

**PAGES
MISSING**

In This Issue—Fruit Crop Prospects Poorer; Sugar Changes in 1916

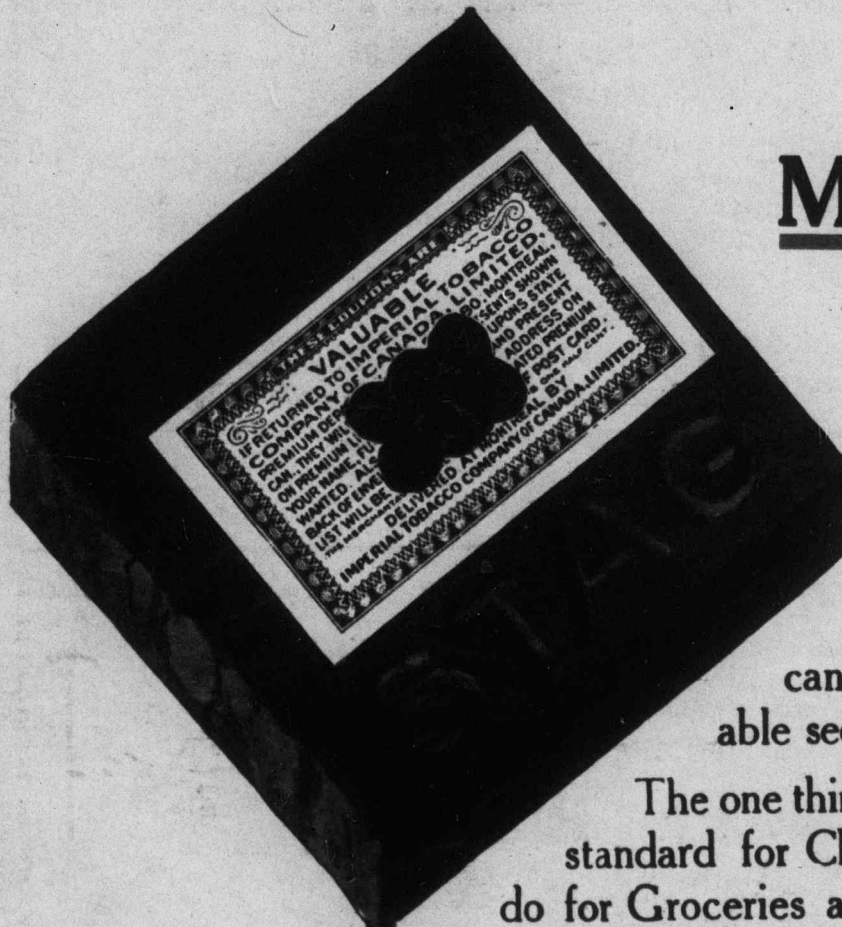
CANADIAN GROCER

Only Weekly Grocery Paper Published in Canada
THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXX

PUBLICATION OFFICE: TORONTO, JULY 7th, 1916

No. 27



Make It Show A Profit

Your Tobacco Department ought to be—and can be—one of the most profitable sections of your store.

The one thing needed is to set the same standard for Chewing Tobacco that you do for Groceries and Table Delicacies—and handle only Quality Brands—such as

STAG

CHEWING TOBACCO

"Ever-lasting-by Good"

It makes success a certainty. Put an order in now for a good supply.

HANDLED
BY ALL
THE
WHOLESALE
TRADE

Quality and service—the product of over fifty years' constant endeavor to give the public the utmost in coffee—has attained for Chase & Sanborn's High Grades an enviable reputation.

Chase & Sanborn
Montreal

WHEN YOU
SUGGEST

Gold Standard

TEA

Your customer immediately thinks of the advertisements she has been reading in her favorite paper or magazine (such as the one here) and accepts your suggestion readily. These advertisements are moving your stock quickly.

It pays to sell advertised goods and especially "Gold Standard" products, for on them you get both a good profit and a quick turnover.

Gold Standard
Guaranteed-the-Best TEA



THE CODVILLE COMPANY, LIMITED

BRANDON

MOOSE JAW

WINNIPEG

SASKATOON

CATELLI'S MILK MACARONI



—the new 10c Package that is Putting Profits in the Grocers' Pocket

The time is ripe to push such a deliciously economical food as Catelli's *Milk Macaroni*.

This new Macaroni—so clean and wholesome—so rich in nutriment—so easily digested—gives nearly *twice* as much food value as a pound of lean steak—at *less than half the cost*.

And it has a delicacy of flavour—a smoothness and richness—that is instantly appreciated by everyone.

“The Girl at Catelli's” is the title of a beautiful little recipe book we send free to your customers. It shows more than a hundred different ways of serving Catelli's *Milk Macaroni*.

Catelli advertisements will appear in fifty-two of the leading newspapers. The big 24-sheet posters in colors are just ready for the bill-boards. The window trims and store cards and cook books are also ready. Stock Catelli's *Milk Macaroni*, and share in all this business-winning advertising.

Order Through
Your Wholesaler

DISTRIBUTORS:

TEES & PERSSE, LIMITED, Calgary, Edmonton, Fort William, Moose Jaw, Regina, Saskatoon, Winnipeg.
C. E. DISHER & CO., 110 Water St. Vancouver.
C. C. MANN, 517 Board of Trade Building, Toronto.
H. D. MARSHALL, 197 Sparks Street, Ottawa.
J. HUNTER WHITE, 8 North Market Wharf, St. John, N.B.
O. N. MANN, Turnbull Building, Sydney, N.S.
JAS. BILLMAN & SON, Pickford and Black's Wharf, Halifax, N.S.

10¢

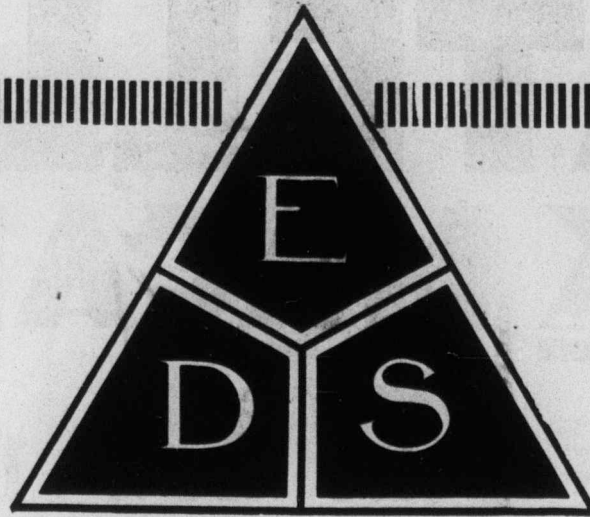
We are doing everything we can to enable you to make a full profit by featuring the price on every package and in all our advertising.



EVERYWHERE

If any advertisement interests you, tear it out now and place with letters to be answered.

QUICK
SALES



WORTH
WHILE
PROFITS

*Made in
Canada*



It will pay to cater to the big summer demand for E. D. Smith's Grape Juice—the most economical summer drink on the market.

The sweet, natural flavor of the Concord Grape is retained by a special process giving an irresistibly delicate flavor to every drop of this popular grape juice.

Order now—supply is limited.

A counter display will pull big results.

*Made in
Canada*



E. D. Smith and Son, Limited
WINONA, ONT.

AGENTS: Newton A. Hill, Toronto; W. H. Dunn, Montreal; Nicholson & Bain, Calgary, Alta., Edmonton, Alta.; Watson & Truesdale, Winnipeg; G. H. Laidlaw, Halifax, N.S.; B. C. Merchandise Brokerage Co., Vancouver, B.C.

If any advertisement interests you, tear it out now and place with letters to be answered.



So deliciously invigorating, so convenient, so easy to prepare, so useful in many ways

BORDEN'S MILK PRODUCTS

will bring you unlimited opportunities for good and lasting sales during the present season. Casual Purchasers invariably become regular customers where Borden Milk products are concerned.

Get your share of these profit-building sales by putting the Borden Lines on display prominently, by suggesting their use, by featuring them in your windows. The good profit they afford will make it well worth your while, and Borden Quality and Utility will take good care of repeat orders for you.

Order a representative trial stock to-day and note the results.



BORDEN MILK COMPANY, LIMITED

"Leaders of Quality"

MONTREAL Branch Office, No. 2 Arcade Bldg., Vancouver

If any advertisement interests you, tear it out now and place with letters to be answered.

One Good Sale Begets Another

All we need to tell you about Shirriff's as rapid sellers is this: Sales are going up, up, up. Every day new customers are getting their education about the beautiful sparkling jellies, full and rich in flavor, that are made with

Shirriff's Jelly Powders

The experience of dealers is that one trial adds prestige to the whole Shirriff line, and to the dealer's whole store. For there is a high quality true fruit flavor on the list for every taste and occasion. And once jelly powders make good, as Shirriff's invariably do, the rest is easy. Profits worth while follow suit.

Start things going with a trial case right away, for here's a line you will be glad to push. Let folks know you sell it. We help you do this well by supplying attractive window display materials.

**Imperial
Extract
Co.**
Toronto



The Quality That Makes Steady Customers



The first sale of Malcolm Milk Products is only the forerunner of a steady stream of repeat business—their delicious wholesomeness and the ease with which they are prepared win the approval of the most particular people.

And don't forget that Malcolm Milk Products are *MADE-IN-CANADA* by Canadian Labor. Support home industry.



THE MALCOLM CONDENSING CO.,
St. George, Ontario **LIMITED**

CONCORD NORWEGIAN SARDINES

will bring satisfaction and profit to every Grocer handling them, because they are highest quality goods, backed by a guarantee appearing on each tin.

Only the finest, freshly-caught autumn fish, and the purest olive oil are used, all hard, tough fish being rejected. 24 to 28 fish go to a tin, and they are mild cured and not too much smoked.

The demand for these high-class sardines is steadily increasing, appreciation of their quality being thereby shown.



Are you handling
CONCORD? Order
from your wholesaler
TO-DAY.

LIST OF AGENTS:

R. S. McIndoe, Toronto. [Watson & Truesdale,]Winnipeg.
Maritime Fish Corp'n., Limited. W. A. Simonds, St. John, N.B.
H. C. Janion, Vancouver, B.C.

If any advertisement interests you, tear it out now and place with letters to be answered.

ORLANDO

(INVINCIBLE)



**NAMED FOR A PRINCE
AND FIT FOR A KING**

The Orlando Cigar is, without doubt or question, the best three-for-a-quarter smoke procurable.

It is a long, well-seasoned, hand-made cigar, attractive to wholesaler and retailer and highly satisfactory to consumer.

Add them to your lines and get your share of the business.

W. R. WEBSTER & COMPANY, LIMITED
SHERBROOKE, CANADA

LARGEST MAKERS IN THE WORLD

Tin Foil—all descriptions

Tea Lead—all gauges and sizes

Metal Bottle Capsules—any size,
color or stamping

Collapsible Tubes—plain or colored

ALL BRITISH MADE

Send specification of your needs or samples of what you now use--stating **QUANTITIES**
—We will give you **BEST QUALITY—BEST DELIVERY--BEST PRICES**

BETTS & COMPANY, LIMITED

Chief Office :—1 Wharf Road, LONDON N., ENGLAND

If any advertisement interests you, tear it out now and place with letters to be answered.

Buyers' Guide

CLASSIFIED ADVERTISING

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

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

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

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

WANTED

A BRITISH REFINING COMPANY MAKING butter substitutes, beef lard, vegetable lard, beef suet, etc., need agent or purchasing distributor for Canada. Write: Refiner, c/o Canadian Grocer, University Avenue, Toronto.

WANTED — POSITION AS TRAVELLING salesman by man with four years' road experience wholesale groceries and long retail experience. Well acquainted north and west of North Bay. Would consider responsible inside position, wholesale or retail. Box 147, Canadian Grocer.

WANTED—WHAT ARE YOU WANTING? A clerk, a business, a salesman, a partner? An outlay at the rate of two cents a word will make your wants known throughout the Dominion to just the men who can satisfy you. See our rates above and send along your ad. to-day.

WANTED, MEN—YOUNG MEN AND BOYS in every town to represent our publications. A liberal commission and bonus on all orders. As a whole or spare time "money maker" the opportunity is unexcelled. Write to-day for full particulars. The MacLean Publishing Co., Dept. F, 143-153 University Ave., Toronto, Ont.

WANTED — MEN. ARE YOU CAPABLE OF organizing and controlling a subscription sales force? If you are, you are the man we want to get in touch with. We have a plan that will make you "real money." Part or whole time accepted. Drop us a card for full particulars. The MacLean Publishing Co., 143-153 University Ave., Dept. F, Toronto, Ont.

AGENTS WANTED

AGENTS WANTED BY BRITISH MANUFACTURERS of well-known brand of Custard Powder, Jelly Powders, Health Salt, Lemon Crystals, etc., etc., for Ontario, Quebec and the Maritime Provinces. Applications for the whole of this territory or local agencies considered. Must work the retail trade direct. Apply, giving full particulars, references, to Box 51, Canadian Grocer, 88 Fleet Street, London, England.

MISCELLANEOUS


EVERY MERCHANT WHO SEEKS MAXIMUM efficiency should ask himself whether a Gipe-Hazard Cash Carrier, as a time and labor saver, is not worth more than the high-priced labor which it liberates. Are you willing to learn more about our carriers? If so, send for our new catalogue J. Gipe-Hazard Store Service Co., Limited, 97 Ontario St., Toronto.

FOR SALE

FOR SALE OR EXCHANGE FOR GOOD paying grocery, lot 25 x 122 ft., North Toronto, on Yonge St. Present value \$700. Further particulars apply to Box 146, Canadian Grocer.

OAKLEY'S KNIFE POLISH

2012-7786



JOHN OAKLEY & SONS, LIMITED,
LONDON, ENGLAND.

AGENTS:

Geo. B. Jenkinson, 43 Queen St. East, Toronto, and J. E. Huxley & Co., 220 McDermid St., Winnipeg.

Washington's
COFFEE

W. GEO. VARTY, Agent
29 Melinda St., Toronto. Phone M. 7089

Toronto Butchers' Supply Co. LIMITED

Cleaners, Importers, and Exporters of Sausage Casings, Packers' and Butchers' Supplies. Outfitters of Meat Markets. Pure Spices a Specialty. Butchers' Coats and Aprons.
49 DUNDAS STREET. . . TORONTO

"TRENT LOCK" EGG FILLERS

For 30 dozen cases.
For one dozen Cartons.
THE TRENT MFG. CO., LIMITED
Trenton, Ontario, Canada

CHIVER'S

JAMS—JELLIES—MARMALADE

Are guaranteed absolutely pure and of the highest quality.

Send us your orders.

Agents:

Frank L. Benedict & Co., Montreal

We are now located in our new and more spacious warehouse at

60-62 JARVIS ST.

TORONTO SALT WORKS

GEO. J. CLIFF

PORT ARTHUR, ONT. MONTREAL, QUE.

FRESH FISH FOR NEXT WEEK

Halibut, Cod, Haddock, Trout, Whitefish

Price
Quality
Service

J. BOWMAN & CO.
26 Duncan St., Toronto, Ont.

Jenkins & Hardy

Assignees, Chartered Accountants, Estate and Fire Insurance Agents.
15½ Toronto St., Toronto
52 Can. Life Bldg., Mont.

The Reputation and Standing of Walter Baker & Co.'s Cocoa and Chocolate Preparations



Registered Trade-Mark

Have been built up by years of fair dealing, of honest manufacturing, a unwavering policy of maintaining the high quality of the goods, and by extensive and persistent advertising.

This means for the grocer a steady and increasing demand from satisfied customers, in the long run by far the most profitable trade.

All of our goods sold in Canada are made in Canada.

Walter Baker & Co. Limited

Established 1780

Montreal, Can.

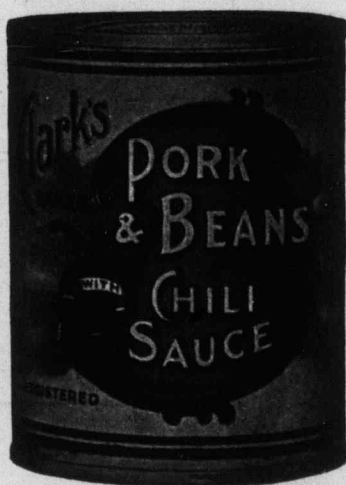
Dorchester, Mass.

When You Buy Made-in-Canada Goods

Your principles are good, BUT
you must not overlook the fact
that your customers want

The Very Best Made in Canada

and that is

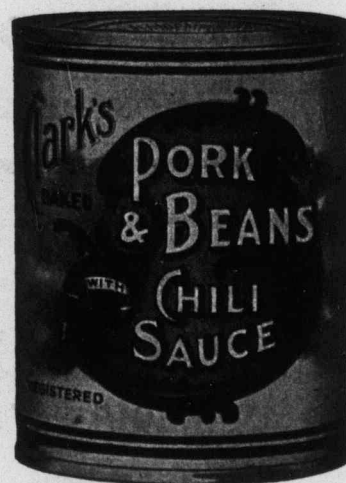


Clark's

Pork

and

Beans



Made from Canadian Products by a
strictly Canadian Firm employing
Canadian Labor and Capital, and enjoying
The Canadian Demand.

W. CLARK Limited, MONTREAL

If any advertisement interests you, tear it out now and place with letters to be answered.



has set the **Standard** for quality for over seventy years. Its purity, strength and reliability make it the prime favorite of careful housewives.

For customer satisfaction and better profit you cannot afford to be without a supply of Cow Brand Baking Soda.

CHURCH & DWIGHT
Manufacturers LIMITED
MONTREAL

HERE ARE A FEW OF

McVitie & Price's BISCUITS

established favorites from the Old Country, which every grocer should stock:

DIGESTIVE.

"The Premier Biscuit of Britain." Finest whole-meal.

SCOTTISH ABERNETHY.

The Scottish favourite. Rich cream-filled short-bread biscuit.

ACADEMY CREAMS.

Chocolate biscuit filled with cream.

CREAMY CHOCOLATE.

The standard Old Country biscuit, delightful flavour. Popular Scottish tea biscuit.

OSBORNE.

Fine butter flavour.

RICH TEA.

Rich shortcake.

SMALL PETIT BEURRE.

Butterfly shape, cream sandwich, almond flavour.

BELGIUM.

Light short-eating cracker.

BUNTY CREAMS.

Ideal tea or coffee biscuit.

BUTTERETTE.

ROYAL SCOT.

McVitie & Price, Limited
EDINBURGH and London

McVitie & Price of Canada, Limited
Vaudreuil St., St. Paul St. E. Montreal

**Imperial Rice Milling
Co., Ltd.**

VANCOUVER, B. C.

MIKADO

**The best value in Rice being
offered on Canadian
markets today.**



The old reliable in the neat, red label is the housewife's favorite wash-day soap. Hence it will pay you to constantly feature the soap that always "makes good."

Don't hesitate to recommend this truly wonderful all-round soap. First sales will be followed by many others because Wonderful Soap lives up to our claim—that it is the most dependable general utility soap on the market.

Try the effects of a window display.

Guelph Soap Co.,
Guelph, Ontario

If any advertisement interests you, tear it out now and place with letters to be answered.





A Broom With a Reputation

We brought out the "Nugget" Broom to fill a demand for a broom of high quality, but light in weight. It has become firmly established in the esteem of housewives and unless you are handling



THE "NUGGET" BROOM

you are overlooking a very profitable trade builder. Made of the best green corn, no stems or seeds, and corn will not come out or turn over at the ends.

Write for prices, etc.

Stevens-Hepner Co., Limited
Port Elgin, Ont.

The "Nugget" Broom is only one of the famous Keystone Brand Brooms and Brushes.

A True Canadian Salt

—and true to the trade—because it puts every dealer on the same plane.

Windsor Salt is sold only through wholesalers and jobbers—and all retailers pay the same prices. There are no special discounts or secret rebates.

Windsor

Table Salt

Made in Canada

THE CANADIAN SALT CO. LIMITED

Every user advertises OCEAN BLUE by recommendation, and every packet you sell advertises your store as the place "where you can buy"

OCEAN BLUE

Order from your Wholesaler.

HARGREAVES (CANADA) LIMITED,
33 FRONT STREET, E. TORONTO

Western Agents:
For Manitoba:
O. F. Lightcap,
Winnipeg. For
British Columbia
and Yukon:
Creeden &
Avery, Rooms 1
and 6, Jones
Block, 407 Hast-
ings Street,
West, Vancouver



If any advertisement interests you, tear it out now and place with letters to be answered.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of The Canadian Grocer will gladly assist manufacturers at home or abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

ONTARIO

MACKENZIE & MORRIS
LIMITED
BROKERS
Groceries, Provisions and Produce
C.P.R. Building, TORONTO

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

W. G. PATRICK & CO.
Limited
Manufacturers' Agents
and Importers
51-53 Wellington St. W., Toronto

Maclure & Langley, Limited
Manufacturers Agents
Grocers, Confectioners
and Drug Specialties
12 FRONT STREET EAST TORONTO

Our
Trade Mark
is
PROMPTNESS
W. H. Millman & Sons
Wholesale Grocery Brokers
Toronto Ontario

MEN WITH SALES ABILITY.
We have a few desirable openings for men of this type to call on Grocers in connection with Star Egg Carriers and Trays. 63% of the grocers of the country are already using Star Equipment. To men with proven selling ability we can offer an exceedingly interesting proposition.
For particulars, apply
STAR EGG CARRIER & TRAY MFG. COMPANY
1113 JAY STREET ROCHESTER, N.Y.

Mann, Laurie & Co.
78 King St., London, Ont.
Quality provisions and produce.
Write or phone.

If you want the market on
NEW BRUNSWICK POTATOES
Wire or phone
HARRY WEBB, TORONTO
We specialize on potatoes, have warehouses at all buying points in the potato belt. Cars always loaded. New Brunswick, Montreal, Toronto, waiting orders.

WESTERN PROVINCES
H. P. PENNOCK & CO.,
Limited
Wholesale Grocery Brokers
and Manufacturers' Agents.
WINNIPEG REGINA
We solicit accounts of large and progressive manufacturers wanting live representatives.

O. F. LIGHTCAP
Wholesale Grocery Broker and Manufacturers' Agent. Domestic and Foreign Agencies Solicited.
O. F. LIGHTCAP,
179 Bannatyne Ave. - Winnipeg, Man.

WATSON & TRUESDALE
Wholesale Commission Brokers and Manufacturers' Agents
120 Lombard Street
WINNIPEG MAN.
Domestic and Foreign Agencies Solicited.

British firm having a large connection among best buyers in Great Britain invites correspondence and offers from
Shippers and Packers of
Pork, Frozen and other
Meats, Dairy Produce,
Canned Goods, etc.
CIF, FOB, and landed terms.
Advances against consignments.
References exchanged.
WM. THOMAS & CO.
General Provision Commission Merchants and Brokers
29 Tooley Street, London, Eng.
Telegraphic and Cable Address:—Prodalros. Tooley London, A.B.C. Code, 5th Edition.

THE H. L. PERRY CO.
214-216 Princess Street, Winnipeg
We can make a success of your Agency. Our STORAGE, DISTRIBUTING and FORWARDING facilities are unexcelled.
Correspondence solicited.
"Always on the Job."

MARITIME PROVINCES.
J. N. COCHRAN
Manufacturers' Agent and Grocery Broker
FREDERICTON, N.B.
I have a connection with both wholesale and retail trade throughout the entire Maritime Provinces.

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

ESTABLISHED 1849
BRADSTREET'S
Offices Throughout the Civilized World
OFFICES IN CANADA
Calgary, Alta. Vancouver, B.C.
Edmonton, Alta. Hamilton, Ont.
Halifax, N.S. Montreal, Que.
London, Ont. Quebec, Que.
Ottawa, Ont. Toronto, Ont.
St. John, N.B. Winnipeg, Man.
Victoria, B.C.
Reputation gained by long years of vigorous, conscientious and successful work.
THOMAS C. IRVING, General Manager
Western Canada
TORONTO

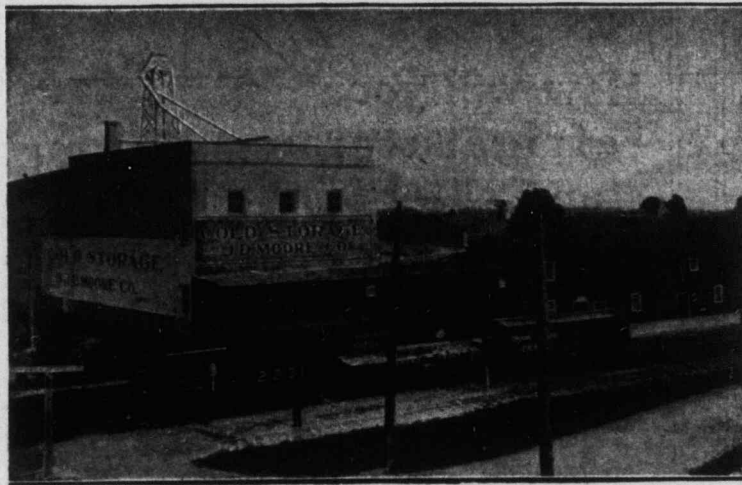
Want Ads.
There is someone who is looking for just such a proposition as you have to offer. For two cents a word you can speak across the continent with a condensed advertisement in this paper.
TRY IT OUT.

Give them the best

You can't do better for your own interests

St. Lawrence  Granulated

is the best sugar on the market.



Are you buying or selling produce of any kind in quantities? We can save you money.

Our prices are right and our splendid cold storage plant keeps the goods always fresh and sweet.

We supply both local and export trade with the finest quality butter, eggs, cheese, and poultry.

Our public cold storage system is sure to interest you. Terms are very moderate. Send a card now for full particulars.

Canada's Old Reliable Produce House

The J. D. Moore Co., Limited
ST. MARY'S, ONT.

Furnivall's
FINE
FRUIT
PURE JAM

AGENTS:

Ontario—MacLaren Imperial Cheese Co., Ltd., Toronto. Montreal—W. S. Silcock. St. John, N.B.—MacLaren Imperial Cheese Co. Halifax, N.S.—MacLaren Imperial Cheese Co. Sydney, N.S.—A. E. Sheppard. Hamilton—R. M. Griffin. Winnipeg, Man.—W. L. Mackenzie & Co., Ltd. Calgary, Alta.—MacLaren Imperial Cheese Co., Ltd. Edmonton, Alta.—Central Brokerage Co.

The most discriminating jam users find in Furnivall's a palate tickling flavor that is entirely irresistible.

This is the reason why Furnivall's Jams are such dependable sellers—first purchases always mean repeat business.

Quality Grocers everywhere sell Furnivall's. Are you one of them? If not, begin to-day.

FURNIVALL-NEW, Limited
Hamilton Canada

If any advertisement interests you, tear it out now and place with letters to be answered.

Do You Believe That There is a
BEST ?

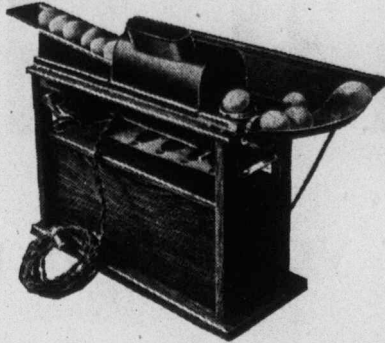
OF COURSE, and you want it, too, if the price is right.

The Electric Daylight Egg Tester is the

BEST EGG CANDLER

on the market.

It will test 300 dozen eggs an hour, and it will do the job perfectly. The operator needs no particular experience. The Electric Daylight Tester is



Neat, Durable and Inexpensive

It will add to the appearance of a counter and will enable the dealer to absolutely guarantee the freshness of the eggs he sells. A guarantee with eggs means money and satisfied customers. Write to-day for our special offer on all orders received during the next sixty days.

A. E. Jennings Company

535 Detroit St.

ANN ARBOR,

MICHIGAN



To the Autoist who knows that the gas in his tank is getting low, the sight of a

BOWSER "Red Sentry" Curb Pump

is as welcome as an oasis to the Arab or a lighthouse to the sailor.

Did you ever figure how much of this business is hurrying past the door of your store now in a cloud of dust to the next filling station, and how easy it would be for you to stop a large share of it? Whether they are tourists or the better people of your town, this trade is worth trying for, because they buy many other things than just gasoline.

The average owner of a Bowser Outfit turns his gasoline stock over about 50 times per year. You wouldn't wait long to buy a "show case" for any other line in your store on which you could turn your money over that rapidly—why hesitate about installing a Bowser?

The "Red Sentry" equipment illustrated above is only one of many self-measuring pumps and storage systems we manufacture. We make outfits for handling kerosene, paint, lubricating and volatile oils of all kinds, and a request for descriptive matter and information concerning anything along this line won't obligate you in the least.

S. F. BOWSER & COMPANY, Inc.

TORONTO, ONT.

Sales Offices All Centres. Representatives Everywhere.

THE BRUNSWICK - FREEMAN System of Mechanical Refrigeration will increase your business and raise your profits.



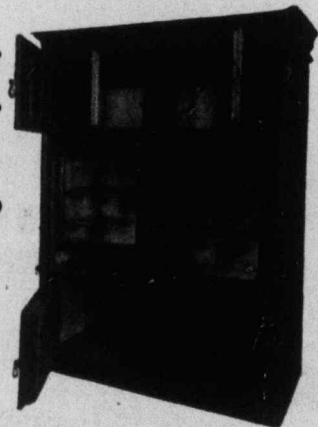
STOP! melting your dollars and draining them down the sewer. Cool your refrigerator and produce with the Brunswick-Freeman absolute temperature at all times. No trimming choice cuts of meat. No ice handling during the rush hours. Just turn the switch and the Brunswick - Freeman does the rest.

For using ice to cool your refrigerator is the same as lighting your store with a candle when your store is wired for electric light.

Write to us for Bulletin No. 103A.

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

How will your refrigerator stand the 80° to 100° days?



When "Old Sol" begins to smile too brightly, then it is that you can judge the real merits of your refrigerator.

If your provisions do not come out perfectly fresh, or your ice bill seems exorbitant, enquire about the dry cold circulating air refrigerator—the Arctic—(just as cold as its name).

Write for Catalog.

John Hillock & Co., Limited

Makers of High-Grade Refrigerators

TORONTO

If any advertisement interests you, tear it out now and place with letters to be answered.

A Machine Cannot Forget

Many merchants suffer loss because they do not keep a proper record of cash sales, charge sales, money received on account, and money paid out.

Perhaps it is because some lack the time, some the ability or inclination. In either case a modern National Cash Register will positively stop losses from these causes.

It will do this automatically and promptly, without wasting a moment's time.

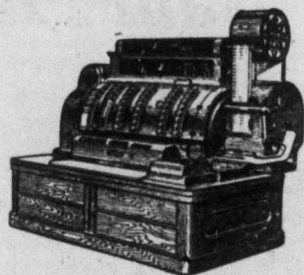
The New Cash Register makes an unchangeable record of every store transaction. It issues a receipt or a sales-slip with printed figures of the amount paid or charged.

It also tells in print who made the sale, and the date.

This record enables you to trace every transaction, and each part of every transaction. So you prevent disputes and friction with your customers.

A National Cash Register will give you a daily audit of your store's business—record each cash sale and credit sale, record money received on account and money paid out; tell you which of your clerks makes most sales and the amount of his sales.

It will pay for itself just in the money it saves you by forcing you to make a record of credit you give for goods purchased.



Please send me information about your long line of 1916 models.

Name.....

Address.....

The National Cash Register
Company of Canada, Limited

Toronto, Ontario

The National Cash Register Co.
of Canada, Limited

TORONTO - - - - - ONTARIO

If any advertisement interests you, tear it out now and place with letters to be answered.

Tartan BRAND

THE SIGN OF PURITY
Phone Orders at our Expense
Phone Nos. 3595, 3596, 3597, 3598, 4656

You will sell Tartan Brand Jelly Powders quickly and easily because

Tartan Brand quality and purity will make a telling appeal to your most hard-to-please customer. Particularly is this true of TARTAN BRAND JELLY POWDERS—their quality and purity are such that steady repeat business may be looked forward to after the first purchase. Introduce Tartan Brand to your customers. They will appreciate your regard for their interests. Tartan quality will win their increased confidence and bring you bigger business. The majority of "quality" grocers handle TARTAN BRAND JELLY POWDERS. Are you one of them?

BALFOUR, SMYE & COMPANY
HAMILTON, ONTARIO



Have No Hesitation

in recommending to your best customer

'Bluenose' Butter

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

SOLE PACKERS.

SMITH & PROCTOR - HALIFAX, N.S.

**SMITH
AND
PROCTOR**
SOLE PACKERS
Halifax - N.S.

Mr. Grocer

Do you push a dependable line of Brooms ?



Lines bearing the Excelsior Brand will give dealer and customer 100% value, and a harvest of repeat sales, because every Excelsior broom is well formed,

well sewn and evenly balanced (so is the price).

Order now and protect yourself against rise and fall of the market. We have an assorted stock of 2000 doz. and ship "right off the bat."

Here's a snap. No. 1 Excelsior Broom, 5 strings, 15½ brush, oiled handle, good corn, about 25 lbs. Doz., \$3.90.

Excelsior Carpet Brooms are unexcelled. A postcard will bring you the complete Excelsior Price List.

Write to-day.

J. C. SLOANE CO.

845 5th Avenue E., Owen Sound, Ontario

New Profit for You

You can add a new source of profit to your business by selling

Sani-Flush

Something every one of your customers living in a home with plumbing equipment needs.



Magazines reaching nearly all the better class homes in Canada are making your trade familiar with this preparation. Nothing else compares with it for cleaning vitreous china toilet bowls and keeping them sanitary and odorless.

Your jobber can supply you with **Sani-Flush**—you make a liberal profit.

By writing us that you have **Sani-Flush** for sale, you get special selling assistance.

Harold F. Ritchie & Co., Ltd., Toronto
10-12-14 McCaul Street

Distinctive!

There are more than a dozen varieties of choice Assam-Indian and Ceylon teas skilfully blended in the Blue Label package. That's why Red Rose Tea has a distinctive flavor, richness and strength that tea pedlars cannot "match."



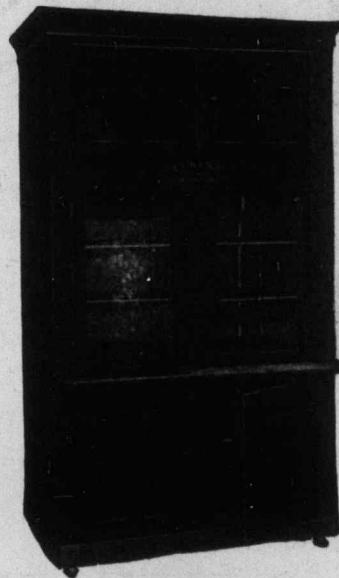
**The Celebrated Hobart
Coffee Mills,
Meat Mincers,
Peanut Butter Machines**

**The Famous Van Berkel Improved
Meat Slicing Machines**

The world's best meat slicer

The Hobart Manufacturing Co.
105 Church St., TORONTO, Canada

Pick out the Grocers



who are making the greatest profits and largest savings, particularly during the summer season. Inquire the reason for their gain, their saving, their absence of all loss through spoilage. Everything points to the single answer—

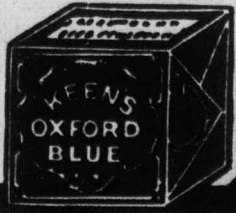
EUREKA REFRIGERATORS

These men have proven that to realize one's best profits the special and exclusive advantages offered by these up-to-the-minute refrigerators must be put behind the business. Are you positive that you are getting the very most profits out of your sales of perishable goods? If not, write to-day for the Eureka Catalogue. You'll find there just the right kind of refrigerator for your store. Send a card right now.

REPRESENTATIVES:—James Rutledge, 2608 Waverley St., Montreal, P.Q.; James Lonergan, Charlottetown, P.E.I.; W. McAllister, 98 Bank St., Ottawa, Ont.; W. Woods & Co., Winnipeg, Man., and Hamilton, Ont.

Eureka Refrigerator Company
LIMITED
27-31 Brock Ave. 54-56 Noble St. 21-33 Earnbridge St.
TORONTO, ONT.

If any advertisement interests you, tear it out now and place with letters to be answered.



Keen's Oxford BLUE

The blue of blues

Grocers who know, keep Keen's Oxford Blue well to the front in their displays of wash-day requisites.

They know that, for generations past, Grocers have sold and women have used KEEN'S

Oxford Blue with unvarying success.

Keen's Oxford Blue in your window or on your counter will quickly prove a drawing card.

Stock up to-day.

Magor, Son *and* Company, Limited

191 St. Paul St. West, MONTREAL

30 Church Street, TORONTO



GOLD DUST SELLS THE YEAR ROUND

The big thing about Gold Dust, from your viewpoint, is that it sells every day in the year. The housewife has many uses for it Summer and Winter—and even more uses in the Spring and Fall.

Gold Dust is a steady profit-maker for the merchant. Our extensive advertising of practically every kind and nature, is constantly creating new buyers—and once used, Gold Dust is never replaced.

Satisfied customers are the life of your business. Gold Dust makes them.

THE N. K. **FAIRBANK** COMPANY
LIMITED
MONTREAL

"Let the GOLD DUST TWINS do your work."

If any advertisement interests you, tear it out now and place with letters to be answered.

CANADIAN GROCER

VOL. XXX

TORONTO, JULY 7, 1916

No. 27

Light Crop for Majority of Fruits

Wet Season Prevented Bees From Pollinating Blossoms at Proper Time and Yield of Apples, Cherries, Plums and Pears Will Be Light—Strawberries Will Have Good Yield With Prices Lower Than Recent Years.

FROM present indications it would seem that fruit crop for most part will be somewhat light this year. Fruit men who have made a trip through the fruit districts of Ontario report that, in their opinion, there will on the whole be little better than half a crop this year. The one exception appears to be in the case of strawberries. The present week and next week will be the big weeks for production in strawberries. Conditions have been most favorable and the berries are in consequence of a fairly high average quality. With considerable rains during the past month or six weeks the berries are more than ordinarily juicy. The juice is inclined to be of a tart or acid taste rather than sweet and luscious. For this reason it is expected that a trifle more sugar will be required to preserve berries.

The increased cost in sugar will be counteracting influence against the ready sale for this fruit. Wholesale men on the other hand state that prices of berries will be considerably lower. An average price for berries for the past four years is placed at 12½ cents per quart. Dealers are of the opinion that in the height of the season the best berries will be around 8 to 10 cents per quart to the consumer. Some even look for them to go to 7 cents. This decrease in the cost of the berries will approximately counterbalance the increased cost in price of sugar. Dealers therefore look forward to an increased supply with a good consumption brought about by the lower price of the fruit.

No Shortage in Berry Packers

As yet there have been no complaints about the shortage of help in picking the berries. In the Toronto district many of the Boy Scouts have gone out into the berry districts and are giving their services for the sake of assisting in garnering the crop. Incidentally they have in

CANNERS SAY MEDIUM CROP

A representative of one of the large canning companies of Ontario, when called by long distance telephone by CANADIAN GROCER with respect to the fruit crop practically confirmed the situation as here set forth. "While our reports have not given us the situation within the past few days, still we are of the opinion that the fruit crop on the whole will be only a medium one," said the canning man referred to.

mind the replenishing of their own exchequer. Many Indians have also been pressed into service and women have also taken up the work in large numbers. On the whole it would seem that the labor supply in gathering the berry crop will be ample. The strawberry crop is somewhat later than usual this year owing to the backwardness of the warm ripening weather.

Gooseberries Plentiful

Gooseberries that commenced arriving toward the latter part of last week are not finding a ready market. Although of a good sample they are not moving freely. This is accounted for by some of the dealers by reason of their very tart nature which requires considerable quantities of sugar to preserve them. This may be said to hold true also with black and red currants. In consequence the early arrivals, gooseberries have moved to the consumer very slowly and the prices have been considerably below previous years. Five quart baskets are selling from 40 to 60 cents a basket, while the 11-quart baskets are

being offered at 60 cents to \$1.25. Last year this latter size of basket was selling from \$1.25 to \$1.50 per basket. The two kinds that usually find their way to the market are the Downing gooseberries which are the small berries, and the English gooseberries, large ones. Demand for such fruits as gooseberries, and currants is expected to be very light this year.

Raspberries Crop Light

Dealers are looking forward to a light crop in raspberries. One wholesaler who has made a trip out through the berry district said there would not be more than half a crop. Frost interfered greatly with the canes when the sap was on its journey upward and caused many of them to succumb. Blackberries on the other hand, were not affected to such an extent and it is expected there will be a fair crop of these. In raspberries there was a very good crop last year, but it is expected that this year's crop will fall considerably short of the production of last year.

Bees Could Not Do Their Work

Fruit dealers are looking forward to a comparatively light crop in almost every class of tree fruit. Owing to the very late season, coupled with rainy and cold weather, the bees have been unable to carry out their part in assisting the growing operation and have been unable to pollinate the blossoms at the proper time. "There will be scarcely more than half a crop of fruit of this description," stated one wholesaler who has recently returned from a trip through the fruit-growing district. "Cherries are very light in consequence of the backward season and it is hardly likely there will be more than a half crop. Plums have been affected in the same way and there will be about a half crop with this class. In some sec-

Retailers' Buying Chart

IT TELLS WHEN TO BUY NIAGARA TENDER FRUITS

Name of Fruit	Variety Name	Eating Qualities	Preserving Qualities	Sugar High Content or Low	Keeping Qualities	Date When Best
Strawberry	Williams	Fair	Excellent	Medium	Excellent	Last week in June and July 1st.
Cherries	Ox-Heart	Excellent	Excellent	High	Fair	July 1 to last. Ripe a month.
Cherries	Montmorency	Fair	The preserving cherry	Medium	Good	Mid July
Raspberries	Cuthbert	Excellent	Excellent	High	Good	Late July
Blackberries	Thimble Berries	Fair	The Best	Medium	Fair	August
Plums	Niagara	Fair (best)	Excellent	Medium	Fair	Mid to late Aug.
	Reim Claude	Excellent	Excellent	High	Good	Mid to late Aug.
	Prunes	Good	Good	High (very)	Good	Sept. to 1st Oct.
	Late Blues	Fair	Good	Fair	Good	Late Sept to 1st Oct
Peaches	St. Johns	Excellent	Excellent	High	Good	Late August
	Crawfords	Excellent	Excellent	High	Good	Early September
	Elbertas	Fair	The Best	High	The Best	Late Sept., a week later than Early
	Smocks	Fair	The Best	High	Good	Crawfords. First of Oct. to middle.
Grapes	Early Blues	Fair	No Good	Low	Fair	Oct. to middle.
	Niagaras	Good	Jelly	High	Good	Early September
	Rogers	Excellent	Jelly	High (very)	Good	Mid. Sept. to Oct.
	Concords	Excellent	" also wine and grape juice	High	Good	First Sept. to mid. Mid Sept. to Oct.

tions that I visited the pear crop was absolutely nil.

"Apples will be even lighter than the yield of these small fruits. I do not look for more than a third of a crop." A hail storm in the Niagara district on Sunday last is reported to have done damage to the fruit on the trees, but some dealers were of the opinion that the crop was hardly advanced far enough in growth to be seriously damaged.

Heavy June Apple Drop

The dropping of apples which occurs usually about the first and second week in June did not occur until the last week in June this year. Apples did not set well and in consequence the fall of the growing fruit has been exceptionally heavy. This has been accounted for by some farmers to the insufficient amount of fertilization which the blossoms received during the time when the bees carry the pollen. Wet weather and winds prevented the bees from doing their work thoroughly and with any degree of completeness. For this reason it is asserted the fruit that developed at all was not as hardy in quality and consequently much of it has fallen. Early anticipations for the fruit crop were that it would be good. As developments have been watched it has become patent that the crop will hardly be more than one-third of expectations at the first part of the growing season.

Early apples, such as Astrachans and harvest apples, however, are reported to be a good crop so far. Cherries that have thus far developed have been fur-

ther retarded by the appearance of blight. As a result the crop is estimated at a third to a half of previous years.

Peaches About 25 Per Cent. Under

Expectations at the beginning of the season were that the peach crop would be fully up to last year. Leaf curl, however, has developed and it is thought the yield will only be in the neighborhood of 75 per cent. of last year. In Nova Scotia the apple crop is expected to be about 80 per cent. of last year, the yield being placed at approximately one million barrels. In British Columbia the crop is expected to be slightly better than last year.

EATON CASE HANGING FIRE

The case of the Retail Merchants' Association vs. the T. Eaton Company, over alleged misrepresentation of paint sold at 33 cents a quart through the medium of their advertisements in one of the Toronto daily papers, has been adjourned on several occasions by the court at the solicitation of the interested parties. On June 28 an adjournment was obtained in order to give both parties an opportunity to secure expert witnesses. In the case of the T. Eaton Company, it is understood they propose bringing a witness from the United States, and in the case of the Retail Merchants, the testimony of Dr. McGill, chief analyst of the Inland Revenue Department at Ottawa, will be secured.

The adjournment was taken last week in order to give the plaintiff and defend-

ant an opportunity to find out the day when the services of their witnesses can be secured. The case was set for July 5 in order that the court might definitely fix the day for the hearing of the case. The advertisement—as those who read the article in this paper will remember—stated that the paint in question contained only "pure lead, pure zinc, pure dry colors and pure linseed oil." The analysis of the Inland Revenue Department claimed this was not correct; hence the suit.

DOMINION BOARD TO MEET

The Dominion Board of the Retail Merchants' Association of Canada, will hold their annual convention in the Fort Garry Hotel, Winnipeg, on August 8, 9 and 10. Delegates from all the provinces are expected to be in attendance.

A meeting took place at Estevan, Sask., last week of a number of farmers and townspeople and the organization of a company for a cold storage plant was proceeded with. It is capitalized at \$50,000, and it is expected to have the plant running by next spring. The provisional directors are—F. W. Newcombe, J. Moffatt and W. J. Perkins.

H. R. Silver, who is in charge of the fish department of H. R. Silver Ltd., Halifax, is on a tour in the West, calling upon W. H. Scott Co., and their branches.

High Sugar Prices \$8.20; Low \$6.65

Review of the Market For Six Months—Comparisons With 1915 and 1914—Sugar Has Nearly Doubled Since Outbreak of War—Present Prices Are the Highest Ever Recorded—Charts Show Advances and Declines.

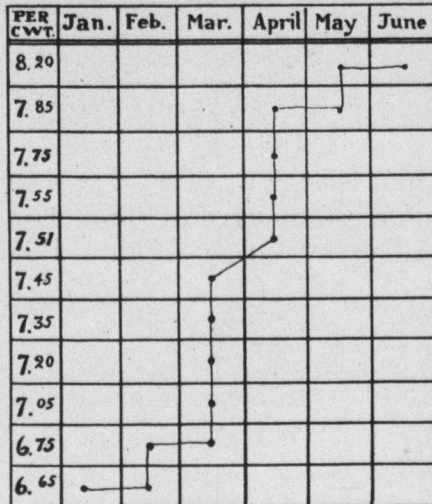
DURING the first six months of 1916 the highest price reached by standard granulated sugar on the Montreal market was \$8.20. This price was reached in May, that is the month before last. The trend of the sugar market during the past six months has been from \$6.65 to \$8.20. That is a large advance, and it has been made by a series of sharp and periodic advances to a certain point. For the last month a prolonged period when prices were stationary has been the state of the market.

The price changes can be observed from accompanying charts, the top one of which represents the rises in the sugar market during the last six months. The second chart on this page shows the changes during the year of 1915. The chart for that year is of course for the whole twelve months, whereas the chart for this year is for only the first six months of the year.

If one goes back to two years ago, it will be noticed that sugar in January of 1914 (that was war year) was priced at \$4.35. By August it had gone to \$4.45, jumping in that month to \$5.75. This was the month of the out-break of war. By October of 1914 sugar had risen to \$7.05, subsequently settling again in December of 1914 at \$6.65. That is to say for 1914, the latter of which was war period, sugar had risen about \$2.50 per cwt.

The Trend of 1915

In 1915 sugar began at \$6.30, it having suffered a decline about the turn of the year, 1914-15. Speedily it got up to \$6.80, an increase of 50c. per cwt. in February. Sugar values remained the same from February to April. They



The trend of refined sugar for the first half of 1916.

then dropped to \$6.65 in April, and so continued until September. In September, 1915, it dropped to \$6.05, and so continued until November, and in November climbed up again to \$6.65, and that was the starting point of the year 1916.

A Steady Four-Months Rise

Coming now to this year it will be seen that sugar has steadily risen in the first four months of the year. Standard granulated remained at \$6.65 until the third week in February; it then climbed 10 cents in two successive weeks. In the second week in March it was up to \$7.05, and the week after that a 15 cent rise occurred and it went up to \$7.20. The next week it had another 15c. rise and went up to \$7.35. The week following a 10c rise put it up to \$7.45. By the second week in

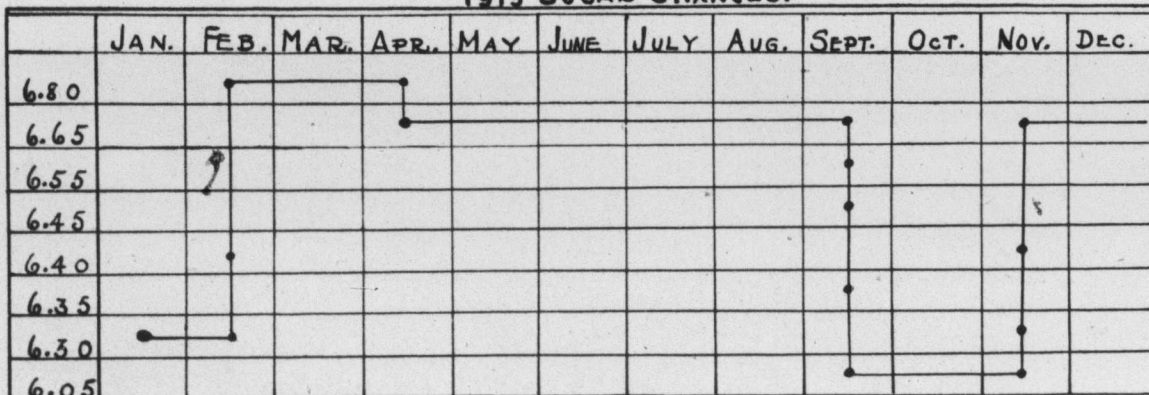
April it was up to \$7.55, and the third week in April to \$7.65. At the end of April sugar was \$7.85. It so continued for a week and the second week of May it was up to \$8.20, where it has remained until the present. It is put it tersely and trenchantly, the price of standard granulated sugar has risen from \$6.65 to \$8.20, or it has made a gain of \$1.55 per cwt. in six months. Sugar is now at the highest point in years. It is worth while remarking that it is over \$3.25 higher than it was at the outbreak of war. It is at present \$1.15 higher than its high point in 1914, which was the first year in war.

As To the Future

As far as the future of sugar is concerned, nobody can say anything with certainty. It must be remembered that contrary to the opinion of uninformed critics, the rise in sugar value is to be attributed largely to Cuba and not at all to the refiners. So far as the Cuban is concerned he, of course, has put his prices up because there has been an overwhelming demand alike from Europe and America. There has been a period of quiet in the sugar market for the last month, but as readers of the market reports of Canadian Grocer know, last week and the week before there was a flickering of activity in New York followed by the same in Toronto. All indications point to much more activity in the sugar market. One refiner said to the writer, "The next move we see will be upward."

Sugar is not a commodity about which a man is safe in predicting at this present time, but readers of Canadian Grocer will see from the diagram and will know from continuous reports that

1915 SUGAR CHANGES.



The trend of refined sugar for the year of 1915.

sugar has been consistently and steadily upward for two years, taking it by and large. With the very heavy consumption and consequently heavy buying which has been the feature of the last two years still going on, we see no reason why sugar shouldn't go higher. It is reasonable to suppose there will be no great decline in sugar values for some time. A cardinal fact in the situation

is the fact that neither Germany or Austria are producing any beet sugar comparable with what they were producing, and not only does this hit them from the point of view of their own consumption but it also means that other continental countries must now buy in American markets. No one sees anything but a higher demand for West

India raws than ever which will tend to keep the price of sugar fairly high when compared to that existing before the outbreak of hostilities.

We suggest that the trade follow the market reports on sugar with the utmost closeness each week and that they might also with advantage file the accompanying charts.

Examination for Business Applicants

Quebec Merchant Claims This Should Be the Case to Prevent Transients Without Training to Undermine Legitimate Trade—Ideas on Pricing Goods as Markets Advance—Workings of a "Want" Book

An authorized interview by Canadian Grocer representative with N. Mitchell, Granby, Que.

THE thought occurs to me with constantly increasing force that something should be done to discourage the ebb and flow of transient traders in this business. I refer to the pseudo merchant who on a small capital thinks to make up for an utter lack of experience in a highly specialized business of retail merchandising, by an ardent enthusiasm which he regards as the panacea of all business errors. And sinking, he drags us down with him. For all—good, bad and indifferent—are on the raft together, and if one tips it, the others must expect to get wet.

If these traders served useful ends they would not be transient; they would flourish and grow and put the rest of us out of business in the process. But they do not do this. Quite the contrary. For a couple of years, more or less, they cause a commotion on the surface of regular trade by lowering prices and giving customers a false idea of values and then fail. So the net result is they threaten our profits without accomplishing any permanent good for themselves.

Is it not possible to restrict this form of business suicide by Governmental regulation? There are laws to make applicants for civil positions, for entry into the law, medicine and other responsible places in life pass examinations proving their fitness for the task. Is the merchant any less responsible? Is not his function of equal importance in society? Surely our associations by putting a little constructive thought into this matter can stir up action in quarters with authority to act, and make a knowledge of the rudiments of business an essential of going into it.

The matter is of equal interest to wholesalers and retailers. The former sometimes become burdened with bad credits, the latter see their trade diverted by the attraction of lower prices. The unhappy agent of the disturbance fails—they all do. But he is invariably suc-

ceeded by another of the same kidney, and the game goes merrily on. They seem to think in terms of gross profit. If they buy at one dollar and sell for \$1.25 they delude themselves with the idea that the 25c is their profit. The volume of business done causes a rush of blood to the head, so to speak, and obscures the business vision. They cannot tell whether any money is really being made or not. Leaks are bursting out at every seam of the business craft.

Overlook Checking Invoices

It seems to be the obvious and the commonplace things that cause this class the most leaks. I have noticed that one of the commonest of these leaks is the failure to check invoices against shipments of goods as they are received. In such a store we find an astonishing number of shortages in this respect that if not caught on the day the goods come in the warehouse are irretrievably lost. We file invoices away in books, a separate one for each account.

These matters are rendered doubly acute now by the present uncertainty of a generally rising market, which tempts the merchant with old stocks to sell below the market price. So the anomaly is seen at times of retailers selling for less than they can buy. We meet this phase of the problem by raising the prices on the whole of any one line on the day we take into stock even a five-dollar bill of goods at an advanced price. As long as some merchants buy better than others, there will be dissimilarity of price; but at least there may be uniformity of price maintenance in method, if not in particular detail.

Cost sheets that include selling prices are kept pasted on the inside front cover of the sample books, and with the entry of the receipt of the higher-priced shipment, the whole range of prices in that line is altered then and there. This avoids later neglect. In addition, when-

ever possible if the stock is not too large individual articles are likewise marked up.

Utilizes Want Book

A Want Book is a feature of our book-keeping system, and contains the list of articles asked for from day to day, which we are out of. If we have never stocked them before, we do so in proportion to the number of calls in the Want Book, or if it is an old line that has run low, the book serves to jog the re-ordering machinery into motion. We consider it as much a crime to neglect to note a want as to neglect a charge.

This becomes a valuable feature in gaining new trade. It never rains but it pours. A line may be dead for a long time, when suddenly unseen forces operate to quicken demand, and in a few days the shelves are cleared of it. In such a case we replace with a full line again to prepare for this demand that so often comes in bunches.

SUGAR'S LUMINESCENCE

Grocers and others who have had occasion to handle sugar have frequently noticed a soft, bluish light when a scoop was scraped across solidly-caked sugar in the bin. Loose sugar does not show this glow, nor does granulated. The cause of the peculiar light is in the fracturing of the sugar crystals. Luminescence of this type accompanies the breaking of crystals of a number of different substances, but in none is more pronounced than in rock candy. To get the best effect, place lumps of rock candy between the jaws of nut-crackers, or forceps, and suddenly crush the crystal to fragments. If the room has previously been darkened, the flash of light may be seen at a distance of twenty yards or more.

Selling Fruits for Preserving

Methods of an Alert Store—Specializing in One Fruit at a Time—Responsibilities for Various Aids to Selling Upon Different Members of Staff—A Window That Pulled.

First of the Masters Series by E. A. Hughes.

JAMES MASTERS was an alert grocer. He was also one who believed in being forehanded with his plans. He did not wait till the moment for their consummation was upon him, but rather projected his mind ahead and made arrangements in ample time for the attaining of his object and that in the fullest and best sense. Thus, two weeks or more before he had his "Pineapple Week," he was busy with his clerks, allotting this to one and that to another, all in the way of special duty and responsibility. The whole staff, therefore, when it came to the week in question had everything in readiness for the drive in business in "Preserving Fruits," pineapple especially.

A Good Window

It was Jamieson, I remember, who looked after a special window. It had been decided by Masters to pay, this year, special attention to pineapples. A window, therefore, was given over to their display. In the centre of the window was a small, rectangular table. Upon this were arranged three pines, the very best sample of pines in the store. These were made the central objects. They reposed upon a white cloth. At one side was a sealer, a very necessary requisite of "putting down" pineapples. On the other side were two or three rubber rings, and some sealing wax. The rubber rings inferred that some people might have ample sealers, and yet have mislaid or lost the rings used last year. The sealing wax, of course, did the trick in keeping the fruit quite airtight, until such time as the sealers should be opened. This table

Preserving Time Is Here

These are the days when you are thinking about putting down your fresh fruit against the time when you won't be able to buy any. You have a fancy, maybe, for doing your own preserving. It is a tradition in your house. You have always "put down" your fruit and you don't consider your cupboard complete in the winter if you haven't on the shelves a goodly supply of preserved fruit, the contents of each jar of which you know, for you filled the jars.

We are here to cater to that tradition in your house. See us before putting down your fruits. We suggest

PINEAPPLE

Always tasty; our stock is beautifully fresh, each pine being large and from the best of gardens. Each

with rubber ring; large ..c; small ..c.

Lost or mislaid the rings on last year's sealers? We can fix you up. Doz.c

Have you enough sealers? You want both large and small sizes perhaps. We have both. Replete

Sealing Wax is needful to make your jars airtight. The best, per stick, ..c.

Make 1916's "Putting Down" The Best Ever

You Know the Name—It Stands for Quality

James Masters

Main Street

Phone 666

The Masters ad. may be the very thing for your own space in the daily in your town.

containing these various things, then, was the centre point of the window. Upon a ground of clean white paper, all round the window, were displayed pineapples. Oh, there was no doubt about this window. It wasn't one of those at which the customer gazes and sees so many lines featured that the attention is concentrated on none since it is distracted by the multitudinousness of the whole. There was no doubt that this was a pineapple window. Pines lined the base; pines were stacked on the sides, and pillars of pines, balanced and protected by wooden supports, occurred here and there.

Ads. in the Papers

Nor was the advertising in the dailies in the town neglected. This, again, had been delegated to another clerk, and mighty well was it done. On this page is reproduced one of the ads. in ques-

tion. Take it from me, it pulled. It was written simply, so as to attract all. Often ads. are so "darned highfalutin" — as Masters once told us — that no one on earth except a college professor could grasp the meaning. This ad. showed that the Masters store had everything the housewife could need to attend to her "putting down." Here again — in the particular sample shown here — pines were featured. Similar ads. were run in the dailies on other days playing up berries, peaches and so forth. Double column space was used on all occasions. Masters had proved it the best for him, and it is a wise man who advertises in the style and space which he has proven.

Fruits to the Front

During the week in which a particular line of fruit was being pushed, a table was placed at the entrance to the store. It was the first thing which caught the eye of the customer as she entered the portals. "Pineapples," she murmured to herself, as she approached to give her regular order. And usually after the clerk had jogged her mind verbally by asking her if she was going to preserve pineapple this year, she bought a stock. The subject was not made hateful to her by incessant worrying, understand. She wasn't badgered to buy pineapples. There's a difference between that and a mild suggestion.

Everybody concentrated on the idea of booming pines for one week, and believe me, the Masters store had a real sale of pineapples. It's the only way — concentrate!

CANADIAN GROCER

ESTABLISHED 1886

The Only Weekly Grocery Paper Published in Canada.

THE MACLEAN PUBLISHING COMPANY LIMITED.

JOHN BAYNE MACLEAN, President.

H. T. HUNTER, Vice-President.

H. V. TYRRELL, General Manager.

Publishers of Canadian Grocer, Hardware and Metal, The Financial Post, MacLean's Magazine, Farmer's Magazine, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, The Power House, The Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada — Trade Newspapers and Magazines which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, Prince Edward Island and Newfoundland.

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulations. Copy of report will be sent to anyone interested.

OFFICES:

CANADA—
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ONTARIO APPLE CROP NOT GOOD

IT cannot be said that apples show indications of either amplitude or excellence in quality, from present early indications. Apples in Western Ontario have not set well. Spies east of Toronto are said to be short. Early apples are good. All in all a fair crop, says one expert, will be taken off the trees. Generally no hope of a really good crop is expressed.

Fungus diseases have developed in some sections. Scab may develop. According to the Fruit Department spraying has been rendered difficult this year by bad weather which has prevented farmers from spraying at the proper time, and consequently not as general as might be wished. The set of apples generally has not been as good as early blossom would warrant. Greenings and Colverts have been suffering from twig blight. It is not, therefore, an excellent nor yet a large apple crop for which we may look. At best it will only be fair, if present indications are any criterion.

KEEP FOODSTUFFS COVERED

THEY are having a lively time at St. Thomas, Ont., just now discussing at the Board of Health there, the matter of dealing effectively with fruit merchants who offer fruit and other foodstuffs for sale after they have been exposed to the dust of the street, because the vendor has left them uncovered outside the store. Citizens of St. Thomas have been complaining to the Board of Health, which body has been diving into archives only to find that the Public Health Act and other municipal laws do not compel the covering of fruits outside a store. This being the case it is suggested that the police enforce a rule as to merchants keeping all their stock within their stores and not piling up foodstuffs outside the stores. In other words, the citizens of St. Thomas figure that if they cannot prevent some fruit merchants from handing them "lemons"—in more than one sense of the word; if they cannot have their foods covered before they are purchased, then the vendors must not be allowed to display their wares outside the precincts of stores.

Grocers generally speaking have a harder time than

any other tradesmen to keep their lines fresh and appetizing. To their credit be it said that, in the main, they do so keep them. Covering foodstuffs, particularly in hot and dusty weather, is a rule of the successful grocer, especially those that cannot be peeled or thoroughly washed before using.

A HEAVY FINE—\$50.

AN Ontario grocer has been fined \$50 including costs for selling cream of tartar which was not in accordance with the Government standard.

As Canadian Grocer has so frequently pointed out in the past, every merchant should make it a permanent practice to know absolutely, what he is buying at all times. It is possible that this merchant was not aware he was buying an adulterated cream of tartar. The only way to make sure is to demand a Government warranty from the firm that makes the sale. This protects him against being fined later on should the article not come up to the standard.

Canadian Grocer again urges every dealer to KNOW his goods. If he is not fully acquainted with the house from whom he purchases and their reputation, then he should demand the Government warranty. This is the only protection against the retailer's reputation. The law, whether right or wrong, makes him liable as the vendor of the goods.

Further information will be given to new or old subscribers on request.

DUMPING REJECTED TEAS IN CANADA

IN other days the tea trade as a whole was not entirely free from the charge of assisting in the practice of encouraging the dumping of teas condemned as unfit for human consumption in the United States on the unprotected Canadian market. Happily the trade proved its own doctor and no trading in these rejected stocks now occurs through any legitimate channel.

Unfortunately, however, the evil still exists in a limited form and advertisements may be seen in various journals

urging United States owners of rejected stocks to ship them to Canada. It is common knowledge in the tea trade that the United States owner of a rejected lot of tea naturally turns to Canada for an outlet. The practice grew up with the passage in the United States of the Pure Foods Act which effectually stopped the sale of inferior teas there. But with the Canadian market so invitingly close a certain section of United States importers got into the habit of snapping up "bargain" lots of cheap tea in the East on the chance of getting by the United States inspectors with them and thus securing an enormous profit, while if the goods were rejected they could at least be dumped in Canada at lower price so that the importer might break even. Also legitimate importers might occasionally get caught with inferior goods that were bought with no intention of dumping in which case of course it was legitimate merchandising for them to sell in Canada. The evil became so glaring that Canadian importers agreed amongst themselves to discourage the practice as the arrival of these lots at irregular intervals upset the whole market, hurt the sale of good teas, reduced prices and eventually lost the customers who consumed the inferior stuff. So the practice is now confined to rare individuals who make the abstention of the trade as a whole from the practice their opportunity for indulging in it.

The present time, when all business relations are so upset, offers an excellent opportunity to the tea dumper so that it behooves Canadian retailers to KNOW the quality and origin of the teas they buy. There are enough reputable teamen from whom to buy. The "dumper" should be shunned.

HOW PARCEL POST WORKS

AT THE sessions of the National Wholesale Grocers' Association held in Boston, recently, among other matters discussed was the report of a sub-committee whose members had been looking into the matter of the operation of parcel post. There were two or three conclusions to which these men had come. One was that the parcel post was popular with the people; another that the idea behind it was a step in the right direction; a third that every package is delivered, at present, at a loss to the Government, the aggregate of such losses being a tremendous sum during the year past, and a fourth, that the system was steadily building up large corporations whose size in a few years' time would overshadow the largest trusts of the present time. The report of the committee, apropos the third and fourth conclusion says:

"the package . . . has been delivered at a loss to the Government, and this loss is worked to the direct interest of a few large corporations in the great centres and to the detriment, and in many cases, ruin, of the small merchant in country towns."

and again:

"as operated to-day the system is fast building up corporations whose size in a few years will overshadow the largest trusts of the present time. This tremendous increase in the volume of business centralized in a few corporations will be at the expense of hundreds, yes, thousands of small country merchants who are now making an honest living and building up local communities in which they reside."

This is the peril of the parcel post idea wrongly applied. Few will object to parcel post, *per se*. It is a step forward in the progress of our time. But its operation with two results such as have been mentioned herein is alike inane from a business point of view and unfair from a moral. If parcel post is to be successful it must (1) be run, as any

great business would be run, profitably or, at any rate, without loss, and (2) so that it treats the big tradesman and the small quite equally. At present parcel post in the United States does neither of these things, and on the contrary is doing those very things which would be condemned in any body of men conducting a large commercial enterprise. Government to-day should be business. The present operation of parcel post in the United States is folly on a large scale. That it is Government folly does not excuse it.

KILL THE FLY

HOT days at last are with us, belated though they may be, and grocers in common with the rest of the world are feeling the effects of the fly nuisance. Most merchants have made adequate preparation for the public's relief in this matter some time ago, by selling fly destroyers. They will find a steady continuous trade in these as the weeks progress. People are waking more and more to the surety of the knowledge that the common fly embodies in its small dimensions a deal of evil, which, if not warred on, becomes ever greater and greater. There is no need to go into statistics to prove the rapidity and sureness with which two flies may develop disease in no small measure. Grocers have in the common fly a power for creating good and large revenue by pushing such lines as are effectual in killing it.

But that is not all. Merchants sometimes are so keen on selling fly destroyers and so forth that they neglect the equally important matter of protecting their store and its contents from this malignant agent. Shoemakers' children are sometimes the worst shod. It must not be said that the salesmen of fly destroyers most show in their own stores the bad effects of not destroying it. Cooked meats, cheese, butter, indeed almost any foodstuff unprotected by a covering is alike a delight and territory for the fly. Protect all your goods by the abundant use of fly killers. It is not enough always to screen different lines, excellent measure as that is. Kill the fly and thereby remove, every time you do so, a power for nuisance-committing. Have a store which is flyless. It is an extra talking point, possibly the best of all, for selling fly destroyers to the customer.

HIGH WATER MARK FOR TRADE

CANADA has cause for congratulation in the report which has just come from the Trade and Commerce Department at Ottawa, which shows a remarkable increase for the month of May over the corresponding months of last year. Imports totaled \$70,230,000 or an increase of 100 per cent., as compared with May of 1915. Exports totaled \$106,000,000. Exports of manufactured articles totaled \$27,734,000, an increase of over eleven and a half millions as compared with May, 1915. Exports of agricultural products, principally wheat, totaled \$47,433,000, an increase of \$34,687,000 over the same month last year. Total trade is more than double the total of May, 1915.

These figures constitute a new high water mark for Canadian trade. It must, of course, be remembered that a considerable percentage of both imports and exports is due to abnormal conditions of war traffic. Nevertheless Canada's trade in May, 1915, reached a point to which it had never come before. Taking into consideration munitions and other war exports and imports the trade of the country is in a healthy condition.

EDITORIAL BRIEFS

A GIVEN method may be excellent—until some one comes along and improves it.



CURRENT NEWS OF WEEK

CANADIAN GROCER WILL APPRECIATE ITEMS OF NEWS FROM READERS FOR THIS PAGE.



Quebec and Maritime Provinces

The 37th annual picnic will be held at Lavaltrie on July 19th.

C. Ritz, manager Robin Hood Mills, Montreal, has gone on a trip to Calgary in the interests of his firm.

The Oxford Grocery Co., is a new grocery firm that opened up last week at 1593 Sherbrooke W., Montreal.

A. Dufort has succeeded his father I. Dufort in his grocery business at 1375 Church Ave. Cote St. Paul, Montreal.

Ald. Lamarre joined the association and promised his influence in the city government for the benefit of the grocers.

H. Bougie a former hotel keeper of Blue Bonnett has purchased the Ottawa Wine Vault at 100 Ct. Catherine E., Montreal.

A. W. Richardson, sales manager of Torbitt & Castleman, syrup and molasses manufacturers of Louisville, Ky., was in Montreal last week calling on the trade. He is in Toronto this week.

Goodwins Ltd., Montreal operate a cafeteria for the benefit of employees and offers to them for 12c, one meat and two vegetables with sundries which is an example of what can be done even at the present cost of meat. This store maintains two men working by turns night and day doing nothing but scrub up in their candy making department.

At the last meeting of the Montreal branch of the Canadian Retail Merchants' Association some criticism of the police was indulged in in connection with the charge that they allowed some grocers to remain open at hours and on days when such action was in direct violation of the law, and it was decided to push all cases of this kind that are brought to the association's notice.

The heads of departments of Goodwins Ltd., Montreal, recently presented W. H. Goodwin, the managing director with a chest of silver table cutlery on the occasion of the 25th anniversary of the wedding of Mr. and Mrs. Goodwin.

D. Hatton & Co., fish merchants, of Montreal, have been awarded the contract to furnish the 10,000 soldiers at Barriefield, Ont., with fish for the season.

Ontario

W. F. Woodford, Ross street, has sold his grocery business to Thomas Gagan.

Scores of farmers who were unable to get their seeding done have now given up all hope of planting oats or corn and the fields will lie idle.

With few exceptions all the merchants of Berlin have signed an agreement to observe a weekly half-holiday during the months of July and August.

Cawthra Mulock has resigned from the vice-presidency and directorate of the Maple Leaf Milling Company. His resignation followed on the heels of the annual meeting at Toronto.

The business men of Stouffville have decided to close their places of business on Fridays at 12.30 during June, July and August. The Stouffville banks will be closed also during June, July and August.

Our representative ran across C. H. McIlroy, last week in his old ground in the Niagara Peninsula. He is a Balfour, Singe & Co. traveler. Mr. McIlroy has traveled in this territory for different firms for the past 28 years.

Mr. Richardson, once a grocer in the Taylor block at Carleton Place, later in the same line at Ottawa, conceived in his meditations that farming was his forte. He therefore sold out and settled down on a fine section near the Capital.

Figures just prepared by experts show that as a result of the unusually wet season, 40 per cent. of the tomato plants set out in the London district, have been destroyed. Peaches, cherries and plums will be a record crop, and apples fair; butter and cheese production will show the greatest jump in many years.

Mr. A. L. McKechnie, a highly respected resident of Mount Forest, for many years, passed away. He was for many years engaged in the mercantile business, but for the last 20 years had been engaged as a traveler for Eby Blain & Company, wholesale grocers, of Toronto. He is survived by a wife and family of five children.

Geo. Scott, grocery clerk for Scandrett Bros., London, has certainly done well from the point of continuous service. George has been for over thirty years behind the same grocery counter. He remembers when practically all the grocery business was done in about a dozen stores in the centre or main part of the city. Now there are two hundred stores in the residential sections. George is a young looking man yet, having

hardly a grey hair. He looks good for another thirty years.

Western Canada

The employees of the Royal Crown Soaps, Winnipeg, are holding their annual picnic this year at Winnipeg Beach on July 8.

H. V. Bauslaugh has been engaged to travel in the city of Medicine Hat for the Codville Co. He was formerly with Kilgour Bros., Winnipeg.

The Vancouver Board of Police Commissioners have decided that after July 1 it will be legal to sell fruits and tobacco on Sunday in that city.

Harry Moore, of Turner's general store, Macgregor, Man., left for Belmont, where he has accepted a position in McIntyre and Castell's general store.

The current issue of the B.C. Gazette announces the incorporation of the Chilliwack Evaporating & Packing Co., canners of fish, vegetables and fruit, capital \$10,000.

N. D. Milne, of the Codville Co., Brandon, is recuperating in the south, following a serious operation for appendicitis. It will probably be six weeks or a month before he is back.

A. W. Chapman, vice-president and treasurer of the Codville Co., Winnipeg, is away on a two months' vacation. He left Winnipeg recently for Los Angeles, and is going from there to the Yukon.

Watson & Truesdale, manufacturers' agents, 120 Lombard street, Winnipeg, have been appointed representatives in the West for Wodehouse Invigorator, Hamilton, Ont., manufacturers of animal invigorators, calf meal, etc.

Mr. and Mrs. W. H. Hamblin and their son Gordon, left Winnipeg last week by automobile, traveling to Toronto via Chicago. Mr. Hamblin is a partner in the brokerage house of Hamblin & Brereton, who are making their headquarters in Toronto.

A petition circulated in South Vancouver, B.C., in favor of making Saturday a half-holiday, has been signed by 97 per cent. of the merchants, and the council will be requested to proclaim a half-holiday for every Saturday afternoon. They will also request the council to secure the consent of the attorney-general to prosecute under the Sunday Trading Act.

Beans and Canned Goods Higher

Strong Position of Latter Shown by Several Advances — Beans Once More Move Up on Firm Market—All Peppers Strong and Likely to Advance — Arrival of Stocks of Molasses Does Not Appreciably Weaken Prices.

Office of Publication, Toronto, July 6, 1916.

THE event of the week in so far as the grocery trade and the public too, are concerned, is the arrival at last of a considerable quantity of molasses. This reached Montreal this week; it has been expected for some time. The molasses situation has been exceedingly strong for some months and it is not expected that there will be any immediate easiness in the market just because a certain amount of molasses has come in from Barbados. It will probably take some time before prices adjust themselves to lower levels, and indeed the arrival this week of the consignment did not appear to be weakening at all. Hitherto, the only way in which purchasers have been able to secure molasses has been merely to obtain a percentage of what they ordered. There will, however, now be enough to go round the country.

The situation in beans gets worse and worse. As time wears on the old stock becomes less and less sufficient for the unusual demand upon it. The crop was so slim to begin with and export demand, as well as a fairly heavy domestic demand, have been too much for it. After a period of some months in which prices for white beans have been inordinately high, these levels are stronger to-day than ever. There are hardly any prime beans in sight. A somewhat unusual situation is further complicated by the fact that in late years the trade has been educated to look for a good quality of beans. This being so, they are not satisfied with the poorer quality, calling loudly for No. 1 stuff. There are fairly adequate supplies of second grade beans, but No. 1 quality is conspicuous by its absence. As the months wear on the situation is bound to get more and more unbearable inasmuch as the new crops will be about one month late. Rain and bad weather generally have interfered and it is not expected that the crop will be harvested until November. The present supplies will certainly expire before that date. It is perhaps somewhat surprising that beans have been so scarce in view of the fact that west of Winnipeg Japanese beans have been coming in there. The reason why these came in at all was because Ontario's this year were of such poor quality and Japanese beans—themselves of poor quality—had a chance. However, Japanese beans are now practically off the market. West of Winnipeg the beans which are selling are Michigan beans and these are as scarce as Ontario's.

The flour situation is now looking up somewhat and cables for Western flour have improved this week. Some further business has been registered on Old Country account. Winter wheat flour, however, is still unsatisfactory from an export point of view. The reason why flour generally is picking up a little is presumably because ocean freight rates are now more acceptable. They have, of course, materially decreased and indeed one would suppose that the reduction which has occurred would have stimulated business in flour for export accounts to a much greater extent than has been the case. However, this week's activities may be the beginning of a prolonged process of building-up business in flour again.

There is a good demand for rye, probably for export and also for barley, which may be for domestic account, or again for shipment overseas. Both rye and barley are somewhat scarce at the moment and there is consequently a firmness in these commodities which is somewhat foreign to the cereal market of the last few weeks.

The situation in cheese, both in Canada and in England, is again weaker and prices are down very slightly from the levels registered last week. It is said that at the moment there is a good deal of cheese in England, and cables are not as frequent, nor do they contain as cheerful a desire to accept exporter's offers as was the case some little time ago.

MARKETS IN BRIEF

QUEBEC MARKETS.

FLOUR AND CEREALS—
Flour unchanged.
Middlings stronger.
FISH AND OYSTERS—
Halibut easier.
Gaspe salmon firmer.
Mackerel firmer.
Smoked and pickled lines reviving.
FRUIT AND VEGETABLES—
Strawberries down to 8c.
Cantaloupes down \$2.50.
New potatoes decline \$1.25.
Beans and beets down 25c.
Tomatoes down 25c.
PRODUCE AND PROVISIONS—
Smoked lines firmer.
Lard and compounds unchanged.
Butter firming up again.
Eggs up 1c.
GENERAL MARKETS—
Currants up.
Gallon apples up 30c.
Tapioca declines 1c.

ONTARIO MARKETS.

FLOUR AND CEREALS—
Flour a little firmer.
Rye in demand.
Barley for export.
Mill feeds stable.
FRUIT AND VEGETABLES—
New pears appearing.
Onions in demand.
Strawberries of quality.
Potatoes getting cheaper.
Much produce coming.
FISH AND OYSTERS—
Lobsters getting higher.
Whitefish more plentiful.
Most sea fish unchanged.
Frogs' legs sell well.
PRODUCE AND PROVISIONS—
Butter still firm.
Cheese levels lower.
Eggs up a cent.
Lard firmer: unchanged.
Hogs still strong.
GENERAL GROCERIES—
Sugar getting firmer.
Peppers all strong.
Cream of tartar easier.
Apricots up some.

MANITOBA MARKETS.

FLOUR AND CEREALS—
First patents still \$6.60.
Flour business improving.
Shorts and middlings tend up.
Bran quotations ease off.
Cereal business very quiet.
FRUIT AND VEGETABLES—
Grapefruit firmer at \$6.00.
Strawberries down to \$4.00.
Temporary apricot scarcity.
Cabbage supply limited.
New potatoes down to 4½c.
Oranges liable to advance.
PRODUCE AND PROVISIONS—
Hog receipts heavier.
Hog quotations down—\$10.50-\$10.75.
Lower quotations on butter.
Big export demand for dairy.
Egg quality and quantity off.
FISH AND POULTRY—
Supplies coming in better.
Prices on staple lines same.
Poultry still very scarce.
Broilers should be here soon.
Salmon 16c, halibut 11c, trout 12c.
GENERAL GROCERIES—
Sugar market featureless.
Jelly powders remain high.
Old crop Santos firming up.
Gingers will be higher.
Peppers much firmer this week.
Tapioca and sago start up again.
Big advance in white beans.
Lima beans firming up too.

Velvet head Carolina	0 08	0 09
Sago, brown	0 06½	0 07
Tapioca—		
Pearl, lb.	0 10	0 11
Seed, lb.	0 10	0 11

DRIED VEGETABLES.—Prices remain unchanged, but line is very firm, and feeling grows as consumption develops greater scarcity of beans and state of weather indicates a backward year for new crop. Hand-picked are reported to be almost out of market now, and fears are expressed that no beans of any kind will be available in another month or two. Poor quality stuff has been going into consumption lately as result of general shortage, and it is estimated that only seven or eight cars of this variety are left on this market. A sympathetic interest is being shown in peas, which have hitherto occupied an inactive position all winter.

Beans—		
Canadian, 3-lb. pickers, per bushel.....	4 80	5 00
Canadian, hand-picked	5 35	5 50
Canadian, 5-lb. pickers	4 60	4 80
Yellow eyes, per bushel	4 70	4 90
Lima, per lb.	0 08	0 08½
Peas, white soup, per bushel	3 25	3 50
Peas, split, bag 96 lbs.	6 25	6 50
Barley, pot., per bag	3 25	3 50
Barley, pearl, lb.	0 04½	0 05

TEA.—Prices are unchanged, and market in general is without any feature of great interest to report. Japan market is as strong as ever, with supplies coming forward in fairly good quantity now, and one cable was to effect that high-grade stocks were scarce, and some grades unobtainable.

COFFEE.—Prices remain unchanged, as do other features of interest locally, and volume of business passing continues to be very satisfactory, but weakness continues at primary points, where buying is of hand-to-mouth character; but it is pointed out that unless a much larger decline should occur than seems possible now the effect would not be felt here for some time to come. Present decline aggregates ¾c per lb. for last month, but has been so gradual as to have been almost imperceptible.

Coffee, Roasted—		
Bogotas, lb.	0 27	0 31
Jamaica, lb.	0 25	0 24
Java, lb.	0 33	0 38
Maracibo, lb.	0 22	0 23
Mexican, lb.	0 27	0 28
Mocha, lb.	0 33	0 36
Rio, lb.	0 18½	0 21
Santos, lb.	0 21	0 23
Chicory, lb.	0 12	0 14

NUTS.—No changes have occurred in prices or other factors. Volume of business passing is unusual in quantity. Walnuts are very firm, but importers report they find it difficult to increase prices here. Peanuts show activity. Other lines remain as before, and stocks in general are low.

Almonds, Tara, new	0 16	0 17
Grenobles	0 16	0 17
Marbots	0 13½	0 14
Shelled walnuts, new, per lb.	0 34	0 35
Shelled almonds, 28-lb. boxes, per lb.	0 40	0 42
Sicily filberts	0 16½	0 16
Filberts, shelled	0 35	0 35
Pecans, large	0 19	0 21
Brazils, new	0 15	0 16
Peanuts, American, roasted	0 09	0 12½

CANNED GOODS.—Gallon apples have advanced 30c, and are now \$2.90 a case and short on the market. Tomatoes are unchanged and firm, as practically all other lines are in spite of a dull de-

mand. Discouraging reports of lessened acreage continues to add to this feeling and prevent any possibility of declines in view of inactive trade.

All classes of sardines remain as firm as ever, as do canned fish lines in general.

Ontario Markets

Toronto, July 5.—Features of the market this week are the strength of apricots, the firmness of beans, the fact that despite fresh shipments of molasses there seems no probability of lower levels, and variations in provision markets. These are all referred to in their respective places in the columns following.

Trade continues generally good, with collections in the city and country fair. Country is quite up to standard. City at the moment is reported somewhat slow. Orders are larger in bulk and more numerous, and the Street is in a healthy condition. Wholesalers have made up their books for June and have found them very satisfactory in their returns. This is the time of the year when wholesalers find some lines not selling, because the fruit and vegetable men are getting their trade instead. Dried fruits for immediate use give place to fresh. Nuts are a slow line and do but a fair business these months. Cereals and breakfast foods, that is the heavier kind, are not as keenly desired by the public; people cannot eat as much in hot days as in the winter time.

What is one's loss in another's gain, however, and the fruit and vegetable men are revelling in good business right along. The hotter weather has made delivery of produce better and roads for the most part are now in excellent condition. May they remain so! It makes a power of difference to prices.

Special attention is directed this week to the provision market which records important changes in eggs, butter and cheese.

SUGAR.—Demand for this commodity is improving and dealers look for a steady market for the balance of the season. Prices have remained firm during the past week. The situation with respect to raws is also firm; strong in fact. An important factor at the present time is one of probable supply. Reports from Cuba state that the visible supply from that country will be 100,000 tons less than that of last year. There will be a big crop despite this fact, but not as big as that anticipated earlier in the season. Russia is now reported short on raw stocks as well as all other continental countries. Sugar

men assert there is little doubt but that there will be higher prices in the not very distant future. Quotations at the present remain unchanged.

Extra Granulated Sugars, Montreal Refined—per 100 lbs.	
100 lb. bags	8 25
20 lb. bags	8 36
10 lb. bags	8 41
2 and 5-lb. cartons	8 41
Nova Scotia refined, 100-lb. bags	8 15
New Brunswick refined, 100-lb. bags	8 11
Extra Ground Sugars—	
Barrels	8 25
50 lb. boxes	8 66
25 lb. boxes	8 96
Powdered Sugars—	
Barrels	8 36
25 lb. boxes	8 86
Crystal Diamonds—	
Barrels	9 81
100 lb. boxes	8 91
50 lb. boxes	9 01
Cartons (20 to case)	9 86
Cartons (50 to case)	10 96
Crystal Dominoes, carton	10 21
Paris Lumps—	
100 lb. boxes	8 91
50 lb. boxes	9 11
25 lb. boxes	9 11
Yellow Sugars—	
No. 1	7 56
Barrels granulated and yellow may be had at 5c per cwt. above bag prices.	

MOLASSES.—Scarcity of tonnage still operates to cause a firmness in the molasses market. While there has been a considerable reduction in freight going over the Atlantic routes there has been as yet no noticeable drop in rates between the West Indies and Canadian ports. This has caused all grades of molasses to hold a steady price. In the low grades of molasses there has been a big demand for the manufacture of rum for use of the soldiers in the trenches. There has been very little business if any on low grades. With the release of more ships by the Admiralty the freight situation for the West Indies should get still easier when prices should have a tendency to be lower. Corn and cane syrups have maintained a steady price during the past week. Quotations given are as follows:

Corn Syrups—		
Barrels, per lb. 4c; ¼ bbls., 4½c; ½ bbls.	0 04½	
Pails, 38½ lbs., \$1.95; 25 lbs.	1 50	
Cases, 2 lb. tins, 2 doz. in case	2 75	
Cases, 5 lb. tins, 1 doz. in case	3 15	
Cases, 10 lb. tins, ½ doz. in case	3 05	
Cases, 20 lb. tins, ¼ doz. in case	3 00	
Cane Syrups—		
Barrels, lb. 5½c; ¼ bbls.	0 05½	
Cases, 2 lb. tins, 2 doz. in case	4 80	
Molasses—		
Fancy, gallon	0 60	0 65
West India	0 38	0 40

TEAS.—Reports from London are to the effect that the tea market is somewhat easier. One of the notable developments was the announcement on Friday last from London that all exports of tea from England to continental ports with the exception of those of the Allies and Spain are to be prohibited. The market in consequence is easier in tone. Prices are a farthing below recent quotations for Ceylon teas. This, however, may be due to the poor quality of the tea rather than to any other condition. The demand locally has not been heavy.

DRIED FRUITS.—Apricots have firmed up a good deal during the past week. From present indications it would seem that prices will continue to advance still further. Owing to the shortage in the crop, prices will continue

firm and in a rising condition. The peach market also remains firm. The prune market holds at a high level. There is not a great deal of business being transacted in this line. Growers are asking big prices, and the factories, on the other hand, are inclined to consider the prices as being too high and consequently will not buy. Market conditions with respect to raisins are very complicated. Reports of a poor crop of currants for the coming season have strengthened the prices for California raisins. Dealers frankly admit they do not know where they are at with respect to the raisin market. Reports from Greece on the condition of the currant crop are such as to cause concern about the future of this market. With the appearance of a bug, known by the Greek currant raisers as perinosperos, great havoc is being caused with the forthcoming crop. This particular bug causes the fruit to rot.

Apples, evaporated, per lb.	0 08 1/4	
Apricots—		
Std., 25's, faced	0 15	0 15 1/4
Choice, 25's, faced	0 18	0 19
Extra choice, 25's, faced	0 19	0 20
Fancy, 25's, faced	0 20	0 21
Candied Peels—		
Lemon	0 18	0 20
Orange	0 18	0 20
Citron	0 23 1/4	0 25
Currants—		
Filiatras, per lb.	0 15	0 16
Patras, per lb.	0 16	0 17
Vostizzas, choice	0 16	0 17 1/4
Cleaned, 1/2 cent more.		
Dates—		
Fards, choicest, 12-lb. boxes	0 09 1/2	0 10
Fards, choicest, 50-lb. boxes	0 09	0 09 1/2
Pa. ckage dates	0 10	0 10 1/2
Hallowees	0 08 1/2	0 09
Prunes—		
30-40s, California, 25-lb. boxes	0 13	0 13 1/4
40-50s, 25-lb. boxes	0 10 1/2	0 11
50-60s, 25-lb. boxes	0 09 1/2	0 10
60-70s, 50-lb. boxes	0 09 1/4	0 09 1/2
70-80s, 50-lb. boxes	0 08 1/2	0 08 1/2
80-90s, 50-lb. boxes	0 08 1/4	0 08 1/2
90-100s, 50-lb. boxes	0 08	0 08 1/4
25-lb. boxes, 1/2c more.		
Peaches—		
Choice, 50-lb. boxes	0 08 1/4	0 09
Std., 50-lb. boxes	0 08	0 08 1/4
Choice, 25 lbs., faced	0 09	0 09 1/4
Extra choice, 25 lbs., faced	0 09 1/4	0 10
Fancy, 25 lbs., faced	0 10	0 10 1/4
Raisins—		
Valencia, Cal.	0 09	0 09 1/4
Seeded, fancy, 1 lb. packets	0 10 1/4	0 11
Seeded, choice, 1 lb. packets	0 10 1/4	0 11 1/4
Seeded, choice, 12 oz.	0 09	0 09
Seedless, 16 oz. packets	0 13	0 13 1/4
Seedless, 12 oz. packets	0 11	0 11
Raspberries, black, dried, 25-lb. boxes	0 40	0 42

NUTS.—There is a very limited demand for nuts of all kinds at this season of the year. For the most part the nuts are placed in cold storage owing to the lightness of demand. Very few are being ordered by the retailer. About the only kind that is moving at all are walnuts, which are used principally in salads and confectionery and ice cream stores. Quotations as a consequence remain unchanged.

In Shell—		
Almonds, Tarragona	0 15 1/4	0 16 1/4
Brazils, medium, new	0 16	0 18
Brazils, large, washed, new	0 20	0 22
Chestnuts, peck	1 75	2 00
Filberts, Sicily, bags 110 lbs.	0 14	0 14 1/4
Peanuts, Jumbos, roasted	0 13 1/4	0 14 1/4
Peanuts, hand-picked, roasted	0 11	0 11 1/4
Peanuts, fancy, roasted	0 09	0 10
Pecans	0 17	0 18
Walnuts, Grenoble	0 14 1/4	0 15 1/4
Walnuts, Bordeaux	0 11	0 12
Walnuts, Marbots	0 12 1/4	0 13 1/4
Shelled—		
Almonds	0 40	0 42
Filberts	0 35	0 36
Peanuts	0 11	0 11 1/4
Pecans	0 60	0 65

Walnuts, new, halves	0 35	0 37
Broken	0 31	0 32

SPICES.—Two features in the spice market this week are the easier tendency for cream of tartar and the firmer tendency for all peppers. The great drive on the part of the Allies, which is meeting with such marked success in the ousting of the Germans from France, has caused the cream of tartar market to be easier in tone. If the drive continues with success the market will in all probability be still easier. Nearly all of the cream of tartar comes from France and Italy. From the territory of France held by the Germans is comprised almost half of the producing area of that country. Cream of tartar is obtained from the juice of the grapes. Pepper is reported higher in all the world markets. Following reports of shortage in Malabar varieties there has come widespread and authentic estimates of a shortage in the Lampong and Siam crops. Higher prices seem probable in the near future.

Spices—		
Allspice, ground	Compound, per lb.	Pure, per lb.
Allspice, whole	0 20	0 17-0 19
Arrowroot		0 15-0 15
Bay leaves		0 15-0 20
Bicarb. soda		3 1/2c
Caraway seeds		0 30-0 30
Cassia, whole		0 25-0 32
Cassia, ground	0 16-0 18	0 25-0 34
Cayenne		0 30-0 35
Cayenne, Jap. chillies		0 40
Celery seed		0 45-0 50
Celery salt		0 30-0 35
Celery pepper		0 30-0 40
Cinnamon, Batavia		0 30-0 45
Cloves, whole		0 32-0 45
Cloves, ground	0 18-0 22	0 12-0 13
Coriander seed		0 49-0 55
Cream of tartar	0 25-0 30	0 30-0 35
Curry powder		0 20-0 25
Ginger, Cochín	0 15-0 17	0 25-0 30
Ginger, Jamaica, ground	0 18-0 21	0 28-0 30
Ginger, Jamaica, whole		0 14-0 18
inger, African, ground		0 85-1 00
Mace		0 28-0 30
Mustard, pure		0 25
Mustard seed		0 35-0 40
Nutmegs, brown, 64s, 56c; 80s, 45c; 100s		0 37-0 42
Nutmegs, ground, bulk, 30-35c; 1 lb. tins		0 25-0 30
Pastry spice		0 35-0 40
Paprika		0 25-0 30
Peppers, black, ground	0 14-0 18	0 24-0 28
Peppers, black, whole		0 35-0 40
Peppers, white, ground	0 19-0 24	0 30-0 35
Peppers, white, whole		0 18-0 23
Pickling spice		0 45-0 50
Sage		0 10
Saltetre (chili)		0 20-0 22
Thyme		
Turmeric		

RICE AND TAPIOCA.—Prices for these commodities remain firm. Many of the dealers are well covered on contract, and this is helping to hold prices up. There is a fair demand. Stocks continue to be of average size. Quotations remain unchanged.

Rice—		
Rangoon "B," per cwt.	4 50	
Rangoon "CC," per cwt.	4 40	
Rangoon, fancy, per cwt.	4 38	5 55
Patna, fancy	0 07 1/4	0 09
Tapioca—		
Pearl, per lb.	0 10	0 11
Seed, per lb.	0 10	0 11

BEANS.—Further advances have been recorded in the price of beans during the past week. Choice primes are now selling at \$5 to \$5.25 per bushel, with hand-picked at \$5.50 to \$5.75. Beans at the present time are very scarce, and the demand for the same for use of the soldiers remains very strong. American houses have been inquiring for supplies, presumably for use of the army in

Mexico should events come to a head and war result. There is a big demand from this quarter. Canadian bean canners, on the other hand, have had large orders for the export trade. The acreage for the present crop is not as large as last year, but there is a possibility that the yield may be as large if weather conditions are favorable. There is quite a range in prices as follows:

Beans, choice primes, bush	4 50	4 70
Beans, hand-picked, bushel		5 00
Peas, blue, bushel	3 50	3 60
Split, lb.		5 00

CANNED GOODS.—The market is very strong. The outlook for the new pack is stated to be rather serious. Corn in some instances has been washed out of the ground twice, and farmers will hardly plant a third crop. This condition, however, is not general. There is a great demand for all kinds of canned goods. Factories are expected to be cleaned out of their stocks before the new pack comes in, which is somewhat different from other years. Weather conditions have not been favorable until within the past week, and future prices on the whole are likely to be high.

Manitoba Markets

Winnipeg, July 6.—With the warm weather now here, we can expect an advance in sugar if the prophecies of those who know come true. It has been stated right along that as soon as the weather improved, there would be a buying movement of refined for summer requirements.

A very significant development, though lacking in importance on account of small demand, is the remarkable advance in the price of white beans. For some time it has been almost impossible to secure supplies from Ontario, Japan, or Ashcroft, B.C., and the only remaining source, except perhaps California, was Michigan. Whether it was because of the mobilization of U.S. troops or not, it is difficult to say, but quotations in Michigan white beans have jumped a dollar per bushel in the past two weeks. Winnipeg jobbers are pretty well supplied at old quotations, although none is said to have sufficient to last out until new crop comes in next September. A large Winnipeg department store is said to be in the most favorable situation, having seen this advance coming, and bought heavily. It looks as though the retail trade will be paying rather high for beans during the latter part of August.

SUGAR.—The market is practically lifeless locally. There is a certain demand all the time, but merely hand to mouth. Much uncertainty exists as to what is going to happen to the sugar

market, which no doubt accounts for the quietness.

Table listing various sugar products: Sugar, Eastern—Standard granulated, Extra ground or icing, Powdered, Hard lump, Montreal yellow, etc. with prices in sacks and per cwt.

SYRUPS.—No change in corn or cane syrup. Molasses prices are firm, and difficultly securing supplies.

Table listing various syrups: Corn Syrup—2s, per case 2 doz., 10s, per case 1 doz., etc. B. C. Cane Syrups—2-lb. tins, 5-lb. tins, 10-lb. tins, etc.

DRIED FRUITS.—The market in New York on currants has jumped 2c in the past ten days. This is attributed to shortage in Greece where there are said to be practically no currants left of a quality suitable to ship to Canada.

DRIED VEGETABLES.—The market on white beans continues to go higher. Michigan beans are said to have advanced one dollar per bushel in a very short time, and growers there are asking as high as \$4.25-4.30 f.o.b. Michigan.

Table listing various bean and barley products: Beans—White beans, hand-picked, White beans, 5-lb. pickers, California Lima Beans, Barley—Pot, Pearl, Peas.

Split peas, stock, 98 lbs. 5 50
Whole peas, bushel 3 30

RICE AND TAPIOCA.—There is no feature to the rice market. Tapioca and sago, which have been on the downward grade for the past two weeks, are now firming up again for some reason or other.

SPICES.—While there has been a slight easing off during the past few weeks on pepper, there has been a firming up since of about 1/2c over last quotations. Gingers are going to be scarce and higher, as the Japanese crop is very poor.

TEAS.—There is no easing off in the market, although there are reports of lower prices before long on account of good crop prospects in Ceylon and India. Inquiries show that most Winnipeg houses are well off as regards stocks, many of them buying when the market was rigid.

BRITISH COLUMBIA MARKETS

By Wire

Table listing various produce and provisions: Butter, creamery, Butter, New Zealand, Cheese, Cheese, Stilton, Eggs, local, fresh, Lard, 5s, Lard, 10s, Lard, 20s, Hams, mild, Hams, picnic, Bacon, light, Almonds, shelled, Cream of tartar, Cornmeal, Flour, best patent, Grapefruit, Florida, Lemons, box, Potatoes, Ashcroft, Potatoes, local, Potatoes, new, Potatoes, sweet, Rolled oats, ball of 80 lbs., Onions, Oregon, Cwt., Oranges, new navel, box, Rice, 50s, sack, Sugar, standard gran., Walnuts, shelled, Walnuts, Manchurian, Apples, gals., Beans, 2s, Corn, standard, Peas, standard, Plums, Lombard, Peaches, 2 1/2s, Strawberries and raspberries, Salmon—Sockeye, 1's, Sockeye, 3/4s, Pinka, 1's, Dried Fruits—Apricots, Raisins, Peaches, White figs.

ALBERTA MARKETS (EDMONTON)

By Wire.

Edmonton, July 5.—Business is brisk; weather conditions of past week were chiefly good showers in this territory. Cheese is quoted as low as 19 1/2c. California evaporated fruit market remains steady; very little business is done in futures.

Table listing various produce: Beans, small white Japan, Flour, No. 1 patent, Molasses, extra fancy.

Table listing various produce and provisions: Rolled oats, ball, Rolled oats, 80s, Rice, Siam, cwt, Potatoes, local, per bush., Sago and tapioca, lb., Sugar, pure cane, granulated, Shelled walnuts, finest halves, Shelled walnuts, broken, Cheese, No. 1, Ontario, large, Butter, creamery, Butter, No. 1, dairy, Lard, pure, 5s, Bacon, smoked backs, Bacon, smoked bellies, Lard, pure, 3s, Eggs, new laid, Canned Goods—Tomatoes, 3s, standard, Tomatoes, gals., Corn, 2s, standard, Peas, 2s, standard, Apples, gals., Ontario, case, Strawberries, 2s, Ontario, case, Raspberries, 2s, Ontario, case, Salmon, finest sockeye, Salmon, pink, tails, Lobster, 1/2s, per doz., Currants, lb., Evaporated apples, 50s, per lb., Peaches, choice, 25s, per lb., Apricots, choice, 25s, per lb., Pears, choice, 25s, per lb., Prunes, 90-100, Sultana raisins, Cal., extra fancy, Valencia raisins, Cal., lb.

ALBERTA MARKETS (CALGARY)

By Wire

Calgary, July 5.—Eggs are a little lower principally owing to warm weather. Number ones are worth eight dollars. Bacon bellies are down half a cent. Lard is not likely to be cheaper before August or September.

Table listing various produce and provisions: General—Beans, small white Japan, Flour, No. 1 patent, Molasses, extra fancy, Rolled oats, ball, Rice, Siam, cwt, Potatoes, local, per bush., Sago and tapioca, lb., Sugar, pure cane, granulated, Shelled walnuts, finest halves, Shelled walnuts, broken, Cheese, No. 1, Ontario, large, Butter, creamery, Butter, No. 1, dairy, Lard, pure, 5s, Bacon, smoked backs, Bacon, smoked bellies, Lard, pure, 3s, Eggs, new laid, Canned Goods—Tomatoes, 3s, standard, Corn, 2s, standard, Peas, 2s, standard, Apples, gals., Ontario, case, Strawberries, 2s, Ontario, case, Raspberries, 2s, Ontario, case, Salmon, finest sockeye, Salmon, pink, tails, Lobster, 1/2s, per doz., Currants, lb., Evaporated apples, 50s, per lb., Peaches, choice, 25s, per lb., Apricots, choice, 25s, per lb., Pears, choice, 25s, per lb., Prunes, 90-100, Sultana raisins, Cal., extra fancy, Manchurian shelled walnuts, Fresh Fruits and Vegetables—Oranges, Val., box, Lemons, box.

NEW BRUNSWICK MARKETS

By Wire

St. John, July 5.—Trade conditions throughout the province are generally satisfactory. Merchants miss considerable trade supplying soldiers who have now gone to Val Cartier markets are steady. There are practically no changes. Corned beef (ones) worth \$2.50-\$3.60, while beans are off at \$4.00.



FRUIT AND VEGETABLES



Strawberries Down: New Potatoes Lower

Onions Continue to be Scarce—Strawberries Are of Very Fine Quality—California Pears Are Arriving—Oxheart Cherries Selling—Cabbage and Cauliflower of Superfine Quality.

MONTREAL

FRUIT.—Unfavorable weather continues to curtail demand, but to a lesser degree, and some improvement in volume of business is noted with declines more frequent as fruit begins to arrive in greater quantity and with further declines expected in deciduous fruits. Canteloupes are down to from \$3.50 to \$4 per crate; California pears are arriving and sell for from \$5.50 to \$6.25 per box, and Montreal strawberries are offered at 8c per box, and are replacing other and more expensive lines on market; peaches are down and are offered at from \$2.50 to \$3 per crate, and pineapples are slightly firmer in consequence of their gradual disappearance from market. Watermelons are arriving at 50c each. Oranges, lemons and bananas are unchanged and firm.

Apricots, 4 basket crate	3 00
Bananas, bunches	2 50
Cantaloupes, per crate	3 50 4 00
Cherries	2 50 3 00
Grapefruit, 46-54-64-80-96	7 00
Lemons—	
California	3 25
Verdellis	5 00
Messina, 300 size, box	4 50 5 00
Oranges—	
Valencias, late	4 75
Jamaica, 196-200-216	2 50
Porto Rico, 126-150-250-268	2 50
Plums, 4 basket crate	2 50 2 75
Peaches	2 50 3 00
Pears, Calif., per box	5 50 6 25
Pineapples, 18-24 and 24-36	2 50 3 25
Strawberries, Maryland, box	0 13 0 14
Strawberries, Delaware, box	0 13 0 14
Strawberries, per box	0 06
Limes, per box	1 25
Watermelons, each	0 50

VEGETABLES.—All the changes that occurred during the week were in nature of further declines in consequence of increase in supplies from local sources. Tomatoes are down 25c, and are now \$1.15; potatoes \$1.25 per bbl., and now \$4.25; new beets 25c, and now 75c per doz. bunches; wax and green beans \$1.25, and now \$4.25; cabbage 50c, and now \$3.50 per bbl. Beets and beans are very plentiful, and of extra good quality, and potatoes and tomatoes are equally plentiful. Shalots and Montreal head lettuce are out of market, and new arrivals are Montreal cabbage, celery and cucumbers at 75c per doz.

Beets, bag	2 00
Beets, new, per doz. behs., Montreal	0 75
Beans, wax, N.Y., per basket	1 25
Beans, green, N.Y., per basket	1 25
Cabbage, Norfolk, bbl.	3 50

Cabbage, Montreal, per doz.	0 75
Carrots, bag	1 00
Carrots, new, per doz. behs.	0 30 0 50
Cauliflower, Montreal	1 50
Celery, green top	2 75 3 00
Celery, per doz.	0 75
Celery, Wash, per doz.	1 40
Cucumbers, hamper	2 25
Cucumbers, Montreal, per doz.	0 75
Egg plant, N.Y., doz.	1 15
Endive Can., per lb.	0 25
Garlic	0 30
Horse radish, per lb.	0 15
Leeks, bunch	0 15
Head lettuce, Montreal, per 2 doz. box	0 75
Curly lettuce, doz	0 25
Mint, doz.	0 25
Mushrooms, 4-lb. basket	2 00 2 50
Onions—	
Egyptian, 100 lbs., bag	4 50
Silver, per 50 lb. crate	2 75
Red, per 100 lb. sack	5 00
Texas Bermuda, per crate	2 25
Parsnip, bag	1 00
Parsley, Bermuda	0 75
Parsley, new, doz.	0 75
Parsley, Montreal, per doz.	0 40
Peas, per 25-lb. hamper	3 00
Potatoes—	
So. Carolina	4 25
New, per bbl.	4 25
Montreal, Red, 80 lbs., bag	1 75
New Brunswick, 80 lbs., bag	1 90
Green Mt.	2 00
Sweet, hamper	1 75 2 00
Radishes, per doz.	0 10
Rhubarb, per doz.	0 25 0 30
Spinach, Montreal, box	0 50
Turnips, bag	1 00
Turnips, bag, Quebec	1 75
Tomatoes, hothouse, lb.	0 25 0 30
Tomatoes, Missouri, flat.	1 15
Watercress, Boston, hothouse, doz.	0 75
Watercress, Canadian, doz.	0 30

Cuban, case	4 00	4 50
Florida, case	5 00	5 50
Grapes, Cal., case	3 75	4 00
Oranges—		
Late Valencias, case	4 50	4 80
Peaches, case	1 00	1 00
Pears, 1/2 boxes	2 25	3 50
Plums, 4 baskets	1 75	2 75
Lemons, Verdill, case	4 50	4 75
Limes, per 100	0 25	0 25
Pineapples, Cuban	2 50	3 50
Strawberries, Can.	0 07	0 12
Watermelons	0 60	0 75

VEGETABLES.—There are dozens of changes in price of vegetables this week, and the trade should study the table carefully. Prices change overnight these days. New potatoes have again declined and sell freely at \$4.50 to \$4.75. Onions are very scarce still and bring \$3 per 50 lb. box. Canadian hothouse cucumbers are of choice quality. So is Canadian cabbage, both showing declines in price this week. No 1 hothouse tomatoes are worth 15c a pound and sell rapidly. Green peas are now coming in quite freely, going to the trade for around 65 to 90c 11-qt. basket. General trade is healthy and deliveries of produce are as heavy as demand is eager.

Asparagus, 11 qts.	1 00	1 50
Cabbage, new, case	2 50	3 00
Cabbage, Canada(case)	3 75	4 00
Beets, doz. bunches	0 40	0 60
Beans, green	2 00	2 25
Carrots, new	0 50	0 60
Cauliflower, case	4 00	4 25
Celery, Canadian, case	1 00	1 25
Cucumbers—		
Hothouse, doz.	2 50	3 00
Leamington	1 00	1 25
Onions—		
Texas, Bermuda, crate	2 75	3 00
Green, doz. bunches	0 20	0 30
Lettuce, leaf, doz.	0 15	0 25
Lettuce, head, doz.	0 40	0 50
Mushrooms, imported, 6-qt.	2 00	2 25
Mint, 6 qt. bask.	0 40	0 50
Parsley, 11 qt., basket	0 15	0 30
Peas, green, Canadian, basket	0 69	0 90
Peppers, green, basket	0 60	0 75
Potatoes—		
N. B. Delaware, bag	2 00	2 10
Ontario, bag	1 75	1 90
New, barrel	4 50	4 75
Radishes, doz.	0 12 1/2	0 20
Rhubarb, doz.	0 20	0 25
Spinach, hamper	0 75	0 75
Tomatoes, lb.	6 15	6 15

WINNIPEG

FRUIT AND VEGETABLES.—Grapefruit is a little firmer, and is reported as high as \$6 per case. Strawberries are somewhat cheaper this week, and can be bought for \$4, 24 pints. Washington box apples can be bought anywhere from \$2.50 to \$3.25. Florida pineapples, which are among the big sellers just now, are offered at \$4. Plums can be bought

(Continued on page 37.)

TORONTO

FRUIT.—Strawberries are coming in so far in limited quantities only, and this is working toward keeping the price up, to a certain extent. Price is all the way from 7 to 12 cents a box, according to the day you buy—and whether there are lots in or few—and also as to quality. Cherries are arriving now, though none too freely. Ox hearts are now on the market, and selling rapidly. Californian stuff does not get the call now that domestic cherries are coming in. First yellow St. John peaches have got in from California, and these are of rare quality. General quality of coast stuff is higher. Watermelons continue to come in freely. Demand is not very heavy as yet. Gooseberries are still a slow sale, though moderate in price. A half box of pears, extra good quality for the season, is worth \$2.25 to \$2.50.

Apples, Wine Saps	2 50	3 00
Apricots, 4 bus.	1 75	2 25
Bananas, bunches	1 75	2 50
Cantaloupes, side	2 75	5 00
Cherries, Cal.	2 75	2 50
Cherries, Can., 6-qt. bask.	0 60	0 75
Cherries, Oxhearts	0 75	1 00
Dates, lb. box	0 00	0 00
Gooseberries, 6-qt. basket	0 25	0 50
Grapefruit—		



FISH AND OYSTERS



Firmer Feeling in Eastern Salmon

American Buying is a Factor; Also Catches are Tailing Off Somewhat—Whitefish Now Much More Plentiful—New York Competition is Eliminated—Lobster Will be Firmer, It is Rumored.

MONTREAL

FISH.—Volume of business passing continues to be good as result of increased consumption that has become feature of fish market, and to which advancing costs of meats and wider publicity to fish lines has added. Large quantities of Gaspe salmon have been distributed during the past week at the lower prices that have prevailed lately, but the market has firmed up owing to the large amounts that have been absorbed by the American market for the 4th of July. There is an easier feeling in halibut lines as a result of a marked improvement in fishing conditions, and mackerel after having been present in large quantities for a few days are beginning to show signs of shortage with a consequent firming of the line. A similar tendency is apparent in lobsters locally, although on the other hand at fishing points considerable alarm is felt at the recent embargo placed on lobsters by the French Government, and which threatens seriously to jeopardize the entire industry. Lake fish with the exception of the white fish are still scarce. Smoked, salt and pickled lines are showing signs of a revival and outlook for future is much improved. Clams and bulk and shell oysters are quiet and without feature of interest to report.

TORONTO

FISH.—It is said here that we shall see a scarcity of eastern salmon. Catches are not so good now. Prices this week are unchanged, but they have taken on a firmer feeling, and an advance is regarded as not unlikely. Besides American demand for this line is said to be considerable at the moment, and competition, coming at a time when catches are not so good, reacts in favor of higher levels. Cod, halibut and haddock show little change. Supplies are ample; lots are coming forward; demand shows no change, but is uniformly good. Mackerel is also plentiful at the minute. Lobster is firmer on this market. This is somewhat difficult to understand, in view of the embargo placed by the French Gov-

ernment. There is a hopeful feeling in this market that that embargo will be lifted. Were it not removed it should after some little time, mean lobster at considerably reduced levels, of course. Lake trout is now plentiful enough. So is whitefish, which for some time was eagerly sought for by New York buyers. Stocks are now coming, however, from the Upper Lakes, and American buying is not now, therefore, a serious factor. Business is uniformly heavy. Meats are high in price, and fish is peculiarly well adapted to the needs of the summer menu.

SMOKED FISH.

	Montreal	Toronto
Haddies, per lb., new cured	.08	.09
Haddies, 15-lb. and 30-lb. boxes, lb.	.09	.10 $\frac{1}{2}$
Haddies, fillets, per lb.	.12	.10
Herring, Ciscoes, baskets	1.25	1.50
St. John bloaters, 100 in box	1.20	1.25
St. John bloaters, per box of 60	1.00	1.00
Smoked herrings, medium, box	.15	.15
Smoked herrings, medium, box	.15	.15
Smoked boneless herrings, 10-lb. box	1.30	1.40
Kipper herrings, selected, 60 in box	1.25	1.50
Smoked salmon, per lb.	.16	.15-17
Smoked halibut	.10	.10

FROZEN FISH—SEA FISH.

	Montreal	Toronto
Salmon—		
Gaspe, large, per lb.	.13	.13
Red, steel heads, per lb.	.12	.13
Red, sockeyes, per lb.	.12	.12
Red Cohoes, dressed, lb.	.11	.11
Red Cohoes, dressed, lb.	.12	.11
Pale qualla, dressed, per lb.	.10	.11
Halibut, white western, large and medium, per lb.	.14	.13
Halibut, eastern, chicken, per lb.	.12	.12
Mackerel, bloater, per lb.	.10-12	.10
Haddock, medium and large, lb.	.05	.10
Market codfish, per lb.	.04	.08
Steak codfish, per lb.	.06	.10
Canadian soles, per lb.	.06	.08
Blue fish, per lb.	.15-16	.18
Smelts	.12	.13
Smelts, extras	.15	.20
Herrings, per 100 count	2.50	3.25
Round pike	.08	...
Grass pike, dressed	.09	...

DRIED AND PREPARED FISH.

Dried Haddock	6 00	6 00
Dried codfish, medium and small, 100 lbs.	8 00	8 00
Dried hake, medium and large, 100 lbs.	6 00	6 00
Dried pollock, medium and large, 100 lb.	6 00	5 00
Dressed or skinless codfish, 100-lb. case	7 00	7 00
Boneless codfish, 2-lb. blocks, 20-lb. bxs., per lb.	0 08	0 10
Boneless codfish, 2-lb. blocks, 20 lb. bxs., per lb.	0 07	0 07
Boneless codfish, strips, 20 lb. boxes	0 10	0 12
Boneless codfish, in 2-lb. and 3-lb. boxes, a box	1 80	1 80
Boneless codfish, in 2-lb. and 3-lb. boxes	0 15	0 15

BULK OYSTERS, CLAMS, ETC.

Standard, solid meats, gal.	1 70	1 75
Standard, bulk, gal.	1 50	2 75
Selects, per gal., solid meat	2 00	2 25
Best clams, imp. gallon	2 00	...
Best scallops, imp. gallon	2 25	2 50
Best prawns, imp. gallon	2 25	2 50
Best shrimps, imp. gallon	2 00	2 50
Sealed, best, pt. cans, each	0 40	0 40
Sealed, best, select, quart cans, each	0 50	0 75
Rockaways, 100	1 50	...
Blue points, small	1 00	...
Blue points, large	1 50	...

CLAMS, MUSSELS AND SHELL FISH, CRUSTACEANS, ETC.

Cape Cod shell oysters, per bbl.	12 00	...
Canadian cultivated oysters, bbl.	9 00	10 00
Clams, per bbl.	6 00	8 00
Malpeques, ordinary, bbl.	9 00	9 00
Live lobsters, medium and large, per lb.	0 20	0 40
Little necks, per 100	1 25	1 50
Large clams, per 100	...	2 00

FRESH SEA FISH

	Montreal	Toronto
Halibut	14-15	14
Haddock, fancy, express, lb.	5-6	7
Mackerel, medium, each	20	40
Steak, cod, fancy, express, lb.	5	8
Herrings, each	2	2
Flounders	6	9
Flounders, New York	9	12
Salmon, Western	16-17	20-25
Salmon, Gaspe	12	14

FRESH LAKE FISH

Carp, lb.	0 07	...
Pike, lb.	0 08	0 07
Perch	0 04	0 07
Suckers, lb.	0 05	0 10
Whitefish, lb.	0 12	0 14
Lake Erie whitefish	...	0 27
Herrings, each	0 02	0 02
Gaspereaux, each	0 02 $\frac{1}{2}$	0 03
Lake trout	0 13	0 14
Eels, lb.	0 08	0 08
Dore	0 14	0 13

FROZE LAKE AND RIVER

Whitefish, large, per lb.	.09-.09 $\frac{1}{2}$.09-.10
Whitefish, small tullbees	.07-.07 $\frac{1}{2}$.06
Lake trout, large and medium, lb.	.10	.10
Dore, dress or round, lb.	.08 $\frac{1}{2}$ -.09	.09-.13
Pike, dressed and headless, lb.	.07-.07 $\frac{1}{2}$.07
Pike, round, per lb.	.06 $\frac{1}{2}$ -.07	.06-.07

WINNIPEG

FISH AND POULTRY—Supplies are coming in better this week than heretofore and quite equal to the demand. This, however, has no effect on prices which remain as last week—salmon 16c, halibut 11c, white fish 9 $\frac{1}{2}$ c, trout 12c. The trade have almost forgotten what poultry looks like, supplies having been so scarce the last few months. Fowl are not coming in at all well, and good supplies of poultry are not expected until the middle of next month, when broilers should be arriving freely.

Fish—		
Fresh salmon	0 16	...
Fresh halibut	0 11	...
Steak, cod, per lb.	0 08	...
Lake Winnipeg whitefish	0 09 $\frac{1}{2}$...
Fresh finnan haddie	0 12	...
Kippers, per box	2 00	...
Fresh lake trout, per lb.	0 12	...
Bloaters, per box	2 00	...
Salt mackerel, 20-lb. kit	3 00	...
Smoked gold-eyes, doz.	0 50	...

Poultry, Live—

Fowl	0 15
Broilers	0 25

W. J. Duffin, Grocer, London, Ont., was a delegate to the Methodist Conference at Kingston, recently.



FLOUR AND CEREALS



Flour Export Trade Stronger

Ocean Freight Rates Are Less and This Seems at Last to be Weighing—A Little Business in Winter Wheat Flour Passing—Cereals Mostly Dull—Minor Changes in Feeds in Toronto Market

MONTREAL

FLOUR.—Prices remain unchanged as do other general features of the market except for a slight strengthening of the wheat market which remains, however, in a weak condition, although certain steadying influences are at work so that no definite conclusion can be reached as to the outcome. Further development of export trade as result of decreased ocean rates continues to be strongest support of market and one local mill is reported to have secured a 150,000 bag contract.

Winter wheat lines remain quiet and unchanged with but little business passing and at nominal prices only as buyers are in a position to dictate terms and do so to the extent of the few sales made. Stocks of wheat in country are reported low, but it is stated that there are 100,000 bags on hand here.

Manitoba Wheat Flour—	Per bbl. of 2 bags
First patents	6 60
Second patents	6 30
Strong bakers	5 90
	Car Small
Winter Wheat Flour—	lots
Fancy patents	5 85
90 per cent. in wood	5 60
90 per cent. in bags	2 70

CEREALS.—Prices and other chief factors remain unchanged and steady with local demand quiet and maintenance of market depending chiefly on a fairly active export trade and tendency on the whole toward a lower range of prices if anything.

Cornmeal—	Per 95-lb. sack
Gold dust	2 50
Rolled Oats—	90's in jute.
Small lots	2 75
25 bags or more	2 80
Packages, case	3 90
Oatmeal—fine, standard and granulated, 10 per cent. over rolled oats in 90's, in jute.	4 00
Rolled Wheat—	100-lb. bbls.
Hominy, per 95-lb. sack	2 75
Hominy, per 95-lb. sack	2 35
Corn flour, bag	2 65
Rye flour, bag	3 00
Barley, pot	0 04 1/2
Barley, pearl, lb.	0 04 1/2

FEEDS.—Prices in general remain unchanged, although as result of operation of conflicting influences there is a lack of uniformity in the general tendency to greater weakness and a lack of price maintenance characterizes the market. Wet weather has created renewed interest in middlings which are said to be a trifle stronger; other lines remain weak.

Mill Feeds—	Per ton
Bran	21 00
Shorts	24 00
Middlings	26 00
Wheat moulee	30 00
Feed flour, bag	31 00
Mixed chop, ton	32 00
Crushed oats, ton	34 00
Oats, chop, ton	34 00
Barley, chop, ton	32 00
Feed oats, Manitoba, bush.	0 57
Feed wheat, bag	1 90

TORONTO

FLOUR.—There is no change in prices of flour, either Ontario or Manitobas. There is, however, a firmer feeling in the wheat market, evidenced by a three-cent rise in the value of No. 1 Northern, track bay ports, now quoted at \$1.25. Last week it was only \$1.18. Flour itself is looking up somewhat so far as export account is concerned; doubtless lower ocean freight rates have played their part towards this end. One local exporter of flour received an order for 2,000 bags of spring wheat flour for old country account, the first in some weeks. Former sales were made with freights on the ocean at 80c to \$1. He paid only 45c. Asked prices over the cable were ignored. While official prices of winter wheat flour are from \$4.05 to \$4.15 seaboard, one dealer got an offer of flour at \$3.90 in bags, seaboard. There seems to be indubitably a stronger feeling evidencing itself, and the slackness noticeable recently is disappearing. Yet not even tempting levels and tempting ocean freight rates are coralling the business one would look for.

Manitoba Wheat Flour—	Small lots.	Car lots.
	per bbl. of 2 bags	
First patents	6 70	6 50
Second patents	6 20	6 00
Strong bakers	6 00	5 80
Ontario winter wheat flour, 90 per cent. (Board of Trade quotation)	4 15	4 05

CEREALS.—There is an easier feeling evident in all lines, and little business is stirring. This is not, of course, cereals' season. Nobody is buying much. Rolled oats show some activity from an export point of view; otherwise even they are somewhat quiet, not to say dull.

Barley, pearl, 95 lbs.	4 20	4 40
Ruckwheat grits, 95 lbs.	4 00	4 00
Corn flour, 95 lbs.	2 55	2 75
Cornmeal, yellow, 95 lbs.	2 60	2 60
Graham flour, 95 lbs.	2 75	2 75
Hominy, granulated, 95 lbs.	3 30	3 30
Hominy, pearl, 95 lbs.	3 00	3 00
Oatmeal, standard, 95 lbs.	2 75	2 75
Oatmeal, granulated, 95 lbs.	2 75	2 75
Peas, Canadian, boiling, bush.	3 50	3 50
Peas, split, 95 lbs.	4 85	4 85

Rolled oats, 90-lb. bags	2 65
Rolled wheat, 100-lb. bags	3 25
Rye flour, 95 lbs.	2 80
Whole wheat flour, 95 lbs.	3 00
Wheatlets, 95 lbs.	3 30

FEEDS.—Bran, which has been offering at either \$20 or \$21, according to the conscience of the one who offered, pretty well, has firmed up a trifle and now goes to the trade at \$21. There is also a little stronger feeling in middlings which are flat at \$26. Business generally, however, is nothing to write home about, and all lines are only doing a hand to mouth business.

Mill Feeds—	Per ton	Mixed cars
Bran	21 00	21 00
Shorts	24 00	24 00
Special, middlings	26 00	26 00
Feed flour, per bag	1 55	1 60
Oats—		
No. 3, Ontario, outside points	0 49	0 50

WINNIPEG

FLOUR AND CEREALS.—First patents continue at \$6.60. Domestic flour business shows signs of a little more activity, and millers are hoping that this will mean a revival of business during July and August. Most of the milling companies close their business year at the end of August, and are anxious to see stocks reduced by that time. Export flour business remains quiet, largely owing to the fact that heavy stocks of both flour and wheat are being carried by Great Britain.

Cereals are still quiet, with very little hope of revival for some time.

The feed market is also quiet, but there is every indication of a demand in the East, especially as the continued wet weather is doing considerable damage, even to the hay crop. In the meantime, prices on bran have eased off, but the tendency is up on shorts and middlings, as these will be required by farmers to replace pasturage.

Flour—	Per ton
Best patents	6 60
Bakers	6 10
Clears	5 40
XXXX	4 40
Cereals—	
Rolled oats, 90 lbs.	2 25
Rolled oats, pkgs., family size	3 75
Wheat flakes, case	3 75
Oatmeal, standard and gran., 95 lbs.	2 75
Cornmeal, 95 lbs.	2 45
Feeds—	
Bran, ton	17 00
Shorts, ton	18 00
Middlings, ton	20 00
Mixed chop, ton	30 00



A Snappy Summer Seller

The extreme lightness, genuine wholesomeness and unequalled digestive qualities of

Tillson's "Scotch" Health Bran

make it an ideal hot weather selling line.

Your customers already know of it through our Country-Wide Advertising Campaign. It but remains for you to meet the demand thus created by featuring this all-Canadian Product.

A good window display of Tillson "Scotch" Health Bran is always productive of quick, profit-making sales. Our *Free Window Display* will be a splendid help towards the big business this popular line produces. *Write for one to-day and keep the good profits that Tillson's Scotch Health Bran will give you.*

Canadian Cereal & Flour Mills Co., Ltd.
TORONTO, ONT.

If any advertisement interests you, tear it out now and place with letters to be answered.

Possibilities of Cheese Prices

London Market Has Had Heavy and Unusual Break in Prices—It is Thought, However, That Bull Influences Are Many—Labor Shortage and Reduced Herds Are Factors—The Importance to Canada of London's Demand.

THE uncertain position of cheese in the market continues to exercise the trade at large and no one professes to see daylight ahead. The situation is replete with possibilities either way. Two events occurred almost simultaneously a few weeks ago to undermine the late firmness of the market: the weakening of the London demand and the break in local butter prices during the past week. It was not expected that prices would continue to advance from the recent high level, nor even be maintained after the new make was on the market, but such a sudden setback was quite unexpected, and it is difficult to account for, unless it be owing to extreme nervousness on the part of the whole trade for fear of experiencing a repetition of last year's losses.

What London Thinks

It is not generally thought in London that prices will go down to the extent they did last year. Even though British and Canadian supplies are maintained the United States supplies show signs of falling off and consuming demand is excellent and likely to remain so with the advancing costs of other foods of equal nutritive value. It is obvious that army requirements must continue to be very large so long as the war lasts. Stocks of New Zealand cheese, which have been held back waiting for freight room, are now coming forward and will arrive during the next three months. At present stocks of Canadian, New Zealand and States cheese are very low, not only at the principal ports, but in the hands of the wholesale trade, and buyers are holding off till the last moment in anticipation of a continued drop in prices. Short selling of Canadian Junes for July and August shipment has become very general, and the short interest is being carried almost entirely by wholesale houses in England. Montreal operators have fought shy of joining in, feeling that when Government buying starts out there it will be impossible to regulate prices to suit individual speculative interests.

The heavy rains lately have resulted in excellent pasturage, and also a good flow of milk; still dairying is not in a healthy condition, owing to labor shortage and the reduced size of herds. Rennet shortage threatens the very existence of cheese-making. Russia has placed an embargo on Siberian butter thus accelerating British demand for the Canadian article, which fact will no doubt react upon the cheese market here.

All these are strong influences for an upward movement. The present feeling, however, is decidedly uneasy. In the main the future state of the market depends, as one large importer said, on the state of the export market: "If England buys heavily you'll see cheese go away up. If she stays out of the market, the bottom will drop out of it."

Letters to the Editor

The letter which follows deals with a point of interest to all grocers. Many have settled for themselves the all-important question of "Cash or Credit?" "Enquirer" has not done so fully. He purposes conducting a cash business. We shall be glad of letters from grocers who can help by experience and suggestion.

—Editor.

Editor, Canadian Grocer.—We run a credit business in a farming district in a good locality and we want to make it a cash business.

There are two other stores in the village who use the same terms of credit as we do: that is extending credit to different parties for terms ranging from one month to two years in some cases.

One of these store keepers is a price cutter and we carry on our business as though he was not there at all. The other man and ourselves try to get along getting the same prices for goods and paying the same prices for produce taken in from the farmers. We told this man about our plan which is this. We intend starting it January 1, 1917 and intend to sell our goods on a lower margin of profit and sell for cash only. If a farmer should want goods for some time we will be prepared to let him have money on his note: Then he can pay cash. We would like to do away with our account book altogether saving us a lot of work and a lot of worry, our reasons for selling cheaper. We understand and know quite well that the credit system should not be what it is as we are being crowded more and more all the time by the wholesale houses into a cash business with them. Why should we have to pay cash for our goods and sell them on credit to people who can afford to pay cash as well as anybody—Well-to-do farmers in one of the best sections of Ontario?

We also intend writing our customers two letters regarding our plan. One about a month or six weeks before January first; the other about a week before. As we have said we told the other merchant about our plan but he would be in favor of keeping our present prices and offering a discount for cash.

We would like to have your opinion on these two different plans and we would also like to hear from other merchants through Canadian Grocer.



CATALOGUES AND BOOKLETS

"The Proper Care of Perishable Food Products," is a 24-page booklet, issued by The G. McLean Company, of Winnipeg, wholesale grocers. It is sent to the retail trade because the Canadian public is becoming a more discriminating public every day. The wide-spread publicity brought about by the passage and enforcement of the Pure Food Laws, has contributed, to create an insistent demand for clean, sanitary and wholesome foods.

Practically every kind of perishable food-stuff is referred to and terse and full directions given as to proper care of them.

SERVICE DEPARTMENT

The Canadian Grocer.

Dear Sirs.—We were advised to bale our waste paper and bought a baler.

Would you kindly give us some addresses where we can dispose of same?

ENGELAND & SONS.

Milverton, Ont.

Editorial Note.—Messrs. Engeland have been sent the names of probable buyers.

• • •

Editor, Canadian Grocer.

Dear Sir.—We are looking for a device that cuts stencils from prepared cardboard, or for some more convenient outfit for marking bags and barrels.

If you can tell us where to procure the above, you will greatly oblige.

IVAN McKNIGHT.

Fredericton, N.B.

Editor's Note.—This information has been sent direct.

What is Canada Doing?

"Hunting poor, miserable grafters from their rat holes! Playing small potato politics while her heroes die in the trenches! Wake up, Canada!"

So writes Agnes C. Laut in an article in the July issue of MacLean's Magazine, under the heading, "Canada's Greatest Service to the Empire." In this article Miss Laut, who is well-known to Canadians as the greatest woman journalist that this country has produced, deals with the problem of world trade after the war and the part that Canada must play in it. She asks

How many commercial attaches has Canada, in the United States, in South America, and Europe?

Big institutions like the National City Bank, the U.S. Steel Corporation, Fords and others now have yearly in training a hundred young college graduates being put through a practical course in banking, foreign exchange, foreign languages, mathematics, commerce, manufactures, to take their places in foreign centres after the war. How many has Canada in training? How many institutions in Canada are doing the same thing? Let me ask a more brutal question. Though Japanese and Chinese commerce are growing every day, though Japanese affairs may at any time become a war issue in Canada, has Canada one single native born Canadian official who speaks Japanese or Chinese? She hadn't when I was in Canada last year.

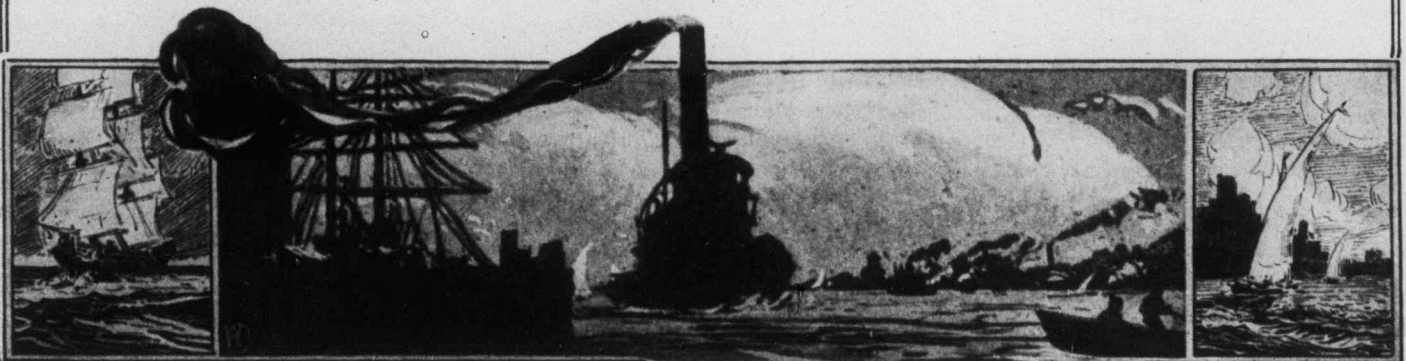
When the war is over, Uncle Sam will have thousands of trained experts to jump into the world's markets.

How many will Canada have?

This article is one that every business man in Canada should read. It has an appeal, a lesson. It is a clarion call to action.

Get a copy from your news dealer, or write to MacLean Publishing Co., 143-153 University Avenue, Toronto. Single copies, 15 cents. Yearly subscription price, \$1.50.

MACLEAN'S MAGAZINE





PRODUCE AND PROVISIONS



Hogs Firmer: Eggs Slightly Higher

New Laids, Apparently Without Rhyme or Reason, are Advancing—Butter is Being Exported, and Firmness Prevails—Cheese Weaker Alike in Domestic and British Markets—Poultry Coming More Freely

MONTREAL

PROVISIONS.—Prices remain unchanged, although general feature of firmness grows more pronounced, particularly in smoked meats, lard and lard compounds and all pork products share this feeling which is accentuated by a very good local business, a scarcity in live hogs and report of highest prices of season in Chicago.

Hams—		
Small, per lb.	0 22	0 24
Medium, per lb.	0 21	0 23½
Large, per lb.		0 22
Bacon—		
Plain, bone in		0 24
Boneless		0 29
Peameal		0 29
Bacon—		
Breakfast, per lb.	0 26	
Roll	0 13	
Shoulders, bone in	0 16	
Shoulders, boneless	0 17	
Cooked Meats—		
Hams, boiled, per lb.	0 34	
Hams, roast, per lb.	0 35	
Shoulders, boiled	0 26	0 27
Shoulders, roasted		0 27
Dry Salt Meats—		
Long clear bacon, 50-70 lbs.	0 15½	
Long clear bacon, 80-100 lbs.	0 14½	
Flanks, bone in, not smoked	0 15½	
Barrelled Pork—		
Heavy short cut mess	30 00	Per bbl.
Heavy short cut clear	32 00	
Clear fat backs	33 00	
Clear pork	33 00	
Lard, Pure—		
Tierces, 350 lbs. net	0 17	
Tubs, 50 lbs. net	0 17½	
Tins, 50 lbs. net	0 17½	
Pails, wood, 20 lbs. net	0 17½	
Pails, tin, 20 lbs. net	0 17	
Cases, 10 lbs. tins, 60 in case	0 17½	
Cases, 3 and 5-lb. tins, 60 in case	0 18½	
Bricks, 1 lb. each	0 19½	
Lard, Compound—		
Tierces, 375 lbs. net	0 14½	
Tubs, 50 lbs. net	0 15	
Tins, 50 lbs. net	0 15	
Pails, wood, 20 lbs. net	0 15½	
Pails, tin, 20 lbs. net	0 15½	
Cases, 10-lb. tins, 60 in case	0 16½	
Cases, 3 and 5-lb. tins, 60 in case	0 16	
Bricks, 1 lb. each	0 17	
Hog—		
Dressed, abattoir killed, cwt.	16 25	

BUTTER.—Prices to trade remain unchanged, but in spite of increased supplies advances occurred at country points and for spot offerings in a wholesale way of from 3/8c to 7/8c per lb. Bulk butter in one lb. packages is 31½c and solids in 56 lb. cases 31c per lb. and whole tendency of market is one of greater firmness with further advances not impossible. Price in country for Eastern Townships butter is from 28¾c to 29c, and in addition varies with distance shipped and resultant freight cost. Export trade has been good and further activity is expected as sales have been made for future shipment so that al-

though receipts are large they are quickly cleaned up and there is no surplus on market.

Butter—		
Finest creamery, fresh made	0 31	
Dairy prints	0 26	
Dairy, solids	0 25	
Separator prints	0 26	
Bakers	0 23	

EGGS.—Market has advanced one cent for No. 1's which are now from 28 to 29c, and extras 32c. Country buying prices firmed up during the week so that former top price of 25c is now general at stores. Receipts are less than they were a few weeks ago, but are still amply sufficient for all needs and it is thought in some quarters that there is nothing in the situation to warrant higher prices for some time to come but this feeling is not general to the trade. During past week there has been a fairly good export trade, but it is not yet known what amount is available for fall and local dealers report that although considerable inquiry for fall trade has occurred very few sales have passed yet. Quality is not up to standard of a month ago, and dealers are experiencing more loss in general quality.

Eggs, case lots—		
No. 1's	0 29	0 29
Extras		0 32

CHEESE.—Prices remain unchanged with country buying prices during week inclined to be erratic and with spot buying active and export less so and with weakness in Liverpool cables. Country prices ranged all the way from 15½c to 16¾c. Production is heavy but export demand continues to absorb the surplus.

Cheese—		
1915 make	0 20	
Stilton	0 27	
1916 make	0 18	

POULTRY.—Prices and other features of importance remain unchanged from last week with general scarcity and firm prices continuing to be feature of market. Supplies of young stock are coming forward in larger quantity but are still far from sufficient for requirements of the amount and are very small averaging only 3 lb. to the pair.

Poultry—		
Fresh Stock—		
Turkeys	0 29	0 31
Ducks	0 27	
Geese	0 17	0 18
Roasting chicken, milkfed, 5 lbs. or over	0 30	

Roasting chickens, ordinary	0 22	
Squabs, Canadian, pair	0 40	
Squabs, Philadelphia, pair	0 70	
Pigeons, pair	0 25	0 30
Fresh Stock, Dressed—		
Fowls, large, per lb.	0 25	
Fowls, small, per lb.	0 23	
Turkeys, Tom, per lb.	0 27	0 28
Turkeys, Hen, per lb.	0 28	0 30
Broilers, per pair	1 25	1 40
Live Stock—		
Fowl, 5 lbs. and over	0 22	0 23
Fowl, small	0 20	0 21
Turkeys	0 22	0 23
Ducks, young	0 28	0 30
Ducks, old, per lb.	0 20	
Geese	0 13	0 15
Chicken	0 15	0 18

HONEY.—Market remains quiet and unchanged without feature of interest to report and interest centering in prospects for arrival of new crop, inquiries for which are still limited in number.

Honey—		
Buckwheat, tins	0 09½	
Strained clover, 60-lb. tins	0 12	
Strained clover, in 10-lb. tins	0 12½	
Strained clover, in 5-lb. tins	0 13½	
Comb honey, white clover, per section	0 16	
Comb honey, buckwheat, per section	0 13	

MAPLE SYRUP.—Prices remain unchanged as do other features of importance, but are fairly well maintained, although no great activity is evident in market.

Maple Sugar—		
In blocks, bright, per lb.	0 14	0 15
In blocks, dark, per lb.	0 10	0 12
In tubs, per lb.	0 09	0 10
Maple Syrup—		
In 8½ lb. tins, each	0 90	1 00
In 13½ lb. tins, each	1 40	1 50

TORONTO

PROVISIONS. — The noteworthy change this week occurred in hogs, which are again firmer, and, from all appearances, trending upwards. These are now worth \$11.75 for live, and well over sixteen dollars for dressed. We quote \$16.50 to \$17. There has not been as yet a corresponding increase in meats or lard, though all meats and both pure and compound lard remain very firm on a good buying demand. There is said to be a steady export of hogs going on, chiefly to Britain. Chicago, too, is firm and very high in price.

Hams—		
Light, per lb.	0 23½	0 24½
Medium, per lb.	0 22½	0 23½
Large, per lb.	0 21½	0 22½
Bacon—		
Plain	0 27	0 28
Boneless, per lb.	0 26	0 29
Pea meal, per lb.	0 28	0 29
Bacon—		
Breakfast, per lb.	0 25	0 29
Roll, per lb.	0 29	0 31
Shoulders, per lb.	0 20	0 21
Pickled meats—1c less than smoked.		

Dry Salt Meats—		
Long clear bacon, ton lots	0 18	0 19
Long clear bacon, small lots	0 18½	0 19½
Fat backs, lb.	0 16	0 17
Cooked Meats—		
Hams, boiled, per lb.	0 33	0 34
Hams, roast, per lb.	0 33	0 34
Shoulders, boiled, per lb.	0 28	0 29
Shoulders, roast, per lb.	0 28	0 29
Barrelled Pork—		
Heavy mess pork, per bbl.	30 00	31 00
Short cut, per bbl.	32 00	33 00
Lard, Pure—		
Tierces, 400 lbs., per lb.	0 17	0 17½
Tubs, 60 lbs.	0 17½	0 17½
Pails	0 17½	0 18
Bricks, 1 lb., per lb.	0 18	0 19
Lard, Compound—		
Tierces, 400 lbs., per lb.	0 14½	0 14½
Tubs, 50 lbs.	0 14½	0 14½
Pails, 20 lbs., per lb.	0 14½	6 15
Bricks, 1 lb., per lb.	0 15½	0 16
Hops—		
Liev	11 60	11 75
Dressed, abattoir killed	16 50	17 00

BUTTER.—Grass is good; weather is fine; production is heavy. All these factors should augur, one would think, lower prices. But the butter market has been complex for a long time now. All surplus must be cleaned up, since a firm tone exists, and dairy solids are actually up a cent on this market. Export proceeds apace. Britain is getting quite a lot of butter now from Canada. This is asserted to be the only reason for high prices. Five or six thousand boxes of butter a week to England seems to count for more than one would judge its worth. Domestic demand is excellent, though off its own bat it could not take care of the make coming.

Creamery prints, lb.	0 29	0 31
Creamery, solids	0 29	0 30
Dairy prints, choice, lb.	0 26	0 29
Dairy prints, lb.	0 25	0 26
Bakers	0 23	0 25

CHEESE.—The market is just a shade easier as indicated by our amended quotations which show prices down about a quarter-cent from last week's levels. The English situation is decidedly easier again, according to cable reports. Demand from thence is slight compared to a few weeks ago. There is nothing new in the home situation; demand is averagely good, and make is fairly heavy, despite some dispute among trade authorities on the point.

Cheese—		
New, large, per lb.	0 18	0 19
New, twins, per lb.	0 18½	0 19½
Sept., large, per lb.	0 22	0 22½
Sept., twins, per lb.	0 22	0 22½
Sept., triplets, per lb.	0 22½	0 22½

EGGS.—New laid are up a full cent this week, and buyers are going the limit apparently. Just why, nobody seems able to say with any amount of confidence. Consumption, it is true, still continues heavy. So far warmer weather has not made any appreciable difference. Export to England is also going on to a fairly large extent. Storing demand has also to be catered to. Nevertheless, receipts are large enough, and the real reason for as high prices as are now obtaining remains a mystery. Country stores are also up a cent this week. Prophets in the trade keep on predicting lower prices. These are as far off now, however, to judge by any available criterions, as they were a couple of months ago.

Eggs—		
New laid, cartons	0 31	0 33
New laid, ex-cartons	0 29	0 31

POULTRY.—There is a fair decrease

this week in the price of old fowl, and our quotations both for live and dressed are down five cents from last week's levels. These are coming in more plentifully, and there is not an over plus of demand at the moment. The same applies to duckling and to chicken. An easier feeling is to be observed in both.

Poultry—		
Spring broilers (1½ lbs. and over)	Live 0 35-0 40	Dressed 0 40-0 50
Old fowl, lb.	0 15-0 18	0 20-0 22
Milk-f-d	0 17-0 20	0 25-0 26

HONEY.—There is nothing new, either in price or conditions.

Honey—		
Buckwheat, bbls., per lb.	0 07¼	0 07½
Buckwheat, tins, per lb.	0 07¼	0 08¼
Clover, 50 lb. tins, per lb.	0 13½	0 13½
Clover, 10 lb. tins, per lb.	0 14	0 14½
Clover, 5 lb. tins, per lb.	0 14	14½
Comb, No. 1, doz.	2 50	3 00
Comb, No. 2, doz.	2 00	2 40

WINNIPEG

PRODUCE AND PROVISIONS.—Receipts of hogs continue heavy. Big supplies are always looked for at this time of year, but there will be a gradual falling off in receipts July and August. Quotations on live hogs have declined to a basis of \$10.50-\$10.75. Quotations on meats and lards are unchanged, however.

Butter is quoted at the following figures: No. 1 fresh made creamery, 30c; No. 2, 29c. There is little change in the market, but with excellent pastures and warmer weather, the make should be very heavy, and there is no reason why present buying basis should not be lower, especially in view of the condition of outside markets. Receipts of dairy butter have been exceptionally good, and there is an improvement shown in the quality over last year. There has been a heavy demand for dairy butter from the East during the past week, probably for export. This demand resulted in a temporary strong undertone, but as such demands are very spasmodic, the buying basis should not be altered; in fact, in view of an accumulation of poor grade creamery in the United States and lower prices, the dairy market should be lower.

Both the quality and quantity of eggs have fallen off perceptibly, but the market is unchanged, No. 1 candled stock selling to the trade at 26c.

The cheese market varies from day to day, but has no marked feature.

Hams—		
Light, per lb.	0 22	0 23
Medium, per lb.	0 20	0 21
Large, per lb.	0 19	0 20
Bacon—		
Breakfast, per lb.	0 22	0 23
Breakfast, select, lb.	0 26	0 28
Backs, per lb.	0 22	0 25
Dry Salt Meats—		
Long clear bacon, light	0 16½	
Cooked Meats—		
Hams, boiled, per lb.	0 31	
Shoulders, boiled, per lb.	0 23	0 24
Roast hams, lb.	0 35	
Barrelled Pork—		
Mess pork, bbl.	27 00	
Lard, Pure—		
Tierces	0 16	
Pails	3 32½	
Cases, 10s	10 05	
Cases, 5s	10 13	
Cases, 3s	10 20	
Cartons	0 17½	
Lard, Compound—		
Tierces	0 13¼	
Tubs, 5½, net	6 74	
Pails, 20s, net	2 80	
Butter—		
Fresh made creamery	0 29	

Creamery, No. 2	0 28
Best dairy	0 24
No. 2 dairy	0 21
Cooking	0 16
Eggs—	
New laid	0 26 0 26½
Cheese—	
Ontario, large	0 20
Ontario, twins	0 20½

FRUIT AND VEGETABLES

(Continued from page —.)

anywhere from \$1.75-\$2.75. Apricots have been coming in from California, and are selling for \$2.25, but the market is now up as high as \$3.50, and supplies are unobtainable even at that figure. Apricots will not be plentiful again until they begin to arrive from Washington next week sometime.

Cabbage is running very high, bringing 5-5½c per lb. The supply of cabbage is limited, and almost impossible to get. There will be no local stuff for six weeks or so. New potatoes are a little easier, being offered at 4½c. Practically no new lines came in last week; the big sellers were tomatoes, strawberries and pineapples. Oranges are moving well, and there is every indication that the market will go higher very soon.

Fresh Fruits—		
Bananas, lb.	0 04½	
Cherries, 10 pt. box	3 00	
Cherries, 24 pt. box	5 00	
Cantaloupes, crate	7 00	
Grapfruit, case	6 00	
Strawberries, Hood River, case 24 qts.	4 00	
Washington box apples	2 50	3 25
Valencia oranges, case	5 50	
California lemons	6 50	
Florida pineapples, case	4 00	
Plums, crate	1 75	2 75
Peaches, crate	1 75	3 50
Apricots, crate	2 25	3 50
Watermelons	8 50	
Vegetables—		
Asparagus, Minnesota, doz.	1 25	
Cabbage, new, lb.	0 05	0 05½
Peppers, per basket	0 75	
Mushrooms	0 90	
Carrots, per lb.	0 03½	
New potatoes, lb.	0 04½	
B.C. potatoes	0 30	
Alberta potatoes	0 25	
Garlic, per lb.	0 30	
California head lettuce, case	4 00	
California onions, sacks	5 00	
Mississippi tomatoes, crate 4 baskets.	1 50	
Green peas, lb.	0 20	

INTERESTING THE CLERKS

Goodwins, Ltd., of Montreal, has inaugurated the policy of interesting the clerks in the store's business by educating them in the goods they sell.

Originally tried out in one department the idea is spreading all over the store so that now regular classes are held in which the manager gives lectures that go into the history and antecedents of the goods thus placing within the clerks' grasp a knowledge that enables him or her to intelligently answer the natural queries of the average customer.

In the words of this manager: "The goods that are understood and are appreciated by the salesman are already half sold."

Seandrett Bros., Grocers, London, Ont., have just finished putting in an attractive new front to their store. It has a grey marble base.

Is the Money Always There?

WHEN you have wanted a certain thing that would have added to the pleasures of life, was the money always there? when you figured up to see if "Cash on hand" would warrant you to make the purchase. Have you ever felt the need of a good vacation or wanted some little extra luxury, but simply could not afford it because your regular income was not sufficient?

WE have a plan that will enable you to add these extra luxuries without interference in any way with your regular occupation; a plan from which you may derive sufficient income to warrant your having all the added pleasures of life. This plan may be worked during spare time without interference with your regular duties. One hour in the evening spent among your acquaintances—a half-hour after lunch in the office or factory will give you an additional \$5.00 or \$10.00 weekly.

WE have hundreds of subscriptions in your locality ready to be taken. A representative on the spot could secure these orders, saving these people the trouble incidental to mailing. These orders, together with the many other subscriptions which may be added from the friends of our old subscribers whom they will recommend to you, will give you an income that with the same amount of work will double your earnings each year. The work is both pleasant and profitable. No previous experience required.

This plan will interest you, so write us to-day for full particulars.

The MacLean Publishing Co.
LIMITED

Division B.

143-153 University Avenue

TORONTO

ONTARIO

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS \$56 PER INCH PER YEAR

BAKING POWDER

WHITE SWAN SPICES AND CEREALS, LTD.

	Per doz.
5c Tins, 4 doz. case, weight 10 lbs.	\$ 0 45
4 oz. Tins, 4 doz. to case, weight 20 lbs.	0 75
6 oz. Tins, 4 doz. to case, weight 25 lbs.	0 90
8 oz. Tins, 4 doz. to case, weight 25 lbs.	1 30
12 oz. Tins, 4 doz. to case, weight 45 lbs.	1 75
16 oz. Tins, 4 doz. to case, weight 65 lbs.	2 25
3 lb. Tins, 2 doz. to case, weight 85 lbs.	5 00
5 lb. Tins, 1 doz. to case, weight 75 lbs.	9 50

ROYAL BAKING POWDER

Size	Less than 10 case lots	Bbl. lots or 10 cases and over
Dime	\$0 95	\$0 90
4-oz.	1 40	1 35
6-oz.	1 95	1 90

DOMINION CANNERS, LTD.

JAMS

"Aylmer" Pure Jams and Jellies Guaranteed Fresh Fruit and Pure Sugar Only.

	Screw Top Glass Jars	Per Doz.
Apricot	16 oz. glass	\$2 45
Assorted	2 doz. case	2 35
Blackberry		2 35
Blueberry		2 35
Currant, Red		2 35
Currant, Black		2 45
Cherry		2 35
Gooseberry		2 25
Plum		2 10
Plum, Green Gage		2 25
Pear		2 25
Peach		2 25
Raspberry, Red		2 45
Raspberry, Black		2 35
Raspberry and Red Currant		2 35
Raspberry and Gooseberry		2 35
Strawberry		2 50

CATSUPS—In Glass Bottles

	Per doz.
1/2 Pts. Delhi Epicure	\$ 1 20
1/2 Pts., Red Seal, screw tops	1 00
1/2 Pts., Red Seal, crown tops	0 90
Pts., Delhi Epicure	1 90
Pts., Red Seal	1 40
Pts., Tiger	1 15
Ots., Delhi Epicure	2 40
Ots., Red Seal	1 75
Ots., Lynn Valley	1 75

BAKED BEANS WITH PORK.

Brands—Aylmer, Simcoe, Quaker, Little Chief, Log Cabin.

	Per doz.
Individual Baked Beans, Plain or with Sauce, 4 doz. to case	0 47 1/2
1's Baked Beans, Plain, 4 doz. to case	0 70
1's Baked Beans, Tomato Sauce, 4 doz. to case	0 70
1's Baked Beans, Chili Sauce, 4 doz. to case	0 70
2's Baked Beans, Plain, tall, 2 doz. to case	1 05
2's Baked Beans, Tomato Sauce, tall, 2 doz. to case	1 05
2's Baked Beans, Chili Sauce, tall, 2 doz. to case	1 05

Family, Plain, \$1.20 doz.; Family, Tomato Sauce, \$1.30 doz.; Family, Chili Sauce, \$1.30 doz.; 3's, Plain, Flats, Aylmer only, \$1.40 doz.; 3's, Tomato Sauce, Flats, Aylmer only, \$1.50 doz.; 2's, Chili Sauce, Flats, Aylmer only, \$1.50 doz.; 2 1/4's, Plain, \$1.45 doz.; 3's, Plain, Tall, \$1.60 doz.; 3's, Tomato Sauce, \$1.75 doz.; 3's, Chili Sauce, \$1.75 doz. The above 2 doz. to case. 10's, 1/2 doz. per case, for hotel and restaurant use (gals.), \$5.25 doz.

"AYLMER" PURE ORANGE MARMALADE

	Per Doz.
10 1/2 oz. Gross Jars	\$ 0 75
Tumblers, Vacuum Top, 2 doz. in case	1 15
12 oz. Glass, Screw Top, 2 doz. in case	1 40
14 oz. Glass, Screw Top, 2 doz. in case	1 60
16 oz. Glass, Screw Top, 2 doz. in case	1 90
16 oz. Glass, Tall, Vacuum Top, 2 doz. in case	1 95
2's Glass, Vacuum Top	3 10
2's Tin, 2 doz. per case	2 75
4's Tin, 12 pails in crate, per pail	0 50
5's Tin, 8 pails in crate, per pail	0 61
7's Tin or Wood, 6 pails in crate	0 79
14's Tin or Wood, 4 pails in crate, per lb.	0 11
30's Tin or Wood, one pail only, per lb.	0 11

BLUE

Keen's Oxford, per lb.
In 10-lb. lots or case.

CEREALS

WHITE SWAN Per case

Pancake Flour (Self-rising), 2 doz. case, wgt. 50 lbs.	\$2 70
Biscuit Flour (Self-rising), 2 doz. to case, weight 50 lbs.	2 70
Buckwheat Flour (Self-rising), 2 doz. to case, wgt. 50 lbs.	2 70
Diet Flour, 5 lb. bags, per doz.	4 80
Breakfast Food, 2 doz. to case, weight 85 lbs.	3 60
Health Flour, 5 lb. bags, per doz.	2 40
King's Food, 2 doz. to case, weight 95 lbs.	4 80
Wheat Kernels, 2 doz. to case, weight 65 lbs.	3 50
Barley Crisps, 3 doz. to case, weight 50 lbs.	3 00
Flaked Rice, 3 doz. to case, weight 50 lbs.	3 00
Flaked Peas, 3 doz. to case, weight 50 lbs.	3 60

COCOA AND CHOCOLATE

THE COWAN CO., LTD.

Cocoa—	
Perfection, 1-lb. tins, doz.	4 50
Perfection, 1/2-lb. tins, doz.	2 40
Perfection, 1/4-lb. tins, doz.	1 25
Perfection, 10c size, doz.	0 90
Perfection, 5-lb. tins, per lb.	0 37
Soluble bulk, No. 1, lb.	0 22
Soluble bulk, No. 2, lb.	0 20
London Pearl, per lb.	0 24
(Unsweetened Chocolate)	
Supreme chocolate, 1/2's, 12-lb. boxes, per lb.	0 37
Perfection chocolate, 20c size, 2 doz. in box, doz.	1 80

SELL 'EM



—and they will
always come
back for more

The DEL MONTE brand is a complete line of superior flavor and quality canned fruits, vegetables and dried fruits—ripened in the glorious sunshine of California and packed by the largest canners of fruits and vegetables in the world.

Winners of the only GRAND PRIZE for canned fruits at both California Expositions.

Del Monte

CANNED FRUITS AND VEGETABLES

PACKED WHERE THEY RIPEN--THE DAY THEY'RE PICKED

CALIFORNIA FRUIT CANNERS ASSOCIATION

SAN FRANCISCO

There's "want more" quality in every drop of MINTO TEA

Any dealer selling Minto will tell you that there is a real, genuine demand for this delicious Ceylon Product—genuine because every pound sold is sold on its merits. There is no puffed-up demand from expensive consumer advertising. We do not advertise Minto in this way, preferring to put the sum of money into each package ($\frac{1}{2}$ and 1 lb.) that it would cost to advertise it to the consumer. And right there is a good selling point for you, Mr. Dealer —

money and quality in every package

The margin of profit on Minto makes it well worth your while to push it. Send to-day for a trial order.

MINTO BROS.

284 Church Street

Toronto

If any advertisement interests you, tear it out now and place with letters to be answered.



Are
YOU
Selling
"STOP-ON?"

—the aptly named shoe polishes that give a brilliant permanent shine, a shine unaffected by rain, frost or snow. There's a "Stop-On" polish for every shoe—black, tan, ox-blood nut brown, and white. They are particularly adapted for Western conditions. Every "Stop-On" shoe polish gives positive satisfaction. A little display will start "bigger than usual" profits coming your way.

Order a supply now.

Strang Brothers
WINNIPEG



This Raisin is Making Business

Our sensational, nation-wide educational campaign in Saturday Evening Post full pages, Ladies' Home Journal colored pages, and newspapers, is creating a lively demand for Sun-Maid Raisins with people who seldom bought raisins before. This campaign is putting new life into a department of the grocery business. Raisins have never before been advertised like this.



SUN-MAID Raisins

Sun-Maid Raisins are the best raisins that can be grown. They are the pick of 8,000 California vineyards—deep-juiced, sun-cured in the vineyards, and sent fresh throughout the country in pound cartons.

Three Varieties
Sun-Maid Raisins come in three varieties: Seed-ed (seeds extracted), seedless (from seedless grapes), and cluster (on stem, not seeded).

Your Jobber Can Supply You
CALIFORNIA ASSOCIATED RAISIN CO.
Membership 8000 Growers
FRESNO, CALIFORNIA (247)

Perfection chocolate, 10c size, 2 and 4 doz. in box, per doz.	0 90	CONDENSED COFFEE	Reindeer Brand, "Large," each 24 cans	\$4 80
Sweet Chocolate—	Per lb.	Reindeer Brand, "Small," each 48 cans	5 50	
Queen's Dessert, ¼'s and ½'s, 12-lb. boxes	0 40	Regal Brand, each 24 cans. 4 50		
Queen's Dessert, 6's, 12-lb. boxes	0 40	COCOA, Reindeer Brand, each 24 cans	4 80	
Vanilla, ¼-lb., 6 and 12-lb. boxes	0 37	COFFEE.		
Diamond, 8's, 6 and 12-lb. boxes	0 30	WHITE SWAN SPICES AND CEREALS, LTD.		
Diamond, 6's and 7's, 6 and 12-lb. boxes	0 28	WHITE SWAN		
Diamond, ¼'s, 6 and 12-lb. boxes	0 28	1 lb. square tins, 4 doz. to case, weight 70 lbs.	0 36	
Icings for Cake—		1 lb. round tins, 4 doz. to case, weight 70 lbs.	0 34½	
Chocolate, white, pink, lemon, orange, maple, almond, coconut, cream, in ¼-lb. packages, 2 and 4 doz. in box, per doz.	1 00	ENGLISH BREAKFAST COFFEE.		
Chocolate Confections, Per doz.		½ lb. tins, 2 doz. to case, weight 22 lbs.	0 22	
Maple buds, 5-lb. boxes	0 39	1 lb. tins, 2 doz. to case, weight 35 lbs.	0 20	
Milk medallions, 5-lb. boxes	0 39	MOJA		
Chocolate wafers, No. 1, 5-lb. boxes ..	0 32	½ lb. tins, 2 doz. to case, weight 22 lbs.	0 81	
Chocolate wafers, No. 2, 5-lb. boxes ..	0 28	1 lb. tins, 2 doz. to case, weight 35 lbs.	0 30	
Nonpareil wafers, No. 1, 5-lb. boxes ..	0 32	2 lb. tins, 1 doz. to case, weight 40 lbs.	0 30	
Nonpareil wafers, No. 2, 5-lb. boxes ..	0 28	PRESENTATION COFFEE.		
Chocolate ginger, 5-lb. boxes	0 36	A Handsome Tumbler in Each Tin.		
Milk chocolate wafers, 5-lb. boxes	0 39	1 lb. tins, 2 doz. to case, weight 45 lbs., per lb.	0 27	
Coffee drops, 5-lb. boxes	0 39	FLAVORING EXTRACTS		
Lunch bars, 5-lb. boxes	0 39	WHITE SWAN FLAVORING EXTRACTS—ALL FLAVORS.		
Milk chocolate, 5c bundles, 3 doz. in box, per box	1 40	1 oz. bottles, per doz., weight 3 lbs.	\$ 1 05	
Royal Milk Chocolate, 5c cakes, 2doz. in box, per box	0 90	2 oz. bottles, per doz., weight 4 lbs.	2 00	
Nut milk chocolate, ½'s 6, lb. boxes, lb.	0 39	2½ oz. bottles, per doz., weight 6 lbs.	2 30	
Nut milk chocolate, ¼'s, 6-lb. boxes, lb.	0 39	4 oz. bottles, per doz., weight 7 lbs.	3 50	
Nut milk chocolate, 5c bars 24 bars, per box	0 90	8 oz. bottles, per doz., weight 14 lbs.	6 50	
Almond nut bars, 24 bars, per box	0 90	16 oz. bottles, per doz., weight 23 lbs.	12 00	
		32 oz. bottles, per doz., weight 40 lbs.	22 00	
		Bulk, per gallon, weight 16 lbs.	10 00	

BORDEN MILK CO., LTD.

CONDENSED MILK

Terms net 30 days.

Eagle Brand, each 48 cans.	\$6 95
Reindeer Brand, each 48 cans.	6 70
Silver Cow, each 48 cans.	6 15
Gold Seal, Purity, each 48 cans	6 00
Mayflower Brand, each 48 cans	6 00
Challenge, Clover Brand, each 48 cans	5 50

EVAPORATED MILK

St. Charles Brand, Hotel, each 24 cans	4 60
Jersey Brand, Hotel, each 24 cans	4 60
Peerless Brand, Hotel, each 24 cans	4 60
St. Charles Brand, Tall, each 48 cans	4 70
Jersey Brand, Tall, each, 48 cans	4 70
Peerless Brand, Tall, each, 48 cans	4 70
St. Charles Brand, Family, each, 48 cans	4 10
Jersey Brand, Family, each, 48 cans	4 10
Peerless Brand, Family, each 48 cans	4 10
St. Charles Brand, small, each 48 cans	2 00
Jersey Brand, small, each 48 cans	2 00
Peerless Brand, small, each, 48 cans	2 00

CRESCENT MFG. CO.

CRESCENT MAPLEINE

Per doz.

½ oz. (4 doz. case), weight 9 lbs., retail each 15c.	\$1 35
1 oz. (4 doz. case), weight 14 lbs., retail each 30c.	2 50
2 oz. (3 doz. case), weight 15 lbs., retail each 50c.	4 25
4 oz. (2 doz. case), weight 17 lbs., retail each 90c.	7 50
8 oz. (1 doz. case), weight 17 lbs., retail each \$1.60.	13 25
Pint (1 doz. case), weight 29 lbs., retail each \$3.	24 50
Quart (1 doz. case), weight 53 lbs., retail each \$5.50.	45 00
Half gallons, each, retail each, \$10	7 50
Gallons, each, retail each \$18	14 50

GELATINE

Knox Plain Sparkling Gelatine (2-qt. size), per doz.	1 30
Knox Acidulated Gelatine (Lemon flavor), (2-qt. size), per doz.	1 30
Cox's Instant Powdered Gelatine (2-qt. size), per doz.	1 10

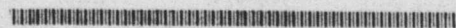
W. CLARK, LIMITED, MONTREAL.

Compressed Corned Beef, ¼s, \$1.75; 1s, \$2.90; 2s, \$5.40; 6s, \$21.00; 14s, \$43.00.	
Roast Beef, ¼s, \$1.75; 1s, \$2.90; 2s, \$5.40; 6s, \$20.00.	
Boiled Beef, 1s, \$2.90; 2s, \$5.40; 6s, \$20.00.	
Jellied Veals, ¼s, \$1.75; 1s, \$3.00; 2s, \$4.50; 6s, \$21.00.	
Corned Beef Hash, ¼s, \$1.50; 1s, \$2.50; 2s, \$4.50.	
Beefsteak and Onions, ¼s, \$1.75; 1s, \$3.00; 2s, \$5.40.	

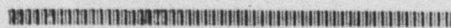
WAGSTAFFES'

New Season's Strawberry Jam 1916

now ready for
delivery



This Strawberry Jam
of Wagstaffes' is
always de luxe.



*Mr. Grocer, order from
your wholesaler.*

WAGSTAFFE LIMITED

HAMILTON, CANADA

If any advertisement interests you, tear it out now and place with letters to be answered.



“Brunswick Brand” Again, Please”

That's what your customer will say after having once tasted the delicious, wholesome sea foods put up by us in our up-to-the-minute and ideally located plant at Black's Harbor, N.B.

Their quality and popularity are such as to guarantee you a steady and continuous growth of repeat business from the time you start to display them in your store.

Now is an ideal time to begin a better business in your fish department. A stock of Brunswick Brand will make an effective display, resulting in a quick, profitable turnover.

Have you a supply on hand?

Connors Bros., Limited
BLACK'S HARBOR, N.B.



- Cambridge Sausage, 1s, \$3.00; 2s, \$5.00.
- Pigs' Feet, 1s,; 2s, \$4.25.
- Boneless Pigs' Feet, 1/2s, \$1.50; 1s, \$2.50.
- Lambs' Tongues, 1/2s, \$1.90.
- Sliced Smoked Beef, tins, 1/2s, \$1.70; 1s, \$2.65; 4s, \$13.50.
- Sliced Smoked Beef, glass, 1/2s, \$1.20; 1/2s, \$1.90; 1s, \$2.75.
- Tongue, Ham and Veal Pate, 1/2s, \$1.45.
- Ham and Veal, 1/2s, \$1.20.
- Potted and Devilled Meats, tins — Beef, Ham, Tongue, Veal, Game, 1/2s, 50c; 1/2s, \$1.
- Potted Meats, Glass — Chicken, Ham, Tongue, 1/2s, \$1.45.
- Ox Tongues, tins, 1/2s, \$3.00; 1s, \$5.50; 1 1/2s, \$7.50; 2s, \$10.50.
- Ox Tongues, Glass, 1 1/2s, \$10.50; 2s, \$13.00.
- Mince-meat, Hermetically Sealed Tins, 1s, \$1.75; 2s, \$2.85; 3s, \$4.4s, \$5.50; 5s, \$7.
- In Pails, 25 lbs., 10 1/2c lb.
- In 50 lb. Tubs, 10 1/2c.
- In 85 lb. Tubs, 10c.
- In Glass, 1s, \$2.25.
- Plum Pudding, 1s, \$2.30; 2s, \$3.
- Clark's Peanut Butter — Glass Jars, 1/2, 95c; 1/2, \$1.40; 1, \$1.85. 50 lb. Pails, 17c.
- Clark's Peanut Butter—Pails 24 lbs., 17c per lb.
- Clark's Tomato Ketchup, 8 oz., \$1.25; 12 oz., \$1.90; 16 oz., \$2.40; 1 gal. jars, \$1.30; 5 gal. jars, \$1.25 per gal.
- Pork and Beans, Plain Talls, 1s, 70c; 2s, \$1.10; 3s, \$1.70; 6s, \$6; 12s, \$8.50; 3s, flat, \$1.60. Individuals, 65c doz.
- Pork & Beans, Tomato Sc. Talls, 1s, 75c; 2s, \$1.15; 3s, \$1.75; 6s, \$6; 12s, \$8.50; 3s flat, \$1.60; Individuals, 60c doz.
- Pork and Beans, Chili, 1s, 75c; 2s, tall, \$1.15; 3s, flat, \$1.60; Individuals, 60c doz.
- Tomato Sauce, 95c doz.; plain, 95c doz.
- Pork and Beans, 1 1/2, Chili Sauce, 95c doz.
- Vegetarian Baked Beans, Tomato Sauce, Talls, \$1.20.
- Clark's Chateau Chicken Soup, \$1.10.
- Clark's Chateau Concentrated Soups, 95c.
- Clark's Chateau Concentrated Soups. No. 1, Assorted, 95c.
- Spaghettl with Tomato and Cheese, 1/2s, 95c; 1s, \$1.30 doz.
- Fluid Beef Cordials, 20 oz. btls., 1 doz. per case, at \$10.00 per doz.
- English Plum Puddings, 1s, \$2.30 doz.; 2s, \$3 doz.

THE N. K. FAIRBANKS CO., LIMITED.

PRICE LIST ON BOAR'S HEAD LARD COMPOUND TO RETAILERS.

- Tierces 0 14 1/2
 - Pails \$2 93
- This price list cancels all previous ones and is effective at once. Subject to change without notice.
- All orders received must be shipped within a period of 30 days.
- Advance over tierce basis for small packages:
- 3-lb. tins, 20 to the case, 1c over tierces; 5-lb. tins, 12 to the case, 1/2c over tierces; 10-lb. tins, 6 to the case, 1/2c over tierces; 20-lb. wood pails, 1/2c over tierces; 60-lb. tubs, 1/2c over tierces; half-barrels, 1/2c over tierces; 50-lb. tins, 1/2c over tierces; 20-lb. tins, 1/2c over tierces.

LAPORTE, MARTIN, LIMITED

Montreal. Agencies
BASIN DE VICHY WATERS,
L'Admirable, 50 btles, litre, cs. 5 50
Neptune 7 00
San Rival 8 00

VICHY LEMONADE
La Savoureuse, 50 btles, cs. 8 00

NATURAL MINERAL WATER
Evian, Source Cachat, 50 btles, cs. \$9 00

IMPORTED GINGER ALE AND SODA
Ginger Ale, Trayders, cs., 6 doz. pts., doz. 1 15
Ginger Ale, Trayders, cs., 6 doz., splits, doz. 0 95
Club Soda, Trayders, cs., 6 doz. pts., doz. 1 05
Club Soda, Trayders, cs., 6 doz., splits, doz. 0 95

BLACK TEAS
Victoria Blend, 50 and 30-lb. tins, lb. 0 35
Princess Blend, 50 and 30-lb. tins, lb. 0 35

JAPAN TEAS
H. L., ch. 90 lbs., lb. 0 25
Victoria, ch. 90 lbs., lb. 0 30

COFFEES
Victoria, Java and Mocha Blend, 1-lb. tin, lb. 0 34 1/2
Victoria, Java and Mocha Blend, 5, 10, 25, 50-lb. tins, lb. 0 32
Princess, Java and Mocha Blend, 1-lb. tin, lb. 0 22

MUSTARD
COLMAN'S OR KEEN'S
Per doz. tins
D. S. F., 1/2-lb. \$ 1 00
D. S. F., 1/4-lb. 2 90
D. S. F., 1-lb. 5 75
F. D., 1/2-lb. 0 90
Per jar
Durham, 4-lb. jar 0 95
Durham, 1-lb. jar 0 31

JELLY POWDERS
WHITE SWAN SPICES AND CEREALS, LTD.
White Swan, 15 flavors, 1 doz. in handsome counter carton, per doz. \$ 0 90
List Price

SPICES
WHITE SWAN SPICES AND CEREALS, TORONTO
5c 10c
Round Oval lith. litho. dredge. dredge. 2 1/2 oz. Per doz. Per doz.
Allspice \$0 45 \$0 90
Arrowroot, 4 oz. tins, 85c
Cayenne 0 45 0 90
Celery salt
Celery pepper
Cinnamon 0 45 0 90
" whole, 5c.
pkgs., window front, 45c
Cloves 0 45 0 90
Cloves, whole, 5c. pkgs., window front, 45c
Curry powder
Ginger 0 45 0 90
Mace 1 25
Nutmegs 0 45 0 90
Nutmegs, whole, 5c pkgs., window front, 45c.
Paprika 0 45
Pepper, black 0 45 0 90
Pepper, white 0 50 0 95
Pastry spice 0 45 0 90
Pickling spice, window front, 90c
Dozens to case... 4 4
Shipping weight per case 10 lbs. 15 lbs.

New Potatoes

More plentiful
Extra Fine Quality

Prices lower. No waste
Almost as cheap as

Old Potatoes

Order a few Barrels
with your next Order.

The House of Quality

HUGH WALKER & SON
GUELPH :: ONTARIO

CALIFORNIA

Bartlett Pears

are now arriving, also full assortment of

Plums and Peaches

Just the thing for the summer tourist
traffic and the 12th July.

Cantaloupes

Tomatoes

Watermelons

Local Fruits and Vegetables
in abundance.

WHITE & CO., LIMITED
TORONTO

Wholesale Fruits, Vegetables and Fish

That Novelty in

MAPLEINE FLAVORING

not found in any other
flavor. Has more uses
than other flavors—used
for Ice Cream, in Cakes,
in Icings, in Candies,
etc.

Your Customers will
be pleased

ORDER FROM:
Frederick E. Robson & Co.
25 Front St. E.
Toronto, Ont.

Mason & Hickey
287 Stanley St.
Winnipeg, Man.

Crescent Mfg. Co.
Seattle, Wash.



KINDLY MENTION
THIS PAPER WHEN
WRITING TO AD-
VERTISERS.

Fruits

Bananas

Lemons

Oranges

and also

All Early

Vegetables

Lemon Bros.

OWEN SOUND, ONT.

LEMONS

Looks like any brand
will sell this summer,
but the man who
orders ahead and gets

“St. Nicholas”

will be infinitely better
served.

J. J. McCabe

Agent
TORONTO

If any advertisement interests you, tear it out now and place with letters to be answered.

FRUIT BULLETIN

MR. GROCER—

Cherries will be ready July 10th, get busy. Insist on this label—it is your only guarantee of Quality and an honest pack. Co-operate with the farmers who are game to back their products and advertise them for you. Raspberries are coming next.



For further information write this paper.

BUY

STAR BRAND

"Made in Canada"

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

MR. CLERK YOUR SPARE TIME

WHAT do you do with it? By that we mean, is it bringing you any returns in the ways that go to assure your future success?

How would you like to know of a plan that will bring you in as much (if not more of an income) than your regular occupation. Would you be interested?

We have a plan by which hundreds of clerks throughout Canada are greatly increasing their weekly incomes. This plan interferes in no way with their regular duties. It helps them to become of more value to their employers as well. Besides it supplies them with extra funds.

Write, and we'll give full particulars concerning it. This places you under no obligation, we'll be glad to tell you all about it. Drop us a line To-Day.

The MacLean Publishing Co.

Dept. C.G. 143-153 University Ave.

Toronto

Canada

INDEX TO ADVERTISERS

A		M	
Anglo-B.C. Packing Co.	9	MacKenzie & Morris	10
B		Maclure & Langley	10
Baker, Walter, & Co., Ltd.	6	MacNab, T. A., & Co.	10
Balfour-Smye & Co.	14	Magor, Son & Co.	16
Benedict, F. L.	6	Malcolm Condensing Co. ...	4
Betts & Co.	5	Mann, Laurie Co.	10
Borden Milk Co.	3	Mathieu Co., J. L.	44
Bowman & Co., Geo.	6	McCabe, J. J.	45
Bowser Co., S. F.	12	McCaskey Systems ..	35
Bradstreets	10	McVitie & Price, Ltd.	8
C		Millman, W. H., Sons	10
California Associated Raisin		Minto Bros.	39
Co.	40	Moore, J. D., Co.	35
Cal. Fruit Cannerns Assn.	39	N	
Canadian Cereal & Flour		National Cash Register Co. ...	13
Mills Co.	33	National Licorice Co. ...	48
Canadian Salt Co.	9	Niagara Peninsula Publicity	
Cane, Wm., & Sons Co., Ltd.	48	Association	11
Catelli, C. H., Co.	1	O	
Chaput, Fils & Cie	47	Oakey & Sons, John	6
Chase & Sanborn		P	
Inside Front Cover		Patrick & Co., W. G.	10
Church & Dwight	8	Pennock, H. P., Co., Ltd.	10
Clark, Ltd., W.	7	Perry Co., The H. L.	10
Cochran, J. N.	10	R	
Codville Co. .. Inside Front Cover		Red Rose Tea Co.	15
Concord Canning Co.	4	Rock City Tobacco Co.	
Connors Bros.	42	Inside Back Cover	
Crescent Mfg. Co.	45	S	
D		Sloane Co., J. C.	14
Dominion Cannerns .. Back Cover		Smith & Son, E. D.	2
E		Smith & Proctor ..	14
Eckardt, H. P., & Co.	43	St. Lawrence Sugar Refineries	11
Estabrooks Co., Ltd., T. H.	15	Star Egg Carrier & Tray Mfg.	
Eureka Refrigerator Co.	15	Co.	10-14
F		Stevens-Hepner Co., Ltd.	9
Fairbank Co., N. K.	16	Strang Bros.	40
Fearman, F. W., & Co.	44	T	
Freeman Co., W. A.	12	Thomas & Co., Wm.	10
Furnivall-New	11	Toronto Salt Works	6
G		Toronto Butchers' Supply Co.,	
Guelph Soap Co.	8	Ltd.	6
H		Trent Mfg. Co.	6
Hamilton Cotton Co.	11	V	
Hargreaves (Canada), Ltd. ...	9	Varty, W. Geo.	6
Hillock, John, & Co.	12	W	
Hobart Mfg. Co.	15	Wagstaffes, Limited	41
Hygienic Products Co.	38	Walker, Hugh, & Son	45
I		Watson & Truesdale	10
Imperial Extract Co.	4	Webb, Harry	10
Imperial Rice Milling Co. ...	8	Webster & Co., W. R.	5
Imperial Tobacco Co. Front Cover		Wetthey's, J. H.	48
J		White & Co.	45
Jenkins & Hardy	6	Whittemore Bros., Corp.	
Jennings, A. E.	12	Inside Back Cover	
L		Woods & Co., Walter	48
Lambe & Co., W. G. A.	10		
Lemon Bros.	45		
Lightcap, O. F.	10		

Japan Teas—1916 Crop

MAY PICKINGS

We have now received into store a shipment of our famous
"OWL CHOP" Brands

JAPAN TEAS

of the very finest qualities.

Known all over Canada for their uniform quality and splendid
flavor.

This Shipment Includes:

"OWL CHOP," Extra
"OWL CHOP," A1
"OWL CHOP," Nos. 1, 2 and 3
"BEAVER," A1
"BEAVER," No. 2

Prices will be the same as last year, although there is quite an
increase in the rate of freight.

LET US SEND YOU SAMPLES WITH OUR PRICES.

"PRIMUS" BRAND

Canned Vegetables and Fruits

All goods under this brand have proven to be of the very finest
and standard qualities. This year again we will be in a position
to deliver PRIMUS BRAND Canned Fruits and Vegetables of
the 1916 pack, comprising fine assortment of

VEGETABLES:—Tomatoes, Corn, Peas and Beans.

FRUITS:—Strawberries, Raspberries, Cherries, Peaches, Pears,
Etc.

Packed in the usual standard sizes: 2's, 2½'s and 3's.

Full delivery, as usual, for those who have placed their orders
with us.

SPOT GOODS

REPORTS:—There have been several reports of a short crop in
vegetables, but for your guidance we know that stocks held in
certain canners' hands for PEAS are surely 100,000 cases, and
about the same quantity of CORN, there being, however, quite
low stocks of TOMATOES.

The trade in general may have no fear; this year again they will
be able to get all they want.

WE HAVE A FAIRLY WELL ASSORTED STOCK ON HAND.
PRICES ARE STILL REASONABLE.

All inquiries welcome

L. CHAPUT, FILS & CIE, LIMITÉE

Wholesale Grocers and Importers, 2, 4, 6, 8, 12 and 15 DeBresoles St., MONTREAL

If any advertisement interests you, tear it out now and place with letters to be answered.

Have you tried

WETHEY'S ORANGE MARMALADE?

It is making
a hit.

How many women customers come into your store daily?

Now, just think, if you had a little display of the

New All-Canadian All-Wooden Washboards

(retailing at 20c) in your store, what a number of profitable and easy sales would result.

The prevailing prices of zinc and aluminum have put those materials out of the question for washboard purposes.

The "New All-Canadian" fills the want thus created, and for all-round serviceability and wearing qualities it equals the zinc or aluminum line.

The "New All-Canadian" will be the washboard of the future. Try the selling merits of a trial order.

**WM. CANE & SONS CO.
LIMITED
NEWMARKET, ONT.**

Y & S STICK LICORICE

48 5c. Packages to Box



**The old-fashioned remedy
for Coughs and Colds**

For sale by leading Wholesale Grocers, Druggists and
Confectioners throughout the Dominion.

**NATIONAL LICORICE COMPANY
MONTREAL**

Brooms of Quality

may always be had by ordering
our brands. We have them at
\$3.25, \$3.50, \$3.75, \$4.00,
\$4.25, \$4.50, \$4.75, \$5.00,
\$5.50, \$5.75, \$6.00 per dozen.

FACTORY and MILL
Brooms \$4.00, \$4.50, \$5.00
per dozen.

Walter Woods & Co.
Hamilton - Winnipeg

If any advertisement interests you, tear it out now and place with letters to be answered.

CANADIAN GROCER

Why You Should Feature

KING GEORGE'S NAVY



The "Chewey Texture"

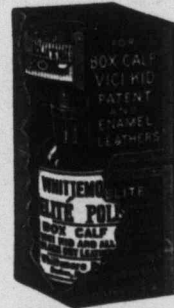
That the public recognize in "King George's Navy" a chewing tobacco far above the average may be judged from the fact that its sales are constantly increasing. The "Chewey" texture of this popular tobacco wins the approval of lovers of the "weed" everywhere.

A little display case of "King George" on your sales counter will help to secure you a share of the big demand for this high grade chewing tobacco. "King George's Navy" is a splendid foundation on which to build a worth-while tobacco business.

Why not begin to-day?

Rock City Tobacco Co., Ltd.

Quebec
and
Winnipeg



Oldest and Largest Manufacturers of Shoe Polishes in the World

"GILT EDGE" Black Oil Polish. The only Ladies' Shoe Dressing that positively contains oil. Softens and preserves. Imparts a beautiful Black lustre. Always ready to use. Large quantity. Finest quality. Polishes without rubbing. Retails 25c.

"QUICK WHITE" (Liquid) makes dirty Canvas shoes clean and white. A sponge in every package, so always ready to use. Retails for 10c. and 25c.

"SUPERB" (a paste) for polishing Patent and Shiny Leather Boots and all Shiny Leather Articles. Cover remover attached to each box. (See cut.) Retails 10c.

"DANDY" RUSSET COMBINATION. For cleaning and polishing all kinds of russet, brown or yellow boots, shoes, saddles, bridles, etc. Retails 25c. "Star" russet combination (10c size). Russet, Brown and Ox Blood Pastes (3 sizes of each color).

"ELITE" BLACK COMBINATION. For those who take pride in having their shoes look A1. Restores color and lustre to all black shoes. Retails 25c. **"BABY ELITE" COMBINATION** (10c size.) **"ELITE" PASTE** in 3 sizes.

"ROYAL GLOSS" self-shining dressing, for ladies' and children's black shoes. (See cut.) Retails for 10c.

Ask Your
Jobber's Salesman For *Whittemore's Shoe Polishes*

WHITTEMORE BROS. CORP., BOSTON, MASS., U.S.A.

A TIP

For Mr. Grocer

Sugar is high priced, as you know. Housewives will not put down much jam this year on account of high priced sugar. Buy your Jam stocks now, before the fall rush, when prices are liable to be higher. Fresh Aylmer Brand Strawberry Jam now ready.

A Word to the Wise is sufficient.

Dominion Canners, Limited
HAMILTON - - CANADA