

THIS IS THE 1,282nd ISSUE OF


CANADIAN GROCER

PUBLISHED WEEKLY BY
THE MACLEAN PUBLISHING COMPANY, LTD.

Vol. XXVI

PUBLICATION OFFICE: TORONTO, JULY 5, 1912

No. 27



Preserving Season Again With Us

Realizing that the demand for our Crystal Sugar during the preserving season this year, would be heavier than former years, we accordingly made our preparation early, to avoid any unnecessary delay in filling all orders promptly.

We are now refining a special grade of Crystal Sugar. "We refer to our Berry Sugar." It is the standard of excellence and purity, and will prove of double value at preserving time by reason of its wonderful cooking qualities.

OUR BERRY SUGAR

is sold at the same price as our standard granulated. Better start in now to exploit this superfine product so that when the heavier consuming season comes, your trade will flow easily along the lines of least resistance

REMEMBER, we make a specialty of prompt shipments of the following grades of Crystal Sugars:

Standard Granulated, in barrels, sacks and 20-lb. gunnies; Berry Granulated (especially recommended for preserving), in barrels, sacks and 20-lb. gunnies; Yellows, in barrels and sacks; Icing, in barrels, boxes and pails; Powdered, in barrels, boxes and pails; Cut Loaf, in barrels and boxes.

DOMINION SUGAR CO., LIMITED
WALLACEBURG AND BERLIN

101

THE CANADIAN GROCER



THIS SOAP

has a reputation for absolute purity and superior quality that makes it easy to sell. Little known brands take time and talk to make a sale, and the busy merchant has no time for either. He prefers the Soap that people buy without urging---and so he sticks to SURPRISE.

THE ST. CROIX SOAP MFG. CO.

Factory at ST. STEPHEN, N.B.

Branches: MONTREAL TORONTO WINNIPEG VANCOUVER WEST INDIES

A Message from Overseas

¶ There is no better factory in the world adapted solely to the production of Macaroni and similar pastes than that of Felix Codou in Marseilles, France. Every modern appliance is there—it is scrupulously clean—the original has been enlarged several times to meet the steadily increasing demand from particular people.



Codou's

¶ Vermicelli, Spaghetti, Fancy Letters and Figures, as well as Macaroni, are the specialties produced—each one has a national reputation for high quality.

Taganrog Russian Wheat is used exclusively—the wheat that yields the BEST results—the wheat that is peculiarly adapted to the desired purpose. "Codou's"—that is the name to think of when the best is wanted.

ARTHUR P. TIPPET & COMPANY

AGENTS

Montreal

Toronto



The
Sign
of
Quality—

“ANCHOR” Brand FLY FELTS

The best value on the market
A 10c. pad to retail at

5 cents

KILLS THE FLIES
SATISFIES YOUR CUSTOMERS
PAYS YOU A BIG PROFIT

Boxes - 50 packages - \$1.20 box

THIS WEEK—

We are offering some exceptional values in

RICE—

The primary markets of all grades have advanced considerably—we are quoting under the present cost to-day.

CANNED PLUMS, 90c. doz.

These are an exceptionally fine lot. The quality is away ahead of the average pack.

“BOAR” Brand Worcester Sauce

Put up in the usual ½ pint bottle, but the quality is such that you will have no trouble to get an extra 5c. per bottle profit. Can retail at 10c.

EBY-BLAIN, LIMITED Wholesale Grocers
TORONTO

Not an Enterprise for the “Quitter”

¶ “If there is one enterprise on earth,” says John Wanamaker, “that a ‘quitter’ should leave severely alone, it is advertising. To make a success of advertising one must be prepared to stick like a barnacle on a boat’s bottom.

¶ “He must know before he begins it that he must spend money—lots of it.

¶ “Somebody must tell him that he cannot hope to reap results commensurate with his expenditure early in the game.

¶ “Advertising does not jerk; it pulls. It begins very gently at first, but the pull is steady. It increases day by day and year by year, until it exerts an irresistible power.”

WIN AND HOLD TRADE

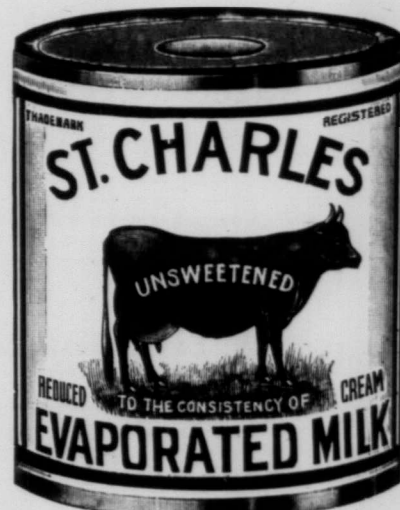
with **BORDEN'S Brands**

Eagle

Brand
Condensed
Milk



(THE ORIGINAL)



(UNSWEETENED)

St. Charles

Brand
Evaporated
Milk

Have Received

HIGHEST AWARD

Wherever Exhibited

RECOMMEND

Reindeer Brand

Condensed Coffee

It will increase your sales and profits.

Borden Milk Co.

LIMITED

“Leaders of Quality”

MONTREAL

“Melagama” stands

for the name of our Package Tea, and we want to assure you that if you have not already placed it on your shelves, you will eventually. Every month our sales are going up by leaps and bounds, and we anticipate an ever-increasing demand. BE PREPARED to meet this demand. We guarantee the quality SUPERLATIVE, and the BEST value on the market.

MINTO BROS. 45 Front St. E. **Toronto**

POTATOES

**ENGLISH STOCK IN GOOD ORDER—
GOOD COOKERS**

We have just received a large shipment. These must be cleared out, so we are offering them while they last at prices that will induce you.

**Wire or 'Phone for a Ten-bag Sample
Order.**

Put up in 90-lb. bags. We quote ex-warehouse Toronto:

10 bags or more \$1 per bag

GEO. KEITH & SONS
124 King Street East, - TORONTO

**MONEY MAKING
SATISFACTION GIVING**

KO-KO-BUT

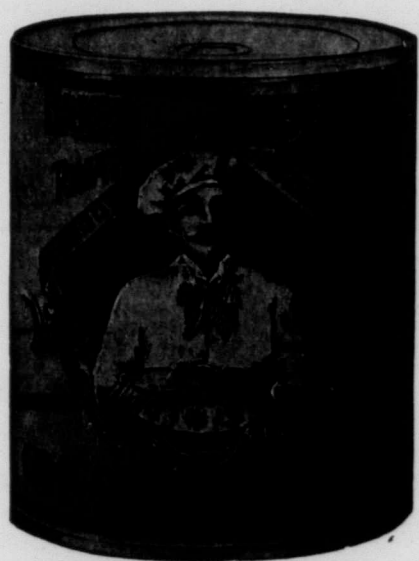
is one line to which you should give your most careful attention, because it is bound to please, both for its economical use and lack of greasy odors.

KO-KO-BUT

packed in neat, lithographed tins makes your shelves look attractive. More economical than butter or lard. One pound Ko-Ko-But goes as far as one and a half pounds butter, lard or any other cooking substitute.

Write re special free advertising scheme.

Dominion Coconut Butters Limited
Montreal



A "Get-Rich-Sure" Combination

You are missing an opportunity if you do not buy now.

"SIMCOE" BAKED BEANS

You know what they are, and surely our reputation as canners is sufficient to satisfy **you**. Don't let this good profit go by.

Feature the 3's family size — a **larger** tin at a **smaller** price.



DOMINION CANNERS LIMITED
HAMILTON, CANADA



Twice as Much E.D.S. Catsup for 1912

There was an overwhelming demand for this quality relish, and in spite of the large quantity we had manufactured in 1911, the sales were greatly in excess of our stores, and there was a shortage in the supply. This year we will be able to fill all orders for

E.D.S. Catsup

There is a steady increase in the family use of "E. D. S." catsup—and there is no other source of supply than the grocer—see that you are stocked for the demand.

You cannot help but notice the new attractive label on all the new products of E. D. Smith—it is handsome and "well-made"—in keeping with the quality within.

"E. D. S." Catsup is 100% pure by Government test.

Made only by

E. D. SMITH
WINONA, :: ONT.

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

WHITE SWAN YEAST CAKES

are the most reliable and satisfactory yeast cakes on sale in Canada. Your customers will not complain of poor results if you supply this brand.

ORDER FROM
YOUR WHOLESALER

White Swan Spices & Cereals,
LIMITED

Sole Distributors - TORONTO



Astounding Facts

relative to the disease breeding force of dust are daily becoming known through the daily press. A good deal of sickness could be prevented through your customers' knowledge of the wonderful workings of

SOCLEAN

THE DUSTLESS SWEEPING COMPOUND

You can tell her it is economical, is a sure disinfectant, brightens and preserves carpets and makes sweeping a pleasure.

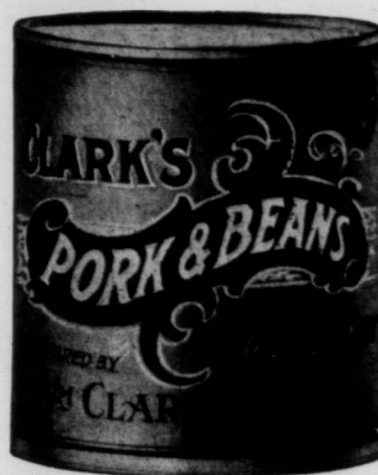
It's a good profit and you should have no trouble making the first sale. The rest is easy.

Put up in 25c, 50c and \$1.00 pails.

SOCLEAN LIMITED, Toronto, Ont.

The originators of the Dustless Sweeping Compound of Canada

CLARK'S PORK and BEANS



**WHAT THE
PEOPLE INFLUENCES
WANT**

**WHAT THE
GROCER
SELLS**

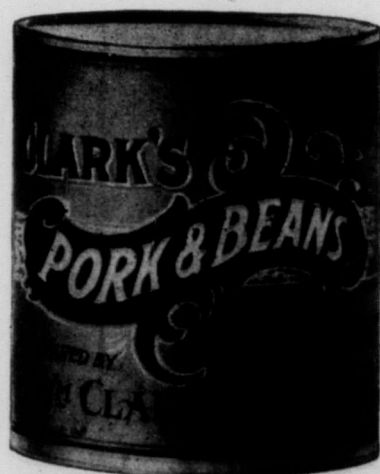
The people undoubtedly WANT CLARK'S PORK AND BEANS because:-

Nothing but the best material procurable is used in their preparation, and the methods employed in cooking ensure the retention of the full flavour and Nutritive power of the Beans.

They are packed in a variety of sauces and sizes which makes it easy to cater to all.

Their old established reputation for quality is beyond cavil, and what the people know, and know to be good, is what the people want.

THE PRICES ARE RIGHT



CLARK'S PORK AND BEANS are extensively and judiciously advertised. Their superior quality commends them to all. Both these factors create the large demand for them.

KEEP YOUR STOCKS WELL REPLENISHED

W. CLARK, MONTREAL

When it Comes to Tea the Grocer Who Knows, Stocks—

TETLEY'S

TEAS



Look for the elephant on every package—the guarantee of quality and excellence.
Beware of Imitations.

The superiority is unquestioned. Since particular women from coast to coast call Tetley's Tea the purest and most delicious of all teas, the reason for the wise grocer's preference is self-evident.

Put up to retail at \$1.00, 75c, 60c, 50c, 40c.

JOSEPH TETLEY & CO., LIMITED

110 JAMES STREET - WINNIPEG, MAN.

The Most Profitable Stock

for the average grocer is the stock the public asks for. By our large advertising campaign we are telling millions of people in Canada why they should ask for Chase & Sanborn's High Grade Coffees.

CHASE & SANBORN

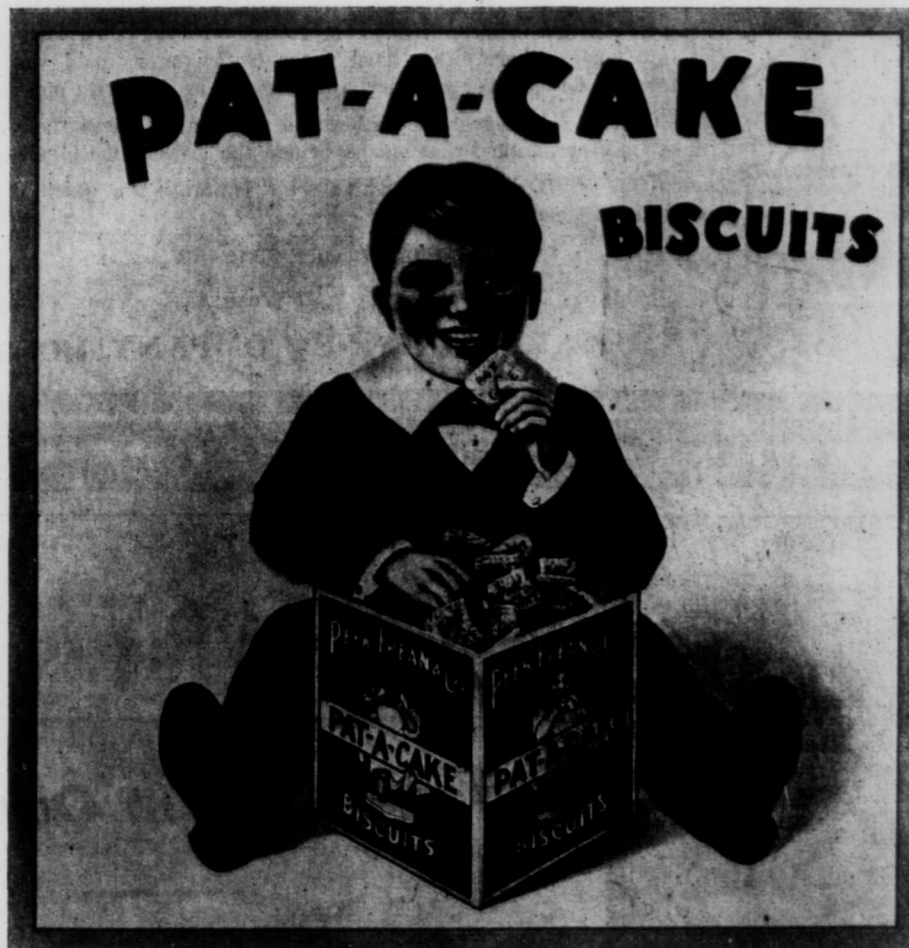
**COFFEES
MONTREAL**

"GRAND PRIX," FESTIVAL OF EMPIRE EXHIBITION, LONDON, 1911

32 Prize Medals

21 Royal Appointments

PEEK, FREAN'S



PRICES AND SAMPLE ON APPLICATION.

ILLUSTRATED ALBUM ON APPLICATION.

OVER 425 MILLIONS SOLD IN ONE YEAR.

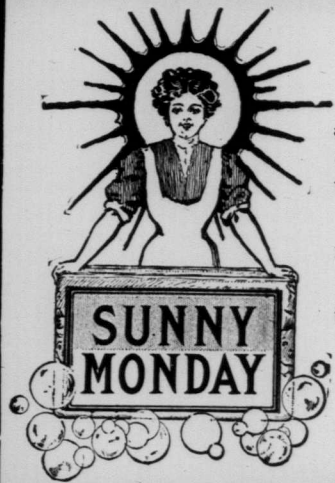
EVERY CANADIAN GROCER SHOULD STOCK THEM.

AGENTS: British Columbia—The W. H. Malkin Co., Limited, Vancouver.
Winnipeg and District—Ruttan & Chipman, Fort Garry Court, Winnipeg.
Ontario—The Harry Horne Co., 309 and 311 King St. West, Toronto
Montreal and District—C. Fairall Fisher, 22 St. John Street, Montreal.
New Brunswick—W. A. Simonds, 8 and 10 Water Street, St. John.

PEEK, FREAN & CO., Ltd., Biscuit Manufacturers

LONDON, ENGLAND

THE NAME "FAIRBANK" MEANS SOAP SURETY



SUNNY MONDAY

SUNNY MONDAY LAUNDRY SOAP has to be the best laundry soap a woman can buy, because the force of Fairbank advertising pushes it into homes where either hard water, soft water, cold water or hot water may be used for washing, and it works as well with one as another.

Grocers sell it everywhere because they find it gives their customers most satisfaction, and that means brings the grocers most sales.

SUNNY MONDAY is a white soap, containing a quick dirt-starter that saves time and clothes.

SOLD TO RETAIL AT 5c.

"Sunny Monday Bubbles Will Wash Away Your Troubles"

THE N. K. FAIRBANK COMPANY, MONTREAL



SANITARY CANS

"The Can of Quality"

Baked Beans, Soups,
Meats, Condensed Milk,
Evaporated Milk ❁ ❁

Sanitary Can Co., Ltd.,

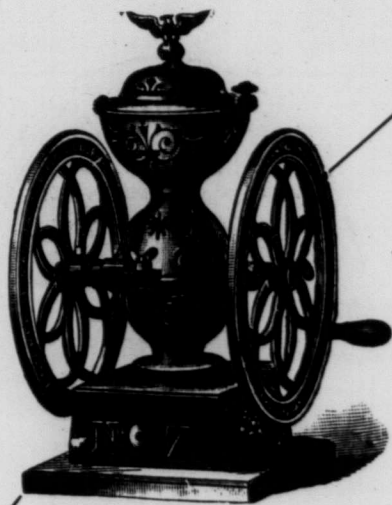
Niagara Falls, Ont.

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Enterprise Accuracy and Enterprise Quality are in These Coffee Mills

It is best to consider well, in buying a coffee mill for your store, whether there is *character* under the brilliant finish—whether the machine will do the work perfectly and *continue to do it*. *That is what*

ENTERPRISE Coffee Mills

are made to do. Enterprise Mills are made under our own patents. Expert mechanics make every part. The grinding system gives absolutely uniform, perfect results. There is no crushing of the coffee, but an even grind to the fineness you want—every time.

All parts interchangeable. And under our system of manufacture, there cannot be the deviation of the thousandth part of an inch. Replace a part next year—ten years from now—and it fits *exactly*. Strong, staunch grinders guaranteed equal to steel do the work evenly and perfectly. New grinders can be put in your machine at low cost. The easiest running machines made. Better to be sure of good quality—service—first of all. The name Enterprise is your guarantee of both. Let us send you catalogue showing you the line of Enterprise machines—many styles in hand and electric power.

There is a maximum service in ENTERPRISE Meat and Food Choppers. The one right cutting principle—four-bladed steel knife revolving against the inner surface of a perforated steel plate. Cuts like shears.

The Enterprise Mfg. Co. of Pa.

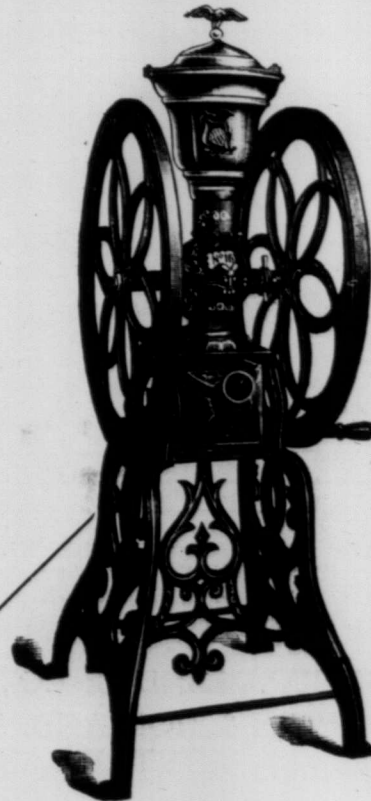
Patented Hardware Specialties

Philadelphia, U.S.A.

21 Murray St.
New York

176 North Dearborn St.
Chicago

530 Golden Gate Ave.
San Francisco, Cal.



Kops & Kops Ale Stout

(Non-Alcoholic)

Ideal Summer Beverages

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

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

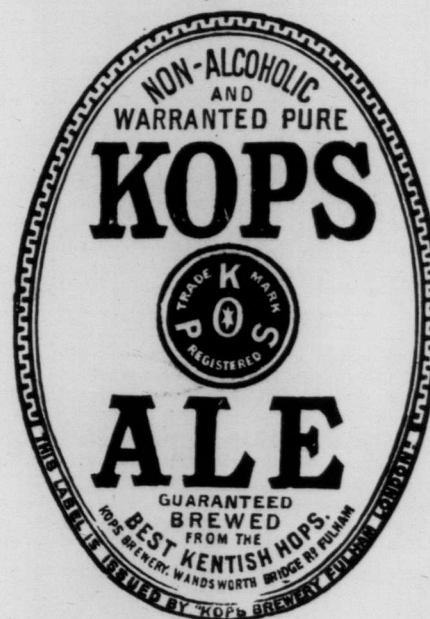
Possess distinct tonic and stimulating properties.

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

THE BEST FOR YOUR TRADE.

CANADIAN AGENTS:—Hudson's Bay Co., Vancouver, B.C.; W. L. Mackenzie & Co., 306 Ross Ave., Winnipeg; Kenneth H. Munro, Coristine Bldg., Montreal; W. L. Mackenzie & Co., 606a Center St., Calgary; Royal Stores Ltd., St. John's, Nfld

KOPS BREWERIES, London, S.W., England



WARNING!

Crescent



Brand

SODA-CRYSTALS (WASHING SODA)

Foreign Soda Crystals—and some of English manufacture—are being extensively offered for sale in this country which are grossly adulterated with Glauber-Salts (Sulphate of Soda), a cheap product which is not only entirely useless for washing purposes, but is even likely to injure the fabrics with which it comes in contact. The Adulterated Soda-Crystals, although nominally lower in price than BRUNNER, MOND'S PURE SODA CRYSTALS, are in reality much dearer owing to the large quantity of useless and injurious matter which they contain.

BRUNNER, MOND & CO., LIMITED
WINN & HOLLAND, Agents
MONTREAL

Sales Increase Steadily

As the convenience and quality of EDWARDS' DESICCATED SOUP become more widely known, its sales are bound to become enormous.

The grocer who features

EDWARDS' DESICCATED SOUP

and thus links his store with the advertising now going on all over Canada, will reap the greatest benefit, and build up a steady trade which will help the sales of all his goods.

EDWARDS' DESICCATED SOUP

is made in three varieties, Brown, Tomato and White. Retails at 5c. a package, and in canisters at 15c. and 25c.

Your orders will be promptly filled if sent in at once. Novel Window and Counter Cards and other sales stimulants are liberally supplied.

DISTRIBUTORS:

W. H. DUNN, 396 St. Paul St., Montreal
W. G. PATRICK & CO., Toronto
W. H. ESCOTT & CO., Winnipeg

Potted Bloater

Another line of the famous Brand & Co. family of high-grade meat foods. Attractively packed in glass and is NOW a big seller.



Summer days are for pleasure. Your community are holidaying and merrymaking—certainly is the housewife not preparing cooked meals, and it is to satisfy this class that we advise you to stock Brand & Co.'s Bloater. It is a delightful meal itself (already prepared); it is unexcelled for sandwich making (so out of the ordinary, don't you know); and it is packed neatly and securely for cosy carrying

It's just good seasonable business that you are losing if you have not a stock of Brand's Bloater.

Brand & Co., Limited

Purveyors to H.M. the Late King Edward VII.

MAYFAIR, - LONDON, ENG.

NEWTON A. HILL, 25 Front St. East, TORONTO

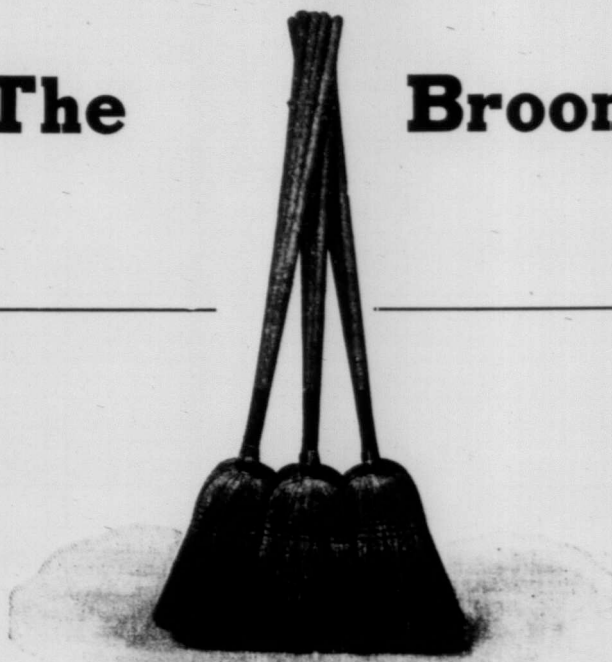
H. HUBBARD, 27 Common St., MONTREAL.

McLEOD & CLARKSON, VANCOUVER.

Parker

The

Broom



WE do not consider it sufficient to make ordinary **Brooms and Whisks.** We are trying to make the **Best Brooms and Whisks,** as evidenced in the

Parker Broom
which is the last word in
Good Brooms

Agents:

The Lind Brokerage Co.,
Toronto.

Nicholson & Bain,
Winnipeg, Regina, Cal-
gary, Edmonton.

Gordon M. Millar,
Montreal.

Albert Dunn,
Quebec.

For sale at any good
Wholesale Grocer.

The Parker Broom Co.

OTTAWA



**HELP HER
WITH THE BAKING**

The majority of women take great pride in making fine cake, bread or pastry—they like to have them of even flavor, baked thoroughly but evenly, and, above all, tasty Give them

**WINDSOR
TABLE SALT**

and you make baking success more certain. Poor salt means poor baking — everything goes "Flat" after hours of work over a hot stove, and that means disappointment. Help the housewife avoid that.

CANADIAN SALT CO.,
LIMITED
WINDSOR, - - ONT.



**Clean
Hands
Always**

That's a surety
when you use

**S N A P
HAND CLEANER**

There's no preparation so widely approved by people who require a thorough hand cleanser. It removes instantly all vestige of paint, grease, tar, ink, or dirt, without injuring the daintiest of skin.

Stock Snap and increase your sales.

Snap Company, Limited
MONTREAL

THE TEST OF SERVICE

Few electric coffee mills develop trouble in the first year of their service. To the new owner, enthusiastic over the beauty and convenience of his new mill, what is out of sight is more than likely to be out of mind.

But to the level head buyer the value of foresight in what is out of sight needs no explaining. He knows that on these parts depend the life and service of his mill. Many a COLES mill is to-day, after three or four years service, giving just as good satisfaction as when it came fresh from the factory. Is this kind of service worth anything to you?



COLES MFG. CO., Philadelphia, Pa.

AGENTS—Chase & Sanborn, Montreal; The Codville Co., Winnipeg; Eby, Blain, Limited, Toronto; James Turner & Co., Hamilton, Ontario; Kelly, Douglas & Co., Vancouver, B.C.; L. T. Mewburne & Co., Calgary, Alta.

By Royal Letters Patent

NELSON'S
Gelatine and Liquorice
LOZENGES

Should be in your confectionery department.

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

Eur

Dr



Eureka

JAMES
Distribu

Agent

2

2

Eureka Canada's Sanitary Refrigerator

THE GREATEST

Dry air circulating Refrigerator of the age.



This is the Refrigerator that has become famous from Coast to Coast.

More of them are used by Butchers than all other patented Refrigerators combined in Canada.

Made all sizes and prices for every purpose.

WRITE FOR CATALOGUE AND PRICES

Eureka Refrigerator Co., Ltd. 54 NOBLE STREET TORONTO

Montreal Representative
JAMES RUTLEDGE - Telephone St. Louis 3076
 Distributing Agents, **WALTER WOODS & CO.,** Winnipeg
 Agents at Fort William, Hamilton, Calgary, Moose Jaw, Saskatoon

Rarer than Radium! Quality with Quantity.

"OCEAN" is an adjective of quality and quantity in laundry blues. 5 cents is little enough to pay for both, but sufficient. Three most highly concentrated, readily dissolved great big squares, or two surprisingly large bags, of "OCEAN" Blue, ready to put a perfect finishing touch of whiteness and brightness upon the clothes, in exchange for 5 cents! Can anybody wonder that it is always included with the soda, soap, and starch by the grocer keen on keeping custom.

OCEAN BLUE

Squares in 5 cent. packets.

Bags in 5 cent. cartons.

*Cheap enough for the million.
 Good enough for the millionaire.*

HARGREAVES BROS. & CO., LTD. HULL, England.

Agents for Ontario:
F. E. ROBSON & Co., 25 Front Street East, TORONTO.

2
2

The everywhere advertised, thoroughly reliable and quick-selling shoe polish is **2 in 1**. It will polish wet or oily shoes, contains no turpentine and will not soil clothes. **2 in 1** makes satisfied customers and good customers.

THE F. F. DALLEY CO.
 LIMITED
 Hamilton, Canada Buffalo, U.S.A.

2

WHEN SHE COMES

—the housewife, to your store, and asks for soap, your selling chances are increased ten-fold if you can offer her



It is well-known for its wonderful achievements on wash-day. It saves hours of toil by making the clothes white with only little rubbing. Prepare for that visit—Order now.

The Guelph Soap Company
 GUELPH - - - ONTARIO

Tartan
BRAND
THE SIGN OF PURITY

You can please ALL of your customers ALL the time with TARTAN BRAND.

Canned Vegetables, Canned Fruits, Canned Salmon, Package Teas, Baking Powder, Soaps, Baking Soda, Syrups, Spices, Extracts, Jelly Powders, Cream of Tartar, Mustard, Borax, Peels, Coffees, Currants.

Every package or tin fully guaranteed by

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

Our mail order service is just what you need. 'PHONES 3595, 3596, 3597 3598, 748, 462 (free to buyers)

James Methven, Son & Co., Limited

2 TALBOT COURT, EASTCHEAP, LONDON, E.C.

Also at Liverpool and Glasgow

Shippers of all kinds of British and Foreign Confectionery, Candied and Cut Drained Peels, French Fruits, including Glace Cherries, Metz Fruits, Angelica, etc. We represent one of the oldest and best French Houses for the latter goods and have sole control in Canada.

We are also sole export agents for Karl Fazer's FINLAND FRUIT SWEETS. We shall be glad to have trade enquiries.

We are also open to take any first-class Canadian agencies for lines suitable for this market.

Every Live Grocer

SHOULD KNOW ABOUT

"Walker Bin" Fixtures

They represent the maximum efficiency in grocery equipment---the most complete system for easy and economical handling of a grocery stock, either large or small.

They insure minimum of waste, shrinkage, labor and expense, which means larger profits.

The attractive display makes customers feel "more like buying and buying more."

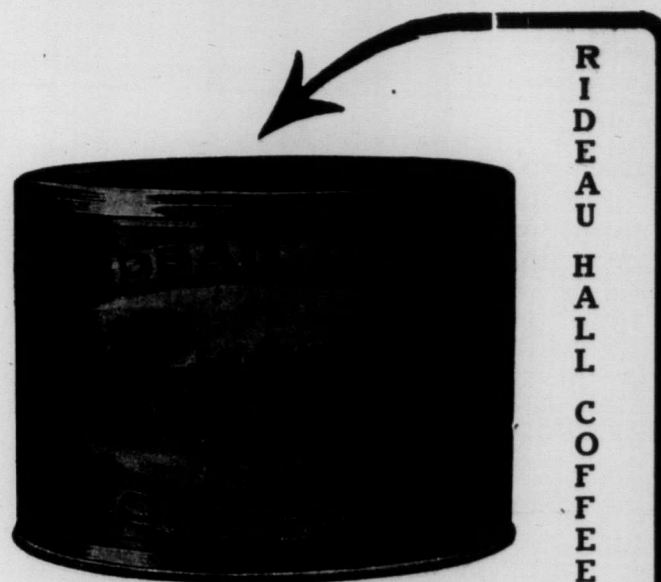
Write for Illustrated Catalogue
"MODERN GROCERY FIXTURES"
and let us give you an estimate.

Walker Bin & Store Fixture Co.
LIMITED

REPRESENTATIVES,—

Manitoba: Watson & Truesdale, Winnipeg, Man.
Montreal: W. S. Silcock, 33 St. Nicholas Street
Vancouver, B.C.: W. W. Burke & Co., 334 Cordova St. W.

Berlin, Ontario



RIDEAU
HALL
COFFEE

Our triumph in perfect blending and roasting is Rideau Hall Coffee. Sell your customers the best. Packed in one pound and 25c. tins only.

Gorman, Eckert & Co., Limited
London, Ont. :- Winnipeg, Man.

FRUITS

Just now you customers are all busy buying fruits for preserving and canning purposes. It will serve your interests as well as your customers' to supply

St. Lawrence

Granulated

the pure cane sugar that ensures the keeping quality of preserves, fruits, etc.

EVERY LITTLE HELPS

There is always a demand for stove polish. The best stove polish that has been giving complete satisfaction for over 60 years is

JAMES DOME BLACK LEAD

PAYS GOOD PROFIT,

DOES GOOD WORK.

W. G. A. LAMBE & CO.

TORONTO

CANADIAN AGENTS

SWEETHEART BRAND BAKING POWDER

OUR SPECIALTY



Trade Mark

of Quality

The experience of years in making, choice materials and perfect cleanliness in packing, ensure our Baking Powder a success.

OUR MOTTO—QUALITY

IXL. Spice and Coffee Mills,
Limited

LONDON

ONTARIO



By Special royal permission.

The Food That Serves the Appetite

Sardines preserved in the whole state in pure olive oil are precluded from contamination. Besides, the sardine has appetizing qualities, and where the appetite serves digestion follows.

"KING OSCAR" SARDINES

embody all the features that make sardines an appetizing and health-giving food. Careful selection of fish and always uniformly pure; sweet and well packed in pure olive oil.

They produce satisfaction and incidentally profit.

GET A STOCK TO-DAY.

JOHN W. BICKLE & GREENING

(J. A. HENDERSON)

HAMILTON,

::

::

::

ONTARIO

FURUYA & NISHIMURA

have early picked NEW SEASON'S JAPAN TEAS and SIFTINGS arriving at different points about the 22nd instant.

CHESWRIGHT & NICHOLLS, Limited

Norway Wharf, Commercial Road East,
LONDON E., ENGLAND

Manufacturers of Tea Lead, Silver Brand Metal, and Argentoid (paper-backed foil) for

Tea Packing

also Pure Tin and Composition Tin Foils for wrapping all kinds of Confectionery, Soaps, Tobacco, Cigarettes, etc.

Agents in St. John, N. B.:
THE SMITH BROKERAGE CO., Limited

Agent in Toronto
MR. CHAS. H. ANDERSON,
50 Front Street East

The
Hotter--
The
Better



We are referring to the weather—and the more desirable Laurentia Milk is in hot weather than dairy milk.

LAURENTIA MILK

Has Big Sales

We are more than pleased with our sales, and our greatest effort is to fill orders, so popular has Laurentia Milk and Cream become.

Send for prices and descriptive literature

LAURENTIA MILK CO., Limited
371 Queen Street West, Toronto, Ont.

GRAY'S JAMS

Contain neither glucose
nor preservatives.

Our guarantee of purity
is on every jar.

Samples and prices from

Maritime Provinces, Quebec, Manitoba,
Saskatchewan and Alberta, W. H.
Dunn 396 St. Paul Street, Montreal;
Toronto, Lind Brokerage Co., 73 Front
Street East; Ottawa, E. M. Larner &
Sons, 11 York Street; British Columbia
and Yukon, Kirkland & Rose, 312
Water Street, Vancouver.

John Gray & Co., Ltd.
Glasgow

THE NEW ENGLISH
BISCUIT IS BEING !
SOLD IN MILLIONS !

CARR'S

“SHORTCAKE”



32
PIECES TO
THE POUND

HAS INCREASED THE BISCUIT SALES
OF THE TRADE BY AT LEAST 50%
WHY NOT LET IT INCREASE YOURS?

WIRE, PHONE OR WRITE THE AGENTS BELOW :

SIMPLY
DELICIOUS !

W. H. DUNN, Montreal and Toronto.
HAMLIN & BRERETON, Calgary, Winnipeg,
Vancouver.
T. A. MACNAB & CO., St. John's, Nfld.

BY ROYAL
CARR & CO., LTD.



APPOINTMENT

CARLISLE, ENG.

Manufacturers' Agents and Brokers' Directory

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

WESTERN PROVINCES

Escott & Harmer

Successors to W. H. ESCOTT CO.

WHOLESALE GROCERY
BROKERS, COMMISSION MERCHANTS and MANUFACTURERS' AGENTS

OFFICES:-

Winnipeg, Regina, Calgary,
and Edmonton.

WATSON & TRUESDALE

Wholesale Commission Brokers and
Manufacturers' Agents.

WINNIPEG, - - - MAN.

Domestic and Foreign Agencies Solicited.

WINNIPEG

H. G. SPURGEON

Wholesale Broker and Manufacturers' Agent
Canadian, British and Foreign Agencies Solicited.

230 Chambers of Commerce. P.O. Box 1812

WINNIPEG THE J. J. TOMLINSON CO.

WHOLESALE GROCERY BROKERS
Office and Track Warehouse, - 92 Alexander St. E.
Correspondence solicited on domestic and
foreign lines.

FRANK H. WILEY

MANUFACTURERS' AGENT

and

IMPORTER

757 Henry Ave., WINNIPEG.

THE TURNBULL Company

DIRECT IMPORTERS OF
GROCER SPECIALTIES

Open for additional first class lines.

179 Bannatyne Ave. East, Winnipeg

WESTERN DISTRIBUTORS LIMITED

Wholesale Commission Merchants, Customs
Brokers and Manufacturers' Agents. Care Dis-
tributed, Warehoused and Forwarded. Warehouse
on Transfer Track. Business solicited. Our pos-
sibility is your opportunity.

SASKATOON, - - - WESTERN CANADA

G. C. WARREN

Box 1036, Regina

IMPORTER, WHOLESALE
BROKER, and MANUFACTURERS'
AGENT

Trade Established 12 Years.
Domestic and Foreign Agencies Solicited

DISTRIBUTORS, LIMITED

P. O. Drawer 99

EDMONTON, ALBERTA

Manufacturers' Agents, Commission Mer-
chants, Warehousemen.

Track connection with all Railroads.

RUTTAN & CHIPMAN

WHOLESALE GROCERY BROKERS

and

MANUFACTURERS' AGENTS

Fort Garry Court, Main Street,

WINNIPEG, - - - CANADA

THE WESTERN BROKERAGE & MANUFACTURERS' DISTRIBUTING CO.

Commission Brokers, Customs Brokers and
Manufacturers Agents. Shipments stored
and distributed. Bonded warehouse in con-
nection. Your business solicited.

222 Ninth Avenue West - Calgary, Alberta

TORONTO

IN ONE OF THE BEST
TOWNS IN ONTARIO,
a splendid grocery business will
be sold on account of owner's ill-
health; capital or security required
\$3,000. For full particulars
apply

W. H. Millman & Sons

Toronto

W. G. PATRICK & CO.

Manufacturers' Agents

and

Importers

77 York Street, Toronto

W. G. A. LAMBE & CO.

TORONTO

Grocery Brokers and Agents.

Established 1885

MacLaren Imperial Cheese Co. Limited

AGENCY DEPARTMENT

Agents for Grocers' Specialties and Wholesale
Grocery Brokers

TORONTO, Ont. DETROIT, Mich.

Secure our prices for
Fine FILIATRA CURRANTS, Greek
cleaned, in half cases,
before purchasing.

LIND BROKERAGE CO.

49 Wellington. St East - - TORONTO

LONDON

THE MARSHALL BROKERAGE COMPANY

67 Dundas St., LONDON, ONT.

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

MARITIME PROVINCES

H. R. SILVER, LTD.

MANUFACTURERS' AGENTS
AND GROCERY BROKERS

HALIFAX - NOVA SCOTIA

First-class frost-proof storage facilities.
Correspondence solicited on Domestic and
Foreign lines.

W. S. CLAWSON & CO.

Manufacturers' Agents and Grocery
Brokers.

Warehousemen

ST. JOHN, - - - N.B.

Open for a few more first-class lines.

NEWFOUNDLAND

T. A. MACNAB & CO.

ST. JOHN'S, NEWFOUNDLAND
MANUFACTURERS' AGENTS
and COMMISSION MERCHANTS

Importers and exporters. Prompt and careful at-
tention to all business. Highest Canadian and foreign
references. Cable address: "Macnab" St. John's.

Codes: A, B, C, 5th edition, and private.

Your card in our MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY pages will keep you in touch with every manufacturer at home and abroad, who is looking for agents to represent him in Canada.

Many of the best British and foreign agencies in Canada have been secured through the cards on these pages.

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Manufacturers' Agents and Brokers' Directory

(Continued.)

BRITISH COLUMBIA

McLEOD & CLARKSON

Manufacturers' Agents and Wholesale Commission Agents
852-6 GAMBIE ST., VANCOUVER, B.C.
Can give strict attention to a few first-class Grocery Agencies. Highest References.

O. E. Robinson & Co.

Manufacturers and Buyers of Dried Evaporated and Canned Apples
Ingersoll, - - - Ontario
ESTABLISHED 1886

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

Write us for New Price List of

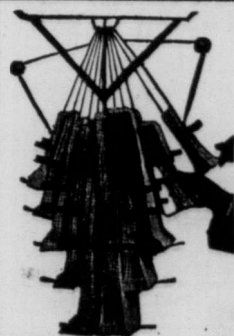
WINDSOR SALT

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



No Odor
It dries them up
KILLS { Roaches and Bed-Bugs
Flies and Mice

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



The BROWN is the only convenient Bag Holder

Occupies no counter space. The bags are held in position by gravity—no perforation of bags necessary. Handy, Saves Time. Will last a lifetime. For sale by jobbers everywhere. Ask your jobber or write

The Brown Mfg. Co.
Creston, Iowa, U.S.A.

QUEBEC

L. EMILE GABOURY

Manufacturers' Agent and Commission Merchant
235 St. John St., QUEBEC, CAN.
Correspondence solicited with brokers or manufacturers looking for a reliable representative. Can furnish best of references.

McDOUGALL

Insist upon having them
D. McDOUGALL & CO. Ltd., Glasgow, Scotland
CLAY PIPES

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

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

Grocery Advertising

By Wm. Borsodi

It contains suggestions for special sales, bargain sales, cash sales, etc.; ideas for catch lines or window cards, and many hints for the preparation of live advertising copy. A collection of short talks, advertising ideas and selling phrases used by the most successful grocery advertisers.

PRICE \$2.00

ALL ORDERS PAYABLE
IN ADVANCE.

MacLean Publishing Co.

143-149 University Ave., Toronto

DINING ROOM

Big list money making-opportunities. \$300 to \$32000 Lunch Room Tables, Counters, Meat Cases, Ice Boxes, Stoves etc., inventory \$450. Right location to work up fine business. Price \$300.

V. delaRONDE, Business Broker
Room 14-16 McGill College Ave., 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 "GLEANER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax

TRY A Condensed Ad. IN This Paper

A Few Dollars More a Week

makes a big difference in your yearly income.

Have you ever thought how you might add to your weekly salary without interfering with your regular work?

Will you let us solve this problem for you?

So far this year, we have shown seventy-five enterprising and ambitious clerks how to make \$5.00 a week more during their spare hours. They will each make this additional salary every week this year and longer should they wish.

If you would like us to show you, write to-day.

This is genuine.

THE MACLEAN PUB. CO.
143-9 University Ave., Toronto



THE MCGREGOR PATENT BAG HOLDER.

Better Service Means More Trade

THE MCGREGOR PATENT BAG HOLDER is the biggest step to quick service of your customers, and quick service is probably the remaining thought of every trader to your store. Make it a favorable one.

KILGOUR BROS.
21-23 Wellington St. West, TORONTO



MacLean's WHITE MOSS

Made a big "hit" years ago.

Does ALL the "home running" to-day.

Canadian Coconut Co., Montreal

TEA LEAD

(Best Incorrodible)

Buy "PRIDE OF THE ISLAND" Brand

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

ISLAND LEAD MILLS, LIMITED

Tel. Address: "Laminated," London. LIMEHOUSE,
A.B.C. Codes used 4th and 5th Editions LONDON, E., ENG.
Canadian Agents HUGH LAMBE & CO., TORONTO
J. HUNTER WHITE, ST. JOHN, N.B.
CECIL T. GORDON, MONTREAL

SALT RICE'S SALT

IS

Always Pure

Increase your business and also your profits by handling a good article—your customers appreciate it and you keep their trade.

RICE'S SALT for Table, Dairy and general use is a good seller and always reliable. Write us for prices.

THE NORTH AMERICAN CHEMICAL CO., Clinton, Ont.

Seek to Give Satisfaction

Even in the little things. A match is small in stature but mighty in power towards building a satisfied trade. Try your trade with



DOMINION MATCH CO., LIMITED

DESERONTO, ONTARIO

Or The Canada Brokerage Company, Limited, Toronto, Ont.;
The A. Macdonald Co., Winnipeg, Man.; Snowdon & Ebbitt,
Montreal, Que.; J. B. Renaud & Co., Quebec, Que.; J. A. Tilton,
St. John, N.B.; J. W. Gorham & Co., Halifax, N.S.

BLACK JACK

QUICK
CLEAN
HANDY

1/2-lb. tins—
3 doz. in case



TRY IT

SOLD BY
ALL
JOBBERs



The Proper Fly- Destroying Stock

Sticky papers, etc., are out-classed for effectiveness now that this "sure death" to the fly is on the market. Have you a stock? Send right away.

Dominion Agent: **Joseph R. Wilson** 204 Stair Bldg. TORONTO

THE PEDDLER IS STILL ABROAD

He is destroying your Tea Trade to-day even more so than four or five years ago.
Put him out of business by selling

"SALADA"

the only tea that will do it—for the peddler cannot buy "Salada."

BUILD UP THE TEA TRADE.

In last week's issue announcement was made of the formation of a tea company to operate tea routes in various parts of Ontario. This is taken to infer that there will be a large tea-peddling company in opposition to the retail trade.

The natural outcome of such a situation will mean less trade to the dealer unless he can counteract its influence by making sure he holds his present tea business and gradually adds more.

—From "The Canadian Grocer," June 28, 1912.

The Peddler, hawker and transient trader can be found to-day in increasing numbers in almost any community. They sell tea, coffee, curtains, clothing, caps, carpets—in fact, almost all lines carried in the average general store. Retail merchants should, therefore, make every effort to see that a portion of that profit finds its way back.

—From "The Canadian Grocer," Nov. 27, 1908.

IT SELLS THE GOODS

You know very well that public sentiment is with the storekeeper that follows the cleanest and most healthful storekeeping methods. Then why postpone the inevitable?



INSTAL A

Silent Salesman Arctic Refrigerator

right away, and win the approval of your trade and add to its numbers. You can display more artistically in a silent salesman all classes of perishables, because they will keep perfectly fresh and fairly draw sales.

Representatives in the west: Donnelly, Watson & Brown, Calgary, Alta.

John Hillock & Co., Limited
TORONTO, ONT.

The Manufacturers of

Cold Springs Lemonade

Offer You a Treat

Drop a card for free tin of Cold Springs Lemonade Powder, the only preparation on the market which has the true lemon flavor. Have your wife make you up a drink and you will soon conclude that

COLD SPRINGS

is the line for you par excellence.

Don't hesitate.

S. H. Ewing & Sons
MONTREAL



For Years in the Lead —Still Leading

is the unparalleled record of these two brands of staple condiment.

**COLMAN'S MUSTARD
KEEN'S MUSTARD**

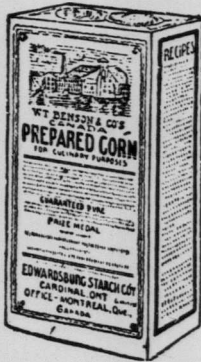
Double Superfine Quality
In square tins.

Any dealer stocking these brands will be catering to the demands of the general public.

MAGOR, SON & CO.

AGENTS FOR THE DOMINION OF CANADA

403 St. Paul St., MONTREAL
Toronto Office, 30 Church St.



Every Woman Who Cooks WILL EAGERLY PURCHASE Benson's Prepared Corn

¶ The Corn Starch that fills a hundred wants in the kitchen.

¶ Women want Benson's because it lightens the drudgery of Summer cooking—enabling them to quickly prepare delicious and nourishing dishes.

¶ Women want Benson's because of its unequalled purity and fineness. They want it for baking, pastry making, preparing custards, ice cream, blanc mange, etc.

The Demand Is There—You Simply Have To Supply It

Your order will receive prompt attention.

THE EDWARDSBURG STARCH CO.
LIMITED
MONTREAL—CARDINAL—TORONTO—BRANTFORD—VANCOUVER

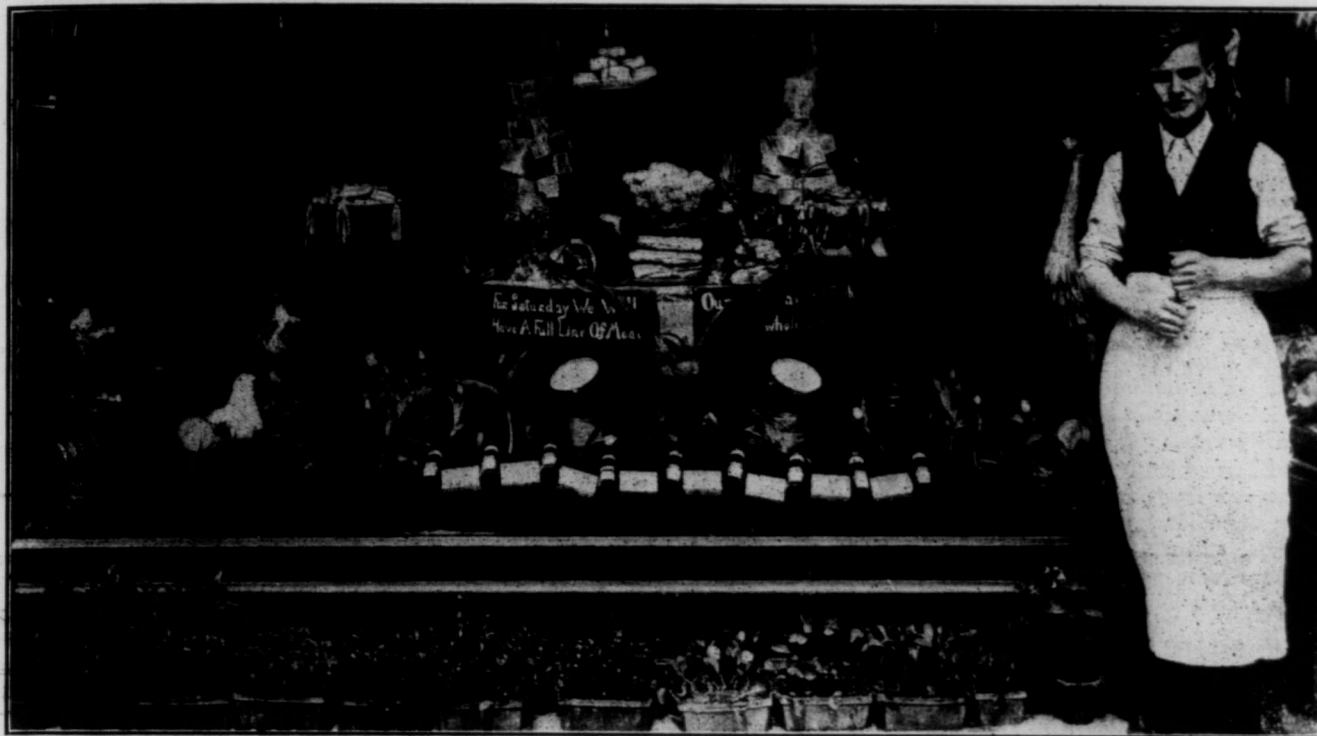
A window di

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Editorial No months The Gr on reasonable advantages. It several of these Canadian dealer are pleased to and descriptions the value of di by readers. Th of the most or and it is only photograph was the article. Br his father's s dressed the wit he says. It will of business, bes advertisement f welcome similar and dealers as ing the work it valuable.

The photog a window di month ago to nent among i noticed green ing out in bl line of meat canned.

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A window display carrying with it the breath of Spring. The clerk who dressed it gives a description of it in the article below.

Spring Represented in Window Display

An Ingersoll Window Trimmer Taking Advantage of the Seasons—Has Committee of Town's Business Men Call to Tender Congratulations—How the Display was Arranged—Responsible for Many Sales.

By Bruce McDougall.

Editorial Note.—During the past few months The Grocer has harped a good deal on seasonable displays, their character and advantages. It is very gratifying to note that several of these displays are being used by Canadian dealers to good advantage, and we are pleased to receive the many photographs and descriptions of windows, and opinions on the value of displays that are being sent in by readers. The accompanying window is one of the most original sent in for some time, and it is only to be regretted that a better photograph was not obtained. The writer of the article, Bruce McDougall, is clerking in his father's store at Ingersoll, Ont. He dressed the window himself, and from what he says, it will be seen it created a good deal of business, besides being a splendid publicity advertisement for the store. The Grocer will welcome similar contributions by other clerks and dealers as well. They all assist in making the work in the store more practical and valuable.

The photograph I have sent you is of a window display I arranged about a month ago to represent spring. Prominent among the articles shown will be noticed greens, plants and flowers coming out in bloom, as well as a complete line of meats, smoked, cooked and canned.

In the past we have had good results from advertising window dressing, but I think from this display more results have been secured than from any other manner in which we have advertised. A committee of some of the most promi-

nent men in Ingersoll called while the display was in to congratulate us on its originality, but apart from that, it sold a considerable quantity of goods.

The Breath of Spring.

In the background may be seen evergreen shrubs, and the Spring idea is carried out by using grass on the floor and the addition of birds, including a crane, hawk and owl. In the centre is a small pond of water with ducks swimming about. On the table are the seasonable goods heralded in by the coming of Spring. Butter is piled in zig-zag style on either side. In the centre is a wire basket of eggs, flanked by bacon, ham and pineapples, while dressed chickens and smoked meats hang in the background from the window top. On the right and left are canned meats, and in the front-centre pickles and lard.

From a close inspection of the display one will see large numbers of tulips strewn throughout the grass. On a ledge outside the window were placed geraniums and garden vegetable plants.

Users of Show Cards.

Our store believes that show cards are advantageous to selling, as will be ob-

served from the two that appear in the photograph. We believe strongly in seasonable displays, and it is our endeavor to show at all times goods which the window can assist us in selling rapidly. At the time of writing, for instance, we have what we think to be a pretty good showing of a package cereal food.

A Business Producer.

There can be no question of the advantages derived from these displays. We cannot overlook them when business men come in a body with words of praise or women are attracted inside to purchase the goods shown. I look after the window because I like the work and naturally one feels flattered when he sees actual results accruing from his labors. I think, too, that originality combined with attractiveness and selling power are splendid combinations in any window.

I trust I may have the privilege of seeing other displays in The Grocer sent in by clerks, because they all help in the work.

Stock Quality Spices for Pickling Season

**Women Lose Confidence in Their Dealer if Given Poor Goods
—Are Always Anxious to Excel in Pickle and Sauce Manufacturing—Time to Begin Thinking of New Stocks—Market Is Firm—Care Necessary in Handling Spices.**

Not yet, but soon, the pickling season will begin to loom up large to both the Canadian housewife and retail dealer. The price at which cucumbers, tomatoes and other kindred lines are selling at the present moment may not suggest pickling very strongly to the mind of the housewife. However, there will shortly be a change in the order of things and when it commences, it will develop rapidly. Market gardens are blossoming forth in splendid array, excellent progress is being made in most every district, Canadian crops will soon begin the annual outturn, prices will ease off to a more reasonable level and the pickling season will be here once more.

Time to think of Spice Stocks.

The time is indeed close enough at hand to claim the attention of the grocer. It is none too early for the retail dealer to look to his stocks in anticipation of the trade that will before a great time be in evidence. The selling campaign, no matter in what line it may be in which purchasing is done well ahead and plenty of time is left for planning, is always productive of good results. It is so with spices. Having bought early, the dealer need give no more thought to this part of the problem, but may direct his attention to his selling campaign.

Prices Look Firm.

A review of the spice markets just at moment would seem to indicate that nothing is to be gained as far as prices are concerned by holding back in purchases. Indeed, the general tone of spices as indicated by reports from primary markets is one of steadiness which in case of some lines is quite marked. With this condition existing now at a time when the big season of demand is just opening up there would seem no reason to look for anything but steadiness, at any rate in most lines of spices.

In purchasing his season's supply of spices, one of the big questions which comes up for the dealer to solve is, "How much shall I buy?" The purchases of the preceding year should serve as a fairly good gauge of the next year's business. From past years' experiences a dealer knows the lines which he can sell easily and those which are less prominent.

There should be an increase in the total spice sales of a grocer each year for, in this progressive country, the popula-

tion is constantly mounting upward and spices is one of the lines benefited. However, it is well to keep on the safe side in buying. Wholesalers and manufacturers who have their customers' interests at heart will agree with this.

Get the Housewife's Ear.

A good shelf of homemade pickles, catsup and similar lines is the housewife's pride. As the season draws near she is "all on pins" until she gets started "putting down" the annual supply. The day to commence is awaited with as much impatience as the annual housecleaning. She may remark to her friends that she wishes it was over, but nevertheless she delights in the work. And when she once begins she puts forth her best efforts to produce a product that when friends come in for a meal, she can point to with pride as her own handiwork.

Elevate Standard of Quality.

With her reputation thus at stake, it is plain that she will want the very best goods with which to work. For this reason the wise grocer will make sure that he gives her the best spices and vinegar. If she should waver in this regard in an attempt to buy cheaply, it will work much to his disadvantage; it will break down the housewife's dependence in him and his goods. To such a housewife, what difference does a few cents more on a pound of spice or a gallon of vinegar make? The grocer who buys high quality spices can recommend them with confidence which means much in promoting sales.

Require Some Attention.

Spices are not the easiest thing in the store to handle, but by proper arrangement this handicap may be reduced to a minimum. It must be remembered that spices contain a volatile oil which is really the strength of the spice. This oil easily evaporates, and to avoid this the spice should be contained in a receptacle that will prevent evaporation. The grocer should now make provisions for this before his season's supply comes in.

The tin canister in which spices are sometimes sold is a good receptacle provided it does not become dented in such a way as to admit air. The most attractive method is perhaps air tight bins with mirrored fronts, while some grocers use glass bottles with glass stoppers which not only preserve the strength but display the spice to fairly good advantage. With bulk goods, a separate scoop for each spice is advis-

able for a trace of turmeric amongst cloves for instance will not impress a customer with the grocer's carefulness.

It is well to prepare now for the trade so that when the demand sets in, the grocer will be ready to take care of it.



**"Twenty Years Ago"
in the Grocery Trade**

The following items of interest are taken from The Canadian Grocer of July 8, 1892:—

"The Windsor merchants will close their stores at 6.30 each evening, except Saturdays, during July and August."

Editor's Note.—Even 20 years ago Windsor merchants realized that some time for recreation during the warm weather was desirable. This year the grocers are observing a half holiday on Thursday afternoon during the summer months.

"At the Sarnia Court of Revision the other day, Edward Adams and A. M. Smith, wholesale grocers of London, have each a quantity of sugar in store in Sarnia, which was down in the assessment roll at \$1,000 for each lot. Sugar is cheap now, and the valuations were appealed against, and reduced to \$700 in each case."

Editor's Note.—Sugar on the Montreal market at that time was quoted at \$4.50 whereas now it is \$5.05.

"John Scandrett, the well-known grocer of London, Ont., died on the 23rd., after a very short illness. A week ago last Monday, he was attending to his business as usual, and, in fact up to the day before his death had no ill-health."

"Hon. Mr. Foster has given notice of a resolution extending the period for granting a bounty on sugar made from Canadian-grown beets, which expires on July 1 next, until June 13, 1895."

Editor's Note.—Mr. Foster is now Minister of Trade and Commerce, and at present time is engaged in bringing about a trade agreement with the British West Indies in which sugar will likely be affected.

In The Grocer of July 8, 1892, tomatoes on the Toronto market were quoted at \$1.05 as compared with \$1.65 to \$1.75 to-day; horseshoe salmon at \$1.60 as against \$2.55 to-day while lobsters which are now selling around \$2.90 were then quoted at \$1.90 per dozen.

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The Sugar Market and Future Prospects

Developments in Prices During First Half of 1912 and Causes—Difference in Market Compared to First Six Months of 1911—Cuban Crop Better Than Anticipated—Future Depends Largely on European Beet Crop.

It was just one year ago that the sugar market began its spectacular upward flight, reaching before a halt was called, the highest point registered in 22 years. Little did the housewife or the grocer, or even the refiner himself, dream one year ago that sugar would make history before 1911 was out; which merely goes to show just how uncertain a proposition the sugar market is.

It was Europe that started all the trouble. Up to this time it had been peacefully reposing in the background creating but little attention when suddenly, like the proverbial bolt from the blue, the adverse reports from this source descended upon the sugar world. Rather doubted at first, they developed into grim reality as the record prices reached during the year will testify.

Change From Year Ago.

The order of things has been partly reversed during the first six months of this year but it must be remembered that this is an abnormal year. From February onward last year the tendency of the market was upward while since February this year the trend has been decidedly downward.

When the Cuban crop began its outturn this year, prices began to recede from their abnormal level. Three ten-cent drops were registered in January only to be followed by a 20-cent reaction in February when the Cuban prospects looked somewhat less favorable; while lurking in the background was the possibility that Cuba might start some 'high jinks,' such as Europe did last year.

Then in March things in Cuba began to look rosy, confidence in the prospects were strengthened and prices dipped downward ten points, followed by a similar amount in both April and May and a 20-cent decline during June. While refined sugar is to-day 60 cents below the price of early January, it still shows a 45-cent margin over the prices ruling one year ago.

What Will Future Bring Forth.

But the question in which the grocer is now deeply interested is the future course of the market. The preserving season is opening up and for the next few months there will be a big demand for sugar and it means much to the grocer to buy right. If the market is going up, he wants to get in on the ground floor. If there are to be still

further declines, he will want to adopt a waiting policy.

Let us consider what happened during the last siege of high prices, namely in the crop year of 1904-1905. In January, 1905 prices had reached the high point of that campaign, \$5.75 on Montreal market. The market then began to slump and continued its downward movement during every month of the year, the low figure of \$4.30 being reached in December, while 4.20 the lowest point for several years was reached in January, 1906. The same thing may follow this year and again it may not. The October beet crop and the January cane crop will decide whether history is to repeat itself.

One of the depressing features during past few months has been the good outturn of the Cuban crop and only recently sugar authorities have felt it necessary to increase their estimates of the total yield. The statistical situation keeps on improving, the visible supplies of the world now being 127,627 tons less than a year ago, a reduction from 500,000 tons deficiency two months ago. Added to this the European beet crops

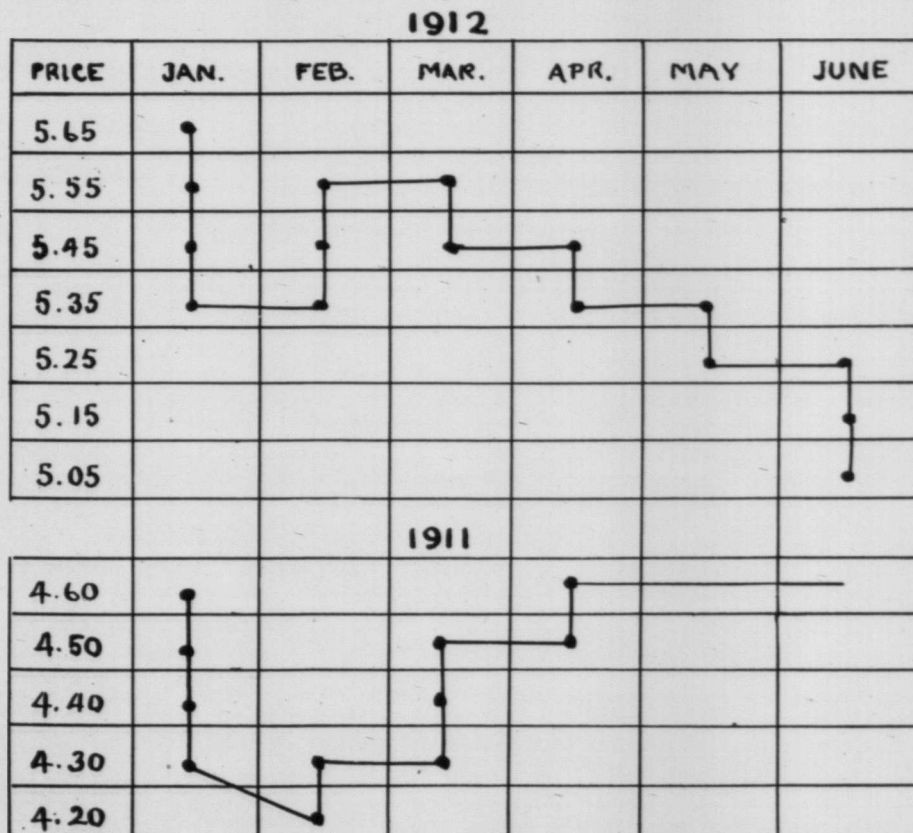
show favorable progress in all directions, and this no doubt has much to do with the weakness of prices abroad.

Therefore the immediate outlook is one of easiness but what the future may hold in store is uncertain. Last year's performance shows just what a big change is possible in the situation in a short time. Cuba is now becoming more of a finished issue and attention is being directed to the beet crop in Europe. So far reports from that direction have shown no reason for easiness.

The first of the week found Cuban raws in New York quoted at \$3.80. Beet sugar quotations were 10s 10½d. for spot and 10s 11¼d. for July. "Raw quotations," said a sugar man, "warrant lower prices in refined. The market is now in the process of readjustment.

"As for what is ahead," he continued, "all depends on the development of the European beet crop."

In absence of any immediate indications of higher prices, dealers will no doubt continue a hand-to-mouth policy, keeping a sharp eye on Europe, however, for any unexpected developments.



The Canadian Grocer's Sugar Chart, showing sugar prices on Montreal basis for first half of 1911 and 1912.

The CANADIAN GROCER

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TORONTO, JULY 5, 1912

THE BARGAIN MANIA.

It would have to be a very elastic mind that would accept everything as gospel told by many customers of a retail grocer. It seems as if the bargain hunting craze had obtained such a hold on many feminine shoppers that their consciences slip a cog sometimes in attempting to get retailers to cut prices.

The following letter received by a Toronto grocer from a dealer in a summer resort district, in Northern Ontario is apropos to this question:—

Dear Sir:— A lady, from Toronto, who is spending the summer here, claims she can purchase any of ——— soups at your and other stores in Toronto for ten cents.

The lines of these soups that I handle, cost me \$1.25 per dozen and I cannot sell them for ten cents. I would feel grateful to know if Toronto grocers' can buy these soups and retail them at ten cents.

I will greatly appreciate your reply and will hold myself in readiness to do you a favor at any time.

As a matter of fact, the soups in question sell wholesale generally at \$1.25, in Ontario, and some sell at \$1.20, but the majority at the former figure. It is needless to say that the Toronto dealer written —he is one of the largest and most successful in that city—does not sell these goods at ten cents, nor does any other dealer so far as The Grocer knows.

This is just another of the brow-beating cases that so frequently occur in retail stores, and it stands to the credit of the summer resort dealer that he stood his ground. Too many fall easy victims of the chronic bargain hunter instead of investigating the case. In the majority of such cases there is either no truth in the statement or the other dealer is selling an inferior article. The latter, of course, couldn't occur in a branded article such as the soup above referred to

BUYERS OF GOOD FIXTURES.

A manufacturer of store fixtures who knows the retail trade in both Canada and the United States, is responsible

for the statement that the dealers in Canada demand better quality fixtures than those in our neighboring country.

This man should know whereof he speaks, because he has had considerable selling experience in both countries and his assertion adds much weight to the declaration The Canadian Grocer has frequently made, that Canadian dealers—that is, the progressive men in the trade—are of a particularly high grade order.

Merchants in Canada do not at all install new fixtures or store equipment for the mere sake of appearances. They have learned by experience that these things mean more business, because of the facilities in service they offer and because of their cleanliness. They spend money to make money, and the most progressive when they do purchase, usually get the best they can. Farsightedness is a characteristic possessed by men of action and courage, and these are the men who eventually make the successes.

GOOD QUALITY LARD.

That lard sold in Canada is on the whole of good quality is shown by a report by the Inland Revenue Department on 268 samples collected from different parts of Canada and examined.

One sample was compound, but was sold as such. Two samples sold as lard contained cottonseed oil, and should have been sold as such. Three samples contained an excess of water, but the amount in two instances were so slightly beyond the legal limits that it was regarded by the analyst as accidental. All other samples, 262 in number conformed to the requirements of legal lard, and were therefore genuine.

The inspection by the department shows that manufacturers of compound lard are careful to state correctly the nature of the article on the container. The occasional sale of a compound lard, says the report, is to be regarded rather as an act of carelessness on the part of the retail dealer, than as intentional on the part of the manufacturer.

CARELESS METHODS OF PARTNERS.

Confidence in one's fellow workers where money is concerned, may in a great many cases be warranted, but it is not always good business.

In the retail trade there are so many partnerships being run in a loose fashion that the question commands serious reflection. There is much room for improvement in methods where partnerships exist. Cases, for instance, where the partners of a business take whatever they want from the store to feed their families without making any record of the transaction, are frequent. They never charge themselves up with anything, and it is safe to say they don't use exactly the same value of goods in a year. One, therefore, has an advantage over the other.

The business man of to-day, even if he is the only proprietor of the store, charges himself with the goods he uses at regular selling prices, and allows himself a set salary.

There is greater reason why partners should follow this example. By all means, when a partnership has been formed a set salary should be assigned each member. Otherwise there is almost sure to be trouble later on when one becomes suspicious that the other is getting more than his share. This method of dipping into the cash register for money from time to time does not belong to the present. It is antiquated and should be relegated to the proverbial ash heap. A definite salary based on qualifications removes doubt, as does also the charging

of everything taken for the table. At the end of the year the money is returned in increased sales and profits and sound, practical methods have prevailed.

—*—
AGREEMENT WITH WEST INDIES.

Although no official announcement has come from the Dominion Government as to the exact nature of the trade agreement with the British West Indies, yet an apparent authoritative statement has been given out in the Barbadoes by one who was present at the conferences.

One important announcement made by this party is that the present preference granted by Canada on raw sugar from the British West Indies has been doubled, and the twenty per cent. refiners' privilege abolished. This, if ratified, should, from all appearances, result in Canadian refiners practically confining their purchases of raw sugar to the British West Indies. Some at least of the Canadian refiners are opposed to this, claiming that producers in the British West Indies would be in a position to manipulate prices of raws unfairly.

From further information it is stated that a duty has been placed on feed molasses coming into Canada from the United States, and that the benefit of the Canadian preferential tariff, which is almost four-fifths of the general tariff, will also probably be enjoyed by such West Indian products as cocoanuts, raw spices, arrowroot, salt, sponges, honey, fresh vegetables, essential oils, etc.

The West Indies in return for these concessions will grant a preference of twenty-four cents per barrel of 196 pounds on Canadian flour, the present duty on which varies in the Islands from eighty cents to a dollar a barrel. In addition a long list of Canadian products, embracing all kinds of grain, flour and feed, animals, fresh and salted meats and fish, cordage, brooms, boots and shoes, agricultural implements, machinery, automobiles, pianos, all kinds of wood and leather goods, cement, plated wares, soaps, paints, vehicles, paper, calcium carbide and a number of other manufactures will be admitted into the islands under a preferential tariff twenty per cent. lower than on foreign articles. Great Britain, it is understood, will enjoy a similar preference in the West Indies.

The preference granted to Canadian flour should result in almost the total capture of this trade by Canadian millers. Already United States milling and produce interests are frightened, and have had a lawyer in the West Indies for some time trying to intimidate West Indian merchants by threats if the reciprocity agreement goes through.

—*—
STRENGTH IN AGE.

When a customer deals at a certain store for twenty years or more, it must be concluded that he or she has confidence in that store. The same applies to a trade paper.

On looking over the files of The Canadian Grocer twenty years back for items for our "Twenty Years Ago" column, the names of many subscribers to The Grocer are mentioned, many of those still living having been readers of this paper during the past two decades. They have been subscribers all those years for the reason that they have been able to place confidence in the paper, just as many of their old customers have been placing confidence in them. Verily, there is strength in age.

The new "Twenty Years Ago" column is already proving a most interesting one. Coincidences are bound to occur, and this column should be looked for every week.

THE MAN WHO STOOD STILL.

A story is told of a southern merchant, who, after the war remained just where he had been when the war commenced. He continued to carry on business in the same easy-going way. He continued to show the same calicos and the same ribbons. All about him there was advancement, but he closed his eyes deliberately to this. He did not mark time, but stood still. Marking time denotes readiness to advance; but whatever in this man had urged advancement was atrophied. He stood still.

Years passed. Still the man showed the calicos and the ribbons. Still he conducted business in the same old way—or would have, had business come. Finally some business did come, for he fell so far behind the procession that he became an antique. His store was pointed out to strangers in the city who visited it, and bought a little out of curiosity.

It is a strange tale—the tale of a man who forced himself to believe that the civil war marked the end of all things which could influence him. But it is stranger to hear that there are dealers to-day who have adopted this stand-still policy. "There are plenty such men even in Canada," states a dealer who has traveled far.

If these men stand still long enough, they may—like the southern merchant—make their stores famous as fossils of an earlier age; but they run a risk. They may meet the fate of the Irishman's horse. You remember the Irishman wanted to get his horse to the point where it could live without eating. He worked hard at this, and just got the horse to the desired point when the pesky animal spoiled it all by dying.

To-day there is little use for the man who stands still. There are times when it is wise to mark time, until it becomes quite evident in which direction the advance should be made; but standing still is only appropriate beside a grave.

—*—
EDITORIAL NOTES.

The dealer who sells goods not as good as the customer expects is the sure loser of trade.

* * *

The hot weather prevailing in many places in Canada looks like history repeating itself.

* * *

Watch the sugar market. Better buy for present needs than take chances on an advancing market.

* * *

The West Indies is destined to be a splendid market for Canadian flour.

* * *

A good bottle of pickles is dear to the heart of a thrifty housewife. Perfection in manufacture requires quality spices.

* * *

Lemons are splendid sellers these hot days. But the strawberry crop is being cut short for the same reason. It's a good wind that blows nobody ill.

* * *

Our sympathy is extended to Regina for the loss of life and property left in the wake of the mighty cyclone. But it is not likely such a storm will strike twice in the same place, and Regina will continue to grow.

Handicap of Borrowed Capital and Illness

A Business Statement Lacking Details—Whether There is a Loss or Gain is a Conundrum—Expense Account Shows Discrepancies—A Loss in 1911—More Information Wanted.

*By Henry Johnson, Jr.

Quebec, May 25, 1912.

The Canadian Grocer:

Dear Sirs,—Some time ago I found the enclosed statement of one of your reader's business for his first year. This seems to work out all right in his particular case, but I have compared my figures of my last year's business, as well as the figures of my business since I started in business, January 1, 1909.

In both of these statements, which I enclose, you will find that I have included my living in with the general expense, and all of the expenses are included in the one amount.

I note that you have a question department connected with your paper. If this is not too much trouble for you, I would like to have you look over my figures and if my figures are not correct, will you kindly send me a corrected statement of the same, according to the enclosed statement.

I find that on the three years' business I have made \$679.41, and on my last year's business I find that I have lost \$389.50. Neither one of the amounts compares with my figures on my old way of figuring, and I would like to get your figures.

I would also add that I am doing business on \$900. borrowed capital. I have had a great deal of sickness, which extra is added to my personal expense, which is included in the general expense. I trust I may hear from you at your convenience, and thanking you in advance, I am,

Very truly yours,
C. F. C.

P.S.—I would kindly ask you not to publish my name or place of business, but, if you choose, you may publish the statement.

A Two-year Statement.

The statement to which my friend refers is an old one which, while admirable in form, seemed, on close examination, to strain some points, and the fact that the firm failed later on, should seem to indicate that the strain reached the breaking point. So we can pass that and see what may be suggested to this correspondent.

*The writer of this article is one of the most successful dealers on the continent. He has spent almost 30 years in the retail grocery business and is well equipped to answer questions and smooth out difficulties with which others may have met. If a special request is made names of inquirers will be omitted when their letters are printed for discussion.

Have All the Facts.

I wish he had given me the whole story. He says these figures do not agree with some other he has made. Question is, are all the facts here? If so, we can maybe help a bit. Otherwise, this will be waste of labor.

I cannot but think that the statement that he is doing business on \$900 of borrowed capital is incomplete. That is to say, he may have \$900 of borrowed money, but he must also have had some other capital. For you can see that, on the basis of only \$900, he turned his entire capital over 17 times annually on the average in 1909, 1910 and 1911. Then he shows that he has turned his stock only a little better than six times in 1911. This would make his other two years show up at over 20 turns of the entire investment in a year. If he had only \$900 to begin with how did he acquire that stock of \$2,333.39; not to mention some fixtures, etc., that must have been there at that time?

What Profit Appears to Be.

The statement does not list any debts in detail. If the "Bills Payable" of \$1,913.26 covers everything; if the tools and fixtures account is conservative; if the bills receivable are all good, then it looks to me like the net profit made during the three years is \$1,629.86. I may be missing something; but that is how it looks. Here is how I get it:

Stock and fixtures accounts, January 1, 1912, amount to \$4,178.90. Cash on hand is \$302.46. Bills receivable show \$1,396.15. Add these together and we have tangible resources of \$5,877.51. Going back to January 1, 1909, we find that we had stock of \$2,333.39. We must account for that and also for the \$1,913.26 that we now owe. These two make a total of \$4,247.65. Take that from the other total of \$5,877.51, and we have a remainder of \$1,629.86, as stated, for net gain during three years.

Further Details Desired.

I think I shall have to ask for fuller details. I want to know just what went into the business January 1, 1909. Give me a clean statement showing just what you had, what you paid, what you owed, etc. Then give me details of expenses also. There is often something wrong where "everything is put into one account." Think it all over, so as not to

miss anything. Remember that I know only what you tell me, so my aid may be rendered of little value if the data be not full and complete.

One very encouraging sign I think I see—no, two. One is, that my friend is not inclined to fool himself much. He depreciates things. He figures things out logically, without seemingly sparing himself anywhere. He appears to look facts in the eye. Then when things do not work out right, he immediately asks for help. This is an excellent point. Advantage No. 2 is that he has \$302 on hand in money. That looks as if he is not exactly "broke." A man is not lost who has some ready money on hand. It may not be enough to carry things over all at once, but its presence is usually reassuring—indicates that the buffer is apt to be present all the time.

Expense Looks Low.

Examining his figures a bit further, we find that the sales exceed the cost of merchandise by \$9,158.41. That is so near 19 per cent. that we can call it that for the present purpose. The expenses given as \$6,648.30 we shall call \$6,650 for easy figuring. This makes an expense ratio of 13.85 per cent., which is so very moderate that it looks suspicious—without casting any evil suggestions, I shall have to be "shown" on this. But taking it as it is stated, the difference between the 13.85 per cent. and the 19 per cent. is 5.15 per cent.—so we should have a net profit of 5.15 per cent., or \$3,120 for the three years. As I have stated above, the best I can get out of these figures is a net gain of \$1,629.86, so we seem to be short \$1,490.14. Of course, I am not unmindful of the fact that my correspondent claims to have made only \$679.41; but I am getting what I can out of the figures.

Another indication, by the way, that expenses are not all included under that one account is the depreciation on fixtures of \$49.84. That item should have gone into the expense account—if we are going to have it "all in one account." Maybe interest on investment is not included. How about that? How much?

Poor Showing in 1911.

The year 1911 shows up rather badly. There is a spread between amount paid for stock and sales of only about \$3,000, which shows only 15.30 per cent. gross margin against expenses of 14.1 per cent.; but at the same time the stock has been depleted about \$300, which makes our gross margin only about 13.8 per cent., so that we show an actual loss. There is something radically wrong with this business. For even with sickness and all that, the expense shown this last

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year is only a trifle over 14 per cent., which cannot be called heavy as things run nowadays. Either expenses are not all reckoned, or some figures are omitted, or there is some shrinkage not noted

Maybe somebody is stealing from my friend.

Let us have the remainder of the facts, Mr. C., and I shall try very hard to help you land on the real difficulty.

Employee Who Missed Two Days in 21 Years

Two Years Ago He Became Grocery Store Proprietor — Not Afraid of Work—Opinion on Delivery—Making Casual Customers Permanent—Evidence of Selling Value of the Window.

Barrie, Ont., July 4.—(Special)—If a man as an employe misses only two days' work in 21 years, he has a record to be proud of. Anyone would say he is gifted with one of the main characteristics of a successful employe—that of being fond of hard work.

Before entering the grocery business some two years ago, Alfred Rayner, a Barrie grocer, held the above record in his former work. During only two of the working days in 21 years was he absent from his daily labors—and he has been on the job since he opened his grocery store.

Mr. Rayner's experience as a dealer in groceries has taught him a few successful methods in holding and gaining trade. One of them is prompt delivery.

"If a woman telephones for her groceries and wants them at a certain time, I figure that the horse might just as well be delivering them as standing at the door. He eats just as much whether he goes or stays and I find that being prompt has made permanent customers out of casual buyers. Some tell me they appreciate the way the goods are delivered."

No Saturday Night Delivery.

More than a year ago, the Grocers' Association in Barrie arranged last delivery hours by which all were to abide. For instance, the majority decided in favor of no delivery before noon of goods ordered after ten o'clock, and none in the afternoon if ordered later than four o'clock. This, however, didn't last. It is Mr. Rayner's opinion that had the hours been 11 and 5 respectively better results would have followed, because then customers would have had no excuse. He felt that 10 and four were too early to take the delivery wagon off the road. Goods ordered after four had to be held over until the following morning, creating, he maintained, a congestion at a busy time.

At any rate the regulation did not hold and now each dealer suits himself in the matter.

"But one good result of the association," says Mr. Rayner, "is that we have no delivery after 6 o'clock on Saturday nights. This gives the driv-

ers a chance to get home early and as everybody in Barrie knows of the rule, the grocers have few if any requests for late Saturday night deliveries."

Direct Sales From Displays.

Mr. Rayner has many evidences of the power of the window to make sales. Recently he displayed some 5-cent jars of marmalade and the results even surprised himself. He placed a price ticket

on the display and he believes this is the reason so many asked about the line. One woman thought the small jars contained honey and came to purchase a jar. Mr. Rayner, of course, had a stock of honey and sold her a large pail as well as a jar of the marmalade.

On another occasion he placed a 10-cent ticket on some baskets of pineapples. The pines were small and he could well afford to sell at that figure.

"In a short time," he says, "I had them all sold, three people buying the lot for preserving."

Less Work in Bookkeeping.

Mr. Rayner has a bookkeeping system which he claims eliminates much of the work and worry he formerly had. It is the system which brings up to date, the amount of the accounts of all credit customers. With every purchase, the customer has her account totalled to date so that there is not the same tendency to allow the grocery bill to accumulate to large proportions.

Stopping Big Alterations Significant

Prospects of the T. Eaton Co. Moving to Corner of Carlton and Yonge Streets—City May be Asked to Assist in Straightening College Street—What About the Old Building?

Toronto, July 4.—(Special)—There is apparently "something doing" so far as the T. Eaton Co., and the block of land at the corner of Carlton and Yonge Streets are concerned. As pointed out some time ago in *The Grocer* the block north of Carlton on Yonge Street has been acquired by some party and it was surmised that the department store was the purchaser.

The stopping of extensive alterations planned on the old building at considerable loss to the company, would indicate that they intend to make a start at a no far distant date.

Large Ground Floor.

One of the features of the proposed new building, it is claimed, will be an extensive ground floor space. The company realize that the major portion of their business is done on the street floor, and it has even been said that the percentage runs as high as 75, and that this important point will be kept in view in the designing of the new building.

The main business corner of the city is Yonge and Queen, where both the Eaton and Simpson stores are located. This corner is the favorite haunt of those in search of the so-called bargains. It is the supposed idea of the Eaton Co. to transfer this centre of business activity to their new location, and the city will be asked to assist them in this.

May Want College Street Straightened.

They will probably ask the city to remove the jog between College and Carlton streets, or in other words to make College one continuous and main thoroughfare. Of course, this would be much to the advantage of the Eaton store. Also, it would be in the nature of public improvements, and the other retail merchants of the city would necessarily have to contribute to the cost of providing the big store with a better location than it would otherwise have.

Nor will the mail order portion of the business be forgotten in the general expansion. It has been suggested that the old building may be used for this purpose, but this is unlikely. Provisions for this will probably be made in the new building. Some of the old buildings may be retained for manufacturing purposes.

A GREAT CANNING COUNTY.

It is estimated that \$100,000 is being invested in canning factories in Prince Edward County, Ontario, this year. Six new plants are going up, small ones at South Bay, Northport, Picton, Consecon and Wellington, and the Beaver Co.'s factory at Bloomfield costing \$40,000. With the completion of these, Prince Edward county will have 20 canneries.

Latest Review of the Grocery Markets

Sugar Still Continues Weak—Further Re-adjustment Anticipated—Another Reduction in Canadian Sardines—Competition Among Packers Is Keen—Manilla Wrapping Paper Firmer and Higher—Corn Syrups Down 10c. Case in Manitoba.

QUEBEC MARKETS.

POINTERS:—

Sugar—Still weak.

Seeded Raisins—Slightly lower.

Brown Wrapping Paper—Lower.

Montreal, July 4.—The first week of July has started off quite satisfactorily for wholesale grocers, general lines as well as picnic and camping goods showing a fair movement.

There has been no further change in sugar, but market still gives indications of weakness. Local price is now \$5.05, as compared with \$4.65 one year ago.

Brown wrapping paper is quoted down 15 cents per cwt.

SUGAR.—Last week a full shilling decline on beet sugar took place in Europe, and New York weakened in sympathy. The market at time of writing is still weak, and traders seem to be going slowly because some weight must be placed on the chances of a good crop on the Continent, and on the probability of the Cuban crop now ending being far in excess of the previous record crop in 1910. Prices are still considered high, and there is not enough confidence in the situation to warrant the trade purchasing more than will meet current requirements. Of course, a further drop in price would mean increased consumption, but conditions have been so uncertain during the past year that no one feels inclined to purchase in quantities on chance of the increase coming along. This being so, sugar may be offered on low terms to induce buying. On the other hand, it must be remembered that there is a fair amount of preserving going on, but owing to bad weather and adverse fruit growing conditions, busy period is somewhat ahead yet, and consumption should then be on a large scale.

It looks, therefore, that there should be a readjustment soon as the steady declining on the Continent and dropping of raws in Cuba make it seem as if refined prices cannot be maintained. Still it is more than hard to make any definite statement so great is the fluctuation in this particular line.

Granulated, bags	5 05
Granulated, 20-lb. bags	5 15
Granulated, 5-lb. cartons	5 35
Granulated, Imperial	4 90
Granulated, Beaver	4 90
Paris lump, boxes 100 lbs.	5 80
Paris lump, boxes 50 lbs.	5 90
Paris lump, boxes 25 lbs.	6 10
Red Seal, in cartons, each	0 35
Crystal diamonds, bbls.	5 70
Crystal diamonds, 100-lb. boxes	5 80
Crystal diamonds, 50-lb. boxes	5 90
Crystal diamonds, 25-lb. boxes	6 10
Crystal diamonds, 5-lb. cartons	6 60
Crystal Diamonds, Dominoes, cartons	7 10
Extra ground, bbls.	5 45
Extra ground, 50-lb. boxes	5 65
Extra ground, 25-lb. boxes	5 85
Powdered, bbls.	5 25
Powdered, 50-lb. boxes	5 45

Powdered, 25-lb. boxes	5 65
Phoenix	5 05
Bright coffee	5 00
No. 3 yellow	4 90
No. 2 yellow	4 80
No. 1 yellow	4 65
Bbls. granulated and yellow may be had at 5c above bag prices.	

SYRUPS AND MOLASSES.—Quite a fair amount of business is moving in molasses, there being a good demand. Syrups are a little on the slow side, as might be expected. All prices remain unchanged.

Fancy Barbados molasses, puncheons	0 38	0 40
Fancy Barbados molasses, barrels	0 41	0 43
Fancy Barbados molasses, half-barrels	0 43	0 45
Choice Barbados molasses, puncheons	0 33	0 35
Choice Barbados molasses, barrels	0 36	0 38
Choice Barbados molasses, half-barrels	0 38	0 40
New Orleans	0 25	0 28
Antigua	0 30	0 30
Porto Rico	0 40	0 40
Corn syrups, bbls.	0 03½	0 04
Corn syrups, half-barrels	0 04	0 04
Corn syrups, quarter-barrels	0 04	0 04
Corn syrups, 3¾-lb. pails	1 90	1 90
Corn syrups, 25-lb. pails	1 35	1 35
Cases, 2-lb. tins, 2 doz. per case	2 90	2 90
Cases, 5-lb. tins, 1 doz. per case	3 25	3 25
Cases, 10-lb. tins, ½ doz. per case	3 15	3 15
Cases, 20-lb. tins, ¼ doz. per case	3 10	3 10

DRIED FRUIT.—As stated in previous issues, optimistic reports have come to hand relative to prospects of new crop of Californian prunes, and as a result offerings are small, lower prices being expected. While there are few particulars to be had, it is rumored that England is buying prunes freely. Apricots are not receiving as much attention as usual, and the market on the whole is dull, while peaches are easy, and will remain so unless some reports reach the trade to kill the present hopes for a fine crop.

Raisins have not been moving freely of late, and the supplies on spot have no doubt brought about the decrease in two varieties, as indicated in quotations.

Evaporated apricots	\$0 22	\$0 24
Evaporated apples	0 11	0 11
Evaporated peaches	0 18	0 19
Evaporated pears	0 18	0 19
Currents, fine filastras, per lb., not cleaned	0 08½	0 09½
Currents, fine filastras, per lb., cleaned	0 07	0 07½
Currents, 1-lb. pkgs., fine filastras, cleaned	0 08	0 08½
Currents, Patras, per lb.	0 09	0 09½
Currents, Vostizzas, per lb.	0 09½	0 10
Dates, 1-lb. packages	0 06½	0 06½
Dates, Hallowee, loose	0 06	0 06
Figs, 3 crown	0 07½	0 09½
Figs, 4 crown	0 08	0 10½
Figs, 5 crown	0 08½	0 13
Figs, 6 crown	0 09	0 14
Figs, 7 crown	0 10	0 15
Figs, 8 crown	0 14	0 17
Figs, 9 crown	1 30	1 40
Comadre figs, about 33-lb. mats	0 10½	0 11½
Glove boxes, 15-oz. per box	0 07	0 07½
Glove boxes, 10-ozs., per box	0 07	0 07½
Prunes—		
20-30	0 13	0 13
30-40	0 12	0 12
40-50	0 11	0 11
50-60	0 10	0 10
60-70	0 09½	0 09½
70-80	0 09	0 09
80-90	0 08½	0 08½
90-100	0 08	0 08
Bosnia prunes	0 08	0 08
Raisins—		
Choice seeded raisins	0 08	0 08
Choice fancy seeded, 1-lb. pkgs.	0 08½	0 08½
Choice loose muscatels, 3-crown, per lb.	0 08	0 08
Choice loose muscatels, 4-crown, per lb.	0 08½	0 08½
Seedless, new, in packages	0 07½	0 07½
Select raisins, 7-lb. box	0 07½	0 07½
Sultana raisins, loose, per lb.	0 11	0 13
Sultana raisins, 1-lb. cartons	0 16	0 19
Malaga table raisins, clusters, per box	2 50	2 75
Malaga table raisins, clusters, per ¼ box	0 80	1 90
Valencia, fine, off stalk, per lb.	0 06	0 07½
Valencia, select, per lb.	0 06½	0 07½
Valencia, 4-crown layers, per lb.	0 07½	0 08

TEAS.—The market at present is steady, there being more inclination on the part of the trade to stock up. The situation in the far East is steady, advices, however, from Hankow stating higher prices.

Japans—		
Choicest	0 40	0 50
Choice	0 35	0 37
Fine	0 30	0 35
Medium	0 26	0 30
Good common	0 21	0 24
Common	0 19	0 21
Yamashino	0 75	1 00
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 30
Ceylon Greens—		
Young Hysons	0 24	0 25
Hyson	0 22	0 22
Gunpowders	0 19	0 35
China Greens—		
Pingsuey gunpowder, low grade	0 14	0 18
Pingsuey gunpowder, pea leaf	0 20	0 30
Pingsuey gunpowder, pinhead	0 30	0 50

COFFEE.—Quiet conditions have prevailed in the coffee market lately, the demand being principally routine. There is little of interest to note, prices remaining unchanged.

Mocha	0 25	0 28
Rio	0 21½	0 23½
Mexican	0 25	0 28
Santos	0 22	0 24
Maracaibo	0 23	0 26½

NUTS.—The market at present is in a rather uninteresting state, as we are now in a dull season when business is mostly done with manufacturers and confectioners. The new crop of walnuts, according to an advance from Bordeaux, will only amount to one half of last year's yield, but prices are not likely to be made until the nuts are in store. According to other estimates the coming crop of Sicily filberts will also be away below last year's output, so that it seems that prices will stiffen up a bit and that shortly a better turn of business should take place.

In shell—		
Brazils	0 14	0 15
Filberts, Sicily, per lb.	0 10½	0 12
Filberts, Barcelona, per lb.	0 11	0 12
Taragona Almonds, per lb.	0 16	0 17
Walnuts, Myette Grenobles, per lb.	0 14	0 15
Walnuts, Marbots, per lb.	0 14½	0 15½
Walnuts, Cornes, per lb.	0 11	0 12
Hungarian	0 13½	0 15
Shelled—		
Almonds, 4 crown selected, per lb.	0 35	0 37
Almonds, 3 crown selected, per lb.	0 32	0 34
Almonds, 2 crown selected, per lb.	0 31	0 32
Almonds (in bags), standards, per lb.	0 27	0 28
Valencia shelled almonds, new crop.	0 35	0 37
Cashews	0 15	0 17
Peanuts—		
American—		
Japanese roasted	0 08½	0 08½
Coon, roasted	0 08½	0 09
Diamond G, roasted	0 09	0 10
Bon Ton, roasted	0 11	0 12
Sun, roasted	0 10	0 11
Spanish, No. 1	0 10	0 12
Virginia No. 1	0 13	0 15
Pecans, Jumbo	0 18	0 19
Pistachios, per lb.	0 15	0 17
Walnuts—		
Bordeaux halves, bright	0 26	0 28
Brokens	0 27	0 29

SPICES.—Market rules firm. Peppers are still moving upward, the white varieties in particular being strong. Nutmegs are moving freely, and in fact there is complete satisfaction expressed

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with the business being done in all lines.

Allspice	0 13	0 18
Cinnamon, whole	0 16	0 18
Cinnamon, ground	0 15	0 19
Batavia cinnamon	0 25	0 30
Cloves, whole	0 25	0 35
Cloves, ground	0 23	0 35
Cream of tartar	0 25	0 32
Ginger, whole	0 17	0 30
Ginger, Cochinchina	0 17	0 20
Mace	0 25	0 35
Nutmegs	0 25	0 30
Peppers, black	0 16	0 18
Peppers, white	0 22	0 27

RICE AND TAPIOCA.—It may be quite possible that things have been somewhat exaggerated as far as the Eastern rice situation is concerned, and while we have reported according to advices received from the East by responsible firms, etc., nevertheless here is a slowness now noticeable in the market which makes one somewhat suspicious. Reports from the South indicate higher prices before new crop is harvested, while there is also a better demand in New Orleans. However, it is hard to say just what will be the outcome until a full explanation is to hand of the Eastern situation, although we feel confident that stocks must be pretty nearly depleted.

Rangoons—		
Rice, grade B, bags, 250 lbs.	3 75	3 85
Rice, grade B, bags, 100 lbs.	3 75	3 85
Rice, grade B, bags, 50 lbs.	3 75	3 85
Rice, grade B, 1/2 pockets, 12 1/2 lbs.	3 95	4 05
Rice, grade B, pockets, 25 lbs.	3 85	3 95
Rice, grade C.C., bags, 250 lbs.	3 65	3 75
Rice, grade C.C., bags, 100 lbs.	3 65	3 75
Rice, grade C.C., bags, 50 lbs.	3 65	3 75
Rice, grade C.C., pockets, 25 lbs.	3 75	3 85
Rice, grade C.C., 1/2 pockets, 12 1/2 lbs.	3 85	3 95
Patna, polished	4 30	4 35
Pearl	4 85	4 95
Imperial Glace	5 25	5 35
Sparkle	5 40	5 50
Crystal	5 40	5 50
Snow	5 70	5 80
Ice Dips	5 95	6 05
Caroline Rice	7 25	7 35
Brown Sago, lb.	9 06	0 07
Tapioca, medium pearl, lb.	0 07	0 08
Seed, lb.	0 07	0 08

ONTARIO MARKETS.

POINTERS—

Sugar—Still weak.
Wrapping Paper—Firmer and higher.
Domestic Sardines—Prices lower.

Toronto, July 4—The first week of July finds a satisfactory movement of groceries. At least local jobbers have no complaint to offer regarding business, it being regarded as well up to standard for season. General lines are moving out well, while there is more life to camping and picnic supplies. Preserving season is developing and sugar is selling better, while sealers, rubbers rings and other preserving supplies are in demand.

Manilla wrapping paper has continued to firm and is quoted higher again by some manufacturers. Early in June there was an advance of 10 per cent. At least this was the upward movement noted by one firm which has since added another 5 per cent. on to list prices.

SUGAR.—There has been no change in refined during past week, price ruling at \$5.15 locally as against \$4.75 one year ago. Market is still weak and further readjustment is generally anticipated. Good showing of Cuba and continu-

ed favorable reports from European beet crops are the chief bearish features.

There is a fairly good consumptive demand but retailers in absence of any indication of higher prices pursue a hand-to-mouth policy.

Extra granulated, bags	5 15
Extra granulated, 20-lb. bags	5 25
Extra granulated, 5-lb. cartons	5 45
Imperial granulated	5 00
Beaver granulated	5 00
Yellow, bags	4 75
Barrels of granulated and yellow will be furnished at 5 cents above bag prices.	
Extra ground, bbls.	5 55
Extra ground, 50-lb. boxes	5 75
Extra ground, 25-lb. boxes	5 95
Powdered, bbls.	5 35
Powdered, 25-lb. boxes	5 75
Powdered, 50-lb. boxes	5 55
Red Seal, 5-lb. box	7 50
St. Lawrence Crystal Diamonds	5 90
Paris lumps, in 100-lb. boxes	6 00
Paris lumps, in 50-lb. boxes	6 00
Paris lumps, in 25-lb. boxes	6 30

SYRUP AND MOLASSES.— There has been a reduction in corn syrups at Winnipeg but local prices are unchanged. This is most certainly not the big season for this line but trade is reported as quite up to standard for time of year.

Syrups—	Per case.
2-lb. tins, 2 doz. in case	2 55
5-lb. tins, 1 doz. in case	2 90
10-lb. tins, 1/2 doz. in case	2 80
20-lb. tins, 1/4 doz. in case	2 75
Barrels, per lb.	0 03 1/2
Half barrels, lb.	0 04
Quarter barrels, lb.	0 04
Pails, 3 1/2 lbs. each	1 90
Pails, 25 lbs. each	1 35
Maple Syrup—Compound—	
Gallons, 6 to case	4 80
1/2 gals, 12 to case	5 60
1/4 gals, 24 to case	5 60
Pints, 24 to case	3 90
Maple Syrup—Pure—	
Gallons, 6 to case	6 50
1/2 gallons, 12 to case	7 25
Quarts, 24 to case	7 25
Pints, 24 to case	4 00
Quart bottles, 12 to case	3 50
Molasses, per gallon—	
New Orleans, medium	0 30 0 32
New Orleans, barrels	0 26 0 30
Barbados, extra fancy	0 50
Porto Rico	0 45 0 52
Muscovado	0 30

DRIED FRUITS. — As far as spot dried fruits are concerned there is nothing or little to report. There is a certain demand but it naturally lacks life.

Future prunes show little change. Packers are quoting slightly easier prices on some lines of apricots. Prospects are for a good-sized crop of California raisins.

Valencia raisins look good so far and a price of 25 shillings is quoted which is much the same as last year's opening price which was, however followed by a slight decline.

A good crop of currants is expected and price is slightly below last year. There is a tendency to look for lower prices. "I am not recommending customers to buy," said one broker.

Prunes—		
30 to 40, in 25-lb. boxes	0 12 1/2	0 13 1/2
40 to 50, in 25-lb. boxes	0 11 1/2	0 12 1/2
50 to 60, in 25-lb. boxes	0 11	0 11 1/2
60 to 70, in 25-lb. boxes	0 10 1/2	0 11
70 to 80, in 25-lb. boxes	0 10	0 10 1/2
80 to 90, in 25-lb. boxes	0 09	0 09 1/2
90 to 100, in 25-lb. boxes	0 09	
Same fruit in 50-lb. boxes, 1/2 cent less.		
Bosnia prunes	0 07 1/2	0 09
Apricots—		
Choice, 25-lb. boxes	0 21	
Slabs	0 18 1/2	
Candied Peels—		
Lemon	0 10	0 11
Orange	0 10	0 12 1/2
Citron	0 15	0 17
Tapnets	0 04 1/2	0 04 1/2
Figs, 2 to 2 1/2 inches, per lb.	0 09	0 13
Bag, 1/2	0 05	0 07
Evaporated peaches	0 15	0 17
Dried apples	0 09 1/2	0 10
Evaporated apples	0 10 1/2	0 11 1/2
Currants—		
Patras	0 08	0 08 1/2

Fine Filiatras	0 07 1/2	0 08
Vostizaa	0 10	0 12
Uncleaned, 1/4c less.		
Raisins—		
Sultana, choice	0 12	0 14
Sultana, fancy	0 14 1/2	0 15 1/2
Valencias, selected	0 08	0 08 1/2
Seeded, 1 lb. packets, fancy	0 08 1/2	0 08 1/2
Seeded, 16-oz. packets, choice	0 08 1/2	0 08 1/2
Dates—		
Hallowee full boxes	0 06 1/2	0 07
Package dates, per 1 lb.	0 09 1/2	0 10 1/2
Fards, choicest, 12-lb. boxes	0 06 1/2	0 07
Fards, choicest, 60-lb. boxes	0 06 1/2	0 07

COFFEE. — There is no particular change in coffee situation locally or on primary markets but a fair undercurrent of steadiness prevails. Deliveries have again been on the increase but trade appears to be becoming more impressed that crop soon to be on the market will be a small one and that it will be late in getting to the seaports. Demand locally is fair for season.

Rio, roasted	0 23	0 24
Green, Rio	0 19	0 20
Santos, roasted	0 24	0 25
Maricao, roasted	0 25	0 26
Bagotas	0 27	0 28
Mocha, roasted	0 30	0 32
Java, roasted	0 32	0 35
Mexican	0 27	0 28
Guatemala	0 25	0 26
Jamaica	0 24	0 25
Chicory	0 12	0 13

SPICES.—There is no change in local quotations but as pointed out before general firmness prevails. Perhaps most prominent in this behalf at present are peppers and cloves. Celery seed maintains the position reached during the late spectacular advance.

	5 and 10 lb.	1/4 lb.	1/2 lb.
	Tins.	pkgs.	tins doz.
Allspice	15-19	60-80	70-80
Cassia	20-32	85-115	95-125
Cayenne pepper	23-33	80-105	90-115
Cloves	23-29	75-95	85-110
Cream tartar	25-26	90-00	
Curry powder	25-30		
Ginger	22-27	65-85	75-95
Mace	65-80		0-2 75
Nutmegs	30-60	90-00	1 60-2 50
Peppers, black	19-22	67-075	80-0 90
Peppers, white	28-30	90-1 05	1 05-1 15
Pastry spice	20-27	65-95	75-1 10
Pickling spice	14-18	75-00	75-0 00
Turmeric	16-18		

Range for pure spices according to grade. Pails or boxes 2 cents per lb. below tins. Barrels 3 cents below tins.

Mustard seed, per lb. in bulk	0 12
Celery seed, per lb., in bulk	0 40 0 45
Shredded cocconut, in pails	0 16 1/2 0 17 1/2

RICE AND TAPIOCA.—Steadiness is still present in rice, but there have been no changes recently. Some very disquieting reports have been coming forward from the producing sections in the East. Trade is on a normal basis.

Standard B., from mills, 500 lbs. or over, f.o.b., Montreal	3 75
Rice, standard B., f.o.b. Toronto	3 83
	Per lb.
Rangoon	0 03 1/2 0 04
Fancy rangoon	0 05 0 06
Patna	0 06 1/2 0 06
Java	0 05 0 07
Carolina	0 08 0 10
Sago, medium brown	0 06 1/2 0 07
Tapioca—	
Bullet, double goat	0 08
Medium pearl	0 06 1/2 0 07
Flake	0 05 0 06
Seed	0 06 1/2 0 07

NUTS.—Trade on whole is rather quiet. Reports say Brazils continue to be brought into primary market in good sized quantities. France looks for a fair sized crop of almonds and a moderate crop of walnuts. Tarragona almond crop is reported short in Spain. Everything points to a large crop of filberts in Sicily.

Almonds, Formigetta	0 15	0 15 1/2
Almonds, Tarragona	0 16 1/2	0 17
Almonds, shelled	0 35	0 36
Walnuts, Grenoble	0 15	0 16

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Walnuts, Bordeaux	0 12	0 13
Walnuts, Marbots	0 13	0 14
Walnuts, shelled	0 23	0 30
Filberts	0 11	0 12
Pecans	0 17	0 18
Brazils	0 13	0 15
Peanuts, roasted	0 10	0 13
Peanuts, green, extras	0 08 1/2	0 10
Peanuts, green, jumbo	0 10	0 10

BEANS.—Some of the foreign beans imported were as one importer admitted, "Nothing to blow about." Still some more are being brought along. There is a difference in quality and prices vary. Canadian beans are scarce.

Prime beans, per bushel	2 85
Hand picked beans, per bushel	2 95
California Lima beans, lb.	0 08

CANNED GOODS.

TORONTO.—Competition is apparently keen in domestic sardines. A few weeks ago there was a cut of 15 cents per case made by packers. At least, some firms cut the price that much, and others followed suit. Since then another ten cents has been lopped off prices. It appears like a price-cutting war, and there is a probability of it being further continued. Although this is not supposed to be a big year in sardine pack, anxiousness of packers to sell would seem to indicate that they look for a big yield.

Opinions vary on spot corn, and peas, or conditions vary with different houses. This is shown by statement of one house that "We are asking a premium on corn," and that of another house that, "There may be a surplus of corn."

Canners are commencing to pack peas, which look fairly good. Tomatoes and corn are not far enough advanced to form any accurate idea as yet.

Fact that a large yield of strawberries could not be expected has been pointed out before. Dry, hot weather of past two weeks has been rather bad for advancement of raspberries and lawtonberries.

MANITOBA MARKETS.

POINTERS—

Corn Syrups—Down 10c case.

Sugar—Weak.

Prunes—1/2c off.

Winnipeg, July 3.—Last week was one of considerable activity in wholesale grocery trade and both country and city orders have been coming in satisfactory volume. Two factors have however come into existence that make outlook anything but encouraging for future business. The extreme heat and generally dry weather prevailing will if longer prolonged seriously affect the crops. The other factor is breaking out of serious labor troubles in the city which unless speedily settled will throw several thousand men out of employment and cause serious loss and inconvenience generally.

Sugar is weak and a further decline is anticipated. At the same time there

is an excellent demand for this commodity.

Syrup has declined 10 cents per case for 2-lb. tins and proportionately for other sizes.

Canned meats have generally advanced.

SUGAR.—As announced last week sugar declined 10 cents on all lines. Market is reported weak. Demand is excellent.

Montreal and B.C. granulated, in bbls.	5 60
Montreal and B.C., in sacks	5 55
Montreal and B.C. yellow, in bbls.	5 20
Montreal yellow and B.C. yellow, in sacks	5 15
Icing sugar, in bbls.	5 05
Icing sugar, in boxes (25 lbs.)	6 30
Powdered sugar, in bbls.	5 80
Powdered sugar, in boxes	5 80
Powdered sugar, in small quantities	5 60
Lump, hard, in bbls.	6 50
Lump, hard, in half-bbls.	6 55
Lump, hard, in 100-lb. cases	6 50

SYRUPS.—Corn syrups have declined in sympathy with sugar. There is but a light demand at this season when butter prices are at their lowest.

Syrups—	
24 2-lb. tins, per case	2 38
12 5-lb. tins, per case	2 78
6 10-lb. tins, per case	2 66
3 20-lb. tins, per case	2 67
Half-barrels, per cwt.	4 20
Barbados molasses, in half bbls., per gal	0 45
New Orleans molasses, half bbls., per gal	0 30
Maple syrup—	
Imperial quarts, 2 doz. case	6 20
1/2 gals., 1 doz. case	5 85
Gals., 1/4 doz. case	5 40

DRIED FRUITS.—Prunes have dropped 1/2 cent following reports of heavy crops on Pacific coast. Evaporated pears are 1 cent per lb. lower and orange and citron peel are reported very firm and liable to go higher.

New Prunes—	Per lb.
90-100s, 25s, s.p.	0 07
90-100s, 10s, s.p.	0 06 1/2
80-90s, 25s, s.p.	0 07 1/2
80-90s, 10s, s.p.	0 08
70-80s, 25s, s.p.	0 08
70-80s, 10s, s.p.	0 08 1/2
60-70s, 25s, s.p.	0 08 1/2
50-60s, 25s, s.p.	0 09
40-50s, 25s, s.p.	0 10
Cooking Figs—	
Choice boxes	0 05 1/4
Half boxes	0 05 1/4
Half bags	0 04 1/4
Valencia Raisins—	
Fine, f.o.s., 28s, s.p., per box	2 25
Fine, selected, 28s, s.p., per box	2 40
4-crown layers, 28s, s.p., per box	5 35
4-crown layers, 14s, s.p., per box	1 25
4-crown layers, 7s, s.p., per box	0 78
Ne plus ultra, 28s, s.p., per box	2 20
Currants—	
Dry, clean, per lb.	0 08
Washes, per lb.	0 08 1/4
1-lb. package	0 08 1/4
2-lb. package	0 17 1/4

COFFEE.—Prices are steady with no prospect of an immediate change.

Roasted Rio, per lb.	0 22
Green Rio, 5's, lb.	0 17 1/4
Green Rio, 7's, per lb.	0 16 1/4
Green Santos	0 19
Roasted Santos	0 24
Chicory	0 13 1/4

BEANS.—Prices are unchanged and demand moderate.

Beans, 3-lb. picker, per bushel	3 00
Hand picked, per bushel	3 10
Peas, split, 100 lbs.	4 00

NUTS.—No further changes in prices are announced and there is a first-rate holiday trade.

Nuts—	Per lb.
Almonds	0 17
Almonds, shelled, in 28-lb. boxes	0 34
Almonds, shelled, less than 28-lb.	0 35
Cocoanuts, per doz.	0 90
Cocoanuts, sacks	5 00
Peanuts, roasted, choice	0 69 1/4
Peanuts, roasted, extra fancy	0 12 1/4
Peanuts, shelled, not roasted	0 09
Peanuts, salted, per ctn. of 20x5c pkts.	0 70
Pecans, medium	0 18
Pecans, large	0 20 1/4
Brazils	0 14
Nutmegs	0 20
Filberts	0 11 1/4
Walnuts, Marbots	0 13 1/4

Walnuts, Grenoble	0 16
Walnuts, shelled, cases 55 lbs.	0 27 1/4
Walnuts, shelled, in less quantities	0 28 1/2

WINNIPEG.

FRUITS AND VEGETABLES.—The extreme heat of the past week has given a great impetus to the fruit trade which has been active. Lemons have advanced and there are other changes in prices to be noted.

Fruits—

Apricots, crate	2 00
Water melons, doz.	1 00
Bananas, bunch	2 50
California lemons, crate	1 00
Cauliflower	3 50
Cucumbers, doz.	1 50
Florida celery, dozen	1 65
Cherries, case	2 25
Florida tomatoes, crate	8 50
Limes, box	3 25
Messina lemons	5 00
Washington apples, box	3 00
Onions, Cal., sack	3 50
Onions, Bermuda, case	2 75
Peaches, crate	1 80
Plums, crate	1 25
Peppers, basket	1 25
Potatoes, per bushel	1 10
Carload lots, F.O.B.	0 80
Pineapples, case	4 75
Raspberries, case	5 00
Florida tomatoes	5 00
Almeira grapes	5 50
Oranges, Valencia	4 50

WINNIPEG.

FLOUR AND CEREALS.—Two of the big milling companies announced an advance of ten cents per cwt. on patents on Saturday and other companies will likely follow suit. The advance is due to the advanced price of cash wheat.

Flour—	
1st patents, cwt.	3 05
2nd patents, cwt.	2 85
Strong bakers', cwt.	2 75
Rolled Oats—	
20 lb. sack	0 69
40 lb. sack	1 35
80 lb. sack	2 65
Granulated oatmeal, per cwt.	2 90
Corn Meal—	
38 lb. sacks	2 30
49 lb. sacks	1 20

NOVA SCOTIA MARKETS.

Halifax, July 3.—Some local dealers are importing pork products from Chicago. Lard and canned meats packed in Chicago have been sold in Halifax before, but now dealers are importing hams and bacons. With the duty the stock comes high, but the dealers say it finds a ready sale.

Sugar situation continues unsteady, and tendency is downward. United Empire is one cent per pound less than a month ago, and three-fifths of a cent on other grades. Standard granulated is now quoted at \$5.20, and United Empire at \$5.00.

Molasses is steady at 35 to 36 cents for fancy Barbadoes, but it is likely to go higher in the near future.

The bottom has dropped out of potato market and there is a big slump in prices. Farmers who were holding for higher prices are marketing them now, and the price has dropped to 80 cents per bushel. Some new American potatoes are now on the market.



Reduction in the Price of New Potatoes

Result of Increased Supplies—Old Stock Off at Some Centres in Sympathy—Strawberry Season Said to Be at Its Height—Pines are Coming to a Close—Tomatoes in Better Supply—California Fruits Coming Along.

One of the important features of the week is an appreciable reduction in prices of new potatoes. Under the liberal receipts which have been pouring out of Virginia the market could not hold up and more reasonable figures were the result. There is a big trade now being done in this line. In a couple of weeks New Jersey will begin to contribute to supplies. In sympathy with trend of new potatoes, old stock at some centres has continued the easier trend which the first drop in new ones started.

The strawberry season has reached its height or almost so—at least in some of the provinces. Season this year has been considerably behind last year but warm bright weather of past week has ripened up the berries and prices have accordingly eased. With 50 to 60 per cent. of a crop being expected, no really cheap berries can be expected. One Ontario fruit firm comes out emphatically this week in its circular and says: "Dry weather together with short acreage and extra heavy demand is causing prices to remain firm and we advise our customers to order their preserving supplies this week as prices will not be any lower this week."

With exception of potatoes, there is no material change in general vegetables. Tomatoes are coming along in better supply from Texas and Mississippi at lower prices. Florida shipments are done.

There are a few pineapples coming but season is fast approaching the end of its tether. Oranges are rather inclined to firmness.

MONTREAL.

GREEN FRUITS.—Prices are still on high side for many lines but demand is particularly good considering. Oranges are not so plentiful and Valencias are mighty scarce. Usually large cases of Valencias reach this market annually, but none have turned up in this particular packing owing no doubt to shortage in centres of production. Two weeks

ago oranges could be bought at \$2.25-\$2.50, but a glance at quotations will soon show the difference and how they have been moving up. Lemons are selling well and present prices may be maintained if warm weather keeps up, in spite of general weakening tendency which prevails when new crop starts to reach this market. Strawberries are becoming cheaper but prices are inclined to fluctuate according to quality. Pineapples are becoming firmer owing to falling off in supplies and we will not be surprised to see higher prices if present conditions continue.

The caterpillar is doing considerable damage in many orchards and plantations and it is evident that drastic measures must be taken to arrest its depredations. The present season has certainly served to prove conclusively the value of scientific horticulture inasmuch as it has shown just what effective spraying means. It is interesting to

Apples—		
Spies	4 50	7 00
Bananas, crated	2 50	2 75
Cocconuts, bags	3 75	4 00
Grape fruit, Florida, case	7 00	7 50
Lemons	3 00	3 50
Limes, box		1 50
Oranges—		
Navels	3 50	4 00
Mexican		2 50
Sorento	2 00	2 50
Pineapples—		
Cubans, cases of 24	4 25	4 50
Strawberries, per quart	0 08	0 10

VEGETABLES.—Local wholesalers are quite pleased with the encouraging demand in face of high prices but after all the consumer needs vegetables and present high quotations seem to have little diminishing effect on demand. Chief cause of high prices may be attributed to short crops. Sweet potatoes, for instance are not to be had everywhere; while fancy tomatoes, parsnips and garlic are all being entered on the "supplies wanted" list.

Potato market is somewhat weaker than usual owing to fact that old potatoes here are being replaced by American barrels which are fairly cheap and good value for the money. Conditions in Quebec Province as far as the farming communities are concerned, are in

a backward condition owing to adverse growing weather and heavy rains accompanied by cold winds. The farmers as a body are not inclined to talk business to buyers and if full credit is to be given reports to hand, their plight is certainly discouraging.

Beans, green, hamper	2 25	
Wax beans	2 25	
Carrots, boxes	5 00	
Cabbages, crate	3 00	
Caniflower, dozen	1 25	3 00
Celery, Bermuda, crate	2 00	2 25
Cucumbers, basket	2 00	2 25
Peppers, green, crate of 6 baskets	4 00	
Lettuce, Boston, doz.	0 50	
Leeks, dozen (N.Y.)	1 00	
Onions—		
New Egyptian, per lb.	0 04½	0 05
Radishes, dozen	0 10	
Sweet potatoes, per basket	0 50	3 50
Potatoes, Green Mountains, bag		1 75
New potatoes, per bbl.	4 00	
Spinage, per bbl.		1 50
Parsnips, bag	3 00	3 75
Tomatoes—(Florida)—		
Choice	3 75	4 00
Fancy	4 00	4 50
Turnips, per bag		1 25

TORONTO.

GREEN FRUITS.—Dominion Day stimulated trade in fruits last week while generally brighter and warmer weather has been beneficial to demand. Strawberries now occupy a prominent position on the market, this being a big week in which preserving is well under way. One firm in circular sent out this week said: "With any real hot weather strawberries will ripen up fast and we think crop will not last long. We do not look for any real cheap berries." Prices are lower this week but fluctuate according to supply and demand.

Cherries are in better supply and cheaper. California fruits are quite a feature, peaches, pears, apricots, plums and cherries being offered. Georgia peaches were offered this week in six basket carriers at \$2.75. Cantaloupes are down to \$4 to \$5 per case.

Lemons are moving quite well and market is firm. Pineapples are closing up fast and it is difficult to get a line on prices this week.

Bananas, per bunch	1 50	2 00
Red bananas, per bunch	3 75	4 00
Huckleberries, qt. box	0 16	0 18
Lemons, fresh cuts	2 25	3 50
Lemons, November cuts	4 00	4 50
Lemons, California		3 50
Lemons, Verdelli		4 75
Limes, per 100		1 50
Oranges—		
California navels	3 00	3 50
California, late Valencias, case		4 25
Tangerines, half box	1 50	2 00
Pineapples	3 00	3 50
Strawberries, quart	0 08½	0 13
Rhubarb, per dozen	0 00	0 40
Watermelons, each	0 50	0 65
Canadian Cherries, black, 11-qt. basket	1 00	1 25
Canadian Cherries, white, 11-qt. basket	1 00	1 25
Gooseberries, 11-qt. basket	1 00	1 25
California Fruits—		
Peaches, box	2 00	2 50
Pears, per half box		2 00
Apricots, box	1 50	1 75

Plums.
Cherries

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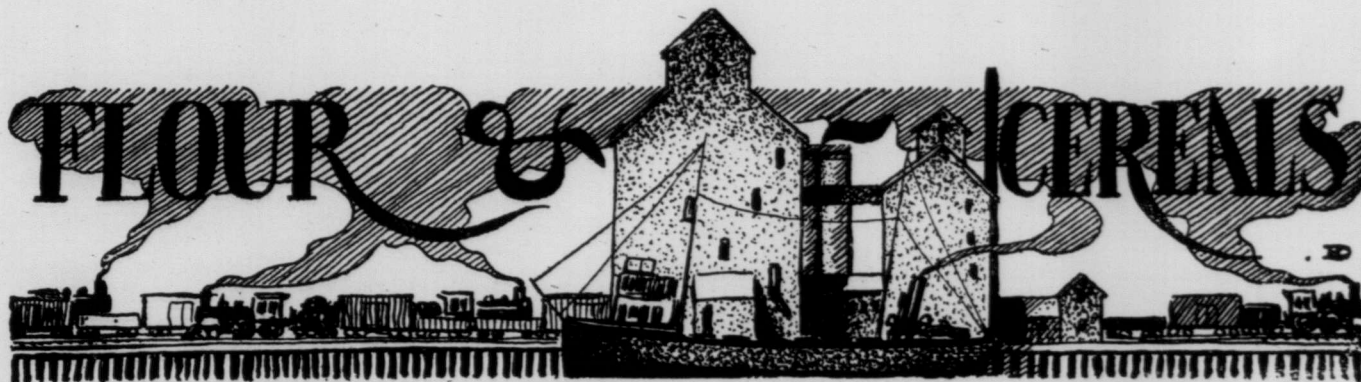
Plums, box	2 00	2 50
Cherries, box	1 50	

VEGETABLES.—The big feature of week is reduction in prices on new potatoes which are now down to \$4 to \$4.25 per barrel. There is a good demand for them. Old stock is rather on easy side in sympathy, New Brunswick Delawares selling at \$1.70 to \$1.75.

Tomatoes from Texas and Mississippi are now coming along in 4-basket flat crates, being easier at \$1 to \$1.50 per crate. Cabbage tend downward under liberal supplies while there is a generally firmer feeling in onions this week.

Asparagus, Canadian, basket	1 75	2 00
Beets, new, hamper	1 50	
Carrots, new, hamper	1 75	2 00
Cabbage, new, per crate	2 50	2 75
Cucumbers, Florida, hamper	2 00	2 25

Green beans, hamper	2 50
Egg plant, each	0 25
New radish, per doz.	0 12½
Onions—	
Egyptian onions, 110-lb. bags	3 00
Texas onions, 50-lb. crate	2 00
Potatoes, N.B.	1 75
Potatoes, P.E.I.	1 60
Potatoes, Ontario, bag	1 65
Potatoes, new, bbl.	4 25
Green peas, hamper	2 50
Tomatoes, flats, 4 basket crate	1 25
Spinach, hamper	0 90
Wax beans, hamper	2 50
Green peppers, case	6 00
Green peppers, basket	1 25



Rolled Oats Decline 15 cents Per Barrel

Change Made on Tuesday—Market Rather Steady at Decline—Weather a Big Factor in Market for Next Couple of Months—Domestic Flour Trade is Fair for Season—Export Business Slack.

Roller oats declined 15 cents per barrel, or 7½ cents per sack on Tuesday of this week. This was not altogether expected, as a week ago the tendency was rather to steadiness. However, raw material market taking a slightly easier turn, and demand as usual at this season, being inclined to quietude, a reduction was decided on by millers. Since it has been announced there is rather a stronger tone to raw material, so that market at decline is rather steady.

For the next couple of months, the weather will be an important factor in swaying the grain markets as well as determining the trend of flour and cereal prices. The dry and hot weather in the Canadian Northwest has stiffened prices of wheat in Winnipeg of late. And so it will continue, for prices will change either upward or downward, according to meteorological conditions.

There still continues a rather strong front to Manitoba flour. As mentioned last week, several mills have advanced prices in Western Canada, although there is no change elsewhere. Market is, however, steady, for good milling wheat is rather scarce. Besides, as has been pointed out before, recession in mill feed prices throws greater strength on flour.

Demand for flour is on a fair scale for season, although it is natural at this

time of year for retailers to pursue a hand-to-mouth policy. Export trade in flour continues slack.

Weather is not conducive to heavy consumption of cereals. Lighter lines are in best demand. Export trade in oatmeal continues slack. A report from England says that buyers are well loaded just now, and that there will be little interest before new crop.

MONTREAL.

FLOUR.—There is a fair volume of business passing with a good demand from the West, and a steady call from across the water. Prices remain steady, and the situation throughout is strong.

Winter wheat, fancy patents, in bags	4 75	5 00
Straight rollers, in bags	4 30	4 50
Manitoba 1st Spring wheat patents, bags	5 80	
Manitoba straight patents, in bags	5 30	
Manitoba strong bakers, in bags	5 10	
Manitoba second, in bags	4 70	

CEREALS.—Market for rolled oats last week was fairly strong, and things pointed to an increase, but competition has been considerably heavy during past few months, and as a result prices have unexpectedly dropped 15 cents a barrel.

Fine oatmeal, single bag lots	2 56
Standard oatmeal, single bag lots	2 56
Granulated oatmeal, single bag lots	2 56
Bolton Cornmeal, 100 bags	35
Rolled oats, jute bags, 90-lb. single bag lots	2 42½
Rolled oats, cotton bags, 90-lb. single bag lots	2 47½
Rolled oats, barrels	5 10
Rolled wheat, bbl.	2 25

TORONTO.

FLOUR.—There has been no change in Manitoba patents, but steady feeling is still present in market, which is natural under the lower prices for mill feeds. Trade appears to be fair. While some millers report that demand is not brisk, they claim it is up to standard for season.

Feed flour is quoted from \$31 to \$33 per ton.

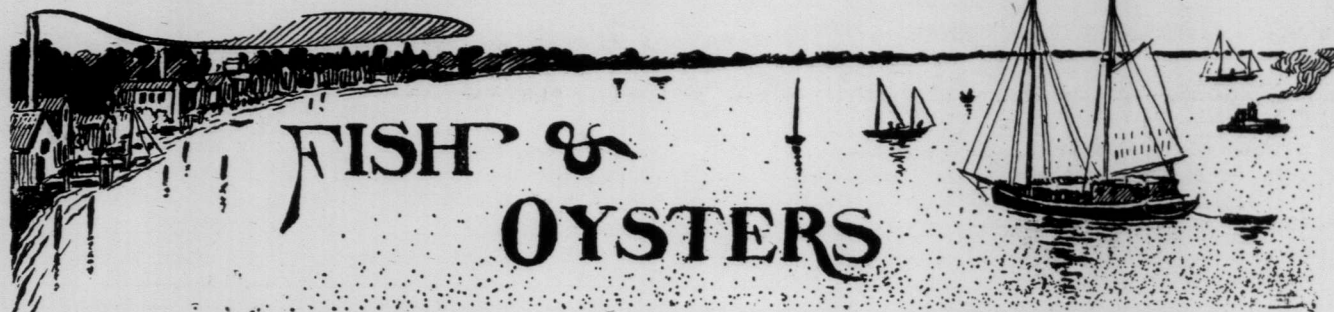
Manitoba Wheat.	
1st patent, in car lots, per bbl.	5 70
2nd patents, in car lots, per bbl.	5 20
Strong bakers, in car lots, per bbl.	5 00
Feed flour, in car lots, per ton	31 00
Winter Wheat.	
Fancy patents, domestic consumption ..	5 10
Patents, 90 p.c., domestic consumption ..	4 80
Straight roller, domestic consumption ..	4 60
Blended, domestic consumption	5 10

CEREALS.—A reduction of 15 cents per barrel, or 7½ cents per sack, was made in rolled oats on Tuesday afternoon. With trade rather inclined to quietness, as is natural at this time, when a weaker turn developed in oat market, a reduction in price of finished product was decided on. Since then raw material market has rather stiffened up, injecting a tone of steadiness into the market since decline.

As expected at this time of year, retailers pursue a hand-to-mouth policy with cereals.

Rolled oats, small lots, 90 lb. sacks	2 42½
Rolled oats, 25 bags to car lots	2 32½
Standard and granulated oatmeal, 98-lb. sk.	2 56
Rolled wheat, small lots, 100-lb. bbls. ..	2 90
Rolled wheat, 5 barrel to car lots	2 80
Cornmeal, 100 lb. bags	2 35
Rolled oats in cotton sacks, 5 cents more.	2 40

MILL FEEDS.—There still continues a wide margin between prices of bran and shorts. While bran is now down to \$21 in car lots, shorts hold at \$25 to \$26 per ton. Middlings are quoted at \$28.



Fish Should Sell During Warm Weather

As it is a Warm Weather Food—People do not care for Heavy Meats at This Season—Trade Almost Totally in Fresh Lines—Lobster Packers up in Arms Against New French Law Relative to Canned Lobsters.

Fish trade is reported as satisfactory from most centres throughout the Dominion. It should be so, for warm weather should be good fish weather. With the thermometer ascending upward, people do not care for the heavier varieties of meat, but in fish the grocer has something to offer them that will coax the appetite along during the warm weather. Fish is truly a good summer food, and handled properly there is no reason why the grocer should not be able to work up an appreciable trade during summer months.

Trade runs almost totally to fresh varieties now, halibut, trout and whitefish being stellar lines.

QUEBEC.

MONTREAL.—Haddock and cod are still plentiful and cheap, while dressed bullheads and perch are cut off wholesalers' lists. Lake trout and whitefish and pickerel are somewhat scarce, and prices remain firm. There is a decided dropping off in supplies of brook trout. Gaspé salmon is selling freely, and prices may go a little lower. The price of fancy large mackerel is inclined to advance owing to scarcity.

FRESH AND FROZEN.

Fancy spring salmon, per lb.	0 18	0 20
Large shad herring, each	0 02	
Market cod, cases, 250 lbs., per lb.	0 04	
Less than case	0 04½	
Smelts, fancy	0 10	
Haddock	0 04½	0 10
Halibut, per lb.	0 10	
Herring, frozen, per 100 fish	1 90	2 30
Mullets	0 04½	0 05
Pike, dressed and headless, lb.	0 08	
Steak, cod	0 06	
Mackerel	0 10	
B.C. red salmon	0 10	0 11
New Gaspé salmon, per lb.	0 15	
Qualla salmon	0 07½	0 08
No. 1 smelts, per lb.	0 09	0 12
Lake trout, per lb.	0 09	0 10
Whitefish, large, per lb.	0 09	0 10
Pure cod tablets, 20 1-lb. tablets	2 30	
Whitefish, small, lb.	0 06	
Barbotte (dressed) bullheads, per lb.	0 08½	

PREPARED FISH.

Boneless cod, in blocks or packages, lb.	8, 10, 11, 12
Dry pollock, 100 lb. bundles, per bundle	5 50
Shredded cod, 2 doz. in box, per box	2 10
Boneless strip cod, 30-lb. box	0 12

SALTED AND PICKLED.

New green cod, per bbl., 200 lbs.	10 00
New Labrador herring, per bbl.	5 50
New Labrador herring, per half bbl.	3 00
No. 1 mackerel, pall	2 00
No. 1 mackerel, half bbl.	5 00
Lake trout, kegs	5 00
No. 1 green haddock, per 200 lbs.	7 50
Salt eels, per lb.	0 06
Salt sardines, bbl.	5 00
Salt sardines, half bbl.	2 75
Lake trout, half barrel	6 00
Scotch herring, keg	6 50
Holland herring, half bbl.	1 00
Holland herring, keg	5 50
Boneless new herring, 10-lb. boxes	0 75
Salt eels, per lb.	0 12½
Labrador salmon, bbl.	0 06
	18 00

SMOKED.

Bloaters, box	1 10
Yarmouth bloaters, fancy, per box	1 25
Haddies, fancy, 15-lb. boxes, per lb.	0 07½
Filletts, fancy, 15-lb. boxes, per lb.	0 11
Herring, new, smoked, per box	1 18
Kippers (small) per box of 50 fish	1 10
Smoked salmon, per lb.	0 25

SHELL FISH.

Solid meats—Standards, gal., \$1.75; selects, gal.	2 00
Bolled lobsters, per lb.	0 20

ONTARIO.

TORONTO.—Mackerel is being offered on this market at 22 cents each. They come from Nova Scotia. Trade is mostly confined to fresh varieties, halibut, whitefish and trout continuing to be the favorite lines. Lemand is reported as satisfactory for season. Halibut is now quoted at 11 to 12 cents.

FRESH CAUGHT FISH.

White fish, per lb.	0 12
Lake trout, per lb.	0 12
Steak, cod	0 08
Haddock	0 07
Halibut	0 11
Flounders	0 07
Lake Erie herrings, per lb.	0 08
Pike	0 07
Perch	0 07
Suckers	0 05

PREPARED.

Shredded cod, 2 doz. pkgs. to box	2 25
Acadia cod, 2-lb. boxes, 12 to crate	2 80
Cod in loose strips, 25-lb. to box, lb.	0 06½
Finnan Haddie	0 18
Mackerel, each	0 22

NOVA SCOTIA.

HALIFAX.—Nova Scotia lobster shippers and packers are greatly agitated over new French Act, which requires that all tinned fish and lobsters imported into France must be embossed on the top and bottom of the tin. This week

the lobster canners and exporters held a meeting at Board of Trade rooms to consider the matter. If this new law is enforced immediately it will mean that the very large lobster pack now awaiting shipment from Halifax, most of which is intended for France, and only a small portion of which has been stamped as provided by the act, cannot go forward.

At the meeting it was decided to send an urgent protest to the Canadian Government to take some action in the matter. They urged that at least a year's notice of such a change in the French law should be given so that they would have time to meet the new conditions.

The preserved lobster shipments from this port amount in value to about two million dollars per year. Lobster season will close at the end of this month.

FRUIT MARKET NOTES.

With greater variety of fresh fruit, oranges do not get the usual attention. Market, however, is steady.

While some time before this harvest, Almeria grapes are said to have been damaged by high winds, and Cape Cod cranberries by frost.

New York reports new apples selling well, although few lots have shown up in really good shape.

Georgia is to have a big crop of peaches of finest quality in history of the State.

The warmer weather has stimulated demand for limes and lemons.

Shipments of citrus fruits from California to June 17 amounted to 31,472 cars as compared with 39,273 to June 19, last season.

During 12 months ending March, 1912, Canada imported \$2,002,575 worth of coffee, compared with \$1,408,593 during previous twelve months. During same time tea to the value of \$6,706,575 was brought in, as against \$5,654,883 during 12 months previous.

Editor, Canadian Grocer.—Please find enclosed \$2 for subscription. The Grocer is a real help. In future please send to above address, as I have changed business address, 2311 St. Dominique Street, Montreal Annex.

R. A. LOW.



Produce & Provisions



Butter and Eggs Both Holding Steady

Prices of Butter Steady in Face of Big June Make—Storage Has Taken Care of Certain Quantity—West Still Buying from East—Eggs are Steady, With Receipts Falling Off — Brisker Trade in Smoked and Cooked Meats.

What of the rather confident predictions of certain produce men, that Dominion Day would find butter prices at a much more normal level than in early June? Rather badly shattered, it would seem, from a comparison of prices at the most important centres. Not only have concessions been limited to a small margin, but at moment there is a rather healthy undertone of steadiness.

The foundation for their predictions of lower prices—the large production of butter expected during June has become a reality, at least to a certain extent. With the cows standing knee high in pastures, we would naturally look for a big flow of milk. However, reports from some centres note receipts as lagging compared with a year ago, but it must be remembered that season is later than last year, while cows did not come through the winter in best possible condition.

June butter has also been in request for storing purposes, probably accounting in part for stiffness. A certain demand from West has helped to prevent accumulations on Eastern markets.

Under warm weather there is naturally a tendency on part of public appetite to lag. Their is a bearish feature to prices, but fact that industriousness of the hen has also a tendency to lag balances it up pretty well. Receipts are showing a falling off, and while demand is also to some extent, it continues good for season, induced by high prices demanded for meats of all kinds. Steadiness is, therefore, the rule in egg market.

Cooked and smoked meats have shown a brisker movement of late. Trade in these lines was quite tardy in getting under way this year, due to backward season, but warm weather of late has swung these lines into greater favor. Retailers have found a better demand,

and this has been reflected in sales of wholesale provision houses.

MONTREAL.

PROVISIONS.—There is quite an appreciable amount of business passing in all lines of smoked meats, prices on the whole being steady. Lard is firm at prices noted, but the tendency is for higher prices.

Long clear bacon, heavy, lb.	0 13½
Long clear bacon, light, lb.	0 15
Hams—	
Extra large sizes, 28 to 40 lbs., per lb.	0 14½
Large sizes, 20 to 28 lbs., per lb.	0 16
Medium sizes, 15 to 19 lbs., per lb.	0 17½
Extra small sizes, 10 to 14 lbs., per lb.	0 17½
Bone out, rolled, large, 16 to 25 lbs., per lb.	0 18
Bone out, rolled, small, 9 to 12 lbs., per lb.	0 20
Breakfast bacon, English, boneless, per lb.	0 18
Windsor bacon, skinned, backs, per lb.	0 19
Spiced roll bacon, boneless, short, per lb.	0 15
Boiled ham, small, skinned, boneless	0 26
Hogs, live, per cwt.	9 25
Hogs, dress, per cwt.	13 00
Pure Lard—	
Boxes, 50 lbs., per lb.	0 14½
Cases, tins, each 10 lb., per lb.	0 14½
Cases, tins, each 5 lbs., per lb.	0 14½
Cases, tins, each 3 lbs., per lb.	0 14½
Pails, wood, 20 lbs. net, per lb.	0 14½
Pails, tin, 20 lbs. gross, per lb.	0 14½
Tubs, 60 lbs. net, per lb.	0 14½
Tierces, 375 lbs., per lb.	0 14
One pound bricks	0 13½
Compound Lard—	
Boxes, 50 lbs. net, per lb.	0 10½
Cases, 10-lb. tins, 60 lbs. to case, per lb.	0 10½
Cases, 5-lb. tins, 60 lbs. to case, per lb.	0 10½
Cases, 3-lb. tins, 60 lbs. to case, per lb.	0 10½
Pails, wood, 20 lbs. net, per lb.	0 10½
Pails, tin, 20 lbs. gross, per lb.	0 10
Tubs, 60 lbs. net, per lb.	0 10½
Tierces, 375 lbs., per lb.	0 10½
One pound bricks	0 11
Pork—	
Heavy Canada short cut mess, bbl., 35-45 pieces	25 00
Bean pork	17 50
Canada short cut back pork, bbl., 45-55 pieces.	25 50
Heavy short cut clear pork, bbl.	25 00
Clear fat backs	25 50
Heavy flank pork, bbl.	26 50
Plate beef, 100 lb. bbls.	8 75
Plate beef, 200 lb. bbls.	17 00
Plate beef, 300 lb. bbls.	25 00
Dry Salt Meats—	
Green bacon, flanks, lb.	8 11

BUTTER.—There is a strong feeling in the butter market at present, but there is no change in prices so far in local market. Butter coming in from country this week shows a considerable advance over last week, and as there is a steady demand from the West the outlook is for full prices.

Creamery blocks	0 26	0 26½
Dairy tubs, lb.	0 21	0 23
Fresh, dairy rolls	0 21½	0 22

EGGS.—Higher prices will prevail during the coming months for new laids,

and the season so far has been splendid for good quality eggs. Production, though, has been falling off at all country points.

New laids	0 29
Selects	0 27
No. 1	0 24

POULTRY.—There is no material change to be noted in this market, prices being steady with a good general demand for all lines.

Turkeys, No. 1, per lb.	0 24
Turkeys, No. 2, per lb.	0 22
Chickens, per lb.	0 16
Fowls, per lb.	0 13
Ducks, per lb.	0 25
Geese, per lb.	0 15

HONEY.—Prices remain steady with a normal trade passing, but there is nothing exciting to note, this not being the season for active honey business.

White clover, strained	0 10½
Buckwheat, strained	0 08½

TORONTO.

PROVISIONS.—The warmer weather of past week or so has stimulated demand for smoked and cooked meats, trade in which has been rather tardy in getting under way this year. Easier feeling in some lines noted last week has not been followed by any further concessions as yet. In fact, at moment, tone of smoked and cooked meats can be said to be steady.

Live hogs weakened middle of last week, and again at beginning of this week, and at country points \$7.70 is being quoted with receipts fairly liberal.

Smoked Meats—		
Light hams, per lb.	0 17½	0 18
Medium hams, per lb.	0 17	0 17½
Large hams, per lb.	0 16	0 17
Backs, plain, per lb.	0 19	0 20
Backs, pea meal	0 20	0 21
Breakfast bacon, per lb.	0 17	0 18
Roll bacon, per lb.	0 13½	0 13½
Shoulders	0 11½	0 12
Pickled Meats—lc less than smoked.		
Long clear bacon, per lb.	0 13½	0 14
Heavy mess pork, per bbl.	20 00	20 50
Short cut, per bbl.	24 00	25 00
Cooked hams	0 25	0 27
Lard, tierces, per lb.	0 13½	0 14
Lard, tubs, per lb.	0 14	0 14½
Lard, pails, per lb.	0 14½	0 15
Lard, compounds, per lb., tierces	0 10	0 10
Live hogs, at country points	7 70	
Live hogs, local	8 00	
Dressed hogs	11 50	12 00

BUTTER.—Make of butter has been on quite a substantial scale since the first of June, but in face of this fact, market remains steady. As one to break the backbone of the butter market." As pointed out before, the reason is probably the desirability of June butter for storage purposes. It has ap-

butter man put it, "It seems impossible parently been disappearing by this route.

	Per lb.
Fresh creamery print	0 26 0 27
Creamery solids	0 25 0 26
Farmers' separator butter	0 22 0 23
Dairy prints, choice	0 21 0 22
Dairy solids	0 19 0 20

EGGS.—No change has been made in eggs, prices still ruling around 22 to 23 cents. In fact, at moment there is rather an undertone of steadiness. As usual, the hen is not quite so industrious during warm weather, and receipts have been on decline. Added to this demand, although perhaps not as brisk as a time ago, is appreciable for time of year, as meats of all kinds maintain a high price level.

New laid eggs, per doz. 0 23
Fresh eggs, per doz. 0 22

CHEESE.—Production of cheese in Ontario has been quite large, and new make is a shade easier, as reflected in recent sales at country boards.

Old Cheese—	
Large	0 17% 0 18
Twin	0 18 0 18½
Stiltons	0 19 0 19½

New Cheese—	
Large	0 14% 0 14%
Twin	0 14% 0 15
½ Twin	0 15% 0 15½

HONEY.—Honey prices remain steady under small stocks, but there is little doing just now.

Honey—strained—	
Amber honey, 60-lb. tins, per lb.	0 07 0 08
Buckwheat, 60-lb. tins, per lb.	0 07 0 08

WINNIPEG.

PRODUCE AND PROVISIONS.— Butter is a little easier and eggs are now as low as will be, cured meats and lard firm.

Lard—	
Tierces	0 13%
50 lb. tubs	7 00
20 lb. tubs	2 85
10 lb. cases	8 70
5 lb. cases	8 88
3 lb. cases	8 85
Cured Meats—	
Hams	0 17% 0 18
Bacon	0 18½ 0 19
Smoked shoulders	0 14% 0 15
Long clear	0 13% 0 14
Mess pork	25 00
Pigs feet, kits	1 10
Butter—	
Creamery butter	0 25
Dairy butter, tubs	0 20
Eggs—	
Strictly fresh	0 19 0 20
Cheese—	
Ontario, large, new	0 16
Twins, new	0 16½
Old, large	0 18%
Old, twins	0 19%

Some Interesting Facts About Butter

Government Standard Says it Must Not Contain More Than 16 Per Cent. of Water—Excess of Water, However, Cannot Be Said To Be Adulteration—The Effects From Overchurning—Eaten as a Relish.

The manufacture of butter containing more than 16 per cent. water is liable to prosecution for this is the standard set by the Government. Moisture in butter is the principal factor that makes over-run. It is an object of those who understand to secure butter that contains as near 16 per cent. water properly incorporated, as possible, because of the profit in selling the additional water at butter prices.

Butter as a Relish.

A high moisture content is not an adulteration in butter. Water is a natural part of butter, and compares very favorably with the water content of other food materials. Butter is eaten more as a relish than for the actual food constituents it contains, and it is well known that butter containing from 14 to 16 per cent. water is just as relishing and palatable as that containing 8 or 10 per cent. water, providing it has been properly incorporated. Nor is it possible to distinguish by ordinary means of judging between a good grade of butter having a high moisture content and another having a small amount of water.

What Leaky Butter Is.

"Leaky" butter contains a large amount of free water which appears as

large drops held in pockets through the butter. Such butter will not really contain so much moisture as some that appears dull and dry. Even though a leaky butter does not contain an excess of moisture, it is an undesirable condition, and consumers object to it.

The amount of water incorporated depends upon several conditions, most of which are under the control of the maker. The higher the temperature of the cream and wash water, the greater will be the amount of water gotten into the butter. Butter churned at a high temperature will retain its moisture, which will not be so easily pressed out during the working process. However, if the moisture is too high, the body of the butter will be spoiled, and the loss of fat in the buttermilk will be greater. So temperature itself is not so good a means of control as other conditions.

Result of Over Churning.

The amount of churning is probably the most effective way to control the moisture of butter. A very little overchurning, when the butter is in the soft condition will cause it to take up moisture very rapidly. Continuing the churning until the granules are the size of corn kernels or larger will incorporate

more moisture than if churning is stopped when the granules reach the wheat kernel size. The difficulty here is that over-churning usually retains more of the buttermilk, which hurts the keeping qualities of the butter. The length of time butter is churned in water influences the moisture content the same way as churning in the buttermilk. The more churning in the wash water the better is the buttermilk removed, the more water is taken up, and the less leaky will the butter appear.

PUSHING JAPAN GOODS IN CANADA.

T. Fujita, of Japan, was in Toronto this week. He is in Canada to sell products such as peanuts, dried peas, lima beans and walnuts, all of which are grown in Japan, with exception of walnuts, which are imported from the Chinese coast.

FARRINGTON PHILOSOPHY.

There's a better way of doing almost everything in the store. Always be on the watch for a chance to find out what it is.

How is a store to gain the reputation of being generous if the individuals connected with it allow themselves to act in a niggardly manner toward customers?

Mr. Merchant, help your clerks to develop proficiency in those directions in which they seem to have natural talent.

While economy may be wealth as has been said, yet stinginess, particularly in store methods and policy, is certain to prove to be poverty.

When customers raise objections to your goods, don't raise your voice in the effort to overcome them. It isn't loudness of voice that impresses people most.

No matter how many times a day you have to go over your story about certain goods, don't let your talk become mechanical like the book-agent's threadbare story. Speak naturally.

READY MADE CARD PHRASES.

You want the best. We have it.

Delicious strawberries for the evening meal.

Rice—a nourishing and healthy food.

Cereals — lighter food for warmer weather.

Jams with the taste that lingers.

Taste and try, you sure will buy—these pickles.

Pleased customers—our best advertisement.

Eventually—flour. Why not now?

Inferior goods at low prices do not make a bargain.

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



YOUR PROFIT

Mr. Manufacturer, depends considerably on the extent of your sales, and to increase these [you must necessarily have ample representation over the large field at your disposal. The Hustling Canadian West offers a splendid market for the manufacturers and shippers of Eastern Canada, Europe and United States, and our intimate knowledge of the commercial conditions, combined with conscientious and adequate service, gives you unequalled facilities to enter this field of opportunity.

WRITE US RE YOUR ACCOUNT FOR THE GREAT WEST

NICHOLSON & BAIN,

Wholesale Commission Merchants
and Brokers

HEAD OFFICE, - WINNIPEG. MAN.

BRANCHES,

REGINA

SASKATOON

EDMONTON

CALGARY

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS \$40 PER INCH PER YEAR

Goods made by

E. W. GILLETT CO., LTD.
(Ontario and Quebec Prices.)

IMPERIAL BAKING POWDER.

Cases	Sizes	Per doz.
4-dozen.....	10c	85
3-dozen.....	6-oz.	1 75
1-dozen.....	12-oz.	3 50
3-dozen.....	12-oz.	3 40
½-dozen.....	2½-lb.	10 50
½-dozen.....	5-lb.	19 80

MAGIC BAKING POWDER.

Cases	Sizes	Per doz.
6-dozen.....	5c	50
4-dozen.....	4-oz.	75
4-dozen.....	6-oz.	1 00
4-dozen.....	8-oz.	1 30
4-dozen.....	12-oz.	1 80
2-dozen.....	12-oz.	1 85
4-dozen.....	16-oz.	2 25
2-dozen.....	16-oz.	2 30
1-dozen.....	2½-lb.	5 00
½-dozen.....	5-lb.	9 60
2-dozen.....	6-oz.	Per case
1-dozen.....	12-oz.	Per case
1-dozen.....	10-oz.	\$6.00

Special discount of 5 per cent. allowed on five cases or more of "Magic Baking Powder."

MAGIC SODA.

Case No.	Per Case.
Case No. 1, 60 1-lb. packages, 1 case \$2.85; 5 cases \$2 75	
Case No. 2, 120 ½-lb. packages, 1 case \$2.85; 5 cases \$2 75	
Case No. 3, 30 1-lb., 60 ½-lb. packages, 1 case \$2.85; 5 cases 2 75	
Case No. 5, 100 10-oz. packages, 1 case \$2.90; 5 cases 2 80	

GILLETT'S CREAM TARTAR.

Per doz.	
¾-lb. paper pkgs., 4 doz. in case	\$1 00
½-lb. paper pkgs., 4 doz. in case	2 00
4 doz. ¾-lb. paper pkgs. } \$8 00	
2 doz. ½-lb. paper pkgs. }	
Per doz.	
½-lb. cans with screw covers, 4 doz. in case	\$2 20
1-lb. cans with screw covers, 3 doz. in case	4 10
Per lb.	
5-lb. sq. canisters, ½ doz. in case	33
10-lb. wooden boxes	30½
25-lb. wooden pallets	30½
100-lb. kegs.	28½
360-lb. barrels	28

GILLETT'S PERFUMED LYE.

4 doz. in Case.	Per case
1 case	3 50
3 cases	3 40
5 cases or more	3 35

YEAST.

Per box	
Royal Yeast, 3 dozen 5c packages in box	1 15
Gillett's Cream Yeast, 3 dozen 5c. packages in box	1 15

BAKING POWDER.

W. H. GILLARD & CO.
Diamond.
1-lb. tins, 2 doz. in case ..\$2 00
½-lb. tins, 3 doz. in case... 1 25
¼-lb. tins, 4 doz. in case... 0 75

ROYAL BAKING POWDER.

Sizes.	Per doz.
Royal—Dime	0 95
¼-lb.	1 40
6-oz.	1 95
½-lb.	2 55
12-oz.	3 85
1-lb.	4 90
3-lb.	13 60
5-lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Baking Powder—
5-lb. size, \$8.25; 1-lb. tins, \$2;
12-oz. tins, \$1.60; 8-oz. tins, \$1.20;
6-oz. tins, 90c; 4-oz. tins, 65c;
5c tins, 40c.
BORWICK'S BAKING POWDER
Sizes. Per doz. tins.
Borwick's ¼-lb. tins

COOK'S FRIEND BAKING POWDER.

Cartons—	Per doz.
No. 1, 1-lb., 4 dozen	2 40
No. 1, 1-lb., 2 dozen	2 50
No. 2, 5-oz., 6 dozen	0 80
No. 2, 5-oz., 3 dozen	0 85
No. 3, 2½-oz., 4 dozen	0 45
No. 10, 12-oz., 4 dozen	2 10
No. 10, 12-oz., 2 dozen	2 20
No. 12, 4-oz., 6 dozen	0 70
No. 12, 4-oz., 3 dozen	0 75

In Tin Boxes—
No. 13, 1-lb., 2 dozen

FOREST CITY BAKING POWDER.

6-oz. tins	0 75
12-oz. tins	1 25
16-oz. tins	1 75

Keen's Oxford, per lb. ... 0 17
In 10-box lots or case 0 16

COUPON BOOKS—ALLISON'S.
For sale in Canada by The Eby-Blain Co., Ltd., Toronto; C. O. Beauchemin & Fils, Montreal, \$2, \$3, \$5, \$10, \$15, and \$20. All same price, one size or assorted.

UN-NUMBERED.
Under 100 books

CEREALS.

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Breakfast Food, 2 doz. in case, per case, \$3.00.
The King's Food, 2 doz. in case, per case, \$4.80.
White Swan Barley Crisps, per doz., \$1.
White Swan Self-rising Buck-wheat Flour, per dozen, \$1.
White Swan Self-rising Pancake Flour, per doz., \$1.

White Swan Wheat Kernels, per doz., \$1.50.
White Swan Flaked Rice, \$1.
White Swan Flaked Peas, per doz., \$1.

DOMINION CANNERS.

Aylmer Jams. Per doz.
Strawberry

Jellies.
Red currant

Marmalade.
Orange jelly

Pure Preserves—Bulk.

5-lbs. 7-lbs.
Strawberry

COCOA AND CHOCOLATE.

THE COWAN CO., LTD.
Cocoa—
Perfection, 1-lb. tins, doz.. 4 40
Perfection, ½-lb. tins, doz. 2 35
Perfection, ¼-lb. tins, doz. 1 25
Perfection, 10c size, doz .. 0 90
Perfection, 5-lb. ins, per lb. 0 35
Soluble, bulk, No. 1, lb. .. 0 20
Soluble, bulk, No. 2, lb. .. 0 18
London Pearl, per lb. 0 22

Special quotations for Cocoa in barrels, kegs, etc.

Unsweetened Chocolate—
Supreme chocolate, ½'s, 12-lb. boxes, per lb. 0 35
Perfection chocolate, 20c size, 2 doz. in box, doz... 1 80
Perfection chocolate, 10c size, 2 and 4 doz. in box, per doz. 0 90

Sweet Chocolate— Per lb.
Queen's Dessert, ¼'s and ½'s, 12-lb. boxes

Queen's Dessert, 6's, 12-lb. boxes

Vanilla, ¼-lb., 6 and 12-lb. boxes

Diamond, 8's, 6 and 12-lb. boxes

Diamond, 6's and 7's, 6 and 12-lb. boxes

Diamond, ¼'s, 6 and 12-lb. boxes

Icings for Cake—
Chocolate, white, pink, lemon, orange, maple, almond, coconut, cream, in ½-lb. packages, 2 doz. in box, per doz... 0 90

Chocolate Confections—Per lb.
Maple buds, 5-lb. boxes ... 0 36
Milk medallions, 5-lb. bxs. 0 36

Chocolate wafers, No. 1, 5-lb. boxes

Chocolate wafers, No. 2, 5-lb. boxes

Nonpareil wafers, No. 1, 5-lb. boxes

Nonpareil wafers, No. 2, 5-lb. boxes

Chocolate ginger, 5-lb. bxs. 0 30
Milk chocolate wafers, 5-lb. boxes

Coffee drops, 5-lb. boxes .. 0 36
Lunch bars, 5-lb. boxes .. 0 36
Milk chocolate, 5c bundles, 3 doz. in box, per box.. 1 35

Milk chocolate, 5c cakes, 3 doz. in box, per box.. 1 35
Nut milk chocolate, ½'s, 6-lb. boxes, lb. 0 36
Nut milk chocolate, ¼'s, 6-lb. boxes, lb. 0 36
Nut milk chocolate, 5c bars, 24 bars, per box

EPPS'S.
Agents—Willson & Warden, Toronto; Forbes & Nadeau, Montreal; J. W. Gorham & Co., Halifax, N.S.; Buchanan & Gordon, Winnipeg.

In ¼, ½ and 1-lb. tins, 14-lb. boxes, per lb. 0 35
Smaller quantities

JOHN P. MOTT & CO'S.
G. J. Estabrook, St. John, N.B.; J. A. Taylor, Montreal, P.Q.; M. M. Hannum, Ottawa, Ont.; Jos. E. Huxley & Co., Winnipeg, Man.; Tees & Perse, Calgary, Alta.; Johnson & Yockney, Edmonton; D. M. Doherty & Co., Vancouver and Victoria.

Elite, 10c size (for cooking) dozen

Mott's breakfast cocoa, 2 doz. 10c size, per doz. 0 85
Nut milk bars, 2 dozen in box

 " breakfast cocoa, ¼'s and ½'s | " No. 1 chocolate | " Navy, chocolate, ¼'s | " Vanilla sticks, per grs 1 00 " Diamond chocolate, ½'s 0 24 " Plain choice chocolate liquors | " Sweet chocolate coatings | WALTER BAKER & CO., LTD. Premium No. 1 chocolate, ¼ and ½-lb. cakes, 33c lb.; Breakfast cocoa, 1-5, ¼, ½, 1 and 5-lb. tins, 39c lb.; German's sweet chocolate, ½, and ¼-lb. cakes, 6-lb. boxes, 26c lb.; Caracas sweet chocolate, ½ and ¼-lb. cakes, 6-lb. boxes, 32c lb.; Auto sweet chocolate, 1-6 lb. cakes, 6-lb. boxes, 32c lb.; cinquieme sweet chocolate, 1-5 lb. cakes, 6-lb. boxes, 20c lb.; Falcon cocoa (hot or cold soda), 1-lb. tins, 34c lb.; Cracked Cocoa, ½-lb. pkgs., 6-lb. bags, 32c lb.; Caracas tablets, 5c cartons, 40 cartons to box, \$1.25 per box. |

The above quotations are f.o.b. Montreal.

COCOA NUT.
CANADIAN COCOANUT CO.
Packages—5c, 10c, 20c, and 40c packages, packed in 15-lb. and 30-lb. cases. Per lb.

1-lb. pkgs. White Moss ... 0 26

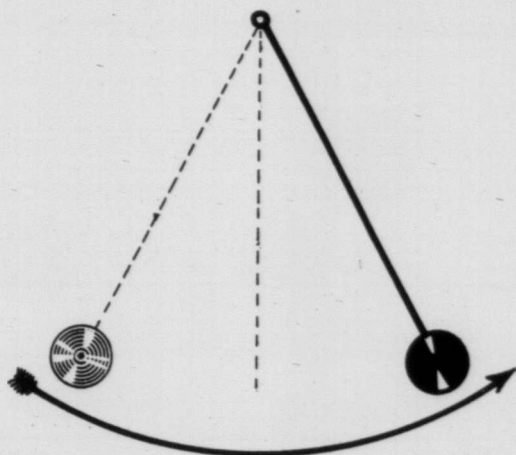
Watch - the - Trend - of - the - Trade Typified by the Swinging Pendulum

A.D. 1910

PROPRIETARY
PACKET TEAS

SMALL PROFITS

SOLD BY ALL



A.D. 1912

RELIABLE
STANDARD BLENDS

GOOD PROFITS

SOLD BY GROCERS
ONLY

YOU CANNOT FIGHT THE PEDDLER WITH PACKET TEAS—BUT YOU CAN BEAT HIM EVERY TIME WITH THOROUGHLY RELIABLE BLENDS.

LAST WEEK WE OFFERED YOU OUR



STAR ENGLISH BREAK-FAST AT 27c. PER LB.

THIS WEEK WE SUBMIT ANOTHER GRAND BLEND

A Perfect
Tea
Always Uniform



Universal
Satisfaction
Guaranteed

Price **22c.** per lb. Freight **PAID** on 100 lbs. and over.

BLACK, GREEN or MIXED

THIS IS THE CLASS OF TEA THAT WILL PLEASE AND HOLD YOUR CUSTOMERS. SEND US ALONG YOUR ORDER AT ONCE AND REMEMBER OUR GUARANTEE, RETURN AT OUR EXPENSE IF UNSATISFACTORY.

EBY-BLAIN, LIMITED, Toronto

TEA BLENDEES TO THE TRADE

THE CANADIAN GROCER

½-lb. pkgs. White Moss ..	0 27
¼-lb. pkgs. White Moss ..	0 28
1 and ½-lb. pkgs., assort- ed	0 26½
¼ and ½-lb. pkgs., asstd	0 27½
½-lb. pkgs., asstd., in 5-lb. boxes	0 28
¼-lb. pkgs., asstd., in 5-lb. boxes	0 29
¼-lb. pkgs., asstd., 5, 10, 15- lb. cases	0 30
Bulk— In 15-lb. tins, 20-lb. pails and 10, 25 and 50-lb. boxes.	
Pails Tins Bbls.	
White Moss, fine strip	0 19 0 21 0 17
Best shredded ..	0 18 .. 0 16
Ribbon	0 19 .. 0 17
Macaroon	0 17 .. 0 15
Desiccated	0 16 .. 0 14

CONDENSED MILK.

BORDEN MILK CO., LTD.	
Per Case	
Eagle Brand, each 4 doz..	\$6 00
Gold Seal Brand, each 4 dz	5 25
Challenge Brand, each 4 dz	4 50
Peerless Brand, "Hotel," each 2 doz.	4 00
Peerless Brand, "Tall," each 4 doz.	4 50
Peerless Brand, "Family," each 4 doz.	3 75
Peerless Brand, "Small," each 4 doz.	2 00
St. Charles Evaporated Milk (baby size)	2 00
St. Charles Evaporated Milk (family size)	3 75
St. Charles Evaporated Milk (hotel size)	4 00
Silver Cow Milk	5 40
Purity Milk	5 25
Good Luck Milk	4 50
(Sweetened.)	
Reindeer Brand (4 doz. in case)	5 50
Mayflower Brand (4 doz. in case)	5 25
Clover Brand (4 doz. in case)	4 50
(Unsweetened.)	
Reindeer Jersey Brand, Family (4 doz. in case).	3 75
Reindeer Jersey Brand, Medium (4 doz. in case)	4 50
Reindeer Jersey Brand, Hotel (2 doz. in case)..	4 00
Reindeer Jersey Brand, Gallon (½ doz. in case)	4 60

CANADA FIRST BRAND.

The Aylmer Condensed Milk Co.	
Per Case.	
Canada First Baby Eva- porated Milk	2 00
Canada First Family Eva- porated Milk	3 75
Canada First Medium Eva- porated Milk	4 50
Canada First Hotel Eva- porated Milk	4 00
Canada First Sweetened Condensed Milk	5 25
Canada First Rosebud Con- densed Milk	5 15
Canada First Beaver Con- densed Milk	4 50

COFFEE.

(Combined with Milk and Sugar)	
Reindeer Brand (2 doz. in case)	5 00
Regal Brand (2 doz. in case)	4 50
Reindeer Brand, in glass jars (2 doz. in case)	6 20

COCOA.	
(Combined with Milk and Sugar)	
Reindeer Brand (2 doz. in case)	4 80

COFFEES.

EBY-BLAIN, LIMITED.	
Standard Coffees	
Roasted whole or ground, pack- ed in damp-proof bags.	
King Edward	0 34
Club House	0 33
Nectar	0 32
Royal Java and Mocha ..	0 32
Empress	0 30
Duchess	0 29
Ambrosia	0 28
Plantation	0 26½
Fancy Bourbon	0 26
Crushed Java and Mocha	0 19

Package Coffee.

Gold Medal, 2-lb. tins, whole or ground	0 31
Gold Medal, 1-lb. tins, do	0 32
Gold Medal, ½-lb. tins do	0 33
Anchor Brand, 2-lb. tins, do.	0 31
German Dandelion, 1-lb. tins, ground	0 26
German Dandelion, ½-lb. tins, ground	0 28
English Breakfast, 1-lb. tins, ground	0 19
Grand Prix, 1 and 2-lb. tins, ground	0 30
Demi-Tasse, 1 and 2-lb. tins, ground	0 30
Flower Pot, 1-lb. pots, ground	0 28

WHITE SWAN SPICES AND CEREALS, LTD.

WHITE SWAN BLEND.

1-lb. decorated tins, lb. ..	0 32
Mo-Ja, ½-lb. tins, lb.	0 30
Mo-Ja, 1-lb. tins, lb.	0 28
Mo-Ja, 2-lb. tins, lb.	0 28
Cafe des Epicures, 1-lb. fancy glass jars, per doz., \$3.60.	
Cafe l'Aromatique, 1-lb. amber glass jars, per doz., \$4.00.	
Presentation (with tumblers) \$3 per doz.	

MINTO BROS.

MELAGAMA BLEND.

Ground or bean— W.S.P.R.P.	
1 and ½	0 25 0 30
1 and ½	0 32 0 40
1 and ½	0 37 0 50
Packed in 30's and 50-lb. case. Terms—Net 30 days prepaid.	

BRANSON'S SHEREEF COF- FEE.

AGENT: F. COWARD.	
402 Spadina Avenue, Toronto.	
Small size	\$1.45 per doz., net
Large size	\$2.85 per doz., net
In 3 dozen free cases. Freight paid on ½ gross order.	

CEREALS.

Grape Nuts—No. 22, \$3; No. 23, \$4.50.	
Post Toasties—No. T3, \$2.85.	
Postum Cereal—No. 0, \$2.25; No. 1, \$2.70.	

CONFECTIONS.

PEANUT BUTTER.

Ontario Prices	
MacLaren's Imperial—Per doz	
Small, 2 doz.	0 95
Medium, 2 doz.	1 80
Large, 1 doz.	2 75
Tumblers, 2 doz.	1 35
Pails, 24 lbs., per lb.	0 15

CHEESE.

MACLAREN'S IMPERIAL.

Ontario prices per doz.	
Individual (each 2 doz.) ..	1 00
Small (each 2 doz.)	2 40
Medium (each 1 doz.)	4 50
Large (each ½ doz.)	8 25
MacLaren's Roquefort—	
Small (each 2 doz.)	1 40
Large (each 1 doz.)	2 40
MacLaren's Canada Cream—	
Small (each 1 doz.)	0 90
Medium (each 2 doz.) ...	1 85
Large (each 1 doz.)	2 40

FLAVORING EXTRACTS.

SHIRRIFF'S.

1 oz. (all flavors) doz.	1 00
2 oz. (all flavors) doz.	1 75
2½ oz. (all flavors) doz. ..	2 00
4 oz. (all flavors) doz. ...	3 00
5 oz. (all flavors) doz. ...	3 75
8 oz. (all flavors) doz.	5 50
16 oz. (all flavors) doz. ...	10 00
32 oz. (all flavors) doz. ...	18 00
Discount on application.	

CRESCENT MFG. CO.

Mapleine— Per doz.	
2 oz. bottle (retail at 50c)	4 50
4 oz. bottle (retail at 90c)	6 80
8 oz. bottles (retail at \$1.50)	12 50
16 oz. bottles (retail at \$3)	24 00
Gal. bottles (retail at \$20)	15 00

GELATINE.

Knox Plain Gelatine (2 qt. size), per doz.	1 30
Knox Acidulated Gelatine (2 qt. size), per doz.	1 30

CLARK'S PORK AND BEANS IN TOMATO SAUCE.

Per doz.	
No. 1, 4 doz. in case	0 60
No. 2, 2 doz. in case	0 95
No. 3, flats, 2 doz. in case	1 15
No. 3, tails, 2 doz. in case	1 35
No. 6, 1 doz. in case	4 00
No. 12, ½ doz. in case	6 50
LAPORTE, MARTIN & CO., MONTREAL, AGENCIES.	
These prices are F.O.B. Mont- real. Imported Peas "Soleil"	

Per case	
Sur Extra Fins, ½ facons, 40 bou.	11 00
Sur Extra Fins, tins, ½ kilo, 100 tins	15 50
Extra Fins, tins, ½ kilo, 100 tins	15 00
Tres Fins, ½ kilo, 100 tins	14 00
Fins, tins, ½ kilo, 100 tins	12 50
Mi-Fins, tins, ½ kilo, 100 tins	11 00
Moyens No. 1, tins, ½ kilo, 100 tins	10 00
Moyens No. 2, tins, ½ kilo, 100 tins	9 50
Moyens No. 3	8 75
Asparagus, Haricots, etc.	

MINERVA PURE OLIVE OIL.

Case—	
12 litres	6 50
12 quarts	5 75
24 pints	6 25
24 ½-pints	4 25
Tins—	
5 gals. 2s	23 00
2 gals. 6s	29 00
1 gal. 10s	25 00
½-gal. 20s	26 00
¼-gals. 20s	13 50
½-gal. 48s sq.	17 00
½-gal. 48s rd.	15 50

BASSIN DE VICHY WATERS.

La Capitale, 50 qts.	5 00
La Neptune, 50 qts.	6 00
St. Nicholas, 50 qts.	7 00
La Sanitas Sparkling, 50 quarts	8 00

La Sanitas Sparkling, 100 pints	9 00
La Sanitas Sparkling, 100 splits	4 00
Lemonade Savoureuse, 50's	7 50

CASTILE SOAP.

"Le Soleil," 72 p.c. olive oil.	
Case, 12 lbs. 2¼-lb. bars, lb	0 08½
Case 25 lbs., 11-lb. bars, lb	0 07½
Case 50 lbs. ¼-lb. bars case	3 50
Case 200 lbs. 3¼-oz., case.	3 75
"La Lune," 65 p.c. olive oil.	
Case 25 lbs. 11-lb. bars, lb.	0 07
Case 12 lbs. 2¼-lb. bars, lb	0 08
Case 50 lbs., ¼-lb. bars, case	3 25
Case 100 lbs. 3¼-oz. bars, case	1 80
Case 200 lbs. 3¼-oz. bars, case	3 40

ALIMENTARY PASTES.

BLANC & FILS.

Macaroni, Vermicelli, Animals, Small Pastes, etc.	
Box, 25 lbs., 1 lb.	0 07½
Box, 25 lbs., loose	0 07

DUFFY & CO. BRAND.

Grape Juice, 12 qts.	4 75
Grape Juice, 24 pts.	5 15
Grape Juice, 36 splits	4 75
Apple Juice, 12 qts.	4 50
Apple Juice, 24 qts.	4 75
Champagne de Pomme, 12 q	5 00
Champagne de Pomme, 24 p	5 50
Matts Golden Russett—	
Sparkling Cider, 12 qts. ..	5 00
Sparkling Cider, 24 pts. ..	5 50
Apple Vinegar, 12 qts.	2 50

CANNED HADDIES "THIS- TLE" BRAND.

A. P. TIPPET & CO., Agents.	
Cases 4 doz. each, flats, per case	5 40
Cases 4 doz. each, ovals, per case	5 40

INFANTS' FOOD.

Robinson's patent barley, ½-lb. tins, \$1.25; 1-lb. tins, \$2.25; Rob- inson's patent groats, ½-lb. tins, \$1.25; 1-lb. tins, \$2.25.	
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LARD.

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

Tierces	11½
Tubs	11½
Pails	12
Tins, 20 lbs.	11½
Cases, 3 lbs.	12½
Cases, 5 lbs.	12¾
Cases, 10 lbs.	12¾
F.O.B. Montreal.	

GUNN'S "EASIFIRST" SHORT- ENING.

Tierces	0 10½
Tubs	0 10½
20-lb. pails	0 11
20-lb. tins	0 10½
10-lb. tins	0 11½
5-lb. tins	0 11½
3-lb. tins	0 11½
1-lb. cartons	0 12

MARMALADE.

SHIRRIFF BRAND.

"Imperial Scotch"—	
1-lb. glass, doz.	1 55
2-lb. glass, doz.	2 30
4-lb. tins, doz.	4 65
7-lb. tins, doz.	7 35
"Shredded"—	
1-lb. glass, doz.	1 90
2-lb. glass, doz.	3 10
7-lb. tins, doz.	8 25

MUSTARD.

COLMAN'S OR KEEN'S.

Per doz. tins	
D. S. F., ¼-lb.	1 40
D. S. F., ½-lb.	2 50
D. S. F., 1-lb.	5 00



BOLOGNA

(In waxed or ordinary casing)

Superior in quality and flavor, will satisfy that most particular customer. The bologna season is now on, the demand is exceptionally good and there is a good profit in it for the grocer.

Why not send us a trial order?

GUNNS LIMITED

WEST TORONTO

Beef and Pork Packers, Cotton Oil Refiners,

THIS IS COOKED MEAT WEATHER

Those of your customers going out picnicing or those staying at home all want ready prepared meats. They want them. They show you a good profit. Why not have them on your counter?

Cooked Hams,	Roast Shoulder of Pork,
Jellied Tongues,	Jellied Hocks,
English Brawn,	Beef Bolognas,
Frankfurters,	Salmoni Carvelot.

F. W. FEARMAN CO., Limited
HAMILTON

The quality of WETHEY'S Condensed Mince Meat

has been daily making friends for the past twenty-nine years.

WHAT ABOUT YOURSELF?

Are you one of its friends?

If not, now is the time to get acquainted.

All Jobbers. 3 doz. to a case.

WRITE US

J. H. WETHEY, Limited
ST. CATHARINES

"THE MINCE MEAT PEOPLE"

THE CANADIAN GROCER

F. D., ¼-lb. 0 85
 F. D., ½-lb. 1 45
 Per jar
 Durham, 4-lb. jar 0 75
 Durham, 1-lb. jar 0 25
MACLAREN'S IMPERIAL PREPARED MUSTARD.

Ontario Prices.
 Small case 4 doz., per doz. 0 45
 Medium, cases 2 doz., doz. 0 90
 Large, cases, 1 doz., doz. 1 35
VERMICELLI AND MACARONI
D. SPINELLI C'Y., MONTREAL

Fine.
 4-lb. box "Special" per box 0 22
 8-lb. box "Special," box.. 0 44
 5-lb. box "Standard" box 0 27½
 10-lb. box "Standard," box 0 55
 60-lb. cases or 75-lb. bbls.
 per lb. 0 06
 25-lb. cases, 1-lb. pkgs.
 (Vermicelli) per lb. 0 06
 Globe Brand.
 5-lb. box "Standard" box 0 30
 10-lb. box "Standard," box 0 60
 25-lb. cases (loose) per lb. 0 06
 25-lb. cases, 1-lb. pkgs., lb 0 06½

JELLY POWDERS.
JELL-O.
 Assorted case, contains 2
 doz. 1 80
 Straight
 Lemon contains 2 doz. 1 80
 Orange contains 2 doz. 1 80
 Raspberry contains 2 doz. 1 80
 Strawberry contains 2 doz. 1 80
 Chocolate contains 2 doz.. 1 80
 Cherry contains 2 doz. 1 80
 Peach contains 2 doz. 1 80
 Weight 8 lbs. to case. Freight
 rate, 2nd class.
JELL-O ICE CREAM POWDER.
 Assorted case, contains 2
 dozen 2 50
 Straight
 Chocolate contains 2 doz.. 2 50
 Vanilla contains 2 dozen.. 2 50
 Strawberry contains 2 doz. 2 50
 Lemon contains 2 dozen... 2 50
 Unflavored contains 2 doz. 2 50
 Weight 11 lbs. to case. Freight
 rate, 2nd class.

IMPERIAL DESSERT JELLY.
 Ontario Prices.
 Assorted flavors, \$10.75 per
 gross. Imperial Sterilized
 Gelatine.
 Cartons, 1 doz., 90c per dozen.
**SOAP AND WASHING POW-
 DERS.**
A. P. TIPPET & CO., AGENTS.
 Criole soap, per gross\$10 20
 Florida soap, per gross.. 12 00
 Straw hat polish, per gr.. 18 20
SNAP HAND CLEANER.
 3 dozen to box\$ 3 60
 6 dozen to box 7 20
 30 days.

RICHARDS PURE SOAP.
 5-case lots (delivered), \$4.15 each
 with 20 bars of Quick Naptha as
 a free premium.
 Richards Quick Naptha Soap.
GENUINE. Packed 100 bars to
 case.
FELS NAPHTHA.
 Prices—Ontario and Quebec:
 Less than 5 cases\$ 5 00
 Five cases or more 4 95
**SAPHO MFG. CO., LTD. MONT-
 REAL "SAPHO" INSECTICIDE**
 1-16 gall., doz.\$ 2 00
 ¼-gall., doz. 6 00
 ½-gall., doz. 10 00
 1 gall., doz. 19 20
 1-16 gall. gross lot 20 00

**"ANTI-DUST" SWEEPING
 POWDER.**
 Size No. 1, 3 doz. crates,
 per doz.\$ 1 50
 No. 2, 1 and 2 doz. crates,
 per doz. 3 00

STARCH.
EDWARDSBURG STARCH CO.
 Boxes Cents
 Laundry Starches—
 40 lbs., Canada Laundry.. .05¼
 40 lbs., Canada white gloss,
 1 lb. pkgs.06¼
 48 lbs., No. 1 white or blue,
 4 lb. cartons07
 48 lbs., No. 1, white or blue,
 3 lb. cartons07
 100 lbs., kegs, No. 1 white .06¼
 200 lbs., bbls., No. 1 white .06¼
 30 lbs., Edwardsburg silver
 gloss, 1 lb. chromo pkgs .07¼
 48 lbs., silver gloss, in 6-lb.
 tin canisters08
 36 lbs., silver gloss, 6-lb.
 draw lid boxes..... .08
 100 lbs., kegs, silver gloss,
 large crystals07
 28 lbs. Benson's satin, 1-lb.
 cartons, chromo label .. 07¼
 40 lbs., Benson's Enamel
 (cold water) per case .. 3 00
 20 lbs. Benson's Enamel
 (cold water) per case .. 1 50
 Celluloid—boxes containing
 45 cartons, per case 3 60
 Cullinary Starch.

40 lbs. W. T. Benson &
 Co.'s prepared corn 07¼
 40 lbs. Canada pure corn
 starch 05¼
 (20-lb. boxes ¼c higher.)
BRANTFORD STARCH
 Ontario and Quebec.
 Laundry Starches—
 Canada Laundry—
 Boxes about 40 lbs.... .05¼
 Acme Gloss Starch—
 1-lb. cartons, boxes of 40 lbs .06¼
 First Quality White Laundry—
 3-lb. canisters, cs of 48 lbs. .07¼
 Barrels, 200 lbs.06¼
 Kegs, 100 lbs.06¼
 Lily White Gloss—
 1 lb. fancy cartons, cases
 30 lbs.07¼
 6 lb. toy trunks, lock
 and key, 8 in case .. .08¼
 6 lb. toy drums, with
 drumsticks, 2 in case. .08
 Kegs, extra large crys-
 tals, 100 lbs.07¼
 Canadian Electric Starch—
 Boxes containing 40 fancy
 pkgs., per case 3 00
 Celluloid Starch—
 Boxes containing 45 cart-
 ons, per case 3 75
 Cullinary Starches—
 Challenge Prepared Corn—
 1-lb. pkts, boxes of 40 lbs. .06
 Brantford Prepared Corn—
 1-lb. pkts, boxes of 40 lbs .07¼
 "Crystal Maize" Corn Starch.
 1 lb. pkts., boxes 40 lbs.. .07¼
 (20 lb. boxes ¼c higher than
 40's.)

OCEAN MILLS, MONTREAL.
 Chinese starch, 48 1 lb., per
 case, \$4; Ocean Baking Powder,
 3-oz. tins, 4 doz. per case, \$1.60;
 4-oz. tins, 4 doz. per case, \$3.00;
 8-oz. tins, 5 doz. per case, \$6.50;
 16-oz. tins, 3 doz. per case, \$6.75;
 5-lb. tins, 10 tins a case, \$7.50;
 1-lb. bulk, per 25, 50 and 250 lbs.,
 at 15c per lb. Ocean blanc mange

48 8-oz., \$4; Ocean borax, 48 8-
 oz., \$1.60; Ocean cough syrup,
 36 6-oz., \$6.00; 36 8-oz., \$7.20;
 Ocean corn starch, 48 1-lb., \$3.60.

SOUPS—CONCENTRATED
CHATEAU BRAND.
 Vegetable, Mutton Broth, Mulli-
 gataway, Chicken, Ox Tail, Pea,
 Scotch Broth, Julienne, Mock
 Turtle, Vermicelli, Tomato, Con-
 somme, Tomato.
 No. 1's, 95c per dozen.
 Individuals, 45c per dozen.
 Packed 4 dozen in a case.

SYMINGTON'S SOUPS.
 Quart packets, 9 varieties,
 doz. 0 90
 Clear soups in stone jars,
 5 varieties, doz. 1 40
SODA—COW BRAND.
 Case of 1-lb., containing 60
 packages, per box, \$3.00.
 Case of ½-lb., containing 120
 packages, per box, \$3.00.
 Case of 1-lb. and ½-lb., contain-
 ing 30 1-lb. and 60 ½-lb. pack-
 ages, per box, \$3. Case of 5c
 packages, containing 96 pack-
 ages, per box, \$3.00.
SYRUP.

EDWARDSBURG STARCH CO.
CROWN BRAND CORN SYRUP
 2 lb. tins, 2 doz. in case.. 2 55
 5 lb. tins, 1 doz. in case .. 2 90
 10 lb. tins, ½ doz. in case 2 80
 20 lb. tins, ¼ doz. in case 2 75
 Barrels, 700 lbs. 3¼
 Half Barrels, 350 3¾
 Quarter Barrels, 175 4
 Pails, 38½ \$1 90
 " 25 lbs. each 1 35
LILY WHITE CORN SYRUP.
 2 lb. tins, 2 doz. in case.. 2 90
 5 lb. tins, 1 doz. in case.. 3 25
 10 lb. tins, ½ doz. in case 3 15
 20 lb. tins, ¼ doz. in case 3 10
 (5, 10 and 20 lb. tins have wire
 handles.)

**BEAVER BRAND MAPLE
 SYRUP.**
 2-lb. tins, 2 doz. in case...\$3.50
 5-lb. tins, 1 doz. in case .. 4.00
 10-lb. tins, ½ doz. in case... 3.95
 20-lb. tins, ¼ doz. in case... 3.90
 (5, 10 and 20 lb. tins have wire
 handles.)
 Terms: 30 days net. No discount
 for prepayment.

Freight prepaid on 5 case lots,
 to all stations in Quebec and
 Ontario (east of North Bay), and
 during navigation to ports as far
 as Sault Ste. Marie inclusive.
 To points beyond North Bay
 we prepay freight to North Bay
 only.
MOLASSES.

DOMINION MOLASSES CO.
 Gingerbread Brand (Toronto)
 2's—2 doz. to case, per doz. 93
 3's—2 doz. to case 1 45
 Winnipeg.
 2's—Tins, 2 doz. cases, per
 doz. 1 20
 3's—Tins, 2 doz. cases, per
 doz. 1 75
 5's—Tins, 1 doz. cases, per
 doz. 3 20
 10's—Tins, ½ doz. cases,
 per doz. 5 30
 20's—Tins, ¼ doz. cases,
 per doz. 19 40
 Pails—1's each 0 65
 Pails—2's each 1 12
 Pails, 5's, each 2 55

DOMOLCO BRAND.
 Maritime Provinces and Ontario:
 2's, 2 doz. case, per doz... \$1 35

3's, 2 doz. case, per doz. . 1 95
 5's, 1 doz. case, per doz. . 3 75
 10's, ½ doz. case, per case. 3 40
 20's, ¼ doz. case, per case. 3 05
 Western Prices—Sudbury to
 Victoria.

2's, 2 doz. case, per doz.. 1 60
 3's, 2 doz. case, per doz... 2 35
 5's, 1 doz. case, per doz... 4 00
 10's, ½ doz. case, per case. 4 15
 20's, ¼ doz. case, per case 3 80
SAUCES.

**PATERSON'S WORCESTER
 SAUCE.**
 ½-pint bottles 3 and 6 doz.
 cases, doz. \$0 90
 Pint bottles, 3 doz. cases,
 doz. 1 75
 H. P.

H. P. Sauce— Per doz.
 Cases of 3 dozen \$1 90
 H. P. Pickles—
 Cases of 2 doz. pints .. \$3 35
 Cases of 3 doz. ½-pints. 2 25

**HOLBROOK'S IMPORTED
 PUNCH SAUCE.**
 Per doz.
 Large, packed in 3-doz.
 case \$2 25
 Medium, packed in 3-doz.
 case 1 40
**HOLBROOK'S IMP. WORCES-
 TERSHIRE SAUCE.**

Per doz.
 Rep. ½ pints, packed in 6-
 doz. case \$2 25
 Imp. ½-pints, packed in 4-
 doz. case 3 15
 Rep. qts. packed in 2-doz.
 case 6 50

STOVE POLISH.
JAMES DOME BLACK LEAD.
 6a size, gross \$2 40
 2a size, gross 2 50
NUGGET POLISHES.

Dozen.
 Polish, Black and Tan ... 0 85
 Metal Outfits, Black and
 Tan 3 65
 Card Outfits, Black and
 Tan 3 25
 Creams and White Cleaner 1 10

TOBACCO.
**IMPERIAL TOBACCO COM-
 PANY OF CANADA.**

Chewing—Black Watch 6s .. 44
 Black Watch, 12s 45
 Bobs, 6s and 12s 46
 Bully, 6s 44
 Currency, 6½s and 12s ... 46
 Stag, 5 1-3 to lb. 38
 Old Fox, 12s 44
 Pay Roll Bars, 7½s 56
 Pay Roll, 7s 46
 War Horse, 6s 42
 Plug Smoking—Shamrock, 6s,
 plug or bar 54
 Rosebud Bars, 6s 54
 Empire, 6s and 12s 44
 Ivy, 7s 50
 Starlight, 7s 50
 Cut Smoking—Great West
 Pouches, 8s 53
 Regal Cube Cut, 9s 70

TEAS.
THE "SALADA" TEA CO.
 East of Winnipeg.

Wholesale R't'l
 Brown Label 1's and ½'s .25 .30
 Green Label, 1's and ½'s .27 .35
 Blue Label, 1's, ½'s, ¼'s
 and ⅓'s30 .40
 Red Label, 1's and ½'s.. .36 .50
 Gold Label, ½'s44 .60
 Red-Gold Label, ½'s55 .80
LUDELLA CEYLON TEA.
 Orange Label, ½'s24 .30

P

DAIR
 D. S. Pe
 LONDON

PERRIN'S

5c. and 10c. Fancy Thin
Blue Packages
Only

Regular Lines put up in:

5c. Parchmentine

10c. Red Label

10c. Cartons

25c. Cardboard

30c. and 35c. Tins



DAIRY

CREAM

SODAS

D. S. Perrin & Co., Limited
LONDON CANADA

An Ideal and Healthy Food
Quality unsurpassed. Test the flavor and crispness

1 95
3 75
3 40
3 05
to
1 60
2 35
4 00
4 15
3 80
ER
0 90
1 75
doz.
1 90
3 35
2 25
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doz.
2 25
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3 25
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e R't'l
25 .30
27 .35
30 .40
36 .50
44 .60
55 .80
5A.
24 .30

THE CANADIAN GROCER

Brown Label, 1/2's & 1's .28 .40
 Brown Label, 1/4's30 .40
 Green Label, 1/2's & 1s. .35 .50
 Red Label, 1/2's40 .60

MELAGAMA TEA.

MINTO BROS.

45 Front St. East.

We pack in 60 and 100-lb. cases.

All delivered prices.

Wholesale R't'l

Brown Label, 1-lb. or 1/2 .25 .30
 Red Label, 1-lb. or 1/2 .27 .35
 Green Label, 1's, 1/2 or 1/4 .30 .40
 Blue Label, 1's, 1/2 or 1/4 .35 .50
 Yellow Label, 1s, 1/2 or 1/4 .40 .60
 Purple Label, 1/4 only .. .55 .80
 Gold Label, 1/4 only70 1.00

"KOLONA" TEA.

Ceylon Tea, in 1 and 1/2-lb. lead packages—black or mixed.
 Orange Label, 1's23 .30

Black Label, 1-lb., retail at 25c20
 Black Label, 1/2-lb. retail at 25c21
 Blue Label, retail at 30c24
 Green Label, retail at 40c... .30
 Red Label, retail at 50c35
 Brown Label, retail at 60c. .42
 Gold Label, retail at 80c... .55

JAMS AND JELLIES.

T. UPTON & CO.

Compound Jams — Red Raspberry, strawberry, peach, plum, red currant, black currant, cherry, gooseberry, blueberry, apricot, huckleberry, 12-oz. glass jars, 2 doz. in case, \$1 per doz.; No. 2 tin, 2 doz. in case, \$1.90 per doz.; No. 5 tin pails, 9 pails in case, 37 1/2c per pail; No. 7 tin pails, 6 pails in case, 52 1/2c per pail; No. 7 wood pails, 6 pails

in case, 52 1/2c per pail; 30-lb. wood pails, 7 1/4c per lb. Packed in assorted cases or crates if desired.

Compound Jellies—Raspberry, strawberry, black currant, red currant, pineapple, 9 oz. glass tumblers, 2-doz. in case, 95c per doz.; 12-oz. glass jars, 2 doz. in case, \$1.00 per doz.; No. 2 tin, 2 doz. in case, \$1.90 per doz.; No. 5 tin pails, 9 pails in case, 37 1/2c per pail; No. 7 wood pails, 6 pails in case, 52 1/2c per pail; 30-lb. wood pails, 7 1/4c per lb. Packed in assorted cases or crates if desired.

Pure Orange Marmalade — Guaranteed finest quality. 12-oz. glass jars, 2 doz. in case, \$1.10 per doz.; 16-oz. glass jars, 2 doz. in case, \$1.50 per doz.;

pint sealers, 1 doz. in case, \$2.25 per doz.; No. 2 tins, 2 doz. in case, \$2 per doz.; No. 4 tins, 2 doz. in case, 35c per tin; No. 5 tins, 9 in case, 42 1/2c per tin; No. 7 tins, 12 in case, 57 1/2c per tin; No. 7 wood pails, 6 in case, 57 1/2c per pail; 30-lb. wood pails, 8c per lb.

JELLY POWDERS.

WHITE SWAN SPICE AND CEREALS, LTD.

White Swan, 15 flavors, 1 doz. in handsome counter carton, per dozen \$0 90
 List Price.

"Shirriff's" (all flavors), per doz. 0 90

Discounts on application.

YEAST.

White Swan Yeast Cakes, per case, 3 doz. 5c packages 1 15

Strawberries

are now arriving freely. Selling reasonable price.

Now is the time to buy.

Car mixed California fruit:—

Peaches, Plums, Pears, Apricots and Cherries.

PRICES RIGHT

Tomatoes Cabbage
 Cucumbers Beans
 etc., etc.



25-27 CHURCH TORONTO
 are Largest Receivers

BANANAS
Tomatoes
Celery

AND

all early vegetables

—
 We invite enquiry
 —

Prompt attention and first-class service.

—
 WRITE AT ONCE

LEMON BROS.

Owen Sound, Ontario

This Hot Weather

there's money in

LEMONS

Get a supply of

"St. Nicholas"
Verdellis

THEY'RE FINE

J. J. McCabe

Agent

Toronto

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



Oakey's

The original and only Genuine Preparation for cleaning Cutlery, 6d. and 1s. Canisters.

'WELLINGTON'

KNIFE POLISH

JOHN OAKLEY & SONS, Limited

Manufacturers of

Emery, Black Lead Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

FREQUENCY OF SAILINGS

Every eleventh day a Pickford & Black steamer leaves Halifax for Bermuda, St. Kitts, Antigua, Barbados, Trinidad and Demerara; the round trip occupying thirty days.

For further particulars apply to

PICKFORD & BLACK, Ltd.

Agents

HALIFAX, N.S.

house
 the in
 finish

AGEN
 mer. V
 McPhe
 Nfld.;
 Quebec
 Port of
 Que.: a

O. Le

Local Strawberries

Now arriving freely, and can fill all orders.

**The Fruit Market Opens
Monday, June 24th**

Daily Arrivals

**California Apricots,
Cherries,
Cantaloupes, Etc.**

WHITE & CO., LTD.
FANCY FRUITS AND VEGETABLES
TORONTO

California Late Valencia Oranges

The Valencias this year are fine quality, good color—full of juice and excellent flavor. There is absolutely no waste in these oranges—every box perfectly sound.

LEMONS

The market is advancing every day. New Verdillis have arrived and are fine quality.

Everything else in fruit at regular market prices.

THE HOUSE OF QUALITY.

HUGH WALKER & SON
(Established 1861) GUELPH, ONTARIO



Value! Value!

There is no starch in Canada that the dealer can more highly recommend and that will give the same pleasing and satisfying results to the housewife as a 10c package of CHINESE STARCH.

Each package contains a full pound (16 oz.), and is so prepared that the housewife requires no wax or other preparation to make the iron slip smoothly over the linen and produce a finish that makes the articles look like new.

Write for list of our products and prices

AGENTS: Standard Brokerage Co., Vancouver, B. C.; Escott & Harmer, Winnipeg, Man.; Harry Horne & Co., Toronto, Ont.; Norman O. McPhee, Hamilton, Ont.; The Lawrence N&S Co., Ltd., St. John's, Nfld.; J. J. McKinnon, Charlottetown, P.E.I.; Boivin & Grenier, Quebec, Que.; Eug. Foliot, St. Pierre, Miquelon; Scott, Boyd & Co., Port of Spain, Trinidad, B.W.I.; Desmarais & Gregoire, Chicoutimi, Que.; and all the Wholesale Grocers throughout the Dominion.

O. Lefebvre, Prop. OCEAN MILLS Montreal



**GOODS HALF SOLD
ARE A GOOD BUY**

There is no dead stock in Bovril. It is half sold before the customer comes into your store.

All over the country on bill-boards, in newspapers and magazines

BOVRIL

is advertised in a way that leaves little selling effort for the grocer.

Send for show cards, etc., and get your share of the profit.

BOVRIL LIMITED, Montreal, Que.



AN ATTRACTIVE DISPLAY

The above photographic interior view of a modern grocery gives a fair idea of the attractive appearance of a nicely arranged stock of goods—the appearance is half the battle. This shelving is supported by our

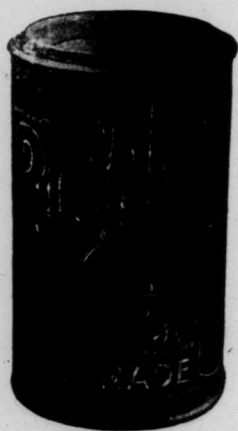
Patent Adjustable Brackets

Convenience and the elimination of unsightly obstructions—one long, uninterrupted stretch of space for the display of goods—are a few of the features of these brackets.

Write for information, prices, etc., stating whether your building is brick or frame.

THE PIQUA BRACKET CO. Sole Manufacturers
PIQUA, OHIO.

CARTER'S



Big Wheel Lemonade Powder

Table Jellies, Mustard Powder
etc., etc.

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



Smoked Meats

will pay you better than any others you can handle, not only because there is more profit in them, but because they are superior in flavor, purity and cleanliness, and sell better. There is nothing but satisfaction in handling these fine quality Elgin Brand Smoked Meats. Push them.

Send for price list and post card book.

The St. Thomas Packing Co., LIMITED

Pork Packers and Provision Merchants, Dealers
in Butter, Eggs and Cheese

ST. THOMAS, ONT.

Wholesale Branches at Windsor and London Ont.

BROOMS

Finest Quality, Best Workmanship, Bamboo Handles. Three features that commend the W.W. Co. brands to the store-keeper that stocks satisfactory goods.

Walter Woods & Co.
HAMILTON and WINNIPEG

BROOMS



Quality In Fish Foods Is Important

If there is one article in a grocery store more than another that will lose trade for you it is inferior grade fish foods. Likewise does it work the reverse way—through superior quality you can depend on it, that fish

BRUNSWICK BRAND

will please the taste and give all-round satisfaction through its sheer good quality. It does not pay to experiment, Mr. Grocer, buy Brunswick—the quality brand and have the assurance of superior quality. Here's a line you can handle with credit to your store and big profit for yourself,



Connors Bros., Limited Black's Harbor, N.B.

AGENTS—Grant, Oxley & Co., Halifax, N.S.; J. L. Lovitt, Yarmouth, N.S.; Buchanan & Ahearn, Quebec, P.Q.; Leonard Bros., Montreal, P.Q.; A. W. Huband, Ottawa, Ont.; A. E. Richards & Co., Hamilton, Ont.; J. Harley Brown, London, Ont.; C. de Carteret, Kingston, Ont.; James Haywood, Toronto, Ont.; Chas. Duncan, Winnipeg Man.; Shallcross, Macaulay Co., Calgary, Alta.; Johnston & Yockney, Edmonton, Alta.; Shallcross, Macaulay Co., Vancouver and Victoria, B.C.



LASCELLES DE MERCADO & CO.

General Commission Merchants

KINGSTON,

JAMAICA

EXPORTERS OF

Sugar, Rum, Coffee, Cocoa, Pimento and all West Indian Produce



Have No Hesitation

in recommending to your best customer

'Bluenose' Butter

It always opens up in excellent shape, and its quality and flavor are remarkably fine. Taste 'Bluenose' yourself! Then you'll feel more enthusiastic about recommending it.

SOLE PACKERS

SMITH & PROCTOR, - HALIFAX, N.S.

SMITH
AND
PROCTOR

SOLE PACKERS

Halifax, - N.S.

WHITE DOVE Cocoanut

The cocoanut which can be depended on—fresh, pure and wholesome, and a great favorite with the first-class cook. The grocery store to carry the best grade must stock this brand.

It's a sure winner and a good profit bringer.



W. P. Downey
MONTREAL, QUE.



Sticky fly papers catch comparatively few flies, and hold them until they die of starvation.

WILSON'S FLY PADS

kill flies wholesale,
and they die in five
minutes.

Supplied by Appointment to the
House of Lords

O.K. SAUCE

Delicious
Fruity
Appetizing

Highest Award
(Gold Medal) Octo-
ber 1911 Festival
of Empire Exhibi-
tion, LONDON.

Ask your Jobber or apply direct

Sales Agents from Atlantic to Rockies
The Turnbull Company

Winnipeg, Manitoba

For British Columbia: The Standard
Brokerage Co., Vancouver.

Queen City Water White Oil

GIVES PERFECT LIGHT

The most economical high-grade oil
ever sold in Canada

FOR SALE EVERYWHERE

Put Your Credit Accounts on the Right Side of the Ledger,

Adopt the ONLY WAY to make
credit business SAFE and at the
same time eliminate charging,
errors and disputes.

ALLISON COUPON BOOKS

Are in Use All Over the World.

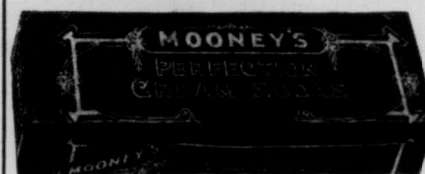
HERE'S HOW THEY WORK:—



When a man wants
credit, give him an
Allison Coupon
Book, and have
him sign form at
the front which be-
comes then his prom-
issory note to you.
As he buys, you
tear out coupons,
and when his book
is exhausted you
can collect your
note or extend his
credit for another
book, as you deem
wise. No pass
books, no charging,
no time wasted, no
errors, no disputes.

For Sale by Jobbers Everywhere.

Allison Coupon Company
INDIANAPOLIS, IND., U.S.A.



Mooney's Perfection Cream Sodas

have proved phenomenal sel-
lers right from introduction.
Every dealer who has handled
our line has sent in repeat order
after repeat order.

The reason lies in the distinc-
tive quality and flavor of Per-
fection Cream Sodas. A little
more care in the making and
baking results in Mooney's Per-
fection Sodas being a good deal
better than the next line.

Well and attractively packed.
A good profit in the selling
makes Perfection Cream Sodas
a profitable stock for you.

The Mooney Biscuit and Candy Co., Limited

Factories at

Stratford, Ont. Winnipeg, Man.

BRANCHES AT HAMILTON, OTTAWA,
SYDNEY, C.B., HALIFAX, N.S.,
FORT WILLIAM, CALGARY,
VANCOUVER, B.C., ST. JOHN'S, N.F.L.

All Good Things
are Imitated.

MAPLEINE

(The Flavor de Luxe)

Is not the exception.

Try the imitation your-
self and note the difference.

Order from your jobber, or

Frederick E. Robson Co.,
26 Front St. E., Toronto.

The Crescent Mfg. Co.
SEATTLE. - WN.



When writing advertisers kindly men-
tion this paper.

↓ ↓ ↓

BIG N.P. BAR

is a line of soap that has outdistanced all competitors. It is a good, honest piece of bar soap that gives your customers full value for their money, with better satisfaction. The N. P. Bar is a soap revelation that is the subject of the talk of a good many housewives on washday. Get our proposition and prices.

David Morton & Sons, Limited
Victor Soap Works HAMILTON, ONT.

To Make The Most Profit Selling Oil

You must be equipped with the most modern devices—such that will enable you to measure exactly, keep your hands and floor clean, and have your premises entirely free from the odor of oil.

Such an equipment is the

BOWSER

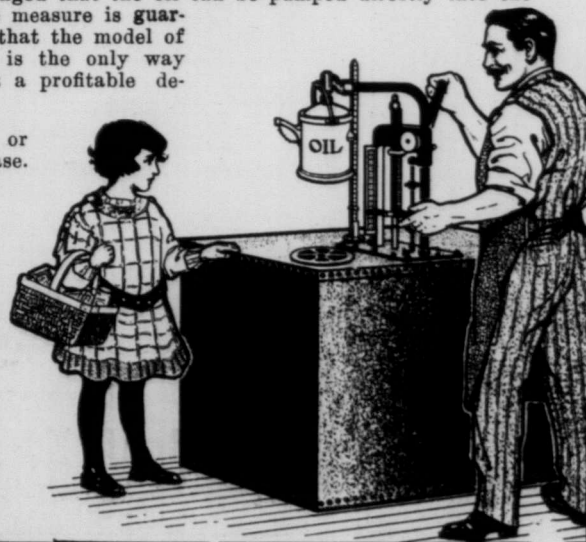
Self-Measuring Systems

It will discharge a gallon, half gallon, quart or pint at a stroke. The discharge nozzle is so arranged that the oil can be pumped directly into the customer's can, and the measure is guaranteed accurate. Isn't that the model of cleanliness? And that is the only way to sell oil and make it a profitable department.

Send for circular No. 5, or particulars to fit your case.

**S. F. Bowser
& Co., Inc.**
TORONTO, ONT.
66-68 Fraser Ave.

For twenty-seven years manufacturers of Self-measuring Pumps, Gasoline and Oil Storage Systems, Dry Cleaning Systems, etc.



THE "WANT AD."

The "want ad." has grown from a little used force in business life, into one of the great necessities of the present day.

Business men nowadays turn to the "want ad." as a matter of course for a hundred small services.

The "want ad." gets work for workers and workers for work.

It gets clerks for employers and finds employers for clerks. It brings together buyer and seller, and enables them to do business though they may be thousands of miles apart.

The "want ad." is the great force in the small affairs and incidents of daily life.

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



Litster Goods

are made good enough to guarantee. They recommend themselves and sell themselves wherever introduced. Is the best any too good for your trade?

Litster Pure Food Co.,
Limited
TORONTO



is the ideal chocolate for cooking and drinking purposes. Is especially suitable for icing cakes, making fudge, etc. Your customers want and should be given only the best—**MOTT'S**

JOHN P. MOTT & CO.

MANUFACTURERS

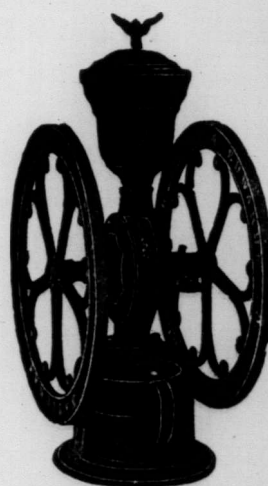
HALIFAX, NOVA SCOTIA

BETTER BUY BEANS

Quaker Quality

Best Baked

Mathewson's Sons
MONTREAL



BUILT ON MERIT

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

ELGIN National Coffee Mill

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

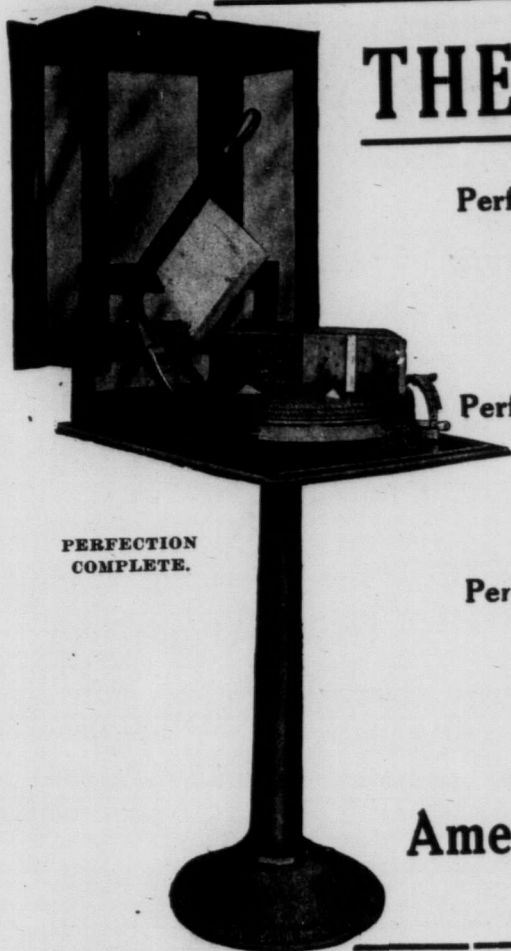
Prompt shipments our specialty.

Ask any of the following Jobbers for our Catalogue:
WINNIPEG—G. F. & J. Galt (and branches) The Codville Co. (and branches).
VANCOUVER—The W. H. Malkin Co., Ltd.; Wm. Braid & Co. Kelley, Douglas & Co., Ltd.
HAMILTON—Jas. Turner & Co.; Balfour, Smye & Co.; McPherson, Glasco & Co.
TORONTO—Eby, Blain, Ltd.; R. B. Hayhoe & Co.
LONDON—Gorman, Eckert & Co.
ST. JOHN, N.B.—G. E. Barbour Co., Dearborn & Co.
REGINA, SASK.—Campbell, Wilson & Smith
MONTREAL—The Canadian Fairbanks Co. (and branches).
EDMONTON, ALTA.—The A. MacDonald Co.

MADE BY

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

THE PERFECTION WAY



PERFECTION COMPLETE.

Perfection Cheese Cutter Computes

Absolutely no figuring required.
Makes every cheese pay full profit.
Simplest in construction and operation.
A five ply birch board.
Handsomely finished in scale blue ENAMEL.
A glass shield and splitting wire free.

Perfection Cabinet

Makes absolute sanitation.
Displays to the best advantage.
Handsomely finished.
Glass on three sides and top.
Increases trade and profit.

Perfection Pedestal

Made of iron, enamelled scale blue.
Saves counter room.
Demands attention, increasing sales.

Write for Perfection Silent Salesman, Circulars and Prices.

American Computing Co. of Canada
Hamilton, Ontario

Condensed Milk Growing Popular



A great change has come over the public in the course of the past few years and condensed milk is a recognized household article.

Grocers who are up-to-date should tone up their stocks with the Malcolm lines, which are both new and good.

St. George Evaporated Milk, 4 doz in case...\$3.50
Princess Condensed Milk, 4 doz. in case...\$4.20
Banner Condensed Milk, 4 doz. in case...\$5.00

Our lines will bring you new customers and quick returns.

Order them from your wholesaler or direct from the factory. Delivered in 5-case lots to any point in Ontario or East of Halifax.

J. Malcolm & Son, St. George, Ont.

This is the Stock



that is no sooner in your store than out again—sold
The public will have cooling, refreshing drinks in the hot weather, and to satisfy them you are safe in offering



Raspberry Vinegar

It is one of the famous family of Sterling products that are known this country over for purity and highest quality.

Sure Sales—Quick Turn-over
Good Profit.

THE T. A. LYTTLE CO., LIMITED
STERLING ROAD, TORONTO



BUSINESS BRINGERS

We mean—an article that will attract the eye of the discerning woman—and please the palate of the connoisseur; more than that, it must bring repeat orders.

KIT COFFEE

is a real genuine business bringer. Write To-day for "Introductory Offer." **KIT COFFEE CO. GOVAN, GLASGOW.**

ALEX. TYTLER, Temple Building, London, Ont.
J. A. CROOKS, Bedford, Halifax, N.S.
KIRKLAND & ROSE, 312 Water St., Vancouver, B.C.
G. C. WARREN, Regina, Sask.

FREDERICK E. ROBSON & CO. TORONTO.



Are You Buying

a grade of Olives that from the first sale you are selling the same people over and over again?

D. W. C.

Spanish Olives

are the very acme of quality and pull business for the store that would otherwise go by.

ROWAT & CO. GLASGOW, SCOTLAND

CANADIAN DISTRIBUTORS:
Snowdon & Ebbitt, 325 Coristine Building, 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.

Every merchant who handles—

MATHIEU'S NERVINE POWDERS

knows that they sell themselves. So effective are they in all cases of headaches that when once tried they are immediately recommended. Every merchant can with perfect safety recommend Mathieu's Nervine Powders as a perfectly safe and harmless remedy in all cases of headaches. Any merchant may try Mathieu's Nervine Powders at our expense, as per coupon attached. Mathieu's Syrup of Tar and Cod Liver Oil is a specific in all forms of colds.



The J. L. MATHIEU CO.
Proprietors
Sherbrooke, P.Q.

Please send regular box of Mathieu's Nervine Powders to the following address:—
Name.....
With (Name of firm).....
Street.....
City or town..... Prov.....

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

AURORA COFFEE

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

W. H. GILLARD & CO., Wholesalers HAMILTON, ONT.

We Keep Up the Quality, so You Can Keep Up the Sales of

OLD CHUM

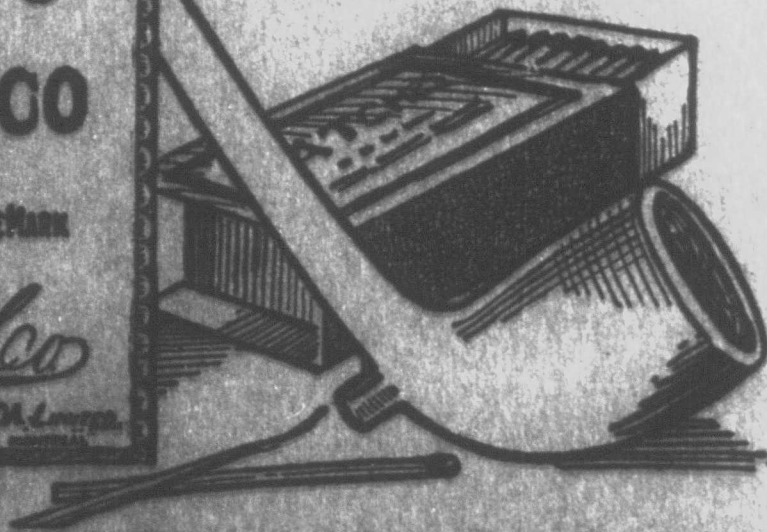
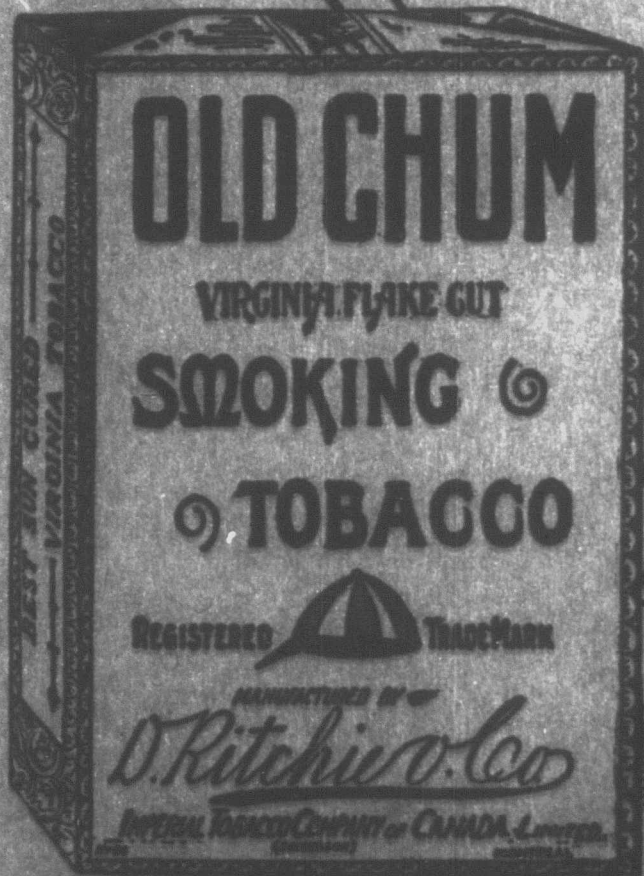
Pipe Tobacco

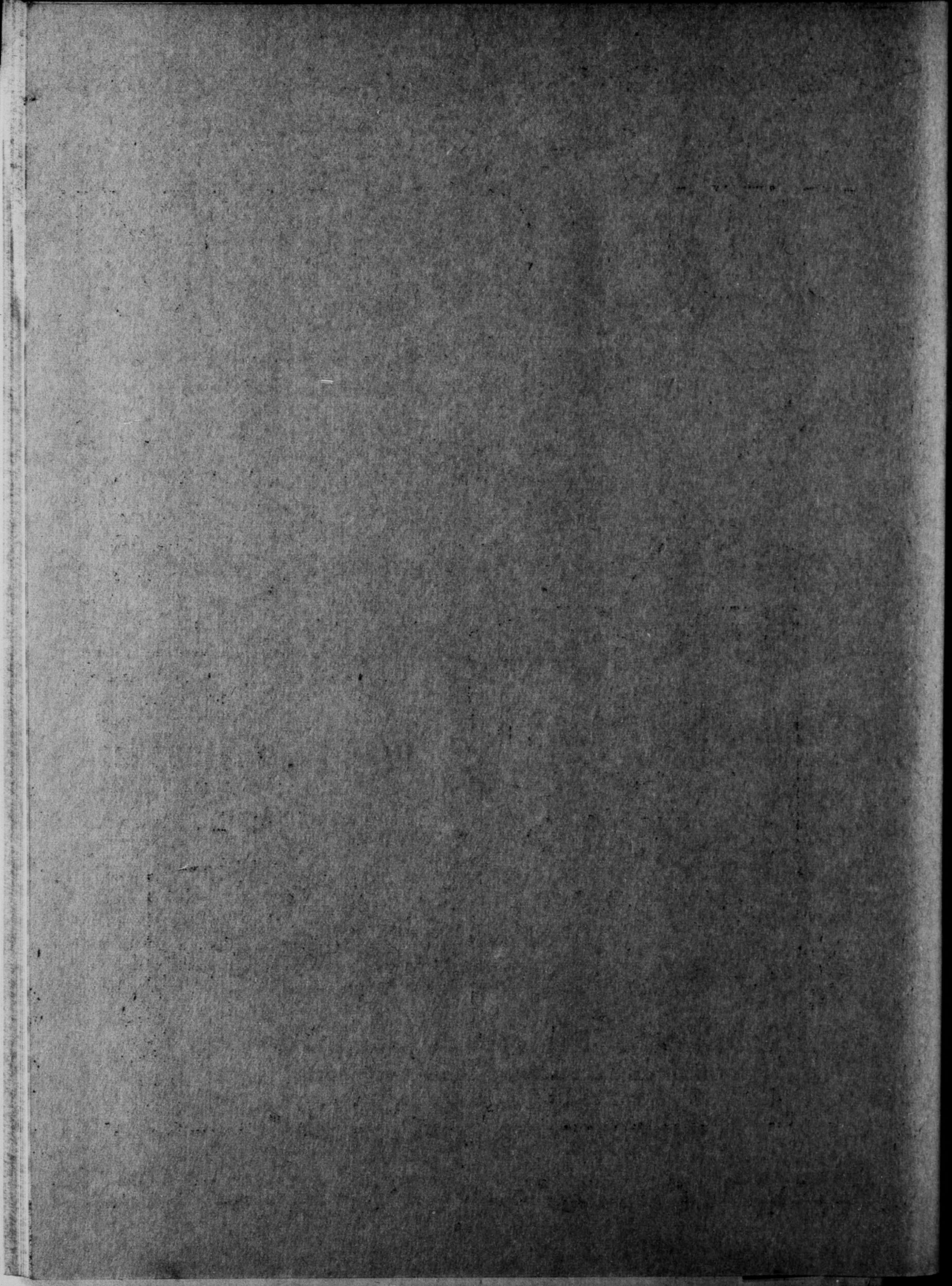
Gray-headed fathers will tell you that "Old Chum" is just the same to-day as when they first started smoking. And "Old Chum" always will be the same.

"Old Chum" stands by the dealer like a true friend—it brings smokers to his store—and it piles up his profits.

"Old Chum" is the chum of more pipe smokers than any other tobacco smoked in Canada. How's your stock?

IMPERIAL TOBACCO CO.
OF CANADA, LIMITED
MONTREAL





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EZY-WASH

Here's another of our specialties Mr. Grocer, one which will be looked for by the housewife just as eagerly as Odor Starch.

No Wash-Board

No Wash-Machine

neither of these is

needed with EZY-WASH.

No necessity to rub the clothes therefore no wear, no tear.

EZY-WASH will not injure or fade the finest goods or colors.

No potash, no lye, no acids, just a splendid easy washer, the result of years of thought.

WE WANT GOOD REPRESENTATION
RETAILERS GET SAMPLES

V. J. CARON & CO., LIMITED

15 ST. CLAUDE STREET, MONTREAL

Also Odor-Gloss, Perfume Gloss, Parisian Perfume Blue

Master Mason King George's Navy

Two good brands of tobacco which you should see about this year. They are good enough to produce *repeats* and profitable enough to make the *dollars* come.

Maple Sugar Chewing Tobacco

is another of our lines which has become most popular. You should not have the slightest hesitation about stocking tobacco when you have lines like ours which are *bound to please*.

DROP A LINE

The Rock City Tobacco Co.

Quebec Winnipeg

Tuckett's Orinoco Tobacco

NO BETTER
JUST
A LITTLE Milder
THAN



Tuckett's Myrtle Cut Tobacco

WHICH HAS THE LARGEST SALE IN CANADA.

TUCKETT LIMITED

Hamilton,

Ont.

CLASSIFIED ADVERTISING

FOR SALE

CASH REGISTER FOR SALE—GOOD AS new. Total adder. Prints detail strip. Apply E. A. Stahl, Berlin, Ont.

BUSINESS CHANCES

GROCER BUSINESS FOR SALE — GOOD paying trade, well established, best location in town. Apply Box 435, Canadian Grocer.

SITUATION VACANT

WANTED — EXPERIENCED WHOLESALE grocery traveller for territory from Ingersoll north and west. In applying, state age, whether married or single, experience and salary expected. Box 436, Canadian Grocer, Toronto.

SITUATION WANTED

ADVERTISER WHO FOR SOME YEARS has had the sole control of wholesale London tea house, desires position in Canada, British Columbia preferred, where ability, integrity and sound business knowledge will be appreciated. Accustomed to buying, blending, appointing and controlling staff of travellers, and the supervision of the counting house. Good accountant. Unmarried. Irreproachable references. Box No. 87, Canadian Grocer, 88 Fleet Street, London, England.

PRICE TICKETS

PRICE TICKETS FOR WINDOW SHOW goods. Black lettering on white cards marked 25c., 50c., 75c., \$1, \$1.25, \$1.50, \$1.75, \$2, \$2.50, \$3, \$3.50, \$5. Dozen in set, per set, 15 cents postpaid, or two sets for 25 cents while they last. Technical Book Dept., MacLean Publishing Co., 143 University Ave., Toronto.

PRINTING

CHEAPEST PRINTING ON EARTH.—BOOK-lets, catalogues, Price Lists, Handbills, and any other fine printing for the grocery trade at fiercely competitive prices. Russell Smart, 40a Chancery Lane, London, England.

MISCELLANEOUS

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott-Fisher, Ltd., Room 314 Stair Building, Toronto.

A BOOKKEEPING STAFF IN ITSELF, doing the work with machine precision and accuracy, the National Cash Register. Write for demonstration literature. The National Cash Register Co., 285 Yonge St., Toronto.

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

BUCKWHEAT FLOUR GUARANTEED pure and unsurpassed by any mill in the province. T. H. Squire, Queensboro, Ont, solicits your orders.

MISCELLANEOUS

BUSINESS-GETTING TYPEWRITEN LETTERS and real printing can be quickly and easily turned out by the Multigraph in your own office—actual typewriting for letter-forms, real printing for stationery and advertising, saving 25% to 75% of average annual printing cost. American Multigraph Sales Co., Limited, 129 Bay St, Toronto.

COPELAND - CHATTERSON SYSTEMS — Short, simple. Adapted to all classes of business. The Copeland-Chatterson Co., Limited, Toronto and Ottawa.

COUNTER CHECK BOOKS—WRITE US to-day for samples. We are manufacturers of the famous Surety Non-Smut duplicating and triplicating counter check books, and single carbon pads in all varieties. Dominion Register Co., Ltd., Toronto.

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

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

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

FIRE INSURANCE. INSURE IN THE Hartford. Agencies everywhere in Canada.

MODERN FIREPROOF CONSTRUCTION—Our system of reinforced concrete work—as successfully used in many 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.

MOORE'S NON-LEAKABLE FOUNTAIN pens. If you have fountain pen troubles of your own, the best remedy is to go to your stationer and purchase from him a Moore's Non-Leakable Fountain Pen. This is the one pen that gives universal satisfaction, and it costs no more than you pay for one not as good. Price \$2.50 and upwards. W. J. Gage & Co., Limited, Toronto, sole agents for Canada.

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.

PENS—THE VERY BEST PENS MADE ARE those manufactured by William Mitchell Pens, Limited, London, England. W. J. Gage & Co., Limited, Toronto, are sole agents for Canada. Ask your stationer for a 25c. assorted box of Mitchell's Pens and find the pen to suit you.

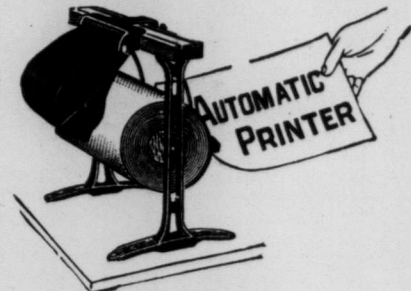
THE "KALAMAZOO" LOOSE LEAF BINDER is the only binder that will hold just as many sheets as you actually require and no more. The back is flexible, writing surface flat, alignment perfect. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina,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

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

YOU CAN BUY A REBUILT TYPEWRITER from us. We have about seventy-five typewriters of various makes, which we have rebuilt and which we will sell at \$10.00, \$15.00 and \$20.00 each. We have also a large stock of better rebuilts at slightly higher figures. Write for details. The Monarch Typewriter Co., Ltd., 46 Adelaide St., W., Toronto, Canada

Do you reckon advertising as an expense? Certainly. Let us reduce the expense part.

The Automatic Printer



will do it. Will send your message into the homes every day, and in such a way that it cannot be missed.

WRITE FOR PARTICULARS
Utilities Limited
73 Bank of Ottawa Bldg.
MONTREAL

H. E. VIPOND
197 St. Paul St.
MONTREAL

has some valuable information to give you on a number of lines which can be profitably sold during the summer months.

Olive Oil
Black Olives
Tomato Pastes

are three good lines to feature now and a card will bring you thoroughly interesting prices.

Write now to
The Reliable House
With Reliable Goods

BISCUITS

from the Old Country

Notice to Grocers and Stores in Canada
McVITIE & PRICE

are now sending regular supplies of their biscuits to Ontario, Quebec, Manitoba, Alberta, Saskatchewan, British Columbia and the Yukon Territory.

When you sell **McVITIE & PRICE'S Biscuits** you are supplying your clients with first-class goods noted for their excellent quality and absolute purity.

AGENTS:

Ontario and Quebec
W. G. PATRICK & CO., York Street, TORONTO

Manitoba and Saskatchewan
RICHARDS & BROWN, James Street, WINNIPEG

British Columbia and Yukon
KELLY, DOUGLAS & CO., Ltd., Water St. VANCOUVER

It Cannot be Equalled

That's a fact. There is nothing purer, nothing which will give such complete satisfaction as

Hirondelle (Brand) **MACARONI**

Made in the sunniest factory in Canada under the management of an expert. Do not hesitate about giving preference to this brand. It's just as good as any imported.

The C. H. Catelli Company, Ltd.
MONTREAL, CANADA

Does Your Mind Ever Feel Sluggish?

There are hundreds of patent medicines which claim to cure the sluggish mind.

It has been discovered by hundreds who are susceptible to this trouble, that the most successful and permanent cure is to join the sales force of **MACLEAN'S MAGAZINE**, and take subscriptions for this great monthly.

It gives relaxation from your regular routine of work. It is healthful, pleasant and educative. It develops you physically and mentally.

Hundreds of men and women are to-day earning \$10.00, \$12.00 and \$15.00 per week during their spare hours, by taking subscriptions for **MACLEAN'S MAGAZINE**, who a year ago, some only six months ago, were wasting their valuable spare hours doing nothing.

Work never killed any man.

Taking subscriptions for **MACLEAN'S MAGAZINE** is pleasant, healthful work and pays you better than you think.

Join our organization now. Do not put off writing for full information to

The MACLEAN PUBLISHING COMPANY, Limited

143-149 UNIVERSITY AVENUE

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TORONTO, ONT.



**Stuhr's
DELICACIES.**

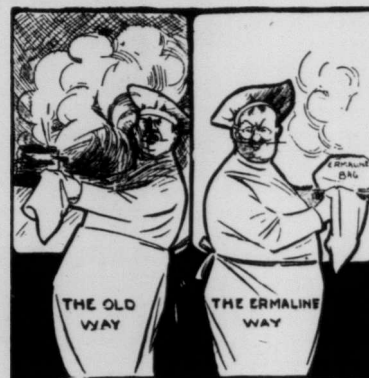
**Genuine Caviare,
Anchovies in Brine,
IN TINS AND CLASSES.**

Sold by all High-class Provision Dealers.

C. F. STUHR & CO., HAMBURG

Nature has solved the problem of distribution. It uses a multitude of agents to effect the distribution of its products.

Nature does not expect every seed to fall upon fallow ground and to take root. But, it achieves a profitable percentage upon its distribution. This is all that an advertiser has to do to reap a profitable harvest on his outlay.



**ERMALINE
Bag Cooking**

The public spirit is fast moving with science, and especially is this so in the latest cooking science, viz:

**ERMALINE
Cooking Bag**

People from coast to coast are agreed that it is the only real advance in the art of cooking, and they are using and advertising their delight of this practical cooking bag. This is a good department, Mr. Grocer. Have us send you a cooking bag equipment to-day.

EDWARD LLOYD

LIMITED

MONTREAL



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.

**Where Knowledge Is Power
'Tis Folly To Be Ignorant !**

A perusal of the following books will certainly increase your knowledge of the art of advertising and salesmanship.

How to Advertise a Retail Store

By A. E. EDGAR

A complete and comprehensive manual for promoting publicity, including mail order advertising and general advertising.

PRICE, \$3.50.

Retail Advertising Complete

By FRANK FARRINGTON

An application of the ideas expounded in this book cannot help but result in increased business for the merchant who applies them. Covers every known method of advertising a retail store.

PRICE, \$1.00.

Sales Plans

By THOMAS A. BIRD

A collection of 333 successful ways of getting business, including a variety of practical plans that have been used by retail merchants to advertise and sell goods.

PRICE, \$2.50.

Men Who Sell Things

By WALTER D. MOODY

The author lays bare the secrets of successful salesmanship and shows how the weak spots of a salesman's methods may be eliminated. It can be read with enjoyment and profit by every salesman and business man.

PRICE, \$1.00.

Any book sent prepaid on receipt of price.

Technical Books 143-149 **Toronto**
University Avenue,

Readers Of The Grocer, Let Us Know Your Wants

You have noticed our Letter Box service. Every week we hear from dealers who desire names and addresses of firms manufacturing some particular article.

This service may be beneficial to you. If you are in the market for any article you do not know where to get, our services will be cheerfully given.

The Canadian Grocer is in position to secure information on new lines in the grocery trade, and of novelties occasionally asked for in the grocery store.

Don't hesitate to write us. As a subscriber of The Grocer you are entitled to this service.

The Canadian Grocer

Montreal

Toronto

Winnipeg

Vancouver



LINE
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LINE
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to coast
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LOYD

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Be Sure You Sell Good Jam

Just see that it is L. & B. Banner Brand. That is all you need to watch. We guarantee every pail of jam bearing our trade mark.

L. & B. BANNER BRAND JAMS and JELLIES

will please your most fastidious customers, because they are quality goods. Only the finest fruit is used, besides skilful packing and cooking makes them a high-class food product.

Packed in two, five and seven-pound gold lacquered pails, and thirty-pound wooden pails.

A nudge for next season: Order Banner Brand.

LINDNER & BENNER, TORONTO

Phone Park 2985 291 Arthur St.

WESTERN AGENTS:

Laing Bros., Wholesale Grocers, Winnipeg, Manitoba



You Want to Earn More, Don't You?

Your answer is Yes, Certainly!

The first essential is to find a way.

We are going to solve this problem for you.

You can suit yourself as to whether you give up your present position or not. If you choose, you can devote only spare time to our proposition.

If you are enterprising and intelligent, and willing to work for \$7.00 or \$8.00 a week during your spare hours, for the first two or three weeks of your connection with our staff, we can put you on the road to success.

After a few weeks, when you have had a little experience at our business, you can earn from \$25.00 to \$50.00 per week.

Write for full particulars to

THE MACLEAN PUBLISHING CO.

143-149 University Ave.

Toronto, Ont.

A TIMELY HINT

The molasses market is exceptionally strong at present, and prices are likely to reach a higher level. You will serve your best interests by securing supplies now at the reasonable prices we can offer you.

Barbados Molasses

Extra Fancy

and Choice

DA COSTA BRAND

DA COSTA BRAND

On or about the 1st July we will receive our last shipment of these extra choice molasses, and deliveries will be made from the wharf.

Make Money When the Sun Shines

SUMMER DRINKS

The hot weather is here to stay, and you should get quotations on our large assortment of summer drinks. We can also offer you at greatly reduced prices:

10 cs. Daukes' Beer

10 cs. Burkes' Beer

8 cs. Beauport's Malt

10 cs. Cusenier Liquor

250 cs. "Trayder" Ginger Ale

30 cs. Special Madeira Wine

35 cs. Goudron's Vermouth.

30 cs. Vichy Water, "Celestin," in pts.

25 cs. Vichy Water, "La Sanitas," in pts.

200 cs. Irish Whisky, "Mitchell."

8 cs. Brandy Noir, "Ph. Richard."

We pay as much attention to large orders as small.

WRITE, 'PHONE OR WIRE.

**Laporte, Martin et Cie.,
Limitee'**

568 ST. PAUL STREET

TEL. MAIN 3766

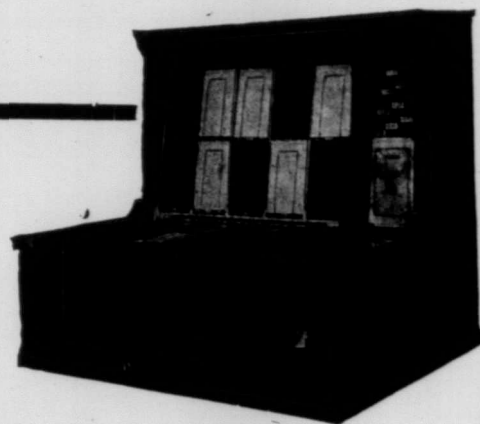
MONTREAL

THE CANADIAN GROCER
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Chantry, Ont., Jan. 8, 1912

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