 690

CALIFORNIA

APRICOTS

PEACHES

PLUMS

CHERRIES

We Expect Our First Car to Sell at Auction Early this Week. Expect Prices to be Reasonable.

WHITE & CO., Limited

Wholesale Fruit and Produce

TORONTO



VERDELLI

My Packing and Grading of Lemons are unexcelled. Last car Fresh Cut just in, fine quality. Verdelli arrive first week in July. For general satisfaction mention my name when ordering Lemons.

"BUSTER BROWN"

FOLLINA BROS., Packers

W. B. STRINGER, Agent

PINEAPPLES

Fancy Colored Fruit, All Sizes

PLENTIFUL and CHEAP

FANCY { RIPE TOMATOES
RIPE BANANAS

NAVEL and MEXICAN ORANGES

Quality Excellent

Send us your orders. PRICES RIGHT.

HUGH WALKER & SON

GUELPH

ONTARIO

THE CANADIAN GROCER.

for, are all overloaded. An ordinary car of potatoes is about 400 bags, but if they are brought just before an expected drop they come in with about 600 bags and if they are bought before a rise they come with from 200 to 300 bags. These are among the "tricks of the trade." The first car of watermelons have arrived and sold at 50c each.

| | | |
|---|------|------|
| Beets, Canadian, old, per bag | 0 45 | 0 50 |
| " Florida, new, per dozen | 1 00 | 1 20 |
| Parsnips, per bag | 1 00 | 1 25 |
| Potatoes, Ontario, per bag | 1 00 | 1 10 |
| " Bermuda, per bushel | 2 00 | 2 50 |
| " " per barrel | 7 25 | 7 50 |
| " Texas | 6 50 | 6 00 |
| Onions, Canadian, dried, bag | 1 35 | 1 50 |
| " Spanish, crate | 5 01 | 5 55 |
| " Bermuda, per case | 1 50 | |
| " Egyptian, per sack of 112 lbs | 3 50 | 3 75 |
| Tomatoes, Floridas, per crate 6 baskets | 2 50 | 3 00 |
| " Mississippi per crate 4 baskets | 1 00 | 1 50 |
| Carrots, per bag | 1 00 | |
| " new, per bunch | 1 20 | |
| Cabbage, Florida, new | 1 50 | 1 75 |
| Turnips | 0 50 | 0 60 |
| Radishes, per dozen | 0 40 | 0 45 |
| Lettuce, per doz | 0 30 | |
| Sp nach, per bushel | 0 75 | |
| Egg plant, per doz | 3 00 | |
| Green peppers, per doz | 1 00 | |
| Cucumbers, per hamper | 2 00 | 2 25 |
| Asparagus, per basket | 1 50 | 1 75 |
| Green onion's | 0 25 | |
| Rhubarb | 0 25 | 0 30 |
| Beans, green | 1 25 | |
| " wax | 1 75 | |
| Peas, per hamper | 2 00 | |
| Corn, per doz-n | 0 30 | |
| Cress, per basket | 0 75 | |

FISH.—The fish market is steady with a good demand. Fish arrives in good condition, but scarcely enough to meet the demand. Trade is active and quite satisfactory.

| | | |
|--|------|------|
| Herring, medium, per lb., fresh caught | 0 05 | 0 06 |
| Whitefish, fresh caught | 0 10 | |
| Trout | 0 10 | |
| Cod, fresh caught | 0 08 | |
| Halibut, fresh caught | 0 10 | 0 10 |
| Haddock, fresh caught | 0 07 | |
| Pike | 0 06 | |
| Perch | 0 07 | |
| Carp | 0 03 | |
| Yellow pickerel | 0 09 | |
| Sea salmon | 0 17 | |
| Mackerel, each | 0 25 | |

HIGH PRICE AGITATION.

Winnipeg Press Blames Wholesalers and Retailers For Existing Fruit Prices.

Winnipeg, June 15.—Considerable agitation has been aroused by the local press during the past few weeks, over the high price of fruits and vegetables on the western markets.

It is to be regretted that the press did not use its valuable space to better advantage than to attack wholesalers and retailers for making an undue profit on these lines. The press had an excellent opportunity to agitate for

lower transportation rates and a reduction in duty, but such a thing was not attempted. The wholesale fruit men of the city have been negotiating for some time to have the duty on strawberries reduced during certain months of the year, and it is expected that this will be effected next year. It is expected also that cheaper transportation will be brought about for next year and if these two reductions are made strawberries may be cheaper to the consumer in future years. At present it will be impossible to get cheaper berries. On Saturday they were jobbing at \$3.50 per case of 24 quarts and the quality is the poorest that retailers handle.

The Hood River berries will shortly be on the market and these are the best berries grown on the continent. It will be surprising if these berries sell for less than \$4.00 on the local market. British Columbia berries will soon be coming, but the quantity produced is so limited that very few will reach Winnipeg, and certainly not at a lower figure than the southern grown. Neither is the quality of the B. C. berry tempting enough to warrant any competition among local buyers in order that a cheaper berry might be put on the market.

It is surprising also that the press did not refer to the successful attempts made to grow fruits in this province. This is the real secret to the cheaper fruit problem. It is not impossible to grow strawberries in this province as many people think, and reports from the horticultural societies throughout the province show that a good crop of strawberries will be harvested this year in Manitoba. As the science of fruit cultivation advances it will be possible to produce berries much earlier in the season than they are being produced at present. However the market for southern grown berries will always be good in the early spring months.

Another reason why import berries or fruits of any kind will not be easily cheapened, is the fact that consumers here demand the very best fruit that

is produced. It is possible to get southern berries that will job at three dollars and less, but the consumers would not lift them. The same is true of bananas. Local retailers will not handle anything but the very best bananas grown. It is certainly a credit to the trade that this is so, but the point remains that if the consumer wishes the best he must be willing to pay for it.

It is safe to say that there is a better quality of fruits and vegetables on the Winnipeg market, than in any other city in Canada, and it is doubtful if the same quality of fruits which are handled here would be cheaper on any other market in this country.

TRADE NOTES.

The assets of J. A. Plourde & Co., grocers, Montreal, are advertised for sale.

Gray Bros., Lakefield, Ont., have sold their grocery business to D. Cain formerly of Bobcaygeon, Ont., who took possession on June 16th.

The American Sugar Refining Company last week sold its coffee business, known as the Woolson Spice Co., to Herman Sielcken, of Crossman & Sielcken, coffee importers, New York. The Refining company had taken over this business 12 years ago to compete in the coffee trade with the Arbuckles who had entered the sugar business.

SEASON 1908-9

Dried Apples

Shipments Solicited
Settlements Prompt

W. A. GIBB COMPANY
HAMILTON

JAMES SOMERVILLE, Manager

If you have any FRUIT or other Produce to dispose of ship it to us; we can net you good prices.

THE DAWSON COMMISSION CO., TORONTO



The height of perfection in canned Sardines. Their high quality and popular price ensure steady sales.

THE BRAND FOR YOU TO PUSH

Canadian Agents: C. A. Chouillou & Cie. Montreal; Green & Co., 25 Front St. E., Toronto; D. C. Hannah, London, Ont.; Jos. Somerville, Hamilton; Boivin & Grenier, Quebec. Que.; H. M. McBride, 312 Ross Ave., Winnipeg, Man.

BALAKLAVA SARDINES The Eastern Canning Company
PORT CANADA, N.B.

Are Your Sales of Domestic Sea Foods Increasing?



IF NOT, WHY?

Perhaps you are not handling a brand known and celebrated for its quality. Try the

Celebrated Brunswick Brand



HERE IS A LIST OF WHAT THEY EMBRACE :

1-4 Oil Sardines, 3-4 Mustard Sardines, Kipperd Herring, Herring in Tomato Sauce, Finnan Haddies, both oval and round tins, Clams, Scallops. :: :: ::

STOCK YOUR SHELVES WITH THEM

THEY ARE A REMUNERATIVE LINE FOR YOU

THEY WILL GIVE YOUR CUSTOMERS PERFECT SATISFACTION

ALWAYS DEPENDABLE

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

AGENTS—Grant Oxley & Co., Halifax, N.S.; C. H. B. Hillcoat, Sydney, C.B.; J. L. Lovitt, Yarmouth, N.S.; D. Rattray & Sons, Quebec; Leonard Bros., Montreal; Arthur M. Loucks, Ottawa; C. De Carteret, Kingston; James Haywood, Toronto; Chas. Duncan, Winnipeg; R. G. Bedlington & Co., Calgary; J. Harley Brown, London, Ont.

"Mephisto"

BRAND Lobster

Our sole attention is given to the production of a choice canned lobster. We have no other business. If we cannot give you the regular quality you require, no other packer can. 1909 prices now out for Europe and America.

Fred Magee
PRODUCER
Port Elgin, N.B., and
Pictou, N.S. Canada

"A Rose by any other name may smell as sweet"



may be all right in poetry but if you didn't call it a **rose** you couldn't get the price.

So With Imitation Sardines.

The Famous
"KING OSCAR"

Brand

Norwegian Sardines has established his reputation as the

purest, sweetest, finest and best packed Sardine on the market.

That is all, but it's enough to make them sell.
STOCK "KING OSCAR" SARDINES

J. W. Bickle & Greening
(J. A. HENDERSON)
Canadian Agents, HAMILTON, ONT.

AN ENTERPRISING GROCER.

Peterborough Merchant Pleases His Customers and Makes Good Money Out of Sprouting Onions.

By J. M. Donovan.

If it may be any advantage to retail merchants I shall explain a scheme that I have more than doubled my money on and while it may not be timely for this year it may nevertheless, be interesting and of some value to those in the grocery business. At any rate I wish some one had told me of it some years ago.

We all have more or less loss from onions sprouting early in spring, if in a warm or damp place and many are piled together. They become soft and mushy and are not saleable and, of course, must be thrown away. Now how the idea came to me is that I have a small garden in rear of my shop property and last spring as usual I threw out many onions. A little later on as the weather got fine enough, so as to permit putting anything in the ground I put out some of my sprouted onions, and to my surprise in a week or two, I had some delicious and tender young green onions.

The large part of the onions peeled off easily, and the larger the onion the more prolific. I have got as many as six nice green onions from one and they were

far superior to the first green onions on the market, they being too tough. The next to follow are the green potato onions, that are not in it with the ones I speak of for tenderness.

The value to me is easily understood when how I came by them and the money I made is taken into consideration. Three or four large onions make a nice 5c bunch, which otherwise is a total loss.

I had these onions two months ago and my customers were delighted with them, they being a treat at that time of the year. I still have them, but wound up my last box this week, it holding about half peck of the sprouted onions and netted me about 40c. I have replanted them four or five times and have kept three boxes on the go since I started.

I now come to the most interesting part of the scheme. You might ask how it would be with a person having no garden. I claim he doesn't need any. I did not use mine this spring for that purpose. I think they do better inside at a window. Last fall before the frost set in, I put inside a box full of garden earth to try the inside plan this spring. I thought last fall that onions were going to be scarce, the season being so dry. I laid in a large supply and they proved to be a better crop than was anticipated. Not having a good place for onions, I had more than ever sprout, having a larger quantity. I started cutting the sprouted tops off the more firmer ones

and planted the softer ones. They were sprouting so fast I had to get the third box. I find the marmalade boxes best, they not being very deep, and about the time the third box is planted the first is almost ready to pull and when all is out of the first box and I have more onions to go in, I fill it up again after taking out some of the earth first to throw around the onion after it is set on the loose earth.

By doing this I have not lost one onion and now wish I had more sprouted ones to put in as they come up very fast after they are sprouted and my money comes back quicker and more of it than if I were obliged to sell them at 25c per peck, which was the case the first winter.

EXCELLENT FOR MANUFACTURERS.

(From Printers' Ink.)

For those manufacturers who sell only through jobbers, however, there is a most excellent way to assert their individuality,—by advertising to the trade through good trade papers, as well as to the consumer. This method is bound to be used more and more. It is a business-like co-operative plan which the jobber cannot but welcome.

Good Lobsters Always Sell ::

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

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

Golden Crown Lobsters
or
Golden Key Lobsters
YOUR JOBBER HAS THEM

W. S. LOGGIE CO., LIMITED
SOLE PACKERS

Chatham - - - - New Brunswick

I OFFER

200 BAGS SPANISH SHELLED PEANUTS

For Prompt Shipment from origin.
Prices and Samples on Request.

Andrew Watson, Importer
91 Youville Square, Montreal



Talking to the Point

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

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

TRY A CONDENSED AD IN THE CANADIAN GROCER.

THE CANADIAN GROCER

THOS. UPTON,
PRESIDENT AND GENERAL MANAGER

W. J. BRIGGER,
SECRETARY-TREASURER

THE T. UPTON CO., LIMITED

MANUFACTURERS OF

FACTORY, 19 TO 37 DELAWARE AVENUE

JAMS, JELLIES, MARMALADES, ETC.

TELEPHONE NO. 495.

HAMILTON, ONT. May 21, 1909

The Canadian Grocer,
Toronto, Ontario.

Dear Sirs:

We have been advertising in the Canadian Grocer for a number of years but never realized the good work you are doing until last Fall when the writer took a business trip through the North West and British Columbia.

Your journal seemed to be well thought of by the retail grocers, and many of them, especially in Vancouver and Victoria, took the trouble to mention that they had seen our ad in the Grocer.

This was appreciated by us as it is rather difficult to know just what class of advertising is giving us results. However we are now satisfied that your journal is an excellent medium for any manufacturer to use who wants to talk business to the whole-sale or retail grocer of Canada.

Yours truly,

The T. Upton Co., Limited

per *W. J. Brigger*

**THE MAXIMUM
OF EFFICIENCY
IN THE GROCERY**

is within the reach of every practical merchant who will carefully study the particular requirements of his trade.

**"WALKER BIN"
FIXTURES
WILL HELP
WONDERFULLY**

as they provide every modern facility for the handling of a special or general grocery stock. They will

ADD TO YOUR **BUSINESS PROFITS PRESTIGE**

Write for Illustrated Catalogue :
"Modern Grocery Fixtures"

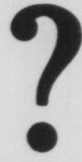
**The Walker Bin and
Store Fixture Co.,
LIMITED**

BERLIN, ONTARIO

Designers and Manufacturers of
Modern Store Fixtures

REPRESENTATIVES:

Montreal: Kenneth H. Munro, Coristine Building
Manitoba: Watson & Truesdale, Winnipeg, Man.
Saskatchewan and Alberta: J. C. Stokes, Regina, Sask.



Ask yourself these questions.

Do you want

- a grocery clerk
- a driver
- to buy a store
- to sell your own business
- any new fixtures, showcases, counters, scale or desk
- a position as clerk
- as manager, buyer
- a position as traveller?

Try a want ad. in

The Canadian Grocer

It costs you only 2 cents per word for first insertion, 1 cent per word for subsequent insertions.

The Beardwood Agency

enjoys the entire confidence of most of the large wholesale houses in Eastern Canada.

What we are doing for them we can do for you.

Send us your Overdue Accounts and let us prove our superiority.

The Beardwood Agency

313 New York Life Building
MONTREAL

**COMMON SENSE SAYS
Use 'em**

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

**ALLISON
COUPON BOOKS**

Manufactured by
ALLISON COUPON COMPANY, Indianapolis

Order them from
your jobber.

They enable you to handle credit customers with scarcely any risk and make disputes and misunderstandings impossible. They cost very little and pay for themselves many times over. Can you afford to do without them?



ABSORBINE

Removes Bursal Enlargements, Thickened, Swollen Tissues, Curbs, Filled Tendons, Soreness from any Bruise or Strain, Cures Spavin Lameness, Allays Pain. Does not Blister, remove the hair or lay the horse up. \$2.00 a bottle, delivered. Book 1 D free.

ABSORBINE, JR., (minkind \$1.00 bottle.) For Synovitis, Strains, Gouty or Rheumatic Deposits, Varicose Veins, Varicocele, Hydrocele. Allays pain. Book free.
W. F. YOUNG, P.D.F., 204 Temple St., Springfield, Mass.
LYONS Ltd., Montreal, Canadian Agents.

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

BOY WANTED

TO START IN BUSINESS FOR HIMSELF.

We will establish YOU in a good-paying business of your own.
Profits right from the start, and Prizes.
No money required to begin.
We will mail to you FREE 5 copies of our publication.
These can be sold and will provide the capital for the next week's supply.
The work is easy.
You be sure to write at once and we will send you 5 copies for next week and everything necessary.

The MacLean Pub. Company
10 Front Street East, TORONTO, CANADA

—BUY—

Star Brand

COTTON CLOTHES LINES

—AND—

COTTON TWINE

Cotton Lines are as cheap as Sisal or Manilla and much better.
For Sale by All Wholesale Dealers.
SEE THAT YOU GET THEM.

TEA LEAD

Best Incorrodible

Buy "PRIDE of the ISLAND" Brand

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

ISLAND LEAD MILLS LIMITED,

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

Canadian Agents: **ALFRED B. LAMBE & SON, TORONTO.**
J. HUNTER WHITE, ST. JOHN, N.B.
CECIL T. GORDON, MONTREAL.

Fisher Electric Coffee Mills



are made in Canada and are under a Canadian guarantee. They are beautiful in style and finish, simple in construction, efficient and inexpensive in operation, easy to install—and in a few words—cheaper and better than any Electric Mill on the American Continent.

Manufactured by
The A. D. Fisher Co.
Toronto Limited



1/4 to 10 lb. BAGS

McGREGOR'S
PATENT BAG HOLDER

Holds all sizes. Get our prices.
KILGOUR BROS.
19 Wellington St. West, - TORONTO

NEED A COFFEE MILL?

Why Pay FANCY PRICES
For One!!

Elgin National COFFEE MILLS

40 STYLES

COST LESS.
GRIND FASTEST.
MOST SIMPLE AND EASY TO RUN.
HAVE FORCED FEED AND STEEL GRINDING PARTS.
BEAUTIFULLY FINISHED.

A HIGH GRADE MILL AT LOW COST.

Ask any of the following Jobbers for our Catalogue,

WINNIPEG—G. F. & J. Galt (and branches); The Codville Co. (and branches); Foley Bros. and Lanson (and branches).
VANCOUVER—The W. H. Malkin Co. Ltd.; Wm. Braid & Co.
HAMILTON—Jas. Turner & Co.; Balfour Smye & Co.; MacPherson, Glassco & Co.
TORONTO—Eby Blain Ltd.
LONDON—Gorman Eckert & Co.
ST. JOHN, N.B.—G. E. Barbour Co.; Dearborn & Co.

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

Wolverine Show Case



The best show case made in America for the money.

Price, \$4.50 per foot
f.o.b. Detroit

W. H. ESCOTT
141 Bannatyne Avenue,
Winnipeg, Selling Agent

No. 100.
This case is finished in golden oak—Reveled plate top—Shipped K.D.—

Made by
Michigan Show Case Co., Detroit, Mich.

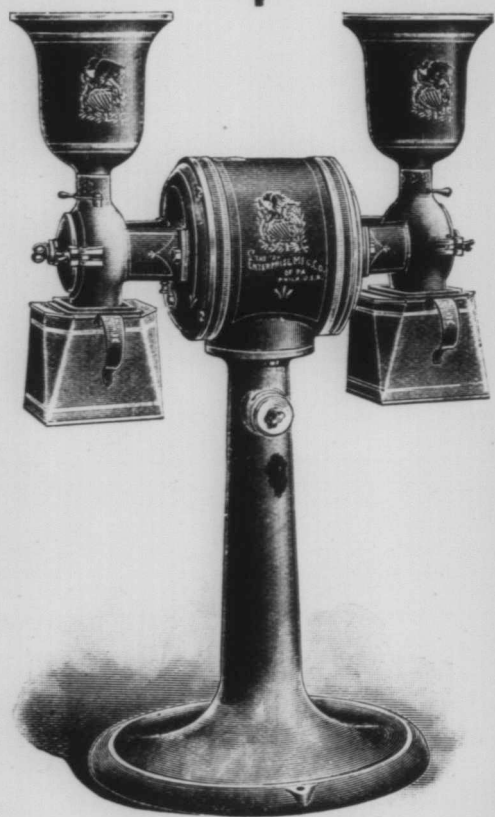
A Bunch of Hotness!

Sunshine attracts—except in the warm days of the "good old summer time." Then it is shade that draws one.

If you have a neat awning shading your store front the cool, inviting appearance of your place will attract trade. A dealer who is up-to-date in matters of this sort will be particular about his groceries. That's how people reason.



For Prices on Awnings ask:
THOS. SONNE, Sr.
193 Commissioners Street
MONTREAL



The LATEST "Enterprise" Electric Mill

New ideas applied to rapid grinding of coffee by electric power make these new "Enterprise" Pedestal Mills *by far the best on the market to-day*. They are **Direct Connected**. They lose no power in transmission. The grinders are on the motor shaft. The double Mill shown here, No. 0852, is for alternating current; can also be furnished for direct current. One Mill is fitted with tooth grinders which *cut* the coffee, the other mill fitted with ribbed grinders for pulverizing. Each hopper holds six pounds. The Mill will granulate 3 pounds of coffee per minute, and pulverize $\frac{1}{2}$ pound per minute. The cans or receivers are enclosed as a protection against dust. The Mill is self-cleaning. This compact, graceful 1 H.P. Mill is already in great demand. We invite correspondence and will send facts, illustrations and prices of our 45 sizes and styles of Rapid Grinding and Pulverizing Mills on request.

We supply grocers also with Meat and Food Choppers, Self-Measuring Pumps and Faucets, Smoked Beef Shavers and other "Enterprise" Specialties. You should have our latest catalogue. If you haven't it, write.

The Enterprise Mfg. Co. of Pa. Philadelphia, U.S.A.
21 Murray Street, New York 438 Market Street, San Francisco



CUT BRASS STENCILS

Stencil Inks Stencil Brushes
Crayons and Marking Pencils
Rubber Stamps

EVERYTHING FOR THE SHIPPER

Oil Board
Fibre Board for Bradley Stencil Machines

PROMPT SERVICE BEST VALUES

Hamilton Stamp & Stencil Works, Ltd.
HAMILTON, ONTARIO

Canada Agents
BRADLEY STENCIL MACHINES



EUREKA

The word stands as an expression of triumph and discovery in a

REFRIGERATOR

since it stands for the best and most economical make on the market and one which certainly

LEADS THEM ALL

for perfect dry air circulation, style, finish, convenience and appearance.

WRITE US FOR PRICES AND CATALOGUE. DO IT TO-DAY

EUREKA REFRIGERATOR COMPANY, LIMITED

54-56 NOBLE ST., TORONTO, CANADA

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

Cases.
1-doz.
1-doz.
1-doz.
1-doz.
1-doz.



CLEVELAND'S-
"
"
"
"

Barrels—Wh
cent. dis
WHITE SWAN
White Swan
1-lb. tins, 3
1-lb. "
1-lb. "

Keen's Oxfor
In 10-box
Gillett's Man



White Swan
White Swan
White Swan

Choc
THE



London Pear
Special qu
kegs, etc.



QUOTATIONS FOR PROPRIETARY ARTICLES

Baking Powder.
W. H. GILLARD & CO.

| | | |
|--------------------------------|-----------|----------|
| Diamond— | | |
| 1-lb. tins, 2 doz. in case | \$2 00 | |
| 1-lb. tins, 5 " " | 1 25 | |
| 1-lb. tins, 4 " " | 0 75 | |
| IMPERIAL BAKING POWDER. | | |
| Cases. | Sizes. | Per doz. |
| 4-doz. | 10c. | \$0 85 |
| 1-doz. | 5-oz. | 1 75 |
| 1-doz. | 15-oz. | 3 50 |
| 1-doz. | 12-oz. | 3 40 |
| 1-doz. | 2 1/2 lb. | 10 50 |
| 1-doz. | 5 lb. | 19 75 |



MAGIC BAKING POWDER

| | | |
|--------|-----------|----------|
| Cases. | Sizes. | Per doz. |
| 6 doz. | 5c. | \$0 40 |
| 4 " " | 4-oz. | 0 60 |
| 4 " " | 8 " " | 0 75 |
| 4 " " | 12 " " | 0 95 |
| 2 " " | 12 " " | 1 40 |
| 2 " " | 12 " " | 1 45 |
| 4 " " | 16 " " | 1 55 |
| 2 " " | 16 " " | 1 70 |
| 1 " " | 2 1/2 lb. | 4 10 |
| 1 " " | 5 " " | 7 30 |
| 2 " " | 6-oz. | Per case |
| 1 " " | 12 " " | 4 55 |
| 1 " " | 16 " " | 4 55 |



ROYAL BAKING POWDER

| | |
|------------|--------|
| Royal—Dime | \$0 95 |
| 1 lb. | 1 40 |
| 5 oz. | 1 35 |
| 1 lb. | 2 55 |
| 12 oz. | 3 85 |
| 1 lb. | 4 90 |
| 5 lb. | 13 50 |
| 5 lb. | 22 35 |

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

CLEVELAND'S BAKING POWDER.

| | |
|------------------|----------|
| Cases. | Per Doz. |
| Cleveland's—Dime | \$0 95 |
| 1 lb. | 1 33 |
| 5 oz. | 1 90 |
| 1 lb. | 2 45 |
| 12 oz. | 3 70 |
| 1 lb. | 4 65 |
| 5 lb. | 15 20 |
| 5 lb. | 21 65 |

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

WHITE SWAN SPICES AND CEREALS LTD.

| | |
|--------------------------------------|------|
| White Swan Baking Powder— | |
| 1-lb. tins, 3-doz. in case, per doz. | 2 00 |
| 1-lb. " " " " " " | 1 |
| 1-lb. " " " " " " | 0 8 |

Elas.

| | |
|---------------------------------|--------|
| Keen's Oxford, per lb. | \$0 17 |
| In 10-box lots or case | 0 16 |
| Gillet's Mammoth, 1/2 gross box | 2 00 |

Cereals

WHITE SWAN SPICES AND CEREALS LTD.

| | |
|---|--|
| White Swan Breakfast Food, 2-doz. in case, per case, \$3.00 | |
| The King's Food, 2-doz. in case, per case, \$4.80 | |
| White Swan Barley Crisps, per doz., \$1. | |
| White Swan Self-rising Buckwheat Flour, per doz., \$1.00. | |
| White Swan Self-rising Pancake Flour, per doz., \$1.01. | |
| White Swan Wheat Kernels, per doz., \$1.40. | |
| White Swan Flaked Rice, per doz., \$1. | |
| White Swan Flaked Peas, per doz., \$1. | |

Chocolates and Cocoas.
THE COWAN CO., LIMITED.

| | |
|--|--------|
| Cocoa— | |
| Perfection, 1-lb. tins, per doz. | \$1 50 |
| Perfection, 1/2-lb. per doz. | 2 40 |
| Perfection, 1/2-lb. per doz. | 1 30 |
| Perfection, 10c size 5-lb. tins | 0 90 |
| per lb. | 0 37 |
| Solu le, bulk, No. 1, per lb. | 0 20 |
| Solu le, bulk, No. 2, per lb. | 0 18 |
| London Pearl, per lb. | 0 22 |
| Special quotations or Cocoa in bbls., kegs, etc. | |



Fly Pads.

Wilson's Fly Pads, in boxes of 50 10c. packets, \$3 per box, or three boxes for 2 80.

| | |
|---------|------|
| 5 boxes | 2 75 |
|---------|------|

Unsweetened Chocolate—

| | |
|--|------|
| Plain Book, 1/2 & 1/4 cakes, 12-lb. boxes | 0 36 |
| Perfection chocolate, 10c size, 2 dozen boxes, per dozen | 1 80 |
| Perfection Chocolate, 10c size, 2 and 4 dozen boxes, per dozen | 0 90 |

Sweet Chocolate—

| | |
|---|--------|
| Queen's Dessert, 1/2 & 1/4, 12-lb. boxes, per lb. | \$0 40 |
| Vanilla, 1/2-lb., 12-lb. boxes, per lb. | 0 35 |
| Parisian, 8's | 0 30 |
| Royal Navy, 1/2 & 1/4, boxes, per lb. | 0 31 |
| Diamond, 7's, 12-lb. boxes, per lb. | 0 24 |
| " " " " " " | 0 25 |
| " " " " " " | 0 28 |

Ingredients for cake—

| | |
|--|------|
| Chocolate, white, pink, lemon, orange, almond, maple and coconut cream, in 1-lb. pkgs., 2-doz. in box, per dozen | 0 90 |
|--|------|

Confections—

| | |
|--------------------------------------|------|
| Milk chocolate wafers, 5-lb. boxes | 0 35 |
| Maple buds, 5-lb. boxes | 0 36 |
| Chocolate wafers, No. 1, 5-lb. boxes | 0 30 |
| Chocolate wafers, No. 2, " " | 0 25 |
| Nonpareil wafers No. 1, " " | 0 31 |
| Nonpareil wafers, No. 2, " " | 0 25 |
| Chocolate ginger, 5-lb. boxes | 0 30 |
| Milk chocolate, 5c bundles, per box | 1 35 |
| Milk chocolate, 5c cakes, per box | 1 36 |

BENSCHER'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

| | |
|---------------------------|----------------|
| 10c. tins, 4 doz. to case | per doz. \$ 90 |
| 1 " " " " " " | 2 40 |
| 1 " " " " " " | 4 75 |
| 1 " " " " " " | 9 00 |

EPPS'S.

Agents, O. E. Colson & Son, Montreal.

| | |
|--|------|
| In 1/2 & 1-lb. tins, 14-lb. boxes, per lb. | 0 35 |
| Smaller quantities | 0 37 |

JOHN P. MOTT & CO.'S.
R. S. McIndoe, Agent, Toronto.
Arthur M. Loucks, Ottawa.
J. A. Taylor, Montreal.
Jos. E. Huxley, Winnipeg.
R. J. Bedington & Co., Calgary, Alta.
Standard Brokerage Co., Vancouver, B.C.



Mott's breakfast cocoa, 10c. size

| | |
|-----------------------------|------|
| doz. (for cooking) | 0 37 |
| Prepared cocoa, 1/2 & 1 lb. | 0 28 |
| Prepared 1/2's | 0 28 |

WALTER BAKER & CO., LIMITED. Per lb.

| | |
|---|--------|
| Premium No. 1 chocolate, 1/2 and 1-lb. cakes | \$0 38 |
| Breakfast cocoa, 1-5, 1/2, 1 & 1/2-lb. tins | 0 41 |
| German Sweet chocolate, 1/2 and 1-lb. cakes, 6 lb. boxes | 0 28 |
| Caracas Sweet chocolate, 1/2 and 1-lb. cakes, 6-lb. boxes | 0 35 |
| Auto Sweet chocolate, 1-6 lb. cakes, 3 and 6 lb. boxes | 0 35 |
| Vanilla Sweet chocolate, 1-6 lb. cakes 6-lb. tins | 0 47 |
| Soluble cocoa (hot or cold soda) 1-lb. tins | 0 38 |
| Cracked cocoa, 1-lb. pkgs., 6-lb. bags | 0 34 |
| Caracas tablets, 100 bundles, tied 5s, per box | 3 00 |

The above quotations are f.o.b. Montreal

Cocconut.

CANADIAN COCOANUT CO., MONTREAL.

| | |
|---|----------|
| Packages—5c., 10c., 20 and 40c. packages packed in 15 lb. and 30 lb. cases. | Per lb. |
| 1 lb. packages | 0 26 |
| 1 lb. " " | 0 27 |
| 1 lb. " " | 0 28 |
| 1 and 1/2 lb. packages assorted | 0 26 1/2 |
| 1 and 1/2 lb. " " | 0 27 1/2 |
| 1 lb. packages assorted in 5 lb. boxes | 0 28 |
| 1 lb. " " | 0 29 |
| 1 lb. " " in 5, 10, 15 lb. cases | 0 30 |

WHITE SWAN SPICES AND CEREALS LTD.

| | |
|--------------------------------------|------|
| White Swan Cocconut— | |
| Featherstrip, palls | 0 16 |
| Shredded | 0 15 |
| In packages 2-oz., 4 oz., 8-oz., 1b. | 0 28 |

Condensed Milk.

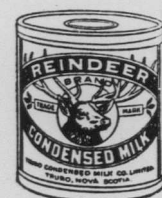
BORDEN'S CONDENSED MILK CO.
Wm. H. Dunn, Agent, Montreal & Toronto.

| | |
|------------------------------|---------------|
| "Eagle" brand (4 doz.) | \$6 00 \$1 50 |
| "Gold Seal" brand (4 doz.) | 5 00 1 25 |
| "Challenge" brand (4 doz.) | 4 00 1 00 |
| Evaporated Cream— | |
| "Peerless" brand evap. cream | 4 70 1 20 |
| hotel size | 4 90 2 45 |



TRURO CONDENSED MILK CO., LIMITED.

| | |
|---|--------|
| "Jersey" brand evaporated cream per case (4 doz.) | \$4 00 |
| Reindeer" brand per case (4 doz.) | 5 10 |



Coffees.

EBY, BLAIN CO. LIMITED.
Standard Coffees.

Roasted whole or ground. Packed in damp proof bags and tins.

| | |
|-------------------------------|----------|
| Club House | \$0 32 |
| Nectar | 0 30 |
| Empress | 0 28 |
| Duchess | 0 6 |
| Ambrosia | 0 25 |
| Fancy Bourbon | 0 22 |
| Bourbon | 0 20 |
| Crushed Java and Mocha, whole | 0 17 |
| " " ground | 0 17 1/2 |
| Golden Rio | 0 14 |

Package Coffees

| | |
|---|------|
| Gold Medal, 1 and 2 lb. tins, whole or ground | 0 30 |
| Cafe, Dr. Gourmet's, 1 lb. Fancy Glass Jars, ground | 0 30 |
| German Dandelion, 1 and 1 lb. tins, ground | 0 22 |
| English Breakfast, 1 lb. tins, ground | 0 18 |

THOS. J. LIPTON retail wholesale

| | |
|--|-----------|
| Lipton's "Special" blend coffee, 1 lb. tins, ground or whole | 0 40 0 30 |
|--|-----------|

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Blend.



Cafe des Epicures—1-lb. fancy glass jars, per doz., \$3.50.

Cafe l'Aromatique—1-lb. amber glass jars, per doz., \$4.

Presentation, with 3 tumblers, \$10 per doz.



THOMAS WOOD & CO.

| | |
|--|--------|
| "Gilt Edge" in 1 lb. tins | \$0 33 |
| "Gilt Edge" in 2 lb. tins | 0 32 |
| Canadian Souvenir 1 lb. fancy lithographed canisters | 0 30 |

Cheese—I

| | |
|---------------------------|--------|
| Large size jars, per doz. | \$8 25 |
| Medium size jars, " " | 4 50 |
| Small size jars, " " | 2 40 |

Individual size jars, per doz. 1 00

Imperial holder—

| | |
|------------------|-------|
| Large size, doz. | 18 00 |
| Med. size " " | 17 00 |
| Small size " " | 12 00 |

Roquefort—

| | |
|------------------|------|
| Large size, doz. | 2 40 |
| Small size, " " | 1 40 |



Confections

THE COWAN CO., LTD.

| | |
|--|-----------|
| Cream Bars, 60's, assorted flavors, box | 1 80 |
| Milk Chocolate Sticks, 36 in box | 1 35 |
| " " 10c cakes, 36 in box | 2 55 |
| Chocolate Wafers No. 1, 5-lb. boxes, 1b. box, 1b. | 0 33 0 25 |
| No. 2, " " | 0 36 |
| Maple Buds, 5-lb. boxes, 1b. box, 1b. | 0 36 |
| Nut Milk Chocolate, 1/2-lb. cakes, 12-lb. box, 1b. | 0 40 |

These prices are F.o.b. Toronto.

MACLAREN'S IMPERIAL CHEESE CO. LTD.

Imperial Peanut Butter "Bobs," the Perfect Confectionery.

| | |
|-------------------------------------|--------|
| Large size, cases, 25 cartons | \$3 50 |
| Small " " " " | 3 60 |
| Assorted, cases, 25 small, 12 large | 3 55 |

Net 30 days.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co. Ltd. Toronto. C. O. Beauchemin & Fils. Montreal \$2, \$3, \$5, \$10, \$15 and \$20.

All same price one size or assorted.

UN-NUMBERED

| | |
|-------------------------|-------------|
| Under 100 books | each 04 |
| 100 books and over | each 03 1/2 |
| 500 books to 1000 books | each 03 |

For numbering cover and each coupon, extra per book 1/2 cent.

Cleaner.

| | |
|------------|--------|
| 4-oz. cans | \$0 90 |
| 8-oz. " " | 1 35 |
| 10-oz. " " | 1 85 |
| Quart " " | 3 75 |
| Gallon " " | 10 00 |

Wholesale Agents:
The Davidson & Hay, Limited, Toronto

Extract of Beef.

LAPORTE, MARTIN & CIE, LTD.

| | |
|--|--------|
| "Vita" Pasteurized Extract of Beef, Per case Bottles 1-oz., case of 2 doz. | \$3 20 |
| " " " " " " " " | 3 00 |
| " " " " " " " " | 4 50 |
| " " " " " " " " | 4 75 |
| " " " " " " " " | 9 00 |

Infants' Food.

Robinson's patent barley 1-lb. tins
 \$1 05 |

" " " " " " " "
 1 10 |

" " " " " " " "
 1 15 |

" " " " " " " "
 1 20 |

"Mephisto" and "Purity" Canned Lobsters.

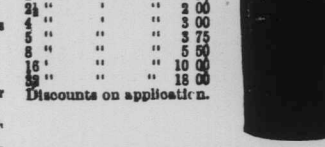
| | |
|------------|------|
| 1-lb. tins | 3 25 |
|------------|------|

Flavoring Extracts.

SHIRRIFF'S

| | |
|--------------------------|-------|
| 1 oz. (all flavors) doz. | 1 00 |
| 2 " " " " | 1 75 |
| 3 " " " " | 2 00 |
| 4 " " " " | 3 00 |
| 5 " " " " | 3 75 |
| 8 " " " " | 5 50 |
| 16 " " " " | 10 00 |
| 32 " " " " | 18 00 |

Discounts on application.



Jams and Jellies.

BATGER'S WHOLE FRUIT STRAWBERRY JAM Agents, Rose & Lafanme, Montreal and Toronto.

| | |
|---|-------|
| 1-lb. glass jar, screw top, 4 doz., per doz | \$ 20 |
|---|-------|

THOMAS J. LIPTON
Prices on application.

T. UPTON & CO.

| | |
|---|-----------------|
| Compound Fruit Jam— | |
| 12-oz. glass jars, 3 doz. in case, per doz. | \$1 00 |
| 2-lb. tins, 3 doz. in case | per lb. 0 7 1/2 |
| 5 and 7-lb. tin palls, 3 and 9 palls in crate | per lb. 0 07 |
| 7 wood palls, 6 palls in crate, per lb. | 0 07 |
| 30-lb. wood palls | 0 04 1/2 |
| Compound Fruit Jelly— | |
| 12-oz. glass jars, 3 doz. in case, per doz. | 1 00 |
| 2-lb. tins, 3 doz. in case, per lb. | 0 7 1/2 |
| 7 wood palls, 6 palls in crate, per lb. | 0 07 |

Friends—Not Growlers

RISING SUN
STOVE POLISH



SUN PASTE
STOVE POLISH

RISING SUN Stove Polish in Cakes never comes back to you with growls from the house-keeper. It is always made up to the same high standard, maintained for forty years, and it is always just right. That's why we have the thousands upon thousands of grocers pushing it everywhere. Grocers don't wish to run the risk of losing a good customer by passing out an inferior stove polish, which is wrong more often than it is right. RISING SUN makes friends for you and for us in every household where you put it.

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

Every Progressive
Grocer Handles
this Shoe Polish



2 in 1

The General Public Buys It more
and more for Its Worth, Wear
and Brilliancy.

The **F. F. Dalley Co. Ltd.** Hamilton, Ont.
Buffalo, N.Y.

BLACK JACK

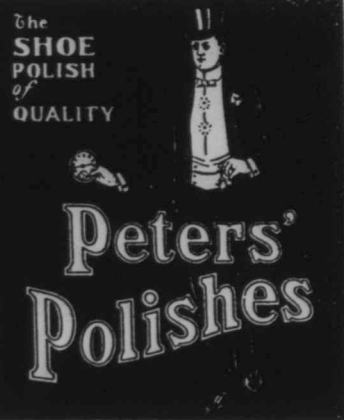
"THE WONDERFUL PASTE FOR FAMILY USE."



TRY IT.

SOLD BY
ALL
JOBBERs

3/4-lb. tins—3 doz. in case.



PETERS' POLISH

A line of shoe polish that has created great enthusiasm among those selling and using it.

Write and get the sale of it for your district. It is a money maker.

M. Peters,
617 Queen St., West
Toronto

STILL TO THE FRONT

BLACK LEAD, THE OLD RELIABLE FORM OF STOVE POLISH

"JAMES DOME"

the best brand on the market. An article of real merit. All Lead.
No Dirt or Dust. Gives a lasting, brilliant, easy shine.

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

"B

You
with

SU
make
than

3-lb. wood pal
Pure assorted
doz in cas

IMPE



Assort
MacLaren L



Assorted Cas
Assorted Cas
Lemon (S
Orange (S
Raspberry (S
Strawberry (S
Chocolate (S
Cherry (S
Peach (S
Weight 7 lbs.

The GENUI



Prices
Less than 5 ca
Five cases, or

**BANISH
"BLUE MONDAY"**

**SELL
SUNNY MONDAY**

to customers and make them **YOUR** customers.

Your stock is not complete
without our new **LAUNDRY SOAP**

SUNNY MONDAY

SUNNY MONDAY is made almost entirely from vegetable oils with enough ammonia incorporated to make it cleanse quickly and thoroughly, with less rubbing than ordinary laundry soaps.

YOUR CUSTOMERS should try it and avoid the aching backs which cause "Blue Monday."

**SUNNY MONDAY
SAVES LABOR, TIME, CLOTHES
FUEL, TEMPER, MONEY**

THERE IS PROFIT IN IT FOR YOU

"SUNNY MONDAY BUBBLES WILL WASH AWAY YOUR TROUBLES."

Per lb.
3-lb. wood pail..... 0 06
Pure assorted jam, 1-lb. glass jars, 2 doz in case..... 1 75

**Jelly Powders
IMPERIAL DESSERT JELLY**



Assorted flavors—gross 10.75.
MacLaren Imperial Cheese Co., Limited.



Assorted Case, Contains 4 doz \$3.60
Assorted Case, Contains 2 doz \$1.80
Lemon (Straight) Contains 2 doz \$1.80
Orange (Straight) Contains 2 doz \$1.80
Raspberry (Straight) Contains 2 doz \$1.80
Strawberry (Straight) Contains 2 doz \$1.80
Chocolate (Straight) Contains 2 doz \$1.80
Cherry (Straight) Contains 2 doz \$1.80
Peach (Straight) Contains 2 doz \$1.80
Weight 7 lbs. to case Freight rate, 3d class.

Soap
The GENUINE. Packed 100 Bars to case.



Prices—Ontario and Quebec:
Less than 5 cases..... 5 25
Five cases, or over..... 5 15



THE ROBERT GREIG COMPANY.

White Swan, 15 flavors. 1 doz. in handsome counter carton, per doz., 90c.



List price
"Shirriff's" (all flavors), per doz. 0
Discounts on application.

Lard.

N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

3 tierces.....\$0 10
1-bbls. 0 19
Tubs, 60 lbs. 0 19
20-lb. Pails. 2 20
20-lb. tins.. 2 10
Cases 3-lb.. 0 11
" 5-lb.. 0 10
" 10-lb.. 0 10



F.O.B. Montreal.



GUNNS
"EASI-FIRST"
LARD
COMPOUND.

Tierces ... 0 11
Tubs 0 10
20-lb. pails. 0 10
20-lb. tins. 0 10
10-lb. " 0 10
5-lb. " 0 10
3-lb. " 0 11

List price

NATIONAL LIORICOL CO.

5-lb. boxes, wood or paper... per lb. 40
Fancy boxes (36 or 50 sticks)... per box 1 25
" Ringed " 5-lb. boxes... per lb. 2 40
" Acme " pellets, 5-lb. cans... per can 2 00
" (fancy boxes 40) per box 1 50
Tar licorice and Tolt wafers, 5-lb. cans..... per can 3 00

Licorice lozenges, 1-lb. glass jars... 1 75
" " 20 5-lb. cans... 1 50
" " " 15 sticks... 1 45
" " " 12 sticks... 1 25
Ditto 1877 cent sticks, 100 lb. box... 5 00

Lye (Concentrated)

GILLET'S PERFUMED. Per case
1 case of 4 dozen \$3 60
3 cases of 4 dozen 3 20
cases of 12 doz 3 40

Marmalade.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case... per doz \$1 00
16-oz. glass jars, 2 doz. in case... 1 40
In 5 and 7-lb. tins and 7-lb. pails per lb. 0 07
Pint Sealers (2 1/2 oz.), 1 doz in case, per dozen..... 2 00

SHIRRIFF BRAND

"Imperial Scotch"—
1-lb. glass, doz... 1 55
2-lb. " " " 2 80
4-lb. tins, " " 4 65
7-lb. " " " 7 35
"Shredded"—
1-lb. glass, doz... 1 90
2-lb. " " " 3 10
7-lb. tins, " " 8 25



THOMAS J. LIPTON
Prices on application



SPRATT'S PRICE LIST

Mixed Bird Seeds, 1-lb pkts., 3 dozen cases per doz \$0 45
Parrot Food, 1/2 lb pkts., 1 doz cartons 1 45
Parrot Food, 2-lb. pkts 1 35
Bird Cage Sand, about 1 1/2-lb. bags, 1/2 gross cases, per doz 0 30
Bird Cage Grit, about 1 1/2-lb. bags, 1/2 gross cases, per doz 0 30

Mince Meat

Wetley's condensed, per gross net... \$12 00
" " per case of 4 doz net... 3 10



ST. CHARLES CONDENSING CO.

PRICES:
St. Charles Cream-family size, per case \$4 70
Ditto, retail, 4.90
Silver Cow Milk 5.00
Purity Milk 4.70
Good Luck 4.40

Mustard

COLMAN'S OR KEEN'S
D.S.F. 1-lb. tins..... per doz \$ 1 40
" 1-lb. tins..... " 2 50
" 1-lb. tins..... " 5 00
Durham 4-lb. jar..... per jar 0 75
" 1-lb. jar..... 0 25
F.D. 1-lb. tins..... per doz. 0 85
" 1-lb. tins..... 1 45

Olive Oil

LAPORTE, MARTIN & CIE., LTD.
Minerva Brand—
Minerva, qts. 12's \$ 5 75
" pts 2 1/2's 6 50
" 1/2-pt. 2 1/2's 4 25

Sauces

PATERSON'S WORCESTER SAUCE
Agents, Rose & Laframme, Montreal and Toronto
1/2-pint bottles, 3 & 6 doz., per doz..... 0 90
3 doz 1 75

THOMAS J. LIPTON
Prices on application

Soda

COW BRAND

DWIGHT'S BAKING SODA
Case of 1-lb. containing 60 packages, per box \$3 00
Case of 1-lb. containing 120 pkgs. per box \$3 00
Case of 1-lb and 1/2-lb containing 30 1-lb and 60 1/2-lb pkgs per box \$3 00

Case of 5c. pkgs. containing 96 pkgs. per box, \$3.00

MAGIC BRAND Per case
No. 1, cases 60 1-lb packages..... \$ 2 7
No. 2, " 120 1-lb. " 2 75
No. 3, " 30 1-lb. " 2 75
" 60 1-lb. " 2 75
No. 5 Magic soda—cases 100—10-oz. pkg
1 case 2 75
5 cases 2 75



Wood's "Canadian Souvenir" Canister Coffee

Roasted in Bean or Roasted and Ground

Cases of 48 lbs., 1 lb. cans, \$14.40 per case

THIS COFFEE has found a welcome in thousands of homes. If you are not selling it you are missing a pleasure. It is of unequalled quality as a popular, rapid-selling line. THE CANISTER is lithographed on the tin in rich, delicate colouring. It has a permanent usefulness every housekeeper prizes. It sells and it suits! We solicit your orders.

THOMAS WOOD CO. LIMITED

No. 428 St. Paul St.

Montreal

Soap and Washing Powders.

A. P. TIPPET & CO., Agents.

| | | |
|---------------------|-----------|---------|
| Wapols soap, colors | per gross | \$10 20 |
| " Black | " | 15 80 |
| Oricle soap | " | 11 25 |
| Glortia soap | " | 12 00 |
| Screw hat polish | " | 14 90 |



| | |
|---------------|--------|
| 3 doz. to box | \$3 45 |
| 6 doz. to box | \$6 90 |
| 30 days. | |



| | |
|-----------------------------|--------|
| 1 Box Price | \$4.00 |
| 5 Box Price | \$3.90 |
| Freight paid on 5 box lots. | |

Starch

NEW BRUNSWICK STARCH CO. LIMITED.

| | | |
|------------------------------------|--------------|--|
| Laundry Starches— | per lb. | |
| No. 1 White or blue, 4-lb. cartons | \$0 07 | |
| " " " " 2-lb. " | 0 07 | |
| Canada Laundry | 0 06 | |
| Silver gloss, 6-lb. draw lid boxes | 0 08 | |
| Silver gloss, 6-lb. tin canisters | 0 08 | |
| Edward's silver gloss, 1-lb. pkg. | 0 07 1/2 | |
| Kings silver gloss, large crystal | 0 07 | |
| Benson's satin, 1-lb. cartons | 0 07 1/2 | |
| No. 1 white, bulk, and bags | 0 06 1/2 | |
| Canada White gloss, 1-lb. pkgs. | 0 06 | |
| Benson's satin, 1-lb. per box | 1 50 to 3 00 | |
| Edwards Pure Corn | 0 07 1/2 | |
| Edwards Pure Corn | 0 07 1/2 | |
| Edwards Pure Corn | 0 10 | |
| Edwards Pure Corn | 0 10 | |

SEA ROAD IT WORKS, LIMITED

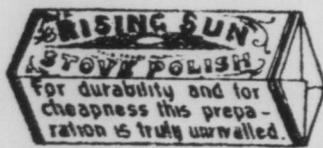
Ontario and Quebec.

| | |
|----------------------------------|----------|
| Laundry Starches— | |
| Canada Laundry, boxes of 40-lb. | \$0 06 |
| Home Gloss Starch— | |
| 1-lb. cartons, boxes of 40 lb. | 0 04 |
| First Quality White Laundry— | |
| 1-lb. canisters, cases of 48 lb. | 0 06 1/2 |
| Barrels 24 lb. | 0 07 1/2 |
| Cases 12 lb. | 0 07 1/2 |

| | |
|--|--------|
| Lil White Gloss— | |
| 1-lb. fancy cartons, cases 30 lb. | 0 08 |
| 6-lb. toy trucks, 8 in case | 0 08 |
| 6-lb. enamelled tin canisters, 8 in case | 0 08 |
| Kings, ex. crystals, 100 lb. | 0 07 |
| Brandford Gloss— | |
| 1-lb. fancy boxes, cases 30 lb. | \$0 08 |
| Canadian Electric Starch— | |
| Boxes of 40 fancy pkgs., per case | \$ 90 |

Stove Polish.

| | |
|---|--------|
| Rising Sun, 8-oz. cakes, 4-gross boxes | \$8 50 |
| Rising Sun, 4-oz. cakes, gross boxes | 4 50 |
| Star Paste, 1/2-oz. size, 4-gross boxes | 10 00 |
| Star Paste 1/2-oz. size, 4-gross boxes | 5 00 |



| | |
|---------|--------|
| 6a size | \$2 40 |
| 2a " | 2 50 |

JAMES' DOME BLACK LEAD

| | |
|--|-----------------|
| Barrels, 700 lbs. | 0 03 1/2 per b. |
| Half barrels, 350 lbs. | 0 03 1/2 " |
| 1/4 barrels, 175 lbs. | 0 03 1/2 " |
| Pails 25 lbs. | 1 30 each |
| " 30 lbs. | 1 80 " |
| Plain tins, with label— | |
| 3 lb. tins, 2 doz. in case | 2 50 |
| 5 " " " " | 2 85 |
| 10 " " " " | 2 75 |
| 20 " " " " | 2 70 |
| (5, 10 and 20 lb. tins have wire handles.) | |



| | | |
|---|--------|--------|
| Crown Label, 1's and 1/2's | \$6 25 | \$0 30 |
| Green Label, 1's and 1/2's | 0 27 | 0 35 |
| Blue Label, 1's, 1/2's, 1/4's and 1/8's | 0 30 | 0 40 |
| Red Label, 1's and 1/2's | 0 36 | 0 40 |
| Gold Label, 1's and 1/2's | 0 44 | 0 60 |
| Red-Gold Label, 1/2's | 0 55 | 0 80 |



| | | |
|----------------------------|----------------------|----------|
| 250 | 1s, 20c. | 1s, 21c. |
| 300 | 1s and 1/2s, | 23c. |
| 400 | 1s and 1/2s, | 28c. |
| 500 | 1s and 1/2s, | 35c. |
| 750 | 1s and 1/2s, Vulcan, | 50c. |
| 100 lb. lots freight paid. | | |



| | | |
|-----------------------------|------|------|
| Blue Label, 1's | 0 21 | 0 26 |
| Orange Label, 1's and 1/2's | 0 23 | 0 40 |
| Red Label, 1's | 0 20 | 0 25 |
| Brown Label, 1's and 1/2's | 0 23 | 0 40 |
| Brown Label, 1's | 0 20 | 0 40 |
| Green Label, 1's and 1/2's | 0 25 | 0 50 |
| Red Label, 1's | 0 40 | 0 60 |

LAPORTE, MARTIN & OIE, LTD.
 Japan Teas—
 Victoria, 21-c, 90 lbs 0 25
 Princess Louise, 11-c, 80 lbs 0 19
 Ceylon Green Teas—Japan style—
 Lady, cases 60 lbs 0 18
 Duchess, cases 60 lbs 0 19



| | | |
|-----------------------------------|------|------|
| Yellow Label, 1's | 0 20 | 0 25 |
| " " " " | 0 21 | 0 25 |
| Green Label, 1's and 1/2's | 0 24 | 0 30 |
| Blue Label, 1's and 1/2's | 0 25 | 0 35 |
| Red Label, 1's, 1/2's and 1/4's | 0 30 | 0 40 |
| White Label, 1's, 1/2's and 1/4's | 0 35 | 0 50 |
| Gold Label, 1's and 1/2's | 0 43 | 0 60 |
| Purple Label, 1's and 1/2's | 0 55 | 0 80 |
| Embossed, 1's and 1/2's | 0 07 | 1 00 |



| | | |
|---------------------------------|-----------------|-----------|
| Pink Label, 1's and 1/2's | 30c. | 40c. |
| Gold Label, 1's and 1/2's | 35c. | 50c. |
| Lavender Label, 1's and 1/2's | 42c. | 60c. |
| Green Label, 1's and 1/2's | 50c. | 75c. |
| Gold Tins, 5's | 35c. 1.75 | 50c. 2.50 |
| Gold Tins, 3's | 35c. 1.05 | 50c. 1.50 |
| Gold Tins, 1's | 36c. each | 50c. each |
| Gold Label, 1's -18c ea. 36 lb. | 25c ea. 50 lb. | |
| Red Tins, 1's 35c ea. 70 lb. | 50c ea. 100 lb. | |
| Red Tins, 1/2's 18c ea. 72 lb. | 25c ea. 100 lb. | |



| | | |
|----------------------------|------|------|
| Black, green, mixed, 1/2's | 0 70 | 1 00 |
| " " " " | 0 55 | 0 80 |
| " " " " | 0 44 | 0 60 |
| " " " " | 0 38 | 0 50 |
| " " " " | 0 35 | 0 50 |
| " " " " | 0 30 | 0 40 |
| " " " " | 0 25 | 0 30 |
| " " " " | 0 24 | 0 30 |

We pack Japans in all grades at same prices. We pack in 60 and 100 lb. cases. All delivered prices.



| | |
|-----------------------------------|--------|
| Black Label, 1-lb., retail at 25c | \$0 20 |
| " " " " | 0 21 |
| Blue Label, retail at 20c | 0 23 |
| Green Label, " 40c | 0 30 |
| Red Label, " 50c | 0 35 |
| Orange Label, " 80c | 0 42 |
| Gold Label, " 90c | 0 55 |

RIDGWAYS, London, Vancouver Winnipeg and Ceylon.



| | | |
|--|------|------|
| Wood's Primrose, per lb. | 0 40 | 0 50 |
| " Golden Rod | 0 35 | 0 50 |
| " Fleur-de-Lis | 0 30 | 0 40 |
| Pack in 1/2-lb. tins. All grades—either black, green or mixed. | | |

Tobacco.

| | |
|--|----|
| Chewing—Black Watch 5s | 36 |
| Black Watch 11s | 38 |
| Bob's 5s and 10s | 38 |
| Bully 6s | 44 |
| Currency 5 1/2s and 10s | 38 |
| Stag 5s | 38 |
| Old Fox 12s | 44 |
| Pay Roll Bars 7 1/2s | 56 |
| Pay Roll 7s | 56 |
| Plug smoking—Shamrock 6s., plug or bar | 45 |
| Rosebud Bars 6s. | 45 |
| Empire 5s. and 10s. | 36 |
| Amber 8s. and 3s. | 60 |
| Ivy 7s. | 50 |
| Starlight 7s. | 50 |
| Out Smoking—Great West Pouches, 7s. | 51 |

JOB. COLE, QUEBEC.

| | |
|----------------------------------|---------|
| St. Louis (union), 1-30 | \$33 00 |
| St. Louis, 1-40 | 35 00 |
| St. Louis, 1-100 | 35 00 |
| Champlain, 1-30 | 35 00 |
| Champlain, 1-40 | 36 00 |
| El Sergeant, 1-30 | 55 00 |
| El Sergeant, 1-40 | 55 00 |
| El Sergeant, 1-100 | 55 00 |
| Petit Havana, 1-12-1-6 | 0 40 |
| Quebec, 1-4, 1-3 | 0 65 |
| " " " " | 0 75 |
| Cote's Choice Mixture, 1-lb tins | 0 75 |
| " " " " | 0 75 |
| " " " " | 0 80 |

Veterinary Remedies.

| | |
|---------------------------------------|---------|
| Absorbine, per doz. | \$18 00 |
| Absorbine Jr., per dozen | 8 00 |
| Yeast | |
| Royal yeast, 3 doz. 5 cent. pkgs | \$1 10 |
| Gillett's cream yeast, 3 doz. in case | 1 10 |

For charges for inserting quotations in this dept. apply to Advt. Manager, The Canadian Grocer, at our nearest office.

Sell Seeds That Feed—
SPRATT'S
 MIXED
BIRD SEEDS

SPRATT'S PATENT, Ltd., LONDON, ENG.

Comprise only such seeds as are known to be adapted for songsters to improve their health and develop their singing powers. They are properly cleaned and correctly balanced; always give the highest satisfaction, and the thoroughly satisfied customer is the most profitable one that a dealer can have.

Ask your jobber for them. Packed in boxes containing 3 dozen 1-lb. packets.

MONTREAL—13 St. Therese St.

Sanitary Cans

For Hand Filled Goods

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

Sanitary Enamel Lined Cans

For Color Fruits and Goods of Strong Acidity

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

"The Can Without The Tap Hole"
 "Bottom Like The Top"

Write for Samples

Sanitary Can Company, Ltd.

Niagara Falls, - - - Ontario

When your customers appeal for your advice and judgment, or, in other words, "leave it to you"—it is always safe to tell them that



**"COW" BRAND
 BAKING SODA**

is undoubtedly the purest, strongest, best and most economical baking soda put up. Our reputation is behind every package.

Every jobber sells it.

CHURCH & DWIGHT

MANUFACTURERS
 MONTREAL

FREQUENCY OF SAILINGS

Every twelfth day a Pickford and Black steamer leaves Halifax for Bermuda, The British West Indies and Demerara, and is away thirty-eight days. A delightful trip for moderate cost. Write us.

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Oakey's The original and only Genuine Preparation for Cleaning Cutlery, Ed. and Is. Canisters
'WELLINGTON' KNIFE POLISH

JOHN Oakey & Sons, Limited
 Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:
JOHN FORMAN, - 644 Craig Street
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The most economical high-grade oil ever sold in Canada.

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VERRET, STEWART & CO.

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MONTREAL

Canned Fruits

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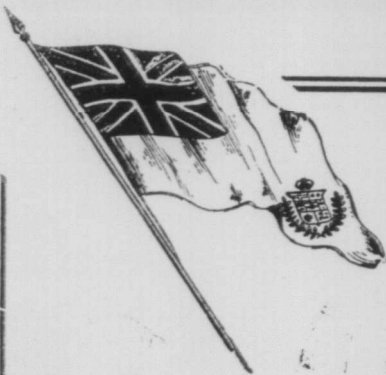
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At Special Prices.

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Wholesale Grocers

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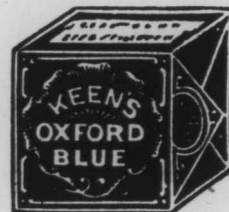
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