

# CANADIAN GROCER

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

**Montreal:** 70-72 Eastern Townships Bank Bldg.  
**London, Eng.:** 25 Fleet St., E.C.

**Toronto:** 111-117 University Ave.

**Winnipeg:** 311 Union Bank Building  
**New York:** Rooms 1109-1111, 160 Broadway.

VOL. XXIV.

PUBLICATION OFFICE: TORONTO, JULY 8, 1910.

NO. 27.

**A  
WORLD-WIDE  
WINNER**



**KEEN'S  
OXFORD  
BLUE**

"Keen's" is a household word in every civilized country, and there's a regular demand for it that is unequalled by any other blue.

**See to Your Stocks**

For Sale by all the Canadian Jobbing Trade.

**FRANK MAGOR & CO.,** 403 St. Paul Street, **MONTREAL**

Agents for the Dominion of Canada

**BENSON'S**

"Prepared" Corn

**STARCH**

and

**EDWARDSBURG**

"Silver Gloss"

**STARCH**

THE LEADING LAUNDRY and COOKING STARCHES in Canada.

Pure and easy to handle. Always in demand.

**EDWARDSBURG STARCH CO., LIMITED**

ESTABLISHED 1858

53 Front Street East, Toronto, Ont.

Works: Cardinal, Ont.

164 St. James St., Montreal



A Cake of "SURPRISE" Soap



A  
Soap  
Your  
Trade  
Requires

Every  
Month,  
Every  
Week,  
Every  
Day

A Cake of "SURPRISE" Soap (Wrapped)



The Red and Yellow Wrapper Soap

**The St. Croix Soap Manufacturing Co.**

Factory at St. Stephen, N.B.

Branches: Montreal, Toronto, Winnipeg, Vancouver, West Indies

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# The Best Only—Always the Best

## Griffin & Skelley's DRIED FRUITS

"The pick of the pack" from the finest vineyards and orchards on the Pacific Coast. Peaches, Pears, Raisins, Apricots, Nectarines, Dried Plums and Prunes.

## Taylor's

Candied and Drained Peels, produced by specialists in this one thing from year's end to year's end. Their

### *Unvarying Quality*

has won an enviable reputation among the elect. The entire time of the makers is devoted to maintaining the standard

## Peels

## QUALITY COUNTS

## "Thistle"

The Brand that sells solely on its recognized merit, which was gained by conscientious effort to maintain

### *Unvarying Quality*

Clean, Wholesome Haddie that win confidence and hold permanent trade. The brand that sells—the "Thistle"

## Haddie

## "STOWER'S" Lime Juice Cordial

is sweetened to suit the most fastidious palates. No hunting for sugar. Add water and you have the best and most wholesome summer drink.

Palatable—Profitable  
Has no musty flavor

"QUALITY IS REMEMBERED LONG AFTER PRICE IS FORGOTTEN"

Remember this one sure fact,  
every time you try to sell inferior quality, and what it really means to your success.

Arthur P. Tippet & Co.





Montreal Office

# Manufacturers' Agents and Brokers' Directory



Winnipeg Office

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

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

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

**FOR SALE**  
Cheap for cash, Fruit Cleaning Plant  
with Date Press. In good running order.  
**J. T. ADAMSON & CO.**  
Customs Brokers  
and Warehousemen  
—  
27 St. Sacrament Street, Montreal  
TEL. MAIN 778 BOND 28

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

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

**H. B. BORBRIDGE**  
Wholesale and Retail Grocery  
Broker  
**OTTAWA**

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

**Live Representation !**  
Do not neglect the Eastern Townships.  
Am open for another good agency. Know  
the trade. Have three travelers.  
**E. H. BOWEN, SHERBROOKE, QUE.**  
Manufacturers' Agent and Broker.

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

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

**W. H. Millman & Sons**  
Wholesale Grocery Brokers  
TORONTO

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

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

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

When writing advertisers kindly men-  
tion having seen the advertisement in  
this paper.

**W. G. PATRICK & CO.**  
Manufacturers' Agents  
and  
Importers  
77 York Street, Toronto

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

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

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

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

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

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

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





**JELLY  
POWDERS**

Are put up in attractive cartons.  
 Make a delicious jelly of just the  
 right consistency.  
 Are so true to name that they are  
 a revelation to all users.  
 Are the right kind to sell.  
 Their high quality will create  
 and maintain a very large sale.  
 IT IS ADVISABLE TO ORDER EARLY



**BAKING  
POWDER**

AN ABSOLUTELY PURE POWDER  
 Warranted to give perfect satisfaction.  
 Sold to the consumer at popular prices  
 and pays you a handsome profit.

4 oz.	Cases	4 doz.	60c. doz.
6 oz.	"	4 "	70c. "
8 oz.	"	3 "	85c. "
12 oz.	"	2 "	1.35 "
16 oz.	"	2 "	1.60 "
5 lbs.	"	1 "	7.20 "

It will pay you to stock "Anchor" brand

**EBY-BLAIN, LIMITED**

Wholesale Grocers

Toronto

For Your High-Class Trade

You should stock

**RAM LAL'S PURE TEA**

guaranteed to bear the critical tests for Purity,  
 Flavour and Strength.

It is a tea of superior quality, coming direct from  
 the tea gardens.

Send to us for samples and particulars.

**Ram Lal's Pure Tea Co., Limited**  
**Montreal, Canada**



# Another Big Sale of Teas

During the month of July we will quote special prices. Now is the time to place your order for present or future deliveries.

## JAPAN TEAS

Early May pickings now in stock at interesting prices. Samples submitted upon application.

Ceylon Black and Green Teas . . . . .	16½c. to 18½c. per lb.
Japan Teas, good style and cup quality . . . . .	16½c. to 18½c. "
High-Grade Ceylon Green and Black Teas in half chests at 28c. to 30c. . . . .	"
China Green and Black Teas . . . . .	12½c., 14c. 16½c. to 18½c. "
Special Ceylon Y-Hysons, 230 half chests, extra value at 20c. . . . .	"

We have a large assortment of Teas in stock and in transit.

Orders taken for import from standard samples for direct shipment.

## ROBERT SIMPSON & CO.

Cor. Gore and Hughson Sts.  
HAMILTON, - ONTARIO  
Telephone 3541

Importers of—TEAS, COFFEES, SPICES  
and other special lines.  
(FORMERLY OF GUELPH)

# Quality



# Talks!

There's only one sure way to obtain and hold the better class trade—let your store talk 'quality.' And there's no line so reliable in quality and so delicious in flavour as

## BRAND'S POTTED MEATS AND FISH IN GLASSES AND TINS

We also manufacture the celebrated AI Sauce and Brand's Essence of Beef, together with a wide range of preserved provisions and invalid specialties. We carry a full line of the different kinds in stock in Toronto and Montreal for your convenience, and can assort to meet your requirements.

### Prices of Potted Meats, etc.

Meats and Bloater Paste	\$1.55
Fish Pastes . . . . .	1.75
Game and Chicken . . . . .	1.85

F.O.B. Toronto

Price list and full particulars on application to our agents  
THOS. O BAXTER, 27 Front Street East, Toronto  
or H. Hubbard, 27 Common St., Montreal

Brand & Co., Ltd.

Purveyors  
to  
H.M. the King

London, Eng.



**W**HEN you buy your Canned Goods,  
see that you get those packed by  
Dominion Canners, Limited. Quality  
is guaranteed. You take no risks.

Leading Brands :

**“Aylmer”**

**“Little Chief”**

**“Log Cabin”**

**“Simcoe”**

**“Delhi”**

**ETC.**

**DOMINION CANNERS**

**LIMITED**

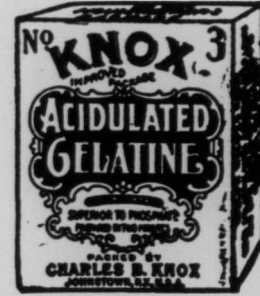
**HAMILTON.**

# Canada Will Have a Knox Gelatine Factory

Grocers of the Dominion want so much **KNOX GELATINE**—because their customers want it—that we are going to make it in Canada. **YOU MAKE MORE PROFIT**, because by manufacturing in Canada we eliminate the high duty and give you the benefit. The new price you make to the consumer means heavier and increased sales. **KNOX GELATINE** commands a good profit to you and its quality and economy please your customers.



~~~~~  
**Charles B. Knox Co.**  
**Johnstown, N.Y.**



## Put up in Glass and Tin



**OX TONGUES  
POTTED MEATS  
GALANTINES  
ETC., ETC.**



# POULTON & NOEL, Ltd.

**English Preserved Provision Manufacturers  
LONDON, ENGLAND**

PRICE LIST MAY BE HAD ON APPLICATION TO US OR

**ROSE & LAFLAMME, Limited, CANADIAN SELLING AGENTS**

**MONTREAL**

**TORONTO**



# KOPS' ALE and 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.*

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

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



You MUST push the Best Goods if you would hold your trade permanently.

The "Best Goods" in a grocery stock always includes



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

WILLIAM H. DUNN, Montreal and Toronto

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

Beans, to be enjoyed, must be of the best quality and taste. To get this happy combination the beans must not only be prepared scientifically, but put up by the most experienced packing men.

These essentials are to be found in the

# Balaklava Brand BAKED BEANS

Dealers who handle our goods never hear of a dissatisfied customer, and once eaten they are always wanted.



**The Eastern Canning Co.**

PORT CANADA, ; N.B.

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

Where are you

going to get PERFECT vinegar if you don't get it from us?

The name of **Purnell & Panter**

BRISTOL, ENG., Limited

on any bottle is a guarantee of highest quality, whether it's



**Vinegar,  
Pickles  
or Sauce**



ESTABLISHED 1750

Cars always at your disposal

Canadian Agents:

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

## A QUICK SELLER AT A GOOD PROFIT

Women prefer using **MINUTE TAPIOCA** because of its obvious advantages as a summer dessert.

It requires no soaking—fifteen minutes' cooking produces a delicious tapioca pudding.

It is extra good value for the money—one package makes six full quarts of a pudding that is nourishing and delicious, and that presents an unusually smooth and dainty appearance on the table.

And **MINUTE TAPIOCA** is absolutely pure—put up in the world's largest and most sanitary tapioca factory.

Ask your jobber for  
**MINUTE TAPIOCA**

**Minute Tapioca Co.**

Orange, - Mass.





# THE FAMOUS DAYTON SCALE

More DAYTON SCALES sold than all other makes of COMPUTING SCALES combined

Acknowledged by all to be the BEST SCALE in the world, AND, being the BEST, it has been imitated.

We ask merchants to protect themselves by insisting on having the DAYTON SCALE, for the imitation is never as good.

## NOTE THE LOW PLATFORM

This scale is ABSOLUTELY AUTOMATIC, is a TOTAL ADDER and all weighings are given on the Chart in CENT GRADUATIONS.

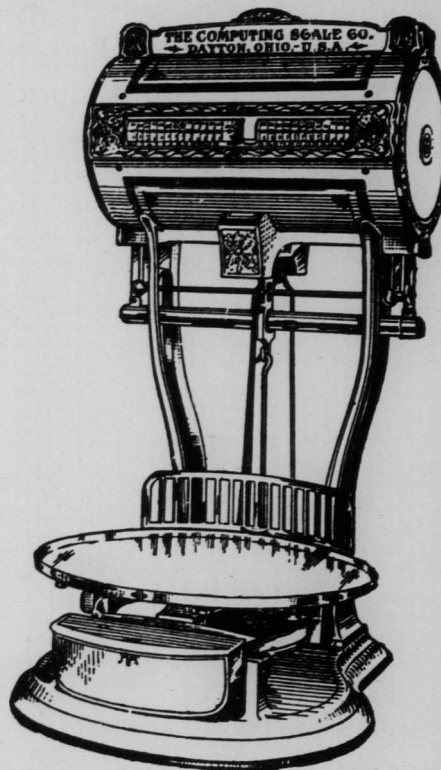
## MADE IN CANADA

Sold on EASY PAYMENTS, no interest charged.

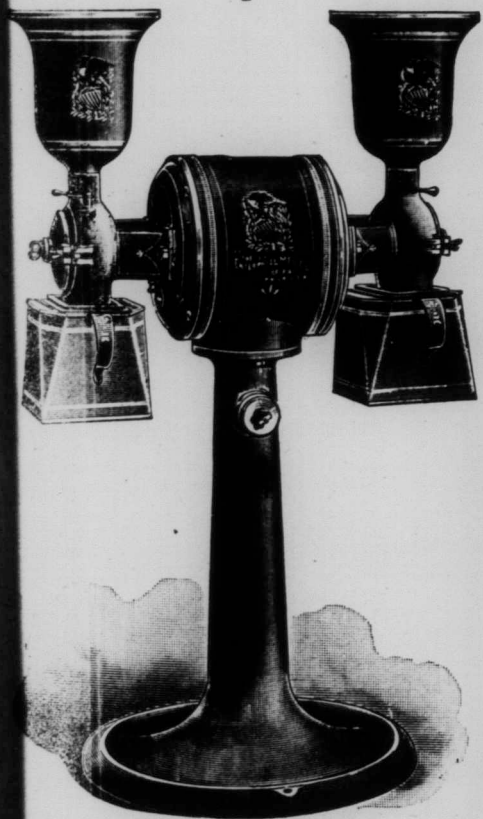
Send name and address and we will have one of these FAMOUS SCALES demonstrated to you.

## The Computing Scale Co. of Canada, Limited

164 West King Street, TORONTO, ONT.



Dayton Moneyweight Scale  
Note the low platform



## 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

544 Van Ness Ave., San Francisco

**THREE STRONG  
BUSINESS GETTERS**

---

**WHITE SWAN COFFEE**

---

**WHITE SWAN LYE**

---

AND

**WHITE SWAN  
BAKING POWDER**

---

**ALL WELL TRIED AND FOUND  
HIGHLY SATISFACTORY**

**Banish Trouble!**

How? Handle "Quality" Goods!  
Sell

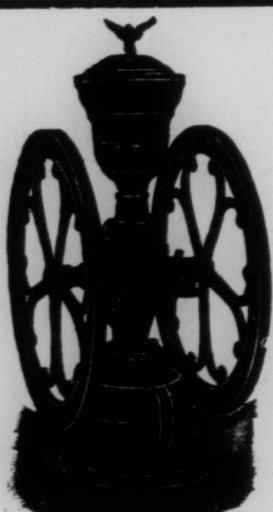
**Crest Brand Olives**

They are "Quality" through and through. No culls or blighted fruit under our label. Particular people will thank you for recommending this line, and the satisfaction it invariably gives will add to your reputation for handling none but "Quality" goods.

*Your jobber can supply you;  
if not, write us direct.*

Canada Spice &  
Grocery Co., Limited

LONDON,  
ONT.

Exclusive  
**SPECIAL**  
Adjuster  
**Elgin National  
Coffee Mills**

can be regulated to grind coarse or fine when running, and the special adjusting device is used on our mills only. All our mills are built on merit, are the highest standard of excellence, are strong, fitted with steel burrs and run easily, smoothly and satisfactorily.

Ask any of the following Jobbers for our Catalogue:

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

MANUFACTURED BY

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

**Your Business Barometer**

will stand at "SET FAIR" if you are handling goods which bear the stamp of quality!

In no department is this of such vital importance as in your sardines.

You will have no anxiety on this score if you handle—

**King Oscar**  
BRAND  
**SARDINES**

the purest, sweetest and best packed fish on the market.

Canadian Agents

**J. W. BICKLE &  
GREENING**  
(J. A. Henderson)  
Hamilton - Ontario



By Special Royal Permission



Handle  
Satisfaction-Givers!

SELL



Here's the full line of Richards Profitable Soaps

Quick Naptha Soap—Snowflake Soap Chips—  
Ammonia Powder—100% Pure Lye—Toilet Soaps

Agent for Hamilton and Toronto:

MR. HUTCHINSON, Omand Mfg. Co.

76 Colborne Street,  
TORONTO

## “Nugget” Furniture Polish

shows you a margin of 50 per cent.

In  
Paste Form  
Sells at 10c



In  
Paste Form  
Sells at 10c

Retails at a popular price, shows a big margin of profit, no loss from breakage.  
Guaranteed absolutely free from acids and all injurious ingredients.  
SIMPLE — CLEAN — QUICK — “A CHILD CAN USE IT.”

Write for Samples and Prices.

### The Nugget Polish Co., Limited

22 Bedford Row, Halifax

67 Adelaide St. East, Toronto

THE CANADIAN GROCER

# Do You Know That Dutch Bakers are the Best Bakers in Christendom?

Not only does cleanliness—characteristic of the Dutch—reign supreme in the bakeries of the Biscuit Fabrick DeLindeboom at Mydrecht, Holland, the home of Frou-Frou, but the quality of the ingredients used has been, and ever will be, a most important factor in this world famous bakery.

The process of making Frou-Frou, handed down from generation to generation, is one of the most valuable trade secrets of the present age, and the grocer who recommends this matchless wafer to his customers, is recommending something that will go a long way towards binding still closer his store to the householder who appreciates good things to eat.

Will you, Mr. Grocer, let us prove our claim by sending you, free of charge, a sample tin of Frou-Frou? We will do so on receipt of your name and address.



Taste the taste of  
**FROU-FROU**  
The Dutch Wafer of indescribable charm.



**MACGREGOR SPECIALTY Co.**

Canadian Distributors

TORONTO, ONT.



# PERRIN'S

RED LABEL

PACKAGE



20 CENT TINS

# GRAHAM WAFERS

DELICIOUS GOODS, HANDSOME PACKAGES



**If it's CUSTOMERS you want, Sir—**

You certainly want H. P. SAUCE to bring them in

In many ways H. P. is unique, its flavor is unique, its deliciousness is unique, its value is unique—it makes customers—it makes business—it makes profits—

Why Not Sell It?

**H.P. SAUCE**



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

*Redpath*

Extra Granulated and other grades of Refined Sugar represent perfection in Sugar refining and are the result of experience and modern machinery.

Manufactured by

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

**EMPRESS BRAND JAMS**

**20-oz. Glass Jars—1909 Fruit**

The attractive appearance sells them. Their delicious taste brings the customers back for more. TRY THEM. That's all we want. We are sure of your future orders once you have had the

**EMPRESS BRAND**

WRITE US FOR PRICES

**Empress Manufacturing Co. Limited**

VANCOUVER, B.C.

**JAPAN TEAS**

New Season's are now arriving by every steamer. Samples will interest Jobbers, please write.

**S. T. NISHIMURA & COMPANY**  
 MONTREAL & JAPAN



### To Northern Ontario Merchants

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

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

EVERY CAN



GUARANTEED

St. Charles

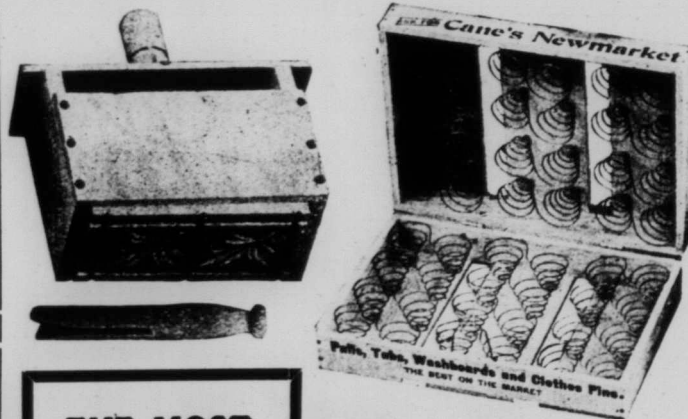
### Evaporated Cream

BETTER PROFITS  
 MORE SALES  
 SATISFIED CUSTOMERS

With a Good Stock of St. Charles



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



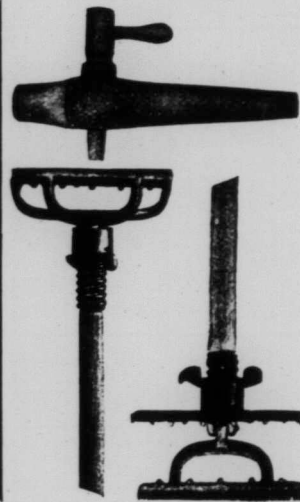
### THE MOST PROFITABLE

line of woodenware you can handle is the line with a firmly established reputation for quality. That is—

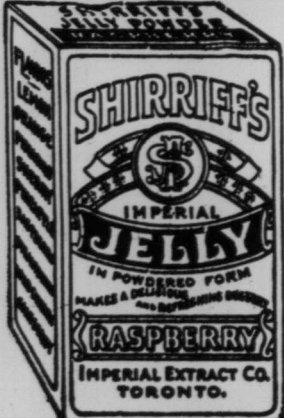
### Cane's Woodenware

We make:—  
 TUBS, PAILS, WASHBOARDS, CLOTHES PEGS, WOODEN SHIPPING PACKAGES for CANDY, LARD, BUTTER, PICKLES, VINEGAR, SYRUP, Etc., Etc.

Ask your Jobber for Cane's.  
**THE WM. CANE & SONS CO.**  
 Limited  
 NEWMARKET. - ONTARIO



### SHIRRIFF'S JELLY POWDERS



Produce delicious jelly.  
 Retain the natural fruit flavor.  
 Are easy to handle.  
 Pure and palatable.  
 Refreshing and Reliable.

### Are You Stocking Them?

They are sure and profitable sellers. Order from your Jobber or write us direct.

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



ESTABLISHED OVER 200 YEARS

# CHAMPION'S

LONDON, ENGLAND

Commands a Preference over all others.

AGENTS  
W. S. Clawson & Co., South Wharf, St. John, N.B.  
Green & Co., 136 John Street, Toronto. R. Robertson & Co.,  
J. W. Snowden, 413 St. Paul St., Montreal

We are open to do business on easy consignment terms

# MALT VINEGAR

IS THE BEST

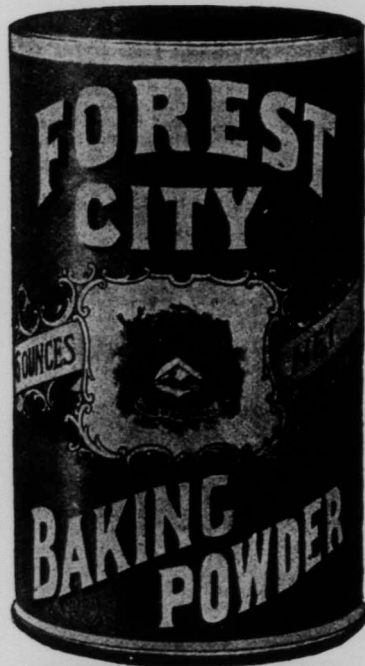
Made from the finest malted barley.

W. H. Escott, 141 Ballantyne Ave. East, Winnipeg  
912-913 Dominion Trust Bldg., Vancouver, B.C.

Write our Agents for Particulars



## FOREST CITY BAKING POWDER



THE STANDARD FOR 25 YEARS

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

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

ECONOMICAL  
(IN USE)

EFFECTIVE and  
RAPID

"The Enemy of Dirt."

## ASEPTO

Soap Powder

House cleaning loses half its terrors when "Asepto" lightens labour. Recommend this splendid soap to your customers. It's the kind that compels the repeat orders.

See to your stocks.

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

Agents—ROSE & LAFLAMME, Ltd., Montreal



**Repeat Orders** is the story of all Grocers who handle

## Canada First Evaporated Cream

There is nothing to equal it as a pure, healthful substitute for fresh cow's milk. Every can guaranteed absolutely pure and thoroughly sterilized. Order from your wholesaler.

THE AYLMEY CONDENSED MILK CO., Limited, - AYLMEY, ONT.

NO GROCER WHO WANTS QUALITY SHOULD NEGLECT TO ORDER

**Tartan**  
**BRAND**

**Fruit Jar Rubbers,** the finest and different from any other line.

**Spices** are the purest and best.

**IMPERIAL VINEGAR**

One trial will prove its superiority.

**WAGSTAFFE'S** New Season Strawberry Jam

Absolutely pure, sells itself. Save labor by stocking it.

Phone 596 Long Distance at our expense.

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

*St. Lawrence*

**GRANULATED**

and

**GOLDEN YELLOWS**

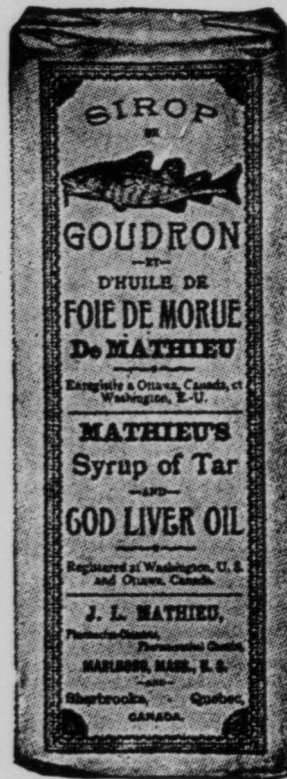
Made only from Pure Cane Sugar

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

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

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

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



**A COLD CURE EVERY Dealer Can Recommend**

To be able to recommend an article because of its success in the past makes selling easy.

**MATHIEU'S SYRUP**

of Tar and Cod Liver Oil

has been a wonderful success. The testimonials received by the proprietors tell of marvellous cures. Thousands of households are never without it. Its sales have multiplied in every community where it is sold. Dealers never find it a slow seller. During the Fall and Winter seasons large sales are assured. Keep a good supply on hand and when ordering order also

**MATHIEU'S NERVINE POWDERS**

which are necessary to reduce fever and remove pains in connection with colds.

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

Distributors for Western Canada:

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

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

**The North Queensland Meat Export Co., Ltd.**

WORKS, OOLBUN

TOWNSVILLE, NORTH QUEENSLAND

MANUFACTURERS OF

**Canned Meats, Extract of Meat, Etc.**

OF FINEST QUALITY

SPECIALTY:

**Boiled and Roast Beef**

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

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

CORRESPONDENCE INVITED FROM WHOLESALE BUYERS

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



# Royal Salad Dressing

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

No table relish is so sure to please.

It attracts the kind of trade that buy the best.

Made in Canada by

**The Horton-Cato Mfg. Co.**

Windsor, :: :: Ontario

## The Commercial Account Register

*The Up-to-Date Merchant Wants:*

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



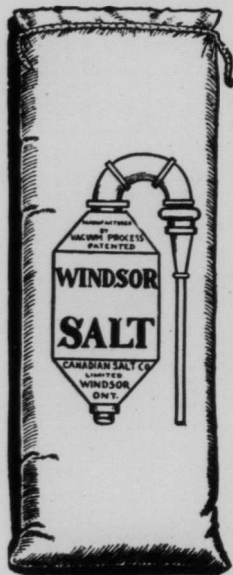
### THE COMMERCIAL

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

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

**COMMERCIAL REGISTER CO.**

178-180 Victoria Street - - Toronto, Ont.



Isn't it a rather significant fact that over 95% of the salt sold in Canada for table and butter and cheese making is

## WINDSOR SALT?

Are the other slow-selling brands worth the room they take up in your store?

**The Canadian Salt Co., Limited**  
WINDSOR, ONTARIO

## THEY STAND ALONE



**Goodwillie's**  
**Pure Fruits**

In Glass  
are  
highest  
quality  
packed

Agents:

Rose  
&  
Laflamme  
Limited  
Montreal  
and  
Toronto

# 75,000 Gallon Pickles in Brine

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

**Kegs—1, 5 and 10 Gallon.**

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

Write for prices before placing orders elsewhere.

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

Bonded Vinegar, Pickle and Spice Manufacturers.

### BE WISE

to your own interests; feature those lines that have hit the public taste.

## Queen Quality Pickles



have made good because they are **made good.**

Our

### Sweet Mixed Chow

is especially recommended and will be found a rapid seller at this season.

Packed in 10 and 20 oz. bottles and leave an excellent profit to the retailer. May we quote you? Our prices are very attractive.

**TAYLOR & PRINGLE**  
Co., Limited  
OWEN SOUND, ONTARIO

## 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 Cap Hole"

"Bottom Like The Top"

Write for Samples

## Sanitary Can Company, Ltd.

Niagara Falls, . . . Ontario

## DOMELINE

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

## W. G. A. LAMBE & CO.

Canadian Agents

Buy "P

as extensi

ISLAN

Tel. Address:

A.B.C. Codes

Canadian Agent

"Se



JOHN

Agents: Winipeg: R

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# TEA LEAD

*Best Incorrodible*

Buy "PRIDE OF THE ISLAND" Brand

as extensively used for years past by most of the leading packers of Tea in Canada.

**ISLAND LEAD MILLS LIMITED,**

Tel. Address: "Laminated," London.  
A.B.C. Codes used 4th and 5th Editions.

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

Canadian Agents

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



## QUALITY

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

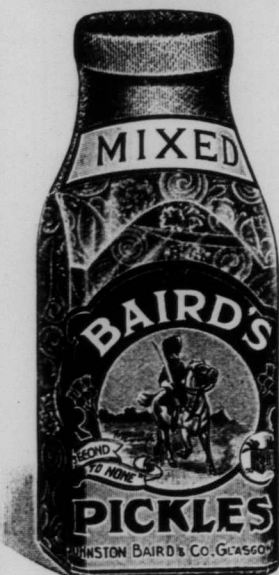
Sold by leading hardware dealers, or write to us.

**HAM & NOTT CO.**  
Limited  
BRANTFORD CANADA

# BAIRD'S

"Second-to-None"

## Pickles



So called because they are second to none for value.

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

GOOD, SOUND  
VEGETABLES  
and  
PURE VINEGAR

Low Price  
High Quality

**JOHNSTON, BAIRD & CO.**

GLASGOW, SCOTLAND

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

# GINGERBREAD

—BRAND—

## MOLASSES

A Molasses that increases your sales.

THREE reasons for it:

- No. 1—A Strong Baker
- No. 2—Body
- No. 3—Flavor

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

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

**THE BEST THERE IS**

Be convinced now.

**The Dominion Molasses  
Co., Limited**

HALIFAX

NOVA SCOTIA

Facts are Stubborn Things  
and the fact that

# AURORA COFFEE

is so much Superior to all the others is a valid reason why you should handle it! The aroma and flavor of "Aurora" Coffee are unsurpassed, and its retail price, 40c., leaves you a very good margin of profit. Stock up without delay.

**W. H. GILLARD & CO., Hamilton, Ont.**



BRANCH—SAULT STE. MARIE

# THIS IS THE TIME

to look into your stock book and fill in what is needed. Spring importations are now arriving.

Order Early.

PROPRIETORS

## ROWAT & CO.

GLASGOW, SCOTLAND

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



# "BANNER" 1910

## Cold Blast Lantern



Comparisons may be odious  
BUT

Compare OUR Lanterns  
with any in the market.

Superior work  
will tell

*Handled by all Jobbers*

**Ontario Lantern & Lamp Co.**  
LIMITED  
HAMILTON, - ONTARIO



## Here's a Winner For You

Housework of every kind entails soiled hands, and for chasing dirt, grease, tar or paint from the hands

# SNAP

THE MAGIC HAND CLEANER  
is without an equal

It is antiseptic and beneficial to the skin and proves a phenomenally rapid seller. Sells at sight.

Order from your jobber.

**SNAP CO., LIMITED**  
MONTREAL - - CANADA

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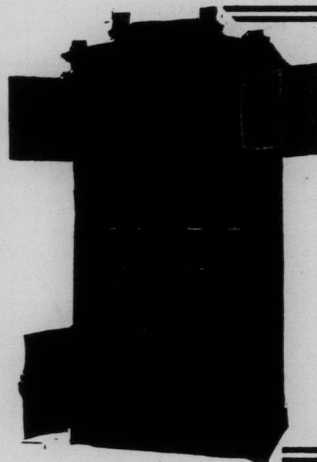
THE C



## DAIRY BUTTER WANTED

Either in carload or less than carload lots.  
If you have any to offer, quote us your prices.

**F. R. Stewart & Co.**  
VANCOUVER, B.C.



### YOUR PROFITS

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

## ARCTIC Refrigerator

The 'Arctic' is the 'last word' in scientific refrigerator construction, and is moreover a handsome ornament to any store.

Arctic Refrigerators for All Purposes.

**JOHN HILLOCK & CO.**  
Queen and George Sts., TORONTO  
Agents for Western Provinces: Ryan Bros., 147 Bannatyne Ave., Winnipeg

## BLACK JACK

QUICK, CLEAN, HANDY



TRY IT.

BLACK JACK  
STOVE POLISH

SOLD BY  
ALL  
JOBBER

4-lb. tins—3 doz. in case.

McLean's  
Cocoanut



HAVE  
THE  
BEST

The Canadian Cocoanut Co.,  
MONTREAL

**McLean's**

We make a specialty of

## Maple Flavor

For Manufacturers of Extracts  
Syrups, Biscuits and Confectionery

**STUART BROTHERS**

Distillers Essential Oils, Etc.

NIAGARA FALLS . . . . . CANADA



## "BLUENOSE"

You can buy no better butter in tins. None so good for the money. Invaluable to hunting and fishing parties.

**Smith & Proctor,** Sole Packers  
Halifax, N.S.

Get Wise to the Profit Problem

## KITCHENER BRAND PORK AND BEANS

are equal in quality and selling at 25 per cent. less than the best packs on the market.

Why not, Mr. Grocer, make this profit?

Our beans are all hand picked and put up in the new sanitary can, in 1, 2 and 3 lb. sizes, plain or tomato sauce. We also have a full line of fruits and vegetables. If your wholesaler cannot supply you, write us direct for prices.

**THE OSHAWA CANNING CO., Limited**  
OSHAWA, ONT.

If you wait for to-morrow it may be too late.

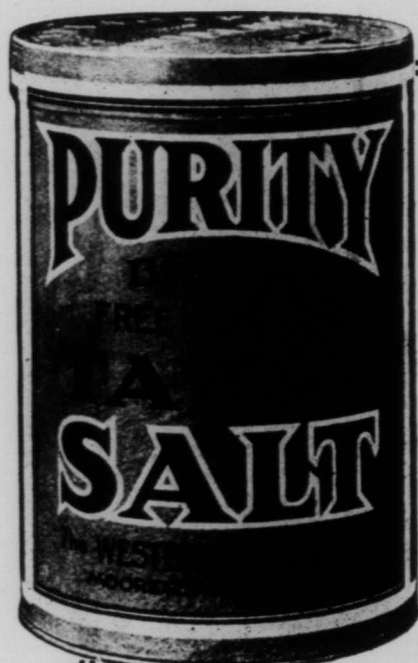
## ROYAL METAL POLISHES

ORDER NOW

Write us for prices

**ROYAL POLISHES COMPANY**  
MONTREAL





An Attractive  
Line to Handle  
and one which is a  
genuine satisfac-  
tion-giver is

**PURITY**  
BRAND  
**Free Running**  
**TABLE SALT**

It is put up in Air-  
proof and Mois-  
ture-proof cans,  
provided with a  
patent opening  
through which the

salt is poured as easily as water. It is unaffected by climatic changes, and is a perfect salt in a perfect package.

*Just the line for your best trade!*

**The Western Salt Co., Limited**  
MOORETOWN, ONT.

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

**Perfection Cheese Cutter** Made in Canada



Every Slice is a Fresh, Even Cut.

Accurate in Weight.

Pleasing to the Eye.

It pays to buy a Perfection Cutter.

It is built to last; made substantial and strong.

It prevents overcuts, scraps and waste.

It saves its cost in time, labor and money in less than twelve months.

Patented and Manufactured by

**The American Computing Co. of Canada**  
Hamilton, Ontario

SOLD BY THE WHOLESALE GROCERS.

**OPPORTUNITY IS KNOCKING**

at your door—the chance, in these days of keen competition, to do a profitable trade in

**STERLING BRAND**

**BULK PICKLES**

**Sweet Mixed or Sour**



**In 1, 3 and 5-gallon Pails**

No line you handle will prove such a profitable and ready seller. They are made from the finest and freshest vegetables, preserved in pure vinegar. Be wise in time and feature "Sterling" Pickles.

*Write for prices to-day.*

**The T. A. Lytle Co., Limited**

Sterling Road : : TORONTO

**OK**

**ENGLAND'S LEADING FRUIT SAUCE**

25 years' reputation, and the only sauce backed up by a purity guarantee of

**[ 1000 GUINEAS**

(Sells at 15 cents and 25 cents  
**BE WARY OF IMITATIONS**

**SAUCE**

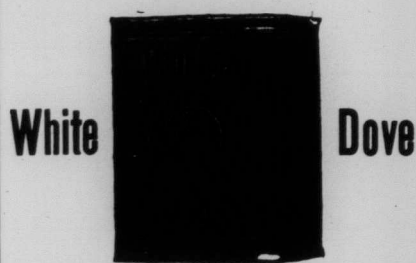
**George Mason & Co., Limited**  
Sole Manufacturers LONDON, ENG

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

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Quebec, Que.—A. Francois Turcotte  
Kingston, Ont.—James Craig



**DOWNEY'S**



**COCOANUT**

THE BEST  
FOR THE  
MONEY

**W. P. DOWNEY**  
MONTREAL

THE PEOPLE OF  
**JAMAICA**

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

**KINGSTON**  
"GLENER"

might bring inquiries. Better write for rates to

**I. C. STEWART, Halifax**

**WARMINTON'S**

Shipping Specialties  
STRAPPING, CLUTCH NAILS, PAIL HOOKS, ETC.

Save expense to shipper

**J. N. WARMINTON**  
207 St. James St., - MONTREAL

GEO. KEMP, LTD.  
LONDON, ENGLAND.

SUPPLIERS TO  
THE BRITISH  
GOVERNMENT



Dainty Novelties  
Splendid Selling Lines

**KEMP'S**  
**BISCUITS**

YOU MUST STOCK THEM

Send your name and address for samples and Export Price List.

SOLE EXPORT AGENTS

**H. COLLINGS & CO.**

FOR QUALITY 16 Philpot Lane, E.C., London, Eng.

**IT WILL PAY YOU** to watch our Condensed Ad. columns. There are many money-making positions there. You may find just what you want.

**Cold Spring**  
**Lemonade Powder**

For Picnic Parties,  
Travelers and  
Holiday Seekers.

You can readily make this the best selling Summer Line in your store.

Your customers will appreciate having their attention drawn to it.

Put up in artistic, attractive 1/2 lb. and 1/4 lb. tins.

Prices and samples on application.



**S. H. EWING & SONS**  
MONTREAL and TORONTO



**CHINESE**  
**STARCH**

Quick Sales.  
Satisfaction.  
Large Profit.  
No Dead Stock

Get Prices

**OCEAN MILLS**  
MONTREAL

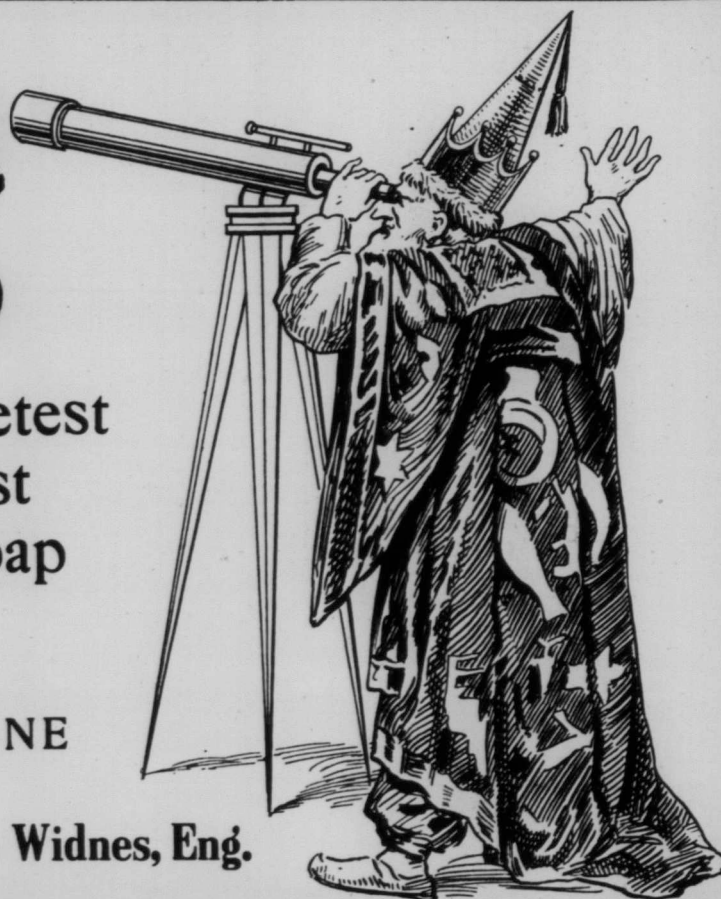
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# Gossages' Magical Soap

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

GUARANTEED GENUINE

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



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

**ESSEX BRAND** IS KNOWN TO ALL THE TRADE

**Essex Canning & Preserving Co.**

Essex, Ont.

rivated and so  
three coats of  
metal. The  
gallons, quart  
prevents evap  
THE SYS  
ever occurred  
one explosion  
remained in g

S. F. P

THE  
Holbro  
Worcestersh ir  
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Punch  
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Pure  
Malt  
Vinega  
Pure  
Pickle  
HOLB

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# BOWSER

Long Distance System

For Handling

Kerosene or Gasolene

meets the highest approval because it is

**SAFE**

The old method of handling oil by gravity or any kind of pressure was very dangerous, as a leak in a joint or elsewhere was most apt to result in an explosion.

Every feature of the Bowser Long Distance Underground Storage System meets the requirements of Insurance Companies and Fire Underwriters.

**HEAR IS THE PLAN:**—The oil is stored in a tank buried outside, any distance that you desire away from the building. The tank is made of best heavy sheet steel

riveted and soldered, tested and guaranteed leak and evaporation proof. It is painted with three coats of asphaltum, which absolutely prevents the damp earth from acting upon the metal. The pump is the latest improved, all metal, and measures accurately gallons, half-gallons, quarts or pints at a stroke. The nozzle is fitted with a lever shut-off that absolutely prevents evaporation.

**THE SYSTEM HAS NEVER CAUSED A FIRE,** nor has an explosion of a Bowser Tank ever occurred. One hundred and eighteen outfits passed through the San Francisco Fire—not one explosion resulted. Some of the pumps were warped and melted by the heat, but the oil remained in good condition in the tank. The Bowser System is safe in every way.

WRITE FOR BULLETIN 5-G.

**S. F. Bowser & Co., Ltd., Toronto, Ontario**

## Turn Your Losses Into Gains

By adopting the one plan that will enable you to handle credit customers successfully and make them just as safe as the cash buyers.

# Allison COUPON BOOKS

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

### HOW THEY WORK



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

For Sale by the Jobbing Trade Everywhere.  
Manufactured by  
**ALLISON COUPON CO., Indianapolis, Ind.**

## THE LARGEST SAUCE FACTORY IN THE WORLD

Holbrook's

Worcestershire

Sauce

Punch

Sauce

Pure

Malt

Vinegar

Pure

Pickles

**HOLBROOKS LIMITED**



Canadian-American Branch  
40 Scott St., Toronto, Canada.

Manager

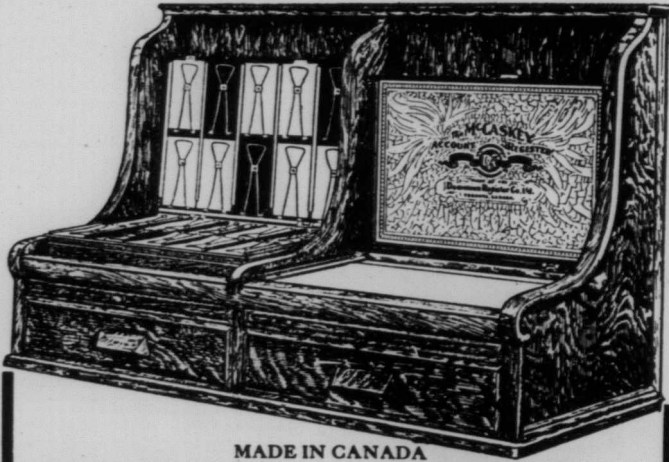
**H. GILBERT NOBBS**

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- Winnipeg  
Richards & Brown
- Regina  
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- Calgary  
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- Vancouver  
Kelly, Douglas & Co.
- Victoria  
Wilson Bros.
- Halifax  
Bauld Bros.
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Barbour & Co.
- Fredericton, N.B.  
Randolph & Son
- Charlottetown, P.E.I.  
Carvell Bros.

# TWO CENTS PER WORD

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



MADE IN CANADA  
**JUST ONE REASON WHY YOU NEED  
 The McCaskey Account Register**

FIRST AND STILL THE BEST.

- ☐ NEITHER you nor your clerks can be absolutely sure that every article that goes out of your store is charged to the proper person if you do not have THE McCASKEY SYSTEM.
- ☐ With the McCASKEY SYSTEM it is impossible for you to forget to charge.
- ☐ Little leaks will sink a ship—little leaks like forgotten charges will ruin your business.
- ☐ There are a hundred other reasons why you need the McCASKEY SYSTEM. We'll be glad to tell you what they are if you will tell us that you are interested.

A POSTAL CARD WILL DO.

**DOMINION REGISTER CO., Limited**  
 Successor to the McCaskey Register Co. in Canada  
 96-104 Spadina Avenue - TORONTO, Can.

## Quaker Brand Salmon

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

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

## Mathewson's Sons

Wholesale Grocers

202 McGill Street - Montreal

## A Genuine Trade-Builder

Quality goods are those that attract and hold trade and

## Wonderful Soap

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

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

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

## The Guelph Soap Co.

GUELPH - ONTARIO

Toronto Agents. MacGregor Specialty Co.

WAGSTAFFE LIMITED, HAMILTON

WAGSTAFFE'S FINE OLD ENGLISH NEW SEASON MARMALADE 1910

WAGSTAFFE'S NOW READY

SEVILLE BITTER ORANGES AND BEST GRANULATED SUGAR ONLY.

Exact Reproduction of

The Most Modern & Up-to-date Fruit-Preserving Factory in Canada

NO PRESERVATIVES OR COLORING USED WHATEVER

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 Allan, Robt., Co.  
 Allison Coupon Co.  
 American Comput  
 American Tobacc  
 Andrews & Nunn  
 Asepto Mfg. Co...  
 Aymer Condensed

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 Bawlf, Davey & C  
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 Blue Ribbon Tea C  
 Borbridge, H. B.  
 Borden Condensed  
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 Bowser, S. F. & C  
 Brand & Co...  
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 Canada Sugar Ref  
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 Commercial Regist  
 Computing Scale C  
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Eastern Canning Co  
 Ely-Blain Limited



# Retrospective and Prospective

In 1892 we sold just 63,290 packages of "SALADA." Now our sales in a single day are more than the whole of that first year's business. From a small beginning we have witnessed a great growth.

The best guarantee we can offer for the future is the accumulated force of nineteen years' reliable service. The finest tea we can buy and the best that we know is always at your disposal.



Yearly sales over 20,000,000 packages

## INDEX TO ADVERTISERS

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# Advice to the Retailer from Wholesale Grocers

Merchant Who Serves Apprenticeship Has the Better Chance to Succeed Thinks  
One—Pains to be Taken in Buying—Guarding Against Financial Leaks—Advantages in Advertising if Done Properly—An Opinion on Association Work.

Some grocers, no doubt, would consider that they were in a better position to know the retail end of the question far better than the jobber, but it must be remembered that among the latter the majority rose from the ranks of the retailer and are really post-graduate grocers. They also have extensive relations with all classes of grocers and experience teaches them where to look for the various pitfalls that prove disastrous to the retailer and to a certain extent, affect the wholesaler.

"There are so many things that require the attention of the grocer," said a Canadian jobber, "that it is really not to be wondered that the idea obtains that 75 out of every 100 retailers fail. As for myself I believe that the number must be that large in some places. I do not want to deal with the essential necessities that are required. To make a successful grocer one must in the majority of cases serve an apprenticeship in a progressive store and before he branches out for himself he should be perfectly acquainted with the cost of goods, the cost of doing business, how to meet payments and all the other details that are connected with simply the buying and selling end of the grocery business.

"You have often heard the saying 'Buy Right.' That is of great importance but how is a man to buy right if he knows nothing at all about it? The clerk who has had no experience in this respect is not much better off than the hod-carrier or mechanic who has saved up a few hundred dollars and opens a grocery store because he thinks it is an easy way of doing business.

## Check Over the Goods.

"But supposing a man is acquainted with this part of the business; there is one thing that is often overlooked. When a grocer receives a shipment of goods he should go over it in its entirety. He should know first, what he ordered and taking the invoice he should make it a point to see that he has received everything he paid for.

"In the same way he should check things going out. Give honest weight, but neither above or below that which is paid for."

## Store Must be Clean.

"Cleanliness is a point that should be carefully remembered," said one wholesaler. "The scrupulous housewife cannot forgive or excuse untidiness in a store and if there are signs of uncleanness her imagination makes it worse than it may be. This of course augurs no good to the grocer. Besides, the grocer of today should realize that the public demand pure food and if he wants to create the impression that he is trying to cater to public taste in that respect, he must have his premises clean.

"A diamond in a brass setting will not attract in the same manner as it would if it were embedded in gold. A grocer aims at building up a business. He wants a customer to remain with him for years—providing he pays promptly—and tidiness and cleanliness will go a

long way toward satisfying a customer and holding her. To build up trade the store must be a little better or more appealing than a competitor's. Of course 'store' in this case includes a great deal but cleanliness and neatness are decided assets."

## Should be no Money Leaks.

"The successful grocer is careful to safeguard against money leaks," was still another opinion. "There are so many crevices through which money can find its way almost imperceptibly that extreme vigilance is needed at all times. There is one point to which I would call particular attention. I believe that it is a good idea to pay by cheques. Banks are numerous in cities, towns and villages and the managers are only too pleased to receive the new business. When a grocer pays by cheque he has a receipt then and there. I would recommend this idea to grocers. Some always pay travelers for goods received. In such cases they should be sure that it is by cheque. I do not cast any reflection on the traveler but I do want to impress the idea of carefulness upon the grocer.

"Price cutting is not the sign of a good business man. The old established grocery houses that we have done business with for years did not secure their strength by methods of that kind. Price cutting is only a flash in the pan. It may bring a little extra trade for the time but the public seem to get the idea that grocers of this kind should always cut prices. The people look for a continuation of the policy and if a merchant is foolish enough to keep on cutting it will not be long until he is hopelessly lost."

"Know how you stand," was the pith of one opinion. "That is always good advice. A grocer should keep his books up with his business and in such a manner that he may know at any time his exact financial condition."

## Thinks Retailers Should Advertise.

The advice of another wholesaler was to advertise.

"I have watched closely," he said, "those retailers who have advertised in their daily papers—I mean those who have taken pains and presented good readable informative ads—and I have found that the majority of them have been successful merchants.

"To give an example of this I might point to the mail order houses—see the successes they have made and they have been made because they advertised their goods so that the people read their advertisements.

## Grocers' Associations.

"I have no doubt in my mind," he continued, "that grocers as a body would vastly improve the general conditions of the trade if they would organize properly. Throughout the Dominion association work is only in the pioneer state. In England it has reached such a stage that regular examinations are conducted for clerks at which questions on all departments are given

and the successful clerks are given certificates. A great deal of good has been done in this one respect. Grocers will some day wake up to this fact when a spirit of friendliness pervades the trade more than at present and the grocers will then become scioned in their business and the 75 per cent. or more of failures should be greatly reduced."

## CANNED GOODS AGREEMENT.

### Dominion Canners Reach Agreement With the Wholesale Grocers' Guild.

As the outcome of recent conferences between the Dominion Canners, Ltd., Hamilton, and the Dominion Wholesale Grocers' Guild, an agreement has been reached whereby those wholesalers who bind themselves to handle only the goods of this company receive a certain stipulated profit of 10 per cent. on vegetables and 12½ per cent. on fruits. Wholesalers who agree to this will also agree to sell to the retail trade at the canners' list prices only.

## PRICE CUTTING IN B. C.

The Vancouver representative of The Grocer tells of what might be termed wholesale price cutting in his district.

He says that a representative of a Toronto manufacturing firm is in Vancouver and has been making calls on the grocers with a view to pushing his firm's product. The trouble has been that there has been price cutting, with the result that the ordinary retailer does not feel like handling it. He has either to sell at two for 45c, cost price, or tell his customer, when it is remarked that down town it is cheaper than 30c, that he cannot handle it at that figure.

"Price cutting," he continues "has also played havoc with some breakfast foods, for grocers will not stock with goods on which they are not protected from larger dealers who offer these at a low price as an attraction. One firm has held its own, and this week the traveler for this is around doing good business."

## THE CHOCOLATE TARIFF.

The Department of Customs, Ottawa, have sent to the various customs collectors a special notice in regard to duty on chocolate and preparations of chocolate shipped to Canada on consignment without sale prior to shipment. There will be collected on this the same special duty as if the chocolate had been sold to an importer in Canada prior to its shipment to Canada and a deposit of 15 p.c. ad valorem will be required to be made at the time of entry to the collector, to secure payment of the special duty.

The special duty paid in excess, if any, in such case will be refunded on application through the collector in the usual form, upon proof to the satisfaction of the Minister of Customs as to the actual price realized from the sale of the goods, exclusive of all charges thereon after shipment from the place whence exported directly into Canada.

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# Retailers Talk Plainly of Wholesalers' Methods

Some Think More Attention Should be Given to the Retailer Than He Now Receives—Wholesalers at Times Too Anxious to Start Going New Retail Concerns Without Experience—An Opinion on Advertising Through the Trade Press—Travelers' Calls Dealt With.

The wholesaler's relation to the retailer!

Some jobbers are credited with having stated that they are not dependent upon the condition of the retail trade but they must have been misquoted. At least that is the opinion of a Canadian retail grocer who offered an authority for the statement. Continuing he said:

"The wholesaler is certainly dependent upon the retail grocer and I think there are many things the wholesale trade could do that would not only benefit us but would act as a boomerang to the benefit of the wholesaler. To begin with the retailer is the main spring in the works by which articles are distributed.

## Where the Retailer Comes in.

"Of course the manufacturer turns them out and the jobbers send out their army of travelers to get these goods on the grocers' shelves; but that last step should receive the interest of all three parties to the transaction. The grocer must sell the goods before he will make another demand on the jobber, and unless they prove profitable the retailer is not going to put forth any extra efforts. The manufacturer or jobber should get away from the idea of thinking only of the present sales. Let him give us a decent profit and there will be some incentive to dress windows with the goods and boom the article. If I were a jobber or manufacturer I would show the retail trade that I was interested in their handling my goods. I would satisfy the retail end first and if they should throw their profits away by price cutting that is their own funeral.

"I am also of the opinion that price protection is a good policy. Everyone may not agree with me but I have found that articles of good quality with their prices protected are ready sellers and make a sure profit.

## Retailers' Financial Standing.

"I also think that the wholesaler should take more interest in the financial condition of his customers among the trade. In that event he will be familiar with individual conditions and will know when a retailer is getting beyond his means. This should be a matter of some concern to the wholesaler just as the consumer is to us. It is encouraging to receive large orders but speculating and over confidence in buying are responsible to a large extent for many of the failures recorded in the retail trade.

"Wholesalers—and I do not include all in this respect—are eager to get new customers," was another opinion "and many are just beginners. They have saved up five or six hundred dollars and decide to go into the grocery business. A jobber stocks them with goods and as is often the case Bradstreet's or Dun's reports a failure. The stock is then sold at bottom prices and the competitive retailer of course suffers. The steady-going grocer who knows how to conduct a business sustains the loss in

these cases. I know for I have been up against them. These are the fellows who do not even know what goods cost them. They disrupt a whole business community."

## Calls From Travelers.

"The wholesale trade could improve the method of sending travelers around," said one retailer. "I always try to give the travelers a hearing and to treat them as business men but on some days they seem to come in an unbroken stream. I consider the traveler indispensable but some times I think this part of the business could be arranged more systematically."

## Talking to Retail Trade.

The elimination of the practice of selling to the consumer was what still another retailer considered the wholesaler should do.

"We buy everything we get through the wholesaler with, of course, the exception of those goods of manufacturers which he doesn't handle and which we want. Therefore I think he should not go over our heads and sell to our customers.

"Some, I know do not do this; they are considerate in their dealing with us and lend us aid whenever called upon.

"It helps us considerably to read talks of wholesalers through the trade papers. If they have some special articles to offer, something which has not been introduced to us before, or if they have a special price to give us we are always glad to know about it before their travelers come around. It saves both the traveler's time and our time and often I know ours is valuable whether the traveler's is or not.

## Inexperienced Retailers.

"I think too, that wholesalers should discountenance the practice of uninformed men starting in the grocery business. The former are often too anxious to sell such men their first orders—which are usually paid for—but keep shy of them afterwards. This only makes it more difficult for those of us who are established, because new men in the trade who know little or nothing about it, cut and slash prices until eventually they fail. Their stocks are then sold for 20 or 30 cents on the dollar and we have to suffer again."

## Question of Advertising Where Two Towns Join

"Enquirer" Wants to Know if it Can be Made Profitable for the Merchant in the Smaller to Use the Local Paper—The Opinion of Forsyth, Jr., on This Question—What do Others Similarly Situated Think About it?

Where two towns adjoin each other, is it advisable—profitable—for a merchant with a small business to advertise in a local paper?

"ENQUIRER."

The above question was submitted recently by a subscriber, and to secure an answer for it The Grocer asked Forsyth Jr., grocer, Dartmouth, N.S., a successful retail advertiser, for his opinion. Dartmouth is but a short distance from Halifax, N.S. Here is what he says—

"Replying to your recent letter: It would be difficult to answer your subscriber's enquiry from the meagreness of the data supplied.

"For example, it would make a difference if the towns were very different as to population and importance, as trade is naturally drawn toward large centres. It would also make a difference whether he was in the larger or the smaller town, and whether the paper he proposed using circulated in one or both towns.

"Assuming that one town was large and the other small, and that the merchant did business in the latter, about the most he could hope to do, unless he had advantages not mentioned, would be

to prevent his trade from going to the larger town. He could scarcely hope to draw business from the larger town.

"Assuming further that one paper covered the two towns, he would be compelled to pay for a circulation in the larger town which would be of no value to him, in which case I can hardly see how it would be profitable.

"But assuming that he was in the larger town, and that it was drawing business from its smaller neighbor, advertising would have the effect of helping to hold his own trade and increase his chance of getting his share of the business from the other town and new business from his own town as well.

"One fact about advertising that must never be lost sight of is that its effect is cumulative, and in the grocery business where the profits are small, profits should not be looked for all at once; and that even when the greatest care is taken it is often not possible to trace the business to the advertisement."

The Grocer would be glad to receive the opinions of others on this question. Evidently the inquirer refers to a merchant doing business in the smaller town, where there is a local paper circulating as well as papers from the larger town.



## Present-Day Methods in Using the Journal

**A Dumping Ground for Lines That Cannot be Put Through Some Other Book—Object of any System is to Cut Out Unnecessary and Cumbersome Detail — Some Suggestions for the Bookkeeper, by Howard R. Wellington.**

The modern journal is a dumping ground for entries which cannot properly be put through some other book of original entry, such as the Cash Book, Sales Medium, or Bill Book. Some of the items which appear in our journal are:—

1. Writing off small ledger balances.
2. Transfer entries, when an amount must be transferred from some account to another.
3. Apportionment of general charges, usually when closing the books, or month by month.
4. Correcting entries which have been charged in error.

The Journal as a Day Book is seldom used to-day, as there are so many short duplicating and triplicating ideas that we only require the book of original entry.

Some bookkeepers use the cash book for a journal as well calling it the "Journal Cash Book" and this may be done to advantage when there is only an occasional journal entry.

### Long System for Recording Transactions.

The object of a system in any business is to reduce the amount of detail work, providing, of course, the desired records and statistics can be obtained by the shorter method. Some of the systems installed by so-called systematizers are so cumbersome that it necessitates a great amount of extra work instead of reducing it and we should invariably keep in mind that the shorter method is always the preferable method if satisfactory results may be obtained.

In a large warehouse in one of our largest Canadian cities a system of recording sales is in force, and we will give the different processes necessary to complete the transaction, and also endeavor to show where, at least, one step might be omitted entirely.

### Necessary Steps to Complete the Sale.

1. The order is taken on an order card, which goes first to the office, presumably to be O K'd by the credit man.
2. The shipper then carefully enters item by item in a Day Book or Journal, in which he also enters the name of the customer, the date of the transaction, the quantity and price of goods sold, in fact everything necessary to make out the invoice form.
3. The third step is to write his invoice for customer from the Day Book just referred to—invoice being sent with the goods, which is the best method.
4. The name and number of parcels are now entered in a delivery book and customer signs for receiving the goods.
5. The Day Book is periodically taken to the office, probably every morning, and the transactions therein journalized for posting purposes, as follows:—

Jones, Smith & Co., Dr.  
To Sales (re Mdse) ac.  
(for goods detailed on page 50 Day Book.)

Some merchants might detail these goods again, but it will be seen what amount of needless work it really is.

6. The last step in the transaction is to post the ledger, and from this point forward the steps in any business are similar.

This may seem a very cumbersome system of recording sales transactions, but there is no doubt that in most wholesale and retail business, where the matter has not been thoroughly worked out, there is sure to be some step or possibly more than one step which can be done away with entirely and yet the results and the desired information are entirely satisfactory.

### The Shorter Plan.

Just to give some idea of the way in which the above system may be condensed and simplified we would suggest the following:—

1. The order is taken on an order sheet which answers the purpose of a book of original entry, and if goods are delivered, the signature may appear on this order. This sheet is filed away and full particulars as to quantities, prices,

4. Recording sales in retail stores may be recorded in precisely the same way described above by the use of the duplicate and triplicate Cash and Charge Books, and the Journal so far as a posting medium is concerned is not in use at all for the purpose.

The old-fashioned journal entries such as:—

"June 1st, Jim Jones, Dr., to cash Cr. Amount of account paid to-day in full," or June 2, James Smith Dr., to mdse Cr.

Amount of goods sold to-day  
10 bush. oats @ 50c .....\$5.00  
are not used in our modern bookkeeping.

This is without doubt the simplest form of journal in use to-day. Every page is ruled up exactly as per copy, and the entries may be made as briefly as possible.

In the first entry, J. Smith owes a small amount which is no good, and this entry is made to balance the account on the books, expense account being debited and J. Smith credited. An explanation should be given after each transaction, as no further record is kept of a journal entry of this nature.

### TRADE NOTES.

Vanwart Bros., St. John, N.B., have installed two computing scales in place of the ones formerly used and they are an attractive addition to the store.

Maylor's, Ltd., Forrest, Ont., general merchants, are branching out as fruit growers. They have purchased a farm

*Simple Form for Modern Journal*

| Date   | Dr.             | Q | \$  | Q  | Date   | Cr.                            | \$  | Q  |
|--------|-----------------|---|-----|----|--------|--------------------------------|-----|----|
| June 1 | Expense act     |   | 1   | 50 | June 1 | J. Smith                       | 1   | 50 |
| 30     | Dept A          |   | 175 | 00 |        | (Uncollectable Balance)        |     |    |
|        | " B             |   | 240 | 00 | 30     | Rent & Taxes                   | 500 | 00 |
|        | " C             |   | 375 | 00 |        | (Proportions to Each Dept.)    |     |    |
| 30     | Advertising ad. |   | 50  | 00 | 30     | Expense Act                    | 50  | 00 |
|        |                 |   |     |    |        | (Chgd in error)                |     |    |
|        |                 |   |     |    |        | (See Purchase Journal Page 60) |     |    |

date of delivery, etc., may be obtained at any time.

2. While even the posting to the ledger might be done from this order sheet, no saving can be effected, as it is necessary to have an invoice for the customer, and it is safer always to have a carbon copy of every invoice sent out, for posting purposes.

No matter how careful the copyist, mistakes will occur, and besides this an order may not be filled complete, and would not make a very clear copy for posting purposes.

near the lake and have planted more than 500 peach trees, and 1,500 strawberry plants.

Only two provinces of Canada took part in the production of beet sugar last year—Ontario and Alberta. There were three factories in operation, the one in Alberta being at Raymond, and those in Ontario, at Wallaceburg and Berlin, respectively. The total production, as the figures show, was almost 20,000,000 pounds, of which Ontario furnished 16,200,000 pounds. The total acreage devoted to the culture of the beet for sugar, was 11,100 acres, of which 2,300 was in Alberta.

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## Business of Village Hurt by Mail Order Houses

**Recent Fire in Norwood, Ont., Destroyed Several Stores and Many of These Will Not be Rebuilt — Not Profitable Say the Merchants—Catalogue Houses Blamed for This—Need of More Aggressive Measures on Part of Merchants.**

A few weeks ago a midnight fire laid waste the business centre of Norwood, Ont., a village on the C.P.R. east of Toronto, about 95 miles. A few years previous the skating rink fell through, but no one offered to rebuild it. Going back a little further on one occasion a row of stores were burned and the gaping cellars still yawn at those who pass along the main street.

But following this latest devastation there have been rumors that the places destroyed will not be rebuilt. Of those property owners who were asked as to their intentions in this respect only one said he was going to rebuild. Only those acquainted with the place know the extent of the loss as the result of this last fire, and if the statements mentioned are adhered to it means that this village is on the wane.

If any of the men who used to be merchants there were asked for the cause of the apathy which settled over the business of the place and slowly but surely worked its way, it is almost a certainty they would point to the mail order houses. It is no exaggeration to state that some years ago this same place was busy and prosperous. It is the centre of a good farming district and the proprietors of the majority of the business houses were widely known as successful men. Their residences bespoke the money accredited to them.

### Work of Mail Order Houses.

The story of the decline of the town is interesting, but it is too lengthy for this reference. The farmers who prided themselves on the village in their midst and its annual fall fair proved excellent material for the catalogue houses to work upon and without realizing the harm they were indirectly doing themselves they forsook their home merchants. The change of course was gradual. The merchants were submitted to a slow torture. Some of them went west, others to various towns in Ontario. Some of the villagers have stated that the property on the main street is not worth one third of what it was seven or eight years ago.

The merchants of the village did not make many strenuous efforts to offset the inroads of these outside houses. The last scene up to the present was a fire in the night, apparently of incendiary origin, followed by the claims for insurance.

Norwood is just one of many towns that are struggling along like Sinbad, the sailor.

### Hard Work Necessary.

The merchants know, too well, what is affecting their business and it is not only a matter of great concern to them personally, but to all the residents of the neighborhood that home trade should be protected and maintained before it is too late and the small retailers have thrown up the sponge.

The only thing to redeem this village now is hard aggressive work on the

part of the merchants. They have got to show the farmers and townspeople through newspaper advertising, personal conversation and live, up-to-date business methods if they are to succeed.

There are, of course, some exceptions; a few of Norwood's merchants are making money, but the whole general tone of the business arena there has greatly deteriorated and the only cause in sight is that the money was sent out of the village instead of being spent at home.

### BETTER TO MAKE SURE.

The grocer sells as he buys, says the Charlottetown, P.E.I., "Advertiser," and the first fault is with the producer or packer of fruit or butter if the package is under size or under weight. But some legal responsibility extends to every one who sells short-weight or measure, even if it be done unwittingly, as is often the case. It is, therefore, the duty of the honest trader to make sure that there is full weight or measure in what he buys from first hands.

In Oklahoma State, organization among grocers is complete. Almost every little town and hamlet, in addition to the larger communities and cities, has its local organization and in places where there are only five or six members they have their association and are in touch with all the other associations in the state and with the questions that are receiving attention.

### TRADE NOTES.

Mrs. E. C. C. Schoenberger has opened a new grocery store at 10 Coteau St., South Hill, Moose Jaw, Sask.

R. McLeod has purchased the retail grocery business of J. H. Dunn, 78 St. Viateur St., Montréal.

Jas. A. Patten, the great Chicago wheat man, has retired from active business. It is estimated that he amassed a fortune of \$10,000,000.

J. J. Beaumont, general merchant, Bracebridge, Ont., owner of the supply boat Nymoka, has recommenced his regular trips on the Muskoka Lakes.

The members of the Drummers' Snack Club are sanguine over the outcome of their annual outing at Oakville, Ont., on July 29-30. Sol Walters, for instance, is credited with the prediction that "there will be two million people there."

Fire visited the establishment of White & Co., wholesale fruiterers, Toronto, on Wednesday morning of this week and caused considerable damage. This is the second fire that has visited

### This Firm This Year.

The oil industry in Trinidad is represented by the Canadian Trade Commissioner as being in process of rapid development and particularly since the announcement was made that oil was to be used for fuel in the navy.

A despatch from London, Ont., states that Alfred Tyler, tea merchant, was fined \$200 by the police magistrate for posing as a detective without a license. In order to collect bills, Tyler sent out circulars purporting to come from a detective agency here and an arrest was made.

The retail grocers of Little Rock, Ark., formed a company and provided an ice plant which has been a big success. The total investment in this plant is about \$170,000, yet the capital of the company is only \$26,000.



A Corner in the Handsome Office of The Barnsdale Trading Co., Grocers, Stratford, Ont.

# Practical Methods Used in Retail Grocery Stores

St. John Grocer Lights up His Night Window Display—Dominion Day Displays Made—Vancouver Grocers Have More Trouble Over Price-cutting—Uses Netting to Keep off Flies—Erin Grocer to Give Half Trade and Half Cash for Farmers Produce—Chatham Merchant Has Novel Advertising Scheme.

## Window Lighting at Night.

St. John, N. B., July 6.—There is considerable difference of opinion among retail grocers as to the value of leaving the blinds in their show windows up at night, and keeping the lights burning. The majority of the stores here do not practice it, but one of the dealers has been doing it now for several weeks, and he claims it is an excellent advertisement. He has put—electric lamps of high power, in his six windows, and they burn until midnight, giving a brilliant light, and showing to fine advantage the well-trimmed windows.

A particularly appropriate display was made just previous to Dominion Day, when the windows were filled with goods suggesting lunches. One window had cans and jars of potted and sliced meats, pickled lambs' tongue, cooked hams, etc., neatly labelled and bearing price tags and suggesting that these were suitable for sandwiches, luncheons, etc.

Another window had bottled fruit syrups, lime juice, cordials, etc., and a third presented an attractive array of fruit. In the meat department various kinds of smoked meats and vegetables were shown, and at the rear of the store, fresh meats were to be seen through the glass front of the refrigerator. It was an enticing display, and it would seem that people passing could scarcely avoid being impressed with the good things they saw, and remembering the store when they wanted some of the things shown.

This merchant believes in the scheme as a business getter, and he says he is going to keep it up. It certainly is a marked contrast to the store across the street, where the blinds are tightly drawn, and the windows dark.

## Price-cutting Not Relished.

Vancouver, B.C., July 6.—Retailers are discussing how to get even with wholesalers who supplied a local department store, with staple articles at reduced rates, which enables that firm to cut prices in its grocery department. Sugar is again being quoted at 90c for an 18-lb. sack, or \$5 per 100 lbs., whereas the price to the trade is \$5.90. Names of certain firms have been mentioned, but the defence advanced was that the price to the departmental store, was no more favorable than to any person who gave an order of that dimension. Retailers in Vancouver, especially those in business nearer the centre of the city feel the situation keenly. Some retailers here say that this action on the part of the wholesale trade may result in what has been suggested on other occasions, name-

ly, the establishment of a wholesale exchange by the retailers. Whether this is really meant or not, time will tell.

## Protects Fruit With Netting.

Calgary, Alta., July 7.—A local grocer who specializes on fruit at this time of the year believes that it is preferable to cover the fruit with a netting. "I used to leave it uncovered," he states, "but I found that flies were attracted to it, and their presence I knew was none too appealing to the prospective purchaser."

"I did not notice it in this light, having perhaps become accustomed to it, but one day a friend stopped in front of the store and enquired about this and the other class of fruit. Around the cherries in particular there were flies attracted by the sweet fluid that escaped from the broken fruit. He called my attention to it and I was enabled to see it from the customer's standpoint. After that I was careful to have the display looking as neat and tidy as possible, and as a means to this end I used the netting. After all the display is to attract, and we should be careful to guard against anything that will turn people away."

## To Keep Trade at Home.

Emerson, Man., July 6.—E. J. Koen, general merchant, who bought out Whitman & Co., recently, is putting a new appearance on his store. He is working to keep business at home. To do this he proposes to give the best possible service and one that cannot be superseded by any mail order house.

Mr. Koen has served about 17 years in the retail business in Ontario, having been in Kingston and Peterboro for some years.

## A Novel Advertising Idea.

Chatham, Ont., July 6.—The advertising possibilities of a peculiar firm name are being played up to the full by Parrott Bros., local shoe merchants. Cuts of the familiar bird are being used largely in the firm's newspaper advertising as well as on dodgers and cards.

In addition, two large signs have been placed outside the store, one on each side of the doorway, each with a big, green parrot painted on it. The bird is represented seated on its perch, with feed-cup handy, while beneath appear the respective names, "Pere" and "Viek" by which the brothers are popularly known. Issuing from each bird's mouth in cartoon style is the catchy

expression, "Our shoes are crackers."

The idea is one capable of being worked out with many names, and seems to "take" with the buying public.

## Half Trade and Half Cash.

Erin, Ont., July 7.—The business carried on here by Mrs. Hamilton, consisting of groceries and confectionery has been purchased by A. Gawthrope.

The latter in his newspaper advertisement states that he is having the store re-fitted and re-stocked and announces his intention to carry a first class stock of groceries and a fine assortment of confectionery.

He accepts butter and eggs for which he pays half trade and half cash. In the rear of the store he has opened an ice-cream parlor.

## GROCERS WRITE ON EXAMS.

Judging from what is required of grocers in England they have to be familiar with every branch of the trade and in the various details before they may be said to know their business.

In September the International Grocery Exhibition will be held and a part of it is the competitions which are open to grocers and their assistants. The schedule for the competition included window dressing, card writing, tea blending, coffee blending and roasting, naming and placing of dried fruits, counter display, butter judging, bacon slicing, etc.

In regard to salesmanship competitors will be required to show their methods in serving a customer, introducing to him new goods, etc. Counter and stands for goods will be provided. In regard to soliciting orders the competitors will be presumed to be calling on a regular customer for orders. There is also cocoa valuing, chocolate powder valuing, tea valuing, parcel wrapping, invoice making, etc. Examination papers are set and in each particular competition valuable prizes are offered.

## A CLERK'S APPRECIATION.

Frank Scott, for 12 years a salesman with Smith & Burton, large retail grocers, Brandon, Man., has gone to British Columbia. In a letter to the Winnipeg editors of The Grocer—of which he has been a reader for years—he says:

"As soon as I get located I will certainly subscribe. I wouldn't think of doing without it as long as I am in the trade; I think every grocer, grocer's manager and, most of all, grocers' clerks, should read your paper as it is a credit to the trade and getting better all the time."

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## Railway Wages and the Economic Tendency

Are the Demands of the Employes in Accord With the Signs of the Times?—Influence of Money Pressure on Prices Scale—Did the United States Railways Make an Economic Mistake?

The consuming classes in America have noted with satisfaction the various signs and indications that the cost of living may be lower in the near future. Householders of every class have been exercised and perplexed by the high prices that have prevailed for the articles they had to buy.

The matter of high prices has been a more pressing question in the United States than in Canada; and it is natural that relief should first be experienced there. A number of causes now appear to be operating to relieve the situation. Monetary pressure is always a potent factor in lowering commodity prices; and monetary pressure has been distinctly threatening on both sides of the boundary line.

Another factor working in the same direction is the political situation. That seems to promise a lowering of the United States tariff sooner or later. A lowering of the tariff by Washington, under present conditions, should result in lower prices for commodities on the other side of the border. But, if it be assumed that the Washington tariff be greatly lowered without any change being made in our own tariff, the fact might operate to increase the cost of living in Canada while lowering it in the United States.

That might come to pass as follows: It is our natural products that the United States want—wheat, butter, eggs, meat, lumber, etc. If buyers from the neighboring republic are strongly in evidence here, competing most vigorously with the buyers for home consumption and the European buyers, the chances are that those products would rise in price. The Canadian producers of them would benefit, but Canadian consumers would have to pay more for them. That would be a case wherein a happening outside of our control—viz., the lowering by the Washington authorities of their own tariff—would tend to make the cost of living in Canada higher and in the States lower than at present.

In several different directions the level of prices has been receding. Wheat and cotton have fallen, and the iron market has been sensibly weakening. This points distinctly to a lower cost of living.

But one recent happening in the United States had an important tendency in the other direction. It was the wage increases granted by the railroads. It is said that the railway companies have

already, in the past year, granted wage increases to their employes amounting to \$130,000,000 per year, and that increases amounting to a further sum of \$70,000,000 are immediately in prospect. When they made those increases the railway companies probably underestimated the strength of the resistance that would be offered to the increase of freight rates by which they expected to reimburse themselves. Now it is just possible that the great difficulty experienced by the United States railways in adjusting their revenue schedules to the higher plane of overating costs is due to the prime fact that the recent move to increase wages was an economic mistake; in other words, it may be that that action was in a direction opposite to the general economic tendency of the times. It may turn out to be the case that the cost of living will continue to fall lower and lower; and it is upon the argument of a high cost of living that the demands of the railway employes for higher wages were based.

Until the tendency of the times is more clearly apparent it can be said that the railways in Canada are wise in resisting demands of their employes for large wage increases. Perhaps those parties who have been so loudly applauding the demands of the trainmen and condemning the attitude of the companies would not be so forward if they had a better understanding of the results almost certain to follow if their advice were taken and wages jumped up to a high level.

The large shippers throughout Canada have a lively enough sense of what is involved in a big wage increase by the railway companies. They know that the next thing to be expected would be an increase of freight rates, and a diminution of their own profits. If it were more generally known that an increase of large proportions in the rate of wages paid by the railway companies to their employes would have its effect in increasing the expenses not only of the shippers, large and small, but also of every man or woman who earns a salary or lives upon a small income, there would be less frothy talk about the rights of the railway workmen and the tyranny of the big railway companies. Of course, the railway workmen are entitled to proper consideration. According to their own report the C. P.R. and G.T.R. trainmen were, up to a short time ago, paid higher wages than the employes of the American

roads in the same territory. They wanted no standardization of wages then. The U. S. roads, however, increased their pay so that the Canadian roads' employes were getting the less rate. Then the C.P.R. and G.T.R. men became advocates of standardization of wages.

### RECENT TRADE DOINGS.

#### Ontario.

B. A. Belyea, grocer, Toronto, has sold to M. Foreman.

G. A. Newton, grocer, Toronto, is succeeded by R. Gardiner.

A meeting of the creditors of the estate of Joseph Stang, grocer, Hawkesbury, is called for the 8th inst.

A meeting of the creditors of the estate of Chas. E. Muffitt, general merchant, Coe Hill Mines, Ont., was called for this week.

#### Quebec.

Mrs. A. Monier & Fils, grocers, Montreal, have dissolved.

J. A. Cote, general merchant, Amqui, Que., has assigned.

Assets of Brault & Co., wholesale grocers, Montreal, are sold.

N. Turcotte, wholesale grocer, Quebec, is dead.

T. A. Chapin, general merchant, Montreal, has registered.

E. Reeves & Co., grocers, Montreal, are beginning business.

The American Tea Coffee & Spices Co., Montreal, has registered.

Mrs. E. Gates, general merchant, Waterloo, Que., has assigned.

Assets of D. Masson & Co., wholesale grocers, Montreal, are sold.

Barbeau & Godbout, wholesale grocers, Quebec, have registered.

Assets of D. Spinelli & Co., manufacturers of macaroni, etc., Montreal are to be sold.

Assets of Raymond & Frere, wholesale grocers, St. Hyacinthe, are to be sold on the 11th.

#### Maritime Provinces.

R. C. Campbell, of Campbell Bros., grocers, Sydney, N.S., deceased.

Johnson & Co., general merchants, Port Hastings, N.S., have assigned to G. O. Forsyth.

#### Western Canada.

Chicago Household Supply Co., Brandon, Man., dissolved.

Moses Cohen, grocer, Winnipeg, Man., succeeded by Glusman Elis.

Pritchard & Hickman, grocers, Calgary, Alta., sold to Jas. Hadden.

R. A. McEwen, general merchant, Aylesbury, Sask., sold to N. Wasserman.

P. C. Larkin, Salada Tea Co., with his wife and daughter, arrived home last week from a three months' pleasure trip to the Old Country. Mr. Larkin visited Holland, Belgium, France and England.



# The Canadian Grocer

Established . . . 1896

THE MACLEAN PUBLISHING CO., LIMITED

JOHN BAYNE MACLEAN . . . PRESIDENT

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

Cable Address: Macpubco, Toronto. Atabek, London, Eng

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Subscription, Canada and United States \$2.00  
Great Britain, 8s. 6d. Elsewhere, 12s.

PUBLISHED EVERY FRIDAY

## LESS OPTIMISTIC OUTLOOK.

The crop outlook at present is not so promising as it was two weeks ago. The cause is the lack of moisture.

Reports continue to come from the west telling of the great damage being done by the heat. However, we believe that many of these are exaggerated. A special representative of The Canadian Grocer is at the present time in southern Manitoba and while he reports crops there badly burnt for lack of rain, the outlook in the northern part of that province is much better. Rains have fallen recently there as well as in Saskatchewan and northern Alberta which will assist materially.

It therefore looks as if those who have been predicting a complete failure of western crops have been astray. The crop under area in the west is some 1,500,000 acres in excess of last year which, under average conditions, means about 20,000,000 bushels. The damage would have to be great to even overcome this.

Eastern Canada is also badly in need of rain. The strawberry crop is being shortened in a hurry and peas, tomatoes, oats are also suffering.

Yesterday's rainfall, however, will do much to aid the growing crops. More will likely follow.

## OLD POTATOES CHEAP.

The potato market just now presents a feature that all retailers handling them should be aware of.

So far as the Toronto market is concerned old potatoes are a drag. It is estimated that there are some 20 cars

on that market awaiting buyers. They can be bought for as low as 30 cents a bag and some dealers are credited with the statement that they cannot give them away.

A number of cars have been placed in cold storage to prevent them from sprouting as when this occurs they begin to soften. This in the past has seldom, if ever, been resorted to.

## GETTING NEWSPAPER AID.

In various places the local newspaper can be used with good results in educating the people on shopping early.

At the present time the "Dundas Banner," Dundas, Ont., is advocating this. It points out editorially that an auxiliary of one of the churches adopted a resolution against long hours and especially on Saturday evenings.

Not only that but its members actually aid in bringing about this condition of affairs, as the following indicates:

"We pledge ourselves to so arrange our purchases, and to use our influence to induce others to do the same, so as to allow the merchants, their clerks and delivery boys to get away from their respective places of business at an earlier hour than they are now permitted to do."

The "Banner" says that this is a step in the right direction and thereby assists in educating the public on purchasing early.

Merchants in other towns and cities anxious to have early closing, and particularly in the summer season, can easily enlist the services of the local press to aid in educating the public. They can usually obtain this aid for the asking, as newspapers are always willing to help in such a humane cause.

## BEATING OUT THE PEDDLER.

Grocers in the larger centres will just now experience considerable opposition in the peddler selling fresh fruits. These men go from door to door shouting out their prices which are usually lower than the grocer can afford to give.

This opposition must be offset by some means. Advertising is one. If a grocer advertises that the quality of his fruit can be absolutely depended upon he will obtain much of the trade taken from his territory by the transient trader.

He must be careful to back up his advertisement statements. If he says his fruit is sound and flavory, it should be so; and if he wants to successfully compete with the peddler it should be sound.

The grocer can also do a great deal by diplomatically comparing the quality of the fruit he sells with that of the transient trader.

## RETAILERS GIVING AWAY PROFITS.

"What's the use of giving it to the retailer—he'll only give it all away!"

One of the delegates at the Kingston convention of retail merchants told a story in which the above was the central point.

He was listening some time ago to a conversation among manufacturers when the question arose of allowing the retailer a certain fairly large profit on manufactured articles.

The discussion progressed for some time until one of the number asked: "What's the use of giving it to the retailer—he'll only give it all away?"

Retailers must admit that there are many among them to whom this applies. Once they secure a fair profit on an article they cut down the price to the consumer in order to beat out their competitors on the other side of the street.

This shows the need of a better understanding among retailers and a better knowledge of the business. It means that retailers have to be educated and this can be done to a large extent through association work in each town and city.

There is certainly no use in a manufacturer allowing the retailer a better profit than he has been getting if he is going to give it away—the manufacturer in such a case thinks he might just as well keep it himself.

Retailers must maintain prices and they can usually do it by giving quality and service, and by newspaper and window dressing advertising.

## GOOD STORE FIXTURES NEEDED.

While it is recognized as good policy on the part of grocers to handle only goods that bear a reputation, quality is not everything. Almost every store of any respectability nowadays sells pretty fair goods and gives pretty fair values. It is no longer a singularity to do this; no longer a sure passport to public favor.

Of course, no store can be permanently successful unless it sells good goods, but retail grocers must guard themselves against believing that good merchandise is the only requisite.

Attractiveness of store appearance, inside and out, has become nowadays a potent trade-winning factor.

Probably no one thing has so much to do with the impression a store produces on its visitors—not even attentiveness and courtesy of the sales people.

Surface indications determine the judgment of the masses of buyers. They are not, in the main, discriminating judges of the merchandise, however



## THE CANADIAN GROCER.

much they may fondly cherish the delusion that they are.

But everyone, however little fitted he or she may be to accurately analyze the general character of a store's merchandise, is certainly always capable of judging a store's general appearance.

Quality of merchandise and prices being fairly equal, the store that is attractive in fittings and arrangements will outdraw two to one the store that is rather old-fashioned and commonplace in these respects.

The store, with an old-fashioned, dingy-looking front, with old counters and fixtures, and a jumbled up, unkempt-looking stock, is laboring under heavy handicap which it will take more than good advertising to overcome.

Good advertising will not offset the effects of bad stockkeeping.

Keeping stock in good order, having everything neat and orderly and scrupulously clean, is an absolute essential to restful advertising.

Advertising can bring people into the store, but it cannot make them buy or induce them to visit the store a second time if the first visit is unsatisfactory.

### REDUCING COST OF DOING BUSINESS.

In another column of this issue there is an item referring to the organization of Barrie, Ont., retail grocers.

At the same time as they formed their association they agreed to deliver goods to the public at stated periods only. They decided to do this in order that their delivery expenses should be cut down.

This is a wise move on the part of these men. If the public can be educated to order their groceries in time to catch certain deliveries—and the experiences of many show that they can—retailers stand to save money in delivery expenses. Money saved is money earned and the sooner the merchant brings his cost of doing business down to the minimum, the sooner will he be in a position to get the most out of his business in dollars and cents.

If at future meetings of the Barrie Retail Grocers' Association, the members can be shown other systems and means whereby they can reduce their expenses, the association will continue to hold its present membership and gather in those now outside its fold—if there are any.

### PRACTICAL SALESMANSHIP.

Stretching a six item order into one that fills the order pad and at the same time retaining the confidence of the customer is a sign that the grocer is well up in the art of his business.

The writer had the pleasure of talking to a grocer in his office this week and witnessed several examples of ability which he demands from his clerks

and at the same time possesses himself.

The telephone rang and in answering it he received a fairly good order. He promised a prompt delivery as requested and then suggested new peas, and got that order. He enquired about strawberries for preserving, explaining that the prospects were not toward higher prices and concluded with a sale of a dollar's worth—13 boxes. He tackled on several other items before he had finished.

The bell rang withing a few minutes for an order from another customer and to a certain extent he repeated the same performance. It seemed so easy to him. He conveyed the idea that he was solicitous that his customer did not forget anything and also that she should share in the seasonable goods which he had received that morning.

Salesmanship is a great asset in the grocery store, but everyone is not a salesman of the type that metaphorically stretches a "three bagger into a home run."

### MAY RAISE CARLOAD MINIMUM.

Active preparations are being made by the Montreal Board of Trade to gather data for presentation to the Board of Railway Commissioners in connection with the proposed increase in the carload minimum weights on practically all the Canadian railways. The matter is one of considerable importance to shippers as the increase in the carload minimums is very considerable, the present minimum of 20,000 pounds being increased to 24,000; the 24,000 to 30,000, and the 30,000 to 36,000.

The proposed change will increase the difficulty of small retailers and jobbers in assembling a carload of goods so as to secure the better carload rates. If the change is made there should be a re-arrangement of the classification of mixed shipments in order to enable shippers to include a wider range of goods in mixed shipments in making up a carload.

### TAKE A HOLIDAY.

During July and August most men engaged in mercantile pursuits will take a week, fortnight or month's holiday—that is, if they are wise and can get away. A respite from business cares and a rest in some quiet place near the water is helpful in enabling one to put additional vigor into his work when the fall rush comes on.

Some months ago The Canadian Grocer suggested that retail merchants give their clerks a holiday and, where one is willing to do so, to pay the railroad fare to some grocery manufacturing centre where the clerk can, on presentation of a letter of introduction, be shown over some of the manufacturing plants where a foodstuff is manufactured. In this way the clerk with a desire to

learn more about the business he is engaged in can increase his knowledge and selling powers while taking his holiday and his employer will benefit by the encouragement given.

It is poor economy to neglect to take a holiday or refuse employes a holiday during the summer. The practice has become an established feature in commercial life and it will pay merchants to live in the present and enjoy life now as well as in the future.

All machinery requires a rest and the human machine is no exception to the rule. A rest frequently puts a sharper edge on a razor, and a holiday will sharpen up the merchant or clerk who takes one during the warm summer months.

### CHEAP SCALES ON MARKET.

A typical case of departmental store methods has just come to light and retailers who have to meet the competition of the store in question should take note of the incident. Manufacturers, too, who sell to the big mail order houses, can learn a useful lesson.

A manufacturer began making scales and accepted an order from the departmental concern for 1,000 family scales at a certain price. Then he called on the hardware jobbers and tried to sell them at the same figure, but very naturally got a turn down as it would be impossible for the jobbers to protect their retail customers and allow them to meet the mail order price.

The scales were given the government stamp and delivered to the departmental, which used them as a leader, the price quoted being very close to cost. The goods went out and in a few days complaints began to come in. The scales soon went out of order, the castings being rough and poorly made. The Winnipeg branch of the departmental, it is understood, refused to distribute any of the scales and the stock in hand is left for sale to mail order buyers in Ontario and the East.

The government stamp is not likely to be put on any more of the scales and the manufacturer who made the mistake of catering to the mail order demand for cheap goods will have difficulty in living down the results of his mistake.

Retail merchants who aim to build up an enduring business will pay little heed to the cheap goods sold by the mail-order houses. By selling "quality" goods and always emphasizing to customers that "quality" rather than "cheapness" is the store motto, the confidence of customers will be won sooner or later. The retailer should, of course, be prepared to meet the demand for certain lines of cheap goods but should hesitate to follow the departmentals to the extreme they have set in aiming at "cheapness" at the expense of "quality."



# The Markets—New Pack Strawberries to be Short

Reports Indicate That This Will be the Case—Hot, Dry Weather Ripened the Fruit Early—Last Year's Pack Almost all Sold—Heavy Consumption of Sugar Due to Preserving Season—All Dried Fruits Firmly Held in Primary Markets

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

## QUEBEC MARKETS

### POINTERS—

Sugar—Still high with excellent demand.

Canned Canadian Peas.—None in the market.

Evaporated Apples.—Bare market. None good to be had.

Montreal, July 7, 1910.

Midsummer dullness has not exactly taken hold of the grocery trade, but it is present. The big demand is for sugar for the preserving season. This will most likely keep up for many weeks to come. Strawberries are now retailing as low as one dollar a dozen boxes and this will be the limit of the market. The season will be covered by other berries right away and soon raspberries and thimbleberries as well as currants and gooseberries will rule.

Canned goods of all kinds find ready sale, owing possibly to the camping parties, the picnics and the general tendency to avoid labor and especially cooking labor. Women and men agree now that the canned goods are O. K. and so with purity and safety assured everyone uses canned goods.

A strange anomaly in canned goods has occurred in that the canned peas as far as Canadian goods are concerned have been exhausted. Not a can is to be had. One big jobber held a large stock of these peas and held them at a good stiff price, in fact at 72c, and then advanced them owing to scarcity to \$1 and still the demand kept up and has kept up until not one can is available.

One firm here have reduced their package flour ten cents a case. This seems strange in the face of an advance in the loose flour.

In evaporated apples a bare market exists and there is a likelihood of a shortage before the new crop comes in.

Sugar.—A splendid demand has set in for sugar. Although no change in prices has taken place the call for all grades has been heavy all over the country. The preserving season has occasioned this as well as the consumption in cooling drinks, etc. Everywhere the anticipation is that sugar will go up.

|                                                                 |          |
|-----------------------------------------------------------------|----------|
| Granulated, bags                                                | 5 15     |
| 20-lb. bags                                                     | 5 25     |
| Imperial                                                        | 4 90     |
| Beaver                                                          | 4 90     |
| Paris lump, boxes, 100 lbs.                                     | 5 95     |
| 50 lbs.                                                         | 6 05     |
| 25 lbs.                                                         | 6 25     |
| Red Seal, in cartons, each                                      | 0 35     |
| Crystal diamonds, bbls.                                         | 5 85     |
| 100 lb. boxes                                                   | 5 95     |
| 50 lb.                                                          | 6 05     |
| 25 lb.                                                          | 6 25     |
| 5-lb. cartons, each                                             | 0 37 1/2 |
| Crystal Diamond Dominoes, 5-lb. cartons, each                   | 0 37 1/2 |
| Extra ground, bbls.                                             | 5 60     |
| 50-lb. boxes                                                    | 5 80     |
| 25-lb. boxes                                                    | 6 00     |
| Powdered, bbls.                                                 | 5 40     |
| 50-lb. boxes                                                    | 5 60     |
| Phoenix                                                         | 5 60     |
| Bright coffee                                                   | 5 10     |
| No. 3 yellow                                                    | 5 00     |
| No. 2                                                           | 4 90     |
| No. 1                                                           | 4 75     |
| Bbls. granulated and yellow may be had at 5c. above bag prices. |          |

Syrup and Molasses.—This is the dull season for these lines and little new has transpired. No change in prices.

|                                      |          |          |
|--------------------------------------|----------|----------|
| Fancy Barbadoes molasses, puncheons  | 0 36     | 0 28     |
| barrels                              | 0 38     | 0 39     |
| half-barrels                         | 0 40     | 0 41     |
| Choice Barbadoes molasses, puncheons | 0 31     | 0 33     |
| barrels                              | 0 34     | 0 36     |
| half-barrels                         | 0 36     | 0 38     |
| New Orleans                          | 0 27     | 0 28     |
| Antigua                              | 0 30     | 0 30     |
| Porto Rico                           | 0 40     | 0 40     |
| Corn syrups, bbls.                   | 0 40 1/2 | 0 40 1/2 |
| 1-bbls.                              | 0 03 1/2 | 0 03 1/2 |
| 1/2-bbls.                            | 0 03 1/2 | 0 03 1/2 |
| 3/4-lb. pails                        | 1 80     | 1 80     |
| 25-lb. pails                         | 1 30     | 1 30     |
| Cases, 2-lb. tins, 2 doz. per case   | 2 50     | 2 50     |
| 5-lb. " 1 doz.                       | 2 85     | 2 85     |
| 10-lb. " 1/2 doz.                    | 2 75     | 2 75     |
| 20-lb. " 1/2 doz.                    | 2 70     | 2 70     |

Tea.—The Japan tea market is about stationary. Little change has been shown in price, but the new stock has been felt everywhere. The enquiry has been good and demand strong.

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

Coffee.—There is a brisk demand for good coffee, but no change in prices has occurred. The coffee is steadily increasing in sale and this is evidenced by prosperity everywhere.

|            |          |      |           |      |      |
|------------|----------|------|-----------|------|------|
| Mocha      | 0 18 1/2 | 0 25 | Santos    | 0 14 | 0 17 |
| Rio, No. 7 | 0 10     | 0 12 | Maraonibo | 0 15 | 0 18 |

Spices.—Ginger and peppers are selling well and most likely will continue up to the pickling season. Spices generally are selling very well. A good demand for high grade spices has always shown a sign of good living. Spiced foods generally go with prosperity. Prices remain the same.

|                 |      |      |                |      |      |
|-----------------|------|------|----------------|------|------|
| Allspice        | 0 13 | 0 18 | Ginger, whole  | 0 15 | 0 20 |
| Cinnamon, whole | 0 16 | 0 18 | Cochin         | 0 17 | 0 20 |
| ground          | 0 15 | 0 19 | Mace           | 0 07 | 0 10 |
| Cloves, whole   | 0 18 | 0 30 | Nutmegs        | 0 30 | 0 60 |
| Cloves, ground  | 0 20 | 0 25 | Peppers, black | 0 16 | 0 18 |
| Cream of tartar | 0 23 | 0 32 | white          | 0 20 | 0 25 |

Dried Fruits.—The prophecy that bad weather had occurred in the countries of production has caused some alarm, but no definite report as to upward trend in prices has been announced. This is the quiet season for dried fruits although every grocer in the country is vitally interested in the crop.

|                                                |          |
|------------------------------------------------|----------|
| Currents, fine filistras, per lb., not cleaned | 0 05 1/2 |
| cleaned                                        | 0 06 1/2 |
| Patras, per lb.                                | 0 07 1/2 |
| Vostizzas, per lb.                             | 0 08     |
| Prunes                                         |          |
| 40-50                                          | 0 09     |
| 50-60                                          | 0 08     |
| 60-70                                          | 0 07     |
| 70-80                                          | 0 06 1/2 |
| 80-90                                          | 0 06     |
| 90-100                                         | 0 05 1/2 |
| Raisins                                        |          |
| Australian, per lb., (to arrive)               | 0 08 1/2 |
| Old seeded raisins                             | 0 09     |
| fancy seeded, 1-lb. pkgs.                      | 0 09     |
| loose muscatels, 3-crown, per lb.              | 0 07 1/2 |
| 4-crown, per lb.                               | 0 08 1/2 |
| sultans, per lb.                               | 0 07 1/2 |

|                                                |      |
|------------------------------------------------|------|
| Malaga table raisins, Rideau clusters, per box | 2 25 |
| Valencia, fine off stalk, per lb.              | 0 06 |
| select, per lb.                                | 0 06 |
| 4-crown layers, per lb.                        | 0 06 |

Nuts.—Peanuts are the ruling feature in the nut lines. The ball games, parks, picnics, etc., all tend to enlarge the sale of peanuts. The call has been greater than ever. Country merchants will find now that the fourth of July is over that U. S. tourists will leave their homes and most likely will find their way as hundreds do to Canada. The peanut sale to the Yankees is always large, in fact they do not feel at home without them.

|                            |                   |
|----------------------------|-------------------|
| In shell—                  |                   |
| Brazils                    | 0 14 1/2 0 15 1/2 |
| Filberts, Sicily, per lb.  | 0 11 0 13 1/2     |
| Barcelona, per lb.         | 0 10 1/2 0 11 1/2 |
| Tarragons Almonds, per lb. | 0 13 1/2 0 14 1/2 |
| Walnuts, Grenoble, per lb. | 0 13 1/2 0 14 1/2 |
| Marbots, per lb.           | 0 12 1/2 0 13 1/2 |
| Cornes, per lb.            | 0 11 1/2 0 12 1/2 |

|                                    |               |
|------------------------------------|---------------|
| Shelled—                           |               |
| Almonds, 4-crown selected, per lb. | 0 32 1/2 0 35 |
| 3-crown                            | 0 31 1/2 0 33 |
| 2-crown                            | 0 30          |
| (in bags), standards per lb.       | 0 26 0 27     |
| Cashews                            | 0 15 0 17     |

|                     |           |
|---------------------|-----------|
| Peanuts—            |           |
| Spanish, No. 1      | 0 12      |
| Virginia, No. 1     | 0 13 0 15 |
| Pecans, per lb.     | 0 65      |
| Pistachios, per lb. | 0 75      |
| Walnuts—            |           |
| Bordeaux halves     | 0 28 0 30 |
| Brokens             | 0 23 0 27 |

Evaporated Apples.—Bareness rules in this market. In fact there is shortage in this line and no doubt there will be some high prices ruling for good stock before new goods come on the market.

|                          |      |
|--------------------------|------|
| Evaporated apples, prime | 0 08 |
|--------------------------|------|

Beans and Peas.—A steady demand keeps up for beans and peas. They seem to be staples in Quebec province. Prices are unchanged.

|                                 |      |
|---------------------------------|------|
| Ontario prime pea beans, bushel | 2 10 |
| Peas, boiling, bag              | 2 50 |

Rice and Tapioca.—Steadiness rules in these popular branches of the grocery trade. They always remain in good demand owing to their wholesome good purpose as food makers. No man can gainsay the rice and tapioca dessert and all through the season they hold strongly.

|                                 |               |
|---------------------------------|---------------|
| Rice, grade B, bags, 250 pounds | 2 90          |
| " " " 100 "                     | 2 90          |
| " " " 50 "                      | 2 90          |
| " " pockets 25 pounds           | 3 00          |
| " " 1/2 pockets, 12 1/2 pounds  | 3 10          |
| " grade c.c., 250 pounds        | 2 80          |
| " " 100 "                       | 2 80          |
| " " 50 "                        | 2 80          |
| " " pockets, 25 pounds          | 2 90          |
| " " 1/2 pockets, 12 1/2 pounds  | 3 00          |
| Tapioca, medium pearl           | 0 05 1/2 0 06 |

## CANNED GOODS

MONTREAL.—The notable fact of the week is the shortage of canned Canadian peas. This, as already recorded, is remarkable because one house which was heavily stocked ran the price of the remainder of their lot up from 72 to \$1, and still the call kept up. It merely shows the value of precaution in such popular lines. Canned peas are



a staple call in all households and they are as popular as any potatoes ever were. The idea suggests great possibilities for a "corner" at other times. The canned goods trade generally is excellent. Fish and fruit and all vegetables are in steady demand. The supplies in most lines are ample and the prices are well maintained.

Lobsters and sardines are reported scarce, but this will soon be remedied with new products.

No change in prices.

|                                                       |       |                   |
|-------------------------------------------------------|-------|-------------------|
| Peas, standard, dozen                                 | ..... | \$1 05            |
| Peas, early June, dozen                               | ..... | 1 07 1/2 1 10     |
| Peas, sweet wrinkled, dozen                           | ..... | 1 10 1 12 1/2     |
| Peas, extra sifted, dozen                             | ..... | 1 52 1 60         |
| Peas, gallons                                         | ..... | 3 87 1/2 3 92 1/2 |
| Pumpkins—3 lb., \$1.00; gallon, \$3.00.               | ..... |                   |
| Beans, dozen                                          | ..... | 0 87 1/2          |
| Corn, dozen                                           | ..... | 0 80 0 82 1/2     |
| Tomatoes, dozen (Ontario and Quebec)                  | ..... | 0 85 0 90         |
| Strawberries, dozen                                   | ..... | 1 50              |
| Raspberries, 2s, dozen                                | ..... | 1 80              |
| Peaches, 2s, dozen                                    | ..... | 1 70              |
| Peaches, 3s, dozen                                    | ..... | 2 65              |
| Pears, 2s, dozen                                      | ..... | 1 65              |
| Pears, 3s, dozen                                      | ..... | 2 40              |
| Plums, Greengage, dozen                               | ..... | 1 60              |
| Plums, Lombard dozen                                  | ..... | 1 00              |
| Lawtonberries, 2s, dozen                              | ..... | 1 60              |
| Clover Leaf and Horseshoe brands salmon—              |       |                   |
| 1-lb. talls, per dozen                                | ..... | 1 67 1/2          |
| 1-lb. flats, per dozen                                | ..... | 1 30              |
| 1-lb. flats, per dozen                                | ..... | 2 02 1/2          |
| Other salmon—                                         |       |                   |
| Humpbacks, dozen                                      | ..... | 0 95 1 00         |
| Cohoos, dozen                                         | ..... | 1 35 1 40         |
| Red Spring, dozen                                     | ..... | 1 60 1 65         |
| Red Sockeye, dozen                                    | ..... | 1 85 2 00         |
| Lobster Futures—                                      |       |                   |
| 1-lb. flats, doz., \$2.40; 1-lb. talls, doz., \$1.25. | ..... |                   |
| 1-lb. flats, doz., \$4.50.                            | ..... |                   |
| Compressed corned beef, 1s                            | ..... | 1 80              |
| Compressed corned beef, 2s                            | ..... | 3 15              |
| English brown, 2s                                     | ..... | 3 00              |
| Boneless pigs' feet, 2s                               | ..... | 3 00              |
| Ready lunch veal loaf 1s                              | ..... | 3 30              |
| Ready lunch veal loaf 2s                              | ..... | 2 40              |
| Roast beef, 1s                                        | ..... | 1 80              |
| Roast beef, 2s                                        | ..... | 3 15              |
| Stewed ox tail, 1s                                    | ..... | 1 60              |
| Stewed kidney, 1s                                     | ..... | 1 50              |
| Stewed kidney, 2s                                     | ..... | 2 65              |
| Mixed collops, 1s                                     | ..... | 2 40              |
| Mixed collops, 2s                                     | ..... | 2 50              |
| Minced collops, 2s                                    | ..... | 2 50              |
| Corned beef hash, 1s                                  | ..... | 1 60              |
| Corned beef hash, 2s                                  | ..... | 2 80              |
| Jellied hocks, 2s                                     | ..... | 3 50              |
| Jellied hocks, 6s                                     | ..... | 10 00             |
| Paragon ox tongue, 1s                                 | ..... | 7 50              |
| Paragon ox tongue, 2s                                 | ..... | 8 50              |
| Paragon ox tongue, 2 1/2s                             | ..... | 9 50              |
| Paragon lunch tongue 1s                               | ..... | 4 00              |
| Tongue lunch, 1s                                      | ..... | 3 50              |
| Succed smoked beef, 1s                                | ..... | 1 60              |
| Sliced smoked beef, 1s                                | ..... | 2 60              |

TORONTO.—Practically everything in the canned fruit and vegetable market is firm and wholesalers generally are quoting slightly higher prices.

There have been few strawberries or raspberries held over and from all reports the strawberry pack this year will be comparatively light. This has been due to the shortening up of the crop by the excessive heat. Cannery men, too, have had to pay a high price for their berries; as high as 8 cents has been ruling. No doubt there were considerable quantities picked up at lower prices apart from the contracts made with growers. Taken altogether it looks as if canned strawberries were going to be fairly high and firm. No prices have yet been quoted for present pack.

Weather conditions have not been conducive to a good pea crop and market is practically bare of canned peas now. The outcome is obvious unless the weather redeems itself in a hurry. Growth of tomato vines has been hindered also, but of course, little can be told of the tomato crop until August.

Raspberries have only begun to arrive and the future of the canned raspberry market is therefore uncertain. It must be remembered, however, that the raspberry fruit can stand a great deal more heat than the strawberry.

The trade should remember that there will be no advance opening prices this year. Cannery men intend waiting until the pack of each fruit or vegetable is well under way before prices are named.

|              |       |                   |                         |       |           |
|--------------|-------|-------------------|-------------------------|-------|-----------|
| Beans        | ..... | 0 85 0 90         | Red pitted cherries, 2s | ..... | 1 75      |
| Corn         | ..... | 0 82 1/2 0 87 1/2 | Gallon apples           | ..... | 2 25 2 75 |
| Peas         | ..... | 1 10 1 60         | Bartlett pears          | ..... |           |
| Pumpkins     | ..... | 0 80 0 90         | Heavy syrups, 2s        | ..... | 1 65      |
| Tomatoes, 3s | ..... | 0 85 0 90         |                         |       |           |

|                                          |       |           |                               |       |           |
|------------------------------------------|-------|-----------|-------------------------------|-------|-----------|
| Strawberries, 2s                         | ..... | 1 42 1 55 | Light 2s                      | ..... | 1 15      |
| Raspberries, 2s                          | ..... | 1 75 1 85 | Heavy " 3s                    | ..... | 2 40      |
| Peaches, 2s                              | ..... | 1 60 1 65 | Light " 3s                    | ..... | 1 70      |
| Lawtonberries                            | ..... | 1 65      | Lombard plums, 2s             | ..... | 0 80 0 85 |
| Clover Leaf and Horseshoe brands salmon: |       |           |                               |       |           |
| 1-lb. talls, dozen                       | ..... | 2 00      | Red Spring, doz.              | ..... | 1 85      |
| 1-lb. flats, dozen                       | ..... | 1 37 1/2  |                               |       |           |
| 1-lb. flats, dozen                       | ..... | 2 15      | Lobsters, halves, per dozen   | ..... | 2 00 2 25 |
| Other salmon prices are:                 |       |           | Lobsters, quarters, per dozen | ..... | 1 40      |
| Humpbacks, doz                           | ..... | 0 95 1 00 |                               |       |           |
| Cohoos, per doz.                         | ..... | 1 35 1 40 |                               |       |           |

### ONTARIO MARKETS

POINTERS—

Sugar—Heavy demand.

Starch—May be a drop.

Canned Strawberries—New pack short.

Dried Fruits—Firm.

Toronto, July 7, 1910.

Despite the hot weather wholesalers report business good. Some were even better a day or more in shipping orders. The heavy demands being made on sugar have much to do with this and sugar orders always have a few other goods attached to them. The sugar market remains firm and there is no prospect of a decline in the near future from natural influences.

The new canned goods pack is being closely followed and as explained below new strawberries are likely to rule fairly high. All old pack goods are firm and many are in short compass.

Moisture is required soon if the pea crop is to be near normal; the same is true of tomatoes although its is rather early to predict anything about them.

There is a possibility of a decline in starch some time soon; the market at any rate is not at all firm, although the demand is good.

Sugar.—Sugar is the great moving spirit of the grocery market this week. Both refiners and wholesalers report splendid business in spite of the hot weather. Everybody is buying sugar of course for preserving operations since the fresh fruits are coming in abundantly. This trade is likely to last for some time and there is little chance of the market declining. Raws are dearer while in the U. S. some refiners have lowered prices simply to try to get the trade. In Canada refiners are holding firm and if any change should take place here it will likely be upward.

|                                                         |       |      |
|---------------------------------------------------------|-------|------|
| Paris lumps, in 100-lb. boxes                           | ..... | 6 15 |
| " " in 50-lb. "                                         | ..... | 6 25 |
| " " in 25-lb. "                                         | ..... | 6 45 |
| Red Seal                                                | ..... | 7 20 |
| St. Lawrence "Crystal Diamonds," barrels                | ..... | 6 95 |
| " " " " " " barrels                                     | ..... | 6 05 |
| " " " " " " 100 lb. boxes                               | ..... | 6 15 |
| " " " " " " 50 lb. boxes                                | ..... | 6 25 |
| " " " " " " 25 lb. boxes                                | ..... | 6 45 |
| " " " " " " cases, 20-5 boxes                           | ..... | 7 70 |
| Redpath extra granulated                                | ..... | 5 30 |
| Imperial granulated                                     | ..... | 5 30 |
| St. Lawrence granulated, barrels                        | ..... | 5 90 |
| Beaver granulated, bags only                            | ..... | 5 90 |
| Apedia granulated (bags and barrels)                    | ..... | 5 20 |
| Wallaceburg                                             | ..... | 5 20 |
| St. Lawrence golden, bbls.                              | ..... | 4 90 |
| Bright coffee                                           | ..... | 5 20 |
| No. 3 yellow                                            | ..... | 5 10 |
| No. 2                                                   | ..... | 5 00 |
| No. 1                                                   | ..... | 4 85 |
| Granulated and yellow, 100-lb. bags 5c. less than bbls. | ..... |      |

Syrups and Molasses.—While this is a slow season for these goods, wholesalers and manufacturers report a fair trade, particularly in syrups. This article seems to be gradually becoming a staple.

|                     |          |                    |       |           |
|---------------------|----------|--------------------|-------|-----------|
| Syrups—             | Per case | Maple Syrup—       |       |           |
| 2 lb. tins, 2 doz.  | .....    | Gallons, 6 to case | ..... | 4 80      |
| in case             | .....    | " " " 12 "         | ..... | 5 40      |
| 5 lb. tins, 2 doz.  | .....    | Quarts, 24 "       | ..... | 5 40      |
| in case             | .....    | Pinta, 24 "        | ..... | 3 00      |
| 10 lb. tins, 1 doz. | .....    | Molasses—          |       |           |
| in case             | .....    | New Orleans        |       |           |
| 20 lb. tins, 1 doz. | .....    | medium             | ..... | 0 28 0 30 |
| in case             | .....    | New Orleans        | ..... | 0 26 0 28 |
| Barrels, per lb.    | .....    | bbls.              | ..... | 0 26 0 28 |
| Half barrels, lb.   | .....    | Barbadoes, extra   | ..... | 0 45      |
| Quarter "           | .....    | fancy              | ..... | 0 45      |
| Falls, 38 lbs. ea.  | .....    | Porto Rico         | ..... | 0 45 0 62 |
| " " 25 "            | .....    | Muscovada          | ..... | 0 30      |

Dried Fruits.—This market is generally firm. California prunes are firm with a steadily rising market. The spring demand from retailers was heavy but of course now it is slackening. Sultana raisins in the primary market are up and Valencias are also strong. Currants still continue strong in Greece, where the crops have not been extra good, due to wet weather. Locally currants are moving freely. Figs and dates are out of date.

|                                         |        |                   |
|-----------------------------------------|--------|-------------------|
| Prunes—                                 | Per lb |                   |
| 30 to 40, in 25-lb. boxes               | .....  | 0 11 0 11 1/2     |
| 40 to 50 " " "                          | .....  | 0 08 1/2 0 09     |
| 50 to 60 " " "                          | .....  | 0 06 1/2 0 07 1/2 |
| 60 to 70 " " "                          | .....  | 0 06 0 07         |
| 70 to 80 " " "                          | .....  | 0 05 1/2 0 06 1/2 |
| 80 to 90 " " "                          | .....  | 0 05 0 06         |
| 90 to 100 " " "                         | .....  | 0 05 0 06 1/2     |
| Same fruit in 50-lb. boxes 1 cent less. | .....  |                   |

|                     |       |           |
|---------------------|-------|-----------|
| Apricots—           |       |           |
| Standard            | ..... | 0 14 0 15 |
| Choice, 25 lb boxes | ..... | 0 15      |
| Fancy, " "          | ..... | 0 17 0 20 |

|                            |       |           |
|----------------------------|-------|-----------|
| Candied and Drained Peels— |       |           |
| Lemon                      | ..... | 0 09 0 11 |
| Orange                     | ..... | 0 14 0 17 |
| Citron                     | ..... | 0 14 0 17 |

|                  |       |               |
|------------------|-------|---------------|
| Figs—            |       |               |
| Eldemes, per lb. | ..... | 0 08 0 10     |
| Tapnets, " "     | ..... | 0 03 1/2 0 04 |
| Bag figs         | ..... | 0 03 1/2 0 04 |
| Dried peaches    | ..... | 0 08 0 08 1/2 |
| Dried apples     | ..... | 0 08          |

|                   |       |               |
|-------------------|-------|---------------|
| Currants—         |       |               |
| Fine Filiatras    | ..... | 0 06 0 07     |
| Vostizzas         | ..... | 0 08 1/2 0 09 |
| Patras            | ..... | 0 07 1/2 0 08 |
| Uncleaned to le a | ..... |               |

|                             |       |               |
|-----------------------------|-------|---------------|
| Raisins—                    |       |               |
| Sultana                     | ..... | 0 05 0 07     |
| " fancy                     | ..... | 0 06 0 07 1/2 |
| " extra fancy               | ..... | 0 08 1/2 0 09 |
| Valencias, selected         | ..... | 0 06 0 06 1/2 |
| Seeded, 1 lb packets, fancy | ..... | 0 08 0 08 1/2 |
| " 16 oz. packets, choice    | ..... | 0 07 1/2      |
| " 12 oz.                    | ..... | 0 06          |

|                |       |               |
|----------------|-------|---------------|
| Dates—         |       |               |
| Hallowees      | ..... | 0 05 0 05 1/2 |
| Fards choicest | ..... | 0 10          |
| Sais           | ..... | 0 05          |

Tea.—The tea market is as strong as ever and it is the opinion of those closely in touch with the trade that tea will not be as cheap as it was 3 or 4 years ago, for at least the next 10 years. The chances are that it will be dearer due, to some extent, to the planting of rubber trees in tea gardens. What effect this will eventually have is hard to tell. Some even hold that it will not influence the market. Planters are devoting attention to planting rubber on new grounds instead of tea and as the consumption of tea is increasing every year and the production not, the ultimate result can be easily judged. High prices are ruling on the London market.

Coffee.—The usual fair demand exists for coffee. The future primary markets are likely to be higher.

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

Spices.—Demand for ginger, whole cloves, and cream of tartar has been good. Whole cloves are likely to be higher as the production is not heavy. Ginger too is advancing with the lower grades particularly scarce. The pickling season will be in by the end of the month and retailers should be prepared for it.

|                |       |           |                 |       |           |
|----------------|-------|-----------|-----------------|-------|-----------|
| Peppers, black | ..... | 0 15 0 18 | Cloves, whole   | ..... | 0 25 0 35 |
| " white        | ..... | 0 22 0 25 | Cream of tartar | ..... | 0 25 0 28 |
| " whole        | ..... | 0 16      | Allspice        | ..... | 0 14 0 16 |
| Peppers, whole | ..... | 0 15      | Mace, ground    | ..... | 0 14 0 16 |
| white          | ..... | 0 23      | Mixed pickling  | ..... | 0 15 0 16 |
| Ginger         | ..... | 0 20 0 25 | spices, whole   | ..... | 0 20 0 25 |
| Cinnamon       | ..... | 0 21 0 23 | Celery seed     | ..... | 0 24      |
| Nutmeg         | ..... | 0 20 0 30 |                 |       |           |

Rice and Tapioca.—These staples are selling freely, particularly rice, which is such a splendid food. Primary markets are firm in both for reasons which have already been stated in this column.



THE CANADIAN GROCER.

|                                                  |         |          |          |
|--------------------------------------------------|---------|----------|----------|
| Rice, stand. B.                                  | Per lb. | 0 02 1/2 | 0 03     |
| Standard B. from mills, 500 lbs. or over, f.a.b. |         |          |          |
| Montreal                                         |         | 0 30     |          |
| Bangkok                                          |         | 0 03     | 0 03 1/2 |
| Patna                                            |         | 0 05     | 0 06 1/2 |
| Japan                                            |         | 0 04 1/2 | 0 05     |
| Java                                             |         | 0 06     | 0 07     |
| Caroline                                         |         | 0 10     | 0 11     |
| Sago                                             |         | 0 05 1/2 | 0 06     |
| Seed tapioca                                     |         | 0 05 1/2 | 0 06     |
| Tapioca, medium pearl                            |         | 0 05 1/2 | 0 06     |

Nuts.—Apart from peanuts the nut market is not cutting much of a figure. Peanuts, however, are in great demand at ball games and stands on corners sell large quantities.

|                     |          |
|---------------------|----------|
| Almonds, Formigette | 0 11     |
| " Tarragona         | 0 11 1/2 |
| " shelled           | 0 33     |
| Walnuts, Grenoble   | 0 13 1/2 |
| " Bordeaux          | 0 11     |
| " Marbots           | 0 12     |
| " shelled           | 0 29     |
| Pilberts            | 0 12     |
| Pecans              | 0 18     |
| Brazils             | 0 15     |
| Peanuts, roasted    | 0 08     |

Evaporated Apples.—These goods are pretty well cleaned up. There is little export trade, and it is hard to get good spot goods. The weather too is against shipments. Some wholesalers are selling off their stocks at whatever they can get. The standard price is 7 1/2 cts.

Evaporated apples..... 0 07 1/2

Beans.—This market is rather quiet but there are no changes in prices. It is interesting to note that just a year ago beans had reached their highest point in years. In comparison present prices are much lower.

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

MANITOBA MARKETS

POINTERS—

Reduced—Prunes, peanuts, evaporated apples.

Stronger—Currants, sugar.

Winnipeg, July 7, 1910.

Whether it was the extreme hot weather of the past few days that has changed the condition of the general market, is difficult to design, but a remarkable change has taken place. It may be that it was too hot for wholesalers, travelers and retailers to work and the trade was amply taking care of itself. It is probable also that people over the entire west were eating little and drinking much. At any rate lemons have gone up about \$3 per case and almost everything else except fresh fruits has gone down. It must be remembered, however, that retailers were stocking heavily for the past few months and it is likely that the quietness that prevails at present in the ordering will be a good thing for the retail trade, since the tendency to overstock is altogether too prevalent.

The proverbial hand to mouth condition describes the trade this week very aptly. Collections are slow and everyone is looking eagerly for reports on the crop condition so as to estimate the cash circulation next fall. The hot weather everywhere in the west has given the vast wheat crop a setback and at present cool, moist weather is very much needed.

Sugar—The trade in sugar is only fair at present, although the hot weather of the past two weeks has greatly increased the consumption. It is evident that retailers had stocked heavily when the tide of immigration was at its full. Reports are prevalent that the raw

product both in beet and cane is stronger, but there is no change whatever in the market conditions this week.

|                                        |      |
|----------------------------------------|------|
| Montreal and B.C. granulated, in bbls. | 0 75 |
| " " in sacks                           | 0 59 |
| " yellow, in bbls.                     | 0 35 |
| " " in sacks                           | 0 30 |
| Leing sugar, in bbls.                  | 0 35 |
| " " in boxes                           | 0 55 |
| " " in small quantities                | 0 55 |
| Powdered sugar, in bbls.               | 0 15 |
| " " in boxes                           | 0 35 |
| " " in small quantities                | 0 50 |
| Lump, hard, in bbls.                   | 0 75 |
| " " in 100-lb. cases                   | 0 65 |

Foreign Dried Fruits.—The hot weather has stimulated the dried fruit trade this week, since in many centres fresh fruits and vegetables cannot be had. The raisin market is well maintained, while prunes have been slightly weakened in an effort to dispose of superfluous poor quality. This is only temporary and a much stronger market is confidently expected in prunes. Currants and dates are maintained at last week's reduced prices.

|                                                     |          |                             |
|-----------------------------------------------------|----------|-----------------------------|
| Smyrna Sultana raisins, uncleaned, per lb.          | 0 06     | 0 11                        |
| cleaned, per lb.                                    | 0 09     | 0 13                        |
| Valencia raisins, Bewley's, f.o.s. per case, 25's.  | 1 45     |                             |
| " " selects " 25's.                                 | 1 55     |                             |
| " " layers " 25's.                                  | 1 75     |                             |
| California raisins, choice seeded in 1-lb. packages | 0 06     |                             |
| " " fancy seeded, in 1-lb. packages                 | 0 06 1/2 |                             |
| " " choice seeded in 1-lb. packages                 | 0 07 1/2 |                             |
| " " fancy seeded in 1-lb. packages                  | 0 08 1/2 |                             |
| Raisins, 3 crown muscats, per lb.                   | 0 06     | 0 06                        |
| Prunes, 90-100, lb.                                 | 0 05     | Prunes, 50-60 " 0 07 1/2    |
| " 80-90 " 0 05                                      |          | Prunes, 40-50, lb. 0 06 1/2 |
| " 70-80 " 0 06 1/2                                  |          | Silver prunes, ac. 0 09 1/2 |
| " 60-70 " 0 06 1/2                                  |          | to quality..... 0 09 1/2    |
| Currants uncleaned, loose pack, per lb.             | 0 06 1/2 |                             |
| " dry, cleaned, Filistras, per lb.                  | 0 06 1/2 |                             |
| " wet, cleaned, per lb.                             | 0 06 1/2 |                             |
| " Filistras, in 1-lb. pkg. dry, cleaned, per lb.    | 0 07     |                             |
| Pears, per lb.                                      | 0 09     | 0 15                        |
| Peaches, stand-ard, per lb.                         | 0 08     |                             |
| Peaches, choice.                                    | 0 09     |                             |
| Apricots, stand-ard, per lb.                        | 0 15     |                             |
| Apricots, choice                                    | 0 18 1/2 |                             |
| Plums, pitted, lb.                                  | 0 11     | 0 12 1/2                    |
| Nectarines, lb.                                     | 0 09 1/2 |                             |
| Dates, per lb.                                      | 0 06 1/2 |                             |
| Hallows, bulk                                       | 0 06 1/2 |                             |
| Dates, packages                                     | 0 06 1/2 |                             |
| 30 in case                                          | 0 06 1/2 |                             |
| Figs, per lb.                                       | 0 04 1/2 | 0 05                        |
| Peel, lb., lemon                                    | 0 09 1/2 |                             |
| " " orange                                          | 0 10     |                             |
| " " citron                                          | 0 13 1/2 | 0 18                        |

Syrup and Molasses.—A comparatively small quantity is going out just now. Wholesalers' stocks are quite heavy and orders are being taken for fall deliveries quite satisfactorily. The following prices rule today:

|                                         |          |
|-----------------------------------------|----------|
| Syrups—                                 |          |
| 24 2-lb. tins, per case                 | 2 04     |
| 12 5-lb. tins, per case                 | 2 30     |
| 6 10-lb. tins, per case                 | 2 35     |
| 3 20-lb. tins, per case                 | 2 45     |
| Half bbls., per lb.                     | 0 03 1/2 |
| Barbadoes molasses in 1-bbls., per gal. | 0 60     |
| Gingerbread molasses 1-bbls., per gal.  | 0 40     |
| New Orleans molasses, 1-bbls., per gal. | 0 35     |

Nuts.—Almonds and peanuts are having a big sale. Walnuts are reported to be moving slowly in retail centres. Peanuts are abundant and the price is reduced about 1 cent.

|                                    |      |
|------------------------------------|------|
| Shelled Walnuts, in boxes, per lb. | 0 30 |
| " " small lots, per lb.            | 0 31 |
| " Almonds, in boxes, per lb.       | 0 35 |
| " " small lots, per lb.            | 0 36 |
| Peanuts, Virginia, per lb.         | 0 11 |

Rolled Oats.—There is little moving just now as may be expected during hot weather. Wholesalers are active on the rolled oat market, however, in an endeavor to put it on a more substantial basis next season.

|                                        |      |
|----------------------------------------|------|
| Rolled oats, 80 lb. sacks, per 80 lbs. | 1 65 |
| " 40 " " 40 "                          | 0 85 |
| " 30 " " 30 "                          | 0 45 |
| " 20 " " (8, 10s)                      | 2 10 |

Tapioca and Sago.—These lines are popular everywhere, as wholesalers are buying up heavily in anticipation of a big advance. Plants are being destroy-

ed in crop centres and the product is likely to be decreased.

|                        |          |
|------------------------|----------|
| Pearl tapioca, per lb. | 0 05 1/2 |
| Sago, per lb.          | 0 06     |

Beans.—There is little to report on this product. There is not much moving and only small orders are being made up. The market next winter is expected to be good.

|                          |      |
|--------------------------|------|
| 3-lb. picker, per bushel | 2 25 |
| Hand picked, per bushel  | 2 35 |

Evaporated Apples.—These have come down again and the price to-day is 8 cents. The effort to boost the price at this season of the year was futile. When the fresh fruits are off the market and new evaporated stock arrives the price will certainly become stronger.

BRITISH COLUMBIA MARKETS.

Vancouver, July 7, 1910.

The price of flour is quick to respond to any change in the prospects of the wheat crop. This week, as a result of advices from Winnipeg that the hot weather had affected the wheat, the price of flour was jumped from \$6.50 to which point it had only been recently reduced, to \$6.70.

Local eggs have advanced to 35 cents, with eastern at 28c and 29c.

Strawberries are drawing to a close for this season, with a drop in the price to \$2 a crate. The general figure has been about \$2 50.

|                   |          |                      |          |
|-------------------|----------|----------------------|----------|
| Sugar, standard   |          | Butter, local        |          |
| granulated        | 5 90     | creamery             | 0 30     |
| Sugar, imported   | 5 25     | Eggs, California     | 0 28     |
| Val. raisins, lb. | 0 05 1/2 | Eggs, local          | 0 35     |
| Cal. " "          | 0 07 1/2 | Cheese, Ontario 0 14 | 0 15 1/2 |
| Prunes            | 0 05 1/2 | " Manitoba           | 0 14     |
| Currants          | 0 06 1/2 | Bacon                | 0 28 1/2 |
| Dried apricots    | 0 11     | Lard, pure           | 0 18 1/2 |
| Flour, Standard,  |          | Lard, compound       | 0 17 1/2 |
| bbl.              | 6 70     | Potatoes—            |          |
| Cornmeal, p. 100  |          | Ashcroft's, ton      | 20 00    |
| lbs.              | 2 60     | Local, ton           | 5 00     |
| Beans, per lb.    | 0 03 1/2 | Cal. Burbanks        | 32 00    |
| Rice, per ton     | 68 00    | Canned Goods—        |          |
| Tapioca, per lb.  | 0 03 1/2 | Poss, Early June     | 1 35     |
| Apples, box       | 2 75     | Tomatoes             | 1 27 1/2 |
| Evaporated        |          | Corn, Ontario        | 1 02 1/2 |
| apples            | 0 06 1/2 | Apples, doz.         | 3 42 1/2 |
| Butter, Eastern   |          | Corn, doz.           | 1 75     |
| dairy in tube     | 0 25     | Raspberries          | 2 02 1/2 |
| Butter, Eastern   |          | Canned salmon        | 6 50     |
| dairy, choice     | 0 28     |                      |          |

NOVA SCOTIA MARKETS.

Halifax, N. S., July 7, 1910.

The flour markets are now attracting the attention of the wholesale grocery trade. This week the dealers received advices of an increase of 25 cents per barrel in the price of flour, but so far it has not been put into effect here. The local dealers bought large stocks when prices were low, and as a result they are in a good position at the present time.

The receipts of butter continue and prices are low at present. The receipts of eggs are falling but the price has not varied much.

Dealers report that business is in good volume in all lines of fruit and vegetables. Bananas are still in good demand and receipts continue to be rapidly absorbed. Lemons have scored a sharp advance being quoted at \$6 for 300 count. This, however, is partly to be expected at this season on account of some decay, and the large demand. Navel oranges are practically off the market for the season, and firm prices prevail for other varieties. Valencia range from \$6.25 to \$7.50, and Mediterranean sweets from \$4.50 to \$4.75. American wax beans are high and scarce at \$4.80 per box.

Strawberries are now coming on the market in large quantities and the de-

mand is for the latter per box. ing on the local mand, ho ing.

Butter— Creamery pri per lb. Creamery sol per lb. Dairy, tubs, Bananas, box, s Fresh eggs, d Sugars— Extra Standa granulated Austrian, ba granulated Bright yellow No. 1 yellow. Flour h. wh per bbl. Flour, Onta blends, bbl Cornmeal, b Fruits— Strawberries, Lemons, Verd

NEW

Manitob Ontario I last week is now \$6 The only vance is which has there may Native in plentiful two box ables are

Sugar— Standard gra Austrian Yellow. Flour, Manito Ontario Cornmeal, ba Rolled oats, bl Buc k w h e west, grey, b Val. raisins, lt Cal. raisins, see ed Currants, lb. Prunes, lb. Molasses, fcy Barbados, g Butter, dairy lb. Butter, cream ery, lb. Eggs, new laid Eggs, case. Potatoes, bbl Canned goods Poss, doz. Corn, doz. Corn, doz. Tomatoes, d Raspberries dozen. Rice, lb

AGA

A dele fruit dea cently wa license w nut vend petition selves w dangerous used to stated th place of and was ratepayer The Gr doubt as pelled to to have t



# THE CANADIAN GROCER

mand is good. The price dropped during the latter part of the week to ten cents per box. Ontario berries are also coming on the market in competition with the local grown stock. There is a demand, however, for all the berries offering.

|                            |                             |
|----------------------------|-----------------------------|
| Butter—                    | Oranges—                    |
| Creamery prints            | Valencias..... 6 25 7 50    |
| per lb..... 0 26           | Mediterranean.. 4 60 4 75   |
| Creamery solids            | Pineapples..... 3 00 3 50   |
| per lb..... 0 23 0 94      | Pork, American              |
| Dairy, tubs, lb. 0 22 0 23 | per bbl..... 30 00          |
| Bananas..... 1 75 7 50     | Pork, clear bbl .... 31 00  |
| Beans, box, wax .... 4 80  | Hams smoked .... 0 18       |
| Fresh eggs, doz. .... 0 19 | Pork, fresh..... 0 10 0 11  |
| Sugars—                    | Codfish, quintal .... 5 50  |
| Extra Standard,            | Herring, pickled            |
| granulated..... 5 30       | per bbl..... 5 00           |
| Austrian, bags,            | Potatoes—                   |
| granulated..... 5 20       | P. E. Island, bag .... 1 35 |
| Bright yellow.... 5 10     | Nova Scotia..... 1 35       |
| No. 1 yellow..... 4 80     | Onions, Spanish             |
| Flour h. wheat             | ber lb..... 0 02            |
| per bbl..... 6 30 6 40     | Onions, American,           |
| Flour, Ontario             | per lb..... 0 02            |
| blends, bbl.... 4 95 5 20  | Onions, Bermu-              |
| Cornmeal, bag. 1 55 1 65   | da, per box.... 1 50        |
| Fruits—                    | Molasses, fancy             |
| Strawberries, bx .... 0 10 | Barbados, bbl. .... 0 36    |
| Lemons, Verdilli .... 6 00 | Molasses, fancy             |
|                            | Barbados, gal. . . . 0 32   |
|                            | Rollod Oats, bbl .... 4 70  |

## NEW BRUNSWICK MARKETS.

St. John, N. B., July 7, 1910.

Manitoba flour advanced 30 cents and Ontario Flour was marked up 10 cents last week. The quotation for the former is now \$6.65 and for the latter, \$5.60. The only reason assigned for the advance is the hot weather in the west, which has resulted in a feeling that there may be a loss in the wheat crop.

Native strawberries are now coming in plentifully and are selling retail at two boxes for a quarter. New vegetables are also making their appearance.

|                              |                              |
|------------------------------|------------------------------|
| Sugar—                       | Beans, hand                  |
| Standard gran. 5 40 5 50     | picked, bus.... 2 20 2 25    |
| Austrian " 5 30 5 40         | Beans, yellow                |
| Yellows..... 4 90 5 30       | eye, bus..... 3 50 3 65      |
| Flour, Manitoba .... 6 85    | Lard, compound               |
| " Ontario..... 5 60          | lb..... 0 14 0 14            |
| Cornmeal, bags. 1 55 1 60    | Lard, pure, lb.... 0 17 0 17 |
| bbbl. 3 15 3 20              | Bacon..... 0 18 0 20         |
| Rollod oats, bbls 5 00 5 10  | Pork, domestic               |
| Buckwheat,                   | mess..... 28 00 28 50        |
| west, grey, bag 2 90 3 00    | Pork, American               |
| Val. raisins, lb.. 0 05 0 06 | clear..... 29 50 32 00       |
| Cal. raisins, seed-          | Strawberries,                |
| ed..... 0 07 0 08            | dozen..... 1 70 1 80         |
| Currants, lb.... 0 07 0 07   | Salmon, case—                |
| Prunes, lb..... 0 05 0 09    | Red spring... 6 50 6 75      |
| Molasses, fcy.               | Cohoos..... 6 00 6 25        |
| Barbados, gal. 0 32 0 33     | Peaches, 2's,                |
| Butter, dairy,               | dozen..... 1 75 1 85         |
| lb..... 0 18 0 20            | Peaches, 3's,                |
| Butter, cream-               | dozen..... 2 85 2 95         |
| ery, lb..... 0 23 0 24       | Baked beans,                 |
| Eggs, new laid 0 20 0 22     | dozen..... 1 20 1 30         |
| Eggs, case..... 0 19         | Fish—                        |
| Potatoes, bbl. 1 25 1 50     | Cod, dry..... 3 00 4 25      |
| Canned goods—                | Herring, salt,               |
| Pears, doz.... 1 15 1 55     | bbbl. .... 4 75 5 00         |
| Corn, doz.... 0 90 0 95      | Bloaters, box... 0 85 0 90   |
| Tomatoes, dz 1 00 1 05       | Harbour sal-                 |
| Raspberries,                 | mon, lb..... 0 16            |
| dozen..... 1 95 2 05         | Fresh Gaspe-                 |
| Rice, lb..... 0 03 0 03      | reaux, cwt.... 1 00          |

## AGAINST PEANUT VENDOR.

A delegation of retail grocers and fruit dealers of Fredericton, N.B., recently waited on the mayor to have a license withdrawn from a Grecian peanut vendor on street corners. Their petition urged that the stands themselves were a nuisance and were also dangerous on account of the gasoline used to roast peanuts. It was also stated that the vendor had no settled place of business, was not a ratepayer and was in direct competition with ratepayers.

The Grecian has a license and there is doubt as to whether he can be compelled to stop business. It was decided to have the police take the matter up.

## COLOR IN WINDOW LIGHTING.

By Emile Reugg.

The photographer's ambition is always to produce a picture which will flatter the real object. The same is apt to be true of the window trimmer's ambition. He wants to give his objects an effect which will make them appear to the onlooker as if they are worth, at least, twice as much as they really are. This is what we call the art of creating a desire.

How may we arrive at the best results? There is at present much lack of originality in electric window lighting, owing to the fact that the art is comparatively new. I am now alluding to the arrangements of the electric bulbs, which, in many cases, are simply fixed all in a row, like a crown all around the frame of the window.

It is quite evident that the glaring lights are almost blinding the eyes of the passers-by. The storekeeper notices also that the objects are not properly illuminated and he goes to work and exchanges the 16 candle lamps for 32 candle ones. The result is, as may well be thought, far worse than if he had reduced his lamps to half.

## WATCHING THE PROFITS.

There was to have been a meeting in Toronto during the week between the bakers and the grocers section of the R. M. A., Toronto branch, but at the request of the former, it was postponed. The meeting is for the purpose of finding out where each other is at in the matter of prices and profits since the new Ontario Bread Act came into force. The grocers are anxious that, if there is any change in prices, their profits shall not be cut down. One of them remarked to a Grocer representative: "two cents profit on a 10 cent loaf is not the same as 2 cents on 12 cents."

This goes to show what grocers are doing in order to maintain prices.

## INFORMATION FOR BUYERS.

### Supplied to the Trade by Sellers.

W. E. Skinner, the Winnipeg agent of the Ontario Lantern & Lamp Co., was in Hamilton last week for the first time in ten years. He was surprised at the enormous strides Hamilton had made since his last visit, as, like all westerners, he thought the "Woolly West" monopolized all Canadian rapid growth. He was present at the laying of the corner stone of the large new wing of the Ontario Lantern & Lamp Co. are erecting on their new property on Cannon Street, just east of their present building. This wing when completed will add nearly 50 per cent. to their present floor space, and whilst they under-estimated their requirements last November, they anticipate the new building will be sufficient, at any rate for the next few years.

Dominion Cannery, Ltd., Hamilton, Ont., have appointed W. H. Millman & Sons and C. L. Marshall & Co., their brokers for Toronto.

W. H. Millman & Sons, grocery brokers, Toronto, have just received another car of white beans.

At the second annual meeting of H. W. Cole, Limited, wholesale grocers, St. John, N. B., held on June 25th, a dividend of 7 per cent. was declared for the year ending April 30th.

A case of interest to grocers has been decided in the provincial court of appeal of British Columbia. Kelly, Douglas & Co., Vancouver, brought action against F. Shelly & Company, bakers, for the price of certain sugar. It was admitted that the wrong sugar was delivered to Shelly & Co., and subsequently Shelly & Co. undertook to return the same to Kelly, Douglas & Company, by handling the sugar over to a teamster delivering other goods from Kelly, Douglas & Company. The goods, however, never reached the wholesale firm, and action was taken against Shelly & Co. for the price, judgment being obtained. Shelly & Co. appealed, and the court of appeal set aside the judgment with costs.



An Interior View of Geo. Williams' Grocery and Confectionery Store, Guelph, Ont.

# THROW A SPRAT TO CATCH A MACKEREL

You can't fish without good bait.

It's not the cost of the bait, but the knowledge of just what bait to use to catch the kind of fish you are after.

A want ad. in THE CANADIAN GROCER is the right kind of bait to use when you have any proposition of interest to grocery dealers, clerks or travellers.

The cost of advertisement will be very small compared with the results you will secure. 25c. or 50c. per insertion will pay for a want ad. which may prove worth dollars to you.

Every day you delay you are handicapping your business.

If it is a set of old-style scales you have to sell, why not get them out of the way and get the money for them which you can use in your business?

If you want to sell your business, let the men know about it who would be interested in buying it, and you will realize a higher price than if you only negotiate with two or three people.

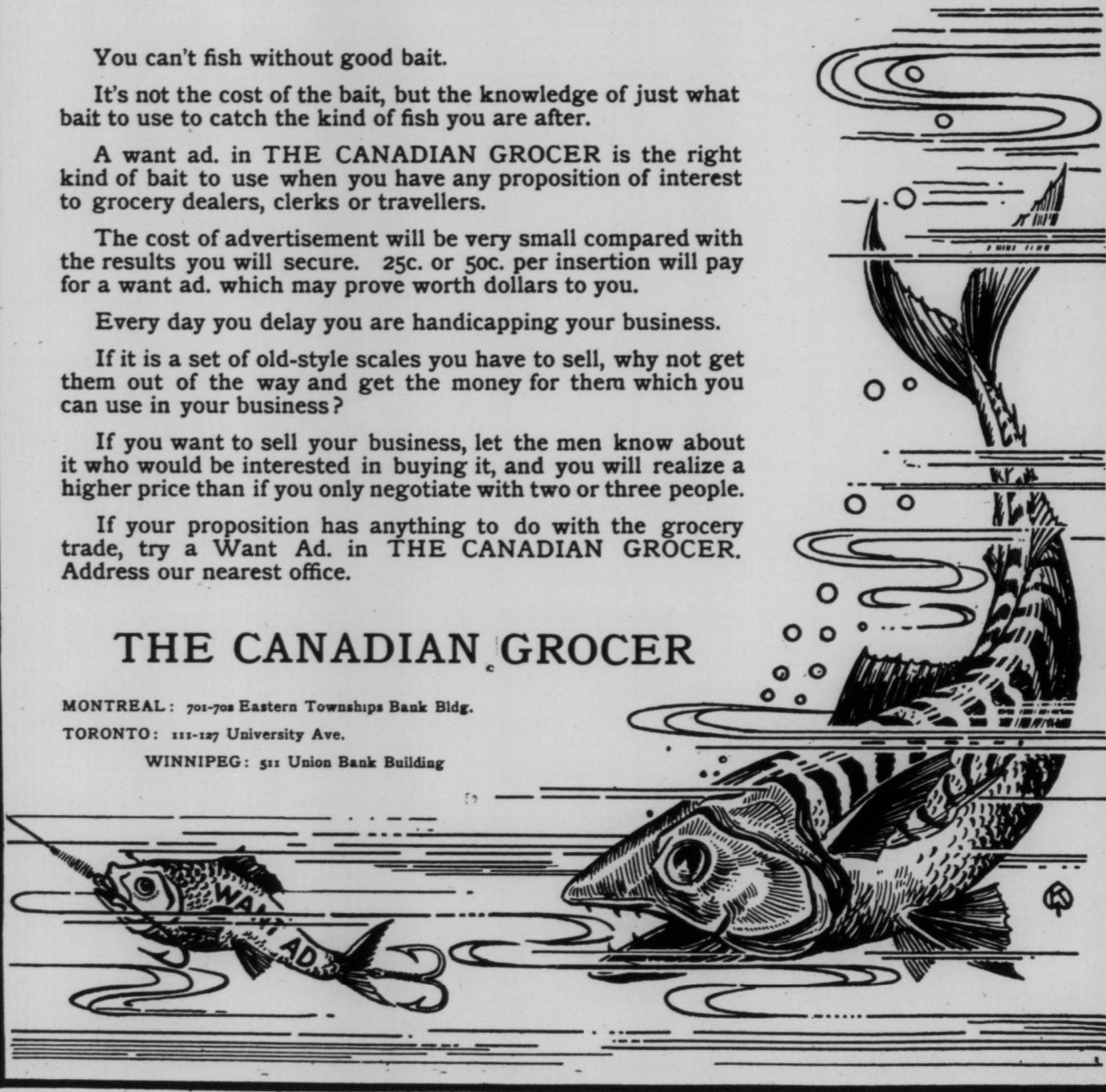
If your proposition has anything to do with the grocery trade, try a Want Ad. in THE CANADIAN GROCER. Address our nearest office.

## THE CANADIAN GROCER

MONTREAL: 701-703 Eastern Townships Bank Bldg.

TORONTO: 111-127 University Ave.

WINNIPEG: 511 Union Bank Building



Backg

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## Background for a Summer Camp Goods Window

Drawing Shown Herewith Represents One Suggestion — What Goods Should be Given Prominent Display — Money in the Picnic Fruit-Basket.

Unless business is gone after with greater vigor, than during the winter months, the summer grocery trade is liable to lag behind.

It should be the aim of every grocer to increase his business every month over the corresponding month of the previous year. To do this the merchant must total every month his aggregate sales. These should be listed in a handy note-book so that comparisons can be easily made. Then if business in July a year ago was more than during July of 1910, something must be wrong—the merchant is not following the best methods.

This is where the window display comes in. The most should be made out of the window. Its value is comparative. Some merchants make much money and some little from their windows. The men who are alive to the best that can be secured from the window asset are careful in watching the seasons and seasonable goods.

July and August are the months of holidays. Nearly every village, town or city has some sort of a summer resort in its vicinity. People leave every week and particularly on Saturday evenings for cooler spots. This suggests a camp goods window and the more attractive

and appropriate it is, the better will be the chances of making it a good seller.

### An Appropriate Background.

The accompanying drawing is one suggestion. A miniature tent can easily be arranged by any ambitious clerk. This with a few evergreen bushes and a kettle for boiling water hung on a cross-bar will make the scene realistic. To add to it, a small table cloth in the window with a few dishes spread thereon should produce a better effect.

When the background has been arranged the next thing to consider is the seasonable goods. These would of course include canned fruits and vegetables, preserved fruits in bottles, canned salmon, sardines, lobster, herring, etc., canned meats, pickles, catsups, sauces, cooked ham, fresh vegetables and fruits. All of these are appropriate and many other goods as well.

Grocers, who have not already done so, might find it profitable to try out the picnic fruit-basket scheme. Baskets ranging in price from 25 cents up to a dollar should sell well if they are artistically filled with mixed fruit. Show cards and price tickets are practically necessary as then the prospective buyer knows at a glance the prices of the various offerings and performs in his own mind the purchase before he enters the store.

One of these camp goods windows every week in July and August should

prove to be a good investment. A little extra trouble is required in the summer months and financial results are bound to come.

### ADVANCE OF ST. JOHN SHIPPING.

St. John, N.B., July 6.—Shipping in this port has received a wonderful impetus during the past year. The exports from St. John by Transatlantic steamers for the six months ending May 31 were \$24,030,007 worth, including wheat and other grains, flour and meal, cheese, butter, meat products, apples, cattle, horses, lumber, furs, Cobalt silver, etc.

The exports from St. John port for the fiscal year ending March 31, 1910, were \$21,988,519 worth; an increase of \$4,320,002 over the preceeding year. In 1900 the figures were \$9,733,534, making an increase during the last 10 years of \$15,254,985.

For the winter season of 1909-1910 there were 114 sailings with 504,260 registered tons, as against 108 sailings and 474,620 registered tons of the previous year.

The St. John Board of Trade is making capital out of these and other facts by sending them broadcast in circular form.

Another case of adulterating pepper comes from Chatham, Ont., where a grocer was fined \$5 and costs—\$16.75 in all. In fining him the court remarked that morally he did not believe him guilty, as he did not know that the goods were adulterated, they having evidently been tampered with before they were shipped to him. Nevertheless this did not make him any the less responsible in the eyes of the law.



Suggestion For a Summer Camp Goods Window For a Grocery Store.

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

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 Wholesale Grocery Brokers and  
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Write us for information about B.C. trade.

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

**McLEOD & CLARKSON**

Manufacturers' Agents and Wholesale Commission  
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Can give strict attention to a few first-class Gro-  
 cery Agencies. Highest References.

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Highest  
 References

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 inch space an advertiser is  
 able to place himself pro-  
 minently before nearly one  
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 every cent the advertising  
 costs him.

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The Canadian house of

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

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

**WEST INDIAN PRODUCE**

of all descriptions.

WRITE US FOR PARTICULARS, PRICES, ETC.

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MONTREAL



# Your Own Choice.

Take home to-day a package of Red Rose Tea, any grade, and when you draw it you will very quickly recognize the distinctive combination of strength and flavor. That combination is the reason for the remarkable increase in the sales.

You have wondered at the very rapid progress of Red Rose to a leading place among package teas. The reason for it is that in the selecting, blending and packing, quality is **always** the first consideration. It will please more of your customers than any other tea.

Try  
recommending **Red Rose Tea**

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

You Will Sell More Tea

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

**H**AVE A PLAN. The man who is satisfied with what comes to him unsolicited answers few knocks at the door. The stay-at-home misses daily opportunities that pass at the next corner. Get away from the desk—get out of the chair-tilting class. Opportunities are in perpetual motion. Get after them. Lay out a plan, a campaign for new business—then go after it. Exhaust every source, swing every prospect into line. Don't be satisfied with the business that you have—get more.—System.

## Tea Hints for Retailers

By JOHN H. BLAKE

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

*The Tea Gardens of the World*  
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*Bulk versus Package Teas*  
*How to Establish a Tea Trade*  
*Tea Blending*

(275 pages)

(24 full-page illustrations)

Sent to any address on receipt of \$2.00.

**MacLean Publishing Company**

(Technical Book Department)

111-127 University Ave.,

TORONTO

## Western Merchants Anxious to Curtail Credits

**A Universal Trouble on Which Action Should be Taken Immediately—Resolution Passed by United Boards of Trade of Western Canada—Some Want Small Debt Court.**

By L. C. Harkness.

The introduction of a resolution at the convention of the boards of trade of Western Canada recently held at Brandon, aiming at the curtailment of the abused credit system, marks an epoch in the history of merchandizing methods.

The resolution, which was moved by W. J. Birnie, of Carman, Manitoba, reads as follows:

**RESOLVED** that this Associated Boards of Trade of Western Canada are of the opinion that legislation should be enacted to make it clear that overdue accounts shall bear interest from due date, on the same terms and same rules as are now provided for overdue bills and notes.

It is not difficult for the merchant who has had any experience in making collections or dealing with delinquents to understand the circumstances which led up to action of the merchant at Carman as outlined by the resolution. There are few merchants that have no overdue accounts on their books, and there are few merchants who have not had difficulty some time in their career trying to get accounts straightened out. So it would seem natural that every merchant would readily become keenly interested in the above resolution.

It may not be that this particular action meets with the endorsement of every merchant. Indeed it is probable that it would meet with opposition. But every retailer should be glad to know that somewhere else someone is grappling with a momentous problem. Every merchant should take off his hat to the man who is struggling to get light on a vexatious commercial problem and so far as the vital point is concerned at least, should give such support as will help to clear the sky on the sore problem of credit.

### Many Attempts Made.

In addition to this action there have been other more or less far-reaching attempts to solve the problem of the abused credit system. In Ontario a few towns and cities have established collection departments. In Western Canada the idea of forming a small debt court has been spoken of favorably for a number of years. Many merchants have entirely shut out the giving of credit and operate altogether on a cash basis.

A large percentage of retailers have private systems of their own to control their accounts; some are successful and some are not. All these methods and systems, including the one which recently emanated from Carman, go to show the tendency of the times toward a system which curtails or controls the giving of credit, or makes more secure the financial position of the retailer in his dealings with the consumer.

There are varied opinions concerning the resolution. It is only hoped that this introduction will create a more widespread interest in the great question. It must be admitted that there is altogether too much latitude allowed the consumer in the matter of settlement for goods. And it is evident that the resolution aims at limiting that latitude by the written law. It is believed that as all commercial and in-

dustrial life advances, it is followed up by what may be understood as commercial legalization. That is, the law controls to a greater or lesser degree the operations of any trade enterprise.

As the science of merchandising advances it is not surprising to hear the law spoken of as a means to regulate certain branches of the trade.

### Trade Wants Action.

It may be that any one method would not be applicable under all conditions, but there is hope for a solution everywhere, so long as there is continued action on the question. Action is what the trade wants, and it is this that we all admire in the various methods that have been brought to our attention.

### THE TRADE REBATE.

From Printers' Ink.

In line with the gradual establishment of stronger and better trade relations is the marked tendency of manufacturers to declare themselves as abolishing the trade rebate and allowance. The latest example is the N. K. Fairbank Company, which has recently notified the wholesale trade that its quarterly cash rebate is to be discontinued, and goods are now to be billed at net jobbers' prices, provided that in sales to dealers list prices are maintained.

The new rule is made with an interesting price maintenance penalty attached—a penalty in many respects similar to that of the Foster Rubber Company described in this issue, but significantly different in that the penalty is boldly made despite the fact that it has no legal patent monopoly like the rubber company to strengthen its arm. The penalty clause reads:

It is further understood that you will not sell to other buyers whom we shall have designated to you as having cut list prices.

In the event of the violation of these terms by any dealer it is understood that said dealer for the first failure to maintain prices as above stipulated shall forfeit to this company the sum of \$50; for the second violation the sum of \$100, both to be construed as liquidated damages, it being recognized that

material damages would result to the N. K. Fairbank Company from such price cutting in violation of the conditions of sale, the amount of which it would be difficult or impracticable to ascertain.

There is only one explanation for the probable ease with which this penalty plan in combination with the abolition of rebates can be put through by the Fairbank Company. That explanation is its powerful hold upon consumers, through its very able and very thoroughly distributed advertising, penetrating to every class and every section. Without this hold dealers would defy this dictum.

Both manufacturers and retailers are now learning, after many bad snarls, that the straightforward unhampered manner of dealing is far better than any other.

### BOOST THEM NOW

**Some of the Articles the Summer Season Creates a Good Demand For— Suggestions to Progressive Grocers.**

**Starch.**—This necessity for the laundry is now in great demand, but grocers should not be content to wait for trade. Try to augment it by attractive counter displays and windows with appropriate show cards here and there. Starch should not be difficult to move rapidly with white the predominating color of summer attire.

**Lemons.**—Apart from your fruit business, if you have one, the sultry days of summer create a heavy demand for lemons as relief from thirst. Follow the advice of making hay while the sun shines. If you do not get the lemon trade in your district your neighbors or peddlers will.

**Confectionery.**—If you have been conducting a confectionery department now is the time to realize the best returns from it. Do not be content with waiting for trade. Tell your customers about your goods. Most of them are doing but little baking during the summer months. Some one is supplying them with cakes, etc. Why not you?

**Breakfast Foods.**—You know that there is a big demand for breakfast foods just now but are you making an extra effort to increase the business that will come to you of itself? There are so many ways of interesting the consumer by window display, etc., that a grocer should never experience a difficulty as to what to do.



The destruction of the filthy and disease-spreading house fly is a public duty, and Grocers can assist in performing this duty and incidentally make large profits by pushing the sale of

**WILSON'S  
FLY PADS**



# Will you work with us in the Hustling, Booming West?

May we handle your goods for you on a reasonable commission basis? There's a large and urgent demand for all descriptions of manufactured articles, and the man that gets in on the "ground floor" is going to have the biggest "Say"! We have an intimate knowledge of the commercial conditions and requirements, and will render you thorough and conscientious service. Our large track warehouses at all the important business centres offer you facilities unequalled by any other firm.

Write us fully, advising what you have to sell. Our wide experience is at your service.

WRITE US TO-DAY.

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Storage for all classes of merchandise.

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

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## The Secret of Success

lies in handling goods of known worth and proven merit—in selling satisfaction-givers



BRAND

## Jams, Jellies, Grape Juice and Catsup

are renowned for the purity of their composition and the excellence of their flavour. But don't accept our unsupported statement! Ask the Department of Inland Revenue for a copy of Bulletin 194, which certifies "E.D.S" products to be 100% pure. There's no more powerful lever to move all the better class family trade your way than a reputation for selling pure foodstuffs. Seize the opportunity! Feature "E.D.S" Brand. It leaves a well-worth-while profit for the retailer.



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**SHORTENING**

is the Popular Favorite and an Easy Winner in the Shortening League.

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**Hot Weather**

is with us,  
and with it the demand for

**COOKED HAMMS**

There is nothing more enticing for your Cooked Meat Counter, and there is nothing that will please your customers so much as our delicious Cooked Hams.

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**F.W. Fearman Co.**

LIMITED

**Hamilton**

**REINDEER**  
Coffee

With Milk and Sugar



Ready

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No trouble to prepare  
Just add Boiling Water

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

MILD CURED

**Breakfast Bacon**  
**Skinned Backs**  
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Finest Quality. Made from Selected Hogs.  
Made under Government Inspection.

**The WM. RYAN CO.**

LIMITED

PACKING HOUSE:

**FERGUS, - - ONT.**

HEAD OFFICE:

**70 and 72 Front St. East, TORONTO**

Good S

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The Cana  
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Pure Lard—  
Boxes, 50 lbs  
Cases, tins, e  
" "  
" "  
Palls, wood.  
Palls, tin, 20  
Tubs, 50 lbs.  
Tierces, 375 lb  
Compound Lard  
Boxes, 50 lbs  
Cases, 10-lb.  
" 5  
" 3  
Palls, wood.  
Palls, tin, 20  
Tubs, 50 lbs.  
Tierces, 375 l

Pork—  
Heavy Canada s  
Lean pork.....  
Canada short cu  
Clear fat backs..  
Heavy flank por  
Plate beef, 100 lb  
" 200  
" 300  
Dry Salt Meat  
Green bacon, fl  
Long clear bacon  
Long clear bacon  
Hams—  
Extra large size  
Large size, 18 lb  
Medium size, 11  
Extra small size  
Bone cut, rolled  
Breakfast bacon  
Windsor bacon,  
Spiced roll bac  
Hogs, live, per c  
dressed, p



# Good Summer Demand for Cooked Meats and Bacon

**Best Season For These Products Has Arrived — Provision Market Generally Quiet—No Decline Noticeable in Butter and Cheese Production—Hot Weather Makes Great Shrinkage in Eggs.**

The Canadian bacon market shows few changes from a week ago. The local demand is fair, but there is not much for export. The English retailer is not enthusiastic over advancing the sale of bacon as consumers are objecting to the prices. Irish and Danish bacon were reduced recently on that market, but Canadian held its own. The continued scarcity of hogs of course makes the prices necessarily high.

Butter and cheese production is heavy; apparently the grass has not yet been materially injured by the hot weather. Both markets are a little easier than a week ago.

Hot weather is bad for eggs and bad eggs are coming on the market. Demand has declined and the surplus goes to cold storage. Should the co-operative egg circles among the farmers spread throughout Canada, it will have the effect at least of placing better eggs on the market.

## MONTREAL.

Provisions.—Little change has taken place since last week. The live hog market contained limited supplies, and the demand good. At \$9.50 to \$9.75 per hundred the demand is first rate. The market for mixed lots is weaker and prices as compared with a week ago were twenty-five cents lower. In dressed hogs the feeling remains steady under a fair demand for small lots at \$13 to \$13.50 per hundred. The trade in hams and bacon continues good and as supplies are not in excess of the requirements, prices rule firm. The demand for lard and other lines is quiet and prices are expected to lower yet on the whole a good trade is passing and the market may be considered active.

|                                                 |       |
|-------------------------------------------------|-------|
| <b>Pure Lard—</b>                               |       |
| Boxes, 50 lbs., per lb.                         | 0 16½ |
| Cases, tins, each 10 lbs., per lb.              | 0 16½ |
| " " " " " " " "                                 | 0 16½ |
| " " " " " " " "                                 | 0 16½ |
| Pails, wood, 20 lbs. net, per lb.               | 0 16½ |
| Pails, tin, 20 lbs. gross, per lb.              | 0 16½ |
| Tubs, 50 lbs. net, per lb.                      | 0 16  |
| Tierces, 37½ lbs., per lb.                      | 0 16  |
| <b>Compound Lard—</b>                           |       |
| Boxes, 50 lbs. net, per lb.                     | 0 12½ |
| Cases, 10-lb. tins, 60 lbs. to case, per lb.    | 0 13  |
| " " " " " " " "                                 | 0 12½ |
| " " " " " " " "                                 | 0 13  |
| Pails, wood, 20 lbs. net, per lb.               | 0 11½ |
| Pails, tin, 20 lbs. gross, per lb.              | 0 12  |
| Tubs, 50 lbs. net, per lb.                      | 0 12  |
| Tierces, 37½ lbs., per lb.                      | 0 12½ |
| <b>Pork—</b>                                    |       |
| Heavy Canada short out mess, bbl. 35-45 pieces  | 30 00 |
| Lean pork                                       | 25 00 |
| Canada short out back pork, bbl. 45-55 pieces   | 29 50 |
| Clean fat backs                                 | 22 50 |
| Heavy flank pork, bbl.                          | 21 00 |
| Piece beef, 100 lb bbls.                        | 9 25  |
| " " " " " "                                     | 18 00 |
| " " " " " "                                     | 25 50 |
| <b>Dry Salt Meats—</b>                          |       |
| Green bacon, flanks, lb.                        | 0 16½ |
| Long clear bacon, heavy, lb.                    | 0 15½ |
| Long clear bacon, light, lb.                    | 0 16½ |
| <b>Hams—</b>                                    |       |
| Extra large sizes, 25 lbs. upwards, lb.         | 0 17  |
| Large sizes, 18 to 25 lbs., per lb.             | 0 18  |
| Medium sizes, 13 to 18 lbs., per lb.            | 0 19  |
| Extra small sizes, 10 to 13 lbs., per lb.       | 0 20  |
| Bone out, rolled, large, 16 to 25 lbs., per lb. | 0 19  |
| " " " " " " " "                                 | 0 20  |
| Breakfast bacon, English, boneless, per lb.     | 0 20  |
| Windsor bacon, skinned, backs, per lb.          | 0 22  |
| Spiced roll bacon, boneless, short, per lb.     | 0 17  |
| Hogs, live, per cwt.                            | 10 80 |
| " " " " " " " "                                 | 13 50 |

Butter.—Supplies of butter seem to be plentiful and the demand is in keeping. However the supplies being so plentiful have given a tendency towards an easier market. Considerably more butter has come in this year than during the same period of last year.

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

Cheese.—An easy tone has dominated the market here. Westerns are quoted at 10½c to 11 cents, and easterns at 10¼c to 10¾c. Cheese has been coming in very largely all the week. The country districts have been closing in large shipments, as the middle of July will see the height of the cheese season.

|                   |             |
|-------------------|-------------|
| Quebec, large     | 0 11½ 0 11½ |
| Western, large    | 0 11½ 0 11½ |
| " " " " " " " "   | 0 12        |
| " " " " " " " "   | 0 12        |
| Old cheese, large | 0 13        |

Eggs.—An easy market rules. Compared with a year ago the eggs are in good supply and have a lower tone all through as far as selling is concerned. Good eggs are selling to-day at 21 cts. and straight receipts at 17 cts. to 17½ cents. Second grade Lower Province eggs have sold during the week at 12½ to 13 cents per doz.

|          |            |
|----------|------------|
| New laid | 0 23 0 24  |
| Selects  | 0 21 0 21½ |
| No. 1    | 0 19½      |

Maple Products.—The market is quiet and there is little or nothing doing in these lines.

|                               |            |
|-------------------------------|------------|
| Compound maple syrup, per lb. | 0 64½ 0 65 |
| Pure township sugar, per lb.  | 0 10 0 11  |
| Pure syrup, 8½ lb. tin        | 0 70       |
| " " " " " " " "               | 0 85       |

Honey.—No change has taken place and the demand is fair.

|                                          |            |
|------------------------------------------|------------|
| White clover comb honey (nominal prices) | 0 15 0 17  |
| Buckwheat, extracted                     | 0 66½ 0 69 |
| Clover, strained, bulk, 30 lb. tins      | 0 11 0 11½ |
| Buckwheat comb                           | 0 12½ 0 13 |

## WINNIPEG.

Lard.—The trade is satisfactory in spite of the heavy output of butter. This product, however, moves best during the winter months and a revival may not be expected until next fall at least.

|                                  |       |
|----------------------------------|-------|
| Pure, 20-lb. pails               | 3 45  |
| " 3-lb. tins, 60-lb. cases       | 10 50 |
| " 10-lb. tins, 60-lb. cases      | 10 40 |
| Compound, 20-lb. pails, per pail | 2 75  |
| " 5-lb. tins, 60-lb. cases       | 8 70  |

Butter.—Holidaying and exporting has strengthened the market on this product. The supply is abundant, but if the hot weather continues the supply may drop off soon. Creamery is jobbing at 24 cents, dairy at 21 cts.

Eggs.—The egg market is active and large shipments are continually leaving the city, many are being stored also and the jobbing price to-day is firm at 20 cents.

Cheese.—Local manufactured stuff is jobbing at 12 cents, but the price is slightly stronger than last week. The

Ontario product is quite strong at 13½ cents.

## TORONTO.

Provisions.—The only change in prices of any account during the week was a reduction of a ¼c in lard and this was only announced by some provision dealers. Lard is undoubtedly weaker. The same is true of live hogs, some quoting them 10 cents lower. This is the season for smoked and cooked meats and the demand is good with no changes in prices. Bacon is also a good seller, but uncooked meats generally are not.

|                                 |             |
|---------------------------------|-------------|
| Long clear bacon, per lb.       | 0 15 0 15½  |
| Smoked breakfast bacon, per lb. | 0 19 0 19½  |
| Pickled shoulder                | 0 14½       |
| Roll bacon, per lb.             | 0 15 0 15½  |
| Light hams, per lb.             | 0 18 0 18½  |
| Medium hams, per lb.            | 0 18        |
| Large hams, per lb.             | 0 17 0 17   |
| Cooked hams                     | 0 25½       |
| Fresh shoulder hams             | 0 17 0 18   |
| Shoulder butts                  | 0 19 0 19½  |
| Backs plain, per lb.            | 0 19 0 19½  |
| " " pea meal                    | 0 19½ 0 20  |
| Heavy mess pork, per bbl.       | 28 00 29 00 |
| Short out, per bbl.             | 30 00 31 00 |
| Lard, tierces, per lb.          | 0 14½       |
| " " " "                         | 0 15        |
| " " " "                         | 0 15½       |
| " " compounds, per lb.          | 0 11½ 0 12  |
| Live hogs, at country points    | 8 65        |
| Live hogs, local                | 9 60        |
| Dressed hogs                    | 12 25 12 50 |

Butter.—The receipts of butter are still high. The only condition in sight that would have a tendency to make them less is the drying up of the grass by the hot weather, but up to the present this has produced no appreciable effect. The direct effects of the heat on the butter itself is not noticeable as the facilities for handling it are much better than they were 10 or 12 years ago. The quality of the June butter was excellent and the demand fair. Prices remain fairly firm as when spring arrived the new goods came on to a bare market. No changes in price are quoted.

|                             |            |         |
|-----------------------------|------------|---------|
| <b>Fresh creamery print</b> |            | Per lb. |
| Farmers' separator butter   | 0 23 0 24  |         |
| Dairy prints, choice        | 0 19 0 20  |         |
| No. 1 tubs or boxes         | 0 18 0 18½ |         |
| No. 2 tubs or boxes         | 0 17 0 18  |         |

Cheese.—The production of cheese is still heavy; in fact, it is heavier than last year. The market is somewhat easier. Cheese in the country is bringing from 80¼ to 10½ cents. Old cheese is gradually getting scarcer and some quote it a little higher.

|                    |            |             |             |
|--------------------|------------|-------------|-------------|
| <b>Old cheese—</b> |            | White       | 0 14        |
| Large              | 0 13 0 13½ | New cheese— |             |
| Twins              | 0 13 0 13½ | Large       | 0 11½ 0 11½ |
| Stiltons           | 0 15       | Twins       | 0 11½       |

Eggs.—The chief trouble with the egg market this week is the shrinkage. The weather is to be again blamed for this as a little of the sun's heat on an egg this weather has a deterrent effect on its quality. The demand is easing up somewhat and packers are putting into cold storage all the surplus.

|                    |           |
|--------------------|-----------|
| Selects            | 0 21 0 22 |
| Fresh eggs, doz.   | 0 18 0 20 |
| Second grade, doz. | 0 15 0 16 |
| Chips, doz.        | 0 15      |

Poultry.—There is little doing in this market. Even broilers are not in demand and wholesale dealers are advising their sources of supply to ease off until a better demand arrives. If they do not sell the quality deteriorates and they become a loss.

|                               |           |
|-------------------------------|-----------|
| Spring broilers, live         | 0 18 0 20 |
| Hens, per lb. live            | 0 12      |
| Turkeys, per lb., large, live | 0 16      |
| Spring duck, lb., live        | 0 20      |



Honey.—The honey market is quiet as is to be expected at this season. The new product is expected in another month's time.

|                                           |               |
|-------------------------------------------|---------------|
| Clover honey, extracted, 60 lb. cans..... | 0 10 1/2 0 11 |
| " " " 10 lb. pails.....                   | 0 11 0 12     |
| " " " 5 lb. pails.....                    | 0 11 1/2 0 12 |
| " " comb, per dozen.....                  | 3 00          |
| Buckwheat honey, lb.....                  | 0 07          |

**BUTTER NOT IN WRONG LABELS.**

**So Decides Vancouver Judge in an Interesting Police Court Case.**

Vancouver, B.C., July 7.—It was mentioned in these columns some time ago about the methods employed in putting up inferior butter under standard labels and everyone using butter was satisfied that this was taking place. The inferior article was then sold at the price of the standard. One creamery company brought action in the police court against a wholesale firm, the charge being that the firm wrapped butter in the labels of the creamery company, after it had stopped sending butter to the firm in question. The case was dismissed in the police court, and an appeal was made, which was also dismissed. One of the proprietors and some employes of the firm swore that they only re-wrapped the butter when it arrived in bad condition and that they never used the plaintiff's labels on anything but that creamery's butter. The manager of the creamery deposed that they never put boracic acid in their butter and the city analyst gave evidence that the samples of butter shown him had boracic acid. Butter, however, it was observed, would absorb a good deal from surrounding odors. The appeal judge held that the charge was not proven.

**GOOD OUTLOOK FOR BEANS.**

**Authority Predicts Crop of 1,000,000 Bushels—Consumption Increasing in Canada.**

Chatham, Ont., July 7.—That the Ontario bean crop for the coming year should, with a continuance of the present favorable conditions, aggregate close on one million bushels is the prediction voiced by N. H. Stevens, president of the Canada Flour Mills Co. and probably the best posted bean authority in Canada.

Interviewed with respect to the outlook, Mr. Stevens expressed himself in optimistic terms.

"Though I have not been able to visit the bean growing districts as much as usual during the past month," he remarked, "farmers have kept me in close touch with the state of the crop, and I have no hesitation in saying that prospects for the bean crop of 1910 are fully equal to if not better than those of 1909 at this season a year ago.

"Although seeding was a little late this year, the beans have come up evenly and have a good color and are making good progress. If the balance of the season continues as favorable as that which has been experienced thus far, with the increased acreage which has been sown in beans, we ought to get over the whole country a twenty-five per cent. larger yield in 1910 than we had in 1909.

"The 1909 yield," added Mr. Stevens in response to a query, "was over 800,000 bushels. We ought to get a million bushels this year.

"Quite a few old beans have been offered lately since the people got through with their seeding. The market is pretty dull at the present time. About \$1.50 to \$1.60 a bushel is all the farmers can realize, unless it be for some choice lots.

"There has been no opportunity since the last harvest of beans to place any of our beans in the United States. Our price, f.o.b. here, has been too high all season to export and pay the duty of 45 cents a bushel.

"In fact, Canada provides her own market. I don't think the increase in the quantity of beans grown in this province will show any greater gain than the increase in consumption by the people of Canada. The people of this country are using more and more beans every year, even when you just count the per capita consumption. Our people are cultivating a growing taste for beans, which to-day form one of the cheapest and healthiest food we have."

Mr. Stevens added that other crops throughout this section of the country were all looking fine. "It would do your heart good to see them," he said. "It looks like a bumper year."

**CO-OPERATIVE EGG CIRCLES.**

The Grocer mentioned some weeks ago that farmers in some sections were taking up the question of Co-operative Egg Circles. About a week ago the first tangible evidence of this becoming a reality occurred in Peterboro County, Ontario.

Egg wagons were started and collection made from the members of the circles. An increase of two cents a dozen

over the current market price was paid.

There is reported to be some opposition to this movement on the part of grocers who say they will attempt to break the egg-circles by paying 2 or 3 cents extra per dozen for a time than farmers belonging to the circle would get. Whether this opposition will become real or not remains to be seen.

**OPPOSED TO LOWER DUTY.**

Vancouver, B.C., July 7.—The board of trade of Mission, B.C., one of the Fraser river valley fruit districts, has gone on record as opposed to the Dominion government lowering the rate of duty on United States fruit coming into Canada. The following resolution was passed: "Whereas the jobbers and wholesalers of the Northwest are petitioning the Dominion government through their various boards of trade to further reduce the duty on U. S. fruit coming into Canada, this board of trade calls the attention to the government to the great injustice and hardship this would be to the fruit growing industry and petition that in lieu of any decrease being made in the duty the same should be increased."

**BEET SUGAR FACTORY FOR B. C.**

A proposal has been endorsed to establish a beet root sugar factory in the Fraser Valley, British Columbia, and the matter will be brought to the attention of the provincial government of that province.

**FOR SALE.**

**FOR SALE**—Grocery business in growing town of Eastern Ontario. Splendid location. Stock and fixtures about \$2,400. Turnover about \$14,000 annually. Good reasons for selling. Address, Box 353, CANADIAN GROCER, Toronto.



**The New Flavor**  
**MAPLEINE**

**Better Than Maple**

**The Crescent Mfg. Co.**  
**Seattle, Wash.**

Order from your jobber, or

**Frederick E. Robson & Co.**  
**26 Front St. E., TORONTO**

**Quality and Consistency**

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

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

MA  
BAK  
POY  
CONTAIN

the b  
other

MA  
ma

Win

Sh

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Shred  
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## PRICE-QUALITY



Magic Baking Powder appeals particularly to Grocers that want a dependable article of superior quality and are willing to pay a fair price. The price is not high when the matter of quality is taken into consideration. Its wonderful growth in sales in fifteen years is the best proof of its splendid standard of quality and is not approached by any other manufacturer of baking powder in Canada.

## MAGIC BAKING POWDER

CONTAINS NO ALUM.

**MAGIC** is a medium-priced baking powder and the only well-known one made in Canada that does NOT contain Alum. Full one-pound cans sell at 25c.

### E. W. Gillett Co. Ltd.

Toronto, Ont.

Winnipeg

Montreal

It is easy for

# YOU

to sell

## Shredded Wheat

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

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

The Canadian Shredded Wheat Co., Ltd.

Niagara Falls, Ontario

## Special Notice

*While the Summer Season*

means an increased demand for Clark's Corned Beef, Clark's Tongues, and other meats, do not forget

### CLARK'S PORK AND BEANS

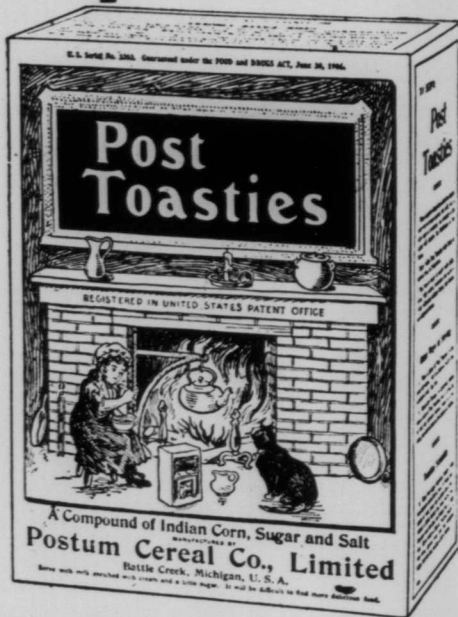
They will be in larger demand than ever owing to their uniform high quality.

Keep your assortment complete to avoid loss of trade.

---

**Wm. Clark - Montreal**

## "The Memory Lingers"



When people once know the sweet, "toasty" flavour of

# Post Toasties

they usually become steady users.

Grocers supply the demand created by our heavy, continuous advertising, and reap the liberal profit.

It pays to push Post Toasties, and the sale of every package is guaranteed.

Postum Cereal Company, Ltd., Battle Creek, Mich.



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

**National Licorice Co.**  
MONTREAL

CANADA:

No better  
Country



MOTT'S:

No better  
Chocolate

All the year round

# Mott's

"Diamond" and "Elite"

brands of

# Chocolate

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

EVERY JOBBER SELLS THEM

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

SELLING AGENTS:

J. A. Taylor Montreal R. S. Meindoe Toronto Joe. E. Huxley Winnipeg Arthur Nelson Vancouver Arthur M. Leuke Ottawa R. G. Bedlington Calgary

Flour U

Flour adv. cents each ward tender to the r throughout is still firm gets lower.

Some of t aggerated. wheat crop of course t grain of sal bull the m rumors. Th ed from Sou ture has b must be re acreage of v West is 1, year ago, e of 20,000,00 its normal market ma flour would

The oat a strong in s terial but a demand is r

Flour.—Th the flour ma this week. to some act ed ten cent quoted here tled conditi said to ha and it is p take place.

Winter wheat pa straight rollers, l Extra, bbl. .... Manitoba spring strong

Rolled Oa strength an from abroa been report

Fine oatmeal, ba Standard oatme Granulated " Golddust coorme Bolted coormeal, Rolled oats, bags barr

Flour.—La vanced twic 10 cents la advance all the week. ed on accou from the wh by drought.

at various t and one mil ordinarily 1 bbl. on flo only around peets are fo for a time, from the downwards. should decli ditions.

Patent, in ha and Patent, in ba strong bakere, in 2nd flour, in ba 25 cents dea



## Flour Up, Due to Drought in Western Wheat Fields

Two Advances of 10 cents Each Last Week—Strong Tendency Just Now—Cereals Strong With Slow Demand—In Sympathy With Raw Material.

Flour advanced twice last week—10 cents each time. The cause was the upward tendency of the wheat market due to the reported extensive drought throughout the west. The flour market is still firm and may go higher before it gets lower.

Some of the reports are no doubt exaggerated. Some have stated that the wheat crop was "absolutely ruined" but of course this has to be taken with a grain of salt. Those who are anxious to bull the market like to spread such rumors. The heaviest damage is reported from Southern Manitoba where moisture has been particularly scarce. It must be remembered, however, that the acreage of wheat in the Canadian North West is 1,550,000 acres more than a year ago, equal to an ordinary average of 20,000,000 bushels. Wheat is only at its normal price and if there were no market manipulators the chances are flour would not have advanced as it did.

The oat and wheat product market is strong in sympathy with the raw material but as yet has not advanced. The demand is not heavy just now.

### MONTREAL.

Flour.—The usually lifeless condition of the flour market was in a transitory state this week. Pronounced dullness changed to some activity and the market advanced ten cents all around and the prices quoted here are now ruling. The unsettled condition of the wheat market is said to have had the effect announced and it is probable that fluctuations will take place.

|                                     |      |
|-------------------------------------|------|
| Winter wheat patents, bbl.          | 5 55 |
| Straight rollers, bb                | 5 30 |
| Extra, bbl.                         | 4 70 |
| Manitoba spring wheat patents, bbl. | 5 70 |
| strong bakers, bbl.                 | 5 20 |

Rolled Oats.—The market is showing strength and a good demand is reported from abroad. No change in price has been reported. Firmness rules.

|                                |      |
|--------------------------------|------|
| Fine oatmeal, bags             | 2 20 |
| Standard oatmeal, bags         | 2 20 |
| Granulated "                   | 2 20 |
| Gold dust oatmeal, 98-lb. bags | 2 10 |
| Boiled oatmeal, 100-bags       | 1 65 |
| Rolled oats, bags              | 2 00 |
| " barrels                      | 4 25 |

### TORONTO.

Flour.—Last week the flour market advanced twice—10 cents on Tuesday and 10 cents later. Some millers made the advance all at once towards the end of the week. This is what has been expected on account of the unfavorable reports from the wheat fields of the west caused by drought. Wheat has been going up at various times a cent or so at a time and one miller stated the advance would ordinarily make a 65 cent advance per bbl. on flour. But even yet wheat is only around its normal price. The prospects are for a still firmer flour market for a time, but if better reports come from the west the tendency will be downwards. Later in the season flour should decline again under natural conditions.

|                          |      |
|--------------------------|------|
| Manitoba Wheat.          |      |
| 1st Patent, in bags      | 5 60 |
| 2nd Patent, in bags      | 5 30 |
| Strong bakers, in bags   | 4 50 |
| Flour, in bags           | 3 10 |
| 25 cents dearer in bbls. | 3 30 |

|                 |           |
|-----------------|-----------|
| Winter Wheat.   |           |
| Straight roller | 4 60 4 90 |
| Patents         | 4 90 5 10 |
| Blended         | 4 90 5 10 |

Cereals.—While the cereal market so far as oat and wheat products are concerned is not active in demand, prices are firm in view of the upward tendency of wheat and oats due to reported damage by drought. Package breakfast foods are summer standbys and in good demand. Prices of the other goods are likely to go up if rain does not come soon.

|                                               |      |
|-----------------------------------------------|------|
| Rolled oats, small lots, 90 lb. sacks         | 2 00 |
| " 25 bags to car lots                         | 1 90 |
| Rolled wheat, small lots, 100 lb. bris.       | 3 00 |
| " 25 bris. to car lots                        | 2 90 |
| Standard and granulated oatmeal, 58 lb. sacks | 2 20 |

### PRACTICAL SALESMANSHIP.

ADOPT REGULAR DELIVERIES.  
Barrie Grocers Form Association and Will Deliver Goods at Stated Times Only.

Barrie, Ont., July 7.—The retail grocers of this town have advanced another stage when they decided to form a grocers' association recently. After obtaining the signatures a meeting was held last week and officers were elected as follows:

President, James Vair; vice-president, J. D. Wisdom; secretary, S. G. Caldwell. The various committees also were appointed.

After considerable discussion re a half holiday, it was carried by a big majority that the grocers hold Wednesday afternoons. It was pointed out by some that, as Barrie was catering to a tourist trade, the grocery stores should not close; on the other hand, it was contended that, as the merchants in other lines of business were closing Wednesday afternoons, it was the best time to take a holiday.

Attention was called to the fact that in many cities and large towns there were systematic deliveries. This matter was thoroughly gone into, and a system of regular stated deliveries was adopted. Cards were ordered to be printed and hung up in the stores of all the members of the Association. The following will be the hours of delivery, commencing July 4th, 1910:

Goods ordered before 10 a.m., delivered before 12 noon.

Goods ordered between 10 a.m. and 12 noon, delivered before 4 p.m.

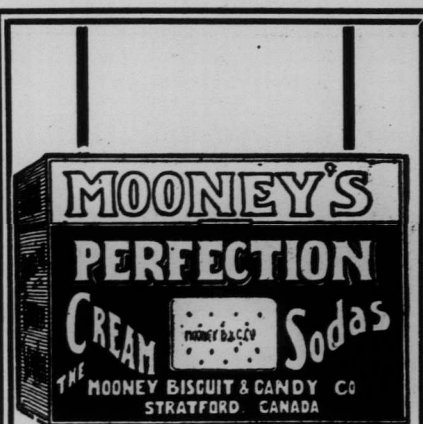
Goods ordered between 12 noon and 4 p.m., delivered before 6 p.m.

Goods ordered between 4 and 6 p.m., delivered next day before 10 a.m.

Saturday will have an extra delivery, and goods ordered between 4 and 6 p.m. will be delivered before 9.30 p.m.

Goods ordered on Saturday after 6 p.m. will be delivered Monday before 10 a.m.

It is intended that a grocers' picnic will be held in the near future for the purpose of bringing together the grocers for a days outing.



There's always a big demand among campers and picnickers for a good Soda Biscuit!

Are you stocking  
**Mooney's**  
**"Perfection"**  
Cream Soda

the kind that always reaches your customer in a crisp and fresh condition?

It's a line that never fails to satisfy, and leaves a good margin of profit.

They are pleasantly palatable and perfectly pure.

See to your stocks.

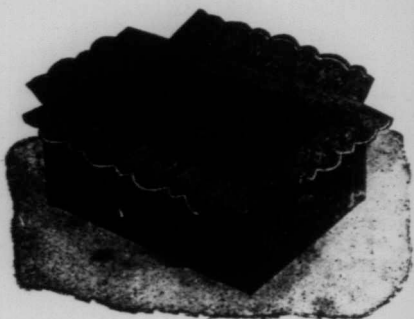
The  
**MOONEY BISCUIT**  
**& CANDY CO., LTD.**  
Stratford, Can.

## 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: **J. & G. Cox, Ltd.**  
C. E. Colson & Son, Montreal  
D. Mason & Co.  
A. P. Tippet & Co.  
Gerrie Mills, EDINBURGH



What are the  
Reasons Our  
**Chocolate**  
**"BORDO"**  
is the unique  
feature of the  
candy market?

First The cleanliness and care exercised in their manufacture.

Second The quality of the ingredients used.

Third (and not least)—The secret formula for their manufacture.

We are the **ORIGINATORS** of  
**Chocolate Bordo**

and our goods have stood the test of years. Once a customer always a customer, and the taste keeps on growing.

This is a statement we will be only too glad to prove.

Write us for **SAMPLES** and **PRICES**

**The Montreal Biscuit Co.**  
(The Originators)  
Brewster Ave.  
**MONTREAL.**

**TRUMILK**  
IS FULL CREAMED CANADIAN MILK IN POWDER FORM  
**MILKSTOCK**  
IS FINEST SEPARATED MILK IN POWDER FORM

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

Sole Manufacturers  
**Canadian Milk Products, Limited**  
MAIL BUILDING, TORONTO

The **GRAY, YOUNG & SPARLING CO., Limited**  
**SALT MANUFACTURERS**  
Granted the highest awards in competition with other makes.  
**WINGHAM ESTABLISHED 1871**

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

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

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

**Epps's** 'MILENIA' MILK CHOCOLATE  
Melts in the mouth with a delightful smoothness and a lingering delicacy of flavour.  
**MADE WITH FULL-CREAM MILK.**  
Special Agents: **O. E. COLSON & SON, Montreal**  
Nova Scotia: **E. B. ADAMS, Halifax.** Manitoba: **BUCHANAN & GORDON, Winnipeg**

**Cheese for 5000 Grocers**  
Roquefort, Gruyere, Camembert, Oka, Parmesan, Edam, Stilton.  
WE ARE SPECIALISTS FOR THE TRADE.  
Write, Wire or Phone.  
**THE ST. LAWRENCE GROCERY**  
395 St. Lawrence Boulevard Montreal

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

**WINDSOR SALT**  
**CAR LOTS OR LESS.** Prompt shipments  
Write us for prices. Phone order our expense  
**TORONTO SALT WORKS**  
TORONTO, ONT. **GEO. J. CLIFF, MANAGER**

**ROLLED OATS**  
FLAKED WHEAT and OATMEALS  
Bags or Barrels. Or or Broken Lots.  
WRITE FOR QUOTATIONS.  
Prompt attention to all orders.  
**J. W. EWEN, - Uzbridge, Ont.**

**W. H. ESCOTT**  
WHOLESALE  
**Grocery Broker**  
141 BANNATYNE AVENUE  
**WINNIPEG**  
COVERING  
**MANITOBA and SASKATCHEWAN**  
CORRESPONDENCE SOLICITED

**FEATHERS WANTED**  
Highest prices paid for feathers of all kinds. Must be clean and free from quills. Prompt remittance  
WRITE TO  
**P. POULIN & CO.**  
39 Bonsecours Market, - Montreal  
**WE SELL FEATHERS TO**

**THE HODGSON GUM CO.**  
898 St. Lawrence St. MONTREAL  
Makers of High Class Gums at Popular Prices. Write for Samples and Quotations.  
We make special brands to order.



Five  
Ros  
Flo





# Make Your Buying Fit Your Selling

LET us say at once, Brother Grocer, that the "buying end" of your business is the *least* important of all. For it means only one thing—a steady outgo of capital, expense, everything going out and nothing coming in.

Isn't that so?

The "selling end" is the thing—that's where the profits come from.

Anybody with credit or money can *buy* goods, but the question is, "Can he *sell* them at a *profit*?"

And yet, think of it, how very many merchants spend time, and temper, and trouble—ay, and money, too—on the "buying end" alone, oblivious of the *soul* of their business—the "selling."

If you buy *your* flour "dirt cheap"—why, then, you save in buying, but lose heavily in selling, and selling is everything, you see.

You purchase flour not to please yourself (the buyer), but to please the *consumer*.

And when you deal with Mrs. Ultimate Consumer, then you are no longer the "buyer," but the "seller." Your profits, present and future, are now at stake, *not* the amount to be saved by haggling with the mill representatives.

FIVE ROSES flour, Brother Grocer, was made not to *sell*, but to *satisfy*.

And because it satisfies, because it accomplishes its mission, delivers the goods, that is why it is the *best sold flour in Canada and the easiest sold*.

That is why it *stays* sold.

Don't let price, discounts, long terms, elastic terms befog *your* buying judgment.

Remember that quality, *quality alone*, is the consideration above all else when you are changed from buyer to seller.

We ask you to *sell* FIVE ROSES, not to buy it.

You will always get your money before we get ours, your profits before ours.

Would you rather be a good *buyer* than be a good *seller*?

One way lies success, the other failure.

Choose, Brother Grocer.

LAKE OF THE WOODS MILLING COMPANY, Limited  
MONTREAL

Five  
Roses  
Flour





|                   |       |                  |           |
|-------------------|-------|------------------|-----------|
| Bananas, lb. .... | 0 05  | Cherries, case.. | 2 00 2 25 |
| Cranberries, bbl  | 8 00  | Oranges, Val-    |           |
| Cocoanuts, doz.   | 0 90  | encias.....      | 4 75      |
| Grape Fruit,      |       | Pineapples, case | 4 00      |
| Cal., box .....   | 7 00  | Strawberries,    |           |
| Lemons, Cal. .... | 10 00 | Ontario and B.   |           |
| Peaches, case...  | 1 75  | C's., case ..... | 4 00      |
| Apricots, case... | 1 50  |                  |           |

Vegetables.—The local trade is heavy and jobbers are unable to look after the demand properly. Some local stuff is coming in plentifully and the prices are held moderately.

|                   |      |                           |       |
|-------------------|------|---------------------------|-------|
| Asparagus, doz.   | 1 50 | Onions, EGYPTIAN, per lb. | 0 03½ |
| Butter beans, lb  | 0 07 | Potatoes, new, bs         | 1 75  |
| Carrots, Orleans  |      | Parsley, per doz.         | 0 25  |
| per box.....      | 2 00 | Radish, dozen.            | 0 20  |
| Cabbage, new, lb  | 0 03 | Rhubarb, lb.....          | 0 03  |
| Cucumbers, doz.   | 1 25 | Tomatoes, crate           | 2 00  |
| Lettuce, doz..... | 0 20 |                           |       |
| Mint, doz.....    | 0 3½ |                           |       |
| Onions, green,    |      |                           |       |
| per dozen.....    | 0 25 |                           |       |

Fish.—Little meat is being used during this hot weather and fish is greatly in demand. Prices have not been advanced but higher prices may be expected soon. Some whitefish is moving at 8½ cents.

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

## Late Valencia Oranges

The most delicious, juicy, sound **ORANGES FOR SUMMER.**

**LOOK WELL TASTE WELL SELL WELL**

## Hot Weather Lemons

Best Verdillis. Full supply on hand.

**LIMES CANTALOUPE GEORGIA PEACHES**

### Toronto Headquarters

for California **PEACHES, PLUMS and PEARS**

## WHITE & CO., Ltd.

The Fancy Fruit and Produce House.

**TORONTO**

MAIL ORDERS.

## Cherries

**Black English Sweet**

**White English Sweet**

**Red Richmond Preserving**

Buy your cherries this week. They are at their best and crop is light this year.

## Raspberries

A few coming of good quality. Wire, phone or mail your orders to

**Stevens & Soloman**

Growers and Shippers of  
**CANADIAN FRUITS**

**HAMILTON, - - - ONT.**  
Phones 1990 and 2700

## FANCY

**RIPE** { PINEAPPLES  
FLORIDA TOMATOES  
BANANAS

**FRESH** { LETTUCE  
RADISH  
RHUBARB  
GREEN ONIONS

== Finest Oranges and Lemons ==

**HUGH WALKER & SON**  
Established 1861) **GUELPH, ONTARIO**

## 5000 Miles



we bring our lemons under ventilation and endeavor to deliver them here in good condition. A long way, isn't it, to bring perishable fruit? How far we have succeeded is shown by our sales—an increase in one year of 110%. No other packers shipping to Canada can boast of such an increase. There's a reason—you know. Order always our lemons.

**BUSTER BROWN**

**FOLLINA BROS., Packers**

**W. B. STRINGER, Sales Agent**

**TORONTO.**

Green Fruits.—Several interesting features have developed in the fruit market. Strawberries are waning; the season for sour cherries is here; raspberries and red currants are being introduced, lemons are away up and scarce on this market; navel oranges are off and grape fruit is practically going unnoticed.

The strawberry season is almost over. This condition of affairs was hastened on account of the extremely hot weather which ripened the fruit in a hurry towards the finish. While it lasted, however, the season was brisk with an average of from 8 to 10 cars coming into Toronto per day. The lowest wholesale price touched was 4 cents, but berries which sold for this were not extra good quality. For real good berries the lowest price was 5 cents, reached at the beginning of last week and the Saturday preceding. That was the time for retailers to buy and this was pointed out in The Grocer before those dates. Prices at the beginning of this week were from 5 to 7 cents, according to quality. Next week will see strawberries practically a thing of the past.

Attention of retailers should now be directed to cherries. Their season is on and it is not likely that sour cherries will be any cheaper. The crop is only from 50 to 75 p.c. normal. This was a splendid year for sweet cherries as the dry weather is conducive to good quality; wet weather rots the fruit quickly.

Lemons are stronger than ever, the price of Verdelli advancing to \$6 for the best. Only about 3,000 boxes arrived on this market during the past week and orders from outside points cannot be filled; many dealers, in fact, have no stocks whatever. Local hot weather and a short Italian crop are the causes. The market here is much lower than in Chicago and New York where prices are from \$7 to \$9. An odd car is coming in and in two weeks' time the supply will be much better. Cooler weather would stop the demand considerably.

Raspberries received their introduction on Monday last when a few crates came in from the Watertown and Queenstown districts. More arrived on

Tuesday and later. Early prices were from 18 to 22 cents. The crop this year will be pretty fair and if sufficient rain falls the supply will be distributed better. Rain is badly needed in Ontario. Other new home fruit is the red currant. California cantaloupes will be over soon, next week's supply coming from Georgia.

Sorrento lemons and navel oranges are off the market. Georgia peaches are \$2.50 and California from \$1.25 to \$1.50.

|                                    |                            |
|------------------------------------|----------------------------|
| Apricots, crate..... 1 50          | California..... 3 75 4 75  |
| Bananas..... 1 50 1 75             | Lemons—                    |
| Cantaloupes, Cal.—                 | Verdelli..... 5 50 6 00    |
| Pony crates... 4 00 4 50           | Oranges—                   |
| Large crates... 5 00 5 50          | Mexican..... 2 50 2 75     |
| Cherries, sour—                    | Valencia..... 4 00 5 00    |
| Small basket... 0 50               | Peaches—                   |
| Large basket... 1 00               | Georgia..... 2 50          |
| Cherries, sweet—                   | California..... 1 25 1 50  |
| Small basket... 0 50 0 75          | Pears, box..... 3 50       |
| Large basket... 1 00 1 40          | Pineapples, case 2 75 3 00 |
| Cocconuts, sack... 4 50            | Plums, case... 2 75 3 00   |
| Red currants, small basket... 0 75 | Raspberries... 0 18 0 22   |
| Gooseberries, base 75 1 50         | Watermelon, ea. 0 40 0 50  |
| Grape Fruit—                       | Strawberries—              |
| Canadian, box... 0 05 0 07         |                            |

Vegetables.—Tomatoes are somewhat scarce. The present supply comes from Texas and Mississippi where early frosts damaged the crops, killing many vines. What is known as "succors" are arriving. These are the fruit which grow on the new vines after the frost does the damage. They are of inferior quality. Tennessee tomatoes are expected this week and it is expected the quality will be better. Our own product will not be on the market till August. Asparagus are practically off. Any that is on hand brings a high price—\$1.50 per doz. Beans are getting cheaper rapidly. Bermuda onions and mushrooms are going off the market. The supply of several United States vegetables is no longer wanted here, home produce being sufficient to fill the demand.

|                                  |                                          |
|----------------------------------|------------------------------------------|
| Beets, hamper... 1 75            | Potatoes, Ontario, bag... 0 55 0 60      |
| Beans, green per hamper... 1 75  | Potatoes, Delaware... 0 75               |
| Beans, wax, per hamper... 1 75   | Potatoes, Virginia... 2 75 3 00          |
| Cabbage, case—                   | Potatoes, new, bushel... 1 75            |
| Canadian... 2 25                 | Parsley, per doz bunches... 0 25 0 30    |
| U.S.... 1 50                     | Radishes, doz... 0 25                    |
| Carrots, Canadian, bunch... 0 30 | Peas, green, per bushel... 2 50 2 75     |
| Cauliflower, dz... 2 25          | Rhubarb, doz... 0 15 0 25                |
| Cucumbers, hpr... 2 25           | Spinach, hamper... 0 60                  |
| Lettuce, Canadian, head... 0 40  | Tomatoes, Canadian, h. h. lb... 0 17 1/2 |
| Onions—                          | Turnips, doz... 0 40                     |
| Texas Bermudas per crate... 2 50 | Tomatoes, Texas, crate 4 basket... 1 75  |
| Egyptian, sack... 2 75 3 00      |                                          |

Fish.—This market is naturally quiet on account of the season. Many smoked fish are going off the local market, while the supply of lake fish which up the present has been slowly arriving is coming in better. No changes in prices are announced.

|                                   |                                    |  |  |
|-----------------------------------|------------------------------------|--|--|
| FRESH CAUGHT FISH                 |                                    |  |  |
| Halibut..... 0 09 0 10            | Steak cod..... 0 08                |  |  |
| Salmon trout... 0 11              | Perch..... 0 07                    |  |  |
| White fish... 0 11 0 12           | Haddock..... 0 07                  |  |  |
| Herring..... 0 06                 | Mackerel..... 0 12 0 23            |  |  |
| FROZEN LAKE FISH                  |                                    |  |  |
| Pickeral yellow... 0 08           | Pike..... 0 07                     |  |  |
|                                   | Whitefish, frozen... 0 09          |  |  |
| OCEAN FISH (FROZEN)               |                                    |  |  |
| Herring, per 100... 1 50          | Salmon, pink, per lb... 0 08       |  |  |
|                                   | red... 0 09                        |  |  |
| SMOKED, BONELESS AND PICKLED FISH |                                    |  |  |
| Acadia, tablets, box... 1 60      | Cod, Imperial, per lb... 0 05      |  |  |
| Codfish, Bluenose, " 1 40         | Fillets, per lb... 0 11            |  |  |
| Cod steak, per lb... 0 07         | Haddie, Finnan... 0 07             |  |  |
|                                   | Quail on toast, per lb... 0 05 1/2 |  |  |

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

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

10, Garfield Chambers, Belfast, Ireland

SEASON 1908-9

## Dried Apples

Shipments Solicited  
Settlements Prompt

**W. A. GIBB COMPANY**  
HAMILTON  
JAMES SOMERVILLE, Manager

Highest price paid for  
**DRIED APPLES**

**O. E. ROBINSON & CO.**  
ESTABLISHED 1886  
**Ingersoll - Ontario**  
Would you like our Weekly Circular

**TRY LEARD'S LOBSTERS and CANNED CHICKEN**

Write for Prices

**W. A. LEARD**  
Summerside, P.E.I.

**Lemon Bros.**

Owen Sound, Ont., and Sault Ste. Marie  
Wholesale FRUIT, FISH and PRODUCE  
Commission Merchants, and  
Dealers in HIDES, WOOL and RAW FURS

**Oval Butter Dishes**

Write us for Prices

**Graham Bros. & Co., Kinmount, Ont.**

**CARTER'S**

EXTRA CONCENTRATED

# LEMON SYRUP

"BIG WHEEL"

# LEMONADE.

CRYSTALS OR POWDER.

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

We  
Ea  
The fa  
you of  
Gold  
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We an  
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W. S  
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AGENTS—C  
Bros., M  
Macaulay



**We Actually Guarantee Each Individual Tin**

The fact that we do should be evidence to you of our absolute faith in

**Golden Crown Lobsters**  
and  
**Golden Key Lobsters**

We are **sure** of the quality of each and every tin, because the lobsters are all selected.

Secure a trial order from your jobber. There is no element of risk for you under our guarantee offer.

**The People Like Them and Ask For Them**

**W. S. Loggie Co., Limited**  
Chatham, N.B.

**Your best customers will buy "Concord" Norwegian Sardines**

because of their distinctive and delicate flavor, and because there is an absolute guarantee of purity of contents given with each tin.

Each tin is provided with a spare lid for use after the tin has been opened.

"CONCORD" SARDINES will more than please your better-class customers, and will prove a remunerative line to handle.



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



**P**ERFECTION IN  
**P**ACKING

**P**OPULAR and  
**P**ALATABLE

**BRUNSWICK BRAND SEA FOODS**

THE LINES YOU CAN HANDLE WITH PROFIT

1/4 OIL SARDINES  
KIPPERED HERRING  
FINNAN HADDIES

3/4 MUSTARD SARDINES  
HERRING IN TOMATO SAUCE  
CLAMS  
SCALLOPS

Are your shelves stocked with these splendid sellers and satisfaction givers?

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

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

## Some Choice Morsels for Busy Grocers

The sower of wild oats gets sore of the job as the crop ripens for harvest.

Every good idea that you put into operation means more dollars tinkling in the till.

It is a good thing to have plenty of sand, but don't let it get into your gear box. It will stop the wheels of your business if you do.

Show that you are alive. Suggest by window displays, etc., summer goods which you know the public want at this season, but which they have not yet thought of. Get in on the ground floor first.

An Australian trade journal dealing with notes for the season states that autumn is nearly over and winter is at hand. We of the northern clime sometimes forget our compatriots in the antipodes until some little casual note of this kind attracts our attention.

"Play the game square. Don't be a piker." This advice given to grocers at a recent convention is not only applicable to the trade, but should be the motto of every man who really possesses the essentials of manliness.

Some men who pride themselves upon their business ability have a ledger that show debts running well past the hundred mark. Is that a sign of business ability?

The man who has gone into the grocery business with the opinion that it is an easy method of making money might better get out of it on the first opportunity before he loses the little cash he has.

A sure sign of weakness, half hearted methods and a business that is only second rate is the grocer who begins to get busy as soon as a traveler enters. If you don't want anything say so courteously.

The jobbing trade in the Eastern States have been notified by one company that hereafter all brands of the product of that company will be billed at the regular jobbing prices and no rebates will be allowed as have been since the change in the selling plans in July of last year.

In a war between the hucksters and grocers of El Paso, Texas, it is reported that the former have procured the aid of the labor unions to eliminate the retail grocer of that city when making purchases of food for their families. The combined move on the part of the hucksters and the labor unions follows the recent activity on the part of the grocers of that place to have the city council pass an ordinance taxing the hucksters.

The Anglo-American Fisheries Arbitration to settle the long standing disputes between Canada and the United States regarding fishing in their respective territorial waters is now in session in The Hague. It will continue probably until the end of July. Four speeches are allowed each side and a week or more is being required for each speech.

At a meeting of the St. John, N. B., branch of the Commercial Travelers' Association, held recently, the question of effecting an improvement in the sanitary arrangements of the hotels in small towns, was again discussed, and a petition requesting the public authorities to take action in the matter was drawn up. It will be forwarded to the Maritime Association which intends to send a delegation to interview the various provincial authorities.

The trading stamp evil has received its quietus in the District of Columbia where the United States Court of Appeals handed out a decision to the effect that the giving of trading stamps is unlawful. The Retail Grocers' Protective Association took up the question first in the police court where they sustained a set back but the government took the case to the higher court with the above result.

The St. Louis Retail Grocers' Association have a fight ahead of them to prevent the Union Market premises pass-

JAMAICA CIGARS  
and CIGARETTES

### "La Retreat" Brand

Made from the finest and choicest tobacco.

La Retreat Factory Co.

7 Port Royal St.  
Kingston, Jamaica, B. W. I.

Agent required for these  
Products in Canada.

Special inducement to finan-  
cially responsible party.

Tell Your Customers  
That :

# SHAMROCK

BIG PLUG

## SMOKING TOBACCO

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

### CLAY PIPE

None equal. Insist upon McDougall's  
There IS a difference.

D. McDUGALL & CO., LTD., GLASGOW,  
SCOTLAND

EMPAQUE

CANNING MACHINERY CO.,

CHICAGO, ILL., U.S.A.

## TANGLEFOOT



The Original Fly Paper  
For 25 years the Standard  
In quality  
All others are Imitations

## Black Watch

The Big Black Plug  
Chewing Tobacco

"A Trade Bringer"

Sold by all the Wholesale Trade



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## THE CANADIAN GROCER

ing into the hands of a syndicate of influential men who it is claimed will use it to attract trade away from the small stores. The syndicate offer \$50,000 yearly for the lease of the market and it is to prevent this step that the association must don its fighting togs.

Bennet, Sloan & Co., New York city, have been fined for adulterating pepper. Their brand was found to be a mixture of pepper, sand and ash.

Mayor Gaynor, of New York, has appointed a new chief of the Bureau of Weights and Measures. Complaints have accordingly been filed in 94 civil cases which are to be tried in Brooklyn. Officials have been led to say that 30 per

cent. of the retailers of that city have been cheating their patrons. This is, however, regarded as an exaggeration. The secretary of the Retail Grocers' Association of the city said that a wedding present of a pair of scales should be received by every young housewife in order that she could trust the honesty of her grocer, butcher, etc., in regard to weight.

Norwegian packers of sardines are now following the French practice of packing them unsmoked and are active competitors.

The careful, clean tidy grocer is fighting the fly. It may hardly be necessary to remind him not to allow anything to

create an unfavorable impression upon the public. Fly paper or poison near any object except canned goods, possibly, will not prove prepossessing. If the grocer is really determined to keep flies out he will find ways and means for stopping the most of them.

In the case of the western butcher who was fined for selling adulterated lard the average retailer fails to understand why the manufacturer should be allowed to go free. C. Woursell, of Woursell & Co., Calgary, sold a tin of the lard to R. W. Fletcher, a Dominion Government food inspector. The retailer did not know the lard was impure and took it for what it was labeled "pure lard." He was fined \$5 and costs in police court, paying altogether \$36.50.

**One minute** spent in reading this 'ad.' will mean many dollars in your pocket, that is if you are wise and feature the

# 7-20-4

CIGAR

in your Tobacco Department. It's a steady and ready seller and leaves a 'worth-while' profit for you. Write for prices.

**Sherbrooke Cigar Co., Sherbrooke, Que.**

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

IF NOT, WHY NOT?

# "Tucketts Special"

the new 10c. plug is the latest

Order from Your Wholesaler

Manufactured  
from

Imported Leaf Exclusively

**The Geo. E. Tuckett & Son Co., Limited**  
HAMILTON, CANADA.

**Classified Advertising**

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

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

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

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

**ADDING MACHINE.**

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

**AGENTS WANTED.**

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

**AGENCIES WANTED.**

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

**MALE HELP WANTED.**

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

**BUSINESS CHANCES.**

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

**WANTED**—A grocer desirous of making his own fruit preserves, extracts, juices, jams, syrups. Write me for outfit and formulae. G. T. Hamel, canning expert, P. O. Box 174, Ottawa. (27p)

**COUNTER CHECK BOOKS.**

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

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

**FOR SALE.**

**FOR SALE**—Automatic Computing Scale. S. H. Fagan, Windsor, Ont. (29)

**MISCELLANEOUS.**

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

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

**MISCELLANEOUS.**

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

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

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

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

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

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

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

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

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

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

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

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

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

**MISCELLANEOUS.**

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

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

**THE money** you are now losing through not having a National Cash Register would pay its cost in a short time. Write us for proof. The National Cash Register Co., 285 Yonge St., Toronto.

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

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

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

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

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

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

**REPRESENTATIVES WANTED.**

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

**TECHNICAL BOOKS.**

**SALES PLANS**—This book is a collection of 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., 111-127 University Ave., Toronto.

**CANADIAN MACHINERY AND MANUFACTURING NEWS**, \$1 per year. Every manufacturer using power should receive this publication regularly, and also see that it is placed in the hands of his engineer or superintendent. Every issue is full of practical articles, well calculated to suggest economies in the operation of a plant. Condensed advertisements for "Machinery Wanted" inserted free for subscribers to the GROCER. "Machinery for Sale" advertisements one cent per word each insertion. Sample copy on request. CANADIAN MACHINERY, 111-127 University Ave., Toronto.

**Baking**  
Diamond w. E.  
1-lb. tin, 3 doz. in c.  
1-lb. tin, 3 "  
1-lb. tin, 4 "

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



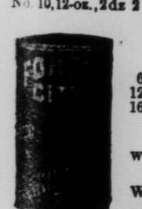
**CANADIAN C**  
Aylmer Jams

Per d  
Strawberry..... 1  
Raspberry..... 1  
Black currant... 1  
Red currant... 1  
Raspberry & red  
currant... 1  
Raspberry and  
gooseberry... 1  
Damson plum... 1  
stoneless... 1  
Greengage plum,  
stoneless... 1  
Gooseberry... 1  
Pure Pr  
5s & 7s 1

Strawberry.....  
Black currant.....  
Raspberry.....  
Other varieties.....  
Freight allowed u  
WHITE SWAN STIC  
White Swan Baki  
doz in case, 82 d  
1-lb. tins, 80c doz.



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





QUOTATIONS FOR PROPRIETARY ARTICLES

**Baking Powder**  
 W. H. OILLARD & CO.  
 Diamond 1-lb. tins, 2 doz. in case \$2 00  
 1-lb. tins, 3 " " " " 1 25  
 1-lb. tins, 4 " " " " 0 75

**IMPERIAL BAKING POWDER**  
 Cases. Sizes. Per doz.  
 4-dozen. 10c. \$0 85  
 3-dozen. 6-oz. 1 75  
 2-dozen. 12-oz. 3 50  
 1-dozen. 24-oz. 10 50  
 1-dozen. 5-lb. 19 50

**MAGIC BAKING POWDER**  
 Cases. Sizes. Per doz.  
 6 dozen 5c. \$0 50  
 4 " 4-oz. 0 75  
 4 " 6 " 1 00  
 4 " 8 " 1 30  
 4 " 12 " 1 80  
 4 " 16 " 2 25  
 4 " 24 " 3 50  
 2 " 5-lb. 9 50  
 1 " 6-oz. 13 00  
 1 " 12 " 16 " 16 " \$6 00

**ROYAL BAKING POWDER**  
 Cases. Sizes. Per doz.  
 Royal-Dime \$0 96  
 " 1-lb. 1 40  
 " 4-oz. 1 95  
 " 1-lb. 2 55  
 " 15-oz. 3 85  
 " 1-lb. 4 90  
 " 5-lb. 13 00  
 " 5-lb. 23 25

**CANADIAN CANNERS, LIMITED**  
 Aymer Jams Peach. Per doz. 1 80  
 Pear. 1 70  
 Strawberry. 1 90  
 Raspberries. 1 90  
 Black currant. 1 80  
 Red currant. 1 80  
 Raspberry & red currant. 1 80  
 Raspberry and gooseberry. 1 80  
 Damson plum. 1 70  
 stoneless. 1 70  
 Greengage plum. 1 70  
 stoneless. 1 70  
 Gooseberry. 1 80  
 Pure Preserves—Bulk  
 5's & 7's per lb. 14's & 30's per lb.  
 Strawberry. 0 11  
 Black currant. 0 11  
 Raspberry. 0 11  
 Other varieties. 0 09  
 Freight allowed up to 25c per 100 lbs.

**WHITE SWAN SPICES AND CEREALS LTD.**  
 White Swan Baking Powder—1-lb. tins, 3-dozen in case, \$2 doz; 1-lb. tins, \$1.25 doz; 1-lb. tins, 80c doz.

**COOK'S FRIEND BAKING POWDER**  
 Cases. Sizes. Per doz.  
 6 dozen 5c. \$0 50  
 4 " 4-oz. 0 75  
 4 " 6 " 1 00  
 4 " 8 " 1 30  
 4 " 12 " 1 80  
 4 " 16 " 2 25  
 4 " 24 " 3 50  
 2 " 5-lb. 9 50  
 1 " 6-oz. 13 00  
 1 " 12 " 16 " 16 " \$6 00

**FOREST CITY BAKING POWDER**  
 6 oz. tins. Dozen 0 75  
 12 oz. tins. 1 25  
 16 oz. tins. 1 50

**Ocereals**  
 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 Oats, per doz. \$1  
 White Swan Self-rising Buckwheat Flour, per doz. \$1  
 White Swan Self-rising Pancake Flour, per doz. \$1  
 White Swan Wheat Kernels, per doz. \$1 40  
 White Swan Flaked Rice, per doz. \$1 00  
 White Swan Flaked Peas, per doz. \$1 00

**Cocoa**  
 Premium No. 1 chocolate, 1/2 and 1 lb. cakes, 35c. lb.; Breakfast cocoa, 1/2, 1, 1 and 5 lb. tins, 41c. lb.; German sweet chocolate, 1 and 1/2 lb. cakes, 6-lb. boxes, 25c. lb.; Caracas sweet chocolate, 1/2 and 1 lb. cakes, 6-lb. boxes, 32c. lb.; Auto sweet chocolate, 1/2 lb. cakes, 3 and 6 lb. boxes, 32c. lb.; Vanilla sweet chocolate, 1/2 lb. cakes, 6 lb. tins, 44c. lb.; Soluble cocoa (hot or cold soda), 1 lb. tins, 38c. lb.; Cracked cocoa, 1 lb. pkgs., 6 lb. bags, 32c. lb.; Caracas tablets, 100 bdls., tied 5c, per box \$3.00. The above quotations are f.o.b. Montreal.

**COCOA BUTTER**  
 Canadian Cocoa Nut Co., Montreal.  
 Packages—5c., 10c., 20c. and 40c. packages, packed in 15 lb. and 30 lb. cases. Per lb.  
 1-lb. packages. 0 26  
 1-lb. packages. 0 27  
 1-lb. packages. 0 28  
 1 and 1/2 lb. packages, assorted. 0 26  
 1 and 1/2 lb. packages, assorted. 0 27  
 1 lb. packages, assorted, in 5 lb. boxes. 0 28  
 1 lb. packages, assorted, in 5 lb. boxes. 0 29  
 1 lb. packages, assorted, 5, 10, 15 lb. cas. Bulk—  
 In 15 lb. tins, 15 lb. pails and 10, 25 and 50 lb. boxes. Pails. Tins. Bbls.  
 White moss, fine strip 0 12 0 21 0 17  
 Best Shredded 0 18 " 0 1  
 Special Shred 0 17 " 0 16  
 Ribbon 0 19 " 0 15  
 Macaroon 0 17 " 0 17  
 Deseicated 0 16 " 0  
 White Moss in 5 and 10 lb. square tins. 11c.

**WHITE SWAN SPICES AND CEREALS LTD.**  
 White Swan Cocoa Nut—  
 Featherstrip, pails. 0 18  
 Shredded. 0 18  
 In packages 5-oz., 6-oz., 8-oz., lb. 0 24

**Chocolate and Cereals**  
 THE OWAN CO., LIMITED  
 Cocoa—  
 Perfection, 1-lb. tins, per doz. \$4 50  
 Perfection, 1-lb. per doz. 2 40  
 Perfection, 1/2-lb. per doz. 1 30  
 Perfection, 10c size 0 90  
 5-lb. tins per lb. 0 37  
 Solu. le, bulk, No. 1, per lb. 0 20  
 Soluble, bulk, No. 2, per lb. 0 18  
 London Pearl, per lb. 0 22  
 Special quotations or Cocoa in bbls. kegs, etc.

**Unsweetened Chocolate—**  
 Plain Rock, 1/2's & 1/4's cakes, 12-lb. boxes, per doz. 1 80  
 Perfection chocolate, 20c size, 2 dozen boxes, per doz. 1 80  
 Perfection Chocolate, 10c size, 2 and 4 dozen boxes, per doz. 0 90  
**Sweet Chocolate—**  
 Queen's Dessert, 1/2's and 1/4's, 12-lb. boxes, per lb. \$0 40  
 Queen's Dessert, 5's, 12-lb. boxes. 0 40  
 Vanilla, 1-lb., 12-lb. boxes, per lb. 0 35  
 Parisian, 5's, 12-lb. boxes, per lb. 0 30  
 Royal Navy, 1/2's, 12-lb. boxes, per lb. 0 30  
 Diamond, 1/2's, 12-lb. boxes, per lb. 0 28  
 5-lb. " " " " 0 28

**Loings for cake—**  
 Chocolate, white, pink, lemon, orange, almond, maple and cocoonut cream, in 1-lb. pkgs., 1-dozen in box, per dozen 0 90  
**Confections—**  
 Per lb.  
 Milk chocolate wafers, 5-lb. boxes. 0 36  
 Maple buds, 5-lb. boxes. 0 36  
 Chocolate wafers, No. 1, 5-lb. boxes 0 30  
 Chocolate wafers, No. 2, " " 0 25  
 Nonpareil wafers, No. 1, " " 0 30  
 Nonpareil wafers, No. 2, " " 0 35  
 Chocolate ginger, 5-lb. boxes. 0 30  
 Milk chocolate, 5c bundles, per box. 1 35  
 Milk chocolate, 5c cakes, per box. 1 35  
**EPFPA'S.**  
 Agents, C. E. Colson & Son, Montreal.  
 In 1/2 and 1-lb. tins, 14-lb. boxes, per lb. 0 35  
 Smaller quantities f.o.b. 0 37

**JOHN P. MOTT & CO.'S.**  
 R. S. McIndoe, agent, Toronto; Arthur M. Loucks, Ottawa; J. A. Taylor, Montreal; J. E. Huxley, Winnipeg; Tees & Perse, Calgary, Alta.; Standard Brokerage Co., Vancouver, B.C.; G. J. Estabrook, St. John, N.B.

**DIAMOND CHOCOLATE**  
 Elite, 10c size (for cooking) doz. 0 90

**Mott's breakfast cocoa, 10c. size 90 per doz.**  
 " breakfast cocoa, 1/2-lb. 0 38  
 " No. 1 chocolate, 1/2-lb. 0 28  
 " Mary 1/2-lb. 0 28  
 " Vanilla sticks, per gross. 1 00  
 " Diamond chocolate, 1/2-lb. 0 24  
 " Plain choco chocolate liquors 0 22  
 " Sweet Chocolate Coatings. 0 90

**WALTER BAKER & CO., LIMITED.**  
 Premium No. 1 chocolate, 1/2 and 1 lb. cakes, 35c. lb.; Breakfast cocoa, 1/2, 1, 1 and 5 lb. tins, 41c. lb.; German sweet chocolate, 1 and 1/2 lb. cakes, 6-lb. boxes, 25c. lb.; Caracas sweet chocolate, 1/2 and 1 lb. cakes, 6-lb. boxes, 32c. lb.; Auto sweet chocolate, 1/2 lb. cakes, 3 and 6 lb. boxes, 32c. lb.; Vanilla sweet chocolate, 1/2 lb. cakes, 6 lb. tins, 44c. lb.; Soluble cocoa (hot or cold soda), 1 lb. tins, 38c. lb.; Cracked cocoa, 1 lb. pkgs., 6 lb. bags, 32c. lb.; Caracas tablets, 100 bdls., tied 5c, per box \$3.00. The above quotations are f.o.b. Montreal.

**COCOA BUTTER**  
 Canadian Cocoa Nut Co., Montreal.  
 Packages—5c., 10c., 20c. and 40c. packages, packed in 15 lb. and 30 lb. cases. Per lb.  
 1-lb. packages. 0 26  
 1-lb. packages. 0 27  
 1-lb. packages. 0 28  
 1 and 1/2 lb. packages, assorted. 0 26  
 1 and 1/2 lb. packages, assorted. 0 27  
 1 lb. packages, assorted, in 5 lb. boxes. 0 28  
 1 lb. packages, assorted, in 5 lb. boxes. 0 29  
 1 lb. packages, assorted, 5, 10, 15 lb. cas. Bulk—  
 In 15 lb. tins, 15 lb. pails and 10, 25 and 50 lb. boxes. Pails. Tins. Bbls.  
 White moss, fine strip 0 12 0 21 0 17  
 Best Shredded 0 18 " 0 1  
 Special Shred 0 17 " 0 16  
 Ribbon 0 19 " 0 15  
 Macaroon 0 17 " 0 17  
 Deseicated 0 16 " 0  
 White Moss in 5 and 10 lb. square tins. 11c.

**WHITE SWAN SPICES AND CEREALS LTD.**  
 White Swan Cocoa Nut—  
 Featherstrip, pails. 0 18  
 Shredded. 0 18  
 In packages 5-oz., 6-oz., 8-oz., lb. 0 24

**Condensed Milk**  
 BORDEN'S CONDENSED MILK CO.  
 Wm. H. Dunn, Agent, Montreal & Toronto.  
 Eagle Brand Condensed Milk. \$6 00 1 50  
 Gold Seal Condensed Milk. 4 50 1 15  
 Challenge Condensed Milk. 4 00 1 00  
 Peerless Brand Evaporated Cream  
 five cent size (4 dozen). 2 00 0 50  
 Peerless Brand Evaporated Cream  
 family size. 3 50 0 90  
 Peerless Brand Evaporated Cream  
 pint size (4 dozen). 4 80 1 20  
 Peerless Brand Evaporated Cream  
 hotel size. 3 70 1 85

**TRURO CONDENSED MILK CO., LIMITED.**  
 "Jersey" brand evaporated cream per case (4 doz.) \$4 00  
 Reindeer brand per case (4 doz.) 5 00

**COFFEES.**  
 EBY, BLAIN CO. LIMITED.  
 Standard Coffees.  
 Roasted whole or ground. Packed in amp-proof tins and tins.  
 Club House. \$0 32  
 Nestor. 0 30  
 Empress. 0 28  
 Dutchess. 0 26  
 Crushed Java and Mocha, whole. 0 17  
 ground. 0 14  
 Golden Ego. 0 14

**Package Coffees**  
 Gold Medal, 1 and 1/2 lb. tins, whole or ground. 0 30  
 Cafe, Dr. Gourmet's, 1 lb. Fancy Glass Jar, ground. 0 30  
 German Dandelion, 1/2 and 1 lb. tins, ground. 0 22  
 English Breakfast, 1 lb. tins, ground 0 18  
**WHITE SWAN SPICES AND CEREALS LTD.**  
 White Swan Blend.

**Cafe des Epicures—**1-lb. fancy glass jars, per doz. \$2.50  
**Cafe l'Aromatique—**1-lb. amber glass jars, per doz. \$4  
**Presentation, with 8 tumblers, \$10 per doz.**

**THOMAS WOOD & CO.**  
 "Gilt Edge" in 1 lb. tins. \$0 35  
 "Gilt Edge" in 1/2 lb. tins. 0 25  
 Canadian Souvenir 1 lb. fancy lithographed canisters 0 30  
**Cheese—Imperial**  
 Large size jars, doz. 8 25

**Medium size jars,** per doz. 4 50  
**Small size jars,** per doz. 2 40  
**Individual size jars** per doz. 1 00  
**Imperial holder—**  
 Large size, doz. 18 00  
 Med. size, doz. 17 00  
 Small size, doz. 12 00  
**Requesfort—**  
 Large size, doz. 2 40  
 Small size, doz. 1 40

**Canada Cream Cheese—**  
 In cartons, each 1 dozen. 0 25  
 Large blocks, dozen. 2 25  
 Medium blocks, dozen. 1 40

**W.S.P. Ret. P.**  
 Ground or  
 bean, lb. 0 35  
 " " " " 0 30  
 " " " " 0 25  
 " " " " 0 20  
 " " " " 0 15  
 " " " " 0 10  
 " " " " 0 05  
 " " " " 0 00  
 Packed in 30s and 60lb. cases  
 Terms—Net 30 days pre-paid.

**Confections**  
**THE OWAN CO., LTD.**  
 Cream Bars, 50's, assorted flavors, box 1 50  
 Milk Chocolate Sticks, 36 in box. 1 35  
 10c cakes, 36 in box. 2 56  
 Chocolate Wafers No. 1, 5-lb. boxes, lb. 0 35  
 No. 2, " " " " 0 30  
 Maple Buds, 5-lb. boxes, lb. 0 33  
 Nut Milk Chocolate, 1-lb. cakes, 12-lb. box, lb. 0 36  
 These prices are F.o.b. Toronto.

**IMPERIAL PEANUT BUTTER**  
 Small, cases 2 dozen. 0 95 dozen  
 Medium, cases 2 dozen. 1 80 " "  
 Large, cases 1 dozen. 2 75 " "  
 Tumblers, cases 2 dozen. 1 35 " "  
 25-lb. pails. 0 15 lb.  
**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 \$30.  
 All same price one size or assorted  
**UN-NUMBERED**  
 Under 100 books. each. \$4  
 100 books and over. each. \$3  
 500 books to 1000 books. each. 3  
 For numbering cover and each coupon, extra per book 1/4 cent.

**Infants' Food**  
 Robinson's patent barley, 1-lb. tins, \$1.25; 1-lb. tins, \$2.25; Robinson's patent groats, 1-lb. tins, \$1.25; 1-lb. tins, \$2.25.

**Flavoring Extracts**  
**SHERIFF'S**  
 1 oz. (all flavors), doz. 1 00  
 2 " " " " 1 75  
 4 " " " " 2 00  
 8 " " " " 3 00  
 16 " " " " 5 00  
 32 " " " " 10 00  
 64 " " " " 18 00  
 Discounts on applications.

**CRESCENT MFG. CO.**  
 Mapleine. Per doz.  
 2 oz. bottles (retail at 50c.) 4 20  
 4 oz. bottles (retail at 90c.) 6 50  
 8 oz. bottles (retail at \$1.50) 12 50  
 16 oz. bottles (retail at \$3) 24 00  
 Gal. bottles (retail at \$20) 14 50

**Milk Powder**  
**CANADIAN MILK PRODUCTS, LTD., TORONTO**  
 Truimilk, full cream, per case (4 doz), 1/2 lb. tins. 4 80  
 Milkstock (cooling milk), per case (4 doz) 1/2 lb. tins. 4 80  
**Jams and Jellies**  
**BATGER'S WHOLE FRUIT STRAWBERRY JAM**  
 Agents, Rose & Lafamme, Montreal and Toronto.  
 1-lb. glass jar, screw top, 4 doz., per doz. \$2 20  
**T. UPTON & CO.**  
 Compound Fruit Jams—  
 12-oz. glass jars, 2 doz. in case, per doz. 1 00  
 2-lb. tins, 2 doz. in case, per lb. 0 07  
 5 and 7 lb. tin pails, 8 and 6 pails in crate, per lb. 0 07  
 7 wood pails, 6 pails in crate, per lb. 0 07  
 30-lb. wood pails, per lb. 0 06  
**Compound Fruit Jellies—**  
 12-oz. glass jars, 2 doz. in case, per doz. 1 00  
 2-lb. tins, 2 doz. in case, per lb. 0 07  
 7 wood pails, 6 pails in crate, per lb. 0 07  
 30-lb. wood pails. 0 06

**SOUPS**  
**JOS. CAMPBELL CO., GARDNER, W.J.**  
 Soups (condensed)—No. 1 cans, all kinds per dozen \$1.20. Chicken soup, \$1.25 per dozen. Pork and Beans, with tomato sauce or Boston style—No. 2 cans, doz. \$1.00.  
 Tomato Ketchup—Bottles (10c. size only) doz. \$1.40. Tabasco-Ketchup—Bottles (10c. size only) doz. \$1.40. Chili Sauce—Bottles (10c. size only) doz. \$1.40. Mustard (prepared)—With spoon (new) doz. \$1.40; No. 99 jars, doz. \$1.40

**W. CLARK'S SPECIALTIES**  
 McClaren Brand Baked Pork and Beans, with tomato sauce or plain individual, 50 cts; No. 1, 90c; No. 2, \$1.25; No. 3, \$1.75 dozen. Ox Tongues (In Glass Brand), No. 1, \$1.00; No. 2, \$1.25

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**ALWAYS RIGHT.** SUN PASTE

Stove Polish is just right every time you sell it, and the boxes are always filled full. You have no complaints coming after you pass it over your counter. Why not make friends for yourself as well as for us by selling the stove polish which always pleases the housekeeper? That's SUN PASTE. Just push it and see them come back for more.

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



**The Polish OF Preference**

It pays to handle a quick-selling line like "2 in 1" Shoe Polish—a line that's always in demand and that always gives satisfaction.

"2 in 1" is positively waterproof, preserves and softens the leather, does not clog or stain the clothes, and is free from acid or turpentine.

Get a generous supply and display it well.

**The F. F. DALLEY CO. LIMITED**  
Hamilton, Can., and Buffalo, N.Y.



BRANDS  
**"BANNER" & "PRINCESS"**  
CONDENSED MILK

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

**St. George Evaporated Cream**  
(Unsweetened)

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

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

**J. MALCOLM & SON**  
ST. GEORGE, ONT.

**Molassine Meal**

Molassine Dog and Puppy Cakes

Molassine Terrier, Hound and Puppy Meal

Molassine Chicken and Poultry Food

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

Sole Canadian Importer:

**ANDREW WATSON**  
81 YOVILLE SQUARE, MONTREAL

**NOTICE TO MANUFACTURERS**

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

**R. B. Wiseman & Co.**

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

Reference—Bank of Ottawa, Winnipeg

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J. A



Ocean corn starch

30-lb. wood pallets.  
Pure assorted jars  
dozen in case  
7c  
IMPERIAL



Assorted  
The GENUINE



Prices—  
Less than 5c case  
Five cases or more



# BROOMS OF QUALITY

## WE make them! YOU should sell them!

### YOUR customers will appreciate them! OURS do

and keep our factory going on FULL TIME

A postal will bring you information.

Walter Woods & Co.

Hamilton and Winnipeg

## There's Genuine Pleasure

and liberal profit in selling

### "WHITE LILY" BRAND MARSHMALLOW BISCUITS!

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

Write for prices.

J. A. MARVEN, Limited

Moncton, N.B.



Ocean corn starch, 48 1-lb. \$3.60  
 30-lb. wood pails..... 0 06  
 Pure assorted jam, 1-lb. glass jars, two dozen in case..... 1 75

#### Jelly Powders



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



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

#### Fly Pads.

WILSON'S FLY PADS  
 In boxes of 50, 10c.; pack-  
 ets, 3c per box; or three  
 boxes for \$2.50; 5 boxes  
 \$2.75.



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



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

#### Lard

M. K. FAIRBANK CO. BOAR'S HEAD  
 LARD COMPOUND.

Tierces.... \$0 12  
 1-bbls. .... 0 13  
 Tubs 50 lbs. 0 13  
 20-lb. Pails. 2 65  
 30-lb. tins.. 2 55  
 Cases 3-lb. 0 13  
 " 5-lb. 0 13  
 " 10-lb. 0 13



F.O.E. Montreal.



GUNNS  
 "EASIFIRST"  
 LARD  
 COMPOUND.

Tierces.... 0 12  
 Tubs..... 0 12  
 20-lb. pails. 0 13  
 30-lb. tins. 0 12  
 10-lb. " 0 14  
 5-lb. " 0 13  
 3-lb. " 0 13  
 1-lb. cartons 13c

#### Licorice

NATIONAL LICORICE CO.  
 5-lb. boxes, wood or paper, per lb. .... 1 25  
 Fancy boxes (36 or 50 sticks), per box... 0 40  
 "Rings" 5-lb. boxes, per lb. .... 0 40  
 "Acme" pellets, 5-lb. cans, per can ... 0 90  
 Fancy box, 60, per box 1 00  
 Tar licorice and tea wafers, 5-lb. cans,  
 per can. .... 0 90  
 Licorice lozenges, 1-lb. glass jars..... 1 75  
 " 5-lb. cans..... 1 50

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



GILLETT'S  
 PERFUMED LYE  
 Per case  
 1 case of 4 doz \$3 50  
 3 cases of 4 doz 3 40  
 5 cases or more 3 35

#### Marmalade.

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



SHERRIEFF BRAND  
 "Imperial Scotch"—  
 1-lb. glass, doz... 1 55  
 3-lb. " " 2 90  
 4-lb. tins, " 4 95  
 7-lb. " " 7 35  
 "Shredded"—  
 1-lb. glass, doz.... 1 90  
 3-lb. " " 3 10  
 7-lb. tins, " 8 35

#### Cereals.



Grape Nuts—No. 23, \$3.00; No. 25, \$4.50.  
 Post Toasties—No. 23, \$2.50.



ST. CHARLES CON-  
 DENSED CREAM

PRICES:  
 St. Charles Cream,  
 family size, per case  
 ..... \$3.50  
 Baby size, per  
 case..... 2.00  
 Ditto, hotel, 3.75  
 Silver Cow Milk 4.55  
 Purity Milk.... 4.25  
 Good Luck.... 4.00

#### 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 65  
 " 1-lb. tins..... " 1 45

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

#### Olive Oil

LAPORTE, MARTIN & OIE., LTD.  
 Minerva Brand—  
 Minerva, qts. 12's..... \$ 5 75  
 " pta. 24's..... 6 50  
 " pta. 24's..... 4 25

#### Sauces

PATERSON'S WORCESTER SAUCE  
 1/2-pint bottles, 3 and 6 dozen cases, doz 0 90  
 Pint bottles, 3 dozen cases, doz. .... 1 75

#### Soda

COW BRAND  
 Case of 1-lb. contain-  
 ing 60 packages, per  
 box, \$3 00  
 Case of 1-lb. contain-  
 ing 120 pkgs. per  
 box, \$3 00  
 Case of 1-lb and 1-lb.  
 containing 80 1-lb.  
 and 80 1-lb. pkgs. per  
 box, \$3 00  
 Case of 50. pkgs. containing 96 pkgs. per  
 box, \$3 00



MAGIC BRAND Per case  
 No. 1, cases 60 1-lb. packages..... \$3 00  
 No. 2, " 120 1-lb. " ..... 3 00  
 No. 3, " 20 1-lb. " ..... 3 00  
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