

THIS IS THE 1,281st ISSUE OF

CANADIAN GROCER

PUBLISHED WEEKLY BY
THE MACLEAN PUBLISHING COMPANY, LTD.

Vol. XXVI

PUBLICATION OFFICE: TORONTO, JUNE 28, 1912

No. 26



We Could Not Improve the Jam —So We Improved the Label

Our message to the trade in this issue is chiefly of introducing our new label, which will, on the first season's consignment, make its bow to the trade in Canada. Try as we would, improvement in the quality of

E.D.S. Preserved Fruits

resulted fruitlessly. Always seeking to produce the best we decided on improvement to our label; it is as handsome and winning as E.D.S. quality is deliciously pure (100 pure^e by Government test)

Order Early from Your Wholesaler

E. D. SMITH

Fruit Farms

Winona, Ont.



THE CANADIAN GROCER

HELP Your Customers to ECONOMIZE

With the high prices of Salmon, Lobster
and other canned fish, why not feature

MACONOCHIE'S

FRESH MACKEREL
FRESH HERRING
KIPPERED HERRING
HERRING and Tomato Sauce

SHOW YOU GOOD PROFITS

Largely
Advertised
Helps your
Sales



Recommended by
Herman Senn
London, Eng.
The greatest
authority on Cookery
in the World



See you
get your share
of the
Trade

Send for Samples

If you cannot get them through your jobber, write direct to

MacLaren Imperial Cheese Co., Ltd

Sole Agents for Dominion and United States

OFFICES: NEW YORK CHICAGO DETROIT MONTREAL TORONTO

FACTORIES: WELLESLEY, ONT. WOODSTOCK, ONT. BANCROFT, MICH.

THE TURNED-DOWN CORNER

Here and there in the Ledger of Life you have turned down the corner of a page for remembrance sake — you'd forget something if the turned-down corner wasn't there.

To-day turn down a corner deep and wide to remember this one sure fact, "quality is remembered long after price is forgotten." Every time you come to that particular page — remember, every time you try to sell inferior quality, think of the turned-down corner. What it stands for and what it really means to your success.

Sterilized Prunes

Griffin and Skelley pack only Sterilized Prunes—Sterilized with hot steam — Not dipped—No abnormal shrinkage—No living animal matter—No bacteria or germs—when "Sterilized" in this way—The Best Only—Always the Best.

Seedless Raisins

Griffin's Seedless Raisins all over Canada have been for years the leaders. Free from dirt as well as seeds—carefully chosen by skilled hands and alert brains — the seedless raisin, the standard of quality everywhere.

ARTHUR P. TIPPET & COMPANY

AGENTS

Montreal

Toronto

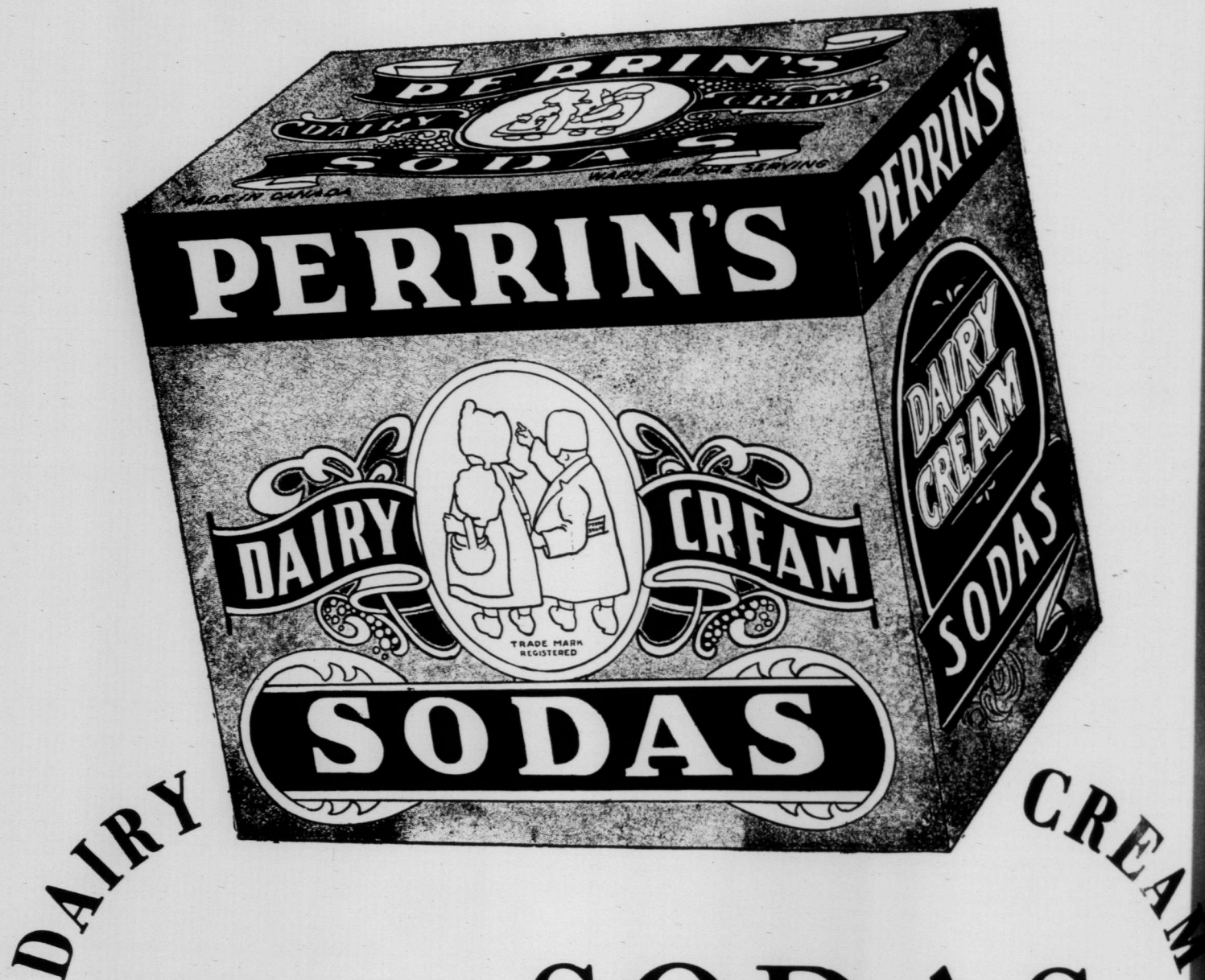
THE CANADIAN GROCER

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



SODAS

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

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





The Original

Our Trio of
Trade Builders

BORDEN'S



Unsweetened

EAGLE BRAND

Condensed Milk

ST. CHARLES BRAND

Evaporated Milk

REINDEER BRAND

Condensed Coffee

They are the best that science can produce.

By recommending these brands you will
please your customers.



Borden Milk Co., Limited

"Leaders of Quality"

Montreal

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:

5 bags at \$1.35 per bag.
10 bags at \$1.25 per bag.
50 bags at \$1.15 per bag.

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

WONDER FLY KILLER



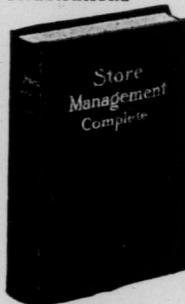
Assured Results
Assured Sale
Assured Profit

LASTS THE
ENTIRE SEASON

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

STORE MANAGEMENT—COMPLETE

16 Full-Page Illustrations



272 Pages
Bound in Cloth

ANOTHER NEW BOOK
By FRANK FARRINGTON

A Companion book to Retail Advertising Complete
\$1.00 POSTPAID

"Store Management—Complete" tells all about the management of a store so that not only the greatest sales but the largest profit may be realized.

THIRTEEN CHAPTERS

Here is a sample:

CHAPTER V.—The Store Policy—What it should be to hold trade. The money-back plan. Taking back goods. Meeting cut rates. Selling remnants. Delivering goods. Substitution. Handling telephone calls. Rebating railroad fare. Courtesy to customers.

ABSOLUTELY NEW JUST PUBLISHED

Send us \$1.00. Keep the book ten days and if it isn't worth the price return it and get your money back.

TECHNICAL BOOK DEPARTMENT
143-149 University Ave., - Toronto, Canada.



**Fresh Cow's Milk Evaporated
to Consistency of Cream, and
Sweetened Condensed Milk—
Canada First Brand**

always reliable and ready for use. The greatest care is given in every detail in the preparation of Canada First Evaporated Milk. Each can is guaranteed pure and fully sterilized. The ideal line to suggest to the camper who is about to start on his outing. It's easy to work up a trade for a reliable article—an article with merits. There are higher prices, but no better quality.



**The Aylmer Condensed Milk Co.,
Limited**

Factory - - Aylmer, Ont.
Business Offices - HAMILTON.



SIMCOE BRAND BAKED BEANS

are everywhere admitted to be first in quality, because of the great care taken in the selection of the beans and ingredients for the sauces. Long experience, perfect equipment and close observance to rigid sanitary conditions, have all played a part in gaining the confidence and support of the best trade in Canada—Are you profiting by this trade? Feature the family size, the larger tin at the smaller price.

DOMINION CANNERS LIMITED
HAMILTON, CANADA



We have not been content

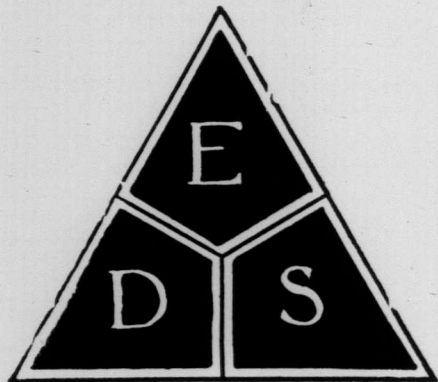
to let the merits of our products speak for themselves. We have and are making them known to the consumer by means of very extensive consumer advertising—more than that, a new and attractive maple leaf and triangle design label has been decided on, and all E. D. S. Pure Fruit Products will henceforth bear this improvement, which will add to the appearance of displays on your shelves or counter, and attract the attention of your customers.

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.



DOES YOUR BUSINESS NEED A TONIC ?

The best tonic for building up lost business energy is a

McCaskey Account Register

It will brace up your business system, prevent mistakes, misunderstandings—shorten book-keeping, improve trade and prove loss in case of fire.

Only one writing is necessary, it keeps the customers' accounts totalled to the minute. No night-work and worry for the dealer with a McCaskey Register.

Investigate the merits of this system.

Dominion Register Co., Limited

90-98 Ontario Street, Toronto, Canada

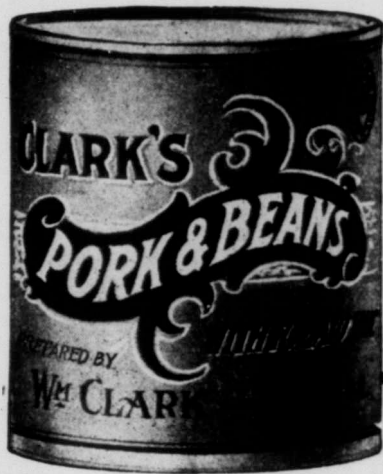
519-521 Corn & Produce Exchange, Manchester, Eng.

THE LARGEST MANUFACTURERS OF CARBON COATED SALES BOOKS IN THE WORLD.



W.

T



CLARK'S PORK and BEANS

Are indisputably the best
sellers on the market.

CLARK'S ADVERTISING IS BOTH
EXTENSIVE AND EFFECTIVE
and is backed up by the very
HIGHEST QUALITY
Canned Foods on sale anywhere.

The DEMAND for CLARK'S Pork and Beans
is UNIVERSAL, and exceeds many times over
the demand for any other brand.

**Clark's Pork and Beans
are essential to you.**

W. CLARK - MONTREAL

Try Chateau Brand Concentrated Soups. Every Variety.



TETLEY'S



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

Beware of Imitations.

has no rival. It is in a class by itself. There is always one by which the rest are measured. In the tea market that one has always been, and is to-day, **TETLEY'S**. Ask the particular buyer of good tea, and the answer is invariably **TETLEY'S**.

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

JOSEPH TETLEY & CO., LIMITED

110 JAMES STREET - WINNIPEG, MAN.

SPECIAL TO ONTARIO GROCERS

The MacLaren Imperial Cheese Co
TORONTO
are now Distributors in Ontario of

ANTI-DUST
DISINFECTANT SWEEPING POWDER

Sales jumped over 300% in six weeks.

If you aren't getting some of this business write the MacLaren Imperial Cheese Co. Ltd.

ANTI-DUST is something quite different to ordinary compounds - its quite a favorite
SAPHO MFG CO. LIMITED - MONTREAL P. Q.

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FRUIT

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Purity-Cleanliness-Freshness

AFTER years of experiment in the proper making of jams, Chivers & Sons are now the recognized leaders of the preserved fruit industry in the Old Country. Exhaustive investigation by the world's best critics has pronounced them "excellent."



PURITY—Cleanliness—Freshness—these three, are the hall-mark of this world-famed make of food products. Starting in a very small way with a mere handful of employees, Chivers & Sons have developed into a thoroughly organized concern employing thousands of people.

Chivers & Sons' Fruit Preserves

have a flavour that is unequalled, being composed of the choicest fresh fruit skilfully prepared. This delicious flavour may be attributed to their method of preserving and packing, almost immediately after the fruit is gathered. This is an advantage obtained by Chivers' factory standing in the midst of thousands of acres of orchards in the finest fruit-growing district of Cambridgeshire.

A feature that you will find as a selling point is the careful packing in tins or bottles. By a special process all the tins are prepared so as to prevent the possibility of any detrimental effect on the fruit.

You safeguard your reputation, Mr. Grocer, by stocking foodstuffs of perfect purity and quality—tried and tested. You will find it the means of bringing many repeat orders—at good profit.

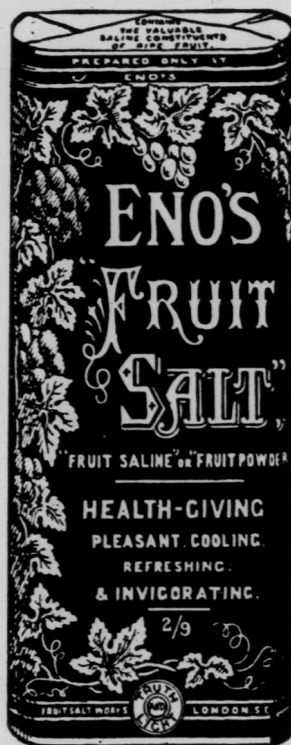
ORDER TO-DAY

CHIVERS & SONS, LIMITED
FRUIT GROWERS, - - HISTON, CAMBRIDGE, ENGLAND

For samples and quotations apply to the agents:—

THE W. H. MALKIN CO., LTD.
57 Water St.
VANCOUVER, B.C.
(British Columbia and Alberta)

FRANK L. BENEDICT & CO.
144 Craig St. West
MONTREAL
(Canada and Newfoundland)



There is no simpler, safer, or more agreeable preparation than

ENO'S 'FRUIT SALT'

The Old-Time Ever Popular Household Remedy for

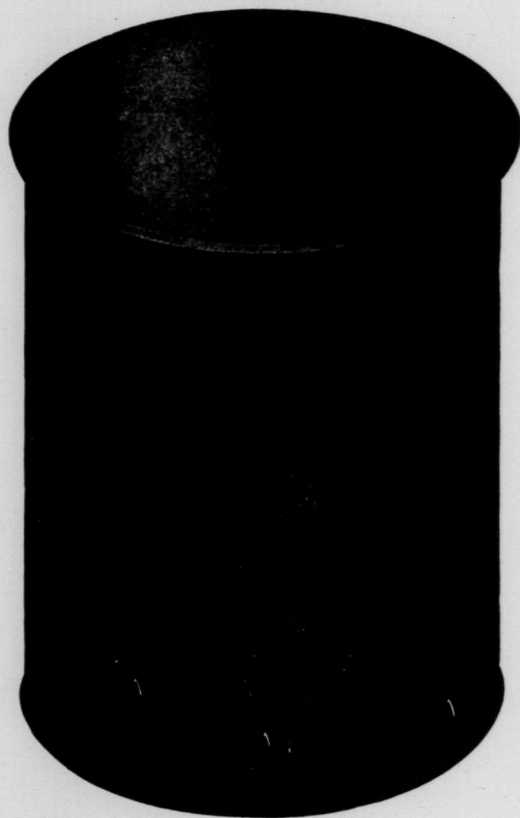
Biliousness, Sick Headache, Constipation, Rheumatic or Gouty Poison, Feverish Cold with High Temperature and Quick Pulse, and Feverish Conditions generally. You cannot overstate its Great Value in keeping the Blood Pure and Free From Disease by Natural Means.

For more than 35 years Eno's Fruit Salt has been before the public both at home and abroad

Largely advertised and well established it is now in good demand and is therefore bound to carry with it enquiries for other lines.

Should consequently be stocked by all Chemists, Grocers and Stores.

Prepared only by J. C. ENO, Ltd., 'FRUIT SALT' Works, London, Eng.



SANITARY CANS

"The Can of Quality"

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

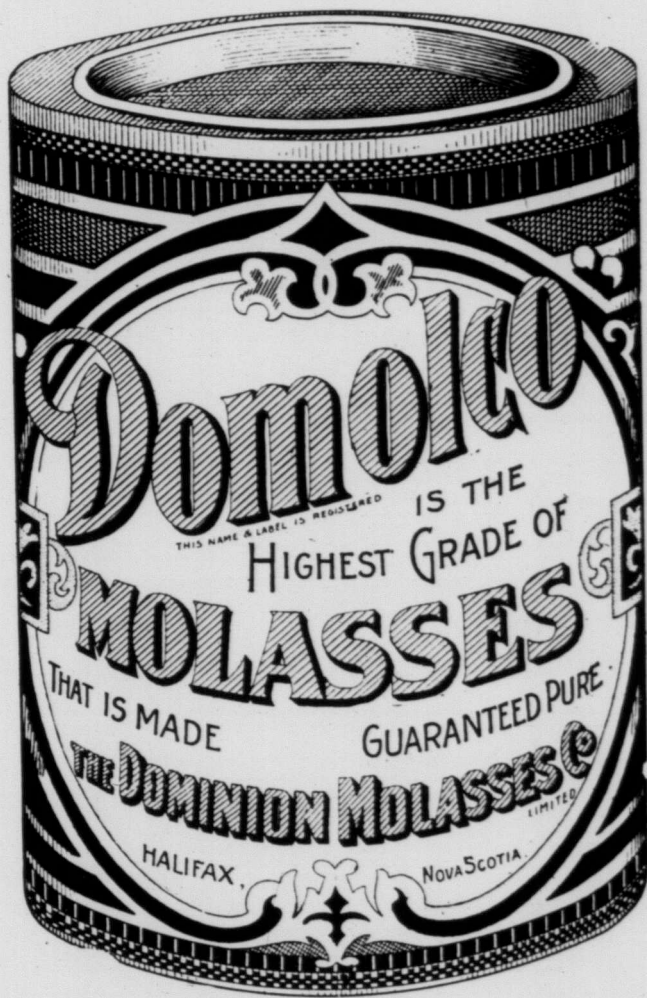
Sanitary Can Co., Ltd.,

Niagara Falls, Ont.

REMOVE THE LABEL

and you can readily pick out

DOMOLCO



by its unexcelled flavor. This fact emphasizes the difference between our high-grade molasses and other kinds.

The Sanitary Can is a practical and convenient package that will help you secure and develop Quality Trade.

Place the order now with your wholesale Grocer, or write us direct.

THE DOMINION MOLASSES CO., LIMITED

HALIFAX, NOVA SCOTIA

THE CANADIAN GROCER

A RECORD

has been created by

White-Cottell's Malt Vinegar

The building up of a large Vinegar Business generally takes many decades. Our immense turnover has been reached in a very few years.

THE REASON

is that our Vinegar gives the utmost satisfaction both sides of the counter i.e., when it is a question of quality and prices we win fairly and squarely. Put us into competition, and see for yourself.

Write us to-day for samples and prices.

CANADIAN AGENTS:

W. L. Mackenzie & Co.,
306 Ross Ave., Winnipeg.

L. A. Gastonquay, 60
Bedford Row, Halifax,
N.S.

Schofield & Beer,
St. John. N.B.

CANADIAN AGENTS:

Standard Brokerage Co.,
1640 First Ave., West,
Vancouver, B.C.

W. L. Mackenzie & Co.
606a Centre St., Calgary,

WHITE-COTTELL'S
MALT VINEGAR

CAMBERWELL, LONDON, ENG.

WHITE-COTTELL'S
MALT VINEGAR

THE STAR EGG DELIVERY SYSTEM



Made in one and two dozen sizes.

Gets the Business and Saves Your Money

STAR EGG CARRIERS AND TRAYS FOR SAFE EGG DELIVERY

The only system especially invented for delivering eggs by vehicle. Stops all breakage and miscounts. Costs less to instal and operate than paper bags or boxes. Satisfies customers and furnishes the best kind of advertising medium possible.

It will pay you to find out all about STAR EGG CARRIERS AND TRAYS.

Write to-day for particulars and we will send you two valuable books.
"SAFE EGG DELIVERY" and "SAMPLE ADS"

Star Egg Carriers are licensed under Canadian Patent No 96566, to be used only with trays supplied by us. Manufacturers, jobbers or agents supplying other trays for use with Star Egg Carriers are contributory infringers of our patent rights and subject themselves to liability of prosecution under the Canadian patent laws.

STAR EGG CARRIER & TRAY MFG. CO.
1550 JAY STREET, ROCHESTER, N.Y.

THE CANADIAN GROCER

TEES & PERSSE LIMITED

ESTABLISHED 1884

**Manufacturers' Agents
and Warehousemen**

These six warehouses situated
at the principal distributing
points of Western Canada are

At Your Service

along with our resident staffs.

We watch carefully the
growth of Western towns and
establish branches whenever
and wherever we can serve our
Principals' interest.

Remember the Jobbers at
Fort William

Port Arthur

Winnipeg

Regina

Moose Jaw

Saskatoon

Calgary

Edmonton

are canvassed daily.

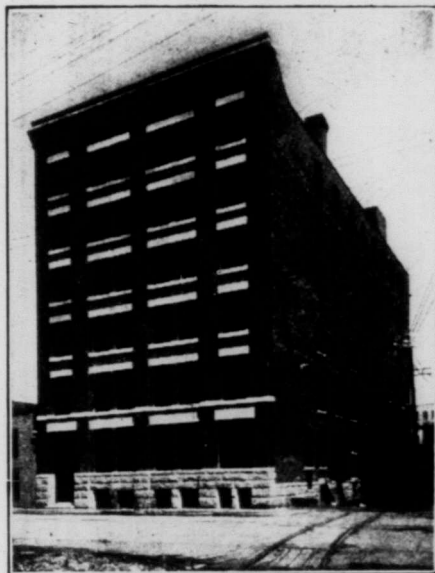
AGENCIES SOLICITED

Address

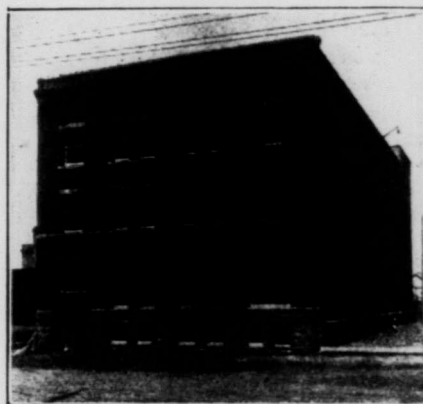
**TEES & PERSSE LIMITED
WINNIPEG**

**TEES & PERSSE OF ALBERTA
LIMITED, CALGARY**

"From the Great Lakes to
the Rockies."



WINNIPEG WAREHOUSE



SASKATOON WAREHOUSE



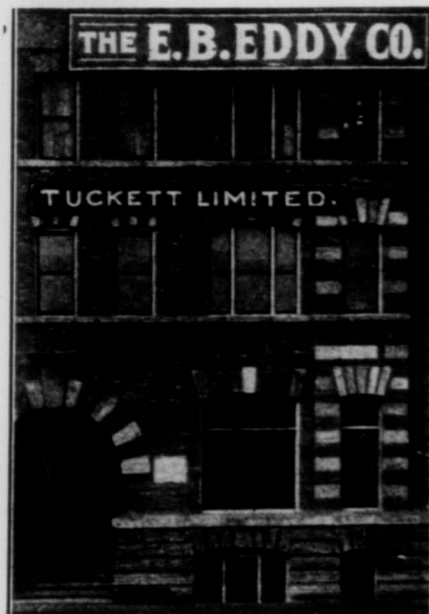
CALGARY WAREHOUSE



REGINA WAREHOUSE



MOOSE JAW WAREHOUSE



EDMONTON WAREHOUSE

The Grocer Who Pushes

Redpath

Extra **SUGAR**
Granulated

wins trade from the dealer who tries to satisfy his customers with other brands.

For over half a century "REDPATH Sugar" has meant, to Canadians, the "best sugar." The new 2 and 5 Pound REDPATH Sealed Cartons, so clean, so convenient, and the vigorous advertising campaign which is being carried on for REDPATH Sugar, have strengthened the desire among your best customers to get REDPATH Sugar in the original packages.

It follows that the Grocer who resists this desire inevitably loses trade to that wiser Grocer who gladly satisfies it, and features REDPATH Extra Granulated Sugar in the original 2 and 5 Pound Sealed Cartons.

The Canada Sugar Refining Co.
MONTREAL LIMITED



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
Powdered
GELATINE

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

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

Eure

Dry



Eureka

JAMES
Distribut
Agents

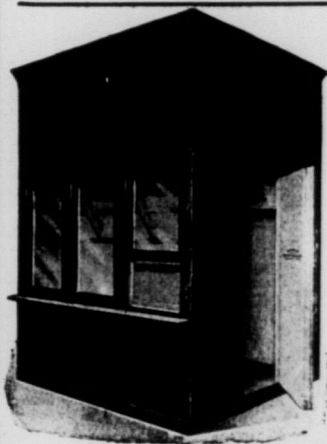
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Eureka Canada's Sanitary Refrigerator

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

Hold a Bottle in Your Hand



One top-notch retail salesman we know attracts the housewife's attention to Shirriff's True Vanilla by taking a bottle and holding it in his hand. Then, with his pencil, he points to the words:

Shirriff's True Vanilla

"Notice the words, True Vanilla, Madam," he says. He then goes on to explain to her their meaning, telling her that Shirriff's True Vanilla is the real extract of Mexican Vanilla beans, and not a chemical imitation. He asks her if she wouldn't like her cakes, puddings, and sauces to have the real Vanilla flavor, which is far more delicious than any imitation flavor. He winds up by telling her how Shirriff's True Vanilla excels in strength, and how many cakes one bottle will flavor. He rarely fails to make the sale.



Upon request we will send you a list of selling points that have proved successful in promoting the retail sale of Shirriff's True Vanilla.

Imperial Extract Co.
 TORONTO, ONT.



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.

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. Berlin, Ontario
Montreal: W. S. Silcock, 33 St. Nicholas Street
Vancouver, B.C.: W. W. Burke & Co., 334 Cordova St. W.



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.

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THE CANADIAN GROCER

STRAWBERRIES

Although the market does not warrant the Merchant buying ahead of his requirements, still the fruit season is on and Railway deliveries of sugar are slow, so merchants should place orders in good time. Give your customers

St. Lawrence

Granulated

and take no chance of spoiling the preserves.

Strong, delicious Coffee can be prepared in one moment without trouble by using

SYMINGTON'S COFFEE ESSENCE

Your customers will appreciate this, and when they find that SYMINGTON'S has the flavor, strength and aroma of the finest Coffee will become regular buyers. It is the purest and most economical of all Coffee Essences.

Thos. Symington & Co., Edinburgh and London

AGENTS:— Ontario—Messrs. W. B. Bayley & Co., Toronto. Quebec—Messrs. F. L. Benedict & Co., Montreal. Vancouver and Winnipeg—Messrs. Shallock, Macaulay & Co.



WE ARE CONSTANTLY TELLING YOUR CUSTOMERS JUST WHAT HEINZ QUALITY MEANS IN FOOD PRODUCTS—WHY THE 57 VARIETIES ARE THE FINEST FOODS THAT CAN BE BOUGHT.

Keep in touch with our advertising all over the country and see if you don't think you can turn this publicity to your own profit by keeping a well assorted stock of

HEINZ 57 VARIETIES

always on hand to meet the ever-increasing demand of your customers for pure foods.

H. J. HEINZ COMPANY

Sardines

Are a Healthy Food

MEDICAL science tells us that the sardine supplies an excellent proportion of nitrogenous material, so it becomes a real and economical food. With



KING OSCAR BRAND SARDINES

on your shelves you have a sardine stock that will win and hold your best trade. The careful preservation in the cooked state in pure olive oil precludes contamination. Sell the best—"King Oscar." There's satisfaction to customers and good profit to you in the sale

CANADIAN AGENTS:—

J. 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.

**WE
WANT
A
MAN**

of good character, in each city, town and village in Canada, where we are not already represented, to act as our

SPECIAL CIRCULATION REPRESENTATIVE.

Work is dignified and educative. Previous experience unnecessary. Duties at first need not interfere with your present employment.

WE WILL ASSIST THE RIGHT MAN TO BECOME INDEPENDENT FOR LIFE.

If you are making less than \$100.00 a month, and are trustworthy and ambitious to learn and become competent to handle our business in your vicinity, write us at once for full particulars.

**MACLEAN PUBLISHING COMPANY,
143-149 University Ave., Toronto, Ont.**

LAURENTIA MILK

is a revelation in the art of keeping milk for any length of time. The mechanical process of homogenization so mixes the milk and cream that it will keep indefinitely in any temperature but frost. And when the bottles are opened it will keep longer than ordinary milk. Absolutely no preserving ingredients are added—it's pure, rich milk.

Laurentia Milk Co., Limited
371 Queen Street West :- TORONTO



Scotch Marmalade

Made from Seville oranges
and pure refined sugar
by

**JOHN GRAY & CO.,
LIMITED
GLASGOW**

Contains neither Glucose
nor preservatives.

Prices and Samples from :

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

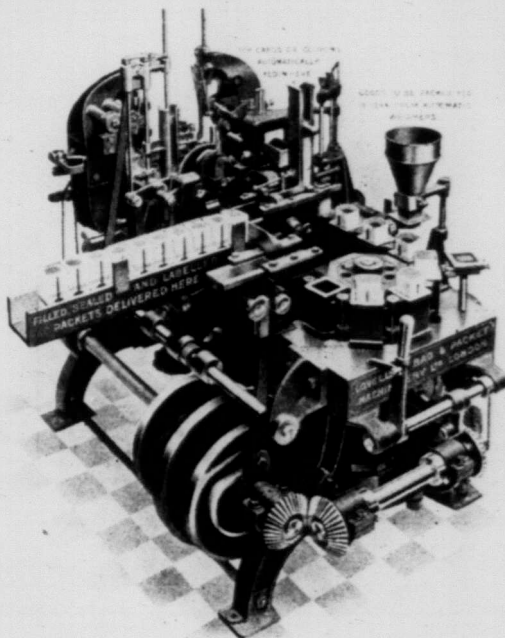
THE CANADIAN GROCER

BAG-MAKING & PACKETING

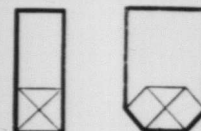
Machinery of

Every Description

Labelling,
Wrapping,
etc., etc.



Bag Machines



With folding in both
these methods

THE NEW LOVELL PACKETER
with automatic coupon feed and labelling attachments.

SEND US SAMPLES AND LET US SUGGEST WHERE WE CAN SAVE YOU MONEY

LOVELL'S BAG AND PACKET MACHINERY, Limited 59-60 Gracechurch St., LONDON

BETTER
BUY BEANS

Quaker Quality

Best Baked

Mathewson's Sons
MONTREAL



ANOTHER REASON

why you should use

**CONTINENTAL
GROCERY BAGS**

Besides being GERM PROOF and having the MOST PERFECT BOTTOMS of any bags manufactured, our bags are counted by the newest special mechanism, insuring absolutely FULL COUNT and MAXIMUM NUMBER OF PERFECT BAGS in each package.

If your Wholesaler does not handle
CONTINENTAL BAGS, accept no other.
but send orders to the Distributors.

ONTARIO: Victoria Paper and Twine Co., Ltd., Toronto: Davidson & Hay, Limited, Toronto: Walter Woods & Co. Hamilton: The Young Co., Limited, North Bay and Sudbury.

MANITOBA, ALBERTA and SASKATCHEWAN: Walter Woods & Company, Winnipeg.

QUEBEC and MARITIME PROVINCES: The Continental Bag and Paper Company, Limited, 427 St. James St., Montreal.

The Continental Bag & Paper Co., Limited
SOLE MANUFACTURERS
OTTAWA, CANADA

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 at
WINNIPEG and REGINA

covering all
The Wholesale Centres in
Manitoba, Saskatchewan and Alberta
Write us re your consignments.

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.
29 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. Cars Dis-
tributed, Warehoused and Forwarded. Warehouse
on Transfer Track. Business solicited. Our posi-
tion 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

On spot

**FINEST FILIATRA
CURRANTS,
PRIME EVAPORATED
APPLES**

W.H. MILLMAN & SONS

Wholesale Grocery Brokers
TORONTO

W. G. PATRICK & CO.

Manufacturers' Agents
and
Importers

77 York Street, **Toronto**

W. G. A. LAMBE & CO.

TORONTO

Grocery Brokers and Agents.

Established 1886

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

— 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.

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

Your card in our MANUFACTUR-
ERS' 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 for-
eign agencies in Canada have been
secured through the cards on these
pages.

Manufacturers' Agents and Brokers' Directory

(Continued.)

BRITISH COLUMBIA
McLEOD & CLARKSON
Manufacturers' Agents and Wholesale Commission Agents
852-6 CAMBIE 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
Common Sense
KILLS { Roaches and Bed-Bugs
Rats and Mice
All Dealers and 381 Queen St. W., Toronto, Ont.
Dealers find Common Sense a very good seller, for the reason that it gives general satisfaction and each customer tells others about same. Write for prices.



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.

OTTAWA
L. H. MAJOR and J. SOUBLIERE, Limited
Wholesale Brokers and Manufacturers' Agents
Canadian, British and Foreign Agencies Solicited
Sussex Street, Ottawa, Canada

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

BUSINESS OPPORTUNITY
Cor. store. Cigars, Candy, Soda, News, etc. Established 10 years. Rent \$20. Weekly receipts \$350. Located in Montreal. Price \$1,500, \$1,000 cash. Dozens of other money-making opportunities. V. dela Ronde, Business Broker, 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
"GLENER"
might bring inquiries. Better write for rates to
I. C. STEWART, Halifax

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

The
Condensed Ad.
page
will interest you

When writing advertisers kindly mention this paper.



THE MCGREGOR PAPER 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



"On the Side

MacLean's WHITE MOSS

is THE Seller;
Take the Tip."

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.



The silence is not broken and the air filled with sulphurous fumes when a

DOMINION Silent MATCH

is struck. They are noiseless, odorless, and the stems do not break. They are the kind that pay you to keep on hand.

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.

The Arctic Refrigerator



has been leading for over half a century, it is not an experiment but an assured success. We guarantee it to have a perfect circulation of dry, cold air which gives the maximum amount of cold air with minimum amount of ice.

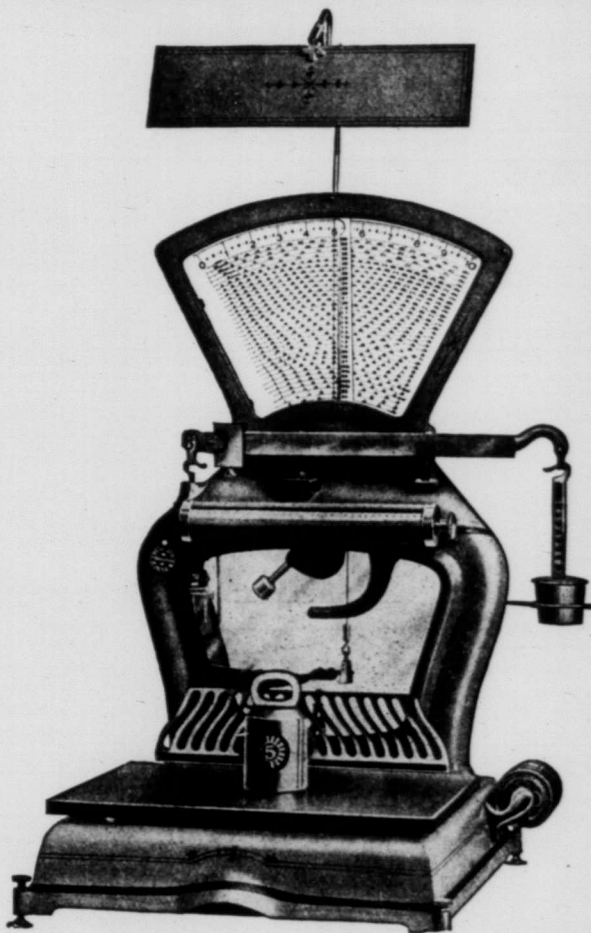
Let us send you our 1912 catalog and price list.

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

JOHN HILLOCK & CO., LIMITED

TORONTO, ONT.

STIMPSON Improved 100-lb. Automatic Scale



No. 75.—For General Use

Weights and Computes to 100 Pounds

The only Automatic Scale capable of handling All your business. Your fixture equipment is not complete without a

Stimpson Automatic

Write for Catalogue, giving full description of all sizes

Stimpson Computing Scale Co.
Detroit, Michigan



THE TRUE LEMON FLAVOR

**Hot
Weather
is Lemon-
ade Time**

Keep Tab on

**Cold
Springs
Lemonade**

—
**S. H. Ewing
& Sons**

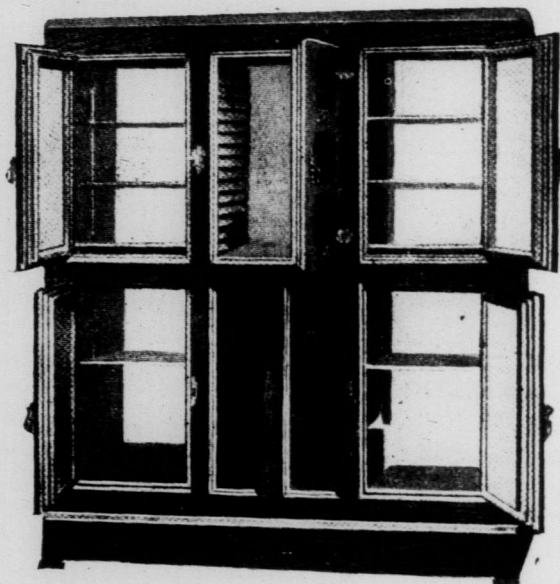
MONTREAL



In the course of the past fifty years three generations of dealers have sold COOK'S FRIEND, "The Baking Powder With a Pedigree"—and three generations of users have bought it. The sale is increasing every year. Get after your share of the sales made by the quality and advertising of COOK'S FRIEND. Purer than the Law Demands. Contains No Alum.

W. D. McLaren, Limited, Montreal

If your selection be the result of a careful and impartial investigation—the North Star Refrigerator will be your final choice.

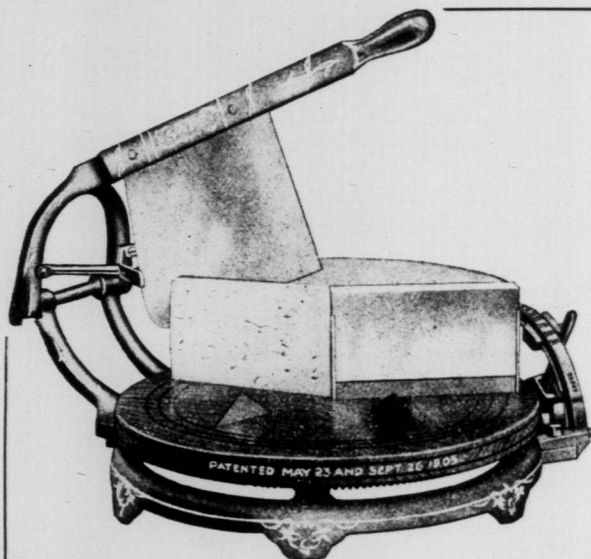


The highest excellence as a refrigerator, as selling force for any store is the North Star Refrigerator. It is built on the only proper principle—that of absolute dry air circulation. It is so dry that a match can be lighted on the interior walls of the ice chamber at any time.

It is attractively made and besides being useful as a refrigerator it is a selling force that makes good.

Send for our catalogue, fully illustrating our many styles.

**Estate of, JAMES DAVIDSON
OTTAWA, ONT.**



Grocers of Canada

You are not in Business
Just for the Fun of it.

That's the reason why

**The Safe Computing Cheese Cutter
Should Be In Use In Your Store NOW**

- (1) It will maintain absolute accuracy in your cheese department.
- (2) It will pay for itself in a few weeks or a few months, according to the cheese business you do.
- (3) It is so simple in construction it can be correctly operated in the dark. Mistakes with a SAFE are impossible.
- (4) It is a handsome piece of store furniture that costs little and lasts a lifetime.

YOU NEED NO LONGER SELL CHEESE AT A LOSS. EVERY CUT IS UNIFORM AND GIVES YOU A PROFIT.

YOU CAN MAKE MONEY ON YOUR CHEESE BY USING A SAFE COMPUTING CHEESE CUTTER. OTHERS ARE DOING SO. YOU CAN DO THE SAME.

ORDER ONE TO-DAY FROM YOUR JOBBER. DON'T PUT IT OFF. STOP THE LOSS WITH A SMALL INVESTMENT.

Sold by leading Canadian Wholesale Grocery Houses.

Get a booklet, which tells all about it.

COMPUTING CHEESE CUTTER COMPANY

621-625 Main Street

ANDERSON, IND., U.S.A.

The Swing of the Pendulum

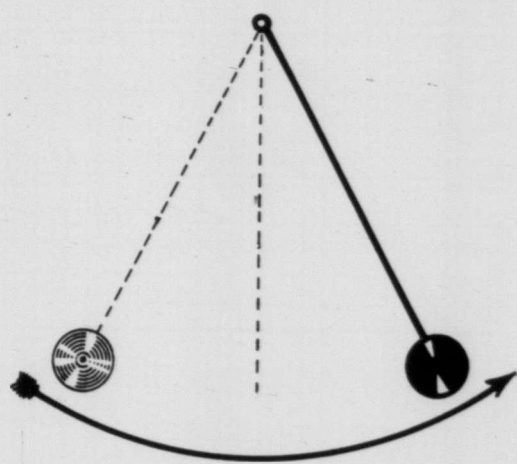
A.D. 1910

THIN FLAVOURY TEAS.

IMPERFECT BLENDS

AND SO CALLED
ENGLISH BREAKFAST
TEA

PACKETS



A.D. 1912

THICK, RICH, JUICY TEAS
WITH STRENGTH AND
FINE FLAVOUR.

PERFECT BLENDS

GENUINE ENGLISH
BREAKFAST TEA

BULK

The Pendulum has been swinging towards Packet Tea and high cost of living with small profit to the retailer. It is now swinging towards Blended Tea in Bulk, and a lower cost of living, with a sound margin of profit to the retailer.

Buy a package of this
in your window
handsome card
each chest.



Grand Blend show it
together with the
we send you with

STAR

Within a week of receipt you will order

A FURTHER SUPPLY

THICK, RICH, JUICY LIQUOR.

FULL OF FLAVOUR.

VERY HANDSOME LEAF

Costs you **27c.** Freight paid on 100 lbs. and over.

REMEMBER OUR GUARANTEE, "WE WILL TAKE BACK AT OUR EXPENSE
IF NOT PERFECTLY SATISFACTORY"

EBY-BLAIN, LIMITED, Toronto

TEA BLENDERS TO THE TRADE

JAMS

This is the JAM SEASON—and if you are careful to see that you handle reliable goods, your sales are bound to increase. FOR SATISFACTION YOU SHOULD STOCK

HOW
IS
YOUR
STOCK
?

“ANCHOR” Brand PURE JAMS

16 oz. glass

RASPBERRY, STRAWBERRY, APRICOT

4 lb. sealed tins

BLACK CURRANT, GREEN GAGE

Quality is Guaranteed FRESH FRUIT and PURE GRANULATED SUGAR ONLY USED IN THEIR PRODUCTION.

QUOTATIONS
UPON
REQUEST

“ANCHOR” Brand MARMALADE

16 oz. glass

The finest quality manufactured in

4 lb. sealed tins

Scotland, the home of good

7 lb. sealed tins

marmalade.

ORDER
NOW

These lines show you a good margin of profit.

EBY-BLAIN, LIMITED

Wholesale Grocers

Toronto

FULL
SATISFACTION
TO THE PUBLIC.

SUBSTANTIAL
PROFITS
TO THE TRADE.

NUGGET



“NUGGET”
POLISH
CO.,
LIMITED

67 Adelaide
St. East,
Toronto,
Canada



GET AFTER THE PEDDLER

Reach out after the trade he is getting—the trade that rightfully belongs to you. But how is this to be done? Only by educating your customers to purchase goods the peddler cannot buy. You can never hope to win back the peddler's tea trade by selling bulk teas. The peddler sells that.

Concentrate your energy and selling force on pushing a tea of supreme quality—well advertised and having an enormous sale—a tea the peddler cannot buy. Such a tea is

"SALADA"

The most profitable tea for a grocer to handle. For twenty years it has maintained its prestige as the highest grade tea. A constantly increasing demand shows its great value to every grocer as a sure trade-winner. With "SALADA" you serve the public well, and the peddler can't take your trade.

CANADIAN OFFICES

TORONTO AND MONTREAL



WHY EXPERIMENT?

GROCERS: In ordering Yeast Cakes, always be careful to specify ROYAL YEAST. If you neglect to take this precaution you are liable to be imposed upon and put to needless expense by having your order filled with one of the poor imitations for which there is little or no demand. We know of some houses that might do this. The original good kind with the blue label is the kind the consumers want. Avoid imitations which are known and represented as the "just as good" kinds.

ROYAL YEAST CAKES

Most Perfect Made

E.W. GILLETT COMPANY LIMITED
TORONTO, ONT.
WINNIPEG MONTREAL



BLUE LABEL



BLUE LABEL

IAL
ITS
ADE.

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onto,
nada

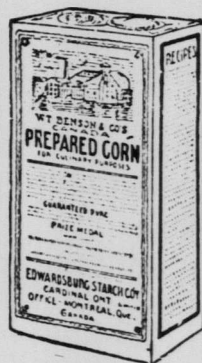
KEEN'S BLUE

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

For sale by all the Canadian Jobbing Trade

Magor, Son & Co., 403 ST. PAUL STREET, MONTREAL
30 CHURCH STREET, TORONTO

Agents for the Dominion of Canada



Wherever There Are Children Benson's Prepared Corn Finds A Ready Sale

¶ Mothers know what delicious and nourishing summer dishes Benson's makes—rich custards, blanc mange, ice cream, etc.—that children love and thrive on.

¶ Mothers know that their children can

readily assimilate Benson's because of its extreme fineness and purity.

¶ Mothers invariably ask for Benson's when they want Corn Starch for their children. Therefore stock Benson's Prepared Corn. Every mother in your section will buy it.

YOUR ORDER WILL RECEIVE IMMEDIATE ATTENTION

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

Who
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A Winnipeg window display showing lines that will sell easily during summer months.

Good Opportunities in Summer Lines

Whether Weather is Hot or Cold People Must Eat—Percentage of Those on Holiday Never Large at Any Time—A Winnipeg Window Display Featuring Hot Weather Goods—Dealer Strongly Recommends the Window as Aid to Sales.

Whether we live to eat or not, we must eat to live. This is where the importance of the retail grocer comes in. He supplies the necessities of life and whether summer or winter everybody must come to him.

Too many dealers have got the idea that the summer months are dull and quiet. But things are usually as we make them; they are the results of our own work or the absence of it. Now that the warm weather is here, it must not be supposed that people are going to cry a halt on their digestive organs and fast until the autumn days come again. It is surprising the consistency with which people take their places at the table three times a day—and some even four.

Summer Goods Sell Easily.

It is perhaps true that the same class of food is not always purchased in summer as in winter, but food is bought just the same. There are summer resorts, it is true, and people go to them in July and August, but when one thinks of it the percentage of the population of any town or city which is absent at summer resorts is very small.

In the great majority of cases during the summer months there are just as many visitors in towns and cities as absentees at the watering places. Having therefore reached the conclusion that people eat just as much in summer as in winter and that there are practically as many to feed, the question arises how to get the business.

List of Goods to Push.

The writer has talked to grocers, who, when summer comes, make out a list of goods which they know they can sell easily. Then they display, display and display these goods where they can be seen, and advertise them consistently in their paper.

A look at the illustration above shows a tempting window. It was dressed by R. H. Graham, a Winnipeg dealer, who despite the fact that he has been in business only a little more than two years has made rapid advancement.

Mr. Graham places window dressing at the top so far as getting new business is concerned. "I consider my window," he recently said, "as a most valuable if not the most valuable form of advertising to me. Day after day and every hour of the day, I see people stop to look at the window, and then walk in."

"I have secured many new customers by it, and if once we get a customer we generally manage to keep him."

The Lines on Display.

In the window shown here, Mr. Graham has placed such lines as olives, sardines, preserved fruit and vegetables, pickles, meat sauces, etc., in the centre, confectionery on the right and on the shelf to the left may be seen packages of cereals. These are all good spring and summer sellers and from the attractive appearance of the window, one can easily understand the enthusiasm of this

dealer on the value of the window as a selling force. In showing the goods mentioned Mr. Graham has used a number of pieces of plate glass supported by bottles.

"In our window displays," he says, "we try to bring into prominence lines that are escaping attention often because people are ignorant that they are obtainable or ignorant of their existence. You will find people in this city to-day with most discriminating tastes and with money to gratify such whims. It is these people that we try to get after in our window display."

Cater to Many Tastes.

Winnipeg, from its location as gateway to the West, has, naturally a cosmopolitan population and dealers have to cater to many tastes in every season. Therefore, when Mr. Graham gets in a new line of goods he invariably makes a display in the hope that it may attract representatives of some particular nationality. By this method, he claims, he sells large quantities of goods that otherwise would not be disposed of.

With summer here in earnest it is advisable that every dealer has lines out for as much extra trade as possible. The "hot weather goods," sign should be hung upon those goods which pay a fair profit above cost of doing business. Extra trade is sure to come and summer will be found to be just as profitable as any other season.

Good Sellers During the Camping Season

Lines of Goods That Can be Disposed of Easily, Providing Proper Attention is Given Them — A Window Suggestion—
Local Picnics and Outings Help This Trade.

Dreaming is acknowledged as a bad habit. Allowing this to be true—there are many people at the present time who possess a bad habit; for where is there a person at this season of the year who does not dream of lake and river, of canoe and rowboat, of fishing and paddling and bathing and all those other delightful experiences which go along with the summer outing.

A good many have already had their dreams of outdoor life beside lake or stream realized, but there are a great many more during the next three months who will follow in their footsteps. Nature is calling loudly to the people to partake of her many pleasures. Many have found the call too appealing, and have responded, while others are now planning to do so.

Must be Gone After.

The season for the sale of camp goods is now well under way, and will shortly be in full swing. How much have you profited, Mr. Grocer, or how much do you expect to profit during the coming three months? It will depend pretty well on just how much effort you put forth to secure this particular business. It is there for the merchant who is willing to go after it, and it behooves him to go after it good and strong.

If you have already been doing something to corral the camp goods trade, so much the better. Keep it up for results should warrant the attention to it. If you have not, however, now is the time to begin. Now is the time to make plans and by mapping out a progressive campaign of advertising and window displays of these lines, some extra and profitable business should be secured.

Many Lines to Offer.

There are certain lines of goods peculiar to the camp goods trade, although the range is quite extensive and varied. However, when people betake themselves to their summer homes, or on an outing, they do not want to have their pleasures hampered by slow meals. They want goods that can be easily and speedily prepared. This is the class of goods which the grocer must feature in order to arouse the camper's interest and attention.

Canned goods of different kinds immediately suggest themselves, and these are big sellers for this purpose. Although they may not be the stellar lines, tomatoes, corn, peas, beets, etc., command an important position. Then there

are pork and beans, corned, roast, boiled and ready lunch beef, jellied veal, pot-ted tongue and veal and other similar lines. At first thought, it would not seem that the campers, going to a spot where fresh fish are available for the catching, would think of taking along canned fish. However he does, and the more experienced the camper is, the more inclined he is to take along a good supply of this particular food. In fish, the grocer can offer salmon, sardines, herrings, smelts, anchovies and lobsters.

Chance for Condensed Milk.

There was a time when the campers frequently found it necessary to drink his tea and coffee without milk, unless he wished to tramp to the nearest farmhouse night and morning for a supply. This, however, detracted much from the pleasure of having the milk in his selected beverage. Now, however, canned milk has solved the problem. The camper will want this, and if he is a coffee drinker, concentrated coffee may now be had. Cocoa is another line that should be suggested.

There will be some warm days during the camping season, and during these and at other times, when the appetite languishes, something will be needed to coax it back again. Sauces, pickles, olives, catsup, etc., are good appetizers, while lemonade powders, soft drinks, raspberry vinegar, lime juice and other liquids will be desirable on the warm days.

And even yet we have not completed the list of goods which will sell. There are light breakfast foods, condensed soups, cheese, mustard, cooked ham, bacon, macaroni, biscuit, etc. For desserts there will need to be a good supply of canned and preserved fruits, jams, marmalades and jelly powders taken along as fresh fruits are generally in limited supply and variety at the summer camp.

Use Displays and Newspaper.

Having determined the goods which the camper and picnicker wants, the next question is how to get them interested in your particular goods in such a way as to make sales. Advertising can be made good use of, but window display is a method that properly followed should bring good results.

The T. Eaton Co., Toronto, had a suggestive display last week. The setting was good. At the rear a canoe was placed in a sloping position. There was also

a tent and in front of it an imitation camp fire made to look quite realistic by electric light. Over the fire hung a camp pot. Towards the front of the window was a rough board orange box, turned on its side, and on and around this nearly all the articles mentioned above were shown. At the same time the Eaton Co. gave a good deal of advertising space to camping supplies. By combining advertising and window displays, better results will be secured.

Appropriate Setting Desirable.

In a camp goods window, it is most desirable to have an appropriate setting. It attracts attention at once. Many a grocer contends that he has not the time to put in a realistic setting. This should not require a great deal of time. A simple arrangement will carry out the idea. A canoe either ordinary size or miniature placed in the window, a tent with a camp fire, if possible, but even a hammock placed in position, with a couple of fishing rods, will suggest the idea. The setting may be made as elaborate as the trimmer desires, but any simple arrangement is better than none. It would be difficult to outline any method of placing the goods in the window, as there is such an extensive range to be shown. The display should be set off with a neatly written and suggestive show card.

The main thing is that the grocer get after this business—get after it by real live methods, and right away while the business is to be had. Not only will it get the camper's trade, but in every town during the summer months, there are many picnics and outings, and one of the chief features of any such outing is the lunch.

THE SHAD FISHING.

The Canadian Conservation Commission says that during past 10 years the shad fishery of Eastern Canada has declined about 50 per cent. In view of this decline the Government will this year operate for first time a floating hatchery, which will accommodate from 20 to 30 million shad eggs.

In Sydney, Australia, a regular conference under the title of "wages board" is held to lay down conditions in the retail grocery trade as to wages to be paid employees. The grocers have their representatives as also have the employes on the board, who select a chairman. The chairman of the present board is an attorney-at-law.

Mr. L. Galbraith, Harwich, Ont., writes as follows:—
Please find enclosed postal note for above amount. Cannot do without The Canadian Grocer.

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Forty-Six Years in Business in Orillia

Thos. Muleahy, One of the Pioneers of That Town — Has Seen It Grow From 500 Population to 8,000 — Methods to Which He Attributes His Success—Only One Line of Sugar and Vinegar Sold—Personal Interest in Customers.

It was a good many years ago that the practice prevailed of municipalities granting hotel licenses strictly according to population. Whenever a new license was applied for, a census had to be taken. If the required number could not be secured, the application failed.

If one were to ask Thos. Muleahy, an Orillia, Ont., merchant, about his recollections of the early days in that town, he would probably tell you that he well remembers a census taken almost half a century ago, to see whether Orillia could stand another hotel or not. For every 250 population a license could be granted. Two would mean 500 and three would require 750 people. Mr. Muleahy relates how difficult it was to get the third. When the census was being taken it was found there were not sufficient actual residents to make up the required 750. It was then found necessary to count in the river-drivers who happened to be in town, the inmates of the asylum, and hotel frequenters with no actual place of abode. The license was granted.

That was 46 years ago. Orillia has a population now somewhere around 8,000, so it can be said that Mr. Muleahy has seen his adopted place of business grow up from an infant to a sturdy, progressive town. He has many interesting stories to tell about early life there; but as we are more interested in his success as a retail business man, remarks will be confined to his methods.

The Foundation Stones.

Ask him to what he attributes the development and prosperity of the business and he will tell you this: good goods, knowledge of the customer, courtesy and civility, studying and applying good points in trade papers, compact arrangement of departments and advertising.

It was in Oshawa, Ont., that Mr. Muleahy began business. While he still operated a store there he opened the one in Orillia, and shortly after centered all his interests in the latter place.

He makes sure that in his grocery department good goods are stocked. He sells, for instance, only one line of sugar and one of vinegar. He was positive each was as good as he could purchase before he decided many years ago to handle it exclusively. Customers accept his word that they are the best, or equal to the best sugar or vinegar on the market.

"I tell the boys not to change," Mr. Muleahy remarked, "to stick to the known always unless it is self-evident that a change should be made."

Should Know Customers.

A great deal of weight is placed on the value of knowing customers, in the Muleahy store. Mrs. Brown or Mrs. Jones is greeted with her name always, and while the parcels are being tied up she is asked how the baby is, how that field of wheat she previously referred to was getting along, how Tom or Jack likes going to school in the city, etc., etc.

"This interest shown in her welfare," states Mr. Muleahy, "is certainly appreciated. She observes we take a personal interest in her welfare and that it is not simply her trade we are after."

"Of course, you don't find conditions similar in large cities where the population is of such a transient character. But here we have customers stay with us for years and years. In fact one of the oldest said to me yesterday, 'forty-six years ago your grocery department was on the opposite side of the store.' A number of our present customers began with us when we first opened for business here. The children of many other old friends of the store deal with us now, and we believe it is chiefly because we have always shown a personal interest in their parents and themselves."

Employees are urged to be as civil and courteous as possible. Any little act of kindness that presents itself from time to time is willingly done.

Benefits from Trade Paper.

Mr. Muleahy is a great believer in the trade paper. He has taken *The Grocer* practically ever since it was published, and has read it.

"I tell my boys to read the trade paper," he said, "because I know they will always find something useful. While everything it contains may not apply to our business, yet a good deal does. On looking through it, I usually mark what I consider to be the best paragraphs and underline the best sentences in them. 'Good reading boys' is often tacked on so that no one will overlook it."

The Flight of Expenses.

To build up a business, goods must be sold at a fair profit above total costs and profits must be secured. "We have

our special sales," Mr. Muleahy says, "but we must maintain our profits to live in these days of high expense."

He maintains that wages for help and some other expenses have gone up 50 per cent. in recent years and this makes it absolutely necessary to be sure of a profit margin.

This store contains besides groceries, departments for dry goods, boots and shoes, and men's wear. A feature of the interior is the compact system of arrangement of these departments. There is no waste space and yet no overcrowding. Partitions in the centre of the floor give further room for stock and archways connect one department with another.

Uses the Newspapers.

The selling power of newspaper advertising is by no means lost sight of. In the Orillia papers may be seen full page advertisements from the Muleahy store—and the ads are well written too.

The Silver Anniversary.

Despite the fact that Thos. Muleahy is getting up in years, he is still as hale and hearty as many men twenty years younger. He makes regular trips to the markets in the city and has planned a trip to California next winter. In about three and a half years' time he will celebrate the completion of half a century of successful business in Orillia.

Fifty years in business in the one place is a record of which anyone might well be proud.

RICE, AN IMPORTANT FOOD.

Rice is one of the oldest foods cultivated by man. It has been cultivated in China for at least 5,000 years and it still forms by far the largest portion of the daily food, of the people of that country, as well as of Burmah and Japan and of the far East generally. In fact, there is probably no food which is so universally used as the main article of diet, for it forms the staple food of more than one-third of the human race.

The total production of rice is about 56 million tons of which more than one-third is grown in China, about 6 million tons in Japan and the rest in a great number of other countries, chiefly India and Burmah.

Bengal rice, known as Patna rice is firm and hard and is therefore suitable for cooking when the grain is required to be kept whole. Carolina rice in the old days enjoyed a great reputation but one of the indirect results of the American War of Secession was to bring the Carolina rice trade practically to an end. A kind of rice similar in many of its good qualities to the old Carolina rice is now grown in large quantities in Java.

The CANADIAN GROCER

Established - - 1886

THE MACLEAN PUBLISHING CO., LIMITED

John Bayne MacLean - - President.

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

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

OFFICES:

CANADA—

Montreal—Rooms 701-702 Eastern Townships Bank Building, Telephone Main 1255. O. S. Johnston
Toronto—143-149 University Ave. Telephone Main 7324.
Winnipeg—34 Royal Bank Building. Phone Garry 2313.

UNITED STATES—

New York—R. B. Huestis, 115 Broadway, New York. Telephone Rector 2009.
Chicago—A. H. Byrne, 140 South Dearborn Street. Phone Rand 3234

GREAT BRITAIN—

London—88 Fleet St., E.C. Telephone Central 12960.

E. J. Dodd

FRANCE—

Paris—John F. Jones & Co., 31 bis Faubourg Montmartre.

Subscription: Canada, \$2.00; United States, \$2.50;
Great Britain and Colonies, 8s. 6d. Elsewhere, 12s.

PUBLISHED EVERY FRIDAY.

TORONTO, JUNE 28, 1912

SUGAR DOWN AGAIN

Sugar has continued its downward movement, refined declining another 10 cents per cwt. at the first of this week. At the decline, prices are 45 cents above those ruling one year ago.

The good out-turn of the Cuban crop has been one of the depressing features, and it was found necessary to increase the original estimates set down for this year's crop. The tardiness with which fruits for preserving purposes have been moving forward has delayed the big movement of sugar, which is generally present at this time of the year. These things combined with good reports of beet crops in Europe has caused the continued easy market.

The sugar market has failed to steady since the decline. Cuba is now becoming more of a finished issue, and attention is being directed to the beet crop in Europe. So far reports have been favorable. News from this source will supply to a large extent the cue to the movement of the market. For this reason reports from Europe will be followed closely.

CROP PROSPECTS IN WEST

The crop conditions in the three prairie provinces this season are so far very promising. Although the spring was rather cold and wet, retarding seeding in some localities, yet upon the whole the indications to the present for a large crop are excellent.

The warm weather of the last few days has brought growing crops rapidly forward, and in many places wheat is a foot high, and is well rooted and stooled.

In Alberta all reports agree that present indications point to a bumper crop, it being much ahead of this time last year; and already the probabilities of a grain blockade are being freely discussed. In Saskatchewan and Manitoba, although growth is not so advanced as in the Western Provinces, still it is as far forward as at the corresponding period last year. Of course, things may happen between now and harvest time, but the most cru-

cial period with the Western crop is nearly over. Most of the troubles that are likely to beset it later are of a local character, and not so apt to affect the crop in general.

The big grain growing province, Saskatchewan, is in the throes of a general election. The effect upon business, however, seems very slight. So far the great majority of the people appear to take very little interest in the result.

THE TRADE IN SUMMER

July is regarded by many dealers as a quiet month. There is absolutely no reason why it should be so. The demand for foodstuffs during the summer months does not abate, or at least should not, if the dealer continues to use his salesmanship powers to maintain business. There is a change in the variety of goods sold, but consumption keeps up just the same.

"Oh! everyone is out of town," is not an uncommon excuse from the listless merchant. Summer is the holiday season, but the percentage of absentees from any town at any one time, if figured out, would be found to be small, indeed. Besides there is a balancing up by the fact that there are visitors from other places in town. This is much to the advantage of the merchant, for it cannot be denied that the housewife is inclined to "spread" when there are visitors about, and many fancy lines and specialties which they are not accustomed to purchase at other times of the year will find sale.

There may be a tendency during the extremely warm days for appetites to lag, but this is not to the disadvantage of the grocer. It merely gives him an opportunity to introduce to his customers those lines which will coax the appetite along. Besides, during the warm weather the housewife purchases many lines already prepared, which at other times she would prepare herself.

So the grocer who analyzes the problem will find there is no reason for a let up in business during summer, and that the only difference is a change in the class of goods called for. It behooves him, therefore, to allow no let up in getting after business. He cannot afford to invite a dull season by discontinuing aggressive business-getting methods.

There is no reason for that eternal plaint on grocers' lips that "there is nothing doing during the vacation period."

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.

There are at present many grocers throughout Canada who have built up splendid tea businesses in spite of strong opposition from the peddler. That others can do the same, there can be no doubt; and now that a company highly capitalized has gone into the business, greater efforts should be put forth by dealers, especially in the districts affected.

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QUALITY VS. PRICE.

Recently reports have reached The Grocer of dealers being fined for selling adulterated goods. One case in particular was mentioned in last week's issue where a grocer had to pay \$37 to settle a case. Ginger containing starch had been sold.

These reports indicate that insufficient attention is being paid by at least some dealers to quality and purity in goods purchased. They are too anxious to buy cheaply, believing they will have an advantage over competitors in selling.

Facts, however, are all against this supposition. The biggest retail grocery stores to-day, and the most successful, are those that have placed quality before price. The reason is that people want pure things to eat, and they go to the stores who can supply them. They may be fooled sometimes, but not always, and it is undoubtedly to the advantage of the retailer that they be not fooled at all.



PRICE REGULATION IN BUTTER

So many consumers and daily newspapers have claimed that the trade has been responsible for the high price of butter, that the remarks on the question of J. A. Ruddick, chief dairy commissioner, to the contrary will prove instructive reading. They appear in this issue in our Produce and Provision Department.

It has been referred to so often in The Grocer that butter supply in Canada has been inadequate during the past winter to meet demand, that it needs no further comment. All dealers will remember the importations of New Zealand and United States butter early this spring to help supply the call for butter. It has long since become an established fact, that when any article of commerce becomes scarce and there is a large demand for it, the price at once soars. This was the case with butter, but the daily press is usually so interested in catering to the multitude that it loses sight of such facts.

Since butter is an article of international trade, its price is regulated by supply and demand the world over. The world-wide scarcity during the past season accounts for the price. Anyone can see that since the spring season opened butter has gone down. The increased supply was the natural cause.



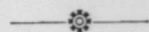
MAKE USE OF ADVERTISEMENTS.

The trade newspaper differs from other publications in one very important essential. Not only does the reading matter have a direct and practical interest for the reader, but every advertisement has the same. There is quite as much inducement for the trade newspaper subscriber to read the advertising sections as the editorial pages. This fact is pretty widely recognized, and most dealers look The Canadian Grocer through from cover to cover.

The information obtained in this way should not be lost. If a dealer reads his trade paper every week he undoubtedly benefits, but unless he takes some steps to retain the information, he does not realize the fullest benefit. Some system of tabulating information is needed. We suggest that readers of The Canadian Grocer study the advertising pages carefully and mark with a blue pencil everything which especially interests them.

Clip out everything marked and paste the clippings in a scrap book. Better still, have several scrap books each devoted to some branch of the business. By this system it will be found easy to turn up any information desired.

The advantages of the idea will be patent to all. The dealer who follows it will have information with reference to every branch of retailing ready for reference at any time. The same idea might be used in the preservation of reading matter. Any article or item which has a point of particular interest might be clipped out and pasted in a scrap book for use in the future. Many window dressers find this to be a valuable idea. They keep every window display shown and thus secure ideas for their own work.



EDITORIAL NOTES.

There is plenty of business to be had during summer if the grocer goes after it.

* * *

The picnic season is here. It means not only more recreation, but more business as well for the grocer.

* * *

The questions on credit giving, and answers by Henry Johnson, Jr., in this issue, are worth careful perusal.

* * *

Forty-six years in business in the one town is the pretty good record of Thos. Muleahy, of Orillia. Not many can beat it.

* * *

The income of John D. Rockefeller is \$140 per minute. Don't tell this to the delivery boy. He often says, "I'm worth as much as any man."

* * *

If people don't eat as much fresh meat in summer as in winter, they eat something else. They have to live just the same, and the grocer gets the benefit of the change.

* * *

Someone poetically inclined says "that it's always safe to swat the fly unless he's on a custard pie." But wouldn't there be wails and woes if he were swatted on baby's nose?

* * *

Dominion Day falls on Monday next. As it is not possible for The Grocer to see all the window displays appropriate for the holiday, any good photographs would be appreciated.

* * *

No longer need the traveler kick his heels for a whole afternoon around the empty streets of a town which has closed up for the afternoon. By consulting The Grocer he can plan out his route to dodge the half-holiday.

* * *

If the daily press would begin a campaign to instil truthfulness into those shoppers who misrepresent the prices of other dealers, instead of making wholesale accusations of graft against retailers, the world would be better off. It would have a great deal more timber to work with.

Credit Giving Questions and the Answers

Where is the Proper Place to Dun a Customer?—What Would You Do in Case an Account is Disputed?—Should Bill of a Poor Pay be Discounted?—Further Explanation of Statement Submitted in April Issue—Some Items for Expense Account.

*By Henry Johnson, Jr.

Winnipeg, May 29, 1912.

Mr. Johnson, c/o Canadian Grocer.—

Dear Friend,—I find I did not make my statement very plain. I own the building. But I charged interest on building and fixtures so I should not charge rent. Neither should I charge contributions; that is voluntary. One hundred dollars would not let me out on that. Neither should I charge for trade papers. I take several, but that is optional. I think it pays to take them. Taxes and sundries should be in. My business of 1910 was \$24,579; for 1911, \$28,455.17, not quite \$4,000, gain. I commence Feb. 1st for 1912. Feb. and March show a gain of \$166.24. My gain in April will be much more as I bought a car of seed potatoes and have them all contracted to be taken from the car, so there will not be any expense hauling. I have been doing business for myself for eight years. My inventory has never been over \$1,700, generally, \$1,500. I don't suppose you would do business my way. I don't advise anyone to. I credit most anyone for a small amount, carry farmers one year, sometimes more, lose a lot every year. In spite of all losses I have made some money every year. With best wishes for you and The Canadian Grocer, the best trade paper I ever saw, I remain, yours,

C—J—H—

A Lesson From Solomon.

If that is not a prize letter, I want to be "shown." Makes me think of old Solomon with his profound wisdom: "Better a dinner of herbs and contentment than a stalled ox and strife therewith." The square peg who has found a square hole into which to fit; who has studied the exact shape of that hole so that he can fit in snugly; who has then fixed himself firmly into it, and is now perfectly content to stay right there, "making some money every year" — why, what more can anybody want?

This man would not pass as a literary man, generally; yet I should like to compare the concise little story he has given us in these two brief letters—the first appeared in April 26 issue—with the best of anyone of supposedly high attainments. The little tale is a classic in its simplicity and sufficiency. Can

*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.

you picture him as he is in daily life? the reliable friend of all; knowing everybody; helping everybody to the limit of his conservative ability with his "voluntary contributions whereof it appears that his left hand knows nothing that his right hand does? This is surely a reproduction, in a slightly different form, but just as true to life, of The Village Blacksmith; a character we can all so justly love and ever profoundly respect.

The Charging of Rent.

I dislike to wake up and disturb this idyll with sordid business details; but we must do it if only for the fuller enlightenment of some who might conclude that such methods may do for general rules. Hence, here goes:

It is better to charge interest on building and fixtures than to follow some examples and not charge anything. It would be still better to charge the business with such a rental of the building as it would reasonably bring if leased to another. Then interest and depreciation should be charged against the building. The remainder would constitute the net earnings of the building. Furniture, etc., should be depreciated 5 per cent. to 10 per cent. annually: Interest should be charged against the entire capital investment.

Contributions as Expense.

Contributions that are made out of the \$75 monthly salary which H— allows himself do not concern the business and are not expense; but every dollar that goes out of the business must be accounted for. If contributions are made as a matter of good business policy, they are made because the making thereof is good for the business; hence, valuable to the business; ergo, a part of business expense. If they are made because it is the part of a good citizen to make them, then they are a portion of the duty of the citizens to his community; hence, are like taxes; therefore, must be considered part of the expense. You cannot take something for nothing. When you spend a dollar, you take it from where that dollar was; and you must account for it—call it what you will. Thus contributions must be credited to the business, and the most logical credit is to the expense account.

Same with trade papers. H— "thinks it pays to take them." So does

it pay to buy light. Pays whom? The business. Hence the business must foot the bills.

In Harmony With Environment.

For the rest I have no possible criticism. It is all admirable. To say that he would not advise another to do as he does is only to say that what is good for one business may not be good for another. I incline to the belief that H— knows just what he is doing and why he does it; that he has fitted himself perfectly to his environment; that he does just the right thing in his circumstances and for the community in which he lives; that in every respect he is a good citizen.

My good friend, I thank you for your letters. If fortune ever favors me by landing me in your neighborhood, I shall do myself the honor of paying you a visit.

Credit and Collection Questions.

I have a list of questions entitled "Credits and Collections." There are 44 of them, many of which are mere repetitions to all intents and purposes; and many more of which can only be sufficiently answered by "Use Your Judgment." For instance:

No. 4. If you have a stipulated time for settlement, in case the customer fails to pay promptly, would you demand a note?

No. 10. In holding a special sale or selling regular goods at special prices, would you demand cash from your credit customer?

No. 11. Would you allow a wealthy or influential customer to override your business rules?

No. 17. Would you consider it good business to dun a customer in the store?

No. 18. Do you think it proper to mail statements to patrons at the end of each month?

No. 19. Should a merchant in presenting his bill leave the impression that he is in sore need of money?

No. 22. Would you advise the discounting of a bill, say 10 per cent., from a patron who is considered poor pay, in order to make collections?

No. 28. Would you advise the placing of account in judgment should customer fail to meet your requirements?

No. 29. Would you give trade checks when customer has an open book account?

No. 39. In case of disputed account you know you are right in demanding payment, but in case you make the demand you lose the customer, what would you do?

No. 40. How would you handle a credit customer who trades with you when he wants credit and with your competitor when he has the cash?

Some Answers Submitted.

To which a little comment might be added as follows:

No. 17. The store is the place of business. The giving of credit is arranged there. The payments are made there. Dunning should also preferably be done there when you get the chance on a slow customer—no other place is quite so suitable.

No. 18. If that is your practice, it is proper. If not, it is not.

No. 19. Use careful judgment. It may work sometimes; but remember the boy who cried "wolf."

No. 22. If you don't you may have to "discount it" 50 per cent. or 100 per cent. later on. Therefore, take 90 per cent. quick; congratulate yourself on your good fortune; and then "sin no more."

No. 28. If the "judgment" is going to help you enough to make up for the "stink" of gossip. As a general thing it is good judgment to take your loss quickly, wipe off the amount from your resources, and extend no more credit. Take due cognizance of the long tongue of the "offended" buyer, and consider that well in the equation.

No. 29. As a general thing, especially in a small town, you must treat all alike,

even though they are not all entitled to the same treatment. You must consider this feature when you inaugurate the "sale."

The Customer Always Right.

No. 39. Usually it pays to remember that "the customer is always right," even though it "hurts" sometimes. Better the definite loss now, that you know about, than the indefinite, indeterminate loss that may otherwise be entailed. If you yield, you can probably "make it up on her" someway; but she's gone if you stand firm. Plenty of opportunity for good judgment here.

No. 40. If the credit is profitable, continue the account—but, of course, it is NOT profitable if it is never paid. Cut out all feeling in the matter. If the account pays, continue it, and exercise your best ingenuity, continually and unremittingly, to win the entire trade of the customer. You always have this opportunity so long as she trades with you, even on time; but you will not have the opportunity if you once drive her away.

Some others of the questions will bear more detailed discussion and I shall take them up again.

Drake, Walter Hungerford of A. M. Smith & Co., Clem Garvey, Tom Shaw, Harry Bell, Mr. Baker, Eddie Richards, Tom Ranahan and others. The return special arrived in London at midnight in time for everyone to get a street car home.

Committee in Charge.

The committee who worked hard to make the outing a success were John Diprose, Pres.; J. A. McFarlane, 1st vice-president; H. Forentaine, 2nd vice-president; Thos. Shaw, treasurer; Jas. McKenzie, secretary; G. B. Drake, M. A. Young, J. W. Eddy, N. McLeod, W. Mullins, Harry Ranahan and E. J. Ryan.

On the Side.

Fred Tobias and Joe Boyd did not root as well as usual at the ball game. Perhaps that lady was the cause.

The blue given away by the manufacturers didn't dampen the spirits of the ladies.

John Diprose wished that Dave Clark and Billy Miller, of Toronto, were along.

Dick Donagby was one of the excusers who took the trip. The boys were glad to see him again.

President Diprose made himself solid with the ladies by his liberal dispensing of the olives.

Tom Shaw generally stays two days, but his better half stayed herself this time and sent Tom home.

London Grocers Hold Annual Excursion

Seven Hundred Take in Their Excursion to Detroit—Had a Delightful Outing—Many Attend Ball Game and See Ty Cobb in Action—Joy Riders Among the Excursionists—Take Automobile Ride Around the City.

London, Ont., June 27.—The excursion of the London Retail Grocers to Detroit on Wednesday, June 19 was perhaps the most delightful of the many successful outings the grocers of London have had. The weather was made to order it being a beautiful balmy summer's day, such as to make everyone wear that smile that denotes real happiness. They forgot the care of shop and thought only of a good time, and they certainly had it. There were nine coaches filled with grocers and their friends—in all seven hundred people boarded the train at the G.T.R. depot at 7.45 a.m.

The train had not gone many miles before the excellent committee started to look after their patrons, baskets of oranges, bananas and sandwiches being passed through the train as well as liquid refreshments in the shape of soft drinks and buttermilk. Two London biscuit and candy manufacturers presented each lady with a souvenir package of candy and biscuits. Chewing gum was also in evidence as well as olives and other relishes.

The travelers of all the local wholesale houses were on hand to look after

their customers, while representatives of some Toronto Firms were also present. In the baggage car ahead was where the real fun took place. Here grocer, clerk and traveler congregated together. Gordon Drake and Albert Young served out refreshments while a quartette consisting of Alf. Carr, M. Baker, Ed. Ryan and R. Noel sang a great variety of songs both old and new.

Many Attend Ball Game.

Arriving at Detroit at 10.30 the crowd scattered, some going to Belle Isle Park, while others visited the stores and friends. In the afternoon the majority went to the baseball park to see Detroit and Cleveland of the American League battle for nine innings. Gregg, the pitcher for Cleveland, was too much for the "Tigers," even the great Ty Cobb striking out. The London fans were disappointed as they wanted to see Detroit win. The few who stayed over for Thursday's game saw Detroit win in a game full of excitement.

Several of the excursionists formed automobile parties during the afternoon, among the joyriders being Gordon

GATHER IDEAS FROM OTHERS.

While it is commendable that dealers should to a large extent put into practice ideas of their own, still he should make full use of any good ideas that other merchants may use. Very often he will see a window or interior display that he would be able to use to advantage himself or he may see an advertisement that particularly appeals to him. The dealer should study the advertisements of other stores, both in his own and other towns. From them he may gain points for the general advertising or it may be only an advertising phrase that he may secure, but he should continually be on the lookout for any of these helps. By giving attention to the displays of other stores he may get ideas which he may use in whole or part in his own business. Many of the dealers in the smaller towns at intervals make trips to the larger centres, where they secure many ideas which they are able to put into practice in their own store.

Geiger & Shetler have succeeded M. M. Durkee, general merchants, Semans, Sask.

Current News of the Week

Quebec and Maritime Provinces.

Miss Hannah Lipsett, Fredericton, N. B., has sold her grocery business to H. A. Cronkhite.

W. R. Spooner, manager of Halifax Cold Storage Co., Limited, Montreal, has returned from his annual Western trip.

Alfred H. Brittain, managing director of The Maritime Fish Corporation, Limited, Montreal, has just returned from his honeymoon.

John Robertson & Son, Limited, wholesale grocers and importers, Montreal, have been incorporated with capital stock of \$250,000.

Leonard Bros., wholesale fish dealers, Montreal, are installing an additional electric elevator, and are increasing capacity of their cold storage.

Share & Campbell, retail grocers, Goring Street, Halifax, N. S., have dissolved. The business will be continued under same name by W. L. Share.

T. A. Wilson, of J. & W. Kearney, tea merchants, Montreal, who has been ill with erysipelas for past couple of weeks, will soon be in his usual good health again.

A. G. Snowdon, of Snowdon & Ebbitt, commission merchants, Montreal, is homeward bound from the British Isles, having started thence on a business trip some few weeks ago.

Bruno Trudel, managing director of tea and spice department of L. Chaput Fils et Cie., Limitee, Montreal, has returned from a business trip to Toronto, Port Arthur and Fort William.

J. A. Nadeau, of Forbes & Nadeau, Montreal, recently made a short business trip through Northern Quebec towns. Mr. Nadeau has evidently taken to mountain climbing, as he spends his weekends always among the Laurentians. W. E. Forbes of same firm has just returned from holidays spent at Nominque, Quebec, where he indulged in considerable trout fishing.

The eighteenth annual meeting of the Maritime Board of Trade will open at Truro, N. S., on Wednesday, Aug. 21. Mr. Williams, of Moncton, the secretary, who looks for a big attendance at the forthcoming meeting, is urging the several boards to consider and forward the subjects they wish to have discussed. A new by-law passed last year at Moncton provides that: "No subject of a purely local character, in which the interest of one board may be opposed to the interests of others, will be allowed

on the program for discussion at any meeting.

Ontario.

J. E. Wilson, grocer, Blind River, Ont., is moving to Steelton, Ont.

Mrs. H. Moss, grocer, Hamilton, Ont., is succeeded by J. R. Turner.

W. S. Wilcox, general merchant, Inwood, Ont., has sold his business.

Chas. Rishor, wholesale grocer, Peterboro, Ont., was in Toronto on Friday last on business.

A. E. Edwards, grocer, Beaverton, Ont., has recently brightened up the front of his store.

The merchants of Galt, Ont., will hold this year's picnic to Port Stanley on Thursday, July 25.

Major J. M. Ross, of the Canadian Cereal and Milling Co., Toronto, is attending the military camp at Goderich.

Howard Cane, of Wm. Cane & Sons Co., Ltd., woodenware manufacturers, Newmarket, Ont., is on a business trip to Winnipeg.

McKinnon & Davidson, grocers, Sudbury, Ont., have purchased the business of D. McKinley, of that town. They will conduct it as a branch.

Charles R. Ead, of St. Thomas, has sold his grocery business to William J. Powell. Mr. Eads expects to enter the grocery business in Toronto.

The Toronto open air horse show will be held as usual on the morning of July 1 this year. A number of grocers will enter in the delivery outfit contest.

MacLaren Imperial Cheese Co. have opened a show room at 31 Front Street East, Toronto, for such lines as Christmas crackers, stockings, novelties and confectionery.

The grocers of Chatham, Ont., have inaugurated a weekly half holiday for the summer months. Beginning with June 18 and continuing till Sept. 1, all the grocery stores will close at one o'clock on Tuesday afternoons. They will not close, however, on weeks in which there is a public holiday.

Jas. Patterson, general merchant, Ceylon, Ont., has left for a six month trip to his old home in Ireland. Before leaving he was presented with a handsome umbrella suitably engraved by the traveling men with whom he deals. Ed. Groskurth, of Gordon. McKay & Co., and John Charles, of H. P. Eckardt & Co., Toronto, made the presentation.

F. M. Tait, of Oshawa, who for past ten years has represented Jno. Sloan &

Co., wholesale grocers in the territory east of Toronto, has been transferred to their Belleville office. Previous to his departure from Oshawa, he was banquetted by the business men of that town and presented with a splendid club bag. Mr. Tait is an ex-councillor of Oshawa, where he has resided for past thirty years.

The MacLaren Imperial Cheese Co., Toronto, were quite busy last week receiving several of their principals. Among them were: A. W. Maconochie, of Maconochie Bros., Ltd., Millwall, London, England; Percy A. Spaul, of Huntley & Palmers, Ltd., Reading, England; Edward J. Caley, president of A. J. Caley & Sons, Ltd., of Norwich, England, whom they represent for such lines as Christmas crackers and confectionery; and Mr. Gray, of the Cleveland Macaroni Co., Cleveland, O., manufacturers of the "Golden Egg" products.

The stores and offices at Ridgeway, Ont., with the exception of the Northway Co. and Craig Co. stores, will close every Wednesday during June, July and August at 12 o'clock noon. In order, however, that the public may not be inconvenienced, one grocery store will remain open each Wednesday afternoon.

Among the retailers from Ontario points who were in Toronto this week were: A. H. Milner, Brampton; A. Thompson, Pine Grove; C. H. Gibson, Poreupine; J. D. Glover, Mattagami; W. C. McFarlane, Queensville; Frank Chappelle, Brown Hill, and W. H. Blyth, Bellwood.

Western Canada.

H. Taylor & Son, grocers, Saskatoon, Sask., have sold to J. E. Moffatt.

A. H. Dixon, proprietor of the Public Grocery, Calgary, Alta., has sold to I. Arstead.

Losey & Haimrast, general merchants, Warner, Alta., have dissolved. Mr. Losey is continuing the business.

Dillon & Shaw have started a general store at Athabasca Landing, Alta.

H. M. Durkee, general merchant, Semans, Sask., has sold his business to A. P. Shelter as S. Geigher, from Rosthern.

The North Lethbridge Society, Ltd., has opened a grocery store at Lethbridge, Alta.

A general store has been opened at Magrath, Alta., by Grant & Davies.

Four Lethbridge, Alta., fruit dealers have been fined for selling short measure contrary to the Fruit Inspection Act.

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Sugar Declines Another 10 Cents

At Beginning of Week—Market Has Not Steadied Since
Decline—Canned Beans Have Been Advanced—Rice is Firm—
Eastern Markets Continue Strong—Summer Goods Moving.

QUEBEC MARKETS.

POINTERS:—

Sugar.—Down 10 cents.
Filberts—Up ½ cent.
White Pepper—Firm.

Montreal, June 27.—Trade has been very satisfactory in practically all lines though dried fruits have not been so active of late.

Considerable anxiety has been caused by an evident corner in rice in the Far East, and prices are now hovering round the level reached during the panic last year.

Wholesalers report an improvement in collections, and there seems to be a greater surplus of cash throughout the country. Things are now in a good way, and it seems that good times are ahead.

SUGAR.—Last week we reported a weak feeling in the market, and at beginning of this week a ten cent decline was registered. The weakness was no doubt due to the good crop on this side, and reports of good general appearance of things in Europe.

It is said that the United Kingdom will not have to buy sugar to any great extent from Cuba, owing to heavy shipments from Java, so that a source of possible competition has been removed. Further reports advise that planters in Cuba are all carrying heavy amounts for this time of year, so that bullish feeling so common on market just before end of crop will be removed.

Demand at present is good, and we may see a still further decline, though it is not expected that it will go below the five dollar mark.

Granulated, bags	5 65
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 65
Extra ground, 50-lb. boxes	5 45
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.—Considerable interest is shown in grocery grades of molasses, and large demand makes things more interesting. As said frequently before, molasses is one of the few foodstuffs remaining cheap, and so a good demand is natural.

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 03 1/2	0 03 1/2
Corn syrups, half-barrels	0 03 1/2	0 04
Corn syrups, quarter-barrels	0 04	0 04
Corn syrups, 38 1/2-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, 1/2 doz. per case	3 15	3 15
Cases, 20-lb. tins, 1/4 doz. per case	3 10	3 10

DRIED FRUITS.—Trade in California fruits for either future or immediate delivery is not over brisk, although considerable inquiry is reported from Europe for California prunes. Coming crop should be a good one, as late rains have aided it rather than harmed, and while others go so far as to say that bad weather has prevailed and that things are not at all rosy, we may accept the latest optimistic advices as authority.

The local market is fairly active, with dullness noticeable in some lines, the chief to suffer being raisins and currants. Apricots are now in the lime-light, and a fairly strong feeling prevails. Peaches are also quiet, just a small volume of business passing.

Evaporated apricots	\$0 22	\$0 24
Evaporated apples	0 11	0 11
Evaporated peaches	0 18	0 19
Evaporated pears	0 18	0 19
Currants, fine filiatras, per lb., not cleaned	0 08 1/2	0 09 1/2
Currants, fine filiatras, per lb., cleaned	0 07	0 07 1/2
Currants, 1-lb. pkgs., fine filiatras, cleaned	0 08	0 08 1/2
Currants, Patras, per lb.	0 09	0 09 1/2
Currants, Vostizas, per lb.	0 09 1/2	0 10
Dates, 1-lb. packages	0 06	0 06 1/2
Dates, Hallowee, loose	0 11	0 11
Figs, 3 crown	0 07 1/2	0 08 1/2
Figs, 4 crown	0 08	0 08 1/2
Figs, 5 crown	0 08 1/2	0 09
Figs, 6 crown	0 09	0 09 1/2
Figs, 7 crown	0 10	0 10 1/2
Figs, 9 crown	0 14	0 14
Comadre figs, about 33-lb. mats	1 30	1 40
Glove boxes, 16-oz. per box	0 10 1/2	0 11 1/2
Glove boxes, 10-ozs., per box	0 07	0 07 1/2
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 09 1/2	0 09 1/2
70-80	0 09	0 09
80-90	0 08 1/2	0 08 1/2
90-100	0 08	0 08
Rosella prunes	0 08	0 08
Raisins—		
Choice seeded raisins	0 08 1/2	0 08 1/2
Choice fancy seeded, 1-lb. pkgs.	0 09	0 09
Choice loose muscatels, 3-crown, per lb.	0 08	0 08
Choice loose muscatels, 4-crown, per lb.	0 08 1/2	0 08 1/2
Seedless, new, in packages	0 07 1/2	0 07 1/2
Select raisins, 7-lb. box, per box	0 07 1/2	0 08
Sultana raisins, loose, per lb.	0 11	0 11
Sultana raisins, 1-lb. cartons	0 16	0 16
Malaga table raisins, clusters, per box	2 50	5 75 1/2
Malaga table raisins, clusters, per 1/4 box	0 80	1 00
Valencia, fine, off stalk, per lb.	0 06	0 07 1/2
Valencia, select, per lb.	0 06 1/2	0 07 1/2
Valencia, 4-crown layers, per lb.	0 07 1/2	0 08

TEA.—There is a very strong feeling in market for higher grade Japans and we are safe in saying that we have reached point where crop output is not equal to the demand. Japan sifting has declined one cent.

There is a fair distributing demand for general list, but we understand that there are less Indian varieties offering than last year, so that market is hardening.

Japans—		
Choicest	0 40	0 50
Choice	0 35	0 37
Fine	0 30	0 35
Medium	0 28	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 26
Hyson	0 19	0 22
Gunpowders	0 19	0 26
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.—There is quite a good demand for coffee both locally and from the country, and roasters are expecting a good run of business during the summer. Considerable interest is being paid to reports about the new crop, as most roasters are anxious to see it a good one, and thus break up the past succession of crops which have not been sufficiently large to meet the world's requirements. However, the situation in Brazil is exceptionally strong, and no cheap coffee can be seen there.

Mocha	0 25	0 28
Rio	0 21 1/2	0 23 1/2
Mexican	0 24	0 28
Santos	0 22	0 24
Maracaibo	0 23	0 26 1/2

SPICES.—Market is active in all peppers and prices show an upward tendency. In fact there is a general show of interest throughout the whole range of lines, but stocks have reached a narrow limit.

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 20
Ginger, Cochin	0 17	0 20
Mace	0 35	0 35
Nutmegs	0 25	0 30
Peppers, black	0 16	0 18
Peppers, white	0 22	0 27

RICE AND TAPIOCA. — The rice market continues strong and if full weight is to be paid to reports arriving from all leading centres, higher prices will be reached in a short time. That the Government in China has little control over the merchants is perfectly evident, as after supplies had been cornered and merchants refused to part with stocks for less than \$10 per 100 lbs., the Government ordered a general unloading of stocks at reasonable figures, but little attention was paid to the order and goods are still held. Foreign rice has therefore been in demand on the Rice Guild, and as prices for Saigon and Rangoon rice for immediate shipment are still higher than those asked locally for Chinese rice, it seems an odds-on chance of foreign rice receiving considerable attention.

An official report on trade of Japan states that the chief agricultural crops have been better than last year, but price has remained high and the problem is a serious one for rice being the bread of Japan regulates cost of labor.

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.	0 06	0 07
Tapioca, medium pearl, lb.	0 07	0 08
Seed, lb.	0 07	0 08

NUTS.—Filberts have advanced a half cent owing to shortage in supplies, and are likely to advance a little further. Brazil nuts are quiet and somewhat easier, and while almonds are dull and uninteresting, walnuts, both shelled and unshelled, are without animation.

In shell—		
Brazils	0 14	0 15
Filberts, Sicily, per lb.	0 10 1/2	0 12
Filberts, Barcelona, per lb.	0 11	0 12
Tarragona Almonds, per lb.	0 16	0 17
Walnuts, Myette Grenoble, per lb.	0 14	0 15
Walnuts, Marbots, per lb.	0 14 1/2	0 15 1/2
Walnuts, Cornes, per lb.	0 11	0 12
Hungarian	0 13 1/2	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 08 1/2	0 09 1/2
Coon, roasted	0 08 1/2	0 09 1/2
Diamond G, roasted	0 09	0 10
Ron 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 11	0 12
Walnuts—		
Bordeaux halves, bright	0 26	0 28
Broken	0 27	0 29

ONTARIO MARKETS.

POINTERS:—

- Sugar—Down 10c to \$5.15.
- Canned Beans—Advanced.
- Celery Seed—Still Climbing.
- Rice—Firm.

Toronto, June 27.—Sugar has again been one of the features of week, another decline of 10 cents being recorded on Monday. This leaves refined at \$5.15 as compared with \$4.70 one year ago. Lateness of preserving fruits has delayed movement of sugar, but consumption should shortly begin to reach substantial proportions. In absence of any indication of higher prices, dealers continue a hand-to-mouth policy.

Jobbers report business as fair for season. Sugar is not so brisk as usual at this time, but in general lines business appears up to normal. Picnic, camping and summer goods in general which were neglected in early June because of unseasonable weather are now beginning to move better.

Canned beans have been advanced this week. High cost of raw material is principal reason assigned.

SUGAR.—Following the weak feeling recorded in sugar last issue, refined declined 10 cents per cwt. at beginning of this week, bringing it down to \$5.15 per cwt. on local market.

Situation still continues easy, market having failed to steady up since decline. Cuban output continues to slow up well, but this is becoming more of a finished issue, and attention is being directed to beet crop in Europe. So far reports from this source have been favorable, but it must be remembered that it was just about a year ago that Europe began to send out adverse reports.

Demand still continues on a hand-to-mouth basis.

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 01
Yellow, bags	4 75
Barrels of granulated and yellow will be furnished at 5 cents above bag prices.	
Extra ground, 1-bbls.	5 55
Extra ground, 50-lb. boxes	5 75
Extra ground, 25-lb. boxes	5 95
Powdered, 1-bbls.	5 35
Powdered, 25-lb. boxes	5 75
Powdered, 50-lb. boxes	5 55
Red Seal, 5-lb. box	0 37
St. Lawrence Crystal Diamonds	7 50
Paris lumps, in 100-lb. boxes	5 91
Paris lumps, in 50-lb. boxes	6 09
Paris lumps, in 25-lb. boxes	6 39

SYRUP AND MOLASSES.—There is no particular change in either of these lines. Warm weather is not altogether conducive to consumption of either lines. Still there is a certain demand, and dealers should not neglect their stocks.

Syrups—		
2-lb. tins, 2 doz. in case	Per 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 1/4
Half barrels, lb.		0 04
Quarter barrels, lb.		1 90
Pails, 32 1/2 lbs. each		1 35
Pails, 25 lbs. each		1 35
Maple Syrup—Compound—		
Gallons, 4 to case		4 00
4 gals, 12 to case		5 40
4 gals, 24 to case		5 40
Pints, 24 to case		3 00
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 30
New Orleans, barrels	0 26	0 30
Panama extra fancy	0 50	
Porto Rico	0 45	0 50
Muscovado	0 30	

DRIED FRUITS.—Business, as is to be expected at this time, is rather inclined to quietness. Stocks in most lines appear to be cleaned up to fairly good margin for time of year. Some jobbers are quite well supplied with large-sized prunes, but from present appearances it would seem as if these will be needed this fall, as there is a tendency in new crop to run to small sizes.

Some interest is being directed to future dried fruits. A buying movement of California prunes from Europe has been a recent feature. Currants are reported as progressing well, and present indications point to a good crop. Quotations of around 23 shillings are heard on new crop goods.

Spot dried fruits show no change in price.

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	0 09
Same fruit in 50-lb. boxes, 1/4 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
Tappets	0 04 1/2	0 04 1/2
Figs, 2 to 2 1/4 inches, per lb.	0 09	0 13
Fig figs	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
Pine Filiatras	0 07 1/2	0 08
Vostizzas	0 10	0 12
Uncleaned, 1/4c less.		
Raisins—		
Sultana, choice	0 12	0 14
Sultana, fancy	0 11 1/2	
Valencias, selected	0 08	0 08 1/2
Seeded, 1 lb. packets, fancy	0 08	0 08 1/2
Seeded, 16-oz. packets, choice	0 08	0 08 1/2
Dates—		
Hallowee full boxes	0 06 1/2	
Package dates, per 1 lb.	0 07	
Paris, choicest, 12-lb. boxes	0 09 1/2	0 10 1/2
Paris, choicest, 60-lb. boxes	0 06 1/2	0 07

TEA.—Opening sale in Calcutta was held on June 4, when 20,000 packages were offered. This fairly large quantity tends to confirm indication that a favorable opening of new plucking season, with increased yields in many instances, will prove correct, and from forward musters seen, it is generally anticipated that quality will be up to the average of previous seasons. The weather reports from Ceylon are of a character favorable for heavy flushing, so that large quantities of inferior liquoring teas are likely to come forward. The shipments from Colombo to United Kingdom during May were 13,000,000 lbs., or an increase of 2,000,000 lbs. on May of last year, while estimate for June is for a further increase of 1,500,000 lbs., which, if realized, will put the available supply for first six months of the year approximately 2,000,000 lbs. over the corresponding figures of 1911.

COFFEE.—There is no material change in local coffee situation, but steadiness prevails, with primary markets showing no tendency to recede. The new crop begins its outturn on July 1, but it is so gradual that it has no great effect on market immediately. This year prospects do not look promising.

Local wholesalers do not note any great falling off in consumption. Trade appears to be fair for time of year.

Rio, roasted	0 23	0 24
Green, Rio	0 19	0 20
Santos, roasted	0 24	0 25
Maricibo, roasted	0 25	0 26
Bagotas	0 27	0 28
Mocha, roasted	0 30	0 32
Java, roasted	0 32	0 36
Mexican	0 27	0 28
Guatemala	0 25	0 26
Jamaica	0 24	0 25
Chicory	0 12	0 13

SPICES.—Celery seed still continues its spectacular advance. Three months ago it was selling here for 18 cents, asked. It seems difficult to obtain, and while to-day 40 to 45 c. is being asked it is hinted that market is probably cornered. Cloves are strong and advancing, while mace is firm on primary market. Peppers still hold steady. A re-

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THE CANADIAN GROCER

port from New York on spices says:— White peppers have advanced sharply on active trading, and the large business done is perhaps the most important feature of the week. Zanzibar cloves are also firmer, as are Cassias and nutmegs, and the trade demand is exceptionally brisk for this season of the year. The actual scarcity on the spot of a number of articles is being felt, and should the demand continue on its present scale, further advances for spot goods are probable.

	5 and 10 lb. tins.	¼ lb. pkgs.	¼ lb. tins doz.
Allspice	15-19	65-0 70	70-0 80
Cassia	20-22	85-1 15	95-1 25
Cayenne pepper	23-33	80-1 05	90-1 15
Cloves	23-29	75-0 95	85-1 10
Cream tartar	25-26	90-0 00	
Curry powder	25-00		
Ginger	22-27	65-0 85	75-0 95
Mace	65-80		0-2 75
Nutmegs	30-60	90-0 00	1 60-2 50
Peppers, black	19-22	67-0 75	80-0 90
Peppers, white	28-30	90-1 05	1 05-1 15
Pastry spice	30-37	65-0 95	75-1 10
Pickling spice	14-18	75-0 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
Shredded cocconut, in pails	0 16% 0 17%

RICE AND TAPIOCA.—Rice, even at last week's advance of 15 cents per cwt., continues strong. Advices from the producing sections of the Far East all denote a strong upward tendency, and it appears that the decline in prices during early spring is soon to be made up.

Not only is market on Rangoon firm, but there is a marked steadiness all down the line. Trade is reported as fair for season. Rice is a good summer food.

Standard B., from mills, 500 lbs. or over, f.o.b. Montreal	Per lb.
Rangoon	0 03% 0 04
Fancy rangoon	0 05
Patna	0 05% 0 06
Japan	0 05 0 07
Java	0 06 0 07
Carolina	0 08 0 10
Sago, medium brown	0 06% 0 07
Tapioca—	
Bullet, double goat	0 08
Medium pearl	0 06% 0 07
Flake	0 08
Seed	0 06% 0 07

NUTS.—There is nothing new to report in nuts. Peanuts is the only line that is moving well. Shelled varieties are fair.

Almonds, Formigetta	0 15	0 15%
Almonds, Tarragona	0 16%	0 17
Almonds, shelled	0 35	0 36
Walnuts, Grenoble	0 15	0 16
Walnuts, Bordeaux	0 12	0 13
Walnuts, Marbots	0 13	0 14
Walnuts, shelled	0 28	0 30
Peanuts	0 11	0 12
Brazils	0 17	0 18
Peanuts, roasted	0 13	0 15
Peanuts, green, extras	0 10	0 13
Peanuts, green, jumbo	0 08%	0 10

BEANS.—Canadian beans are scarce and from \$2.85 to \$3 is being asked. Hungarian beans have arrived on market. One local jobber quotes them at \$2.50 per bushel.

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

CANNED GOODS.

TORONTO.—The inevitable has come in canned beans, prices having at last been advanced. The strong feeling in this market has been referred to for some time now, and retailers should be

well prepared for the advance. One firm quotes 1's up from 50 to 60c; 2's from 90 to 95c; 3's flats from \$1 to \$1.15, and 3's tall from \$1.25 to \$1.35. This is for pork and beans. The high cost of raw material, as well as higher prices on other goods used in manufacture is cause of advance. The manufacturers are experiencing great difficulty in securing supplies of raw material.

Some firms are still offering slight concessions in peas. Corn is selling from 95c to \$1. Salmon continues steady.

Demand is mostly for immediate wants in canned goods at present. Salmon is a good selling line, as well as other lines of fish. Pork and beans, soups, canned beef, jellied meats and other lines suitable for picnic and camping purposes should sell well from now on.

MANITOBA MARKETS.

POINTERS:—

- Sugar—Down 10 cents.
- Canned Goods—Good demand.
- Prunes—Firmer.
- Peanuts—Dearer.

Winnipeg, June 26.—Real summer weather is driving all who are able to spend the week end at least to summer camps and cottages. This has given a decided boost to many lines of canned goods, smoked meats, cheese and other goods that are easily prepared and handled.

Staple lines are in good demand, and prospects bright. Rain would, however, be welcome, though want of it would not seriously affect business for another week.

Further reductions in dried fruits have not taken place. Reports of "dropping" in the prune orchards have given a firmer tone to this line.

A feature has been a further reduction of 10 cents per cwt. in sugar. Easier raw material accounts for this. Locally there is an excellent demand, which should improve next month.

India teas are reported easier, and coffee is unchanged, and remains high.

SUGAR.—A general reduction of ten cents has taken place in sugar. Local demand is excellent, and will improve with advance of the preserving season.

Montreal and B.C. granulated, in bbls.	5 01
Montreal and B.C., in sacks	5 75
Montreal and B.C. yellow, in bbls.	5 01
Montreal yellow and B.C. yellow, in sacks	5 75
Feing sugar, in bbls.	5 05
Feing sugar, in boxes (25 lbs.)	6 25
Powdered sugar, in bbls.	5 25
Powdered sugar, in boxes	5 80
Powdered sugar, in small quantities	5 75
Lump, hard, in bbls.	6 75
Lump, hard, in half bbls.	6 75
Lump, hard, in 100 lb. cases	6 75

SYRUPS.—No further changes reported or anticipated. Market is inactive.

Syrups—	
24 2-lb. tins, per case	2 48
12 5-lb. tins, per case	2 88
6 10-lb. tins, per case	2 76
3 20-lb. tins, per case	2 77
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
½ gals., 1 doz. case	5 85
Gals., ¼ doz. case	5 40

DRIED FRUITS.—Prune prices are somewhat firmer. One of the largest packers in California estimates this year's world production of prunes at 348,000,000 pounds as compared with 376,400,000 last year. The Pacific coast estimate has been reduced considerably on account of reported dropping in prune orchards.

New Prunes—	Per lb.
90-100s, 25s. s.p.	0 07%
99-100s, 10s. s.p.	0 07 1-5
80-90s, 25s. s.p.	0 08%
70-80s, 10s. s.p.	0 08%
70-80s, 10s. s.p.	0 08%
60-70s, 25s. s.p.	0 09
50-60s, 25s. s.p.	0 09%
40-50s, 25s. s.p.	0 10
Cooking Figs—	
Choice boxes	0 06%
Half boxes	0 07
Half bags	0 04%
Valencia Raisins—	
Fine, f.o.s., 25s. s.p. per box	2 25
Fine, selected, 25s. s.p. per box	2 41
4-crown layers, 25s. s.p. per box	5 32
4-crown layers, 14s. s.p. per box	1 25
4-crown layers, 7s. s.p. per box	0 70
Ne plus ultra, 25s. s.p. per box	2 20
Currants—	
Dry, clean, per lb.	0 08
Washes, per lb.	0 08%
1-lb. package	0 08%
2-lb. package	0 17%

COFFEE.—There is no change in coffee, which is high and unlikely to be anything else. India and Assam teas are reported as a little easier.

Roasted Rio, per lb.	0 22
Green Rio, 5's. lb.	0 17%
Green Rio, 7's. per lb.	0 16%
Green Santos	0 19
Roasted Santos	0 24
Chicory	0 12%

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.—Roasted peanuts have advanced 1½ cents. There is a first rate demand and prospects first rate.

Nuts—	Per lb.
Almonds	0 17
Almonds, shelled, in 25-lb. boxes	0 34
Almonds, shelled, less than 25 lb.	0 35
Cocconuts, per doz.	0 90
Cocconuts, sacks	5 00
Peanuts, roasted, choice	0 49%
Peanuts, roasted, extra fancy	0 12%
Peanuts, shelled, not roasted	0 09
Peanuts, salted, per ctn. of 25x5e pkts.	0 18
Pecans, medium	0 21%
Pecans, large	0 21%
Brazils	0 11
Nutmegs	0 20
Filberts	0 11%
Walnuts, Marbots	0 11%
Walnuts, Grenoble	0 16
Walnuts, shelled, cases 55 lbs.	0 27%
Walnuts, shelled, in less quantities	0 28%

NEW BRUNSWICK MARKETS.

St. John, June 25.—The market in St. John during past week has shown little change, few differences in quotations being noted. Business has been promising, and with picnic season now at hand demand on many lines has vastly increased. Coming of finer weather which has not been experienced since the middle of May has also made a difference in sales. Fresh fruits are in huge demand, and canned goods for outings and suburban trade are finding a ready purchase.

Advices to local wholesalers are that wheat is firm in Canada and flour shows the same tendency. Feeds have been on a little slump largely due to fact that

pasture land is opening but even yet they are bringing a fancy figure. Cornmeal is a little higher and is apt to stay that way because of scarcity of old corn.

Because of high prices prevailing on beans cost of canned baked beans has at last advanced and local wholesalers have received word that future orders must be rated higher. Canned meats have also gone up because of record prices for beef, and other meats, but neither this nor the advance in baked beans was unexpected. Beef still continues at a record price for St. John and no change is looked for until well on in July, when new grass fed cattle should ease the market. There is no barreled beef with many of the supply houses and they are of the opinion that none can be had until about August, allowing time for preparations necessary to be made before the stock above referred to can be ready for market. Because of pastures being in use, dairy products have fallen in price and butter and cheese are both slightly lower. Reduction in butter, eggs and cheese is not so great as had been expected.

Bacon	.....\$	.....	\$0 15
Beans, hand picked, bushel	.....	3 00	3 10
Beans, yellow eye, bushel	.....	2 90	3 00
Butter, dairy, per lb.	.....	0 23	0 25
Butter, creamery, per lb.	.....	0 21	0 23
Buckwheat, W. grey, bag	.....	0 14 1/4	0 14 1/2
Cheese, new, lb.	.....	0 08	0 08 1/4
Currants, 1's, lb.	.....	0 08	0 08 1/4
Canned Goods—			
Beans, baked	.....\$	1 15	1 25
Beans, string	.....	1 00	1 20
Corn, doz.	.....	1 00	1 06
Peas, No. 4	.....	1 20	1 25
Peas, No. 3	.....	1 25	1 30
Peas, No. 2	.....	1 30	1 35
Peas, No. 1	.....	1 80	1 85
Peaches, 2's, doz.	.....	1 95	2 00
Peaches, 3's, doz.	.....	3 00	3 06
Raspberries, doz.	.....	2 05	2 10
Strawberries	.....	1 85	1 90
Tomatoes	.....	1 75	1 80
Clams	.....	4 00	4 25
Corameal, gran.	.....	5 25	5 35
Corameal, bags	.....	1 90	1 95
Corameal, bbls.	.....	3 95	4 05
Eggs, henney	.....	0 22	0 23
Eggs, case	.....	0 19	0 21
Finnan Haddies	.....	4 40	4 50
Fish, cod, fry	.....	4 60	4 75
Flour, Manitoba	.....	6 55	6 75
Flour, Ontario	.....	6 10	6 20
Lard, compound, lb.	.....	0 12 1/4	0 12 1/2
Lard, pure, lb.	.....	0 14 1/2	0 15
Lemons, Messina, per box	.....	3 50	4 00
Molasses, Barbados, fancy	.....	0 35	0 36
Oatmeal, rolled	.....	5 75	5 85
Oatmeal, std.	.....	6 35	6 45
Pork, domestic mess	.....	21 50	24 75
Pork, American clear	.....	23 50	25 50
Potatoes, barrel	.....	2 25	2 50
Raisins, California, seeded	.....	0 90	0 09 1/4
Rice, per lb.	.....	0 04	0 04 1/4
Salmon, case	.....	7 75	8 00
Red Spring	.....	7 25	7 50
Cohoos	.....	7 25	7 50
Sugar—			
Standard granulated	.....	5 30	5 40
Austrian granulated	.....	5 10	5 20
Bright yellow	.....	5 10	5 20
No. 1 yellow	.....	4 80	4 90
Paris lumps	.....	6 25	6 50

NOVA SCOTIA MARKETS.

Halifax, June 26. — Business continues in excellent volume on local grocery market. Wholesale dealers report trade in good condition, travelers sending in orders fully up to average, while collections are satisfactory.

At the lower prices there is a much better demand for sugars, and this will no doubt continue, as the berry season is near at hand. The first native strawberries reached the market last week,

and sold at 20 cents per box. United States berries are quoted at 16 cents.

There was a sharp advance in price of navel oranges this week. They were marked up from \$3.50 to \$4.00. Pineapples were also advanced one dollar per crate. They are now quoted at \$4.00. American tomatoes are selling at \$4.50 per crate. Bananas are in good supply, and are going to the trade at \$1.85 to \$2.75. Cocoanuts are quoted at \$4.75 per hundred. Lemons are in heavy demand, price being \$4.50 per case. Bermuda onions are plentiful and price is unusually low, now selling at \$1.20 per crate.

Butter continues plentiful, but price holds firm. Eggs are in good supply.

ENCOURAGE YOUR CLERKS.

A young man who has been clerking in the leading store in a town of about 1,200, tells the following experience: "I have been getting up the window displays and advertising of the store I clerk in for some time, but in doing so I am held back by the proprietor in a great many things. No matter if it is only a few cents that is needed to improve the display, he wants it done without it and then he says the results are not as good as they should be. This is also true about advertising: I will get up some good idea and then when he figures what it would cost to print and mail he will turn it down."

How often you see this the case. Some merchants will have a clerk who will take enough interest in the business to try and make a window display, but instead of the merchant encouraging him and getting the little things that are absolutely needed, he will not let him have them and in this way he blights the prospects of some bright clerk who might some day be able to put in a display in any store.

Grocers who do not care to try and keep their windows in shape themselves or who haven't the time, should appreciate the clerk who will take enough interest in his store to try and do it, and if there is anything that the grocer can do to help this clerk along he should do it.

LITTLE BUSINESS SERMONS.

It is very easy for the merchant to form plans, but the hard work comes in carrying them out.

It is all very well to increase business by getting trade away from your fellow merchants, but it is much better to increase it by creating new demand.

Enthusiasm will not keep up itself in your clerks. They must constantly have an example and incentive.

TWENTY YEARS AGO.

Items of Interest From Early Files of The Grocer.

The following items are taken from The Canadian Grocer of July 1, 1892:—

"The measure to enforce early closing referred to last week has since been rejected by the Quebec Legislature."

Editor's Note.—Early closing is still a live question, not only in Quebec, but in other provinces throughout the Dominion as well.

"The grocers of London, Ont., purpose holding a grand procession on the occasion of their annual picnic next month."

Editor's Note.—It is interesting to note that in this issue of The Grocer appears an account of this year's picnic of the London grocers. They still believe that business men need an occasional holiday.

"Mr. Henry Swan, of Swan Bros., grocers, King Street, Toronto, is taking an extended trip through Manitoba and the Northwest Territories. He writes Mr. Armstrong, of Armstrong & Cook, Toronto, and says that letters and books can give no adequate idea of the country, that you must see it to be fairly impressed with its greatness. Mr. Swan goes through to the Pacific Coast, returning about the middle of July."

Editor's Note.—Mr. Swan is still actively engaged in business in Toronto and in the same location as at the time of his trip to Western Canada twenty years ago. Swan Bros. are one of Toronto's oldest retail grocery firms, having been in business on King Street for 49 years.

"There was a big attendance at the molasses auction held in Montreal on Tuesday afternoon. Twenty-two hundred puncheons were sold. Five hundred puncheons were withdrawn before the auction and sold privately at 29c. Among the purchases were 50 puncheons at 28 1/2c and 50 tierces at 32 1/4c, Caverhill, Rose, Hughes & Co.; 50 puncheons at 28 1/2c by C. D. N. Osgoode; 50 puncheons at 28c, by W. S. Goodhugh. James Stewart & Co. handled the sales satisfactorily to all concerned. Five hundred puncheons to arrive will be sold on July 5th."

"Geo. Inch & Son, general merchants, Oak Point, N. B., are succeeded by Inch, Palmer & Co."

Where Half Holidays Are Observed

A List of Practically All Places in Ontario Over 1,000 in Population, Giving Information as to Half Holidays and Hours of Closing — It Will be Seen That the Early Closing Movement is Gaining Ground Rapidly.

The following list includes practically all places in Ontario over 1,000 in population. The information as to half holidays and early closing has been secured at first hand from the clerks of the various municipalities.

Alexandria.—No half holiday. Stores close at 7 p.m. every day except Saturdays.

Alvinston.—Wednesday afternoon.

Bracebridge.—No half holiday.

Blenheim.—Half holiday on Wednesdays from June 15 to September 15.

Brantford.—Half holiday on Wednesdays during June, July and August. (Butchers and grocers only.)

Brockville.—Half holiday on Wednesdays during July and August.

Bowmanville.—Half holiday on Wednesdays during June, July and August.

Brampton.—Nothing decided yet.

Berlin.—Half holiday on Wednesdays.

Bridgeburg.—No half holiday.

Cayuga.—No half holiday.

Chatham.—The grocers close on Tuesday afternoons at 1. So far no other retailers have fallen in line.

Cobalt.—Stores close at 7 o'clock on Tuesdays, Thursdays and Fridays. An agitation for a half holiday but nothing settled.

Colborne.—Half holiday on Thursdays during July and August. Stores close at 12 o'clock.

Chesley.—No half holiday.

Collingwood.—No half holiday. Stores close at 6.30 every evening except Saturdays.

Cobourg.—No half holiday.

Carleton Place.—No half holiday.

Deseronto.—Half holiday on Wednesdays during July and August.

Dresden.—No half holiday.

Dundas.—Half holiday on Wednesdays during June, July and August.

Elmira.—No half holiday.

Essex.—Half holiday on Thursdays, starting June 20 and ending August 29.

Exeter.—Half holiday on Thursdays during July and August.

Elora.—Half holiday on Wednesdays during June, July, August and September.

Fergus.—Half holiday on Wednesdays during June, July and August.

Forest.—Half holiday on Fridays during June, July, August and September. Stores close at 12 o'clock. Closing time the year around is 7 o'clock, except on Saturdays, when it is 10.

Fort William.—Wednesday afternoon during June, July and August.

This list will be found of inestimable value by the traveling man. By using it, he will be able to avoid the delays caused by visiting towns where the places of business are closed.

Every traveler should clip the list out and save it for reference in planning routes during the summer months.

Galt.—Nothing done yet. Matter is being considered, but holidays will not be generally observed.

Glencoe.—No half holiday.

Gravenhurst.—No half holiday.

Havelock.—Half holiday on Wednesdays during July and August.

Hespeler.—Half holiday on Wednesdays during June, July and August.

Hamilton.—Half holiday on Wednesdays during June, July and August.

Hensall.—No half holiday.

Hawkesbury.—No half holiday.

Hagersville.—Half holiday on Thursdays during June, July and August.

Ingersoll.—Agitation for half holiday on Thursday during July and August.

Kingsville.—Half holiday on Thursdays during summer months. Stores close at 6 p.m. during Tuesdays and Thursdays through the whole year.

Kenora.—No general half holiday. Butchers close on Wednesdays.

Leamington.—Half holiday on Fridays until September 1.

London.—Half holiday on Wednesdays during June, July and August.

Lakefield.—An agitation for half holiday on Wednesdays during July and August, but opposition is being shown.

L'Original.—No half holiday.

Merritton.—Wednesday afternoons during June, July and August.

Midland.—No half holiday.

Mount Forest.—No half holidays. Close at 6 o'clock every day except Wednesdays and Saturdays.

Milton.—No half holiday. Stores close at 7 p.m. on Mondays, Wednesdays and Fridays.

Meaford.—Half holiday on Thursdays during June, July and August.

North Bay.—Agitation to close on Wednesdays during July and August. Not yet decided upon.

Niagara Falls.—No half holidays, being an excursion point.

Newmarket.—Half holiday on Wednesdays during July and August.

New Liskeard.—No half holiday.

Ottawa.—Many merchants make a practice of closing their places of business on Saturday afternoons for two months in the summer.

Orangeville.—Half holiday on Wednesdays during July and August.

Oshawa.—Half holiday on Thursdays during the summer months.

Park Hill.—No half holiday.

Peterboro.—Half holiday on Thursday afternoons.

Port Credit.—Half holiday on Wednesdays during June, July and August.

Port Colborne.—An agitation on foot for half holidays. Nothing decided yet.

Port Dover.—No half holiday.

Port Arthur.—No half holiday.

Port Perry.—No half holiday.

Preston.—No half holiday.

Rainy River.—Thursday afternoon during June, July and August.

Renfrew.—No half holiday.

Ridgetown.—Half holiday on Wednesdays, closing at 12 o'clock during June, July and August.

Rodney.—Half holiday on Wednesdays during June, July and August.

Sarnia.—No half holiday.

Simcoe.—Half holiday on Thursdays. All stores close at 6 o'clock on other days.

Southampton.—No half holiday.

Sudbury.—No half holiday. Stores close at 6 p.m. five nights in the week in some lines of trade.

St. Marys.—Half holiday on Wednesdays during July and August.

Sault Ste. Marie.—Half holiday on Thursdays.

St. Thomas.—Half holiday on Wednesdays during July and August.

Tillsonburg.—No half holiday this summer.

Tavistock.—No half holiday.

Uxbridge.—No half holiday this year. Weston.—Half holiday on Wednesdays.

Windsor.—The grocers close on Thursday afternoons.

Walkerville.—Half holiday on Thursdays.

Winchester.—No half holiday.

Wateford.—Half holiday on Thursdays during July and August, stores to close at 12.30.

Westport.—No half holiday.

Matters of Mutual Interest

To spend a hot July morning on the keen jump, lugging around from store to store a couple of well-filled sample cases, miss the station bus by half a minute and just manage to fling yourself on board the last coach as the train pulls out is no joke. But on top of this, to find all your customers in the next town closed up and off to the lakeside is little less than a tragedy.

By collecting the information given on the other side of this page The Grocer hopes it may avert some of these hot weather disappointments, and save the boys on the road some fruitless errands.

This information covers towns of 1,000 or over, but if any of the readers of The Grocer can help to make this holiday list any more complete, we would ask them to send in the particulars without delay.

This is one of the little ways in which Canadian Grocer helps the traveler. But it is insignificant when compared with other ways, which, however, may not be quite so apparent.

* * *

Every traveling salesman who calls on the grocery trade, will be ready to concede that retail grocers are kept well informed of market tendencies and of all important developments in the trade through reading Canadian Grocer's weekly issues.

When a traveler advises a customer to buy sugar or canned goods in view of an approaching advance, his advice carries greater weight because Canadian Grocer has reported to the same effect. There is no need for him to waste valuable time in trying to convince the customer that his advice is genuine, and not merely due to a desire to make a sale.

If a traveler is introducing a new line, he finds that it is not regarded with suspicion and distrust, if the dealer has read about it in Canadian Grocer. On the contrary, his interest has been aroused, and he is more likely to grant a good interview even though he may be busy.

So it is that the travelers who benefit most from Canadian Grocer, are those whose firms are advertising regularly in the paper. It is blazing the way for them, influencing their prospects before they appear on the scene, making it easier for them to get the signature on the dotted line.

* * *

This is the twenty-sixth year in the life of The Canadian Grocer, and who agree that if small in compass, The Canadian Grocer, and there are not a few who remember the Grocer was even then reliable and up-to-date with its information.

Early in the 90's we reached the dignity of a 32-page paper, and inspired the appreciative reference reproduced before from the Detroit Herald of Commerce:—

"The Canadian Grocer is one of our most valuable and interesting exchanges, and is so ably and carefully edited that its articles are widely copied by trade papers throughout the United States, and should be read with interest and profit by all grocers on this side of the line, as well as by Canadians. It is published weekly at Toronto, contains 32 pages, and is only \$2 per year, and

often a single number would be worth the price of a year's subscription to any enterprising tradesman who desires to keep posted on commercial affairs."

We have had many kind expressions of appreciation since the one quoted above, but those we value most are from the retailers out through the provinces, who consult us so frequently and on so many phases of their business. Take this, for example, from a Nova Scotia grocer:—

Canadian Grocer, Toronto.

Dear Sirs.—Enclosed find cheque for four dollars (\$4.00). Two for my subscription to The Canadian Grocer, and two for a copy of your Groceries advertising.

If your advertising manager has the time, I would like to have a criticism of the attached ad.

I would like to see a short editorial on sugar in your next or an early issue, as I am thinking of buying a carload, or perhaps a little more, but naturally would like to get it as near the bottom as possible.

The Canadian Grocer is a genuine live paper. All the suggestions are worth money to your readers.

Yours very truly,

J. M.

New Glasgow, N. S., June 6, 1912.

A letter like the above is the result of years of faithful service. The writer knows by experience that what he reads in the editorial, news and market sections of The Grocer will be absolutely unbiased and reliable. He knows that what is popularly known as a write-up finds no place in the columns of The Grocer, and that what is apparently the opinion or statement of the editor is so, in fact, as well.

* * *

The question of how to figure profits correctly and the kindred one of the cost of doing business raised by The Canadian Grocer some months ago has proved two things conclusively. First, that a large number of retailers had no definite idea of what it was costing them to do business nor what actual profit they were making on the goods they sold. Second, that the leading grocers have now become very much alive to these questions, as is evidenced by the number of statements submitted to our Mr. Henry Johnston for criticism.

The case is put very neatly in the following letter:—

Dear Sir.—I think your articles on "The Cost of Doing Business" are by far the most important of anything you have been publishing. If you can once show the general run of grocers what it costs them to do business you will have made a big step towards eliminating price-cutting.

With kindest regards, believe me,

Yours very truly,

A. MALCOLMSON.

Chatham, Ont., April 30, 1912.

There can be little doubt, that price-cutting and failures are in a great majority of cases simply a result of an inadequate idea of the cost of doing business, and the figuring of profit on cost rather than on selling price.



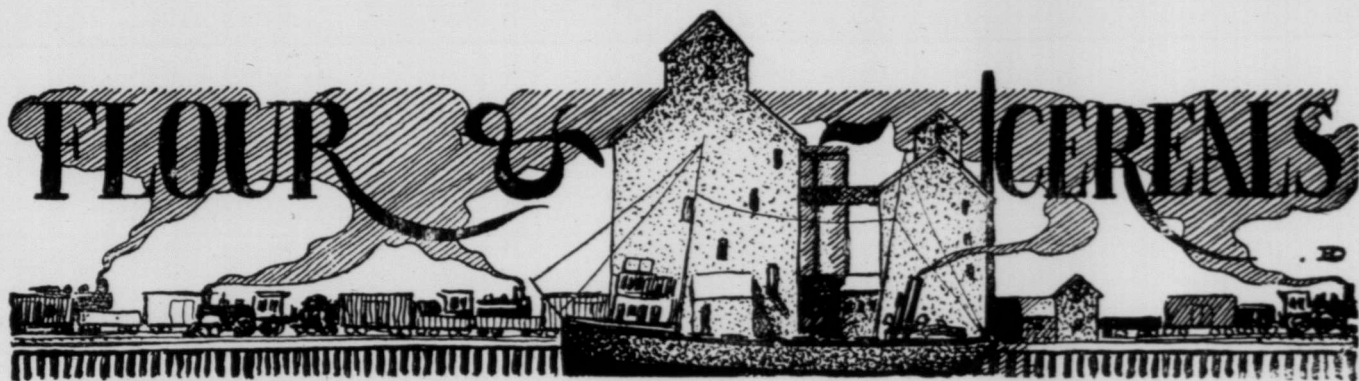
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Rather Strong Front to Flour Market

Some Mills Have Advanced Prices on Manitobas in Western Canada—Lower Prices on Mill Feeds Throws More Strength on Flour—Bran is Reduced Again—Flour Trade Fair for Season.

There is a further easier feeling in bran this week, and reductions of from \$1 to \$2 per ton are reported from different centres. There has been no recent shading in shorts, but market is naturally rather inclined to weakness. Pastures in all the provinces are excellent, so that demand for mill feeds is greatly lessened, although shorts continue in better request than bran. The reason for this is that shorts are used as feed for pigs, while bran is used mostly as cow feed.

There is a somewhat firmer and stronger tone to flour. A number of mills have recently advanced Manitoba flour 20 cents per barrel in Western Canada, and there is some talk of extending the advance to Eastern provinces as well. Wheat is holding quite a strong front, while lower prices on mill feed throws greater strength on flour. If millers do not get the money on their bran and other by-products, then it is necessary to tack it on to flour prices.

Demand from millers for flour appears to be on quite an appreciable scale for season. Naturally the sale of flour through the grocer is not so large in summer as during cooler months of year, but grocer who gives attention to this line will find business much better than it otherwise would be. "Flour business is keeping up much better than I expected," was the comment of one flour man this week.

Cereals are doing fairly well for June. Business is mostly done on a hand-to-mouth basis, as it is best for retailers to buy in small quantities and oftener during summer, so as to maintain a fresh stock. During week oatmeal has declined 12 cents per sack, but cereal men say that rolled oat market is holding fairly steady. Exporters appear anxious for business.

MONTREAL.

FLOUR.—The market has stiffened up considerably, and prices show an upward tendency. Bran has dropped a dollar per ton, making quotations now \$20.

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 50	
Manitoba straight patents, in bags	5 20	
Manitoba strong bakers, in bags	5 10	
Manitoba second, in bags	4 70	

CEREALS.—Good oats are said to be somewhat scarce, so that there is a firm feeling in market and prices may be advanced in near future.

Fine oatmeal, single bag lots	2 75
Standard oatmeal, single bag lots	2 15
Granulated oatmeal, single bag lots	2 10
Rolled Cornmeal, 100 bags	2 00
Rolled oats, jute bags, 90-lb. single bag lots	2 00
Do., cotton bags, 90-lb., single bag lots	1 75
Rolled oats, barrels	1 50
Rolled wheat, bbl.	1 20

TORONTO.

FLOUR.—Trade in flour is on a fair scale for season. Some millers even report it as keeping up better than expected. With wheat holding firm and by-products lower there is quite a strong feeling in Manitoba flour.

Winter wheat flour is also quite steady with not a great deal offering. With Ontario wheat about on par with Manitoba, there is now not a great deal of difference between Ontario and Manitoba patents.

Feed flour appears to be firmer, as high as \$33.00 per ton being asked.

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	33 00
Winter Wheat.		
Fancy patents, domestic consumption	5 10	5 40
Patents, 90 p.c., domestic consumption	4 80	5 10
Straight roller, domestic consumption	4 20	4 80
Blendel, domestic consumption	5 10	5 20

CEREALS.—Cereals have shown no price change during week. Cornmeal is a little steadier on account of scarcity of good quality raw material.

Rolled oats appear to be in good demand for season. "We are quite rushed

just now," said one miller. "It is not usual at this season for us to be quite so busy."

Rolled oats, small lots, 90 lb. sacks	2 50
Rolled oats, 25 bags to car lots	2 40
Standard and granulated oatmeal, 98 lb. sk.	2 64
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 FEED.—Bran has shown another reduction this week, and is now quoted at \$21.00 per ton in car lots. Shorts are in somewhat better demand, and have continued fairly steady at \$26.00 per ton.

MANITOBA.

FLOUR AND CEREALS.—Prices are steady in flour and rolled oats and oatmeal. Cornmeal is 5 cents per sack higher. Wheat prices are going up daily and flour is liable to follow.

Flour—	
1st patents, cwt.	2 65
2nd patents, cwt.	2 75
Strong bakers', cwt.	2 40
Rolled Oats—	
20 lb. sack	2 09
40 lb. sack	1 55
80 lb. sack	1 05
Granulated oatmeal, per cwt.	1 90
Corn Meal—	
38 lb. sacks	2 30
49 lb. sacks	1 20

NEWS AND NOTES.

New wheat is already reported from Oklahoma, and harvesting has begun in Kansas and Missouri.

Reports from Western Canada indicate growing crop to be in excellent condition, though probably a few days late, owing to prevailing cool weather after seeding.

Export flour trade is decidedly dull.

RICE A GOOD FOOD.

A fact which the grocer may use in increasing his rice sales is the fact that rice is more nearly a complete food than any other article. Rice is easily digested, is very nutritious, and is even a good diet for strong men, as is shown by the fine health of the Japanese soldiers, whose main diet has always been rice.



Dominion Day Stimulates Fruit Trade

Increased Orders in Anticipation of Holiday Trade — Fancy Vegetables Were Also Helped—Firmer Tone to Pineapples—Lemons Moving Better and Are Stronger — Tomatoes From Texas and Mississippi—New Potatoes Easier.

Trade in fruits, as well as in a number of lines of fancy vegetables has been stimulated this week by the approach of Dominion Day. Around every holiday season, fruits are always in better demand, but this is especially true in the summer season, because fruit is a warm weather food. Early in the week advance orders began to arrive from country districts, and trade became more active as week advanced. Orders comprised a greater percentage of fancy and high-priced goods than is usually the case.

It was pointed out in last issue that pineapple season had reached its zenith. This proved to be true, and trade in this line is dwindling some, although a considerable volume of business is still being done. Preserving wants, with exception of some belated business, have been pretty well cared for, demand to a large extent now being for table use. Business in pines this year has been good, for, in the absence of strawberries, dealers have been pushing pines strongly.

Shipments of Cuban stock are about to an end. For a time they showed some little waste, although late arrivals have been better in this regard. Floridas are coming on the market, but at a higher rate than ruled for Cubans. Quality is, however, good, and next couple of weeks should see a continued good movement.

The Canadian strawberry is allowing public appetite for it to develop to a high point before making its appearance in anything like substantial quantities. However, the amount of imports from across the line are dwindling, but Canadian receipts so far have not been large enough to break the market in the way it was expected. However, some continued warm, ripening weather would soon bring the change they are looking for. Canadian cherries are now coming forward in limited quantities.

Past week has been more favorable lemon weather, and demand has been on

a larger scale. If Old Sol would decide to hand out a more fiery brand of sunshine it would bring a much brisker movement, and no doubt bring a firmer tone to market. As it is there is a steadier feeling in fresh cuts because they are below the par of other varieties. These, as well as November cuts, are now going out, while Verdelli, on account of being higher, are not moving as yet.

Tomatoes are now coming along from Texas and Mississippi, and at a more reasonable figure. They are in four-basket flat crates. Florida stock is about done. New potatoes are in better supply and lower in price, and large quantities are being sold.

MONTREAL.

GREEN FRUITS.—Market is fairly active for practically all lines, in spite of some high prices. The banana market is acting in a rather unusual way, prices being advanced just as large supplies from Jamaica came to hand, when it was expected that the movement would be the other way. Navel oranges are pretty well exhausted now, and late Valencias will now be in the limelight. Strawberries are in good demand, and lemons are also being asked about more owing to the warm weather, which seems to be here to stay. That the highest price for lemons have not yet been reached there can be no reasonable doubt.

Apples—		
Spies	4 50	7 00
Bananas, crated	2 50	2 75
Cocoanuts, bags	3 75	4 00
Grape fruit, Florida, case	7 00	7 50
Jamaica, case		3 50
Lemons		3 50
Limes, box		1 50
Oranges—		
Navels		3 50
Valencia	3 75	4 50
Jamaica, box	1 75	2 00
Mexican		2 50
Pineapples—		
Cubans, cases of 24	4 25	4 50
Strawberries, per quart	0 15	0 20

VEGETABLES.—There is a fairly good demand for all lines of vegetables, in spite of high prices prevailing. Cucumbers are not moving so freely as ex-

pected owing, no doubt, to smaller offerings and consequently higher prices. Potatoes are well looked after, and carrots remain scarce and dear.

Beans, green, hamper	3 00	3 75
Wax beans	3 75	4 00
Carrots, boxes		4 00
Cabbage, crate		3 00
Cauliflower, dozen		3 50
Celery, Bermuda, crate		9 00
Cucumbers, basket	2 00	2 25
Garlic, 2 bunches		0 45
Peppers, green, crate of 6 baskets		4 00
Lettuce, Boston, per box of 2 doz.		2 50
Leeks, dozen (N.Y.)		1 00
Onions—		
New Egyptian, per lb.		0 02½
Radishes, dozen	0 25	0 30
Sweet potatoes, per basket		3 00
Potatoes, Green Mountains, bag		2 00
New potatoes, per bbl.	4 00	5 50
Spinage, per bbl.		4 00
Parsnips, bag	3 00	3 75
Tomatoes—(Florida)—		
Choice	3 75	4 00
Fancy		4 50
Turnips, per bag		1 25

TORONTO.

GREEN FRUITS.—The big change in strawberries which fruit men were looking for last week has not yet taken place. In fact, prices at beginning of week were much the same as first of last week. However, Canadian berries have been replacing U.S. stock, but supplies have not been large enough to weaken market. Warm ripening weather will, however, cause a different story.

Canadian cherries have made their debut during week, selling at around 75 cents for six-quart basket. The quantity has so far been small. U.S. cherries are still coming along at \$2.50 per box.

Pine market is stronger this week. Cubans are about done, but Florida are coming along, although at a higher rate.

Navels, which are winding up somewhat steadier and firmer. Valencias are selling at \$4 to \$4.50 per case. There are some Mexicans on market at \$2 per case.

The wholesale fruit men moved to their summer quarters on Monday. The opening this year was two days later than a year ago, and the latest for six years.

Cantaloupes are on the market at \$1 per crate.

Bananas, per bunch	1 50	2 00
Red bananas, per bunch	3 75	4 00
Huckleberries, qt. box		0 25
Lawsonberries, qt. box		0 25
Lemons, fresh cuts		3 25
Lemons, November cuts	4 00	4 50
Lemons, California		3 50
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, case of 24	3 00	3 50
Pineapples, case of 30	3 00	3 50
Pineapples, case of 36	3 00	3 50
Strawberries, quart	0 13	0 15

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Rhubarb, per dozen	0 00	0 40
Watermelons, each	0 50	0 65

VEGETABLES.—As usual, vegetable prices are fluctuating, but on whole tend downward. New potatoes are prominent on market just now, and values are easier under increased shipments, selling at \$4.75 to \$5 per barrel. Easiness in old potatoes is not so marked, holders of good stock being quite steady in their ideas. Trade in old potatoes is somewhat overshadowed by the new grades.

Texas and Mississippi tomatoes are coming along in flat crates, four baskets to a crate, and are more reasonable in price. Florida stock is about done.

Texas onions are in fair supply, while Egyptians are about cleaned up.

Trade this week has been quite good, especially in fancy lines.

Asparagus, Canadian, basket	1 75	2 00
Beets, new, hamper	1 50	1 50
Carrots, new, hamper	1 75	2 00
Cabbage, new, per crate	3 00	3 00
Cucumbers, Florida, hamper	2 00	2 25
Green beans, hamper	2 50	2 50
Egg plant, each	0 25	0 25
New radish, per doz.	0 12½	0 15
New lettuce, per dozen	0 35	0 45
Onions		
Egyptian onions, 110 lb. bags	2 75	2 75
Texas onions, 50 lb. crate	1 75	1 75
Potatoes, N.B.	1 75	1 50
Potatoes, P.E.I.	1 60	1 50
Potatoes, Ontario, bag	1 65	1 70
Potatoes, new, bushel	2 00	2 00
Potatoes, new, bbl.	4 75	5 00
Green peas, hamper	2 50	2 50
Tomatoes, flats, 4 basket crate	1 50	1 50
Tomatoes, Florida, crate	4 00	4 50
Spinach, hamper	0 90	1 00
Wax beans, hamper	2 50	2 75
Green peppers, case	6 00	6 00
Green peppers, basket	1 25	1 25

WINNIPEG.

FRUITS AND VEGETABLES. — Warm weather has greatly stimulated green fruit business. Navel oranges are scarce, Valencias now coming in. Cherries and Florida pineapples are lower. Apricots are now listed. Native lettuce, onions and radishes will be plentiful in another week.

Fruits		
Apricots, crate	3 00	3 00
Water melons, doz.	7 50	7 50
Bananas, bunch	2 50	3 50
California lemons, crate	6 50	6 50
Cauliflower	3 50	3 50
Cucumbers, doz.	1 50	1 50
California celery, dozen	1 65	1 65
Cherries, case	2 25	2 75
Grape fruit	7 00	7 00
Florida tomatoes, crate	5 50	5 50
Limes, box	2 25	2 25
Messina lemons	5 00	5 50
Oranges, navel	5 50	5 50
Strawberries, case	4 00	4 00
Washington apples, box	3 00	3 50
Onions, Cal., sack	3 50	3 50
Onions, Bermuda, case	2 75	2 75
Peppers, basket	1 25	1 25
Potatoes, per bushel	1 10	1 10
Carload lots, F.O.B.	0 80	0 80
Pineapples, case	4 00	4 25
Florida tomatoes	3 00	3 00
Almeira grapes	5 50	6 00
Oranges, Valencia	1 75	1 75

SUGAR BEET PROSPECTS.

The progress of sugar beets in Canada has been somewhat hampered by continued backward season during June with much wet weather. However, field work has made fair progress, and sowings, which considerably exceed those of last year are furnished. Thinning is now under way, and while the crop is reported to be about 10 days late, the stand is good, and with favorable weather from now on the roots will soon catch up.

PEDDLERS MAY STILL YEL.

By-Law to Prohibit Calling of Wares Laid Over.

Toronto, June 27.—One little word or rather the difference of opinion as to its exact meaning has delayed the passing of the by-law to prohibit peddlers from calling out their wares on the street. That little word is "hawk."

The proposed by-law came before the city council on Monday, when a deputation from the Retail Grocers' Association was on hand to urge its passing, while opposition was offered by representatives of the peddlers. The by-law had received its first and second readings when the question was raised as to whether the privilege to "hawk," which is given the peddlers when they take out a license, did not include the calling of their wares. The city solicitor is to report on this question, and the by-law is to come up at the next meeting of the council, when the Retail Grocers will have another deputation present and hope to put the by-law through its final stages. Mayor Geary was of the opinion that license was merely given to peddlers to sell and that council could regulate the manner in which goods should be sold.

Wm. C. Miller, J. S. Bond and Neil Carmichael presented the grocers' side of the question. Mr. Carmichael raised the point that residential districts had been created where the grocers were not allowed to go, but hawkers could go there without hindrance. He contended that they should be kept out as well as the grocers.

Wm. Eckles for the peddlers contended that grocers can canvass and ring the telephone, which he thought was just as bad as peddlers shouting.

LONDON ALSO AFTER HUCKSTERS

They Buy Up Goods That are Scarce—One Man Was Fined.

London, Ont., June 27.—A committee from the Retail Grocers' Association waited on the chairman of No. 3 committee of the city council in regard to manner in which hucksters buy on local market. It was claimed they get down to market very early and buy up anything that is scarce, thus practically cornering the market. The grocers have to buy from them or go without. If they do buy from them they have to pay a big price. The chairman of No. 3 committee promised to look into the matter and put a stop to it.

The market clerk had the first of a number of cases before the police magistrate on Friday last when the offender

was fined two dollars and warned that next time it would be more.

The grocers of London are pleased at the outcome and feel indebted to the association for having this nuisance stopped.

VEGETABLES BACKWARD IN N.B.

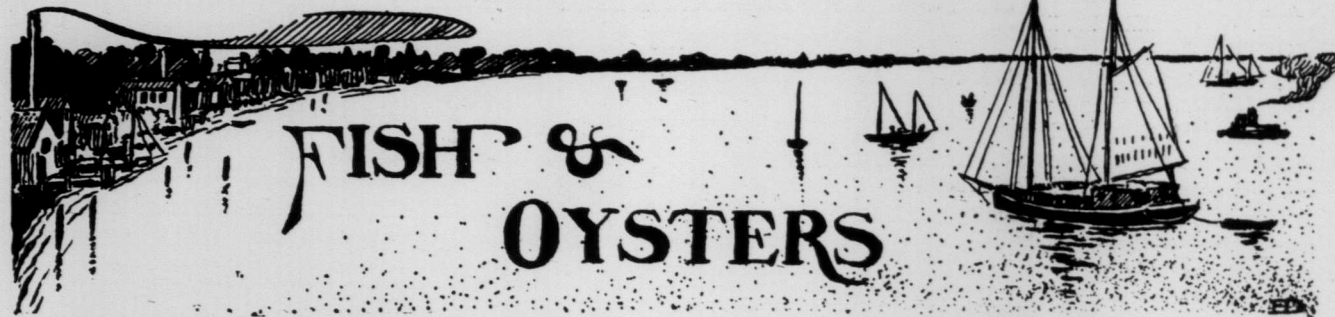
St. John, N.B., June 27. — There is little hope that there will be an abundance of vegetables at any early date this year in St. John, Fredericton, or Moncton markets. The spring has been decidedly backward all over New Brunswick, and there is a strong belief that potato crop and others will suffer on account of bad weather. For about three weeks there was a rain spell which was marked by a fall almost every day, while one or two days intervening with much heat may cause a rot. Conditions all through the province are practically the same and supply of green goods in the country market and on grocers' racks at present is not nearly so encouraging as might have been the case with finer weather. There will be a very heavy hay crop, however, and it is expected that harvest of oats will be very large as well, but there is little hope entertained for cheap vegetables, such as potatoes, turnips, carrots, onions, etc., which will likely be scarce.

FRUIT PROSPECTS IN ONTARIO.

A Toronto wholesaler who has just returned from a tour of inspection throughout the fruit districts of Ontario reports that quality of fruit will likely be good, but the quantity light. Condition of strawberries points to not much over 50 per cent. of a normal yield, while peaches do not promise much better.

Indications are that raspberries and thimbleberries will not be as plentiful this year as last. The severe winter was responsible for much of this prospective shortage. The strawberry plants did not run last year as well as usual, and many fields were ploughed up. The sections that promise best are Queenston, St. David's and Burlington, and most of the country situated along the heights that run back a distance from the lake. Generally speaking, a moderate crop is looked for, and good prices are anticipated by those who have followed the market.

What is said to be the first of its kind in the history of the California bean industry is a canning plant for the packing of California green lima beans, to be ready in August.



Fish Trade Satisfactory for Season

Movement of Fish Quite Up to Standard for Time of Year—
Fresh Fish Predominate—Hard to Handle Smoked Varieties in
Hot Weather—Easier Tendency in Codfish.

Reports from different centres of the Dominion indicate that fish men are pretty well satisfied with volume of business. True it is that weather of late has not been quite so favorable as earlier in month but for this time of year, movement of fish is described as satisfactory. Trade at present time is of course nearly all in fresh varieties, for it is difficult to handle smoked lines during warm weather. However there is some business passing in smoked. Finnan haddie is one of the principal smoked lines while in fresh, halibut, trout and whitefish are favorites.

The mackerel catch on Nova Scotia coast has so far been disappointing. There are better hopes for the second run. Fairly good catches of codfish on eastern coast as well as phenomenal Norwegian catch is having a depressing tendency on the market.

QUEBEC.

MONTREAL.—Haddock and cod are both plentiful and quoted at reasonable figures but there is a scarcity of lake trout, and whitefish, also pickerel and perch. Brook trout and pike are not so plentiful and prices are firm. Gaspe salmon is moving freely. Fancy large fresh mackerel are scarce and prices have advanced.

FRESH AND FROZEN.	
Fancy spring salmon, per lb.	0 13
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
Halibut, per lb.	0 10
Herring, frozen, per 100 fish	1 90
Mulletts	0 04½
Pike, dressed and headless, lb.	0 08
Steak cod	0 09
Mackerel	0 09
Dressed perch	0 09
R.C. red salmon	0 10
New Gaspe salmon, per lb.	0 15
Qualla salmon	0 07½
No. 1 smelts, per lb.	0 09
Lake trout, per lb.	0 12
Whitefish, large, per lb.	0 09
Pure cod tablets, 20 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.	5, 10, 11, 13
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., 250 lbs.	10 00
New Labrador herring, per bbl.	5 00
New Labrador herring, per half bbl.	3 00
No. 1 mackerel, pail	2 00
No. 1 mackerel, half bbl.	5 00
Lake trout, kegs	6 00

No. 1 green haddock, per 200 lbs.	7 50	8 00
Salt eels, per lb.	0 06	0 06
Salt sardines, bbls.	5 00	5 00
Salt sardines, half bbl.	2 75	2 75
Lake trout, half barrel	6 00	6 00
Scotch herring, keg	4 50	4 50
Holland herring, half bbl.	1 00	1 00
Holland herring, keg	0 75	0 75
Roneless new herring, 10-lb. boxes	0 12½	0 12½
Salt eels, per lb.	0 06	0 06
Labrador salmon, bbls.	18 00	18 00
SMOKED.		
Bloaters, box	1 10	1 10
Yarmouth bloaters, fancy, per box	1 25	1 25
Haddies, fancy, 15-lb. boxes, per lb.	0 07½	0 07½
Filletts, fancy, 15-lb. boxes, per lb.	0 11	0 11
Herring, new, smoked, per box	1 18	1 18
Kippers (small) per box of 50 fish	1 10	1 10
Smoked salmon, per lb.	0 25	0 25
SHELL FISH.		
Solid meats—Standards, gal., \$1.75; select, gal.	2 00	2 00
Boiled lobsters, per lb.	0 20	0 20

ONTARIO.

TORONTO.—Halibut is selling at 10 to 11 cents and is one of the favorite lines in demand just now. Trout and whitefish are also good sellers. For the season, dealers report business up to standard.

Present weather will not allow handling of much smoked fish but finnan haddie is to be had at 8 cents per pound.

FROZEN FISH.	
Gold eyes	0 05
FRESH CAUGHT FISH.	
White fish, per lb.	0 12
Lake trout, per lb.	0 12
Steak cod	0 08
Haddock	0 07
Halibut	0 09
Flounders	0 07
Lake Erie herrings, per lb.	0 06
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 08

NEW BRUNSWICK.

ST. JOHN.—The finer weather of past week has differed greatly from former disagreeable period, and has had a promising effect on fish market. Large catches in many lines have been made, but this is only making amends for what has previously been the case, catches for most part having formerly been light. Past week has practically seen finish of the gaspereaux season which has been a fairly good one. The season in halibut has been poor and will soon be done. The backward spring has made supplies light, fish keeping into deep water and not coming near shore as a result of the cold weather. Salmon has come to a moderate price bringing from

16 to 25 cents a pound, and that it will not go below that price is the firm belief of dealers, who give as their reason that high cost of meat lines will create a livelier demand for this fish. The catch up to present has been well up to standard but will soon commence to fall off.

NOVA SCOTIA.

HALIFAX.—Catch of mackerel on Nova Scotia coast so far this year has been a big disappointment on account of the main school of fish keeping for most part out in deep water. Nearly all the hauls of mackerel on south shore near Halifax have been marketed fresh, the bulk of them having been bought for ten cents each. Very few were salted in this district. Some few fish are still being taken, and fishermen hope to do better when second run comes along. Advices from Magdalen Islands also state that catch there is unusually small.

From all points, particularly Cape Breton, come reports of large catches of codfish. Gaspe also reports fish plentiful. Along south shore of Nova Scotia results have been fair, although interrupted by stormy weather. The Lunenburg spring catch of half million quintals will shortly be on the market, and this together with phenomenal Norwegian catch, will have a tendency to depress the market. Large codfish are quoted at vessel at \$5 per quintal landed here, and the price will probably go still lower.

Newfoundland herring are arriving freely, but price has not yet been fixed.

MANITOBA.

WINNIPEG.—Market is steady, with supplies liberal and demand good. Fresh whitefish, pickerel and gold eyes are plentiful.

Fish—	
Lake Winnipeg whitefish, lb.	0 08½
Fresh pickerel	0 07½
Steak cod	0 07
Haddock	0 05
Market cod	0 05
Finnan haddie	0 05
Sea herrings, doz.	0 10
Fresh goldeyes	0 04
Kippers, box	2 00
B.C. frozen salmon	0 10
Lake trout	0 07
Bloaters, per box	1 50
Smoked goldeyes, doz.	0 50
Norwegian herrings, per case	5 75
Labrador, per half barrel	4 40
Holland, kegs	0 65
Halibut	0 11
Fresh salmon	0 16
Fresh trout	0 12
Fresh goldeyes	0 04

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Produce & Provisions



Butter Market Now in the Balance

Dealers are Wondering Which Way it Will Swing—June Butter in Demand for Storage Purposes—This Has Steadied Situation—Eggs are Unchanged—New Cheese Has an Easier Tendency.

It is just a question whether butter is any easier than a week ago. True it is that dealers were looking for an appreciable production this month and further concessions in prices, but as far as prices are concerned there has not been much change. Although this week market at some centres is still said to be on the easy side, holders are not giving way as much as was expected.

One explanation of bullishness on part of holders is that June butter is considered as very desirable for storage purposes. At some centres demand for it for this purpose has been quite keen. The West has now become pretty near able to supply its own demand, although an occasional offer is received from Western points by Eastern firms. There have been some inquiries from English houses for quotations on June butter, but prices in Old Country are much too low for business at present.

Pastures in most parts of Dominion are in excellent condition, and fact that make of butter should be large inclines some dealers to think that prices should be lower. "Perhaps they should be lower," said one man, "but I don't know where to go to buy any at a lower rate."

Warmer weather will soon be causing a greater shrinkage in eggs, and resulting in a generally steadier feeling with a greater premium on guaranteed new laids. There is no particular change in situation during past week. Up to the present, weather has been favorable to receipts arriving in good condition, and a greater quantity than usual has been stored. Demand for eggs is not quite so heavy, the public appetite tiring somewhat of this line, which has had a big run since early spring.

Trade in smoked and cooked meats on account of backward season has been rather tardy in getting under way, but should soon begin to blossom forth.

Cheese was easier last week, and still has a tendency in same direction on ac-

count of increased production. Advices from England state that although rains have fallen in Great Britain they have not been sufficient to compensate for previous dry weather.

MONTREAL.

PROVISIONS.—There is no immediate change in prices for this week, but higher prices for lard are certainly expected. There is a fair trade passing in smoked meats and bacon.

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 14¼
Large sizes, 20 to 28 lbs., per lb.	0 15
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, 15 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 14¼
Cases, tins, each 10 lbs., per lb.	0 14¼
Cases, tins, each 5 lbs., per lb.	0 14¼
Cases, tins, each 3 lbs., per lb.	0 14¼
Pails, wood, 20 lbs. net, per lb.	0 14¼
Pails, tin, 20 lbs. gross, per lb.	0 14¼
Tubs, 50 lbs. net, per lb.	0 14¼
Tierces, 375 lbs., per lb.	0 14
One pound bricks	0 13½
Compound Lard—	
Boxes, 50 lbs. net, per lb.	0 10¼
Cases, 10-lb. tins, 50 lbs. to case, per lb.	0 10¼
Cases, 5-lb. tins, 50 lbs. to case, per lb.	0 10¼
Cases, 3-lb. tins, 50 lbs. to case, per lb.	0 10¼
Pails, wood, 20 lbs. net, per lb.	0 10¼
Pails, tin, 20 lbs. gross, per lb.	0 10
Tubs, 50 lbs. net, per lb.	0 10¼
Tierces, 375 lbs., per lb.	0 10¼
One pound bricks	0 11
Pork—	
Heavy Canada short cut mess, bbl., 35-45 pieces	26 00
Bean pork	17 50
Canada short cut back pork, bbl., 45-55 pieces.	25 50
Heavy short cut clear pork, bbl.	23 00
Clear fat backs	25 50
Heavy flank pork, bbl.	26 50
Plate beef, 100 lb. bbls.	4 75
Plate beef, 200 lb. bbls.	17 00
Plate beef, 300 lb. bbls.	26 00
Dry Salt Meats—	
Green bacon, flanks, lb.	0 11

BUTTER.—The local market is quiet, with only a limited demand from outside sources for supplies, and no export business doing. There is no change in prices to report.

Creamery blocks	0 26	0 25¼
Dairy tubs, lb.	0 21	0 23
Fresh, dairy rolls	0 21¼	0 22

EGGS. — There has been a marked falling off in supplies at some points, but not to same extent as during corresponding periods of past years. Supplies are coming along pretty freely and

prices have been maintained under good demand, but market for second quality stock is quite inactive, as prices for this class are low, and sales should not be difficult to make.

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

CHEESE. — Prices at country points showed a slight decline during the week, owing to a weaker feeling, which has prevailed for some time. The local market is quiet, little business being transacted over the cable, and prices in general may be said to present an easier tendency.

Quebec, large	0 14½	0 15
Western, large	0 14½	0 15
Western, twins	0 14½	0 15
Western, small, 20 lbs.	0 14½	0 15
Old cheese, large	0 17	0 17½

POULTRY.—Stocks of good poultry are getting low, and tendency is for higher prices. Live fowl are plentiful, although there was a slight scarcity last week, owing to a number of Jewish festivals being celebrated. Eggs being high in price farmers seem to have decided to keep hens laying rather than send them to poultry markets, and this may to some extent account for falling off in supplies.

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.—Market at present is quiet and no great activity will be noticeable until the fall. Grocers find honey a hard line to handle during hot weather as it must be exposed to be sold readily, and when placed on counter attracts a large number of flies, which are by no means welcome in any up-to-date store. The demand at present is from confectioners for manufacturing purposes. Prices remain unchanged.

White clover, strained	0 10¼
Buckwheat, strained	0 08½

TORONTO.

PROVISIONS. — There is an easier tone to provision market this week. At least slightly lower figures are being quoted on smoked meats and lard by a number of houses. Lard is quoted in tierces at 13¾ cents. Breakfast bacon is lower at 17 to 18 cents, while a recession of 1½ cents in smoked hams is noted by a couple of houses. Demand

WINNIPEG.

PRODUCE AND PROVISIONS. —

As expected there has been a decline in butter prices, which may be looked upon as steady for the summer season. Cured meats are active with some changes. Lard is firm.

10 lb. cases	8 70
5 lb. cases	8 80
3 lb. cases	8 85
Cured Meats—	
Hams	0 17½ 0 18
Bacon	0 18½ 0 19
Smoked shoulders	0 14½ 0 14
Long clear	0 13½ 0 13
Butter—	
Creamery butter	0 28
Dairy prints	0 24 0 22
Eggs—	
Strictly fresh	0 21
Cheese—	
Ontario, large, new	0 16
Twins, new	0 16½
Old, large	0 18½
Old, twins	0 19½

Lard—	
Tierces	0 13½
50 lb. tubs	7 00
20 lb. tubs	2 85

for lard is not as brisk as earlier in year when butter was at a record price. Backward season has kept demand for smoked meats smaller than is usual.

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
Bacon, plain, per lb.	0 19 0 20
Bacon, pea meal	0 20 0 21
Breakfast bacon, per lb.	0 17 0 18
Roll bacon, per lb.	0 13½ 0 13
Shoulders	0 11½ 0 12
Pickled Meats—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 26
Lard, tierces, per lb.	0 13½
Lard, tubs, per lb.	0 14
Lard, pails, per lb.	0 14½
Lard, compounds, per lb., tierces	0 10
Live hogs, at country points	8 30
Live hogs, local	8 60
Dressed hogs	12 00 12 50

BUTTER.—Butter prices show little or no alteration since last week. A number of dealers a short time ago were looking for further recessions in butter, but now they appear less confident of this. Differences of opinion prevail regarding the future. "I think butter should go lower," said one man. "It is still pretty high.

"I don't know where to go to get butter at a lower rate than I am paying now," said another.

The pastures are excellent, and there should be a big production of butter now, but June butter is desirable for storing purposes, and demand is therefore good, accounting for continued steady feeling.

	Per lb.
Fresh creamery print	0 25 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.—With practically same figures being paid for eggs in country, price being asked city retailers is unchanged from a week ago. Some firms are getting higher than quoted price for guaranteed stock.

Weather on whole during June has been favorable to eggs, but now with warm days beginning to appear, shrinkage can be expected to be heavier. Cool temperature has allowed more eggs than usual to be stored this month, although price has been quite high.

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

CHEESE.—It is expected that when total production of cheese in June is figured up that it will be appreciable. At least the excellent pastures throughout the province indicate that. There is no change in general market, but as one dealer put it, "while market is not easier, it is no steadier, either."

Old Cheese—	
Large	0 17½ 0 18
Twin	0 18 0 18½
Stiltons	0 19 0 19½
New Cheese—	
Large	0 14½ 0 14
Twin	0 14½ 0 15
½ Twin	0 15½ 0 15½

HONEY.—Business in honey is slack. There is not much honey left on market. Prices are steady.

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

Reasons for the High Price of Butter

Chief Dairy Commissioner for Canada Says the Consumer Doesn't Pay, Feast or Famine, as Stated by a Newspaper—A Matter of Supply and Demand—Would be Butter Famine in Winter if Cold Storages Didn't Exist.

If the wholesalers and retailers have not been the cause of the high price of butter and other products during the past winter and spring, it is not the fault of a section of the daily press. Recently a large Canadian daily displayed an article on its front page, two columns wide, referring to the high price of butter under the heading, "Consumer Pays Feast or Famine." The article purported to be based on some statements in reports made by J. A. Ruddick, Ottawa, chief dairy commissioner.

Criticises the Heading.

Mr. Ruddick replies to the article in question calling attention to the heading, which he says was not justified by the contents of his statements. His reply is interesting inasmuch as it refutes the inference drawn in the heading and because it explains in concise manner the reasons for the prevailing prices of butter. It is herewith reproduced:

"I hope you will allow me sufficient space to show that anything I may have said on this subject would not warrant the interference contained in the headline just quoted.

"It is quite true that the price of butter may advance while there is a temporary demand for storage purposes, but the fact should not be overlooked that it is always necessary to store summer-made butter in Canada against the period of short production during the winter months.

Short Supply in Winter.

"This country never has produced and probably never will produce a sufficient quantity of butter during the cold weather to supply the consumptive demand at that period. The price of butter was unusually high in Canada last winter. Why? Simply because the quantity stored last summer together with the winter production was not equal to the winter demand. Had the merchants stored a full supply or more than was needed, the wholesale price

would have been fixed by the export value, which was never above 28¾ cents per pound, and most of the time it was several cents lower.

"Butter having become an article of international trade, the price thereof is regulated by the world's markets. During a period of actual shortage in Canada, when supplies must be imported from abroad, the duty, cost of carriage and commissions must be added. If a sufficient quantity of butter is stored at this season of the year that contingency is avoided. It is not correct to say that the "Consumer pays, feast or famine."

Butter Famine Otherwise.

"I would add also that the cold storage warehouses, as a rule, do not deal in butter. They leave that to the merchants, and if it were not for their enterprise in providing against it, we should have a butter famine every winter in Canada.

"Finally, I may add that there is a general shortage of butter all over the world at the present time. The Australasian exports, which are normally very large, have shown a great decrease during the past twelve months. This is the chief reason why the price of butter is high at the present time."

A BELIEVER IN TURNOVER.

A prominent member of the retail trade stated to The Grocer the other day that his chief aim as a large dealer, was to get turnover. He pointed out that as turnover increased the ratio of expenses decreased; that if a fair, but not exorbitant, profit were secured, the business would build up more rapidly than with larger profits and less turnover.

The wife of C. L. Plank, general merchant, Lorneville Junction, Ont., was seriously injured in a railway accident recently, but is progressing nicely.



**BOILED HAM
ROAST HAM**

With Dressing

COOKED AND JELLIED MEATS

Gunns Brands perfection in quality and appearance, ideal for picnic and holiday purposes, and shows you a good profit.

GUNNS LIMITED

WEST TORONTO

Beef and Pork Packers, Cotton Oil Refiners,

No doubt the phenomenal growth and development of the Canadian West

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

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

We will handle your products for you on a reasonable commission basis.

We have the experience, the business ability and the financial standing to do so successfully.

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

Much depends on it for you.

NICHOLSON & BAIN,

**Wholesale Commission Merchants
and Brokers**

HEAD OFFICE, - - WINNIPEG, MAN.

WINNIPEG

REGINA

SASKATOON

EDMONTON

CALGARY

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. }
 1-dozen 16-oz. } \$6.00
 Special discount of 5 per cent. allowed on five cases or more of "Magic Baking Powder."

MAGIC SODA.

Case No.	Quantity	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.

Quantity	Per doz.
¼-lb. paper pkgs., 4 doz. in case	\$1 00
½-lb. paper pkgs., 4 doz. in case	2 00
4 doz. ¼-lb. paper pkgs. } Per case \$8 00	
2 doz. ½-lb. paper pkgs. }	
½-lb. cans with screw covers, 4 doz. in case	\$2 20
1-lb. cans with screw covers, 3 doz. in case	4 10
5-lb. sq. canisters, ½ doz. in case	33
10-lb. wooden boxes	30½
25-lb. wooden pails	30½
100-lb. kegs.	28½
360-lb. barrels	23

GILLETT'S PERFUMED LYE.

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

YEAST.

Quantity	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	1 35
Borwick's ½-lb. tins	2 35
Borwick's 1-lb. tins	4 65

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

FOREST CITY BAKING POWDER.

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

BLUE.

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	each 0 04
100 books and over	each 0 03½
500 books to 1,000 books	0 03

CEREALS.

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Breakfast Food, 2 doz. in case, per case, \$3.00.	
The King's Food, 2 doz. in case, per case, \$4.80.	
White Swan Barley Crisps, per doz., \$1.	
White Swan Self-rising Buckwheat Flour, per 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.	Per doz.
Strawberry	1 95
Raspberry	1 95
Black currant	1 95
Red currant	1 75
Peach	1 80
Pear	1 70

Jellies.

Red currant	2 00
Black currant	2 15
Crabapple	1 45
Raspberry and red currant	1 95
Raspberry and gooseberry	1 80
Plum jam	1 55
Green Gage plum, stoneless	1 75
Gooseberry	1 75
Plum	1 70
Grape	1 85

Marmalade.

Orange jelly	1 55
Green fig	2 25
Lemon	1 60
Pineapple	1 95
Ginger	2 25

Pure Preserves—Bulk.

5-lbs.	7-lbs.
Strawberry	0 59 0 82
Black currant	0 59 0 82
Raspberry	0 59 0 82
14's and 30's per lb.	
Strawberry	0 10½
Black currant	0 10½
Raspberry	0 10½
Freight allowed up to 25c per 100 lbs.	

COCOA AND CHOCOLATE. THE COWAN CO., LTD.

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	0 40
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, ¼-lb., 6 and 12-lb. boxes	0 35
Diamond, 8's, 6 and 12-lb. boxes	0 28
Diamond, 6's and 7's, 6 and 12-lb. boxes	0 24
Diamond, ¼'s, 6 and 12-lb. boxes	0 25
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
 0 30 |

Chocolate wafers, No. 2, 5-lb. boxes
 0 25 |

Nonpareil wafers, No. 1, 5-lb. boxes
 0 30 |

Nonpareil wafers, No. 2, 5-lb. boxes
 0 25 |

Chocolate ginger, 5-lb. bxs.
 0 30 |

Milk chocolate wafers, 5-lb. boxes
 0 36 |

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, ¼'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
 0 90 |

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
 0 37 |

JOHN P. MOTT & CO.'S.

G. J. Estabrook, St. John, N.B.; J. A. Taylor, Montreal, P.Q.; F. 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
 0 90 |

Mott's breakfast cocoa, 2 doz.
 0 85 |

Nut milk bars, 2 dozen in box
 0 80 |

breakfast cocoa, ¼'s and ½'s
 0 36 |

No. 1 chocolate
 0 30 |

Navy, chocolate, ½'s
 0 26 |

Vanilla sticks, per grs
 1 00 |

Diamond chocolate, ½'s
 0 24 |

Plain choice chocolate liquors
 20 50 |

Sweet chocolate coatings
 0 29 |

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, ¼, and ½-lb. cakes, 6-lb. boxes, 26c lb.; Caracas sweet chocolate, ¼ and ½-lb. cakes, 6-lb. boxes, 32c lb.; Auto sweet chocolate, 1-6 lb. cakes, 6-lb. boxes, 32c lb.; cinqueme 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.

COCOANUT.

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 |

SUGAR

Barbadoes, fine soft Grocery kind and just the right color. Put up in lined bags, each 100 lbs., at 4¼c. per lb.

SHAKER SALT

Our sales for this line are steadily increasing. Some of our customers who have featured Shaker Brand Salt have more than doubled their sales. All you have to do is put half a dozen packages out where they will be seen and they will sell themselves. If you have not yet tried Shaker Salt then let us send you a case. We guarantee the sale.

Cases 2 dozen Packages at \$1.60 case.

California Seedless Raisins

Put up in 10 oz. Packages, 50 Packages to Case, at 7¼c. Retail at 10c. Package. They should be a good seller.

Everybody's Doing It

Looking for a nice, long, cool Summer drink. We have it. Pure Apple Cider. No relation to the tanglefoot kind, but just the pure apple juice taken from selected fruit. Sold in 5 and 10 gallon Kegs and Half Barrels at 25c. gallon.

H. P. ECKARDT & CO.

WHOLESALE GROCERS

Cor. Front and Scott Sts. - TORONTO

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., astd., in 5-lb. boxes	0 28
¼-lb. pkgs., astd., in 5-lb. boxes	0 29
½-lb. pkgs., astd., 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 00

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 23

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 COFFEE.

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 35
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 50
No. 2, 2 doz. in case	0 90
No. 3, flats, 2 doz. in case	1 00
No. 3, talls, 2 doz. in case	1 25
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 flacons, 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
¼-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. 2½-lb. bars, lb	0 08½
Case 25 lbs., 11-lb. bars, lb	0 07½
Case 50 lbs. ¾-lb. bars case	3 50
Case 200 lbs. 3½-oz., case.	3 75
"La Lune," 65 p.c. olive oil.	
Case 25 lbs. 11-lb. bars, lb.	0 07
Case 12 lbs. 2½-lb. bars, lb	0 08
Case 50 lbs., ¾-lb. bars, case	3 25
Case 100 lbs. 3½-oz. bars, case	1 80
Case 200 lbs. 3½-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	11¼
Pails	12
Tins, 20 lbs.	11½
Cases, 3 lbs.	12½
Cases, 5 lbs.	12¾
Cases, 10 lbs.	12¼
F.O.B. Montreal.	

GUNN'S "EASIFIRST" SHORT-ENING.

Tierces	0 10½
Tubs	0 10¾
20-lb. pails	0 11
20-lb. tins	0 10½
10-lb. tins	0 11¼
5-lb. tins	0 11½
3-lb. tins	0 11¼
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 85
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



MAGIC BAKING POWDER

Grocers: A first class profit is made on Magic Baking Powder when purchased in proper quantities to secure the benefit of the special trade discount. It is the most extensively advertised baking powder in Canada and sells readily. It is the only baking powder made in Canada that has all the ingredients printed on the label. Look at the others. Easy selling qualities and a lasting profit is the result. Are you taking advantage of our big \$150,000 advertising appropriation for 1912?

MAGIC BAKING POWDER



CONTAINS NO ALUM AND CONFORMS TO THE HIGH STANDARD OF GILLET'S GOODS

E.W. GILLET COMPANY LIMITED

TORONTO, ONT.

MONTREAL WINNIPEG



CONTAINS NO ALUM

MAGIC BAKING POWDER

COOKED HAMS

This is the season for cooked meats. Your customers will appreciate not having to cook during hot weather and nothing will please them so much as "Star Brand" cooked hams.

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 PRE-
 PARED 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
 Floriola 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 NAPTHA.
 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
 200 lbs., bbls., No. 1 white
 30 lbs., Edwardsburg silver
 gloss, 1 lb. chromo pkgs
 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 .. .07½

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
 Culinary Starch.

40 lbs. W. T. Benson &
 Co.'s prepared corn07½

40 lbs. Canada pure corn
 starch05½
 (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 car-
 tons, per case 3 75

Culinary 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 60

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 3¼
 Quarter Barrels, 175 4

Pails, 38¼ \$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 56

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 50

Regal Cube Cut, 9s 70

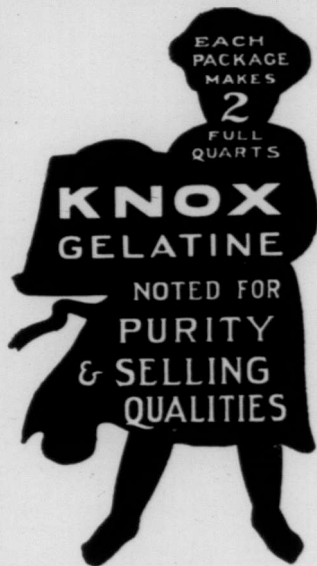
TEAS.
THE "SALADA" TEA CO.
 East of Winnipeg.

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 ⅛'s 30 .40
 Red Label, 1's and ½'s.. 36 .50

Gold Label, ½'s 44 .60
 Red-Gold Label, ¼'s ... 55 .80

LUDELLA CEYLON TEA.
 Orange Label, ¼'s 24 .30



KNOX

Have You Noticed Our New Plan of Advertising ?

We are making a special effort in all our magazine advertising to call your customers' attention to KNOX ACIDULATED GELATINE. This package is a strong seller, because it contains an extra envelope of concentrated lemon juice for flavoring, which saves the housewife the expense, time and trouble of preparing the fruits. It is much superior to the cheap, flavored, ready prepared gelatines which only make a pint of jelly as against the two quarts made with a package of KNOX GELATINE. Our advertising is making it easy to sell this customer-pleasing package, which pays you a fine profit out of the 15 cents it sells for.



"Make KNOX
Your Gelatine
Leader."

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

BRANCH FACTORY: MONTREAL, CANADA

The "Eclipse" Line of Refrigerators

MADE FOR

GROCERS, BUTCHERS, HOTELS, Etc.
WINNERS IN THE U. S. SINCE 1856.

Now Manufactured in Winnipeg

BY

Ryan Brothers

HAVE YOU SEEN THE "ECLIPSE" REFRIGERATOR COUNTERS?

OFFICES AND WAREHOUSE
JAMES STREET EAST, WINNIPEG

FACTORY
ALEXANDER AND BRIGHTON

THE CANADIAN GROCER

Brown Label, ½'s & 1's .28 .40
 Brown Label, ¼'s30 .40
 Green Label, ½'s & 1s. .35 .50
 Red Label, ½'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 ½ .25 .30
 Red Label, 1-lb. or ½ .27 .35
 Green Label, 1's, ½ or ¼ .30 .40
 Blue Label, 1's, ½ or ¼ .35 .50
 Yellow Label, 1s, ½ or ¼ .40 .60
 Purple Label, ¼ only .. .55 .80
 Gold Label, ¼ only70 1.00

"KOLONA" TEA.

Ceylon Tea, in 1 and ½-lb.
 lead packages—black or mixed.
 Orange Label, 1's23 .30

Black Label, 1-lb., retail at
 25c20
 Black Label, ½-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 Rasp-
 berry, strawberry, peach, plum,
 red currant, black currant, cher-
 ry, gooseberry, blueberry, apri-
 cot, 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 crate, 37½c per pail; No. 7 tin
 pails, 6 pails in crate, 52½c per
 pail; No. 7 wood pails, 6 pails

in crate, 52½c per pail; 30-lb.
 wood pails, 7¼c 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 crate, 37½c
 per pail; No. 7 wood pails, 6
 pails in crate, 52½c per pail;
 30-lb. wood pails, 7¼c 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 crate, 42½c per tin;
 No. 7 tins, 12 in case, 57½c per
 tin; No. 7 wood pails, 6 in crate,
 57½c 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 pack-
 ages 1 15

Strawberries

are now arriving freely. Sell-
 ing 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.

McWILLIAM

Mc. AND E.

EVERIST

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

TANGLEFOOT



THE ORIGINAL FLY PAPER

has one-third more sticky
 compound than any other;
 hence is best and cheapest.



Oakey's

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

'WELLINGTON'

KNIFE POLISH

JOHN Oakey & Sons, Limited

Manufacturers of

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

Wellington Mills, London, England

FREQUENCY OF SAILINGS

Every eleventh day a
 Pickford & Black steamer
 leaves Halifax for Ber-
 muda, 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.

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

NEW FRUITS for Dominion Day Trade

CALIFORNIA
PEACHES, PLUMS, CHERRIES,
CANTALOUPE, APRICOTS

ALSO

**Bananas, Oranges, Lemons,
Watermelons, Pineapples**

STRAWBERRIES
for Preserving

Don't wait until they are all over—BUY NOW

THE HOUSE OF QUALITY.

HUGH WALKER & SON
(Established 1861) GUELPH, ONTARIO

One Card, One Cent, One Minute

Isn't it worth while? We want you to give our goods as fair a trial as you give others. We are not afraid to have them placed side by side. You will be agreeably surprised if you do this.

"Laurentia," "Daily Bread"
"Regal," "National,"

are four brands of flour which, while young, are being handled by first-class dealers as if they had been on the market for years.

Get in touch with us.

**THE ST. LAWRENCE FLOUR MILLS
COMPANY, LIMITED**
MONTREAL



BOVRIL

WILL INCREASE YOUR PROFITS

It is no more trouble to handle an 8 oz. or 16 oz. bottle than a small one. But the large one brings you a better profit.

If you tell your customer the price of a 2 oz. and the price of a 16 oz., the economy is obvious. You make the better profit and please your customer too.

Bovril Limited, Montreal

CENTURY

Century Salt possesses a reputation for unvarying excellence which has been won only after years of experimenting in the attainment of perfection in quality.

Century Salt costs no more than unknown brands—then why not benefit by selling only the kind that will hold your particular trade?

Dominion Salt Co., Limited

Manufacturers and Shippers

SARNIA - ONTARIO

SALT

"COW BRAND"

BAKING SODA

Stronger and purer than any other package or bulk soda, always uniform and thoroughly reliable.



Pure

Reliable

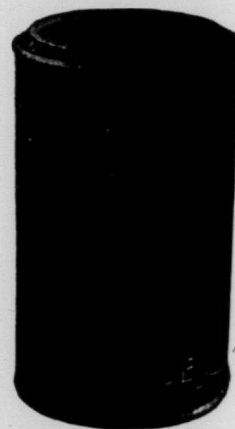
The housekeeper's guarantee lies in the reputation of the manufacturers.

The grocer's guarantee for profit lies in the "Cow Brand" Baking Soda's popularity with the housekeeper.

Church & Dwight, Limited

MANUFACTURERS - MONTREAL

CARTER'S



Big Wheel Lemonade Powder

Table Jellies, Mustard Powder
etc., etc.

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

Highest Quality Brooms

"Bamboo" Handle

W. W. & Co. Brands are made up to the mark always. They are light, strong and serviceable. Your customers will find you out when you handle this brand, and a profitable trade will be yours.

Walter Woods & Co.

HAMILTON - - WINNIPEG

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Stock of Special "Class"

gives dignity to the entire stock of a grocery. Even though you use only a moderate quantity of quality goods, there is no wiser selection for you than

CARR'S BISCUITS.



With such stock on hand you invite a trade that will advertise you and make you successful.

Carr's Biscuits are packed for export in air-tight tins.

Write for Prices.

CARR & CO. CARLISLE ENGLAND

AGENTS—Wm. H. Dunn, Montreal and Toronto; Hamblin & Brereton, Winnipeg and Vancouver, B.C.; T. A. MacNab & Co., St. John's, Newfoundland.

Brunswick Brand

Canned Fish



It is every grocer's wish that he should build a profitable business. What class of stock are you pushing to win for you? Do you stock Connors' Bros. goods? They are the kind that "Hit the Mark" of popularity and make satisfied customers for you.

Brunswick Brand Fish Foods, packed by this well-known firm, are the finest obtainable and may be relied upon to give the greatest satisfaction. By the "Brunswick" modern sanitary method of canning, the natural fish flavor is preserved to a remarkable degree.

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

AGENTS—Grant, Oxley & Co., Halifax, N.S.; J. L. Lovitt, Yarmouth, N.S.; Buchanan & Ahern, 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.



Through a little effort at advertising and a big effort at producing the best article that skilled mechanics and A-1 materials could produce, our

Klondike and Jubilee Brooms

have become known as the most reliable in the market. Just now we are devoting special attention to perfecting the handles of these lines by a new system of polishing—making them "smooth as glass" Try a sample lot, you'll be delighted.

Manufactured by

Stevens-Hepner Co., Limited
PORT ELGIN ONTARIO



Every Box a Trade Bringer

Prevail upon your customers
to take a box of

White Dove Coconut

as a trial. Its genuinely
good quality will make it
exceedingly popular, and
serve you as a good trade
bringer.

The demand is great—the
profit is good—Order NOW.

W. P. Downey
MONTREAL, QUE.



WILSON'S FLY PADS

Last year's increase in
sales was greater than the
whole output of a few
years ago.

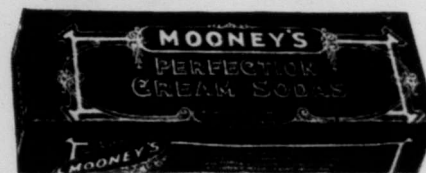
And the demand is still
growing.

Reputation that Counts

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



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



BISCUITS That Build Trade

Every active, discern-
ing grocer should now
make a special effort
to push the sale of

Mooney's Perfection

Cream Sodas

He has the opportu-
nity of doing so, as this
is the great picnic
and vacation season.
There is nothing more
toothsome, crisp and
relishable in the
cracker line. Every
pleasure seeker
knows this.

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, N.F.L.D.

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.



“ROYAL SHIELD” BRAND EXTRACTS

There cannot be too much emphasis put on the Purity of Extracts in this day of imitations and inferior articles. The “Royal Shield” Extracts uphold the reputation for purity of this popular western brand. They are true fruit essences of extra strength and go farther in flavoring than most high grade brands. This is a strong point with your customers and will increase your extract sales.

TRY A SAMPLE ORDER



Campbell Bros. & Wilson, Ltd. Winnipeg

Campbell, Wilson & Horne, Limited
Lethbridge

Campbell, Wilson & Smith, Limited
Regina

Campbell, Wilson & Horne, Limited
Calgary

Campbell, Wilson & Adams, Limited
Saskatoon

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.



Buy the Best

A line that will give entire satisfaction throughout the year to all of its users is

PURITY SALT

It is rightly named, because it consists exclusively of fine dry, even crystals, free from all foreign substances.

It is pure—that's why the women think so highly of it.

Your profit is assured. Order a stock to-day.

The Western Salt Co., Ltd.
MOORETOWN, ONTARIO



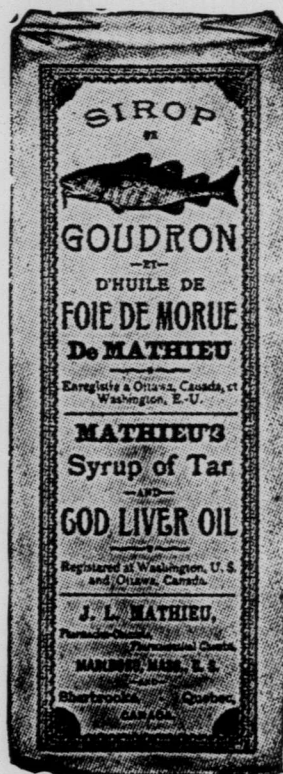
is the ideal chocolate for cooking and drinking purposes. Is especially suitable for icing cakes, making fudge, etc. Your customers want and should be given only the best—MOTT'S

JOHN P. MOTT & CO.

MANUFACTURERS

HALIFAX, NOVA SCOTIA

Money in Other People's Coughs



A suggestion, when you hear a cough, that

MATHIEU'S SYRUP OF TAR AND COD LIVER OIL

is great for coughs and colds, will nine times out of ten result in a sale for you, and a cured cough for your customer. "Many mickles make a muckle."

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

Where fever accompanies a cold,

Mathieu's Nervine Powder

the great Headache and Neuralgia cure, are very helpful. They break up the fever, stop the pain in bones, and give great physical relief.

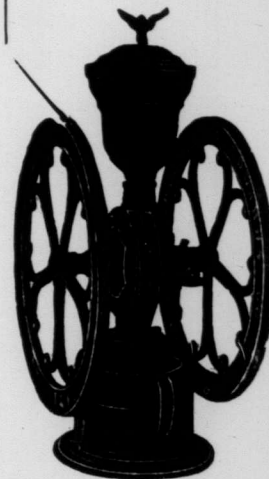
Newton A. Hill, 25 Front St. E., Toronto, Ont.
Distributor for Western Ontario.
Chaput, Fils & Cie., Montreal, Que.
Foley Bros. & Larson, Winnipeg, Man.

YOU ARE THE MAN WE WANT

—that is, if we haven't yet had the pleasure of putting an

ELGIN National Coffee Mill

in your store. No mill can match the "Elgin" for rapid grinding and easy running, and it is unsurpassed for attractiveness and finish. Equipped with special adjuster device and the new style force feed steel-cutting grinders.



Ask any of the following jobbers for our illustrated catalogue
WINNIPEG—G. F. & J. Galt (and branches); The Codville Co. (and branches); Foley Bros. Larson & Co. (and branches).
VANCOUVER—The W. H. Malkin Co., Ltd.; Wm Braid & Co.; Kelly, Douglas & Co., Ltd.
HAMILTON—James 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.

Woodruff & Edwards
CO.
ELGIN U.L., U.S.A.



YOUR AIM!

The conscientious grocer should aim to continually supply his patronage with the best Pickles and Relishes obtainable. The kind that are picked and pickled for size, shape and quality are the popular

QUEEN QUALITY PICKLES

10 and 20-oz. bottles
Sweet, Mixed and Chow
Bulk Pickles in pails
English Chow Chow
in pails.

Pure Tomato Catsup,
bottled or in bulk.

Perry's English Sauce,
Worcester Sauce, bottled
or in bulk.

Taylor & Pringle
Co., Limited

Owen Sound - Ontario



Our Extracts

are of superior grade in material and the process of manufacture. You make no mistake in recommending "Sterling" Extracts to your most particular customers.

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



Three Lines You Should Know and Introduce to Your Customers

Tone up your stocks of Condensed Milk by adding these three lines—New Ones and Good. They will bring you new customers and quick returns.

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

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

J. MALCOLM & SON
ST. GEORGE, ONTARIO.

CASTILE SOAP



"LA VIERGE" The Virgin Brand EXTRA SUPERIOR QUALITY

The Standard Castile Soap of Marseille
Daily output about 100,000 lbs.

CAUTION:—Other castile soaps are offered on the market closely resembling the VIRGIN BRAND. Insist on the genuine, stamped: "LA VIERGE"—"FELIX EYDOUX"—Marseille.

LAW, YOUNG & CO., Montreal
SOLE AGENTS FOR CANADA



Why Don't You do Like Him?

H. J. Buckley of Moberly, Mo., who bought a No. 84 Kingery Corn Popper with Peanut cylinder extra for \$94.00.

He writes that the machine is doing fine. I pay \$40.00 per month rent and have four people employed and machine pays rent and help.

Now to get at his profits in this little, big business, let's do a little figuring. Rent \$480 per year. Four clerks at \$5.00 per week each, \$1,040, total \$1,520 or 15 times the cost of his machine. Did you ever add anything to your business that beats it? In some cases they have earned more net profit than that of the business of the entire store. Furthermore its attractiveness turns the eyes of passersby upon your store. Often it is the agent of sending them in. It helps the business in the store. The Kingery Peanut Roasters and Corn Poppers are of many kinds and styles—Steam, Electric, Spring and Hand Power. Ranging in price from \$8.50 to \$350.00. Sold on liberal instalments.

You should have Kingery's Book of Possibilities and Catalog No. 39. They are free.

KINGERY MFG. CO.

Cincinnati, Ohio

Rowat's Goods Sell!

The Connoisseur's Choice!
Cater for your particular customer by featuring

Paterson's Sauce

It never fails to satisfy.



ROWAT & CO.
GLASGOW, SCOTLAND

CANADIAN DISTRIBUTORS:
Snowdon & Ebbitt, 325 Coristine Building, Montreal, Quebec, Ontario,
Manitoba and the Northwest; F. K. Warren, Halifax, N.S.;
J. A. Tilton, St. John, N.B.; C. E. Jarvis & Co., Vancouver, B.C.



Talking to the Point

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

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

TRY A CONDENSED AD IN THIS PAPER

BUY

Star Brand

Cotton Clothes Lines

AND

Cotton Twine

Cotton Lines are as cheap as Sisal or Manila and much better

For Sale by All Wholesale Dealers

SEE THAT YOU GET THEM

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.

"Babbitt's"
Is
The Original
Soap Powder



PUREST, STRONGEST, BEST SELLING

You can depend on BABBITT'S SOAP POWDER to please your customers because of its great power as a cleanser. While any soap powder is expected to have cleansing power, BABBITT'S has more because of its concentrated form, so it gives more satisfaction and sells best.

Recommend BABBITT'S and tell your customers about our Premium Store, 396 St. Paul St., Montreal, Canada.

B. T. BABBITT, INC.
NEW YORK

It is a Mistake

for you to think that you cannot sell an article because your customers do not ask for it. You are a salesman and we venture to say that you will be surprised at what you can do with

Maple Sugar Chewing Tobacco
King George's Navy "
Master Mason "

if you put your selling power behind them and make up your mind that the men who come to you for groceries will come for tobacco supplies also. You have the first call on them very often, so take advantage of all opportunities.

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

FOR SALE—GROCERY AND MEAT BUSINESS in city of Hamilton; first-class stand; turnover \$30,000 per annum. Owner retiring from business. Apply Box 433, Canadian Grocer, Toronto.

GOOD, CLEAN, NEW GROCERY BUSINESS for sale in Eastern Ontario. Town of 2,000 population. Turnover \$20,000 to \$30,000 per year. Store may be rented on easy terms. Apply Box 431, Canadian Grocer.

FOR SALE—OLD ESTABLISHED HARDWARE business; large double store; grocery department and flour and feed in connection; turnover \$30,000 a year; stock \$5,500; buildings rented or sold. Good Ontario town; a chance of a lifetime for one or two live men to step into a safe paying business. Apply Box 434, Canadian Grocer, Toronto.

FOR SALE—150 TEA AND COFFEE AD. models—each printed in display type ready for reproduction in newspaper, circular or postal. Tested and proved trade-winners. \$5.00 the lot. Send for the 150 on approval, cash or return after examination. No risk. J. H. Blake, Author of "Tea Hints for Retailers," Box 508, Denver, Colorado.

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.

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)

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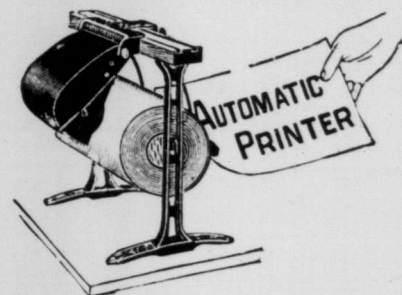
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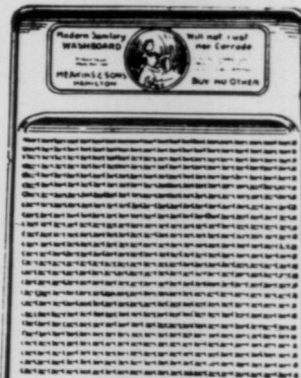
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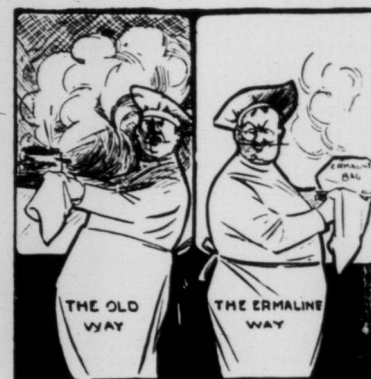
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is one of the articles in the store that sells and pays well the dealer. Every housewife when made acquainted with its workings is enthusiastic to use it. It does many things: It lays dust, brightens and preserves carpets, destroys moths, saves scrubbing and dusting, and deodorizes.

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THE CANADIAN GROCER

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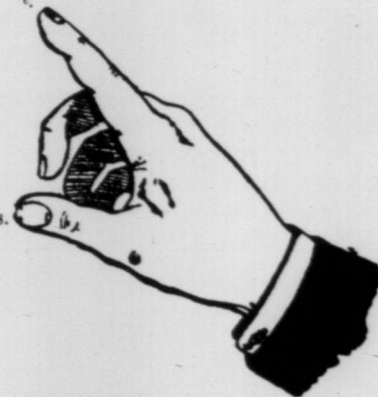
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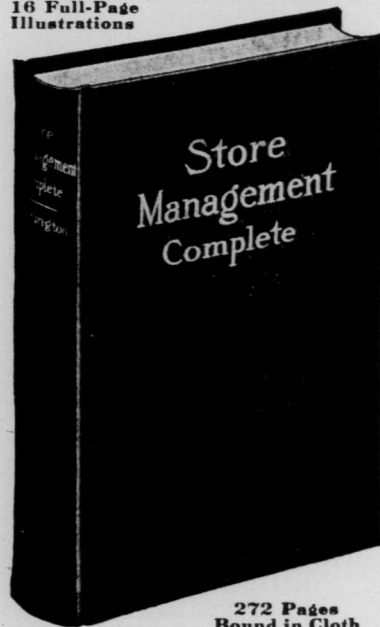
"He must know before he begins it that he must spend money—lots of it.

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

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16 Full-Page Illustrations



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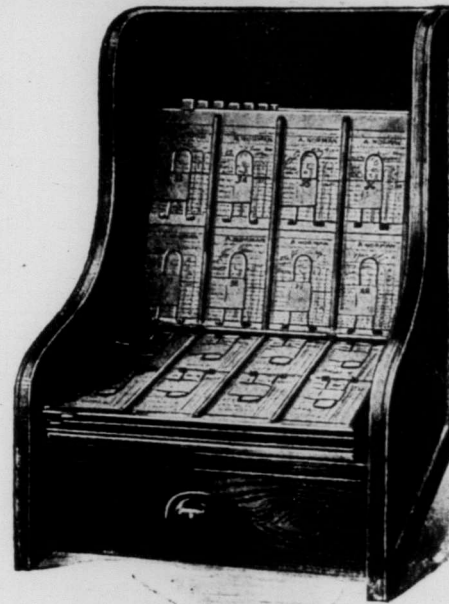
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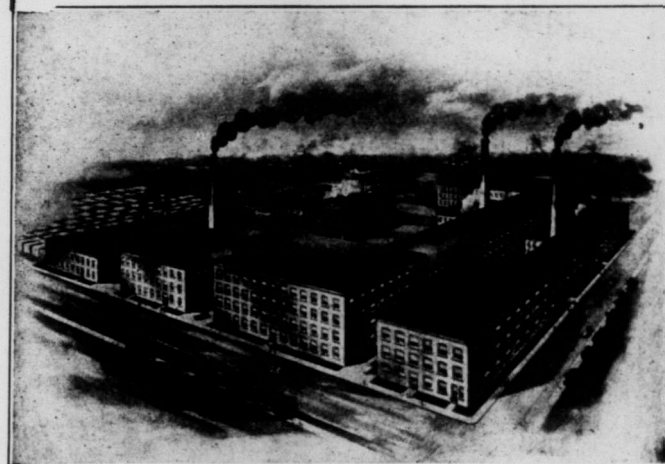
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LONDON, ENGLAND



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