

CANADIAN GROCER

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

Montreal: 781-782 Eastern Townships Bank Bldg.
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VOL. XXIV.

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NO. 25.

KEEN'S

OXFORD



BLUE

In every civilized country **KEEN'S OXFORD BLUE** holds pride of place because of its quality and economy in use. The majority of housekeepers ask for Keen's and will take no substitute. Stock up with Keen's. It's always in demand.

For Sale by all the Canadian Jobbing Trade.

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

Agents for the Dominion of Canada

DRIVE THESE TANDEM

BENSON'S
"Prepared" Corn
STARCH

and

EDWARDSBURG
"Silver Gloss"
STARCH

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

EDWARDSBURG STARCH CO., LIMITED

ESTABLISHED 1858

53 Front St. East, Toronto, Ont.

Works, Cardinal, Ont.

164 St. James St., Montreal

UPTON'S

Pure

Jams and Marmalades

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



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

UPTON'S PRIZE JAMS AND MARMALADES

GUARANTEED FINEST QUALITY

	16 oz. Glass 2 doz. in Case.	5 lb. Pails 8 Pails in Case.		16 oz. Glass 2 doz. in Case.	5 lb. Pails 8 Pails in Case.
Raspberry Jam	\$1.90 per doz.	50c. per pail	Peach Jam	\$1.70 per doz.	45c. per pail
Strawberry Jam	1.90 "	50c. "	Plum Jam	1.80 "	40c. "
Black Currant Jam	1.90 "	50c. "	Assorted Jam	1.75 "	48c. "
Red Currant Jam	1.70 "	45c. "	Grape-fruit Marmalade.	1.60 "	40c. "
Gooseberry Jam	1.70 "	45c. "	Orange Marmalade	1.45 "	37½c. "

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

TERMS: Net, No Discount

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

Asparagus

The finest Asparagus in the world is grown in CALIFORNIA, near the Sacramento River. The finest quality packed in California is put up right where grown by

Griffin & Skelley

who have 1,000 acres of their own Asparagus Beds.

This can now be sold at

POPULAR PRICES

NEW SEASON'S PACK NOW IN

THE BEST DEALERS HANDLE THEIR BRANDS

Norwegian Sardines

Packed by
OLSEN & KLEPPE

Packed in Pure Olive Oil at Stavanger, Norway, by one of the oldest concerns in the business, and the most particular concern we know of.

Selected with extreme care and sold under two brands, the "Albatros," a small fish of the highest quality, and the "Ambrosia," which is equally fine, but of larger size. Desired and demanded by the best class of trade. Remember, they come from Norway.

ARTHUR P. TIPPET & CO

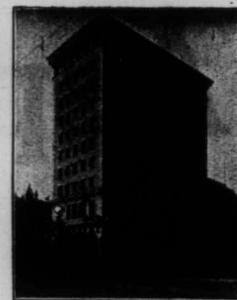
Agents

Montreal



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, Grain, 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, 8th 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.

RAW SUGAR ON SPOT

1 car each, light and dark
Jamaica Crystal.

Prices Right.

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.

Canadian Manufacturers and Exporters

Are you aware of the fact that there are 4 1/2 millions
Irishmen prepared to buy Canadian Goods?

Don't you want some of this business?
You can get into touch with 5,000 distributors every
week by advertising in THE IRISH GROCER, DRUG,
PROVISION and GENERAL TRADES' JOURNAL,
the best known general store and grocery paper in
Ireland. Write for sample copy and particulars to
10, Garfield Chambers, Belfast, Ireland

DISTRIBUTORS, LIMITED

P. O. Drawer 1893

EDMONTON, ALBERTA
Manufacturers' Agents, Commission Mer-
chants, Warehousemen.

We sell direct from the Manufacturer to the Retailer
Track connections with all Railroads.

Two lines well worth your attention—

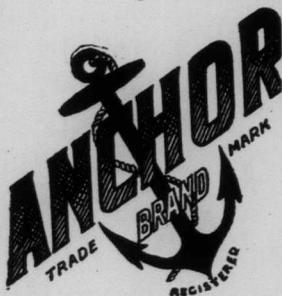
**“ANCHOR” brand
SALMON**

The Finest blood-red
Fraser River Sockeye fish

There is no other line
the equal in quality

Our present quotations are considerably
lower than those for similar brands.
Every tin guaranteed.

“ANCHOR” brand assures satisfaction.
Brings repeat orders.



**“ANCHOR” brand
ENGLISH GROWN
MARROWFAT
PEAS—**

are the finest quality
specially selected peas

They are considerably better
value than canned peas.

Cases, 3 doz., \$2.85 case

EBY-BLAIN, LIMITED

Wholesale Grocers - - - - Toronto

***There is a growing Demand for
Superior Tea***

The taste for high-grade tea grows with the advancement
of a country.

This is the case with Canada.

As a progressive merchant you will find that

“RAM LAL'S PURE TEA”

is in every way suited to your increasing high-class trade.

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

Berkel's Improved Slicing Machine

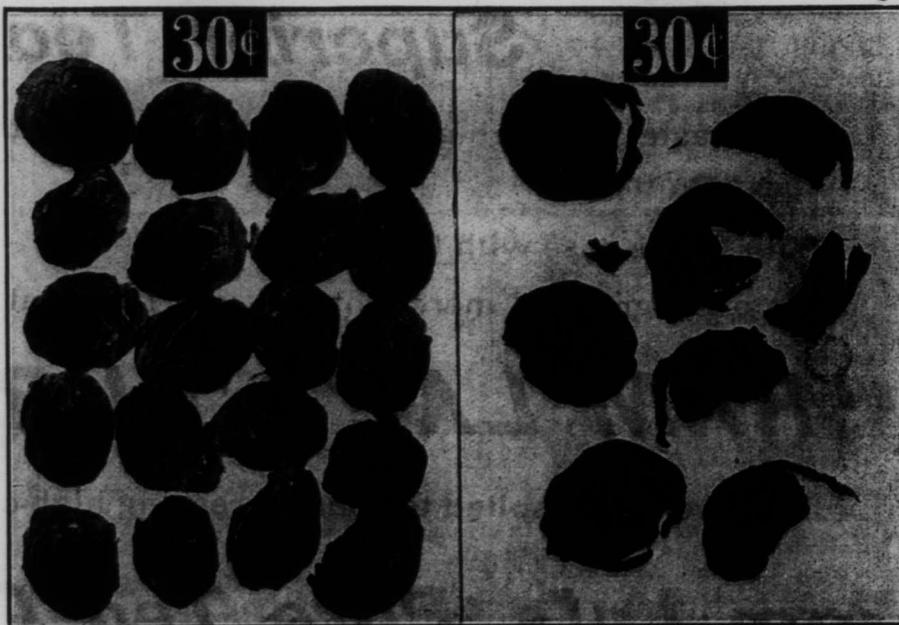


BERKEL'S Latest Improvement **Patent Knife Guard** to protect operators from accidents by thoughtlessly getting their hands against the circular knife. The only slicing machine in the world that has this protection.

BERKEL'S is the machine with the **Patent Automatic Sharpener**, by means of which the keen cutting edge on the knife is constantly maintained. The only machine with an automatic sharpening device. Simply press the Carborundum wheel shown in the cut above the knife downward and it strikes the knife edge at just the proper angle, a few turns of the wheel and your knife has an edge like a razor.

Will Slice Boiled Ham and Bacon Down to the Last Ounce

We call attention to the photographic production of two plates of boiled ham, there is just **one pound** of ham on each plate, it was all cut from the same piece, the **eight** slices on the right hand plate were cut with an ordinary knife, while the **twenty** uniform slices on the left hand plate were **sliced** on a slicing machine. This is an average result. The difference can be more or less marked according to the skill and time given the hand cutting, however the machine **never can vary**, the customer is **always protected** by dealing where there is a **BERKEL'S Improved Slicing Machine**. Dried Beef can be sliced thinner, quicker and better on **BERKEL'S** than any other made. The **BERKEL'S Improved Slicing Machine** is now used by Grocers, Butchers, Department stores, Delicatessens, Hotels, Restaurants, Hospitals, Educational Institutions, Steamship and Railway Companies, Charitable Institutions, Penal Institutions, the Army and Navy, Soldiers' Homes, etc. **BERKEL'S Improved Slicing Machine** can be set to cut **automatically** (14) different thicknesses, from 1-40 of an inch up to $\frac{3}{4}$ of an inch, "it cuts **bread** or **meat** equally well," requires no skill to operate and will slice **perfectly** more meat or bread in **twelve** minutes than the most expert cutter can slice by hand in an **hour**. While it is a hand machine, for several years many packers, as well as grocers and marketmen who do a large sliced meat business, have been running their **BERKEL'S Improved Slicing Machines** by mechanical power. Enough pieces of bacon can be put on this machine to cut 300 slices a minute. This should be of interest to those who put up bacon in boxes, glass or tin cans.



PLEASE WRITE FOR CATALOGUE

CANADIAN SALES
AGENT:

The W. A. FREEMAN CO., Limited, Hamilton, Ont.

Why Not Buy More Finer Quality Peas?

The Dominion Cannery, Limited, are desirous of increasing the demand for their finer quality Peas and offer a First Prize of \$25.00 cash, a Second Prize of \$15.00 and a Third Prize of \$10.00 for suggestions as to the best means of increasing sales to consumers of finer quality Peas.

Peas of the Dominion Cannery, Limited, are packed in four grades and qualities known as "Standards, No. 4," "Early Junes, No. 3," "Sweet Wrinkles, No. 2," and "Extra Fine Sifted, No. 1."

Have you ever taken into consideration that it is worth your while making a special effort to encourage your customers to purchase the finer qualities of Peas, for the reason that your margin of profit is better?

ADDRESS YOUR LETTER TO
DOMINION CANNERS, Limited
HAMILTON

BEFORE JULY 1st, 1910

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, Ont.

THE CANADIAN GROCER.

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

A
MONEY
MAKER
FOR
YOU

PACKARD'S
MON-AMI
WATER-
PROOF **BOOT POLISH**

IT
GIVES
YOU
104%
PROFIT

Mon-Ami

gives the quickest, brightest
most lasting and waterproof
SHINE to all leathers.

List Price, \$9.00 per gross.

Discount in 1 gross lots, 25%. Less quantities,
list price.

Terms 5% 30 days.



Mon-Ami

But three months old ;
yet
sold by almost the entire
grocery trade of Canada.

Are you in line ?

If not—get busy !

MON-AMI is only one of our complete line of Boot and Shoe Polishes.
Write us for complete price list.

EVERY PACKAGE GUARANTEED

L. H. Packard & Co., Limited

Packard Building, Montreal

Manufacturers of High Grade Boot and Shoe Polishes
Also Makers of the Famous Rapid Metal Polishes

KOPS' ALE AND STOUT

Non-Alcoholic

Pure English Brewed Ale and Stout, made from the finest Kentish Hops and Malt, containing all the tonic properties of Alcoholic Beer, without the undesirable after effects.

Perfect Table Beers



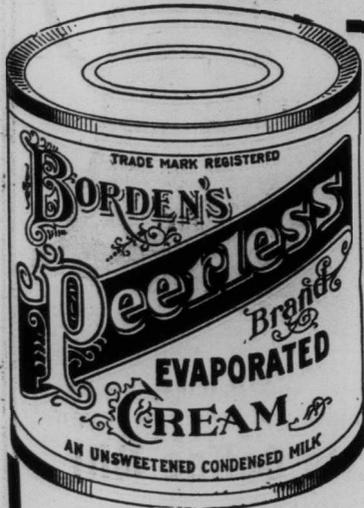
Non-Alcoholic

A special analytical commission reports:—Kops' Ale has nothing that is injurious, but is on the contrary a palatable beverage, possessing distinct tonic and invigorating properties.

Refreshing, Stimulating

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.



UNSWEETENED

Borden's Brands Do Build Trade—

Merchants who follow the policy of reserving the choice locations on shelves and counters, and in their windows, for such standard goods as Borden's are those who win and hold the largest measure of public confidence.

Always keep Borden's Brands to the front.

Borden's Condensed Milk Co.

WILLIAM H. DUNN - Montreal and Toronto

Mason & Hickey, Winnipeg, Man.

Shallcross, Macauley & Co., Calgary, Edmonton, Vancouver and Victoria, B. C.



Beans, of first grade, put up scientifically are sure to be of the highest quality, particularly when put up by people of long experience in the packing business, who know.

In every particular

Balaklava Brand BAKED BEANS

fill the bill. Your most exacting customer will be satisfied.

This is the line



The Eastern Canning Co.

PORT CANADA, : N.B.

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

The Ideal Mill for the Grocer



In compactness, neatness and stability, no less than in attractiveness, finish and beauty of design

Coles' Electric Coffee Mill

has no peer at any price.

It will granulate 2 lbs. of Coffee per minute, and is connected direct up to your lamp socket, saving cost of wiring. The price cannot fail to attract you.

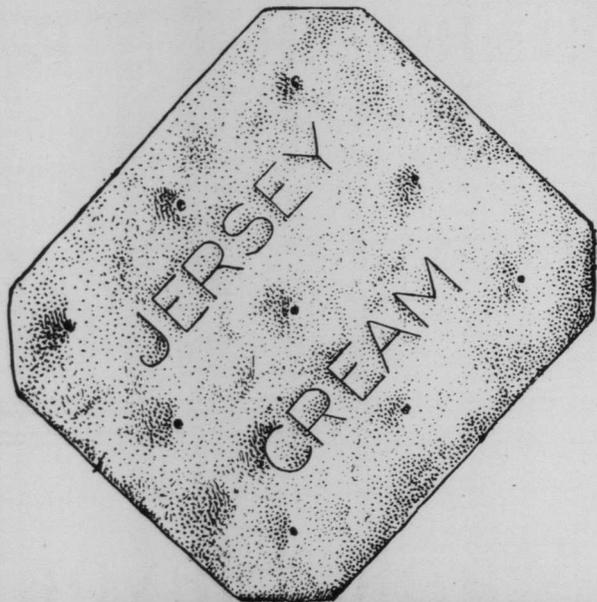
\$65 for D.C. current, (\$75 for A.C. current) and we guarantee each machine perfect. Write for details.

COLES MANUFACTURING CO.

1625 North Twenty-third St., Philadelphia

AGENTS:

Chase & Sanborn, Montreal
Tudhunter, Mitchell & Co., Toronto and Winnipeg
Young Bros., Vancouver, B.C. Wm. Braid & Co., Vancouver, B.C.
L. T. Newburne & Co., Calgary, Alta.



The New Kind of Soda Biscuits

WHAT every grocer knows will sell like hot cakes—soda biscuits in a real dainty design. Here they are—McCormick's FANCY Jersey Cream Sodas. Much thinner, smaller and neater than ordinary sodas. Wonderfully crisp, flaky and tasty.

The demand is already large. In a couple of months it will be tremendous! Mail orders will be filled promptly!

Put up only in 5c. and 10c. Blue Label Packages

MCCORMICKS

FANCY JERSEY CREAM SODAS

BISCUITS



Factory at London. Warehouses: Montreal, Ottawa, Hamilton, Kingston, Winnipeg and Calgary

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

THOS. O. BAXTER,
27 Front Street East, Toronto

Brand & Co., Ltd.

Price list and full particulars on application to our agents
or H. Hubbard,
27 Common St., Montreal

Purveyors
to
H.M. the King

London, Eng.

WHITE SWAN LYE

MAKES DIRT FLY

AND YOUR PROFITS HIGH

BUY

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.

We make a specialty of

Maple Flavor

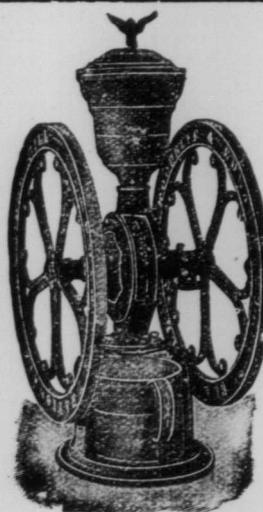
For Manufacturers of Extracts
Syrups, Biscuits and Confectionery

STUART BROTHERS

Distillers Essential Oils, Etc.

NIAGARA FALLS

CANADA



ELGIN NATIONAL COFFEE MILLS

are made in no less than
40 DIFFERENT STYLES

This favorite mill, in addition to its being the easiest running and fastest grinding on the market, is an ornament to any Grocery, owing to its attractive symmetry and finish.

The ELGIN has steel grinders, can be adjusted while running and sells at a

LOW COST

Ask any of the following Jobbers for our Catalogue:

WINNIPEG—G. F. & J. Galt (and branches); The Codville Co. (and branches); Foley Bros., 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.

The "QUALITY" SARDINE



You can enhance your reputation and add to your profit by handling

KING OSCAR BRAND SARDINES

the line which is uniformly pure, sweet and well packed.

They are a trade-winning line and never fail to satisfy.

CANADIAN AGENTS

J. W. Bickle & Greening

(J. A. Henderson)

Hamilton,

Ont.

Get Purity Flour To Help You Win The Home-Baking Trade

There is only ONE way for you to win a larger share of the trade of the women who bake their own bread. That is to provide the home-bakers with a better flour than they are at present using.

Provide them with a flour that excels in strength, in nutriment, in uniformity, that will make whiter loaves. Then you'll get their trade.

Such a flour is

PURITY FLOUR

It is made exclusively from the high-grade constituents of the hard wheat berry. It therefore possesses greater strength and nutriment than flour made of the low and the high-grade constituents mixed together.

The tests for uniformity are so careful and exact that the quality of PURITY flour is absolutely the same from the beginning to the end of each crop year.

And the loaves baked from PURITY are as "white as the driven snow"---the pride of the home-baker.

Of course, PURITY flour will cost the home-bakers a little more per bag or barrel, but they will be glad to pay the little extra price for so much extra quality.

And you will have their permanent trade after they have tried one bag of PURITY, for it will prove that it is more economical than ordinary flour, because it makes

"More bread and better bread"

Send us an order now for PURITY FLOUR.

Western Canada Flour Mills Co., Limited

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

THE CANADIAN GROCER

Do You Sell Wafers?

If so, read what a Pacific Coast firm have to say about the keeping qualities of

Frou-Frou

The World's Greatest Wafer.

MacGregor Specialty Company,
Toronto, Canada.

Seattle, Washington, Feb 1, 1910.

GENTLEMEN:

In reply to your favor of 27th ult., would beg to state that Frou-Frou is the best seller we know of on this coast, once an order is placed it means a repeater.

The goods have many great merits, one of the principal ones being they *keep fresh, moist and sweet indefinitely*, never knew of a single can becoming rancid. We placed Frou-Frou on the Great Northern R.R. Steamer "Minnesota," one of the largest in the world, and it is on salt water all the time and in the different tropics, and we reserved a can for a test as to its keeping qualities, and on its last arrival here December 22nd, 1909, the can that was left open was just as fresh and sweet as when placed on board, being nearly a year back and forward from Japan, China, Manilla and other far Eastern points to the port of Seattle.

Yours faithfully,

THE THOMPSON-GAY CO.

Grocers run no risk in stocking this honey-combed, cream-filled wafer, any season of the year. The crispness and flavor of Frou-Frou are always the same.

FREE OFFER

We want every grocer in the Dominion to "Taste the Taste of Frou-Frou." Send along your name and address and we will mail you a sample tin, with full particulars.

TASTE THE TASTE OF FROU-FROU
The Dutch Wafer of indescribable charm.

MACGREGOR SPECIALTY Co.

Canadian Distributors

TORONTO, ONT.

TO INTRODUCE

JUST A WORD! Our object in this space is to advise the Jobbing Trade that we have been appointed Western Selling Agents and Distributors for the profit-making specialty

KANDY KID

that crisp, candied popcorn and peanuts, which sells on sight and brings your most particular customer back for more.

Ganong Bros., Ltd., Winnipeg

THE "KANDY KID"

Importers, Roasters and Grinders

—OF—

COFFEE AND SPICES

MANUFACTURERS OF

Jams, Jellies, Pickles, Sauces and
Flavoring Extracts

We manufacture a full line of these and are able to supply you quickly and cheaply.

OUR PRICES ARE RIGHT
WE WANT YOUR BUSINESS

Before replenishing your stock get our prices.

Empress Manufacturing Co.

Limited

VANCOUVER, B.C.

THE UNITED STATES CIRCUIT COURT

On May 16, 1910, at Chicago, Ill., issued

AN INJUNCTION

Against the

MONEYWEIGHT SCALE COMPANY

And All its Agents and Salesmen

Ordering them to stop selling Dayton Fan-Shaped Scales, which the Court declared to infringe our patent.

This is Our Scale

Which they Imitated and Infringed



We also own the Foundation Patent on Platform Cylinder Scales like this

We claim this patent is also infringed by the Moneyweight Scale Company by its sale of Dayton Barrel-shaped Platform Scales, and having now established our exclusive right to the Fan-shaped Scale, we have filed suit in the United States Circuit Court at Chicago, Ill., against the Moneyweight Scale Company for infringement of our Cylinder Scale patent, by their sale of Dayton Barrel-shaped Platform Scales.

WARNING

All users of such scales are hereby notified that our attorneys will bring such suits in the United States Courts against the Makers, Sellers or Users of such scales as may be necessary to protect us against the infringement of said patent.

Do Not Involve Yourself in Costly Litigation

TOLEDO COMPUTING SCALE CO.

Makers of Honest Scales

Toledo, Ohio, U.S.A.



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ES

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nd are

rices.

Co.



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

STERLING BRAND

Lime Juice and Cordials

This Thirsty Weather the wise grocer will make a liberal display of

STERLING BRAND

Lime Fruit Juice, Lime Juice Cordial and Raspberry Vinegars

As genuine Thirst-Quenchers they are unrivalled, and they appeal most forcibly to the family trade.

Don't let your next door neighbor collar this desirable trade. See to your stocks today!

The T. A. Lytle Co.
LIMITED
TORONTO



When You Buy

Redpath

Extra Granulated Sugar, you secure the results of the latest process, of modern machinery and of years of experience.

Manufactured by

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

In Constant Demand!

There's a regular enquiry the year around for

SHIRRIFF'S Flavoring Essences

because they combine purity and strength and are distinguished by their natural fruit flavor.



We make a large number of different Extracts, each guaranteed true to label and of full strength. See to your stocks! This is the line to handle if you would hope to cater for the best class trade.

Order from your Jobber or write us direct.

Imperial Extract Co.
8-10-12 Matilda St. - TORONTO

ESTABLISHED OVER 200 YEARS

CHAMPION'S

MALT VINEGAR



LONDON, ENGLAND

IS THE BEST

Commands a Preference over all others.

Made from the finest malted barley.

AGENTS

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

W. H. Escott, 141 Ballantyne Ave. East, Winnipeg

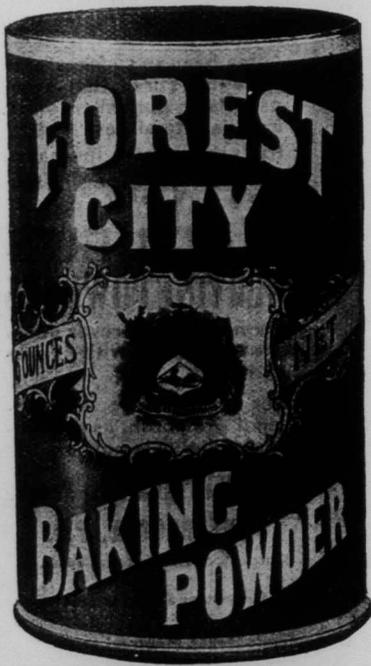
Green & Co., 25 Front Street East, Toronto. R. Robertson & Co., 912-913 Dominion Trust Bldg., Vancouver, B.C.

J. W. Snowdon, 413 St. Paul St., Montreal

We are open to do business on easy consignment terms

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

ASEPTO

SOAP POWDER

"The enemy of dirt"

Housecleaning of every kind is done in half the time and with half the labor if "Asepto" has been called in to the housewife's aid.

It is very economical to use, and its effective cleansing properties are a guarantee of 'repeats.'

See to your own profits by featuring 'Asepto.'

ASEPTO MFG. CO.

ST. JOHN, N.B.

Agents— ROSE & LAFLAMME, Ltd. Montreal

THERE'S a reason why

Canada First Evaporated Cream



sells so well throughout the year. Customers know that the process of manufacture is as perfect as care, skill and cleanliness can make it, and the canning in air-tight, sanitary tins, without the use of acid or solder, uniformly safe. Stock and recommend this splendid selling line.

Order from your wholesaler.

THE AYLMER CONDENSED MILK CO., Limited, - AYLMER, 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

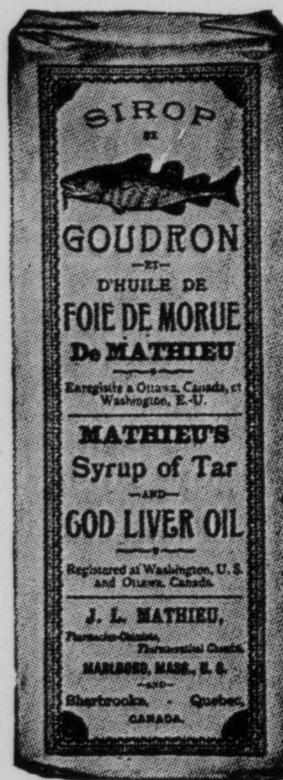
Made only from Pure Cane Sugar

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



MATHIEU'S SYRUP

of Tar and Cod Liver Oil

has a more certain sale than most remedies. It is largely advertised, so that every one is familiar with the name.

It has been so successful in effecting cures that every user is a publisher of its excellent qualities.

Its sales have increased wonderfully everywhere. It is a sure seller.

MATHIEU'S NERVINE POWDERS

are needed wherever colds are attended with pains and fever.

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

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

Distributors for Western Canada:

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

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



McLean's
Cocoanut

HAVE
THE
BEST

The Canadian Cocoa Nut Co.,
MONTREAL

McLean's



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

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.

Are You
HOT
and
THIRSTY
?

*So is
Everybody*
Your customers will
be asking for
"A Nice Drink"

BATGER'S

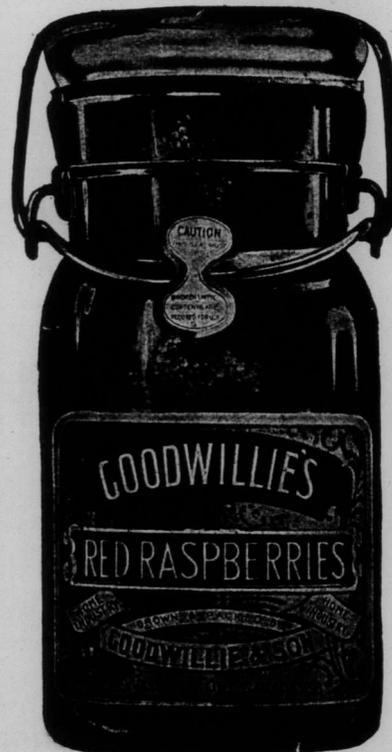
**LIME JUICE CORDIAL
OR BATGER'S LEMON SQUASH**

a delicious and refreshing Summer
Beverage already sweetened, just add
cold water. :: :: :: ::

ORDER FROM YOUR JOBBER

Agents:
ROSE & LAFLAMME, LIMITED
MONTREAL and TORONTO

Goodwillie's Fruits IN GLASS



Have
You
Tasted
Them
Yourself
?

If not,
do so

Agents.

**Rose
&
Laflamme**
Limited

Montreal
and
Toronto

THERE'S PLEASURE and PROFIT

in handling a line of satisfaction-givers like Richards Soaps.



They are honestly made and are guaranteed pure. Here's the full line of

RICHARDS PURE SOAP

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

Agent for Toronto and Hamilton: MR. HUTCHINSON, Omand Mfg. Co., 76 Colborne St., Toronto

Effective



Economical

The Effective Preservation—

—of your Perishables

No Grocer or Butcher can afford to do business without a **EUREKA REFRIGERATOR**.

The Eureka Patented System

is an absolute guarantee against dampness and foul air. Goods will keep fresh in a Eureka longer than in anything else made. This Refrigerator is used by the leading merchants in all parts of the Dominion.

WRITE FOR CATALOGUE

Eureka Refrigerator Co., Limited
56 Noble St., (Near Queen St. Subway) Toronto

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

DOME LINE

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

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.

BAIRD'S "Second-to-None" Pickles



So called because they are second to none for value.

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

GOOD, SOUND
VEGETABLES
and
PURE VINEGAR

Low Price
High Quality

JOHNSTON, BAIRD & CO.

GLASGOW, SCOTLAND

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

GINGERBREAD —BRAND— MOLASSES

A Molasses that increases your sales.

THREE reasons for it:

No. 1—A Strong Baker

No. 2—Body

No. 3—Flavor

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

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

THE BEST THERE IS

Be convinced now.

The Dominion Molasses Co., Limited

HALIFAX

NOVA SCOTIA

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

AURORA

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

W. H. GILLIARD & CO.



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

COFFEE

Retails at 40c. and leaves
you a real good profit.
Don't miss this chance.

HAMILTON, Branch: Sault Ste. Marie

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.



I NVITE trade by making your store attractive. Well dressed windows and cases and carefully arranged goods lose half their effect under a cracked, discolored, unsanitary wood or plaster ceiling.

"Classik" embossed steel ceilings and walls are not only fire-proof and hygienic but very artistic and will last forever. Easily kept bright and fresh by wiping with a damp cloth. Machine-cut beads (patented) make seams invisible and erecting easy.

Quickly and easily installed without interruption to business. Get catalog "A" showing hundreds of designs suitable for stores, schools and residences. It gives full information.

The Galt Art Metal Co., Limited
GALT, ONTARIO
WINNIPEG-DUNN BROS.

Galt "Classik" Ceilings

In replying to the above advertisement mention
The Canadian Grocer

Say, Brother Grocer, are you carrying

SNAP?

We claim that SNAP is absolutely without a rival for chasing grease, paint, dirt and tar from soiled hands.



SNAP SELLS AT SIGHT

and leaves you a good margin of profit.

Order from your jobber

Snap Co., Limited
MONTREAL, CANADA

DOWNEY'S

White



Dove

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

Summer is Here



See that you have a good stock of

**Cold Spring
Lemonade Powder**

on hand. It is a ready summer seller and always popular. In great demand for picnic parties.

Put up in artistic ¼ and ½ lb. tins, to retail at 10 and 20c.

Prices and samples on application.

S. H. EWING & SONS
MONTREAL and TORONTO



Holidays

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

12



Anchor Brand Flour

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

SUCHARD'S COCOA

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

FRANK L. BENEDICT & CO., Montreal Agents.

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

MAPLE SYRUP!

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

The GRAY, YOUNG & SPARLING CO., Limited

**SALT
MANUFACTURERS**

Granted the highest awards in competition with other makes.

WINGHAM ESTABLISHED 1871



**CHINESE
STARCH**

Quick Sales.
Satisfaction.
Large Profit.
No Dead Stock

Get Prices

OCEAN MILLS
MONTREAL

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

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.

WAGSTAFFE'S

**NEW SEASON STRAWBERRY JAM AND
STRAWBERRIES IN SYRUP NOW READY**

Boiled in Silver Pans. Order
quick please.

Mr. Grocer, we protect the health
of your clients.

WAGSTAFFE LIMITED

PURE FRUIT PRESERVERS

HAMILTON

BOYD & CO.

(formerly Watson, Boyd & Co.)

Port of Spain,

TRINIDAD, B.W.I.

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

Correspondence Invited.

All Codes Used.

THE CANADIAN GROCER

PERRIN'S

RED LABEL

PACKAGE



20 CENT TINS

GRAHAM WAFERS

DELICIOUS GOODS, HANDSOME PACKAGES

“ENTERPRISE”

Grocers testify that when they install the

“ENTERPRISE”

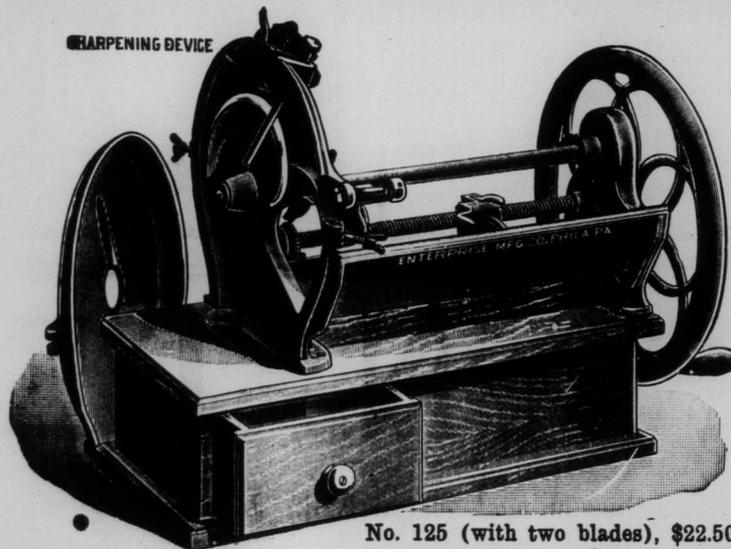
Rotary Smoked Beef Shaver

sales of smoked beef showed a marked increase.

Of course they did.

The easier you make selling and buying—the better for business.

SHARPENING DEVICE



No. 125 (with two blades), \$22.50.
No. 129 (with one blade), 22.50.

Observe the Sharpening Device, the drawer for storing sliced beef; note that the feed is readily regulated to cut from the thinness of tissue paper to 1-8 inch for the No. 125 and from 1-40 to 1-4 inch for the No. 129.

“Enterprise” Smoked Beef Shaver No. 23, Japaned, at \$8.00; cuts evenly with a pendulum stroke.

Write for our latest catalogue of “Enterprise” goods for grocers.

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

New York San Francisco
21 Murray Street 544 Van Ness Ave.

BUILDS BUSINESS

It Pays to Sell CANE'S Washboards



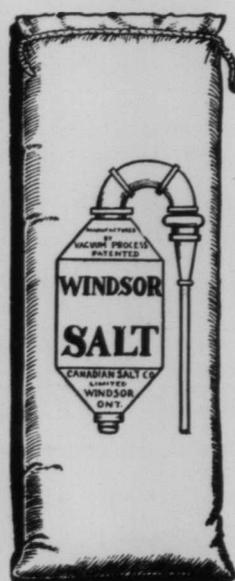
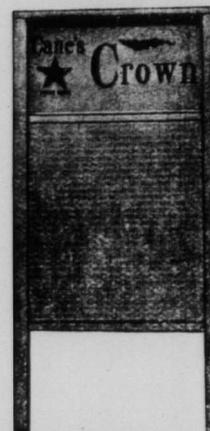
because they are the best-made washboards on the market and are as good as washboards can possibly be made.

Made in ten different styles and grades to suit every class of demand.

These goods are rapid and constant sellers everywhere and never fail to please the women.

Ask your jobber for Cane's Woodenware.

The Wm. Cane & Sons Co., Limited
NEWMARKET, ONT.



THE ONE SALT

you can guarantee to be absolutely pure, and free from adulteration, grit or bitterness---is

WINDSOR SALT

Nearly everybody uses it in preference to any other salt.

The Canadian Salt Co., Limited
WINDSOR, ONTARIO

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

JAPAN TEAS

We now have New Ones on spot, just arrived. Jobbers please write for samples.

S. T. NISHIMURA & COMPANY
MONTREAL & JAPAN

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.

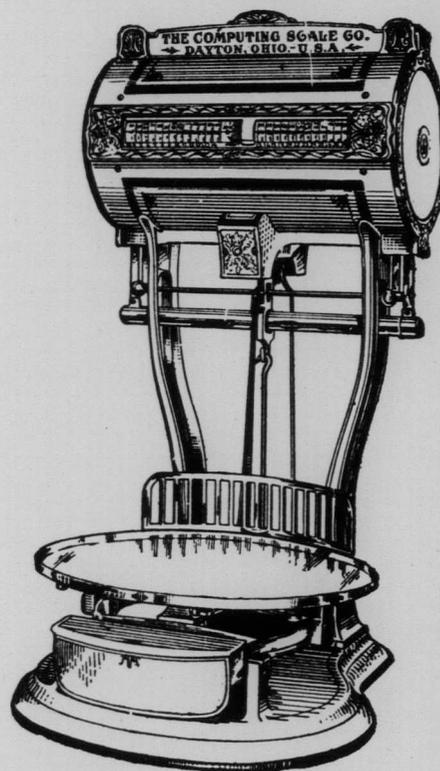
MADE IN CANADA

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



Burners

Quality and Price.

We Defy Competition.

See Our Goods and Get
Prices.

You Shall be the Judge.

**Ontario Lantern & Lamp
Company, Ltd.**

Hamilton

Ontario TRADE MARK.



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.

Crest Brand Olives

The
Best



There's
a Way

of getting hold of the better class trade (the most profitable trade to corner), and the feature 'quality' must loom large in any effort you are making to this end. Sell

"Crest" Brand Olives

They are 'quality' right through. Only the finest picked fruit from the best sources is used and it is preserved with the utmost skill and care.

Don't fail to keep a liberal supply on your shelves. If your jobber can't supply you, write us direct.

Canada Spice & Grocery Co.

Limited

London, Ontario

OK

ENGLAND'S
LEADING
FRUIT SAUCE

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

1000 GUINEAS

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

SAUCE

George Mason & Co., Limited

Sole Manufacturers

LONDON, ENG

Sole Canadian Agents

S. T. NISHIMURA & CO.

MONTREAL

SUB-AGENTS:-

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

MADE IN CANADA

SUPERFINE LINEN RECORD

Perfect conditions of manufacture have
been largely responsible for the
excellence of

Superfine Linen Record

Made in all Weights and Sizes

WHITE, AZURE and BUFF

SAMPLES FURNISHED ON REQUEST

THE ROLLAND PAPER COMPANY, LIMITED

GENERAL OFFICES:
53 St. Sulpice Street
MONTREAL, P.Q.

MILLS AT
ST. Jerome, P.Q.

Quaker Brand Salmon

Your trade needs a consist-
ently 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

The "All-night-soak" Eliminated

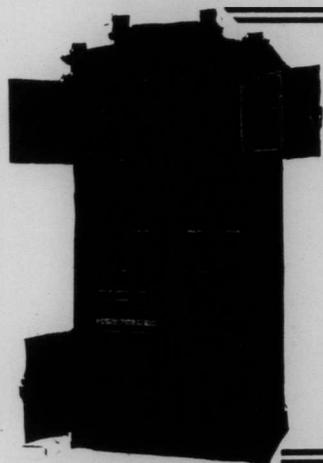


By no means least among the reasons for the great popularity of **MINUTE TAPIOCA** are the speed and ease with which it is cooked. It requires no soaking. Fifteen minutes cooking of **MINUTE TAPIOCA** produces a pudding that in taste, nutriment and good appearance would tickle the palate of a Prince.

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

ASK YOUR JOBBER FOR MINUTE TAPIOCA

Minute Tapioca Co. - Orange, Mass.



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 more over a handsome ornament to any store.

Arctic Refrigerators for All Purposes.

JOHN HILLOCK & CO.

Queen and George Sts., TORONTO

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



White Mop Wringer

always proves a splendid seller, because it does all we claim for it.

It never disappoints. Wrings drier and easier than any other device.

Each one sold is YOUR advertisement, creating more sales.

Watch for TRADE-MARK below; it stands for excellence.

Write for Details. Made in Canada

White Mop Wringer Co.,
FULTONVILLE, : N.Y.



—BUY—

Star Brand

Cotton Clothes Lines

—AND—

Cotton Twine

Cotton Lines are as cheap as Sisal or Manila and much better
For Sale by All Wholesale Dealers.
SEE THAT YOU GET THEM.



"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.

WESTERN

Incorporated 1851

ASSURANCE COMPANY.

FIRE AND MARINE

HEAD OFFICE—TORONTO, ONT.

Assets over - - \$3,570,000
Income for 1906, over 3,609,000

HON. GEO. A. COX, President
W. R. BROCK, Vice President
W. B. MEIKLE, General Manager
C. C. FOSTER, Secretary

British America Assurance Company

A.D. 1833

FIRE & MARINE

Head Office, Toronto

BOARD OF DIRECTORS

Hon. Geo. A. Cox, President W. R. Brock, Vice-President
Robert Bickerdike, M.P., W. B. Melkie, E. W. Cox, Geo. A. Morrow,
D. B. Hanna, Augustus Myers, John Hoskin, K.C., LL.D.
Frederic Nicholls, Alex. Laird, James Kerr Osborne, Z. A. Lash, K.C.
Sir Henry M. Pellatt, E. R. Wood.

W. B. Melkie, General Manager; P. H. Sims, Secretary

CAPITAL - - - - - \$1,400,000.00
ASSETS - - - - - 2,162,753.85
LOSSES PAID SINCE ORGANIZATION 29,833,820.96

Imported Canned Goods

The superiority of the "SOLEIL BRAND" canned fruits and vegetables is universally admitted. This is especially noticeable in the line of giant and normal sizes Asparagus and also in the line of Artichokes bottoms.

The line comprises:

VEGETABLES

- Petits Pois
- Giant Asparagus
- Whole Asparagus Extra
- Asparagus Tips
- Beans
- Artichokes Bottom
- Medleys of Vegetables
- Cut Carrots
- Celery Ribs
- Spinach
- Soups of all kinds

FRUITS IN SYRUP

GLASS JARS

- Apricots
- Pineapple
- Strawberries
- Peaches
- Raspberries
- Preserves and
Jellies of all kinds
in glass jars

Book your orders now, as both prices and qualities are O. K.

D I S T R I B U T O R S F O R T O R O N T O
EBY-BLAIN, LIMITED, TORONTO



BOWSER

Self-
Measuring

OIL TANKS afford a

CONVENIENCE

that alone is reason enough for installing the system.

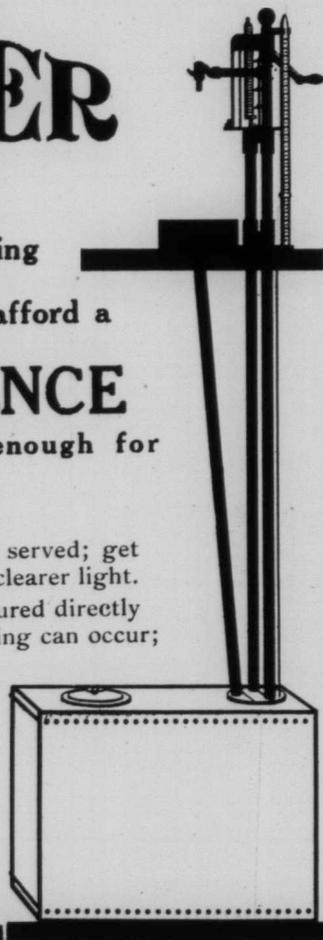
"The convenience is mutual

My customers are better and more quickly served; get clean oil of better quality that gives a firmer, clearer light. The barrels are easily emptied; the oil is measured directly into the consumer's can; no slopping nor spilling can occur; the odor of oil is not found in the store.

Modern CONVENIENCES mean time and money. They draw and hold trade."

Catalog 5-K contains full information regarding Bowser Outfits.

S. F. Bowser & Co., Ltd.
66-68 Fraser Ave., Toronto, Can.



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
ALLISONCOUPONCO., Indianapolis, Ind.

Remember it is more what you get for what you pay than what you pay for what you get that determines whether your business will be successful.— Poor Richard

A Toronto grocer started business away back in 1835 with a strong and steadfast belief in the sale of first-class goods at a fair price as the only basis for building sound trade. To-day this store is one of the largest in Toronto and a national reputation has been established for reliable goods.

Two years ago two young fellows started in to revolutionize the grocery trade in their section of this city. They offered goods at "cheap" prices, but soon found that they could not do this and yet sell first-class merchandise. In their efforts to please the bargain hunters they sold cheap lines. Their goods gave poor satisfaction. They built no permanent trade. Last week the Assignee's sign was on the door.



Yearly sale over 20,000,000 packages

"SALADA" never competes with any firm in price but in the matter of QUALITY always. Could anything benefit you more than to compete with your opposition in the QUALITY of the tea you sell? Make "SALADA" the leader in your tea department and you will realize the value of this suggestion.

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Some Light on Trade Troubles in Selling Sugar

What the "Sugar Question" Is and Some of the Contentions of Wholesalers—Will the Second Grade Cane Sugar Be Eliminated?—This is What Members of the Trade Would like to See—Cannot Sell It Profitably They Say—Retailers' Orders Accepted by Travelers In Case Market Advances.

At the present time the trade is talking about "the sugar question."

This is a rather complicated question when one considers the various grievances of all the parties interested. The wholesalers maintain that the sugar business is on a pretty bad basis. They have grievances against each other, the refiners and retailers.

One of the troubles as outlined by a wholesaler is the selling of second grade cane sugar. This sugar, he said, is sold on a gross margin of profit of 3 per cent. to compete with beet-sugar. He maintains that, since it costs the wholesaler 8 or 9 per cent to do business, there is a good deal of money lost in selling this grade. What he wants to see is the elimination altogether of the second grade cane sugar.

Accuses Retailers of Fraud.

In this connection another wholesaler had a complaint to make on moral grounds against some retailers. They buy this second grade sugar, dump it into No. 1 barrels, and sell it as No. 1 at reduced prices. This he claimed to be a fraud on the public. Others a little less unscrupulous made it "half and half" and sold at reduced prices which affected their competitors who were honest and who desired to make a little profit.

It is well known to many retailers that when the price of sugar advances they can frequently buy at the former price. Travelers either book their orders for 25 or 50 bags on condition that the market goes up within the week or they will call them up by phone just after the advance and offer them sugar at the figure.

Retailers are often amused at this regularity of travelers of practically every wholesale house in their districts. There is always a competition on to see who breaks the news to the retailer first—the winner gets the order 9 times out of 10 if the grocer is in any kind of a recipient mood.

A wholesale house told The Grocer that frequently orders were received by them amounting to some 600 barrels at the old price just after the advance occurred.

There was a suggestion thrown out at one of the wholesalers' conventions that sugar orders be filled at the price existing when the order reaches the house.

Wholesalers Want Lower Price.

The representative of one of the refineries said that the same question ex-

isted between them and the wholesale trade. When sugar advanced the wholesalers very frequently were willing to buy considerable quantities at the old price. He further declared that the wholesale trade were not living up to the Equalized Rates code which says that all orders taken by salesmen shall be billed at the price ruling when the order is taken.

Some wholesalers think that they should have a better profit on No. 1 grade. At the present time they allow the retailer 1 per cent. off for cash if the account is paid within 10 days from date of invoice.

In connection with travelers calling up retailers by phone, wholesalers sending telegrams to retailers, and the booking of orders in advance provided sugar takes a rise, there is the statement that the retail trade is often loaded up with sugar most of which is dead stock for a considerable time. This, it is claimed,

frequently aids in the failure of retailer and particularly if he is in the habit of buying large quantities of other goods as well.

The question is therefore a many-sided one and presents features which are interesting to manufacturers, wholesalers and retail dealers in sugar.

TEA PRODUCTION AND CONSUMPTION.

The increase in the production of tea and the consumption per capita is shown in the following table, taken from an article from the London Economist:

Year.	Total.	Per Capita.
1866	102,265,000	3.42
1876	149,104,000	4.49
1886	178,891,000	4.92
1896	227,785,000	5.73
1906	270,099,000	6.18
1907	273,990,000	6.20
1908	275,415,000	6.18
1909	283,550,000	6.30

Things That Shouldn't Be



A Clerk Who Has a High Regard for Cleanliness Will Not Wipe His Face With His Apron.

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Toronto Grocers Had Enjoyable Trip to Cobourg

The Twentieth-Fifth Annual Picnic of The T.R.G.A. was a Splendid Success—Weather Was Fine and Travelers Were Defeated in The Ball Game by 14-4—Nothing Occurred to Mar the Pleasure of a Delightful Outing—Visitors Were Given the Freedom of the Lakeside Town.

(Staff Correspondence.)

Toronto, June 23.—Native runners arriving late this afternoon from Cobourg convey the intelligence that the lakeside town has almost resumed its usual quietness recently disturbed by the invasion of the Toronto Retail Grocers' Association on Wednesday, June 15.

It was the occasion of their 25th annual excursion and as they have grown in years they have likewise ripened in experience with the result that they have fun-making down to a science. In this regard they were aided and abetted by many Knights of the Grip who apart from their ability to sell soap, spice and clothes lines are past masters of the art of provoking mirth.

Mayor Field at the head of a civic delegation met the grocers and their one thousand excursionists, when the good ship Turbinia tied up at the Cobourg dock, and in a graceful speech extended the freedom of the town to the invaders who accepted it with pleasure and an "I thank you."

Then did the show commence. It must be noted, however, that the Weather Man was in the best of humor and dispensed a brand of sunshine that warmed the hearts of everyone and kept Dave Clark close to the water pail. It has since been learned that Brother Bond at the last meeting of the committee, was deputed to see what could be done about guaranteeing a fine day. To carry out his task it is stated that he paid an official visit to Old Sol, who for weeks had been sulking, told him a couple of funny stories that put the old fellow laughing, and at the time of writing he is still smiling.

Of the simultaneous attacks on the various hotels there is not much to be said. The invaders literally swept all before them, stormed the dining-rooms and left only ruins behind. There was a noticeable tendency to tarry on the part of the committee who had charge of the sports, dinner having almost incapacitated them. Finally, however, a long 'bus swung down the street with Frank Johnston on the end seat, megaphone to his lips heralding the announcement that the main show was about to begin.

Some of the Fast Runners.

The sports and games claimed the attention of the crowd at Victoria Park. The events were numerous and were well contested, some of the finishes being of the keenest. The number of incidental amusing occurrences were grateful interludes. Space will not permit recording all the results, but the Hall of Fame must be opened for some of the principal events.

100 yds., members only—1, R. Davies; 2, C. F. Thorne; 3, J. M. Cork.

50 yds., members over 45 years—1, T. Clarke; 2, D. W. Clarke; 3, D. McLean.

One quarter mile, members handicap—1, D. Bell; 2, C. F. Thorne; 3, D. W. Clarke.

Wholesale merchants' 100 yds.—1, E. McBride; 2, J. Smith.

The relay race was a hummer. It was a quarter mile with each team consisting of eight men, four grocers and four travelers. It was probably the best event of the day and the winning team did well to win out. The winners were Messrs. Ford, Bone, Kingston, King, Thorn, Smith, Harding and Elton.

The Ball Game.

But the event, par excellence, the head liner, the big attraction was the baseball game, Grocers vs. Travelers. The former entrusted their destiny to Bob Davies and during the five innings of play the travelers had a busy time of it. Everybody enjoyed the ascension and Dave Clark, the official scorer growing tired of chalking down the runs, implored the grocers to desist, which they finally did when the score board showed 14 runs to 4, with the commercial men on the short end of the teeter. Even the close friends of the grocers were somewhat doubtful regarding what the score would be and Bob Davies himself scarcely looked for a walkover. The ball was as big as a pumpkin before it behins to turn yellow, and the bat was no thicker than a fat broomhandle. For four innings the game was a whirlwind with all kinds of excitement of which the umpires contributed no small part by their decisions and their efforts to escape slaughter at the hands of an infuriated multitude. They were lured back again, however, each time and all went as merrily as a marriage bell.

The grocers lined up as follows: F. Thorne, 1b.; H. Johnston c., R. Davies p., T. Gould 3b., J. M. Cork c.f., T. Clark 2b., J. Williamston rf., J. Burns s.s., Carlton lf.

A Great Catch.

Thorne was the "Grimshaw" of the game, driving the young balloon deep and hard for three runs out of four times up. Stevens the travelers' box artist was easy for the grocers, who gave evidence of considerable ability. Jerry Burns distinguished himself by catching a screamer straight from the bat. It stuck in his hands like gum and retired the travelers who had the bases full, but two men were down. Jerry likewise found himself on first and a wild throw went far over the baseman's head. He was half pulled, half helped around the circuit stopping at each base only to be started again by Thorne. After the game, President McLean wired the result to the New York papers, at the same time filing a claim to play for the World's Championship during the coming fall. In the golden book of time, therefore, is written a vivid account of the victory at Cobourg, but the travelers state that

it was hardly a square deal to invite them to the outing, challenge them to a game and conclude by "beating their heads off."

The return trip was particularly delightful and almost at midnight the final curtain dropped on the last scene of a comedy that everyone enjoyed.

Heard on the Side.

A record, and a little better than the best.

The committee looked "nifty" in their yachting caps.

Heard frequently on the hurricane deck from a party of the fair sex, "Oh, you Charlie Kimpton."

Considerable anxiety was felt for the safety of Dick Van Loon, who disappeared shortly after the boat's arrival. However, he had only slipped around the corner to buy a dog.

David Bell—applause from the gallery—won the coveted gold medal, beating out a whole field of fast men in the ¼-mile stampede. He will wear it on his evening suit at the next "at home."

In a coffee manufacturer's guessing contest—coffee beans in a tin—many of the guesses qualified as "has-beens."

A note in passing re the "Harrigan Club." They sang all day and are probably singing yet. Their efforts were enjoyed although at times the tenor shot off at a tangent.

Jack Beaumont, the secretary, got away with a lot of hard work that was appreciated.

Dave Clarke, better known as "Ear Clipper," made an ideal starter in the racing events.

Tom Clarke caught the "lydies" at the tape. He had offers for all kinds of help, but intimated that he could look after his duties all right.

That little cabin on the hurricane deck! It was the committee room. You know, where they count the coin, discuss the weather and—other things.

The soap race was a hummer, and was well arranged.

Frank Johnston and W. C. Miller, the megaphone artists, may apply for positions on the Toronto or New York police force. As cops of the race course they were big hits.

The millionaire residents of Cobourg heard that Lord Charles Beresford was in their midst, but on enquiry they discovered the stranger to be J. S. Bond, who closely resembles "his nibs."

Tea and baking powder hats were conspicuous and made the committee "sore" on account of the similarity to their dinky yachting caps.

Tom Vance has at last left off that old time and well known two-piece suit. His little nephews sang songs before a large assembly on the top deck.

Dave Bell was right at home in Cobourg. That is where he spent his apprenticeship days.

The knights of the grip who really make a noise were all there. They mix well with any crowd and as fun makers they have it on the best circus jesters that eper swung a slap stick.

Dave Radcliffe, "The Euchre Fiend" and other associates such as Fred Mason, Charlie Collins, John Butcher, Milton Cork, Geo. Crosbie, Jack McBride, Jack Wright, J. Balfour, Sam Richardson and others, could be found trying to play lone hands.

Don McLean, the president, was as happy as a lark and de-lighted with the outing.

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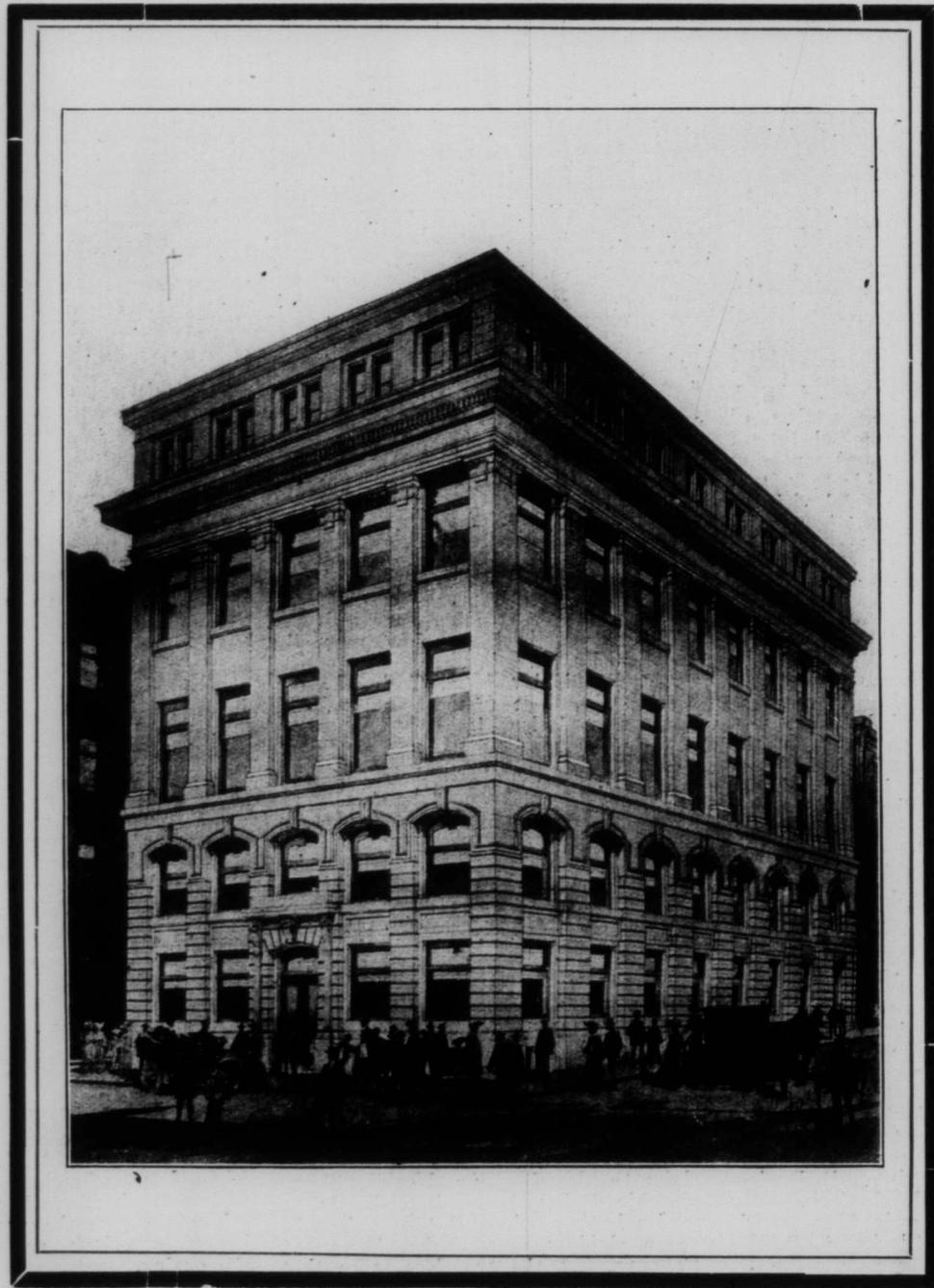
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His Face

THE CANADIAN GROCER

LAKE OF THE O



LAKE WOODS
MILLING COMPANY, Ltd.
MONTREAL

THE WOODS BUILDING

THIS, Brother Grocer, is our New Building. ¶ After twenty-one years in the "other man's" house, we have moved into Our Own. ¶ Could we have chosen a better

time than our Twenty-First Anniversary—the year of our Coming of Age? ¶ For several years past we have felt much like the small boy whose clothes are getting too tight due to his getting too big. So, in a sense, we have "grown" into our new quarters. ¶ To-day our feelings may be compared to those of the industrious retailer who, after many years of wishing and striving, sees his fondest ambitions realized—beholds himself installed in a nice, new store of his own, from cellar to attic his own. Maybe you have experienced the feeling. ¶ We might tell how our Business has grown and the wherefore—how Quality was a watchword, Confidence the basis, Square-dealing the corner-stone. But we shant. ¶ Give a peep to the opposite page. There, Brother Grocer, stands a monument to the Success of our Retailers, to the Satisfaction of their customers. ¶ Our Success is based on Yours. Without You we would have failed. So we thank you. From now on we are Optimists. ¶ And when you happen in Montreal, we want to see you, chat about things. You'll come in, won't you? For we like to talk business with a Business Man. We shant mention FIVE ROSES at all, at all—unless you start the floury topic first. ¶ We have all the space we need to make "Better Service Best"—mean to. ¶ And we're awful proud of our bright, new workplace. Won't you congratulate a fellow?



LAKE WOODS
MILLING COMPANY, Ltd.
MONTREAL

London Grocers Annual Outing a Success

Took Large Crowd to Detroit Where the Day was Spent in Many Different Ways—Provided Lunch on the Train for their Guests Who had an Enjoyable Day—Some of the Little Incidents of the Trip—Jottings from Along the Line.

London, Ont., June 22nd, 1910.—The annual excursion of the London Retail Grocers' Association was held on Wednesday, June 15th to Detroit, Mich., and proved a success from every viewpoint. The special G.T.R. vestibule train left the city at 7.30 a.m. and arrived in Detroit at 10.30 o'clock after a splendid run when it is remembered that there were 14 coaches and a baggage car. The latter was fitted up as a buffet car where the grocers looked after the inner wants of their friends. Everything was free and the Grocers proved themselves generous hosts. The lunch included oranges, bananas, sandwiches, olives, old cheese, biscuits, pickles, etc. and all kinds of soft drinks and tobacco. The ladies were not forgotten by the committee who passed fruits, sandwiches, etc., to all on board. Souvenir packages of chocolates and biscuits were passed around to all the ladies by the representatives of the manufacturers.

Arrival in Detroit.

After the arrival of the excursionists in Detroit, most of them took the boat to Belle Isle where they enjoyed an auto trip around the island. The boys had hard work to keep Joe Beechey and Norman Ripley from taking the young seal from the Aquarium with them. Jim Wilkey said he never did like fish because they were always thirsty. After dinner, all the boys wended their way to the ball game between Detroit and Boston. They were sadly disappointed however, by the trouncing the Tigers received, 8 to 3 being the score. Mullen, Detroit's star pitcher was batted all over the garden. Alex. Boyd said he could see better ball in the Eastern league. This was the first time Alex. accompanied the Grocers on their outing, succeeding his namesake Joe Boyd, who the Grocers are sorry to learn, is leaving for the west. However, they are pleased with his successor. Fred Tobias was a welcome visitor. At the ball game he could be heard alright, but not seen. He was not only right at home with the boys, but was a general favorite with the ladies. They seem to like his curly hair. Ed. Ryan and Tom Ranahan were the singing comedians in the baggage car. Everybody helped them in the chorus especially with "Has Anybody Here Seen Kelly?" Clem Garvey was out looking up something new to the trade and bought a bottle of nuts in Maraschino which he said were fine.

Clem left them behind. He met some girls and forgot all about the parcel. By the way, Clem made a fine speech in the baggage car on the return trip. President C. W. Summers and Treas. Thos. Shaw also responded, the crowd

singing "They are Jolly Good Fellows." Too much praise cannot be given Bob Ross and Bob Collins for the way they served out the good things in the baggage car. They are a great team, always jolly and springing something new in the joke line. This is the the third year for the two Bobs and the Grocers hope they will have their company often. E. F. Reed and Tom Haskett were among the hardest workers on the train and needless to say made a hit with the fair sex. Dick Donaghy says passing out tickets is harder work than it looks.

Home Again.

The return trip was made in good time. Special street cars were at the station to take the tired but happy crowd to their homes after one of the most enjoyable outings in the history of the local retail grocers' association. The committee that had charge of the arrangements was composed of Pres. C. W. Summers, Vice-pres. Jas. Haskett, Treas. Thos. Shaw, Sec. Cyril Hayes, R. A. Ross, R. J. Donaghy, Ed. Bodkin, Frank Paul, Fred Travers, M. A. Young, J. A. McFarlane, Ernie Shaw and E. J. Ryan. The Grocers presented Hughie Jennings, manager of the Detroit ball club with a box of cigars which the Tiger leader passed around to his cubs.

WANTS GROCERS TO ORGANIZE.

Some of the Important Questions That Could Be Ventilated.

In referring to the recent convention of wholesale grocers in Toronto and the address of E. F. B. Johnston, K.C., the Barrie (Ont.) Saturday Morning says relative to Barrie grocers:

"The question might be asked: Should Barrie have a retail grocers' association? The majority of towns of the size of Barrie, in Ontario, have such an association, under whose auspices are held grocers' picnics and the like. If Barrie had such an association many subjects could be taken up, such as the half holiday, a bet-system of delivery, which is realized by all to be one of the most expensive parts of the grocery trade. Cities and large towns adopt certain rules, goods ordered at certain hours go out at a stated delivery. At present in Barrie small orders are requested to be sent all over town at any hour of the day. A campaign of systematic buying would prove beneficial to buyer and seller. The writer has in mind a town in southern Ontario not half the size of Barrie, where not a single business firm has a delivery rig, all deliveries being made by a firm who make a specialty of delivering goods, at stated hours—at a cost to the store-keeper away below the up-keep of horses, rigs or delivery boys—and,

what is of prime importance, the work is satisfactorily done.

"The dry goods departments, in July and August, their slack season, have forced or persuaded the grocers into giving a half holiday during the two slack months. It so happens that the dry goods men's slack months are the grocers' busy months, being the fruit season. A grocers' association would have something to say along this line.

"It is expected that a meeting of the retail grocers of the town will be held in the near future. There are some 32 grocery establishments in town, which is a large proportion of the retail traders.

"Getting back to the publishing of Mr. Johnston's address, it may be noted that the convention was so well pleased with it, that 5,000 copies were ordered printed, to be distributed amongst the retail grocers of Ontario."

TRADE NOTES.

Many New Stores Opening in the West—Recent Business Changes Throughout the Dominion.

Ontario.

The People's Grocery have opened a retail business at Fort William, Ont.

H. E. Foster & Co., grocers, Fort William, Ont., have sold to J. A. McKenzie.

E. C. Armand, grocer, Arnprior, Ont., has purchased a meat slicer at a cost of \$150.

William Syrie, who recently retired from the Waterous Engine Works has purchased the grocery business of John Huffman, Brantford.

Western Canada.

Geo. Spray has opened a general store at Morse, Sask.

Philip Mohr has opened a grocery store in Winnipeg, Man.

M. W. Urquart & Co. have opened a general store at Tofield, Alta.

E. H. Mitton has opened a grocery business at Edmonton, Alta.

H. W. Reid has purchased a general store business at Sperling, Man.

A. McKinnon, grocer, Saskatoon, Sask., has sold to H. & C. Priest.

Calder & Co., general merchants, Res-ton, Man., have sold to J. B. Forrest.

Joseph Frizell has opened a grocery store at South Hill, Moose Jaw, Sask.

Mrs. J. Naiman, general merchant, Chortitz, Man., has sold to H. Bronstone.

Gerhard R. Adams has opened a grocery and fruit business at Osler, Sask.

Ayling & Hughes, grocers, Cedar Cottage, B.C., have dissolved, Ayling to continue.

Hough Bros. and Wickware Co. have purchased the Stitt general store at Angusville, Man.

Cameron & Heap have taken over the wholesale grocery business of G. F. & J. Galt, Prince Albert, Sask.

It is learned that the McKinnon Co., Weyburn, will build a large departmental store which will be of solid brick with steel structure.

The Canadian Grocer

Established . . . 1886

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JOHN BAYNE MACLEAN . . . PRESIDENT

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AN EARLY CLOSING WAVE.

There is a great wave of progress passing over the continent so far as early closing among the retail trade is concerned.

"Shorter hours" is the slogan and converts among merchants are reported every week. There is just now a proposition before the Hamilton Retail Grocers' Association to close during the summer months on Saturday night at 9 o'clock and if we are to judge from the progressiveness of this association it is likely that results will be seen at their next meeting when the question comes up for final disposal.

Grocers in all parts of Canada are freely admitting that there is no money in late hours. So far as inconveniencing the public is concerned, they say that the public are easily educated and, in fact, consider a merchant in a better light in a great many cases if he is more independent.

There is little sense in working until 11 o'clock on Saturday night if as much business can be done before 9—and if your customers can be educated to shop before nine, why not educate them to do it?

THINGS TRAVELERS SHOULDN'T DO.

The series of cartoons on things that should not be done by travelers is creating considerable interest.

In connection with the recent caricature of a traveler who was puffing cigar smoke in the face of a retailer, one knight of the grip tells of a somewhat similar occurrence.

He had just stepped into a store where there already was a young traveler talking to the merchant. Presently a woman came in, and while the grocer was serving her, the young traveler filled his pipe, lit it, and began puffing smoke about the heads of both woman and merchant.

The result was that that traveler secured no order, and, moreover, the grocer remarked to the competitive salesman who had watched the whole proceedings, that the firm he represented would never have another order from him so long as they sent out the young man in question.

No one will condemn a man for smoking, but there are times when it is undesirable for travelers to do so. The above was one.

GETTING TOGETHER.

At recent conventions wholesale and retail grocers have had conferences for the purpose of discussing the elimination of trade abuses and ways and means of improving business generally.

This is the right idea. It is in keeping with the spirit of the age, which is to "get together." The day has passed when one man will refuse to discuss his methods with a fellow worker, for it has been proved that by associating with one another we not only exchange thoughts but develop the original ideas which we were formerly in the habit of hugging to ourselves and working out as best we could. The other fellow has had experience that we have not had, and we have learned by the sad lesson many things which he has not. A talk over the common subject clears the atmosphere, saving time and money.

Trade conventions are excellent. They should be encouraged by bumper attendances. Frequently a merchant can make a good deal more money at a convention than he can at home, in that he will learn much which otherwise he may have to experience.

WHAT QUALITY IN TEA DOES.

In the matter of the price of teas the Canadian consumer has been rather fortunate during the past 15 or 20 years. While tea has gone up in price to the retailer and jobber in that time, the consumer gets it at practically the same price.

Instances are many where retailers to-day are buying teas at 18 cents which they would scarcely look at a few years ago at 11 cents.

Too many retailers view the selling of tea with indifference and to this may be attributed the losses of many customers in tea and even altogether.

The majority of people enjoy a good cup of tea and are willing to pay for it. Inferior teas may attract some on

account of cheapness, but the bulk of the public want quality.

Grocers should aim so far as possible to cultivate a taste in everyone for the better class. If they do this they are more likely to get repeat orders and to hold their custom—if not all the better class. In making a sale it is wise to assume that others are using a tea of quality. You are more likely to sell a customer the same kind—and you not only satisfy her palate, but increase your profit as well.

CHANGE IN SHIPPING TIME.

A recent order of the Grand Trunk Railway anent the shipping of freight from Toronto has caused a number of manufacturers and jobbers in that city to request that merchants ordering goods for prompt shipment try to get the orders into Toronto before noon; otherwise it will be almost impossible to fill the order and ship the goods the day of receipt.

The railway's order, which went into effect on May 23, states that no goods will be received for shipment arriving at the freight sheds after 5 o'clock in the afternoon. Up to that date goods were accepted up to 6 o'clock. It was then possible to fill and ship the same day orders received before 3 o'clock in the afternoon; but now, owing to earlier collections, 1 o'clock is the latest hour.

As jobbers are frequently requested to hold shipments for enclosures from other houses, the new rule may work hardships by making it impossible for the goods for enclosure to be made up and sent to the shipping house for enclosure in time for that day's delivery.

General merchants ordering goods from Toronto houses will do well to remember this change when sending orders.

EVERY LITTLE HELPS.

Frequently there are articles in The Canadian Grocer which will bear reproduction in the newspapers, with good results.

Not long ago The Grocer published an article on the advisability of all merchants dealing at home, instead of with the catalogue houses. It was pointed out that grocers often send out of the town for dry goods, and the drygoodsman for groceries, etc.

It has since come to our notice that several newspapers throughout the country reproduced the item upon request of some of the grocers. In addition to printing it, editorial reference was made to the principle, which cannot fail to have a good effect.

Merchants should be on the watch for everything that will tend to place trade on a better basis. The higher business plane cannot be reached all at once; it takes time, and every little helps.

The Markets—Opinions Agree Re Salmon Prices

Good Business Reported—General Trade Has Been Greatly Assisted by the Weather—Berry Crop is Reported Heavy and Should Make Big Demand for Sugar—Seasonable Articles are Moving Rapidly—Canned Vegetables Selling Well With a Scarcity in Peas Experienced—Surmises on Opening of Salmon Market.

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

QUEBEC MARKETS

POINTERS—

Raw Sugar—Firmer.
 Cream Tartar—Firm, at recent advance.
 Brazils—Half cent lower.
 Teas—New Japans on the market.
 Montreal, June 23, 1910.

The recent warm weather has stimulated trade to such an extent that local jobbers report conditions better than in the fall. Business is not confined to any one line but seems to be generally brisk. Collections might be improved, but at the same time, taking it all through, the situation is very satisfactory.

Raw sugars are again firm and higher. The situation at first looked as if the weakening would be sufficient to bring down the price of refined, but evidently such will not be the case.

The report regarding damaged by frost tomatoes seems to have been well founded if we are to judge by the trade passing at present. The buying has even extended to the other lines of vegetables.

Cream of Tartar seems to be almost impossible to obtain and is holding fully 2c higher than six weeks ago.

Country buyers are beginning to come in much more frequently owing to the roads being in such dry condition at present. Taken altogether the situation looks very promising to local men.

SUGAR—The condition of the raw market is firmer, both for beet and cane, and prospects look much better for the future. Sales are increasing rapidly, owing to the warm weather now prevailing. No changes seem likely in jobbers, prices for some time to come.

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 37½
Crystal Diamond Dominoes, 5-lb. cartons, each	0 37½
Extra ground, bbls.	5 60
" 50-lb. boxes	5 60
" 25-lb. boxes	6 00
Powdered, bbls.	5 40
" 50-lb. boxes	5 60
Phoenix	5 10
Bright coffee	5 10
No. 3 yellow	5 00
No. 2 "	4 90
No. 1 " bags	4 75
Bbls. granulated and yellow may be had at 5c. above bag prices.	

Syrup and Molasses—The market in both lines is very quiet at present and seems likely to continue for some time. Prices remain firm, however, particularly so in molasses. A few fairly large sales of Barbadoes have been reported.

Fancy Barbadoes molasses, puncheons	0 36	0 38
" " " barrels	0 38	0 39
" " " half-barrels	0 40	0 41
Choice Barbadoes molasses, puncheons	0 31	0 33
" " " barrels	0 34	0 36
" " " half-barrels	0 36	0 38
New Orleans	0 27	0 28
Antigua	0 30	0 30
Porto Rico	0 40	0 40
Corn syrups, bbls.	0 40	0 43
" 1-bbls.	0 03½	0 03½
" 1-bbls.	0 03½	0 03½
" 38½-lb. pails	1 80	1 80
" 25-lb. pails	1 30	1 30
Cases, 2-lb. tins, 2 doz. per case	2 50	2 50
" 5-lb. " 1 doz.	2 85	2 85
" 10-lb. " 1 doz.	2 75	2 75
" 20-lb. " 1 doz.	2 70	2 70

Tea—New Japans are now on the local market at about the same prices as for last year's stock. Matters remain quiet, however, as the quantity here at present is comparatively small. All lines of teas are firmly held at present prices, with local stocks light. Inquiry is improving slightly.

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 Souchongs	0 20	0 22
India—Pekoe Souchongs	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—The trade is fairly busy at present, which is encouraging for this time of year. Prices are unchanged but show considerable firmness. Stocks are none too heavy.

Mocha	0 18½	0 25	Santos	0 14	0 17
Rio, No. 7	0 10	0 12	Maracaibo	0 15	0 18

Spices—The spice business is still booming. Such a continuous run of business for this time of year is a very encouraging symptom, and is rather unusual for this time of year. Cream of tartar continues extremely scarce and is holding two cents above prices of six weeks ago. Ginger and peppers are held very firmly.

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

Dried Fruits—There is a considerable scarcity of Valencia raisins this week, and prices are very firmly held. Other lines are quiet. In fact, trade in dried fruits is pretty dead just at present.

Currents, fine filatras, per lb., not cleaned	0 06½
" " " cleaned	0 06½
" Patras, per lb.	0 07½
" Vostizza, per lb.	0 08
Prunes—	
40-50	0 09
50-60	0 08
60-70	0 07
70-80	0 06½
80-90	0 06
90-100	0 06½
Raisins—	
Australian, per lb., (to arrive)	0 06½
Old seeded raisins	0 09

" fancy seeded, 1-lb. pkgs.	0 09
" loose muscatels, 3-crown, per lb.	0 07½
" " " 4-crown, per lb.	0 09
" sultana, per lb.	0 07½
Malaga table raisins, Rideau clusters, per box	2 25
Valencia, fine off stalk, per lb.	0 05
" select, per lb.	0 06
" 4-crown layers, per lb.	0 06½

Nuts—The Brazil nut situation has finally shown what was to happen. Prices are ½c lower this week. At first it seemed as if the change would be the other way, but the scarcity was evidently exaggerated. Other lines are quiet except peanuts in which the usual summer briskness is showing up.

In shell—		
Brazils	0 14	0 15½
Filberts, Sicily, per lb.	0 11	0 12½
" Barcelona, per lb.	0 10	0 10
Tarragona Almonds, per lb.	0 13	0 14
Walnuts, Grenoble, per lb.	0 13	0 14
" Marbots, per lb.	0 12	0 12
" Cornes, per lb.	0 11	0 11

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

Peanuts—		
Spanish, No. 1	0 12	
Virginia, No. 1	0 13	0 15
Pecans, per lb.	0 65	0 65
Pistachios, per lb.	0 75	0 75

Walnuts—		
Bordeaux halves	0 28	0 30
Brokens	0 23	0 27

Evaporated Apples—Export trade has let up to a considerable extent but it seems to have had a beneficial effect on local conditions, as trade here shows signs of renewed life. The price for high grade goods is still ranging about 8c.

Evaporated apples, prime	0 08
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Beans and Peas—The market for both lines is very quiet at unchanged prices. Export demand is light.

Ontario prime pea beans, bushel	2 30
Peas, boiling, bag	2 50

Rice and Tapioca—Rice is having a fairly steady sale in small quantities. Prices are firm at the recent advance. Tapioca is selling well. Even the higher prices asked for seed is not deterring buyers.

Rice, grade B, bags, 250 pounds	2 90	
" " " 100 "	2 90	
" " " 50 "	2 90	
" " " pockets 25 pounds	3 00	
" " " pockets, 12½ pounds	3 10	
" grade c.c., 250 pounds	2 80	
" " " 100 "	2 80	
" " " 50 "	2 80	
" " " pockets, 25 pounds	2 90	
" " " pockets, 12½ pounds	3 00	
Tapioca, medium pearl	0 05½	0 08

CANNED GOODS

MONTREAL.

The recent reports of a damaged tomato crop have stimulated buying very considerably. Nearly all the vegetables have felt the effect.

Canned beef is rather quiet since the

The jobbers in fruit report business brisk. The orders from country customers are heavy and the quality of the stock offered is said to be excellent. Large quantities of bananas are being handled, and the price ranges from \$1.75 to \$2.40 per bunch. The price of lemons has been advanced. They are quoted at \$4.25 per case. The first big shipment of "Verdelli" lemons, arrived in good condition. They are sound and will keep well. Navel oranges range from \$3.25 to \$4. Good pineapples are also on the market in large quantities, and are selling at \$3 per crate. American cabbage are \$1.75 per crate, and potatoes \$1.25 per bag. Tomatoes are selling at \$3.50 per crate, and American wax beans at \$4.50.

The recent heavy frost in the western portion of King's County did considerable damage to small fruits. Thousands of tomato plants, it is reported have been destroyed, beans are completely ruined, and the market gardeners are predicting a dearth of early vegetables.

Creamery prints	per lb.....	0 26	Beef, Canadian	per bbl.....	18 50 19 50
Creamery solids	per lb.....	0 23 0 24	Hams smoked	.....	0 18 1/2
Dairy, tubs, lb.	0 22 0 23		Pork, fresh.....	0 10 0 11 1/2	
Fresh eggs, doz.	0 19		Codfish, quintal	.....	5 50
Butter, local			Herring, pickled	per bbl.....	5 00
creamery.....	0 30		Potatoes—		
Eggs, California.	0 28		P.E. Island, bag	.....	1 50
Eggs, local.....	0 33 0 35		Nova Scotia.....	1 50	
Cheese, Ontario	0 14 0 15 1/2		Onions, Spanish	per lb.....	0 02 1/2
Manitoba.....	0 14		Onions, American,	per lb.....	0 02 1/2
Lacon.....	0 28 1/2 0 29 1/2		Onions, Berrada,	per box.....	1 50
ard, pure.....	0 18 1/2		Molasses, fancy	Barbados, bbl.	0 36
ard, compound	0 17 1/2		Molasses, fancy	Barbados, gal.	0 32
Potatoes—			Beans, bushel.....	2 25	
shcrofts, ton.....	20 00		Beef, American	plate per bbl.	20 00
ocal, ton.....	5 00 10 00				
al. Burbanks.....	32 00				
Canned Goods—					
as, Early June	1 35				
omatoes.....	1 27 1/2				
orn.....	1 02 1/2				
pples.....	3 42 1/2				
awberries.....	1 75				
aspberries.....	2 02 1/2				
anned salmon.....	6 50				

MANUFACTURER AND JOBBER.

"Manufacturers," says a writer in the New York Journal of Commerce, "in order to defend themselves against the competition of the manufacturing jobbers are being compelled more and more, it is said, to favor the so-called legitimate jobber by allowing him an extra discount. It is the opinion of many observers of the situation that this is at present the most effective defence of the manufacturer. It has been figured out that of two orders of 100 cases each turned over by the manufacturer, one of them to the straight jobber and the other to the manufacturing jobber, the straight jobber will by the work of his own salesmen add a re-order of 30 cases to the original one, whereas the manufacturing jobber may not even fill all of the original order. The manufacturer claims, moreover, that the competing jobber is quite apt to take advantage of the initial work done among the retailers by filling re-orders from his own brands.

At the present time some manufacturers estimate, it is said, that the straight jobber should have an advantage of 2 1/2 per cent.

"This expedient illustrates the condition in the grocery business from the manufacturer's and jobber's point of view, especially in some of the large cities such as New York and Chicago. The large wholesaler with considerable capital has naturally attempted to maintain his individuality by getting out products under his own name. The result has been an inevitable clash with the manufacturer. Compromises have been attempted from time to time, with

the usual temporary results of such arrangements. The end will necessarily be a readjustment on both sides in conformity with the natural evolution of trade."

GROCERS ISSUE CHALLENGE.

In a recent issue of The Grocer an article appeared in regard to the adulteration of food stuffs in as shown by a Pure Food exhibition held at Westminster, England. Grocers and provision dealers resent the assertion of the promoters of the exhibition made as to the "general practice" of "faking" or adulterating articles of food. The metropolitan Grocers' Association, at a large representative meeting challenged the "pure food" exhibitors to state explicitly where they bought the articles they have been showing, and which they assert are found on analysis to contain the foreign substances described. The secretary of the association visited the exhibition, and examined, as far as permitted, the substances stated to be used as adulterants. They were such, he says, as not even the poorest person in the poorest street in London would buy, and he refused to believe that any of the articles were purchased unless the names of the vendors and manufacturers are disclosed. The statements made at the exhibition are declared to have been made with the view of prejudicing the public mind against the food supply of the country, and the latest reports of the Local Government Board are pointed to as proving that the adulteration of food stuffs in England is yearly becoming less and less.

... that the indus-
... down to 28c, loc-
... local to 30c.
... nature in the po-
... how there may
... article available,
... d back to get high
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... low as \$5 a ton,
... of them, now that
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... It was not very
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... es in the garbage
... e the price drop.
... the benefit, while
... ts the objections,
... ith complaints of
... go almost beyond
... apparent excuse.

MARKETS.
... S., June 22nd.
... the market this
... he price of butter.
... t about by the in-
... resh made dairy
... ek many farmers
... all tubs of fresh
... h they sold from
... ll good stock and
... d of at 20 cents
... sed supply caused
... one to two cents
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... get busy at hay-
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... kinds are in good
... ers report heavy

... and feed remain
... fairly good
... ver prices having
... buyer. The fish
... and fairly good
... . The steamer
... from here this
... cases of canned
... an markets.

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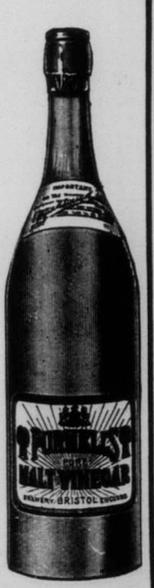
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Randall's Grape Juice

to thirsty, tired customers.

THE PROHIBITION SENTIMENT IS STRONG. The sale of alcoholic drinks, and with them wines, most of which are adulterated, is fast losing ground. Instead people are drinking the Juice of the Concord Grape as prepared by the Randall Company—absolutely Pure and NON-ALCOHOLIC, but tonic, invigorating and delicious—veritable nectar.

Randall's Beverages—First in Excellence; First in Healthfulness; First in the hearts of our thirsty men.

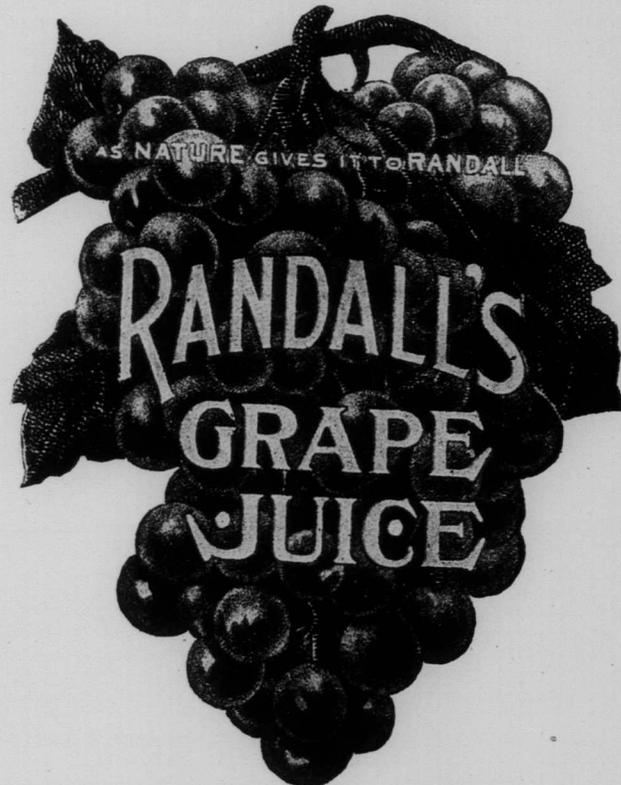
JUST AS POPULAR as RANDALL'S GRAPE JUICE are

Randall's Carbo-Grapo Syrup Randall's Grape-Ale Syrup

These Syrups are made with PURE GRAPE JUICE, condensed, and sugar added, to be diluted with water or soda water.

Carbo-Grapo and Grape-Ale Syrups were originated by Mr. Randall. A little Carbo-Grapo or Grape-Ale Syrup in a glass, turn on the siphon bottle, and you have the most beautiful, thirst-satisfying, health drink of the day.

If your jobber does not sell RANDALL'S Grape Juice Drinks, write to us for names of jobbers who do.



PRICE LIST

Liquid Measure.

GRAPE JUICE

Half pints	(36 bottles) per case	.... \$4.50
Pints	(24 " ) "	.... 4.75
Quarts	(12 " ) "	.... 4.25

GRAPE-ALE SYRUP

A blend of Grape Juice and Ginger.

Quarts	(12 bottles) per case	.... \$4.50
Pints	(24 " ) "	.... 4.75
Gallon Jugs	(4 Jugs) per jug	.... 1.50

CARBO-GRAPU SYRUP

condensed.

Quarts	(12 bottles) per case	.... \$4.50
Pints	(24 " ) "	.... 4.75
Gallon Jugs	(4 Jugs) per jug	.... 1.50

RANDALL GRAPE JUICE CO.

JORDAN, ONTARIO

Limited

C. L. MARSHALL & CO., Toronto, Representatives

Your best advertisement lies
in pleasing your customers.
Very easily done if you sell
them



“NUGGET” (Waterproof) POLISHES

ON SALE ALL OVER THE WORLD



THE NUGGET POLISH CO., LIMITED

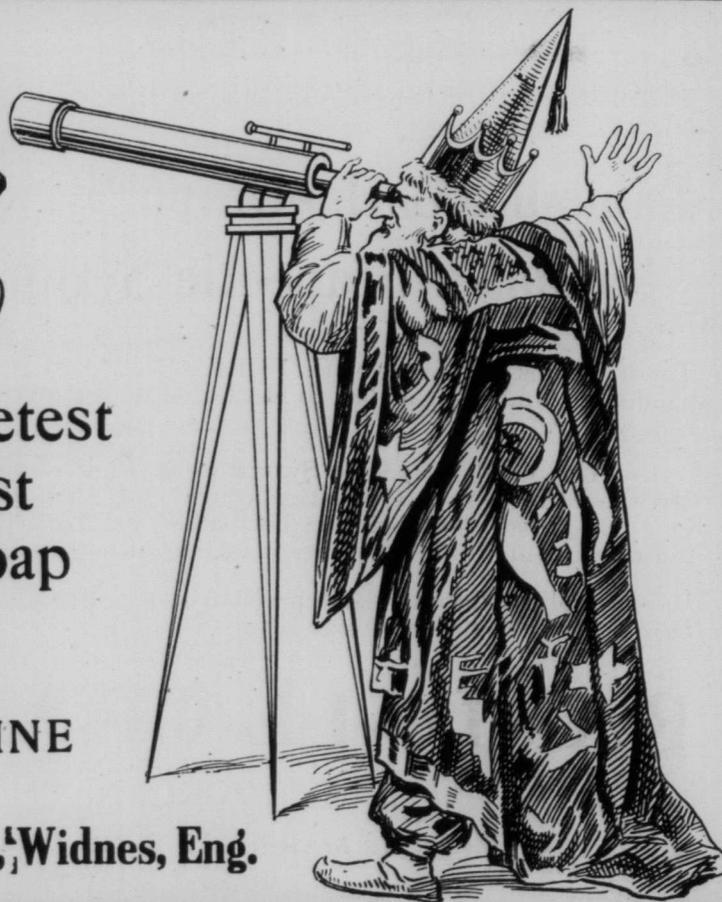
TORONTO :: :: HALIFAX

Gossages' Magical Soap

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

GUARANTEED GENUINE

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



NOW is the time

to seize the opportunity offering of placing your goods on the booming Western Markets. We are here to tell you of the demand, possibilities and opportunities which the West is offering right now, and we will handle your goods for you on a reasonable commission basis.

We have an intimate knowledge of the commercial conditions, and will give you conscientious, thorough and satisfactory service.

Our large track warehouses at all the important commercial centres offer special facilities unequalled by any other firm.

Write us TO-DAY for details

NICHOLSON & BAIN

Wholesale Commission Merchants and Brokers

WINNIPEG REGINA CALGARY EDMONTON FORT WILLIAM

Storage for all classes of merchandise.

Cars distributed at Calgary, Winnipeg, Regina, Edmonton, Fort William.

“E.D.S.”

BRAND



Jams, Jellies, Grape Juice

and

Catsup.



JUDGMENT

THE POPULAR VERDICT ON

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

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

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

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



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

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

WINNING ITS WAY!

EASIFIRST



SHORTENING

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

ORDER FROM

GUNNS PORK AND BEEF PACKERS LIMITED TORONTO

The Demand for Smoked Meats has Increased Enormously since the 1st of the month.

This is, no doubt, owing to the hot weather demand and which may be expected to keep up until September.

In order to avoid delay in shipment and annoyance to our customers we would ask you to kindly let us have your orders early.

F.W. Fearman Co.
LIMITED
Hamilton

THE MILK

Everywhere acknowledged to be Richest and Best



Reindeer Condensed Milk

The dealer wins customers by selling reliable goods that give satisfaction.

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

MILD CURED

Breakfast Bacon Skinned Backs and Hams

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

The WM. RYAN CO.
LIMITED

PACKING HOUSE:
FERCUS, - - ONT.

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

Price of Lard Experiences a Slight Decline

Changes in Some Lines of Pork Products — Cheese is Also Quoted at Lower Figure—Poultry, Too, is Coming in Freely and Prices Have Slumped—Butter and Eggs are Firm With Production Still Large.

Butter, eggs and cheese are moving in what might be called large quantities these days. The production of cheese is high, reports from different parts of the Dominion seeming to agree on this point. The price is slightly lower than that of a week ago. Butter and eggs are holding their prices, although in some parts the tendency is to lower quotations. The production in each case is large but the demand is likewise heavy and a brisk trade is reported. There is apparently a good opportunity for exporting butter now owing to increased prices in foreign markets. Regarding the production of eggs a large dealer states that they have never handled as many eggs as during the present season.

In the provision market lard is generally easier. There is a good demand for hog products, the warm weather having an effect that was expected. Smoked ham and cooked meats are now asked for on account of the relief they offer to the housewife and also on account of their individual qualities.

Prices for poultry are lower. The shipments are more liberal but many reasons combine to decrease the demand. Prices are expected to go still lower.

The weather, if anything, has had a rather good effect on business.

MONTREAL.

Provisions—Prices are down in all lines of provisions. Both lards have dropped $\frac{1}{2}$ c and with the exception of live and dressed hogs, practically all other pork products are lower. Trade at the reduction is much better and the volume seems to be on the increase. Dry roads are bringing in country buyers.

Pure Lard—	
Boxes, 50 lbs., per lb.	0 16 $\frac{1}{2}$
Cases, tins, each 10 lbs., per lb.	0 16 $\frac{1}{2}$
" " " 5 " "	0 16 $\frac{1}{2}$
" " " 3 " "	0 16 $\frac{1}{2}$
Pails, wood, 20 lbs. net, per lb.	0 16 $\frac{1}{2}$
Pails, tin, 20 lbs. gross, per lb.	0 16 $\frac{1}{2}$
Tubs, 50 lbs. net, per lb.	0 16
Tierces, 37 $\frac{1}{2}$ lbs., per lb.	0 16
Compound Lard—	
Boxes, 50 lbs. net, per lb.	0 12 $\frac{1}{2}$
Cases, 10-lb. tins, 60 lbs. to case, per lb.	0 13
" " " 5 " "	0 12 $\frac{1}{2}$
" " " 3 " "	0 13
Pails, wood, 20 lbs. net, per lb.	0 11 $\frac{1}{2}$
Pails, tin, 20 lbs. gross, per lb.	0 12 $\frac{1}{2}$
Tubs, 50 lbs. net, per lb.	0 12 $\frac{1}{2}$
Tierces, 37 $\frac{1}{2}$ lbs., per lb.	0 12 $\frac{1}{2}$
Pork—	
Heavy Canada short out mess, bbl. 35-45 pieces	30 00
Bean pork	25 00
Canada short out back pork, bbl. 45-55 pieces	29 50
Clear fat backs	32 50
Heavy flank pork, bbl.	21 00
Plate beef, 100 lb. bbls.	9 25
" " 200 "	18 00
" " 300 "	25 50
Dry Salt Meats—	
Green bacon, flanks, lb.	0 16 $\frac{1}{2}$
Long clear bacon, heavy, lb.	0 15 $\frac{1}{2}$
Long clear bacon, light, lb.	0 16 $\frac{1}{2}$
Hams—	
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
" " small, 9 to 12 lbs., per lb.	0 20
Breakfast bacon, English, boneless, per lb.	0 20
Windsor bacon, skinned, backs, per lb.	0 22
Spiced roll bacon, boneless, short, per lb.	0 17
Hogs, live, per cwt.	10 00
" " dressed, per cwt.	13 50

Butter—Receipts of butter continue large and are gradually forcing prices down. Creamery is now quoted at 23 $\frac{1}{2}$ -24. The make this year promises to be of exceptional size. Local men consider the situation very weak.

Receipts for the week are 22,044 packages as against 17,091 same week last year. For the season they are 101,414 packages as against 77,714 same season 1909.

New milk creamery	0 23 $\frac{1}{2}$	0 24
Dairy, tubs, lb.	0 21	0 21
Fresh dairy rolls	0 21	0 21

Cheese—Cheese is easier at most of the boards and although no change has taken place to the retailer, the situation is weakening. The one ray of sunshine is an improving export demand.

Receipts for the week are 84,505 boxes as against 73,228 boxes same week last year. For the season they are 311,178 boxes as against 282,016 boxes same season 1909.

Quebec, large	0 11 $\frac{1}{2}$	0 11 $\frac{1}{2}$
Western, large	0 11 $\frac{1}{2}$	0 11 $\frac{1}{2}$
" " twins	0 12	0 12
" " small, 20 lbs.	0 12	0 12
Old cheese, large	0 13	0 13

Eggs—The continued large receipts of eggs are gradually undermining prices. A drop of 1c is not far off according to local dealers.

Receipts for the week are 9,039 cases as against 8,526 cases same week last year. For the season they are 81,323 cases as against 84,018 same season 1909.

New laid	0 23	0 24
Selects	0 21	0 22
No. 1	0 19 $\frac{1}{2}$	0 20

Maple Products—There is practically no change from last week's scarcity and firm prices. Demand is if anything slightly less.

Compound maple syrup, per lb.	0 04 $\frac{1}{2}$	0 05
Pure townships sugar, per lb.	0 10	0 11
Pure syrup, 8 $\frac{1}{2}$ lb. tin	0 70	0 70
" " 10 $\frac{1}{2}$ lb. tin	0 85	0 85

Honey—The situation is quiet and unchanged.

White clover comb honey (nominal prices)	0 15	0 17
Buckwheat, extracted	0 08 $\frac{1}{2}$	0 09
Clover, strained, bulk, 30 lb. tins	0 11	0 11 $\frac{1}{2}$
Buckwheat comb	0 12 $\frac{1}{2}$	0 13

TORONTO.

Provisions—The supplies of hogs during the past week have been good and prices have generally been a little easier. The demand for smoked hams and cooked meats has increased since the first notice of the warm wave that is now making itself felt. Lard is a little easier and live hogs are quoted at prices a little below those that existed a week ago.

Long clear bacon, per lb.	0 15	0 15 $\frac{1}{2}$
Smoked breakfast bacon, per lb.	0 19	0 20
Pickled shoulder	0 11 $\frac{1}{2}$	0 11 $\frac{1}{2}$
Roll bacon, per lb.	0 15	0 15 $\frac{1}{2}$
Light hams, per lb.	0 18	0 18 $\frac{1}{2}$
Medium hams, per lb.	0 18	0 18
Large hams, per lb.	0 17	0 17 $\frac{1}{2}$
Cooked hams	0 25	0 25
Fresh shoulder hams	0 17	0 18
Shoulder butts	0 19 $\frac{1}{2}$	0 20
Backs, plain, per lb.	0 20	0 20 $\frac{1}{2}$
Pea meal	0 20	0 20 $\frac{1}{2}$

Heavy mess pork, per bbl.	28 00	29 00
Short out, per bbl.	30 00	31 00
Lard, tierces, per lb.	0 15 $\frac{1}{2}$	0 15 $\frac{1}{2}$
" tubs	0 15 $\frac{1}{2}$	0 15 $\frac{1}{2}$
" pails	0 15 $\frac{1}{2}$	0 15 $\frac{1}{2}$
" compounds, per lb.	0 12	0 13
Live hogs, at country points	8 90	9 25
Live hogs, local	9 25	9 25
Dressed hogs	13 50	12 75

Butter—Receipts continue large, with prices slightly firmer. Milk production is heavy, but it is being divided between butter and cheese.

Fresh creamery print	Per lb.	0 23	0 24
Farmers' separator butter	0 20	0 21	
Dairy prints, choice	0 20	0 20	
No. 1 tubs or boxes	0 17	0 18	
No. 2 tubs or boxes	0 17	0 18	

Eggs—Locally eggs are quite firm. Shipments continue heavy, but the demand is good. One dealer stated that they had never sold as many eggs as during the past spring. This may be attributed perhaps to the higher prices of meats and as the egg supply was heavy the demand was well met. Prices will not go any lower was the statement one dealer offered and this seems to be the general belief.

Selects	0 22 $\frac{1}{2}$	0 23
Fresh eggs, doz.	0 19	0 20
Second grade, doz.	0 17	0 18
Chips, doz.	0 16	0 16

Cheese—Easier prices are reported, a slight drop having occurred in board offerings. Production is heavy.

Old cheese—		White	0 14		
Large	0 12 $\frac{1}{2}$	0 13	New cheese—		
Twins	0 13	0 13 $\frac{1}{2}$	Large	0 11 $\frac{1}{2}$	0 11 $\frac{1}{2}$
Stiltons	0 15	Twins	0 12	0 12	

Poultry—Supplies of broilers are coming more plentifully now, but as the demand is not as heavy prices have been dropping. It is likely that the quotations will go still lower as the supplies will likely come in steadily. Spring ducks are also arriving.

Spring broilers, dressed	0 30	0 35
Hens, per lb. dressed	0 16	0 16
Turkeys, per lb., large	0 17	0 18
Spring duck, lb.	0 25	0 25

Honey—Market is quiet with the demand below normal. Business is turpid.

Clover honey, extracted, 60 lb. cans	0 10 $\frac{1}{2}$	0 11
" " " 10 lb. pails	0 11	0 12
" " " 5 lb. pails	0 11 $\frac{1}{2}$	0 12
" " comb, per dozen	2 00	2 00
Buckwheat honey, lb.	0 07	0 07

WINNIPEG.

Lard—Since the increased production of Manitoba butter, lard has not enjoyed a heavy output. It is a winter commodity and a strong market is not expected to prevail for some months. Merchants, however, keep a quantity continually in stock and the prices now are as follows:

Pure, 20-lb. pails	3 55
" " 3-lb. tins, 60-lb. cases	10 50
" " 10-lb. tins, 60-lb. cases	10 70
Compound, 20-lb. pails, per pail	2 80
" " 5-lb. tins, 60-lb. cases	8 80

Butter—All grades are in heavy demand and the supply is abundant as is usually the case at the beginning of summer. The picnic and festival baskets consume a good quantity of this product and the demand may reach the supply limit before long. This week the market is down 1 cent, creamery being 23 and No. 1 dairy 21 cents.

Eggs—The local market is in good condition and jobbers are fearing the supply will not be satisfactorily main-



This is the season of holidays and country-life.

Nothing is more convenient when away from town and from stores than a bottle of

BOVRIL

It will make delicious soups, appetising and nourishing gravies, suitable for any dish and all with a minimum of trouble.

A word at the right time will easily sell a one-pound bottle, for your customer only needs to be reminded of the virtues of

BOVRIL

Quick Moving Stock

is the only kind worth your while. A line that will move "eventually" is no line for you. That's why you should specialize on

Queen Quality Pickles

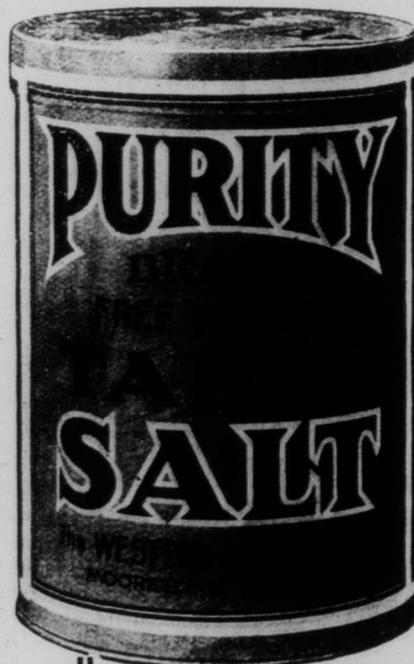


Sweet Mixed Chow

This line is a rapid and constant seller at a fair price and profit. We exercise great care in manufacture, always keeping quality to the front.

Queen Quality Pickles are packed in 10 and 20 oz. bottles. We'd like to quote you. Write us.

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



An Attractive Line to Handle

and one which is a genuine satisfaction-giver is

PURITY BRAND

Free Running TABLE SALT

It is put up in Air-proof and Moisture-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.

Stock

A line
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**Quality
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Mixed Chow

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**& PRINGLE
Limited
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**Attractive
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Limited

TORONTO.



By Comparison



we learn the true values. "Good," "Better," "Best" are merely stages of education. You can only know by experience. Reputation is built upon comparison. Magic Baking Powder invites comparison, and strongly appeals to those that have a fine appreciation of pure food, and to those that know the difference between the best and its approximators.

MAGIC BAKING POWDER

CONTAINS NO ALUM.

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

E. W. Gillett Co. Ltd.
Toronto, Ont.

Winnipeg

Montreal



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.

Talk Preserved Meats

Butchers' meat is dear.

Your customers feel the cost.

In the Summer time particularly Clark's Meats have advantages over fresh meats.

Clark's Meats are ready cooked, easily kept and far more economical.

RECOMMEND THEM.

Wm. Clark - Montreal

Manufacturer of high-grade
—Food Specialties—

tained. Last week's price of 21 cents rules to-day in spite of rumors of a decline.

Cheese—Nothing below 12 cents is expected to rule the cheese market this summer since the possibility of exporting will likely be taken advantage of. Ontario cheese is coming west and jobbing for 13½ cents. Wholesalers claim that this price will have to be raised to keep the product here because of the foreign demand.

Honey—As a staple this trade is very satisfactory at present although no heavy sales are being made just now. Prices have been slightly reduced and although nothing lower is expected, yet an advance is highly improbable until the fall. This year's production is expected to move off well as a good market is established everywhere in the west.

Honey, 2½ lb. tins, per tin.....	0 37
" 5 lb. tins, per tin.....	0 65
" 12 oz. jars, per dozen.....	2 10
" 60-lb. tins, per lb.....	0 13

British Columbia Salmon Pack Will be Small

Packers Have Made Preparation for Only a Small Pack and Even Though the Run Should be Large There will be no Means of Taking Care of the Fish.—This is the Year of the Small Run.—Some Interesting Facts Concerning British Columbia's Great Industry.

Vancouver, B.C., June 23.—In respect to the annual pack of salmon, which will begin next month, the packers in British Columbia have made preparations for a small pack. Last year was the quadrennial big year, but even then the amount of fish put up was much smaller than in the previous big year of 1905, in fact so small that the expectations were not realized. This is one of the off years, and there is no reason to expect a big run, and should all precedents be broken and many fish come in, they will pass through, since there will be no means of taking care of them. If preparation is made for a pack say of 500,000 cases after that amount has been filled, it would be next to impossible to have things ready to pack a larger amount.

Figures already presented in these columns show that the annual pack of salmon in British Columbia is steadily decreasing, this being particularly noticeable in the big year. The falling off has been more remarked since the operation of traps by Americans. Notwithstanding, the efforts of the government to propagate and conserve the salmon, it is annoying to Canadians to see that the industry is losing its importance, while that in Puget Sound is gaining, simply because they recognize no close season and take advantage of what is done in Canada.

Spring Run a Failure.

This year the spring salmon run is a failure. It was thought that since some catches were made at the traps off Victoria that this pack would have been fairly good, but on the Fraser only three or four fish per boat are being taken whereas last year it was 300 or so. It looks all right to those in Victoria, though, for with the catch of the traps they are shipping fresh salmon east for the first time. Generally large quantities are sent from points on the mainland. Spring salmon is retailing for fifteen cents per pound as compared with ten cents last year, a fifty per cent. increase that indicates the scarcity.

On Puget Sound so active has been the demand for canned salmon futures that salmon packers and brokers there, for one of the first times in the history of the canned salmon business, are refusing to book orders for future Alaska red, medium red or pink fish. The en-

tire 1910 output, which has not yet been packed, is said to have been sold, and the brokers are quite indifferent about securing new business. That there should be such an indifference is regarded as very unusual. So active has been the demand for spot salmon that stocks of sockeyes are said to have been reduced to about 100,000 cases and pink stocks to about the same level.

Traps Arrest the Run.

While the pack of spring salmon on the Fraser has been below the average this season, on the Columbia river the pack to date is much ahead of that of last year. That being the case, the only reason given for the small pack locally is because of the traps, demonstrating how effectual they are in arresting the run. If that is the case in the one or two instance off the Vancouver Island coast, what must it be in the height of the sockeye run, when the whole pathway through American waters is blocked with traps, open day and night, weekday and Sunday?

WESTERN RETAIL ASSOCIATION.

Has Secured Charter Incorporating the Retail Merchants' Fire Insurance Company.

The work of the Western Retail Association with headquarters at Winnipeg is progressing rapidly, yet due care is being taken that a department is only added when required to meet a direct demand of the times or to supply some need of its members. Recently the association added a collecting department, which will be in the hands of a collector, who will collect accounts for the members. All members are being requested to send in the accounts they wish collected to this department and to forward to the office any information that might be of value to the collector or aid in the building up of an information bureau.

There are various committees at work from which good results are anticipated. Special mention might be made of the committee on general purposes, which is composed of a member from each of the trade sections and one representative from the country. The duty of this com-

mittee will be to take up and deal with any of the many general troubles that arise from time to time. Just now the committee has in hand a meeting with the wholesalers and jobbers for the purpose of devising some way whereby the retail trading by wholesale houses will be discontinued.

The new association has also secured control of a charter incorporating the Retail Merchants' Fire Insurance Company, with a capitalization of \$1,000,000. A prospectus has been issued and the shares are now being offered for sale at \$115 per \$100 share.

The company is organized on regular old-line principles and while the stock will be pushed amongst retailers, it is not exclusively so. In this way it is entirely different from the company which the Ontario Retail Hardware and Stove Dealers' Association has taken steps to organize. The latter is to be a specialized mutual company with no share capital and accepting insurance solely from members of the Retail Hardware Association.

The prospectus of the Retail Merchants' Fire Insurance Co. gives figures showing that eight Manitoba fire insurance companies in 1906 did \$15,993,856 worth of business. In 1907 the figures were \$25,439,057 and in 1908, \$33,505,246 an increase of over 100 per cent. in two years.

The organization committee of the new company includes: W. T. Devlin, shoe merchant; D. E. Adams, coal merchant; R. D. Richardson, stationer; W. R. Milton, baker; John Dyke, grocer, John Noxam, contractor; A. T. Connell, druggist, and W. S. Lafresnaye, accountant, all of Winnipeg; John Heibert, general merchant, Altona, Man., and A. E. Hill, general merchant, Griswold, Man. The secretary is George J. Hyndman, secretary Western Retail Association, 406 Travelers' Building, Winnipeg.

INFORMATION FOR BUYERS.

Supplied to the Trade by Sellers.

Fels & Co., soap manufacturers, Philadelphia, Pa., are sending out a circular illustrating how a Fels-Naptha soap box can be converted into a bookshelf, china cabinet, bric-a-brac, etc. Actual photographs are shown with information telling just how the work can be accomplished. The idea is a novel one.

Eby-Blain Limited, of Toronto, who are the distributors of the "Soleil Brand" canned fruit and vegetables, for Toronto, are out with a special announcement concerning the prices of these guaranteed articles. The "Soleil Brand" has been a winner in our markets and it deserves the confidence and patronage of all those who call for a pure article of food.

MacLaren Imperial Cheese Co. have some very choice last season Stilton. Buyers can have particulars as to grades on application.

Fly coil is now a seasonable necessity. Nothing like it to catch flies. MacLaren Imperial Cheese Co. are agents.

ROYAL



BAKING POWDER

Absolutely Pure
The only baking powder
made with Royal Grape
Cream of Tartar
No Alum, No Lime Phosphate

ALL grocers should carry a Full Stock of Royal Baking Powder.

It always gives the greatest satisfaction to customers, and in the end yields the larger profit to the grocer.

THERE IS NO SUBSTITUTE

British Columbia Companies Act 1910

We are prepared to act as principals for companies desiring to do business in British Columbia without such companies assuming the responsibilities and obligations imposed by the above Act.

This Act, which comes into force July 1st, 1910, requires the registration or licensing of extra-provincial companies doing business in British Columbia, the payment of fees set forth in the Act and the filing of statements, together with particulars of all mortgages and charges created by an extra-provincial company.

Shallcross, Macaulay & Co. Ltd.

Branches at Victoria, Vancouver, Nelson, B.C., and Calgary, Alberta



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

THIS IS THE TIME

to tell your customers about
**Shredded Wheat
and Strawberries**

a delicious, wholesome, nourishing combination for the Summer days when the palate is tired of heavy meats and soggy pastries.

You have the Biscuit and the Berries. Educate your customers. They will thank you for reminding them of such a healthful, nourishing, appetizing Summer dish.

Heat a Shredded Wheat Biscuit in the oven to restore crispness, then pour the berries over it; serve with milk or cream and sweeten to suit the taste.

If your customers like Shredded Wheat and strawberries they will like Shredded Wheat with raspberries, blackberries, peaches, sliced bananas or any other fresh fruits.

THE CANADIAN SHREDDED WHEAT CO., LTD.
NIAGARA FALLS, ONT.

GEO. KEMP., LTD.

LONDON, ENGLAND

BISCUITS



Do not miss these good selling lines

Satisfaction on all points

Repeat orders with every mail

\$ \$ \$ \$

in these dainty goods

FOR QUALITY

Export Agents:

H. COLLINGS & CO.

16 Philpot Lane

London, England

CANADA:
No better
Country



MOTT'S:
No better
Chocolate

All the year round

Mott's

"Diamond" and "Elite"

brands of

Chocolate

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

EVERY JOBBER SELLS THEM

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

SELLING AGENTS:

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

Wheat Market Firmer due to Weather Reports

Statements to the Effect that Moisture is Badly Needed and That Crops May be Affected—Local Trade is Fairly Good But No Improvement has Been Felt in Exports — Weather Has Had an Effect on Cereal Market.

During the past few days the wheat market has been slightly influenced by reports that the weather will have a detrimental effect on the crops. It is pointed out that moisture is badly needed and unless rain falls shortly much damage will be wrought. Such is the gist of the statements that have been made, but it is also pointed out that about this time of the year reports of that nature are generally due. At any rate there is a slightly firmer tone to the wheat market. Flour is firm locally but export trade has not undergone any improvement. If anything is likely to transpire affecting the wheat market it will not be long before the boards will give notice of it.

General copious showers will put an end to these rumors.

The demand for rolled oats has not suffered a great deal, although it is admitted that this season of the lowest demand is now opening. Corn meal is in good demand at \$2 per bag of 98 pounds.

MONTREAL.

Flour—The local flour trade seems to be rapidly on the up grade. Prices remain unchanged, but are very firm. At the same time the situation as regards export is not so satisfactory, and orders are considerably under what they were at this time last year.

Winter wheat patents, bbl.....	5 25
Straight rollers, bb.....	5 00
Extra, bbl.....	4 60
Manitoba spring wheat patents, bbl.....	5 40
" strong bakers, bbl.....	4 90

Oatmeal—Demand for all lines is somewhat light, but for local consumption shows a little increase in vigor. Export trade continues very light, and shows few signs of improvement.

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

TORONTO.

Flour—There has been little or no change among the local millers. Prices are firm with a slightly bullish tendency. The demand continues good and as far as local trade is concerned the conditions are satisfactory.

Manitoba Wheat.	
1st Patent.....	5 30 5 40
2nd Patent.....	4 80 4 90
Strong bakers.....	4 60 4 70
Feed flour.....	3 15
Winter Wheat.	
Straight roller.....	4 80
Patents.....	5 20
Blended.....	4 70

Cereals—The market has had no features except that the demand for breakfast foods has greatly increased with the warm weather. Rolled oats is still a strong factor.

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, 98 lb. sacks.....	2 20

RETAILERS WANT AGREEMENT.

With Wholesale Fruitmen Regarding Selling to the Consumer—Appoint Committee.

Toronto, June 23.—The Toronto Retail Grocers' Association have decided to try to secure an agreement with the local wholesale fruitmen whereby the latter shall sell only to the trade. At their regular meeting on Monday, June 20th, the following committee was appointed to meet the fruitmen: D. W. Clark, J. M. Cork, J. Blood, W. C. Millar, T. Clark and D. McLean. It was stated that last year an agreement had been entered into in which the fruitmen promised that they would not sell to the consumer. A few days later a grocer noticed a wholesale man making a retail sale. His attention was called to the promise but the wholesaler replied that they were all doing it and he intended to do the same. That was only two days after the agreement had been formed. "If you can't take them as men of honour and depend on their word" said the grocer who related the incident "you can't rely on them at all." It was also pointed out that the wholesalers did not desire to sell directly to the consumer but in many cases they could scarcely refuse. It was thought that if an agreement could be made whereby a forfeit would be paid by the offending wholesaler the difficulty would be removed. They could then refuse the consumer on the ground that they were liable to this forfeit.

Inadequate Peddlers' Law.

F. Johnston called attention to the street hawkers of strawberries. They had been in his district and did a big business. There were three men with the wagon which he felt was contrary to law only two being allowed. One of the members said "The laws governing peddlers in this city are the worst on the continent."

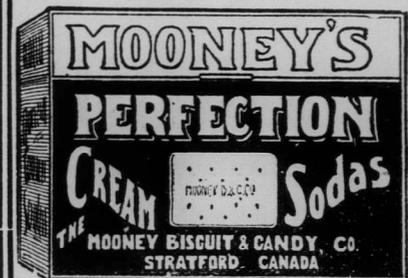
The question of amalgamating with the Grocers' branch of the Retail Merchants' Association was not discussed.

Laporte, Martin & Co., Montreal, have purchased a new auto delivery wagon. The truck has a 35 h.p. 2-cylinder motor, and is built to carry three tons. Montreal wholesalers are evidently believers in the benefit of such machines for economical and rapid delivery, as this the second to be installed within a few months, Chaput Fils & Cie. having the other.

Biscuit Quality

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

Your absolute guarantee against soggy conditions is to sell exclusively—



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

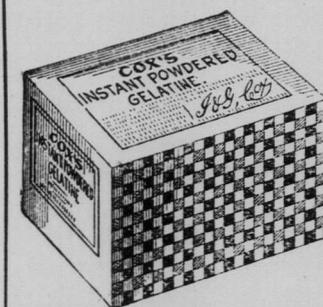
Your cracker business will be booming this summer if you are selling

MOONEY'S

Order to-day.

The
MOONEY BISCUIT & CANDY CO., LTD.

Stratford, Can.

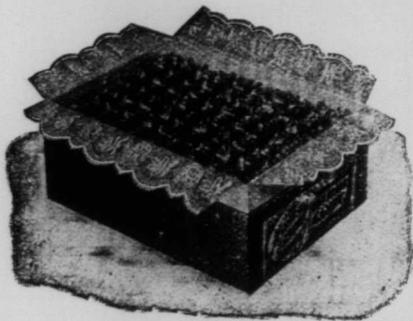


COX'S
INSTANT
POWDER

GELATINE

The PURITY of this GELATINE IS GUARANTEED by Messrs. COX who themselves both MANUFACTURE and PACK their brand under scientific supervision.

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



Chocolate "BORDO"

The consistently high quality and inimitable flavor of these chocolates place them in a class by themselves.

Once given a fair trial your trade will insist on

"BORDO"

Every piece eaten produces a desire for more. Not only that, but their attractive appearance sells them on sight.

**MAKE
NO
MISTAKE**

Write us at once for samples and prices.

The Montreal Biscuit Co.
(The Originators)
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

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

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

Epps's

'MILENIA' MILK CHOCOLATE

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

MADE WITH FULL-CREAM MILK.

Special Agents: **C. E. COLSON & SON, Montreal**

Nova Scotia: **E. B. ADAMS, Halifax.**

Manitoba: **BUCHANAN & CORDON, Winnipeg**



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**

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. Car or Broken Lots.
WRITE FOR QUOTATIONS.
Prompt attention to all orders.

J. W. EWEN, - Uxbridge, Ont.

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 TOO

W. H. ESCOTT

WHOLESALE

Grocery Broker

141 BANNATYNE AVENUE

WINNIPEG

COVERING

MANITOBA and SASKATCHEWAN

CORRESPONDENCE SOLICITED

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.

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

ESSEX BRAND IS KNOWN TO ALL THE TRADE

Essex Canning & Preserving Co.

Essex, Ont.

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.

Quality and Consistency

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

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

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or Broken Lots.
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bridge, Ont.

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ompt remittance

CO.
- Montreal
TCO

IM CO.
IONTREAL
Gums at
or Samples

order.

at a figure much higher than that quoted a few weeks ago. There is a good demand for lemons and stocks are reported short. Fancy Verdellis are quoted at from \$4.00 to \$4.50 a case with a strong possibility that they may be higher. In a recent issue of The Grocer it was stated that an authority gave his opinion that this fruit would go to five dollars and even now that mark is not far distant. Recent arrivals have been picked up immediately. Watermelons are in good demand at firm prices. Canadian strawberries are arriving plentifully, having displaced the American variety which are practically through for the season. Prices are at 10 to 12 cents with a downward tendency to the market.

Apricots, crate.....	3 00	Oranges—	
Bananas.....	1 50 1 75	California navels	
Cantaloupes, ca.....	6 00	Large.....	3 00 3 50
Cherries, California, box.....	2 25 2 50	Small.....	3 75 4 25
Cocoanut, sack.....	4 50	Mexican.....	2 50 2 75
Grape Fruit—		Valencia.....	4 50 5 00
California.....	3 75 4 75	Peaches, new, ct.....	2 50
Lemons—		Pineapples, case.....	2 75 3 00
Verdelli.....	4 00 4 50	Plums, case.....	2 75 3 00
Sorrento.....	3 70	Watermelon, ca.....	0 50 0 60
		Strawberries—	
		Canadian, box.....	0 10 0 12

Vegetables—There is no feature to the vegetable market. The consumers

Fruit Market Open

We are pleased to announce the opening of the Yonge Street Fruit Market for the season.

Local fruit promises to be plentiful this year.

We are very heavy receivers. Have careful men selecting best shipping stock for out-of-town orders. Let us have your daily business.

**VERDILLI LEMONS, LATE VALENCIA ORANGES
WATERMELONS**

WHITE & CO., Ltd.

MAIN 6565

TORONTO

Strawberries

CANADIAN

Now in GOOD SUPPLY
DEMAND is HEAVY

Order early

We are large dealers in this line. 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

It is Cool and Pleasant "in a shady nook, beside a babbling brook"
but much pleasanter when in your outfit you have

BUSTER BROWN LEMONS

Sicily's best lemons are packed by Follina Bros. under "HIAWATHA," "LORD BERESFORD," "KING GEORGE," as well as Buster Brown. Do not omit in your order to mention our brands or the packers. Yes! there are just as good, but they are packed in another box of our brands.

FOLLINA BROS., Packers

W. B. STRINGER, Sales Agent

THE CANADIAN GROCER.

seem to be waiting for the home grown goods and it will not be long now until the first peas, beans, etc. are offered. Tomatoes are in good demand but have not changed in price. Cucumbers are also experiencing a good run. Potatoes are firm.

Asparagus, per dozen..... 0 90	Egyptian, sack. 2 75 3 00
Beets, hamper..... 1 75	Potatoes, Ontario, bag..... 0 55 0 60
Beans, green per hamper..... 3 00	Potatoes, Delaware, ware..... 0 75
Beans, wax, per hamper..... 2 75	Potatoes, Texas 3 00 3 50
Cabbage, case..... 1 75	Potatoes, new, bushel..... 1 75
Carrots, box..... 2 25	Parsley, per doz bunches..... 0 25 0 30
Carrots, hamper..... 2 50	Radishes, doz..... 0 25
Cauliflower, dz..... 2 25	Peas, green, per bushel..... 2 50 2 75
Cucumbers, doz..... 1 25	Rhubarb, doz..... 0 15 0 25
Cucumbers, hpr..... 2 00	Spinach, hamper..... 0 60
Lettuce, hamper..... 2 00	Tomatoes, case of 6 baskets..... 2 75 3 00
Lettuce, Canadian, dozen..... 0 25 0 30	Tomatoes, Canadian, h.h., lb..... 0 17 1/2
Mushrooms, lb..... 0 50 0 60	Turnips, bag..... 0 40
Onions—	Tomatoes, Texas, crate 4 basket..... 1 75
Texas Bermudas per crate..... 2 50	
Bermuda, case 45 lb..... 1 75	

Fish—Demand centres around trout, white fish and mackerel but the supply is not large enough to meet the demand. In spite of the fact that the season opened earlier than usual, the catch was not as large as that of last year.

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
	Mackerel..... 0 22 0 23

FROZEN LAKE FISH

Pickrel yellow..... 0 08	Pike..... 0 07
	Whitefish, frozen..... 0 04

OCEAN FISH (FROZEN)

Herring, per 100..... 1 50	Salmon, pink, per lb..... 0 08
Mackerel, each..... 0 22	" red..... 0 09
Smelts, No. 1..... 0 08	

SMOKED, BONELESS AND PICKLED FISH

Acadia, tablets, box..... 1 60	Fillets, per lb..... 0 11
Bloaters, per basket..... 0 90	Haddie, Finnan..... 0 07
Codfish, shredded, box 1 80	Herrings, Digby, bundle 0 60
" Bluenose, " 1 40	Herrings, Imported
Cod steak, per lb..... 0 07	Loch Fyne, per kit.. 1 50
Cod, Imperial, per lb..... 0 05	Kippers, per box..... 1 25
Ciscoes, per basket..... 1 25	Quail on toast, per lb..... 0 05 1/2

WINNIPEG.

Green Fruits—The great season is on for fruits and an eager market prevails. Grocers and confectioners are stocking heavily each day with the best grade stuff. Pineapples are popular and the

outside demand is heavy. Grape fruit and strawberries are moving very rapidly and the quality is said to be excellent.

Bananas..... 2 50	Cherries, case..... 2 50
Cranberries, bbl..... 8 60	Oranges, Cal., navel..... 4 25
Cocoanuts, doz..... 0 90	Pineapples, case..... 4 00
Grape Fruit, Florida, box..... 7 00	Strawberries, Hood River, qt. 0 15 0 18
Lemons, Messina..... 5 50	Missouri, case..... 4 00
Peaches, case..... 3 00	
Apricots, case..... 3 25	

Vegetables—The trade everywhere is in excellent condition and prices are getting easier due to the increased production. Jobbers are looking for heavy supplies from local growers at an early date.

Asparagus, doz..... 2 00	Onions, Egyptian, per lb..... 0 03
Butter beans, lb..... 0 12 1/2	Potatoes, new, lb..... 0 03
Carrots, Orleans per box..... 2 00	Parsley, per doz..... 0 35
Cabbage, new, lb..... 0 03 1/2	Radish, dozen..... 0 30
Cucumbers, doz..... 1 50	Rhubarb, lb..... 0 03
Lettuce, doz..... 0 30	Tomatoes, Florida, crate..... 5 00
Mint, doz..... 0 40	
Onions, green, per dozen..... 0 25	

Fish—The catch is very heavy on the Manitoba lakes just now and prices are easing off slightly until the glut is worked off. This covers a limited range, however. The following prices rule.

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—	Haddie, Finnan..... 0 08
Goldeyes..... 0 03 1/2	Herring, Digby, bbls..... 0 95
Yellow Pickerel..... 0 07	
Pike..... 0 03 1/2	

FINE IN WRONG PLACE.

A Kingston, Ont., grocer writes as follows to the editor of The Canadian Grocer.—“Regarding an item which appeared in last week’s Grocer about pepper adulterations in Kingston, I cannot understand why the government does not send their inspectors to the wholesale houses and there obtain the unbroken packages and punish the manufacturer. The retailer has to depend on the word and honor of the wholesalers from whom he buys and the wholesaler the manufacturer. If a sample is sent to Ottawa

about \$8 is required for analysis and few retailers can afford such exorbitant “One grocer told me he was going to get a rubber stamp and mark everything compound.

“The fines were not \$10—they were \$24 for 2 samples and one \$39. All were bought as pure and sold as such.”



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

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

Craham 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.

Push Loggie's Lobsters

WHY?

Because in the Loggie method of canning the natural flavor of the fish is preserved.

IN Golden Key and Golden Crown BRANDS

only the freshest Lobsters are canned in our up-to-date sanitary factory, and there's a 'well-worth-while' profit for you in handling them.

SEND FOR PRICES

WE ARE THE SOLE PACKERS

W. S. Loggie Co., Limited
CHATHAM, N.B.



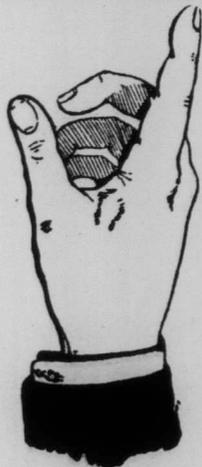
"Concord" Norwegian Sardines

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

Send your order to any Wholesale Grocer

LIST OF AGENTS

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



The next time you are wanting Canned Fish, be sure your Jobber has the name right:—

BRUNSWICK BRAND

This will be your guarantee that the contents of each can will be such that you can confidently recommend them to your customers. Sea foods, owing to the greater care which is now bestowed on their selection and packing, are growing in favor each season. See that you are fully stocked with BRUNSWICK BRAND to meet the coming demand.

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 & Abern, 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.

Using the Blackboard at Association Meetings

A Method Made Use of by the Seattle Retail Grocers' Association—Chairman Shows Members What It Costs Them to do Business—Figures Loss Caused by Shrinkage in Dried Fruits, Etc.

The blackboard in the grocery business! In a recent issue of The Grocer appeared an item referring to the educative methods of the Retail Grocers' Association of Seattle, and the practical benefits derived under the direction of the chairman, J. J. Higgins.

This is not altogether an innovation as far as some of the grocers' associations of Canada are concerned, but it is worthy of notice from the fact that the helpfulness of the blackboard may not have been entirely appreciated even by those associations that were using it.

After all, the retail associations should aim to assist its members as much as possible; Higgins' blackboard has put many thousands of dollars in the pockets of the Seattle grocers. It must be admitted that every grocer is not able to solve all the problems that confront him in his first experience. As he continues, however, he learns, but it often happens that this kind of education is not only too slow, but it is too costly. This is the gap the blackboard filled for the grocers of Seattle.

Figuring Business Cost.

One of the interesting problems Mr. Higgins has worked out on his blackboard is the percentage of cost of doing business. He found that this most important phase of merchandising was not understood by a majority of the dealers in his city. It is not possible to market goods intelligently when the dealer does not know what it costs to do business.

Working on the correct theory that this is absolutely essential, Mr. Higgins, at each meeting of the local organization, takes up the specific case of some merchant present. He has figured thousands of cases. He has found that the majority of the dealers in Seattle were figuring much too low their cost of doing business. According to his calculations, the cost often will run to 20 per cent. and the average is about 18 per cent.

Loss From Shrinkage.

Another point he brings out clearly on his blackboard is the loss by shrinkage of goods. It is well known that dried fruits will shrink in weight as water evaporates, which is a part of the fruit. Cheese shrinks; so do other similar goods. The dealer must allow for this shrinkage in figuring his profits.

Item by item, Higgins draws out of the members of his class the various items which make up the cost of his business, and as each item is decided upon it is chalked down on the blackboard. So he arrives at the usual conclusion. The dealer's figures are there on the blackboard before him. He cannot get away from them.

The value of Mr. Higgins' blackboard

method may be illustrated in another way. Let us suppose for example that a competitor is selling a certain line for less than it costs him. Chances are this competitor is making this sale, believing that he actually is making money instead of losing it. He will stop when the fact is called to his attention.

This is not an unusual case in Seattle. The kindergarten method quickly convinces this man that he has made a mistake in figuring. He changes the price.

The Higgins' kindergarten system aids the dealer to compete intelligently under any conditions.

The successful clerk is he who not only works for the store while he is on duty, but who also continues to boost when he is outside among his friends.

A salesman who makes his employer's business as his own, who feels a personal pride in his employment, and takes a real pleasure in its pursuit is the one who makes his mark later on, for he keeps the mark of the prize constantly in view. Enthusiasm is as important in the employe as the employer; it is this resolute determination that wins, even at the lowest round of the ladder.

AMAICA 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 financially 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

McDOUGALL'S

CLAY PIPES

THE BEST IN THE WORLD

D. McDougall & Co, Ltd., GLASGOW, SCOTLAND

SPRAGUE

CANNING MACHINERY CO.,

CHICAGO, ILL., U.S.A.

TANGLEFOOT



The Original Fly Paper

For 25 years the Standard in quality

All others are imitations

Black Watch

The Big Black Plug Chewing Tobacco

"A Trade Bringer"

Sold by all the Wholesale Trade



A Profit Producer

to which, perchance, you are not yet awake, is a **cigar department**, and the profit in this department will be all you can wish, if you feature the

7-20-4 CIGAR

It is a real business getter, is appreciated by connoisseurs of a good cigar, and sells at the right price.

WRITE FOR DETAILS AND PRICES

The Sherbrooke Cigar Co.
Sherbrooke, Que.

Get Wise

to the solution of the profit-making problem by featuring

WONDERFUL SOAP

It is, as its name implies, the Wash Day Wonder Worker in the rapid and effective cleaning of soiled clothes.

WONDERFUL SOAP is attractively packed and made-up and commands a ready sale which leaves you an excellent profit margin.

We have an interesting sales-helping proposition which cannot fail to work to our mutual advantage. Ask us about it!

The Guelph Soap Co.
Guelph, Ontario

Toronto Agents:—MacGregor Specialty Company

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)

IF YOU WISH TO SELL your business or farm, we can find you a customer. If you wish to BUY, write us. We may have just what you are looking for. Address, WM. J. PLATT & CO., Bridgeport, Conn. (26p)

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.

A BOON TO EVERY GROCER. A perfectly reliable fountain pen is to be found in the Beaumont "Rival" Pen. Easy to fill, non-leakable, and writes with exceptional smoothness. Gold ribs of thicknesses to suit every style of handwriting. Guaranteed in every respect. Sold by all stationers. A. R. MacDougall & Co., Canadian Agents, 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.

COUNTER CHECK BOOKS—Especially made for the grocery trade. Not made by a trust. Send you 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. Egray 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 Fire-proof Construction. Used in many of the largest business premises on this continent. Write for catalogue. Trussed Concrete Steel Company of Canada, Limited, Walker Rd., Walkerville, Ont.

ERRORS AVOIDED, LABOR SAVED—Using the "Shou-perior" Autographic Register. Three copies issued at one writing. 1st, Invoice; 2nd, Delivery Ticket; 3rd, Charge Sheet perforated for filing. No handling of carbons. High grade printing and neat invoices. Make full enquiry. Autographic Register Co., 191-193-195 Dorchester St. 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 these fountain pens that won't write when you want it to, or leaks when you don't want it to, give it away to one of your poor relations and buy a Moore Non-Leakable Fountain Pen and you will be happy. Consult your stationer. W. J. Gage & Co., Toronto, sole agents for Canada.

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

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

PROFESSIONAL MEN, business men, merchants, church workers, find innumerable uses for the Fulton Sign and Price Marker. The Fulton Rubber Type Company, of Elizabeth, N. J., are makers of Ink Pads, Daters and business outfits of high quality. Sold by all stationers. A. R. MacDougall & Co., Canadian Agents, Toronto.

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

MISCELLANEOUS.

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

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

THE NATIONAL CASH REGISTER CO. guarantee to sell a better Register for less money than any other house on earth. We can prove it. Make us. 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 Writerpress Company, Limited, 33 John St., Hamilton, Ont. (tf)

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

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

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

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.

Diamond
1-lb. tin
1-lb. tin
1-lb. tin
Cases
4-dozen
3-dozen
1-dozen
3-dozen
1-dozen
1-dozen
MA
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POV
GOLIA
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Straw
Raspb
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No. 1



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 WORLD'S BEST
SHOE POLISH

Damp, cold and heat alike have no effect on this polish. It does not clog the brush nor soil the clothes, but it lengthens the life of the shoe, and produces a quick, lasting POLISH.

There is more demand for it now than ever before. You are losing a profitable trade if you have been so short-sighted as not to stock it hitherto.

—WRITE TO-DAY—

The F. F. DALLEY CO. LTD.
HAMILTON & BUFFALO, N.Y.

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

BRANDS
"BANNER" & "PRINCESS"
CONDENSED MILK

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

St. George Evaporated Cream
(Unsweetened)

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

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

J. MALCOLM & SON
ST. GEORGE,
ONT.

Molassine Meal

Molassine Dog and Puppy Cakes

Molassine Terrier, Hound and Puppy Meal

Molassine Chicken and Poultry Food

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

Sole Canadian Importer:

ANDREW WATSON

91 YOUVILLE SQUARE, MONTREAL

BROOMS OF QUALITY
WE make them! **YOU** should sell them!
YOUR customers will **OURS** do
 appreciate them!

and keep our factory going on **FULL TIME**

A postal will bring you information.

Walter Woods & Co.

Hamilton and Winnipeg

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.
 OECIL T. GORDON, MONTREAL**

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

ROYAL METAL POLISHES

ORDER NOW

Write us for prices

**ROYAL POLISHES COMPANY
 MONTREAL**



OCEAN MILLS
 Montreal
 Chinese starch, 48 1-lb., per case \$4.00;
 Ocean Baking Powder, 48 3-oz., \$1.40;
 48 4-oz., \$1.80; 60 8-oz., \$4.50; 36 1-lb., \$3.75; 48 1-lb. pkg., \$4; 10 1-lb. tins, \$5; loose 25 lbs., \$1.75;
 Ocean blanchmange, 48 8-oz., \$4; Ocean borax, 48 8-oz., \$1.60; Ocean cough syrup, 36 6-oz., \$6.00; 36 8-ounce, \$7.20;

Ocean corn starch, 48 1-lb. \$3.60.
 Jam Per lb. 0 06 1/2
 30-lb. wood pails.....
 Pure assorted jam, 1-lb. glass jars, two dozen in case..... 1 75

Jelly Powders
IMPERIAL DESSERT JELLY



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



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

Fly Pads.



WILSON'S FLY PADS
 In boxes of 50, 100; packets, \$3 per box; or three boxes for \$2.80; 5 boxes \$2.75.



WHITE SWAN SPICED 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 application.

"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



ST. CHARLES CONDENSING CO
 PRICES:
 St. Charles Cream, family size, per case \$3.50
 Baby size, per case..... 2 00
 Ditta, 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 60
 " 1-lb. tins..... " 2 60
 Durham 4-lb. jar..... per jar 0 75
 " 1-lb. jar..... " 0 25
 F.D. 1-lb. tins..... per doz. 0 25
 " 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

LAFORTE, MARTIN & OIE., LTD.
Minerva Brand—
 Minerva, qts. 12's..... \$ 5 75
 " pts. 24's..... 6 60
 " 1-pt. 24's..... 4 25

Sauces

FATERSON'S WORCESTER SAUCE
 1-pint bottles, 3 and 6 dozen cases, doz 0 80
 Pint bottles, 3 dozen cases, doz..... 1 75

Soda

COW BRAND
DWIGHT'S
 Case of 1-lb. containing 60 packages, per box, \$3 00
 Case of 1-lb. containing 120 pkgs. per box, \$3 00
 Case of 1-lb. and 1-lb. containing 30 1-lb. and 60 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..... \$2 50
 No. 2, " 120 1-lb. " " " 2 50
 No. 3, " 60 1-lb. " " " 2 50
 No. 4, " 60 1-lb. " " " 2 50
 No. 5 Magic soda—cases 100—10-oz. pkgs. 1 case..... 2 55
 5 cases..... 2 55

Lard
N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

Tierces..... \$0 13 1/2
 1-bbls. 0 13 1/2
 Tubs, 60 lbs. 0 13 1/2
 20-lb. Pails. 2 73
 20-lb. tins.. 2 63
 Cases 5-lb.. 0 14 1/2
 " 5-lb.. 0 14
 " 10-lb.. 0 13 1/2



F.O.B. Montreal.

GUNNS
"EASIFIRST"
LARD COMPOUND.



Tierces..... 0 12 1/2
 Tubs..... 0 12 1/2
 20-lb. pails. 0 12 1/2
 20-lb. tins.. 0 12 1/2
 10-lb. " 0 14
 5-lb. " 0 13 1/2
 3-lb. " 0 13 1/2
 1-lb. cartons 13 1/2

Licorice
NATIONAL LICORICE CO.

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

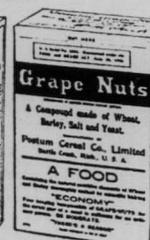
Marmalade.

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. 7/4c; pint sealers (24 oz.), 1 doz. in case, per dozen \$2.25.

SHIRRIFF BRAND
 "Imperial Scotch"—
 1-lb. glass, doz..... 1 55
 2-lb. " " " 2 80
 4-lb. tins, " " 4 85
 7-lb. " " " 7 35
 "Shredded"—
 1-lb. glass, doz..... 1 90
 2-lb. " " " 2 10
 7-lb. tins, " " " 8 85



Cereals.



Grape Nuts—No. 22, \$3.00; No. 23, \$4.50.
 Post Toasties—No. T3, \$2.85.

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.

THE "WALKER BIN" SYSTEM

Provides for the Complete Equipment of the Modern Grocery.

Write for Illustrated Catalogue showing some of the stores we have fitted up.

Walker Bin & Store Fixture Co. LIMITED
 BERLIN : ONTARIO

Brunner, Mond & Co's.

**WASHING
 SODA**

Drums, 336 lbs.	Barrels, 336 lbs.
" 224 "	Bags, 224 "
" 112 "	" 112 "
" 100 "	" 100 "

Concentrated Sal Soda

Casks, 560 lbs.

**Winn & Holland
 Montreal**

SOLE AGENTS FOR CANADA

BLACK JACK

QUICK, CLEAN, HANDY



TRY IT.

SOLD BY ALL JOBBERS

4-lb. tins—3 doz. in case.



DUST IS A GENERAL NUISANCE

BUT IT CAN BE AVOIDED BY USING

DUSTBANE

on sweeping day. "Dustbane," moreover, disinfects the room and restores carpets and rugs to their original freshness. The women swear by "Dustbane" when once they have used it. Get them on your side by selling "Dustbane. There's money in it for you

Dustbane Manufacturing Co:
 Boston, - Mass.

Canadian Factories: Windsor, Waltham, St. John,

Ask Your Wholesaler for These Goods

FREQUENCY OF SAILINGS

Every twelfth day a Pickford and Black steamer leaves Halifax for Bermuda, The British West Indies and Demerara, and is away thirty-eight days. A delightful trip for moderate cost. Write us.

**PICKFORD & BLACK
 HALIFAX**

**OAKEY'S
 "WELLINGTON"
 KNIFE POLISH**

JOHN OAKEY & SONS, Limited
 Manufacturers of
 Emery, Black Lead, Emery, Glass
 and Flint Cloths and Papers, etc.

Wellington Mills London, England

**Queen City Water
 White Oil**

GIVES PERFECT LIGHT

The most economical high-grade oil ever sold in Canada.

FOR SALE EVERYWHERE

CR

of the
 LIMITED
 Montreal



90 cents per doz.

THOMAS WOOD & CO., LTD.
 Montreal and Boston.

Wood's Primose, per pound wholesale 40c, retail 50c; Golden Rod, 35c and 50c; Fleur-de-Lis, 30c and 40c. Packed in black, green

Per doz case..... \$7 90
 case..... 1 80
 Per case
 orted..... \$7 20
 Per doz
 4 doz. in case..... \$2 00
 3 doz. in case..... 3 75
 Per lb case..... 0 30
 0 27 1/2
 0 25 1/2
 0 25

TS CO.
 ata, 36's (or 2-18's) (with premium) meal, 24's, 2.40; wheat, 36's, 2.90; s, 36's, (11 case 90; 5 1/2 case lots, er oats, 20's (with 20's, (with premi at food, 18's, 2.25 axon wheat food s, 3.50; Hominy 5 lbs. each, 22c lb

NY OF CANADA, BRANCH.
 44
 45
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 50
 ouches, 8c..... 59

gs..... \$1 15
 In case. 1 15
 set office.

WHEN YOU WANT
TO KNOW ANYTHING
ABOUT

SALT

JUST DROP US A CARD
WILL BE PLEASED
TO POST YOU

Verret, Stewart & Co.
Limited
Montreal

The average consumer is every day becoming more and more discriminating, and demands that the food products offered shall be pure, wholesome, and—above everything—free from any contamination.

WETHEY'S CONDENSED MINCE MEAT

Wrapped and packed
in sanitary packages

SOLVES THIS QUESTION

Quality Unexcelled.

Absolutely Dust-proof.

Three dozen to a case.

All jobbers.

J. H. Wethey, Ltd.
ST. CATHARINES, ONT.



USE
THIS
NOW

Prompt Shipments
This is our specialty

Are you using our quick
shipping facilities?

GEO. E. BRISTOL & CO.

Wholesale Grocers

HAMILTON

- -

ONTARIO