

**PAGES  
MISSING**

THIS IS THE 1,331st ISSUE OF

# CANADIAN GROCER

ONLY WEEKLY GROCERY PAPER PUBLISHED IN CANADA  
THE MACLEAN PUBLISHING COMPANY, LTD.

Vol. XXVII.

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No. 24

For Preserving, Push

*Redpath*

Extra Granulated  
SUGAR

2-lb. and 5-lb.  
SEALED  
CARTONS

20-lb., 50-lb. and  
100-lb.  
CLOTH BAGS



Now that the preserving season is at hand, with its heavy demand for sugar, impress on your customers the importance of using only the *very best*, REDPATH Extra Granulated.

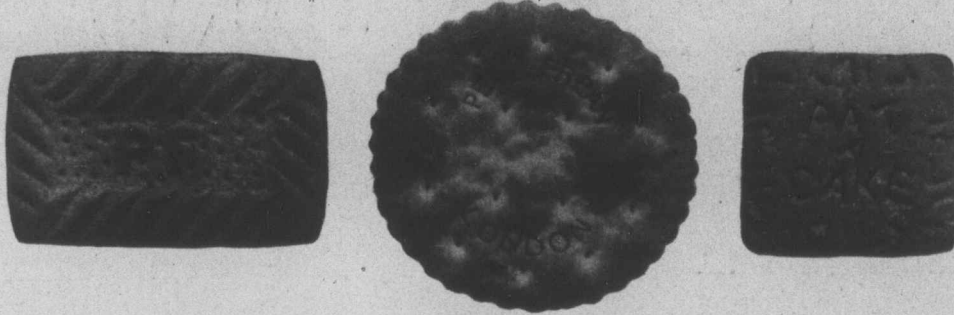
The improvement in the quality of their canned fruits, jellies and jams which is sure to follow the use of REDPATH Sugar, will encourage them to buy more fruit and more sugar from you.

Thus you will be doing them a real service, which will react favorably on your own business, if you fill their sugar orders with REDPATH Extra Granulated in Original Packages—2-lb. and 5-lb. Sealed Cartons and 20-lb., 50-lb. and 100-lb. Cloth Bags.

Canada Sugar Refining  
Co. Limited  
MONTREAL



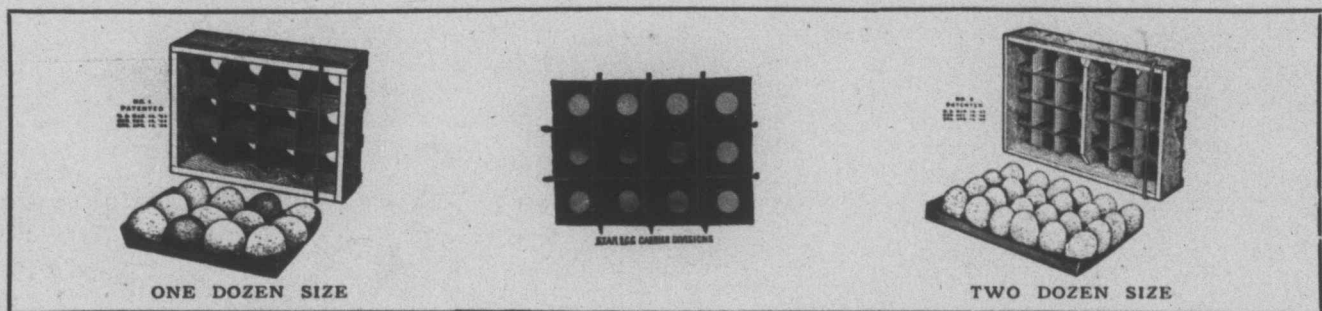
# THREE VERY POPULAR BISCUITS



<b>P.F. SHORTCAKE</b>	<b>GOLDEN PUFF</b>	<b>PAT-A-CAKE (reg'd)</b>
Delicious shortbread biscuits.	Very light and flaky.	Dainty shortbread squares.
About 32 to pound.	About 42 to pound.	About 60 to pound.
About 325,000,000 sold first year.		Over 425,000,000 sold in one year.

**AGENTS:** British Columbia—The W. H. Malkin Co., Limited, Vancouver.  
Winnipeg—Ruttan & Chipman, Fort Garry Court, Winnipeg.  
Toronto—The Harry Horne Co., 309 and 311 King St. West, Toronto.  
Ottawa and Eastern Canada—Frank L. Benedict & Co., Read Building 45 St. Alexander St., Montreal.

**PEEK, FREAN & CO., Limited, Biscuit Manufacturers**  
LONDON - ENGLAND



Each Broken Egg Costs You As Much As A Safely Delivered One, But—YOU DON'T GET PAID FOR IT

## STAR EGG CARRIERS AND TRAYS

Will stop this breakage, prevent miscounts, and will save you time and labor. These features will not only pay for the installation of STAR EGG CARRIERS AND TRAYS, but will guarantee you EGG PROFITS.

STAR EGG CARRIER DIVISIONS cost but little, and being renewed occasionally, will keep your STAR EGG CARRIERS at the top-notch of efficiency.

Our booklet called "SAFE EGG DELIVERY," explains the economy of the STAR system fully. May we send it to you?

IF YOUR JOBBER CANNOT SUPPLY YOU, WE WILL.

**Star Egg Carrier and Tray Mfg. Co.**  
1500 Jay Street, Rochester, N. Y., U. S. A.



## *Who Wants to be a Camel?*

It is a well-known truism that a camel can go eight days without a drink. Nature does not allow humanity such a lengthy space between drinks. To drink often is the demand of nature—and what drink is more delicious and refreshing than “Stower’s” juice of the Lime Fruit—the drink that keeps the blood and digestive organs in excellent state.

*As Supplied  
To His Majesty  
The King*

*As Supplied  
To The British House  
of Commons*

## **“STOWER’S” Lime Juice Cordial**

is prepared from the freshly squeezed juice of the Lime Fruit with every impurity carefully removed. **It will not ferment and is sweetened with the best refined sugar.**

The grocer is the man to supply the demand for thirst quencher, especially during the hot summer season. Stower’s Lime Juice Cordial should be the leader of every grocer who is desirous of having all the business that should come his way.

*Arthur P. Tippet & Company*  
*Agents*

*Montreal*

*Toronto*





Canadian Grocers Find

# Welch's

Grape Juice

A Profitable Business Builder

From the very first day you put Welch's Grape Juice on sale you will find that it is a "Repeat order" article—it is proving profitable to all Canadian grocers who push its sale.

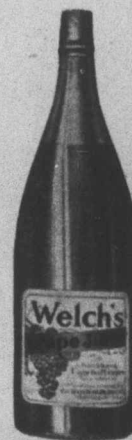
Welch's is the standard—we have always insisted on the highest quality and the

utmost purity in its production—that's why it has met with public favor from the very start.

Now is the time to stock "Welch's"—we furnish, free of charge, attention-compelling, attractive display advertising to all dealers who push "Welch's."

Write to-day for prices and names of Canadian distributors.

The Welch Grape Juice Company, Westfield, N.Y., U.S.A.



—this is the package that gets the trade and holds it!

*Gets the trade*, because the great volume of newspaper and outdoor advertising we are doing is constantly creating new business of the better class, and

*Holds the trade*, because in all this world there is no better, tastier, more easily digestible, or more nourishing breakfast food than

# "FORCE"

TOASTED WHEAT FLAKES

Whole wheat flakes, cooked with barley malt, rolled, baked and toasted to a delicious crispness.

Made by the H-O Co., Hamilton



THE CANADIAN GROCER



# BORDEN

BRANDS



The name BORDEN'S is a strong guarantee in the sale of milk products.

Dealers stocking these brands are catering to the demands of the general public, thereby adding prestige to their business.

**Borden Milk Co., Limited**

"Leaders of Quality"

**MONTREAL**

Branch Office No. 2 Arcade Building  
Vancouver, B.C.







Are  
You  
Searching  
For

A High Class  
Lemonade Powder

? ? ?



Here it is. MESSINA is the Brand. There is a lemony nip with this drink that is not noticeable with others, which is one of many reasons why it is the recognized leader on the market to-day.

Sound profit for you, besides the utmost courtesy from the manufacturers.

Let us hear from you.

*Correspondence from Western Agents Invited.*

**HENRI JONAS & CO.**  
MONTREAL

**RED RIDING HOOD BRAND**



5 lb.  
SLIP  
TOP  
CAN

5 lb.  
SLIP  
TOP  
CAN

Samples and Prices from

Maritime Provinces, Quebec, Manitoba, Saskatchewan and Alberta—W. H. Dunn, 396 St. Paul Street, Montreal.

Toronto—Lind Brokerage Co., 47 Wellington St. E. Ottawa—E. M. Lerner & Sons, 11 York Street.

British Columbia and Yukon—Kirkland & Rose, 312 Water Street, Vancouver.

**YOU CAN SAVE ONE DOLLAR A CASE**

by placing your order for

**CHIVERS' PURE ENGLISH JAMS, ETC.**

with us now:—

On all orders received for this line up to the 15th June, when our special introductory offer expires, we will give the special introductory prices.

Chivers' Pure Strawberry	\$2.00 doz.
Chivers' Pure Raspberry	\$2.00 doz.
Chivers' Pure English Orange Marmalade	\$1.65 doz.
4 doz. cases	

We have other sizes, 2s, 5s and 7s.

You should drop us a card for our rebuilding sale prices on many lines. Our CANNED SALMON SPECIAL has brought us many orders.

**Fenwick, Hendry & Co.**

Wholesale Manufacturing Grocers

Kingston,

Ontario

Dear Sirs:—

**GETTING THE BAKED BEAN BUSINESS**

Did you ever try a counter display of "Simcoe" Baked Beans, opening a fresh can for sampling purposes each day? The profit is certainly worth while.

You see, it's like this, the kitchen stoves are being "let out" now, and plain, economical foods are being bought. It's up to you to meet the condition. The principle of meeting this condition in business is at the bottom of all store success.

The housekeeper is in a receptive mood—she walks up to your counter — sees your display of those wholesome, appetizing "Simcoe" Baked Beans. The suggestion is immediately telegraphed to her brain, "Baked Beans means less kitchen drudgery and reduced cost of living." Addressing you she says, "Just the very thing, thank you for the suggestion. I will take a can, please."

Here's the psychological moment for you: "Just one can? Certainly, certainly, but if you buy six cans you save so much and you have a meal always ready." So if you are a good salesman, you have sold her not one can, but six.

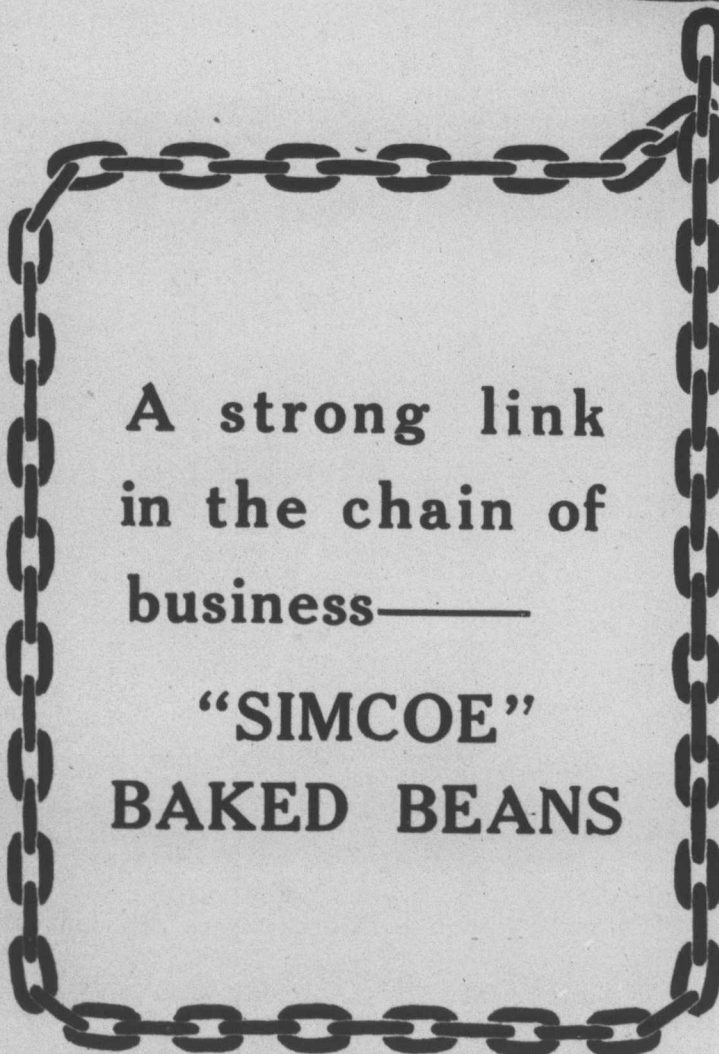
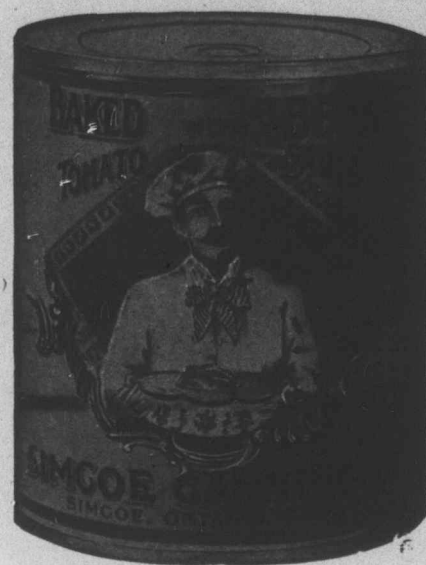
"Simcoe" Baked Beans, you will notice, are carefully hand picked. There are no stones or gritty substances in these Beans. Note the uniform size of the Beans and the flavor of same.

To ensure satisfaction, to your customers, be sure they are "Simcoe" Baked Beans.

Advertising matter that will increase sales supplied upon request.

Yours truly

**Dominion Cannery Ltd.**



A strong link  
in the chain of  
business—  
"SIMCOE"  
BAKED BEANS



What is  
More  
Delicious  
Than  
E.D.S.  
Raspberry  
Vinegar?



Especially in hot weather when thirsting appetites are ever seeking that beverage that will give them a cooling, quenching delicious drink.

The public thirst must be quenched, Mr. Grocer, and if you do not keep a stock and display well



**Raspberry Vinegar**

you are overlooking an opportunity to "make good" with a trade that may mean regular business for you.

The finest berries and perfect care in the manufacture has made E. D. S. Raspberry Vinegar no exception to the high standard of the E. D. S. Products.

Now is the time to stock and display.

Made only by

**E. D. Smith & Son, Limited**  
WINONA - - ONTARIO

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



Showing Electric Recorder and Cash Till.

The  
evolution  
of the pro-  
fessional "Dead-beat."

**How to Stop Him in Time**

You, Mr. Grocer, are sowing the seed of Professional "Dead-Beatism" every day you allow carelessness to creep into the collection of your accounts. Here is the way it works—Mr. Jones, a good respectable citizen opens a small account with you, he pays up, is labelled a good pay, and runs another account. This time he allows it to run a week or so over time, pays a little on it, and so on week after week until he loses track of the real amount he owes. You think he is alright, he intends to be, but has become a little careless. You let him go without sending in his bill either from lack of time or from carelessness. When you do send it he is shocked; it has got beyond him, he quietly goes and you lose your money. Mr. Jones is then on the fair road to become a "dead-beat." He now has the nerve, he tries it again, he succeeds again—he is now a "Professional dead-beat"—all because you were too lenient. Before you make any more "dead-beats," Mr. Grocer, look into the McCaskey one-writing Account system, and you'll change your ways. Your customer knows how his account stands at every purchase—he stops it in time and stays respectable—stays a "good-pay" and you hold his trade and lose no money.

Write to-day.

Manufacturers of "Surety" Carbon Back Counter Check Books.

**THE DOMINION REGISTER CO.**  
LIMITED

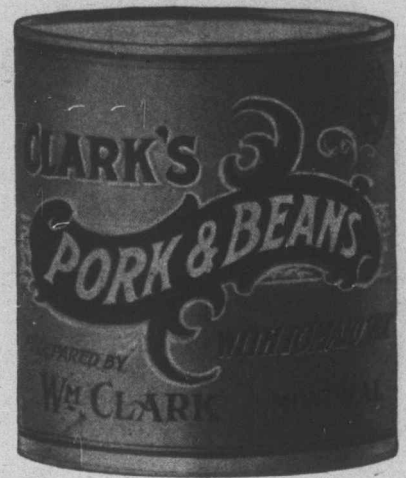
TORONTO, ONTARIO

Trafford Park, Manchester, Eng.

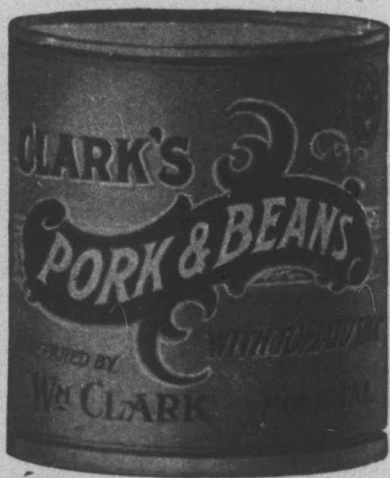
## The Quality Behind the Name

is the most potent factor in the selling power of any article of commerce.

Give the consumer nothing but the PUREST and the BEST and you lay the foundation of a steady, permanent and ever increasing trade.



## Clark's Pork and Beans



are prepared only from the PUREST and the BEST of material.

The beans are carefully selected and of the highest grade, the ingredients of the sauces are absolutely the purest obtainable, and the method of preparation is the most approved and up to date. The result is the QUALITY, which has made CLARK'S a household name to-day.

Buy the Quality That Sells

# WM. CLARK, Montreal



# Shirriff's True Vanilla

has earned a great quality-reputation during the thirty years it has been upon the market. It is looked upon by housewives as

## The Leading Canadian Vanilla

For that reason it commands the largest sale in Canada, and pays good profits to enterprising grocers in all sections of the Dominion.

Shirriff's True Vanilla is made from the finest Mexican Vanilla Beans, and aged until its exquisite flavor and bouquet are fully matured.

If you are not handling Shirriff's write us. We will arrange to have you supplied.



**Imperial Extract Co.**  
Toronto

# PURITY and EFFICIENCY

These are the foundation of all successful products that **remain** in the market.

Its **PURITY** gives confidence to the user.

Its **EFFICIENCY** creates the gratification from success in use.

## IN NUTLARD

(The new French Lard)

The **COOK** has a Lard that is always **SWEET**.

The **CONFECTIONER** has an article that can be used in the most delicate confections.

The **BISCUIT MANUFACTURER** gets the lard that does not go wrong in the biscuits after they are sent out.

The **GROCER** a seller that never brings a complaint.

**Rocca, Tassy & DeRoux**  
MARSEILLE, FRANCE

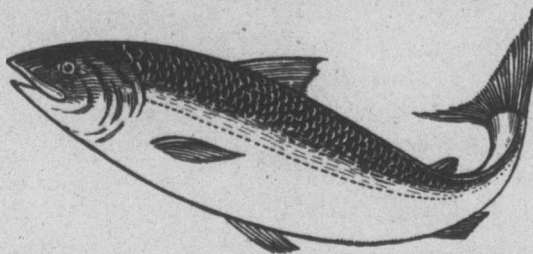
Canadian Agent:

**J. RUSSELL MURRAY**

6 St. Sacrament Street, - - MONTREAL

**Anglo-British Columbia Packing Co., Ltd.**  
H. BELL-IRVING & CO., Limited, Agents, VANCOUVER, B.C.

Sockeye



Sockeye

# SALMON

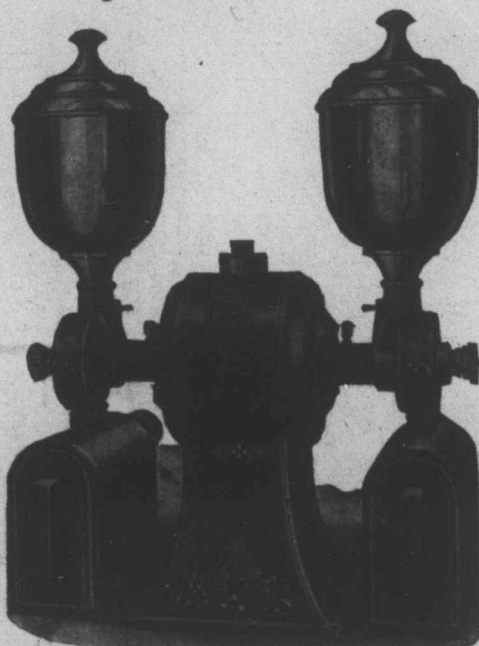
Buy—

**SOVEREIGN BRAND  
HOLLY LEAF BRAND**

THE FINEST GRADE OF SOCKEYE SALMON

## More Than Ever in a Class by Itself

One of our 12 new models. Wouldn't it be a good idea then to look into the Coles? It ranks with the best and meets your price. 26 models of electric machines. Makers of Hand Coffee Mills for twenty-five years.



**COLES MANUFACTURING CO.**  
1615 North 23rd St. PHILA., PA.

AGENTS: Chase & Sanborn, Montreal; The Codville Co., Winnipeg; Todhunter, Mitchell & Co., Toronto; James Turner & Co., Hamilton, Ontario; Kelly, Douglas & Co., Vancouver, B.C.; L. T. Mewburne & Co., Calgary, Alta.

## Rideau Hall Coffee



**PERFECTLY BLENDED AND ROASTED**

—the coffee that you need not hesitate to stock and recommend to your best coffee-drinking trade. Put up in one pound and 25c tins only. Rideau Hall Coffee is famous for its delicious flavor resulting from the perfect blending and roasting.

**Gorman, Eckert & Co., Ltd.**  
LONDON, ONTARIO

Western Selling Agents, Mason & Hickey, Winnipeg



**MODERN GROCERY EQUIPMENT**

Adds an air of distinction to your store  
—and

**ATTRACTS TRADE.**

**The "Walker Bin" System**

will save 25% of your floor space and  
also of your expense for skilled sales-  
men.

Is this worth your consideration?

We manufacture the best in show  
cases and refrigerator counters.

Write now for illustrated catalogue  
and estimates.

**Walker Bin & Store Fixture Co.,  
LIMITED**



Berlin,

Ontario



**REPRESENTATIVES:**

Manitoba: Watson & Truesdale, Winnipeg, Man.  
Northern, Sask.: North-West Specialty Co., Saskatoon, Sask.  
Southern Sask. and Alta.: J. N. Smith, Box 695, Regina, Sask.  
Vancouver: Western Plate Glass Co., 318 Water St.  
Montreal: W. S. Silcock, 33 St. Nicholas Street.  
Maritime Provinces: R. R. Rankine, 4 Wright St., St. John, N.B.



**KEEP POSTED ON SUGAR**

Having been identified with Sugar for the past thirty years, and being in constant touch with all sections of this country and foreign markets, we are in the best possible position to keep you posted by mail and wire of any actual or contemplated changes and general gossip of the markets. Some of the largest concerns are subscribers, and we should like to place our proposition before you. For further information write

**SMITH & SCHIPPER CO., 138 Front Street, New York**

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

**ROYAL  
SALAD DRESSING**



*The Summer  
time is salad  
time*

Warm weather is the signal  
for people to discontinue  
heavy, hot meals and for them  
to resort to fruit, vegetable,  
and cold meat salads.

Your best trade will appre-  
ciate Royal Salad Dressing for  
its delightful, appetizing  
flavor, for its keeping quali-  
ties. It's the dressing found  
in the best cafes and homes.

For sale only by

**The Horton-Cato  
Mfg., Company**

**WINDSOR, ONTARIO**

By Royal



Letters Patent

**NELSON'S  
Crystal  
Leaf  
GELATINE**

Unrivalled in the kitchen,  
can be obtained from

**W. G. PATRICK & CO.  
LIMITED**

St. Paul St., Montreal.  
York St., Toronto.

BRITISH and FOREIGN

# JAM & MARMALADE PULPS

CITRONS, LEMONS AND  
BITTER ORANGES  
FRESH AND IN BRINE

SPANISH OLIVES IN BULK

ESSENTIAL OILS  
LEMON, ORANGE,  
BERGAMOT

## F. C. GOODING & CO.

FRUIT PACKERS AND SHIPPERS

36 Eastcheap, LONDON, England

CABLES: "GOODINGITE LONDON." ALL CODES.

Represented in TORONTO by W. B. STRINGER

Try it  
on your stoves

Get a trial tin of Gipsy Stove Gloss and have your own stoves polished with it. See the brilliant shine obtained with a minimum of rubbing. Then, when your next customer asks for stove polish, give her

# GIPSY STOVE GLOSS

She'll come again, sure. Your jobber will give you prices.

HARGREAVES, (CANADA)  
LIMITED.  
33 Front Street E., TORONTO

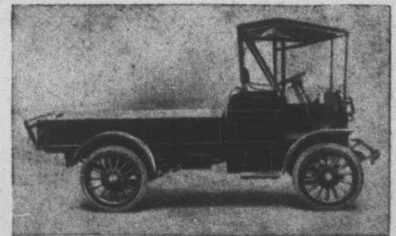


"Commercial Service"

# Brantford MOTOR TRUCKS

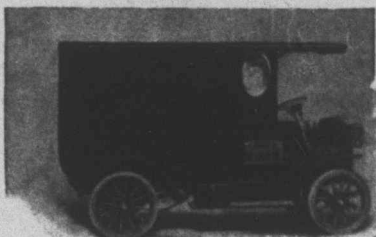


“ Previous to buying your auto truck we used six horses and four wagons. When we purchased the auto we sold three of our horses and the auto is doing the work of the three horses and two wagons much more efficiently and with considerable less cost. We run our auto on an expense of seventy cents a day (gasoline and oil). ”



The above is taken from a letter written to us by one of Canada's leading Grocers. We have many such statements from satisfied users of Brantford Motor Trucks.

Write to-day for our 1913 Catalog.



Brantford Motor Truck Co.,  
Limited.

Brantford

Canada.







## Advertises Itself

In 1903 Hawaiian Pineapple first appeared upon upon the market in commercial quantities, a paltry hundred thousand cans—barely one can for every nine hundred people in the United States.

In 1907, only four years later, the output and sales were fifty times as great, an increase of 5,000%. Up to this time, not one dollar has been spent for advertising.

## The Quality of the Product Has Advertised Itself

In 1908 the output was again doubled, — Hawaiian Pineapple was advertised in some of the magazines for seventeen months (you may remember), and the demand was quadrupled in twenty months. Can you think of any other food product, the demand for which could have thus increased more than three hundred times in ten years with so little advertising?

Yet this 31,000,000 cans is still scarcely enough to give each person in the United States one third of a can once a year.

All your customers who know Hawaiian Pineapple, want more than this eight times a month.

We begin packing again in July, but it will be well into the fall before future packing will reach your shelves.

Have you had your share this year?

Have you enough on your shelves to keep you going?

Always stock with Hawaiian Pineapple, no matter what brand; so long as it comes from Hawaii it is sure to be "picked ripe" and "canned right." At all jobbers—sliced, grated or crushed.

**HAWAIIAN PINEAPPLE  
PACKERS' ASSN.**

HONOLULU, HAWAII

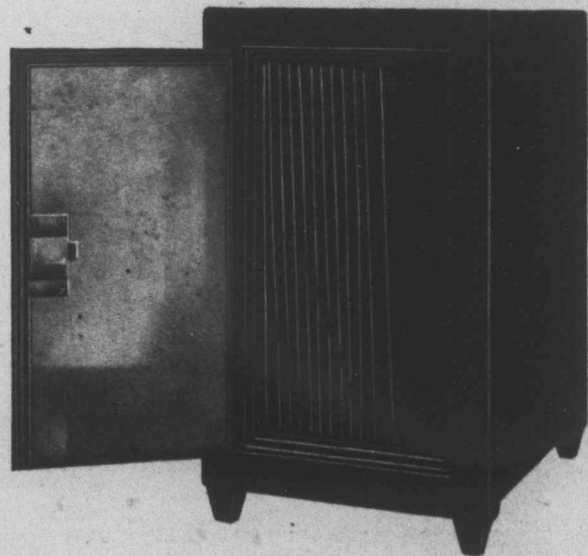
## Two at the Price of One

Bookkeeping Without Books



Systematize the credit end of your business and stop losing money. Stop losing customers. stop taking chances. Protect your accounts against mistakes and fire by using the Ullman Account Register and Safe.

The two at the price of one.

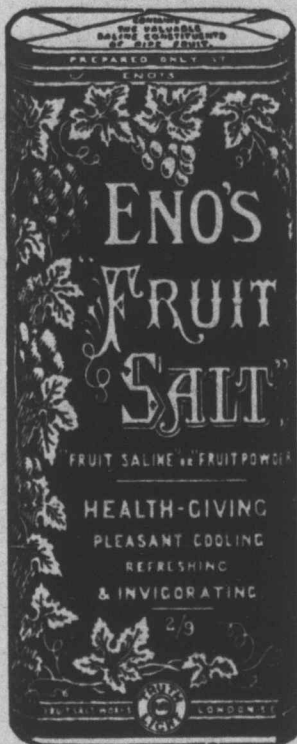


Write us to-day.

**Hamilton Ideal Mfg. Co., Limited**  
Hamilton, Ontario

Toronto Office :—482 College Street

Every Household and Travelling Trunk ought to contain a bottle of  
**ENO'S "FRUIT SALT"**



A gentle natural aperient that stimulates the organs of elimination.

A delightful sparkling draught that children like, that invalids can safely take without fear of griping or weakening effects.

Travellers need this valuable preparation to prevent sea-sickness, train-sickness, and illness caused by sudden changes of water or climate.

If you suffer from Constipation, Biliaryness, or Indigestion, the regular use of

**ENO'S "FRUIT SALT"**

will promptly correct the disorders and greatly improve your general health.

This world-famous aperient has been in use for forty years, and to-day stands unrivalled.

"It is not too much to say that its merits have been tested from Pole to Pole, and that its cosmopolitan popularity presents one of the most signal illustrations of Commercial enterprise to be found in our trading records."

Sold by Chemists and Stores throughout the World

Prepared only by

J. C. ENO, Ltd., FRUIT SALT WORKS, London, S.E.

**There Is Always Demand**

As the convenience and quality of Brand's Essence of Beef are becoming more widely known — sales are bound to increase.

**BRAND'S ESSENCE OF BEEF**

is a clear, amber colored jelly, invaluable to invalids and convalescents, which should be stocked by every first class grocer.

It is easily assimilated and can be retained by the most sensitive stomach. There is nothing better for a weak digestion.

"Brand's Essence of Beef" has a world wide reputation and is right in the grocer's line. Get wise to this opportunity of further profit-making and be ready to supply your customers' requirements.

Give "Brand's Essence" the prominence it deserves and let your customers know you handle Brand's Specialties.



**Brand & Co., Limited**

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

**MAYFAIR, - LONDON, ENG.**

NEWTON A. HILL, 25 Front St. East, TORONTO  
 H. HUBBARD, 27 Common St., MONTREAL  
 McLEOD & CLARKSON, VANCOUVER





# Manufacturers' Agents and Brokers' Directory

The Canadian market is over three thousand miles long and extends from the peach belt to the Arctic Ocean. Manufacturers and merchants can not hope to cover this market satisfactorily or get the best out of their Canadian opportunities without the assistance of local agents. The following firms in all parts of Canada are prepared to act as agents for good lines. The service department of the Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

**ONTARIO.**

Japan Teas on Spot  
Congou Teas on Spot  
Ask for samples.

---

**W. H. MILLMAN & SONS**  
Wholesale Grocery Brokers  
Toronto, Ont.

Import-Export 'Phones { Office 2190  
Residence 1556

**NORMAN D. McPHIE**  
MERCHANDISE BROKER  
COMMISSION MERCHANT  
MANUFACTURERS' AGENT

---

Handling General Grocery, Spice and  
Produce Lines

Federal Life Building  
**HAMILTON, - Ont., Canada**

**W. G. PATRICK & CO.**  
Limited.  
Manufacturers' Agents  
and Importers  
77 York St. - Toronto

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

**THE MARSHALL  
BROKERAGE COMPANY**  
67 Dundas St., LONDON, ONT.  
Wholesale Grocery Brokers. Fully  
equipped to act as agents for Brit-  
ish, American and Canadian grocery  
lines. WRITE US.

**CONVENIENT, MODERN,  
WAREHOUSING**  
at Ottawa, tracks at the door, connec-  
tion with steamers. Fireproof. Excise  
Bond Free. Write for low rates.  
**DOMINION WAREHOUSING CO.,**  
49-51 Nicholas Street - Ottawa

**WESTERN PROVINCES.**

**ORR & McLAIN**  
Importers, Buyers  
and  
Manufacturers' Agents  
Domestic and Foreign Agencies Solicited  
507 Confederation Life Building, Winnipeg

**H. P. PENNOCK & CO.,  
LTD.**  
Wholesale Grocery Brokers & Manu-  
facturers' Agents,  
WINNIPEG  
We solicit accounts of large and progres-  
sive manufacturers wanting live represen-  
tatives.

**WESTERN DISTRIBUTORS LIMITED**  
Wholesale Commission Merchants, Cust-  
oms Brokers and Manufacturers'  
Agents. Cars Distributed Warehoused  
and Forwarded. Warehouse on Transfer  
Track. Business solicited. Our position  
is your opportunity.  
Saskatoon - Western Canada

**Eastern Manufacturers Limited**  
Manufacturers' Agents,  
Saskatoon, Saskatchewan.  
Cover Northern Saskatchewan completely.  
The jobbing trade in Saskatoon, Yorkton,  
North Battleford and Prince Albert is vis-  
ited daily. We want to represent you in  
this large and growing territory.

**G. C. WARREN**  
Box 1636, Regina  
IMPORTER, WHOLESALE  
BROKER and MANUFACTURERS'  
AGENT.  
Trade Established. 15 Years  
Domestic & Foreign Agencies Solicited

**HOLLOWAY, REID & CO.**  
Cor. Vermillion Ave. and 5th St.  
EDMONTON - ALBERTA  
Importers and Manufacturers' Agents  
We specialize in Biscuits and Candles  
We are still open for a few good Agencies

**Woollard & Starratt, Limited**  
Manufacturers' Agents, Wholesale  
Brokers and Importers  
Room 200, Bruner Block, First Street  
West, CALGARY, ALBERTA.  
Domestic and Foreign Agencies Solicited

**NORTH-WEST SPECIALTY CO.**  
Manufacturers' Agents  
Cover Saskatchewan completely. All  
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Wholesale Grocery Brokers  
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We Carry Stock  
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Carl O. Olsen & Kleppe, Ambrosia  
and Albatross Sardines

**JOHN J. GILMOR & CO.**  
Wholesale Manufacturers' Agents and Com-  
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WINNIPEG, MAN.  
Covering Manitoba, Saskatchewan and Alberta.  
We can give special attention to a few more  
first class lines, Domestic and Foreign agencies  
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Wholesale Commission Brokers and  
Manufacturers' Agents  
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**H. G. SPURGEON**  
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Correspondence solicited on domestic  
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WHOLESALE COMMISSION MERCHANT  
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GROCERY BROKER  
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**RUTTAN & CHIPMAN**  
WHOLESALE GROCERY BROKERS  
and  
MANUFACTURERS' AGENTS  
Fort Garry Court, Main Street  
Winnipeg - Canada

# Manufacturers' Agents and Brokers' Directory

(Continued.)

Western Provinces—Continued.

**SIMPSON PRODUCE CO.**  
Winnipeg WHOLESALE L. Man.  
Produce and Provision Merchants  
Bakers' and Grocers' Specialties  
Open For One or Two Good Lines  
Trackage, Warehouse, Splendid Storage

**LEADLAY LIMITED**  
332 Bannatyne Ave.,  
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Grocery Brokers & Importers.  
"Eiffel Tower Lemonade."  
"Foster-Clarkes Cream Custard."

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**McLEOD & CLARKSON**  
Manufacturers' Agents and Wholesale  
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Can give strict attention to a few first-class  
Grocery Agencies. Highest References.

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WHOLESALE GROCERY BROKERS  
CANNED GOODS, DRIED FRUITS, ETC.  
CANNED SALMON A SPECIALTY  
We cover British Columbia and Alberta  
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**STUHR'S**  
**GENUINE CAVIARE,**  
**ANCHOVIES IN BRINE**  
(Salted Sardels).  
In Tins and Glasses.  
"Please ask for our offer"  
**C. F. STUHR & CO., HAMBURG.**



**Oakey's**  
The original and only  
Genuine Preparation  
for Cleaning Cutlery,  
6d. and 1s. Canisters.  
**'WELLINGTON'**  
**KNIFE POLISH**  
**JOHN Oakey & Sons, Limited**  
Manufacturers of  
Emery, Black Lead, Emery, Glass  
and Flint Cloths and Papers, etc.  
**Wellington Mills, London, England**

**SHIP YOUR CARS TO**  
**FERGUSON'S SIDING**  
Cars continually loading for all cities in the West and Northwest.  
Inland Revenue and Customs Bonds.  
Our siding is on G.T.P. and C.N.R., inter-switching with C.P.R. and Midland  
Railway. Cars distributed carefully.  
**FERGUSON BROS., Warehousemen,**  
**123 Bannatyne Ave., WINNIPEG, Can.**  
We have records in our vaults covering ten years' satisfactory service.

**C. E. DISHER & CO.**  
WHOLESALE GROCERY BROKERS AND  
COMMISSION AGENTS  
CANNED AND DRIED FRUITS,  
BEANS, SALMON  
Victoria VANCOUVER, B.C. Calgary

**E. O. CORNISH**  
COMMISSION AGENT  
Canned Goods a Specialty  
821 Pender St. W., Vancouver, B.C.

**The CAMPBELL BROKERAGE CO.**  
Manufacturers' Agents and Commission Brokers.  
We have our own warehouse and trackage. Shipments  
stored and distributed. Can give special attention to  
a few good agencies.  
857 Beatty Street . Vancouver B. C.

**McCANN & LANGFORD.**  
Winch Building Victoria, B.C.  
Manufacturers' Agents and Commission  
Brokers.  
We can give special attention to a few  
good agencies. Anything we handle we push  
References: Bradstreets, Royal Bank,  
Union Bank.

**The CHAMBERLAIN-DOWNEY**  
Company, Limited.  
Wholesale Jobbers & Manufacturers' Agents.  
Grocery, Confectionery and Tobacco Specialties.  
Correspondence solicited on Domestic and Foreign  
Lines.  
TRackage AND WAREHOUSE,  
1214 Homer Street, Vancouver, B. C.

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

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

The failure to stock some standard commodity may be the  
means of a merchant losing trade.

**Mathieu's Nervine Powders**

are recognized everywhere as a speci-  
fic remedy in all cases of headaches,  
and they can be recommended by  
every merchant with perfect safety  
as an effective remedy. Don't lose  
trade by allowing your supply to run  
short.

If you don't know them, try  
Mathieu's Nervine Powders yourself  
at our expense as per coupon attached.

For all forms of colds Mathieu's Syrup of Tar and Cod Liver Oil is  
recognized as a safe and effective cure.

Please send regular box of Mathieu's Ner-  
vine Powders to the following address:—

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

Name .....

With (Name of firm) .....

Street .....

City or town ..... Prov.....



**Tartan**  
**BRAND**  
THE SIGN OF PURITY

**COFFEE**

GROWN, ROASTED AND BLENDED FOR GROCERS WHO  
VALUE SATISFIED CUSTOMERS

**Royal Stewart**  
A blend of the  
highest grade to  
satisfy particular  
people.  
Retails at 45c.

**Gordon**  
A blend of high  
grade Coffees, pleas-  
ant and satisfying.  
Retails at 40c.

**Highland Lasse.**  
A blend of good  
Coffees to retail at  
35c.

**Rob Roy**  
Cheap in price but  
worthy in quality.  
To retail at 30c.

**BALFOUR, SMYE & CO.,**

Wholesale and  
Manufacturing Grocers

**HAMILTON**



Your stock is not complete without

**SYMINGTON'S COFFEE ESSENCE**

The already large demand is fostered by continuous up-to-date advertising, and your customers—appreciating the excellent quality, pure flavor and extreme handiness of Symington's Coffee Essence—will become regular users.

Remember there is no other Coffee Essence to equal SYMINGTON'S, and write for prices, showcards and full particulars to-day.

**Thos. Symington & Co, Edinburgh and London**

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

**Are You Wasting Time**

and losing trade by selling salt of inferior quality, poorly packed and perhaps adulterated? If you do not give your trade the best quality some one else will. Don't let trade walk past your door. In salt sell them the pure and perfectly distilled—

**Century**  
**Salt**

Best for table or dairy. Put up in barrels and bags.

The  
**Dominion Salt Co., Limited**  
Sarnia Ontario

**PURE**

**RELIABLE**



**Have no hesitation**

in stocking and recommending

**"COW BRAND"**  
**BAKING SODA**

It is noted for its strength, purity and reliability, and is a marked favorite with the cook.

See to your stocks. Order from your jobber.

**CHURCH & DWIGHT**

Manufacturers

LIMITED

**MONTREAL**

# St. Lawrence

## Granulated

Now packed in three different sizes of grain

**RED LABEL**  
Fine Grain

**BLUE LABEL**  
Medium Sized Grain

**GREEN LABEL**  
Coarse Grain

BUY

### STAR BRAND

Cotton Clothes Lines

AND

### Cotton Twine

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

For Sale by All Wholesale Dealers  
SEE THAT YOU GET THEM

### RICE'S SALT

*"The Pure Table and Dairy Salt"*

Rice's salt has won its spurs from its absolute purity and uniformity. Once you introduce Rice's your customers will come to you for it again. It brings them back.

*We ship promptly. Get our prices.*

THE NORTH AMERICAN CHEMICAL CO., Ltd., Clinton and Goderich, Ont.

## on the King's table



Cairns' Scotch Jams, Jellies and Marmalades hold this distinctive position by reason of their superior quality and absolute purity.

Your customers will also give Cairns' products a permanent position on their tables if you introduce them to Cairns' pure fruit delicacies.

By Royal Warrants of Appointment to  
HIS MAJESTY  
KING GEORGE V.

HIS MAJESTY  
THE KING of Spain

HER ROYAL  
HIGHNESS THE  
CROWN PRINCESS of SWEDEN

and for 22 years  
To HER LATE  
MAJESTY QUEEN  
VICTORIA.

**ALEXANDER CAIRNS & SONS**  
PAISLEY, SCOTLAND

Canadian Agents:—SNOWDON & EBBITT, Montreal  
McLEOD & CLARKSON, Vancouver.

### Every Little Helps.

It may not seem important to pay much attention to selling small articles, but there is all the difference between a satisfied customer who has bought Reckitt's Blue, and another who has not got the Best.



# Furuya & Nishimura

are daily receiving cable advices from their Shidzuoka Office concerning **NEW CROP JAPAN TEAS**. Quality and Prices are exceptionally favorable this year.



THE MCGREGOR PAPER BAG HOLDER.

**HOLDS EVERY SIZE BAG  
FROM ¼ TO 10 LBS.**

hangs right above the counter ready for use. Saves time, space and waste in bags. No hole punching or any extra trouble whatsoever, simply lay the bags in their respective compartments. Quicker service a certainty. No up-to-date store should be without one.

Selling Agents for Canada:  
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21-3 Wellington St. W., Toronto

**O. P. MCGREGOR**  
Patentee and Manufacturer  
411 Spadina Ave., Toronto

D. & J. McCALLUM  
**PERFECTION  
SCOTCH WHISKEY**

For distinct flavor (not smoky) McCallum's Perfection Scotch Whiskey has no rival. It is mellowed with age, and being widely known through our consumer advertising, is taking the highest place in the liquor world.

**Wm. E. McIntyre, Limited**  
23 Water Street, St. John, N.B.  
GENERAL AGENT

# WHITE SWAN

**The Best Results are Obtained  
With WHITE SWAN Specialties**

It is a common thing for housewives, who use White Swan Products in their baking, to have their friends remark on the deliciousness of the bread or pastry.

**WHITE SWAN Baking Powder, Yeast Cakes, Jelly Powders, Flavoring Extracts, Spices, Coffee, Etc.,** may be recommended by you as the most superior in their respective lines. Only the purest ingredients are used in the making. Herein lies the secret of "White Swan" success.

Stock and specialize on the White Swan lines. You will find a ready sale that will yield for you a real profit.



**White Swan Spices & Cereals, Limited,**  
TORONTO



# 34 CARLOADS

or 449,663 pounds of Tea is the increase alone  
in the sales of

# "SALADA"

for the first 23 weeks of this year over the same period of 1912. This unmistakable evidence of the appreciation of Good Quality is all the more gratifying because it is shared in by our friends in the trade. It is proof positive that "Salada" is a real trade-winner—building trade that grows—trade that pays.

## "SALADA"

LONDON, ENG. BUFFALO NEW YORK TORONTO MONTREAL BOSTON CHICAGO DETROIT  
41 Eastcheap 11 Terrace 198 W. Broadway 32 Yonge St. St. Paul St. 34-35 S. Market St. 361 N. River St. Shelby Block  
Branches also in Pittsburg and Philadelphia.

## AIM FOR GREATER BUSINESS

The dealer should aim for greater business to-morrow. On the business done to-day—the quality of the goods sold, the satisfaction given—depends the business of the morrow.

In Jams, Jellies, Marmalades, Maple Syrup, etc., L. & B. Banner Brand will put the business on a sound basis for to-morrow—the quality and price both satisfy.

### Lindners Limited

340 Dufferin St., TORONTO

Phone Park 2985

REPRESENTATIVES:

The Amos B. Gordon Co., Toronto  
Watt, Scott & Goodacre, Montreal

Western Office at Winnipeg

W. L. McKenzie & Co., Grocery  
Brokers, Winnipeg, Regina,  
Calgary and Edmonton.



Your Customers will be



"Tickled to Death" if you recommend

### KIT COFFEE

the kind that pleases the most fastidious palates.

Order Now. Samples Free.

**KIT COFFEE CO. Govan, Glasgow**

ALEX. TYTLER, Temple Building, London, Ont.  
W. H. LYNE USHER, 270 South St., Halifax, N.S.  
KIRKLAND & ROSE, 312 Water St., Vancouver, B.C.  
G. C. WARREN, Regina, Sask.

**FREDERICK E. ROBSON & CO., TORONTO**





## Robinson's Patent Barley

has proved itself a healthful and nutritious food for young and old.



## Sells Without Effort

Its reputation is long established and customers like it; that accounts for the steady demand.

## MAGOR, SON & COMPANY, Limited

403 St. Paul St., Montreal

30 Church St., Toronto

AGENTS FOR THE DOMINION OF CANADA

## Your Customers Return For These Two Leaders!

**BENSON'S**  
**Prepared Corn**  
FOR CULINARY PURPOSES.

**SILVER GLOSS**  
**Home Laundering Starch**  
THE WASH-DAY FAVORITE

Standards for over half a Century

*IT'S THE QUALITY THAT BRINGS THE REPEAT ORDERS*

**THE CANADA STARCH CO., LIMITED**

Manufacturers of the EDWARDSBURG BRANDS

Montreal    Cardinal    Toronto    Brantford    Vancouver

# Getting After The Camping Trade



Window shown by Fraser, Viger & Co., Montreal, to attract business from those who go camping.

**Value Placed on Selling Camp Eatables By Means of the Hamper—Montreal Firm Puts Up These to Suit Any Purse—Canned Meats, Fish, Fruits and Vegetables, Preserved Fruits, Olives, Etc., Among Big Sellers.**

*Now that the summer season is here the retail trade in many Canadian towns and cities have the opportunity of getting good business from those who go camping. This camping trade must be invited. Not much of it will come otherwise, and in this article is shown how a Montreal retail firm gets after it. Some merchants have the idea that summer is naturally a quiet time and they make no attempt to go after business. This is all a myth. Fraser Viger & Co., of Montreal, do more business in summer than in winter.—Editor.*

With the coming of June there comes into the heart of every dweller in the crowded cities, the longing for "camp life"—a longing for the open air and the simple life. And in his search for recreation the camper gets into unfrequented places where the demands of the physical being can only be met by laying in large stocks of staple foods. Thus the camper is forced to buy his supplies in large quantities and usually his tastes run to those articles on which the profits are liberal, thus making this class of trade doubly attractive to the dealer.

#### **Catering to Campers.**

In the May 30th issue was an article telling of the success of A. Grenier of Quebec City, in catering to this trade. Mr. Grenier derives a goodly portion of his large business from this source and by catering to the fancies and whims

of the campers has developed an extensive "hamper" business among the summer resorts that throng the Laurentians. Mr. Grenier states that these camps order from him year after year and the orders are usually for \$75.00 to \$150.00 worth of groceries at a time. Canned goods, pickles, preserves are favorites with the camper and are always found in the hampers.

#### **Prepared Hampers.**

Fraser, Viger & Co., Ltd., St. James Street, Montreal, cater to the "week-end" camper by preparing "ready-to-take" hampers filled with all kinds of good things to eat. These are displayed in the window, and above is shown a photograph of one display. It might be stated that the photo scarcely does the display justice as it does not reproduce the tempting qualities of the

viands. This firm has been catering to this trade for years and has in that time developed a reputation for these hampers which is difficult to surpass. The hampers are filled with cooked meats in glass, olives, preserved fruits in glass, sardines in tins, catsup, biscuits in air tight packages, sugar in packages, tea, coffee, pepper, salt, bacon in glass, cooked ham, mustard in glass, and numerous other articles among which are cigars, cigarettes, chocolates and beverages.

#### **Sends Out List.**

Other live dealers send out pamphlets listing the lines that would appeal to the camper. These are mailed to all prospective campers who can be found, and are enclosed in all hampers prepared by them and distributed wherever they would be likely to prove productive.



# Terms of the New Parcels Post Act

**Social Zones Have Been Made to Protect Retailers From the Competition of Order Houses—Rates Have Not Yet Been Fixed—Explanation of Measure in Speech of Postmaster-General Delivered in Commons.**

The announcement that a Parcels Post measure had been introduced in the House of Commons and been carried came as a surprise to the commercial interests of Canada. A few days previous to the introduction of the measure, a dispatch had been sent out from Ottawa and published broadcast that there was every likelihood of the matter being left over until next session. However, the fact that the federal powers intended to act was demonstrated when the Postmaster General, Hon. Mr. Pelletier, introduced the bill in the House. Considerable discussion ensued, the measure finally being carried.

The terms of the new act were briefly explained in last week's issue. It is impossible as yet to explain all details as the Government was not in a position to give out explicit information. Rates have not yet been decided. The only information available is contained in the address of the Postmaster-General in introducing the measure before the house. His speech accordingly is reproduced in full:

Mr. Pelletier—The subject matter of this legislation has been under the consideration of the Post Office Department for quite a long time. My officers, as well as myself, have devoted a good deal of time and attention to it, having in view the idea that the time had come for Canada to follow the example of nearly all civilized countries and to have a regular system of parcel post. The bill now before the House is the result of that work; it is short, and speaks for itself. We have now on the statute book legislation which has been there for some time, and which relates to parcel post; this legislation is to be found in the Post Office Act, section 74. I wish to read this section in order to show the committee that the bill which is now under consideration does not contain any provisions exceeding the powers which are now vested in the Postmaster-General of Canada:

The Postmaster-General may establish and maintain a parcel post within Canada, and may arrange with the Government of the United Kingdom, any British possession, or any foreign country, for the reciprocal receipt, transmission and delivery of parcels; and closed parcels, other than letters, and not containing letters, may be sent by such parcel post, and when so sent shall be liable to such charges for conveyance and to such regulations as the Postmaster-General, from time to time, sees fit to make.

The Postmaster-General, therefore, now has under the law the right to fix those rates. The bill provides that the weight of the parcel shall not exceed eleven pounds which is the postal union weight, and that it shall not be greater in size than seventy-two inches in length and girth combined. The fourth section provides that all charges for the conveyance of parcel post must be prepaid in postage stamps. Section 5 says:

The rates of postage applicable to post parcels shall be determined by the Postmaster-General, and all powers which the Postmaster-General now has with regard to mail matter are hereby vested in him for the parcel post system.

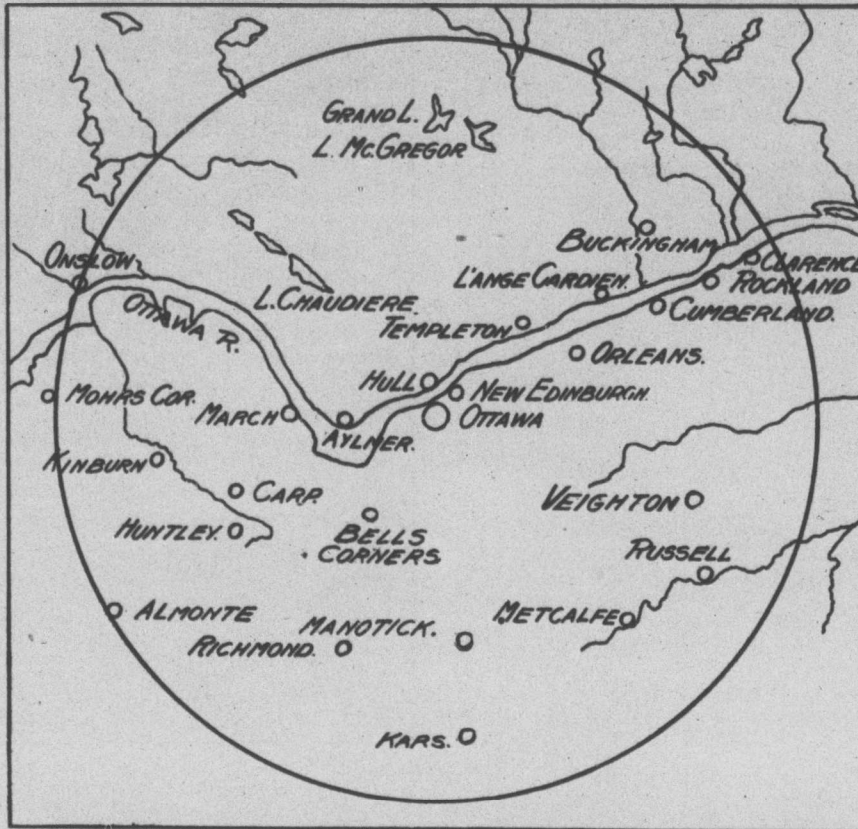
This, as will be seen, is practically a re-enactment of the provisions to be found in section 74 of the present Post Office Act. The bill moreover provides for the appointment of two supervisors or inspectors, who will have to help us to put the law into operation. In the last section of the bill we have provided that the Act shall come into force on a day to be fixed by proclamation of the Governor in Council. This is on the lines of the legislation adopted by the United States, wherein they declared that the law should come into force at a later period; as a matter of fact it came into force on the first day of January of the present year.

We have tried to follow what we have considered to be the best features of the United States system. Other features of that system, while I shall not say that they are bad, have not been adopted, for obvious reasons. We are going to adopt the zone system, but not on the same lines as the system at present in vogue in the United States. In order to be well understood, let me state in a few words how the zone system is working in the United States. There they have eight postal zones, although we may say that they really have nine. What I would call the ninth zone is their rural mail system, to which a special parcel post rate applies. We have been unable to adopt this principle, because our rural system is not sufficiently complete. Their zones have been fixed as follows: The first zone includes all territory within such quadrangle in conjunction with every contiguous quadrangle, representing an area having a mean radial distance of approximately fifty miles from the centre of any given unit of area. The following six zones are determined under a somewhat similar plan, each one increasing in distance from the centre of a given unit of area, and extending outward 150, 300, 600, 1,000, 1,400 and 1,800 miles, the eighth zone including all units of area outside of the seventh. Instead of using townships and counties as units of starting points, it was decided to divide the whole country into

blocks of units, each block being half a degree of longitude east and west. There are 3,500 of these units in the country. This is an admirable but a most complicated system which necessitates a great deal of knowledge and a great deal of work on the part of local postmasters, in order to ascertain what rate shall be charged for this, that or the other parcel.

We have thought it much more convenient to adopt the zone system on an absolutely different footing. Instead of taking any place in the country, as a point around which a certain line shall be drawn to form a zone, we are going to call the provinces the zones, with the exception of the three Maritime provinces, which will be for the purposes of this parcel post system, one province or one zone. The other provinces of Confederation will each form one zone. This, I think, will appeal to the committee as being much more workable and much more easily understood than the complicated zone system of the United States. We intend to have a local zone, somewhat similar to the rural mail zone of the United States, but not on the same principle. We intend having a twenty-mile zone irrespective of provincial boundaries. For instance, Ottawa and Hull will have a right to enjoy the rate for that local zone irrespective of whether the mail matter is posted in one province or the other. That will be the first zone, and it will be given a cheap rate. This is done in order to give the legitimate dealers and country merchants who have a right to send parcel post to their customers at a lower rate than people farther away, such as Eaton's, of Toronto, and other big departmental stores all over the country. I met a deputation of the Retail Merchants' Association who came here in order to oppose his measure and to try to persuade me that we should not go on with it. After discussing the matter and explaining different points, they went away saying that not only had they no more objection, but that they were satisfied with this bill. This is the only exception in which provin-





Map showing Ottawa and Hull as the centre of a Parcel Post zone and the various towns and villages coming within the 20-mile radius. These places may all send goods to Ottawa, and vice versa, at the lower rate, but outside of that zone goods sent by Parcel Post from Ottawa will be subject to the higher rate.

cial boundaries will not be considered. Outside of that, there will be a rate within the province, but outside of the twenty miles. The third zone will be outside of the province, and so on until we have reached all the provinces. When we have attained a certain limit, the province of destination will not be counted as a province for the purpose of this bill.

It must be understood that the Post Office Department does not intend to operate the parcel post system at a loss. I want to have it distinctly understood that we intend to run it on business principles. I am sure that we can do that with cheap rates, and at the same time have the system self-sustaining. If I am not disappointed, I think we may proclaim this law for the first of January, 1914, maybe before. There are a great many obstacles which we have tried to meet, and which I think we have met, but there are some in the way. We have to consider the position of our mail carriers, who now receive a certain remuneration for their work, and possibly, if the mail matter which is given them for transportation is very much increased, we may expect to be told that the former rates have ceased to be fair and reasonable, and we may have to increase them.

Another objection in the way is that many of our rural mail boxes are going to be too small for parcel post. This is a big obstacle. We have considered what we would have to do in that re-

spect, and, of course, there are several things to be thought of. The farmer who has a box might be disappointed if he had to purchase a bigger box. We shall have to devise some means to meet that situation.

Mr. Proulx—The department might do as they do with registered letters—put a notice in the box that there is a parcel.

Mr. Pelletier—We have thought of that. Somebody has suggested that the farmer who wants to keep his box as it is, and for which he has paid, should himself put a wooden box or something near the other box, where the parcels might be deposited. At all events, we will see what can be done about it. I was very much afraid that our space in the post offices of the country would not be sufficient. Judging by the experience of the United States, we have come to the conclusion that there is no great obstacle there, because even where there is very heavy parcel post matter at different points, it is found that the parcels come and go so quickly that the space required is quite moderate. In certain localities, however, the question of this space will be a very important one, which we will have to deal with between this and the time the bill comes into force.

Another important feature is the arrangement that we shall have to make with the railway companies for the transportation of our parcels. There is

now between the Post Office Department and the different railway companies a good deal of discussion, I shall not say friction, about the amount which the railway companies now receive for the transportation of the mails. I may say that the quantity of mail matter which is being taken care of by the different railway companies has increased enormously. This is due not so much to the increase in the number of letters as to the increase in the volumes called newspapers which are published. We have sometimes been obliged to have special cars added in order to take care of that part of the mail matter. Our friends, the owners of the newspapers, are enjoying a rate which I think we can not call a rate, because it is only a nominal price, one-quarter of a cent. It is only in Canada that such a rate exists. We shall try to deal with this question at the same time that we make arrangements with the railway companies for the parcel post. We may be able to come to a satisfactory conclusion on the two points. At one time, these difficulties seemed insuperable—these and others which we have settled, and to which I did not refer. Those which have not been settled will have to be met and dealt with, because Canada is bound to have parcel post. Many suggestions have been made to me, and some people have been very insistent that we should have a flat rate for the parcel post. I must say that I am absolutely opposed to that. I believe it is of absolutely no use to try it.

I am now going to give the House a few reasons which I think will appeal to everyone as business-like. In the first place, it is necessary, in order to protect the country merchants from being swamped by departmental stores and big city concerns, that a route of certain mileage and special rate should be granted from the different towns and villages throughout the country. It is, therefore, proposed to give a specially low rate for a radius of twenty miles all around said towns or villages, so that goods may be sent from the rural or town merchants to their customers in the surrounding country. This rate will be low so as to make it impossible for it to be applicable for all points within any one province, let alone on anything passing from province to province throughout the Dominion. Therefore, this alone will necessitate two distinct rates, which fact makes against the granting of a flat rate.

The argument has been advanced that inasmuch as Great Britain and other European countries have a flat rate, Canada should have the same thing, but the different conditions existing in Canada as compared with England and other European countries must be pointed

(Continued on page 31.)



# Observations of a Traveler

**Knight of The Grip Talks on Value of the Conservation of Motions—What Happened When the Clerk Went After the Loaf Sugar on Top Shelf—Filling Orders With Greatest Precision—Instances Where Goods Were Sold Above Demand.**

Written by a Traveling Salesman for Canadian Grocer.

*A series of articles is herewith begun on what a commercial traveler sees in his daily rounds of grocery stores. These observations will appeal to readers because of their reality and originality. The writer of them has been in many a retail store. The occurrences he describes have actually taken place. Being a man who sees the good things in the best stores his opinions are valuable. Read this series.—The Editor.*

“Responsibilities,” says Hubbard, “gravitate to the person who can shoulder them,” but from the accompanying illustration it would seem that they sometimes gravitate to shoulders unable to hold them.

In my travels about the grocery stores of recent years, I have been struck with the policy of many merchants in their endeavor to conserve motions by having a place for everything and everything in its place. Occasionally, of course, not much attention has been paid to proper shelf arrangement. One sees bulk tea hard by the tobacco, canned fruits in four or five different locations or eggs in the window in hot weather with the sun beating down upon them. But as intimated above these things are passing with the times and it is to be hoped will soon belong to the past.

### Spilling the Meal.

One of the amusing incidents recently run across is worth while relating because of both its humorous and moral sides. In the store in question a woman customer wanted some loaf sugar and there was no one there but a very young clerk. After a vain attempt to locate the sugar on the lower shelves, he went higher with the result that he discovered it but at the expense of a package of fine meal. The package fell over the edge of the precipice on the boy's head. The latter being hard, the package burst and the contents flowed on all sides of his anatomy to the floor.

### The Moral.

Here was an instance where more attention might have been given with profit to shelf arrangement and contrasts to its disadvantage with an incident in another store where order on the shelving was one of the features. Here all goods in glass such as jam, preserves, vinegar, wines, etc., were in the one section. Canned goods were in another with each line by itself; package goods occupied a third with the

various brands by themselves. There was no promiscuous array of different lines. Further than that the dealer said he made it a point to place those goods asked for most frequently as close to the order-taking sections of the counter as possible. This conserved movements. Customers were supplied with the greatest precision. Clerks were not always tumbling over one another to fill orders. Business was conducted smoothly at rush times, like Saturday night. The service was splendid and customers appreciated it. You too, will appreciate the reason why this man's business is going ahead.

### Great Time-Saving Method.

Talk about filling orders promptly on the conservation of motion plan! I know of one store where orders are filled in double quick time by a plan inaugurated by the proprietor. As the orders come in over the phone in the morning for the first delivery, they are passed on by the young ladies in the office to the grocer who employs six or seven salesmen. Each order is called out item by item and each article is put up by one clerk—the one who has been assigned a position nearest the article in question. In this way the orders are filled rapidly because no time is wasted through a clerk walking from one place to another for various articles.

### Clerks Who Sell Things.

It is most refreshing to call at the store where all the clerks are alive to the possibilities of salesmanship. Almost every well-to-do woman is willing to consider purchases over and above those goods she had actually decided to buy before arriving at the store. This is where the salesmanship must come in and it is an easy matter for the young man who understands his goods to increase the store's sales. This applies to taking orders by phone as well as over the counter. I have seen clerks



“The package burst and the contents flowed to all sides of his anatomy.”

sell strawberries, rhubarb, pork and beans, sliced ham, canned vegetables, etc., in a short time to various customers who had no intention of purchasing these goods at first. He accomplished it by judiciously calling attention to these goods. “Would you care for anything for luncheon, pork and beans or nice cold ham?” he would ask; or “we have some fine strawberries in this morning, would you like me to send you a box or two?”

If the clerk goes about it properly he need have no fear of a customer resenting his suggestions. She will rather appreciate his thoughtfulness.

### A Refusal to Cut Prices.

The man with backbone enough to refuse to cut his price because a competitor has done so, is to be commended. Sometime ago when in a country store, a farmer came in for a bottle of boiled oil. He wanted to know how much it would cost to fill it. The merchant measured it first and told him it would be a quarter.

“Oh, I can get it full for 15 cents at —’s,” naming a store around the corner.

The dealer politely told him that he couldn't sell it at that price; it cost him more than that but if he could buy the oil for 15 cents he advised him to get it. The man went to the other store and got the oil, came back and purchased an axe on which the merchant secured a fair profit



# Strict Censorship of Credits

**The System Followed by a Saskatoon Merchant to Avoid Loss From Bad Debts—Every Applicant For Credit Must Give Information, Which is Entered on Slip, and Carefully Retained—Association Adopts the System.**

It is acknowledged that the ideal way to conduct a business is to run it on the cash plan. Even those who are most skeptical as to the feasibility of the cash principle acknowledge that, if practical, it would be the proper system to adopt. It follows that, where a merchant does not see that it would be safe or expedient for him to refuse to give any credit, the next best thing is to most rigidly supervise the credit end of the business so that the amount carried on the books will be kept within reasonable limits and losses from bad debts reduced to the minimum.

This again will be accepted as a theory against which no objection can be urged. The trouble is that too many retail merchants accept it as a theory, but fail utterly to apply it in actual practice.

One merchant who has put the theory into practice in a most practical way is J. L. S. Hutchinson of the Saskatoon Hardware Co., Saskatoon, Sask. For over two years, he has used a blank form for filling in particulars about every customer who applied for credit. Complete information was taken down about the applicant, such as the amount of property owned, references, bankers, how long in town, place of previous residence, etc. These forms were always kept, and if the same person applied again, the fresh amount was entered on the old slip. By this system, it was always possible to tell at a glance how much each person owed to the company and to regulate the matter of further credit from that basis.

Judging the worth of each applicant thus given, Mr. Hutchinson was in a position to set a credit limit, beyond which he would never go. This figure was entered on the slip. Subsequent events

might cause him to alter the amount, perhaps to allow a little more latitude to some customers who had proven honorable and worthy—more likely, however, to contract the latitude allowed in cases which had proven slow pay.

**Proved Successful.**

The system proved eminently successful, resulting in a smaller total of book debts. It also helped to facilitate the work of making collections.

The results obtained therefrom were so satisfactory that the Saskatchewan branch of the Retail Merchants' Association decided to adopt the idea for the use of all its members. Mr. Hutch-



J. L. S. Hutchinson.

inson prepared the blank forms now in use by the association, adopting the ideas that he had been using, but improving on them considerably. The form herewith shown is that used by the association.

The advantages derived from the system when used by a body of merchants will be apparent. A person cannot go from one store to another securing credit from them all. The system serves as a check and each merchant knows what customers owe to other stores in town. This enables them to judge whether it would be safe to extend credit in every case.

Mr. Hutchinson is convinced that such a system is necessary. He writes:

"This is a form that should be introduced in the entire Dominion of Canada and be used by all retail merchants. If they will see that it is used every time a new account is opened, they will find that they will reduce their bad debts to a minimum and help collections. They would have the full details any person should know in opening a new account."

**Retail Merchants Association of Canada, Inc.**  
**SASKATCHEWAN BRANCH.**

Received from ..... Member's No.....  
.....Town  
Date.....  
Name of Firm.....  
Business.....  
Address.....

Member's Name	Address	Married or Single	Owner or Tenant	Remarks
.....	.....	.....	.....	.....
.....	.....	.....	.....	.....
.....	.....	.....	.....	.....

Property Owned .....  
References: .....  
.....  
Bankers ..... Credit Limit.....  
Goods to be used on Lot..... Block..... Plan.....  
How long resided in (town).....  
Previously resided at.....  
Credit Granted by .....  
Remarks: .....  
.....  
.....

SECRETARY'S REPORT.

.....  
.....  
.....

RATING				
A	B	C	D	E
.....	.....	.....	.....	.....

Cards used for the entering of all credit accounts.



# The CANADIAN GROCER

Established 1886.

Only Weekly Grocery Paper Published in Canada.

THE MACLEAN PUBLISHING CO., LIMITED

John Bayne MacLean - - President.

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## THE BUSINESS SITUATION.

Generally speaking business in the grocery trade is fair. Wholesalers report sales on the whole to be almost equal to what they were a year ago, but that they are harder to obtain. Collections with many houses cannot be called excellent, many buyers wanting more time than ordinarily. This, of course, prevails to a certain extent every year, but probably a shade more than usual just now.

With warmer weather the fruit trade will pick up rapidly. Already a few Canadian berries are coming, and if weather keeps warm more will be in shortly. From some places frost is reported to have done considerable damage to fruits, but this is not at all general, and with continued favorable weather, with a few showers, both the fruit and grain crops should come along in good shape.

So far as markets are concerned, there is little change. Sugar is still on the weak side, and demand with the approach of the preserving season is picking up. Pork products are exceedingly high and will be for some time. But butter, fruits and vegetables will continue to show declines.

The retail grocer should, however, remember that people will continue to eat, and by means of a good, aggressive policy, sales can be kept up to what they were last year. At the same time a strong collecting campaign should be kept in motion as money is undoubtedly a little tight.

## PEPPER STILL ADULTERATED.

The Department of Inland Revenue has found by the analysis of 273 samples of white ground pepper that this commodity is one of the most adulterated of food stuffs. The report of the chief analyst shows that out of the 273 samples taken from merchants' stocks, 215 samples were pure, 53 were adulterated and 5 were doubtful.

Therefore 19 per cent. of the samples were adulterated and condemned. A similar investigation in 1910 showed only 17 per cent. of the samples to be adulterated. Therefore, the situation is not improving any and the increase is greatly to be regretted but the one ray of comfort is the fact that the chief adulterants are starches

which are intended to give bulk to goods when sold and are not calculated to be injurious to the consumer. However, the use of these adulterants is fraudulent and it is a practice that should be stopped. It would be well for the different grocers' associations to co-operate to eliminate this fraud.

## PARCEL POST BILL PASSED.

Parcels Post talk has bubbled and boiled for a long time and at last it has overrun the stew. For better or for worse it has passed the House of Commons and will come into effect on January 1 next if not before. The only important features we do not yet know about it, are the rates and these will come anon.

From present appearances it looks as if it would be a fairly good measure from the retail merchant's standpoint. Retailers, generally, are protected from the mail order houses by a local zone-circle twenty miles in radius from each post office, as is explained elsewhere in this issue. The remainder of each province is the second zone with the exception of the Maritime provinces which are considered as one. The local zones twenty miles in radius will be supplied with a low rate of postage so that the big catalogue stores, will only receive the benefit of the low rate within that distance of their place of business. In the remainder of the province the higher rate will apply. As yet neither rate has been named so that we cannot tell just how they are to compare with those of the express companies.

In his announcement of the particulars of the system, Postmaster-General Pelletier intimated that the opposition from the retailers against a flat rate—the same charge all over the Dominion—was pretty much the whole reason why he brought down the zone plan.

If, as Hon. Mr. Pelletier says, the system will be made to pay for itself, and if the rate within the twenty mile zone is small enough, then this measure cannot be severely criticised. Live dealers everywhere ought to benefit and plans should be prepared at once to make the most of it right from the start.

## PAYING ACCOUNTS PROMPTLY.

It is good business for the merchant to always keep the decks clear as far as paying accounts due is concerned. If he includes this among his policies he is going to make himself a better merchant. Every good merchant insists on paying his bills when they fall due, and because of his policy in this respect he insists on getting his own money promptly. This keeps the business on a good, sound basis always, improves his credit standing, and gives him a reputation for straight business dealings among all his associates.

It is of frequent occurrence to hear of farmers ask their grocer to wait for his money because they do not like to take it out of the bank where it is drawing interest. This is sometimes true even of well-to-do merchants. They hold off their creditors just as long as possible, thinking they are saving money and improving their standing. The fact, however, should not be overlooked that their ratings among commercial agencies, and the reputation among the business men with whom they deal, always suffer under such conditions.

But the strongest argument for the payment of accounts promptly, is that it keeps the dealer on the move getting in his own money, thus cutting down outstanding accounts to a minimum.



## THE CANADIAN GROCER

### GIVING CREDIT WHERE DUE.

Newspaper etiquette requires that when one paper uses an article from another—particularly when it is an expression of opinion and not a simple news item—due credit should be given. This has been long the existing custom, and when a newspaper man comes across an item of his own in a contemporary where no credit is given, he begins to wonder for how many papers he is working.

In a Western Canada trade newspaper lying before the writer, is a grocery department containing a page and a half of reading matter. This is made up of seven different articles. Out of the seven, six have been taken almost word for word from The Canadian Grocer. Not a bad record that—for the scissors! And in not one of the six cases has there been any semblance of an attempt to attribute the articles to this paper.

Readers will easily understand that anyone could turn out a paper on this basis, and will appreciate all the more the receipt of a paper like The Canadian Grocer which evolves its own policies and features and gives the trade something original every week.

### SALVATION TO SMALLER TRADES.

The Toronto Globe criticizes the parcel post bill on the grounds that "the restricted zone will discourage the sending of farm products from the producer to the consumer in the cities." The Globe overlooks the point that the zone system will tend to prevent the mail order houses from draining the money from the country districts and centralizing it in the large cities.

If the Globe and other ardent admirers of parcel post would but stop to consider this point, they would see that as money is drained from the country districts and brought to the large centres, never to return again, so much will those communities be weakened. We are continually reading in all these papers about country districts becoming impoverished, yet in the very next breath they advocate measures that tend to still further impoverish them. Did anyone ever hear of the large dailies criticising the mail order business for weakening country communities? Yet there is all kinds of evidence that they have done so and there is no good reason why further power should be put into their hands by the government.

Neither The Globe, nor any other paper, can show that the original advocates of parcel post were the working men or farmers. The scheme is one apparently worked up by catalogue houses backed by large daily papers.

The restricted zone system—if the postage for the second zone is great enough—is going to be the salvation of the small, aggressive trader. He should be in a position to sell more goods to the farmer and at the same time would not be further harassed by the distant big houses.

### ANOTHER THEORY GONE.

In reference to the theory that rats and mice have started fires in stores by knocking matches from shelving, a match manufacturer writes Canadian Grocer as follows in reply to our letter:

"We know of no instance where rats or mice have caused fires by knocking down boxes of matches from shelves, nor have we ever heard of any of our customers or any one of the trade having had fires caused in the way you refer to."

A couple of weeks ago an article appeared in this paper stating that from experiments made with rats and matches, it was found that rats would not gnaw the tips

of matches, no matter how hungry or thirsty they were. If such be the case, and if, as we are to infer from the manufacturer's letter above, no fire has ever been known that was caused by rats or mice knocking matches from the shelving, we then have still another oldtime theory "busted."

N. B.—Since the above was written a letter has been received from a Grocer in Yarmouth, N.S., and which is printed on another page, giving an instance where mice had gnawed the pasteboard around the matches with which to build a nest. This dealer further found that one box had been ignited and proved to his satisfaction that fires are sometimes caused in this way. The old theory evidently, therefore, still holds good. Who can give further evidences?

### WHAT COST SHOULD INCLUDE.

The retailer who attains the highest degree of Success is the one who absolutely knows the cost of doing business. He is the man who has for all time to come discarded the old losing "rule of thumb" method of doing business and by the installation of a system knows at any hour just where he stands. He seeks out the factors that make for success and also those that tend to decrease his earnings. With the aid of modern office equipment this task has been reduced to the minimum but the information deduced enables the merchant to do business at a profit instead of a loss.

The average retailer estimates his cost of doing business and usually takes into consideration only three or four items while the live dealer finds twenty or thirty items that enter into his cost. These might be classed under the following headings. Rent, or depreciation if owned; salaries, including the employer; light; heat; ice. Delivery expense including all charges for repairs to harness, waggons, etc., feed for horses, shoeing and depreciation; Advertising; Printing; Postage; Stationery; Gifts; Allowances on accounts; Telephone and Telegraph tolls; Taxes; Interest; Discounts; Insurance; Bad accounts; Paper; Twine; Bags; Breakage and spoiled goods; Shrinkage and depreciation of goods; Repairs on fixtures; Depreciation; Goods stolen from store.

If the dealer keeps a careful watch on the above he will include about everything that should go to expense in running the business.

### EDITORIAL NOTES.

By paying his accounts promptly, a dealer's credit standing can never be criticized adversely.

\* \* \*

The zone system in the Parcel Post is a splendid feature for the small town and country dealers.

\* \* \*

Metaphorically speaking in the language of the grocery trade, the militant suffragette coming out of prison might be termed a "returned empty."

\* \* \*

One of our market men states that tomatoes slumped at the week end. Which end of the tomato is that, we would like to know?

• • •

Even if a mouse never did start a fire—which now appears doubtful—can anyone understand why Noah allowed the grand parents to get away from the ark alive?



# Keeping Cash Book With Least Work

Balancing and Distributing Accomplished With One Operation—Journalizing Combined With Cash Keeping—Great Saving of Time Effected—The Operation of Balancing Up.

\*By Henry Johnson, Jr.

I have the following inquiry:

"Will you please give the shortest and simplest way of keeping cash account in your next issue and oblige? I am a reader of The Canadian Grocer, and have been for a number of years."

I have handled this question a number of times, illustrating my own system fully; but undoubtedly it will bear further treatment.

All ideas of efficiency are based primarily on the short cut in all operations. Old style book-keeping, included a day book, cash book, usually a journal, and a ledger. Much of the work was duplicated, much of it almost copies one operation of another or others. Modern methods seek to eliminate all duplication of work. Large institutions, by using carbon paper, write many forms at one time. For example, the writing of an order produces also the ledger record, the shipping clerk's entry, the stock clerk's ticket and perhaps other records for the various accounting departments.

## Eliminate Unnecessary Work.

We do not require so many records in our business; but the object is the same—the elimination of every superfluous motion. So the cash book is now made to answer for cash book and journal, and, in my own case, one bit of work, still commonly kept up in general practice, is eliminated. I refer to the "closing and bringing down the daily cash balance." This feature while valuable in the case of large systems of accounting, is not necessary in your business and mine; hence we cut it out.

The book to use is a six-column journal—(cash book is the same). The use of this book enables one to make the record and distribution at one operation. So, when we pay out \$20 for postage, that item is not only definitely recorded as a payment of so much cash, but it is also immediately distributed to Expense. The first wide column is used for the details and the remaining columns are used for the various "cardinal" or principal department or ledger accounts. The last (sixth) column is used for sundry items which do not recur with sufficient frequency to require the use of a special column.

The columns are headed, say as follows: Debit side: Cash, Mdse, Ex-

pense, Wages, Barn, Sunds. Credit side: Cash, Mdse, Disct, Stevens Block, Sund. You will note that you have the six columns filled out on the debit side, but that you are only using five columns on the credit side. This just happens that way—you have one more column on the credit side than you have use for at present; but that is not to say you may not have use for it in future.

## One Day's Transactions.

Now let us follow out one day's entries. We begin by gathering and segregating the cash register slips. These naturally run into a few regular groups. We have all the little daily payments for butter, eggs, express, lettuce, &c., and these are conveniently assembled under the head of petty vouchers. Being in the form of receipts, since you have the vegetable man, the oil man and the express man sign the form showing that you have paid them the money, these actually are vouchers. Being small matters of daily recurrence, they are petty vouchers. Thus you put them all together and add them into one bunch. If there is no special item or items of which you wish to keep individual account, they are all entered in one total. Then follow other items of merchandise expenditure, items paid in cash. Lastly, you refer to your check books for record of other items paid out on mdse account. Then your entries look like this:

MDSE.					
P. V. ....					
A. B. C. Mfg. Co. ....					
Wholesale Grocery Co. ....					
—62 .....					
Campbell —30 .....					
EXPENSE.					
Postage .....					
Rent for June .....					
WAGES.					
Sundry items .....					
Melvin for June .....					
BARN.					
Repairs Wagon Works .....					
STEVENS BLOCK.					
Carpenter work .....					
CASH.					
Rents .....					
Merchandise sales .....					
Cash. ....	\$44.30				
.....	23.50				
.....	30.38				
.....	29.50				
.....	.92				
.....		\$20.00			
.....		75.00			
.....			\$14.00		
.....			50.00		
.....				\$26.00	
.....					\$4.00
.....	\$105.00				
.....	96.44				
On the credit side the entries will appear as follows:—					
CASH.					
Merchandise .....					

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

Expense .....					
Wages .....					
Barn .....					
Stevens Blk. ....					
Discount, merchandise .....					
STEVENS BLOCK.					
Dixon Rent, June .....					
Larson Rent, June .....					
Waltz Rent, June .....					
Pape Rent, June .....					
MERCHANDISE.					
Sales .....					
Cash. ....					
\$127.68 .....					
95.00 .....					
64.00 .....					
26.00 .....					
4.00 .....					
.....			.92		
.....				\$40.00	
.....				25.00	
.....				25.00	
.....				15.00	
.....					
.....	96.44				

If you add the totals of the columns on both pages you will find they balance. This indicates, usually, that your entries are correctly made. If the sides do not balance, then the work is faulty somewhere and you must find the error by going carefully over all the work.

You will see that the entries are immediately distributed to the several accounts without intermediate work, such as journalizing.

## Getting at the Sales.

Your question here is apt to be: How to get the mdse sales and check same with what the register shows. This is accomplished in this way:

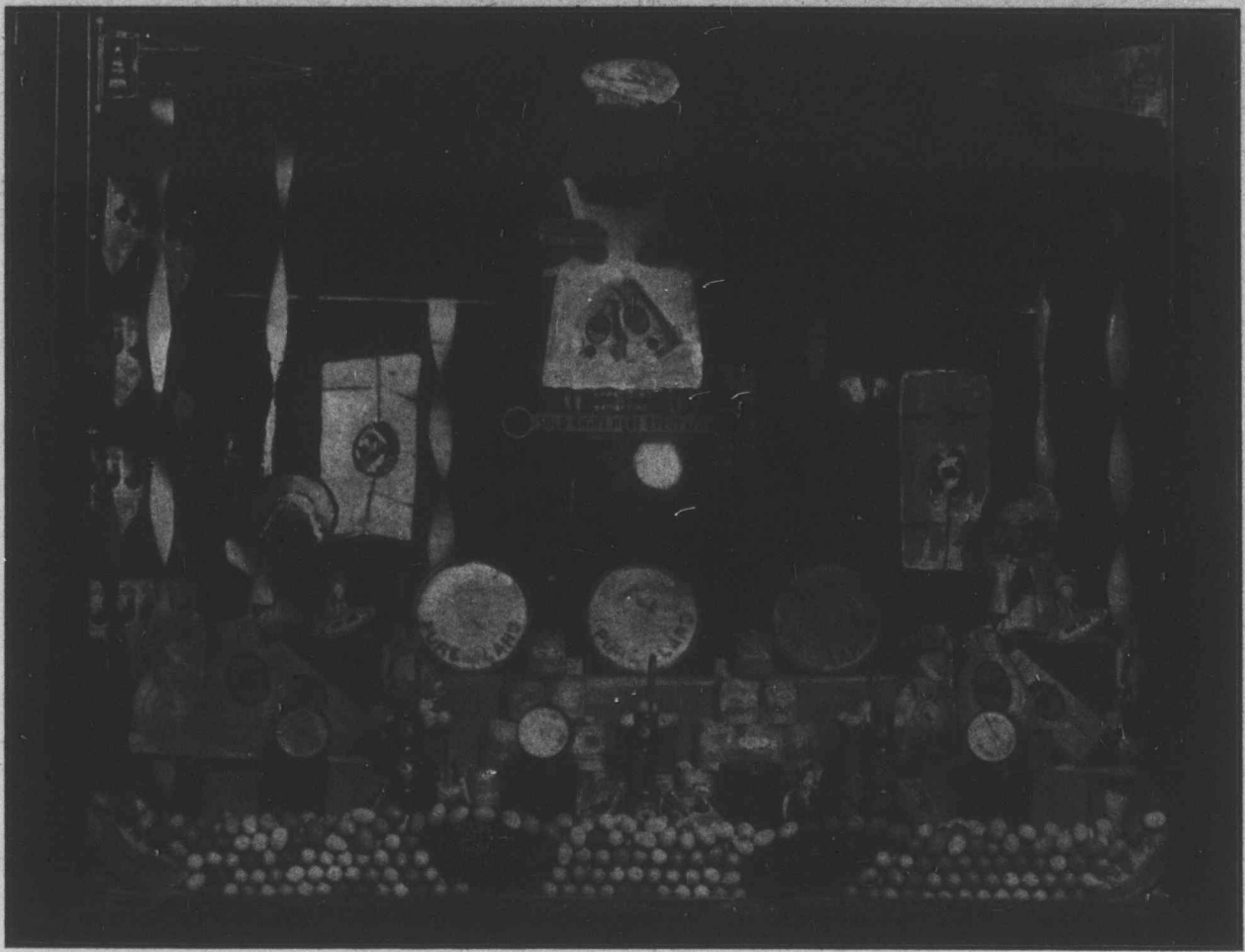
Your cash has been counted and recorded either in some little book for that purpose or, in my way, on the reverse of the check stubs. Let us say that you have in the drawer \$68.32; in the local bank, \$229.48; in your market town bank, \$38.44. The total is put on the reverse of the check stub as follows:

Bank . . . . .	\$229.48
Northern Trust . . . . .	38.44
O H . . . . .	68.32
	<hr/>
	\$336.24

On the previous day your cash balance was \$451.48. You proceed as follows:

You add together all sums paid out. This day you find the total to be \$316.68. Add to that your cash for TODAY—\$336.24. Your total is now \$652.92. Deduct from that total the moneys you have received from sources other than mdse—in this case, rents from the Steven's block of \$105. Now your remainder is \$547.92. Now deduct your cash on hand of YESTERDAY—say \$451.48. The remainder of \$96.44 is your sales for the day. If that

(Continued on page 30.)



Attractive provision display shown some time ago in the window of John Gilbert, Kingston, Ont. This would with profit form the basis of a good cooked and smoked meat display at present time.

## Summer Season Splendid for Cooked Meats

Now is the Time to Push Sales of These Lines With Pickles, Relishes, etc.—  
Fine Provision Window Display in Kingston Store—Care Should be Exercised  
in Summer So Far as Showing Perishable Goods is Concerned.

Now that the season for cooked meats and hams of all kinds has come round once more, it is important that every retailer who professes to do anything in this department make a special effort both in window and interior displays and push sales of these lines to the uttermost. The tendency especially during the summer months is for the housewife to buy as far as possible, food which is ready to place on the table or easily prepared and thus avoid necessity of standing over a hot stove, or in a hot kitchen.

### A Well Planned Window.

The accompanying illustration shows an attractive window display designed some time ago to bring business by Jas. Bankier, with John Gilbert, "The Family Grocer," Kingston, Ont. In this, Mr. Bankier has followed out simplicity and symmetry in display. The

one side of the window balances almost exactly the other side, and goods are arranged in such a way as to draw attention.

Lard and shortening in various quantities, various kinds of hams and bacons are shown, and accompanying these a suggestion of pickles, very desirable along with cold meats in warm weather.

Eggs too are shown in neat display so that the passerby can judge pretty much of the quality before attempting a purchase. Now that eggs are all bought on a "loss-off" basis, even greater opportunity than ever is given the retailer to push sales on this line and a new argument presented which is readily taken up.

### Care in Hot Weather.

During hot weather it has often been proved that to display is to sell. While this is true it must not be forgotten

that the sun and extreme heat are alike injurious to eggs and meats and for this reason displaying by window becomes a more complicated problem. It is, however, quite possible and a profitable practice to pursue and the man who uses greatest judgment in display is the man who is to realize greatest success from this end of the business.

## Grocers' Letter Box

Editor Canadian Grocer.—Will you please advise from whom I could buy at jobbing prices some cigar moisteners—that is, something to put in cigar cases to keep cigars moist?

Calgary, Alta.

W. K. K.

Editorial Note.—Jones Bros., Toronto, handle two varieties. Their agents in Calgary are Scott Bros., 712 First Street.



# The Clerks' Page

By the Cub Reporter

## HEAR TALK ON COFFEE.

The Retail Grocery Clerks' Association of Vancouver, B.C., and their employers were the guests of James Beveridge, of Wm. Braid & Co., Mr. Beveridge gave an extensive lecture on the origin, production, blending and marketing of coffee from early stages to the present day. At the close of the lecture, the tempting refreshments being ready, the clerks became distributors of sandwiches, coffee and cake.

## WHAT TURMERIC IS.

The Cub Reporter.—Which is correct, tumeric or turmeric, and will you kindly let me know something about this spice, its origin, etc.?

### HALIFAX CLERK.

Authorities all maintain that turmeric is correct; in no instance has it been found to read tumeric.

Turmeric consists of the ground rhizome or root of an East Indian plant of the same family as ginger. It is also grown in Zanzibar, China, and the Archipelago, both for native consumption and for export. Turmeric is insoluble in cold water, and only partly soluble in boiling water, but is quite soluble in alcohol and forms beautiful yellow crystals. It has been extensively employed as a dye stuff for silks and woollens, but the yellow color it produces is very fugitive; yet turmeric is a condiment as well as a dye, and when ground to an orange red powder is used as a stimulating seasoning. It is the principal ingredient in Indian curries, and is a favorite coloring substance used in making mustard compounds, pudding spice, chow-chow pickles, etc.

## A MAN OF DEEDS.

When death and disaster, in the form of flood and fire, swept Dayton, John H. Patterson arose with the tide to the level of events.

Responsibilities gravitate to the man who can shoulder them, and dire diff-

culties are taken care of by those who know how.

Patterson is the man who, more than any other, brought cosmos out of chaos.

When the flood was rising and nobody knew what the result would be, John H. Patterson began to wire for motor-boats. He did not ask, he demanded. And the motor-boats came.

Later, he wired for motor-trucks, and the trucks came to clear up the debris.

Patterson took all of the carpenters from the National Cash Register Company—one hundred and fifty skilled woodworkers—and set them to work making flatboats.

The entire force of the great institution was at the disposal of the people who needed help. And not a man or a woman was docked or dropped from the payroll. Everybody had time and a third.

As for John H. Patterson himself, he worked in three shifts of eight hours each; and for forty-eight hours he practically neither slept nor ate. And then, by way of rest, he took a Turkish bath and a horseback ride, and forty winks, and was again on the job—this man of seventy who has known how to breathe and how to think, and who carries with him the body of a wrestler and the lavish heart of youth.—The Philistine.

## OBSERVATIONS BY THE CUB REPORTER.

Don't follow the others. Make the others follow you.

There must be brain and body teamwork to win success.

Get into the game with the spirit and see how much shorter the day will seem.

A cowl does not always make a monk; neither does an apron on a clerk always make a salesman.

The ideal clerk is not the one who has never anything to say; neither is he the one who talks all the time. He strikes a happy medium.

## KEEPING CASH BOOK WITH LEAST COST.

(Continued from page 28.)

does not jibe with your register record, you must go over your work carefully until you detect the error. If you can not detect it, the amount must have been paid out without record; or the register "over-rung" without a memo having been made; or over-charge has been made; or the amount defalcated—stolen, or the sum lost. When you have exhausted all means of correcting the error, you must note on the register record the amount of the SHORTAGE or OVERAGE and then take into your cash account the EXACT AMOUNT YOU ACTUALLY HAVE—not the amount which, in theory, you should have. Thus will your record and your actual cash be made to agree.

The items of which that \$96.44 are made up are actual cash sales plus amounts received on account. This is done to save book-keeping. All merchandise outstanding on account is treated as if it were still on hand. When the bills are paid, such payments are treated as though the merchandise had only just been sold. This is much better than keeping daily track of the amounts sold on account and paid on account—something that is bound to get out of balance with the ordinary merchant.

### Much Posting Saved.

Now, the only posting which is done daily, or weekly, or any time between the first and end of each month is of the items which run into the sundry ("Sunds") column. The footings of all columns are carried forward from page to page, which operation will serve as a constant check on the correctness of the work. But the totals of all columns other than the Sunds are posted to their respective ledger accounts only once in each month. Then the trial balance is taken off as a further check on the work.

I am far from sure that this is clear; but feel that probably anything obscure can best be explained in answer to any further letters of inquiry with which I may be favored.



TERMS OF THE NEW PARCELS  
POST ACT.

(Continued from page 23.)

ed out. The British Isles have an area of 121,390 square miles, as opposed to an area in the province of Ontario alone of 260,862 square miles, and as opposed to the Dominion of Canada in its entirety of 3,907,000 square miles, and in this small space, less than half the area of the province of Ontario, there is a population of 44,000,000 of people, as compared with 2,500,000 in the province of Ontario, or roughly speaking, a population of 7,200,000 in the whole Dominion. The conditions are, therefore, entirely different. In England you have thickly congested rural districts, large towns every few miles, and tremendous cities; in Canada you have a population of less than 8,000,000 spread over a vast area, with few cities or large towns, and with vast spaces that must be traversed where no population exists. The conditions in England and other European countries are absolutely favorable to cheap parcel post, whereas in Canada, owing to small population, vast distances and other reasons already pointed out, the conditions at the present time are the least favorable for parcel post that could possibly occur. The United States, where physical conditions, area, etc., are similar to those of Canada, present a much more favorable ground on which to make comparisons, and the United States now, when it has a population of 90,000,000 of people, an immense postal revenue, an enormous number of large towns and thickly populated rural districts, in granting this boon to the people has found it necessary to adopt the zone system. If the United States with its immense population and revenue and favorable conditions could not afford to give a flat rate, it would certainly be much more impossible in Canada, where the population is only about one-twelfth that of the United States and the revenue only about one-twentieth, to do other than the United States has done. As a matter of fact, the system which is now being introduced in Canada gives a flat rate within the confines of each province in the Dominion. In other words, we are giving, as compared with that in which England, a flat rate in an area twice as great as Britain gives parcel post, and where all the conditions as regards population, cost of transportation and labor are much less favorable than in Britain.

An argument that is very often used in favor of a flat rate is that letters are carried from the Atlantic to the Pacific at the same rate as is charged for one mile, and that if it is possible to carry letters at a two-cent rate from coast to coast, it would be quite possible to carry parcels at a similar flat rate,

and at a much lower charge than is now made. In considering this argument it must be taken into consideration that the price paid for the carriage of letters, even at the two-cent rate, is much greater per pound than the price paid on parcels, and to give a flat rate on parcels it would be necessary to have a minimum charge much higher than the public would be prepared to pay and much higher than the charges which it is intended to make. Moreover, the Postmaster-General has the exclusive monopoly of sending letters, and, therefore, gets the carriage of them all; in other words, gets the long as well as the short haul. But this would not be true regarding parcels, as he has in no sense the exclusive monopoly of sending parcels, so that the result would be, if a flat rate were fixed, that it would be quite possible for public carriers other than the post office to get the short and profitable haul by reducing the charges on special distances. It might also be observed that the express companies that have carried on business similar to parcel post for a great many years have never adopted the flat rate system, which they would certainly have done if they had found it to their advantage from a business standpoint.

Australia has two rates—one for each State or province, and the other for the rest of the Commonwealth. The lowest rate is 12 cents or 6d for the first pound, and 6 cents or 3d for each additional pound, within each State. The interstate rate, or the rate outside of the province or State in which a parcel is posted, is 16 cents or 8d for the first pound, and 12 cents or 6d for each additional pound. These rates are much higher than those which we propose to charge, and there is a further limitation in the Australian parcel post, in that no parcel which exceeds three pounds in weight will be accepted for transmission to any point in the Commonwealth not served by railway, coach or steamboat. No such restrictions will exist in Canada, but any parcel posted at any point in Canada will be transmitted to any other point where there is communication of any kind whatever. In considering parcel post from an Australian standpoint, moreover, it must be remembered that practically they have settlement only about one hundred and fifty miles from the coast in extreme cases, that large portions of their country are unsettled and unpopulated, and that the towns along the coast are served by water rather than by rail or long land routes, which makes possible in Australia a very much cheaper handling of parcels than would be possible in Canada. The calculation made by the English statistician, Mulhall, some few years ago in regard to the comparative cost of land and sea service showed the

cost on the sea to be about one-twenty-ninth of that for railway service.

The express companies make their charges not on a fixed principle throughout the whole country, but on exigency to suit conditions, where there is competition making a lower rate, and where there is no competition making a much higher rate. This is an elasticity which a Government department, such as the post office is, cannot easily indulge in. To illustrate this elasticity in which the express companies indulge in making their rates, the rate between Montreal and Toronto is one dollar a hundred, and between Montreal and Kingston, which lies half-way between the two cities, it is the same. Between Montreal and Pembroke, which is 100 miles shorter, the rate is 25 cents a hundred higher. Similarly, while the rate between Montreal and Quebec is 75 cents a hundred, the rate between Montreal and Three Rivers, which lies half-way between, is also 75 cents.

The only countries that can possibly be compared with Canada, owing to similar physical conditions and vast distances, are the United States, Australia and Russia, and in all these countries the zone system has been adopted, after careful consideration. South Africa, which is similar in proportions and physical features, has the merchandise rate of one cent an ounce, the same as in Canada, at the present time.

In order to give a flat rate, a high minimum charge would be required, and as the major portion of all parcels are sent to places within the confines of the province in which they originate, in order to give a comparatively low rate to a few people at a great distance, the interests of the people who are by all odds the greatest in numbers where the short haul would take place, would have to be materially sacrificed.

The last point to which I am going to refer is this: What are the rates going to be? That has not been definitely arranged. We shall arrange it in the simplest and most intelligent way possible. We expect that five or six lines placed in the hands of the local postmaster will explain to him the whole situation. We cannot think of giving this boon to the people of Canada for nothing, or practically nothing; it has to be self-sustaining. I have here comparative statements which have been very carefully prepared in the department, and which show the rates now charged by the express companies in the United States and in Australia, and the present rates upon our fourth class mail matter, which is the one approaching parcel post. This is a very long, tabulated statement, and I do not propose to take up the time of the House at this late period of the session by reading it.



# Current News of the Week

## Quebec and Maritime Provinces.

The National Tobacco Co., with head office in Montreal, has been given a Federal charter.

The Caswell & O'Rourke Store Co., Rock Island, Que., have installed a new steel biscuit tin rack.

The Molassine Co. of Canada, Ltd., has secured a Dominion charter, with head office in Montreal.

D. J. Purdy, wholesale and retail grocers, St. John, N.B., recently had a fire loss. This was covered by insurance.

The Star Dressing Co., manufacturers of hand cleaner, polishes, etc., have moved from rear 89 Inspector Street, Montreal, to rear 2099 Hutchinson Street.

## Ontario.

R. G. Marshall, a Hamilton grocer, has sold his business.

R. W. Humphries, tea merchant, Guelph, Ont., has assigned.

P. Tice, grocer, Hamilton, Ont., is succeeded by W. C. Whorley.

Gerald Larkin, of the Salada Tea Co., Toronto, is in Chicago this week.

The St. Thomas Dehydration Co., St. Thomas, Ont., has obtained a charter.

The Blezard Valley Co-operative Store, Blezard Valley, Ont., has obtained a charter.

The biscuit factory of D. S. Perrin & Co., London, Ont., is rapidly nearing completion.

The A. M. Nanton Co. have let the contract for their stock factory at Fort William, Ont.

McParland & Clare will open a grocery store in North Bay, Ont., in the Pardiac Block.

M. A. Gray, chemist in the Pillsbury Flour Co., Minneapolis, Ind., was in Toronto on Tuesday.

Mrs. A. Dale is starting a grocery and bakery business at 586 Dundas Street, Toronto, Ont.

C. Tuck, baker and confectioner, Toronto, Ont., has moved from McCaul Street to Avenue Road.

W. D. Robertson, salesmanager of the Maple Leaf Milling Co., Toronto, left this week for a month's holiday.

Gresie Bros., of Honey Harbor, Ont., have sold their grocery and summer hotel business to Gardiner Bros.

W. W. Hutchison, manager of the Montreal office of Lake of the Woods Milling Co. was in Toronto last week.

Norman Hadskis is opening a grocery store at Fort Frances, Ont. He was formerly with The T. Eaton Co. at Winnipeg.

J. Mulholland, grocer, Toronto, is giving up his Yonge Street store, but will continue in business in his Avenue Road stand.

Thos. McKeown, who for some time has been on the outside staff of Davidson & Hay, has joined the selling staff of Cudahy Packing Co.

W. R. Millman, of W. H. Millman & Sons, grocery brokers, Toronto, Ont., returned last Wednesday after a ten days' trip to New York.

F. Mackie, grocer and general merchant, Vasey, Ont., has sold his business to G. Hall, and is now taking a trip through the West for his health.

J. Quick, grocer, Brighton Harbor, Ont., has sold to F. Langdon, and is about to open up in the summer hotel and grocery business in Presque Isle Point.

There is a law in Toronto to prevent merchants from sweeping their sidewalks in front of their stores after 8 a.m. Neither are merchants allowed to sweep refuse onto the pavements.

The ratepayers of Ingersoll, Ont., have passed a by-law assisting the Standish Manufacturing Co. of Toronto, who will erect a factory there for manufacturing washing soda, soap, etc.

Linton Loney has purchased the grocery business conducted by him for H. H. Thompson in the Rankin block, Main Street East, North Bay, Ont., and will continue the business as Loney & Co.

Ed. Hazell, president of the Hamilton Retail Grocers' Association, and W. Smye, another Hamilton grocer, were in Toronto last week, and, among other things, took in the ball game with some of the Toronto grocers.

The Produce Association of Western Ontario met in London last week and decided to ask the Government to appoint egg inspectors for the various districts in the province, with a view to keeping down trading in bad eggs.

G. R. Adams, export manager of Richard Dickeson & Co., Limited, London, England, is in Canada at the present time arranging for agencies for his firm's teas. He has been in Toronto during the past week, and will go from there to Winnipeg.

M. Aubin & Sons, who have conducted a grocery business for some months on Superior Street, Sault Ste. Marie, Ont., have purchased Mrs. Barry's grocery business on Gore Street, and will in future carry on the business at the stand recently occupied by Mrs. Barry.

D. F. Hamlink, Goderich, Ont., proposes to erect a canning factory there, including two buildings, 40 x 150 and 35 x 100 feet, respectively. The ratepayers will shortly vote upon a proposition to lease him a site for 99 years at a nominal rental of \$1 a year and grant a fixed assessment of \$2,500.

## Western Canada.

Wm. Allison, a Winnipeg grocer, has sold to R. J. Lane.

Salmon & Gray, grocers, Calgary, Alta., have dissolved, Mr. Gray continuing.

R. Hawes has bought Dan McDonald's grocery and baker's business in Nainika, Man.

The Hudson Bay Co. has announced a final dividend of 30 per cent., plus a bonus of 10 per cent., making a total of 50 per cent. altogether.

S. T. Lodge, a Saskatoon, Sask., grocer, was a winner of a prize in a window dressing contest put on by the Robin Hood Flour Mills.

Following a petition circulated by the business men of Macleod, Alta., and signed by nearly every one in town, the Mayor has issued a notice to the effect that during June, July and August all business places must observe Wednesdays as half holidays. The by-law provides for penalties for any person failing to observe these holidays, and they will be imposed, he says, in every instance.

G. V. Hastings, general manager of the Lake of the Woods Milling Co., Limited, of Winnipeg, has resigned his position, to take effect September 1. He has been with the company for 24 years, and was prominent in the milling business before he entered the Lake of the Woods Company. His retirement from active service is a voluntary step on his part. He will be succeeded by W. A. Matheson, manager of the company's grain department at Winnipeg. Mr. Matheson has been with the company some 20 years. Mr. Hastings will spend about a year abroad on a holiday trip, and afterwards will continue to reside in Winnipeg.



Association News

The Grocers' and Butchers' Association, of Brantford, Ont., will hold their annual picnic on Wednesday, July 16, at Niagara Falls. Arrangements with railways have already been made for special accommodation.

As usual, this association will join in with the Hamilton Association, meeting at the Falls, and as Toronto grocers are also celebrating that day in Niagara too, a day of excellent entertainment is expected.

Arrangements have also been made with the railways for accommodation to Buffalo for all who wish to spend the day there in preference to Niagara Falls.

Great are the preparations for the Hamilton Retail Grocers' Association picnic. This goes to Niagara Falls on July 16 and as this date and place have also been selected by the Brantford and Toronto associations, the big cataract will probably see more grocers there that day than ever before. The transportation Committee reported that they had engaged 45 cars from the Grand Trunk and 45 from the T. H. & B. for the occasion.

A report was sent in that 5,000 pails had been purchased for the distribution of tea, milk, coffee and lemonade to be served free to all who are on the grounds. The Thirteenth Royal Band has been engaged and, to introduce a little comedy, a "rube" band will also be in attendance.

A programme that will, in all probability, have all preceding years beaten, has been arranged, and sports will be introduced that will appeal to every man, woman and child who desires that sort of recreation. All the amusements around the park will open at reduced fares.

A committee was appointed to canvass the city for new members, dividing it into eight districts.

The officers in charge of the picnic are: J. Knox, chairman; J. Kirkpatrick, chairman of the transportation; W. Smye, chairman of printing; H. Taylor, chairman of music; A. G. Bain, chairman of refreshments; J. M. Semmons, chairman of games.

The Association made a grant of \$25 to the Day Nursery of Hamilton, to which the addition of a kitchen was being made.

A SOAP PIONEER GONE.

Passing of David Morton, in Business in Hamilton For More Than Half a Century.

Hamilton, Ont., June 10.—David Morton, soap manufacturer here for many years passed away on Saturday last at the age of 86 years. He was born in Scotland and learned his trade in Glasgow, coming to America in 1853. He resided in New York, Buffalo and Toronto for a time and then came to Hamilton. After working for Jno. Rudd for six months, he began the manufacture of soap in a modest way for himself.

He breasted successfully the difficult financial period of 1860 and in 1865 enlarged his plant, erecting the original building on the present premises. Three sons, John, Robert and David have followed in their father's footsteps and are all engaged in the soap manufacturing business, the latter being a traveler.

U. S. LAW REGARDING CLAIMS.

Canadian importers of goods from California or in fact from any of the United States, should read the following letter re the making of claims, received by a Montreal firm:

"The present form of Bills of Lading in use by carriers for Inter-State Traffic contains the following conditions:

"Claims for loss, damage or delay must be in writing to the carrier at the point of delivery, or at the point of origin within four months after delivery of the property, or, in case of failure to make delivery, then within four months after a reasonable time for delivery has elapsed. Unless claims are so made the carriers shall not be liable."

"In view of a recent decision of the United States Supreme Court upholding these provisions, claims must be presented within the limit of time provided in the bills of lading in order that claimant may not be stopped from securing the relief to which he may be entitled."

In issuing a bulletin on Olive Oil, Chief Analyst A. McGill, of the Inland Revenue department has defined standards for olive, cotton-seed, and salad oils. Either olive or cotton-seed oil may be sold as salad oil, he states, but when cotton-seed oil is offered as salad oil the fact that the article is cotton-seed oil must be declared on the label.

Letters to the Editor

Editor Canadian Grocer.—Your issue of May 30th, page 26, contains an article on "The Mice and Match Myth," and gives an account of tests which were made and alleged to disprove the theory that rodents ever cause fires by nibbling match heads.

I maintain that the tests were misleading and prove nothing, for the mice do not attack the matches, as food nor do they intentionally gnaw the matches at all, but only accidentally in getting the paper wrappings with which to build their nests.

My attention was called by one of my young men, to a case of matches that he was opening some time ago, in which the paper and card board had been stripped from some of the packages, evidently to build a nest which was found in an adjacent box, and incredible as it seems, one of the packages of matches had ignited. But apparently being so closely packed and having no vent, only the heads had burned. But you can easily see how a conflagration could have started from such a cause.

ALEX. P. LEWIS,

Yarmouth, N.S.

Editorial Note.—This evidence throws a new light on the subject. Here is a case where apparently mice have by some means or other ignited a box of matches in a case. That they did not cause a fire, Mr. Lewis explains that there was evidently insufficient air. Had the fire occurred we never would have had his evidence.

By looking back at the experiments made by the experts which appeared in May 30 issue, it will be found that the rodents would not gnaw the match heads although they were exceedingly hungry.

Comparing the two it will be inferred that the mice do not chew match heads for the food they get from them, but accidentally in their nest-constructing operations.

Canadian Grocer would appreciate hearing from others who have further evidence to present in this interesting controversy, either pro or con.

GOOD IDEAS EVERY WEEK.

MacLean Publishing Co.  
Dear Sirs:—Please find enclosed cheque for \$2.00 for the subscription to the Canadian Grocer, and I wish to say that I am well pleased with your paper.

One thing I always take time to do is to read The Grocer from cover to cover. I get some good ideas from it each week.

Yours truly,

S. M. BARABE.

West Fort William, Ont.



# Buyers Keeping Out of Sugar Market

Situation a Puzzling One and Hard to Fathom—Famine Prices Predicted for Nuts in Fall—Prunes Again on Upward Trend—Beans Are Easier—Wholesalers Shading Prices on Canned Goods.

## QUEBEC MARKETS.

### POINTERS—

Sugar—Market still weak.  
Canned Apricots—Advanced.  
Brazil Nuts.—Up 3c.  
Molasses—Shade easier.

Montreal, June 11.—Pretty nearly the average June trade is passing with not much change from week ago. Call for sugar is improving the demand from canning factories being reported quite heavy. Molasses are again a little easier and canned apricots have advanced about 5 per cent. owing to a shortage in the crop due to dry weather.

SUGAR.—Feature of the week in the sugar market was increased volume of business. The buying seems to be coming from canning companies and from dealers who are forced to stock up. The price of refined sugar here is still above parity with other markets and the cost of raw sugars to-day. The New York market on raw sugar declined last week which makes the comparative values of raws and refined more divergent. However, market here is not being influenced by other markets and is steady at \$4.30. Stocks in refiners' hands are reported heavy and with another big European beet crop, price of sugar cannot very well hold high for some time. Reports from Europe advise heavy seeding and favorable weather.

Granulated, bags	4 30
Granulated, 20-lb. bags	4 40
Granulated, 5-lb. cartons	4 60
Granulated, 2-lb. cartons, per cwt.	4 60
Granulated, Imperial	4 15
Granulated, Beaver	4 15
Paris lumps, boxes 100 lbs.	5 05
Paris lumps, boxes 50 lbs.	5 15
Paris lumps, boxes 25 lbs.	5 35
Red Seal, in cartons, each	0 35
Crystal diamonds, bbls.	5 10
Crystal diamonds, 100-lb. boxes	5 25
Crystal diamonds, 50-lb. boxes	5 35
Crystal diamonds, 5-lb. cartons	6 20
Crystal diamonds, Dominos, cartons	7 00
Extra ground, bbls.	4 70
Extra ground, 50-lb. boxes	4 90
Extra ground, 25-lb. boxes	5 10
Powdered, bbls.	4 50
Powdered, 50-lb. boxes	4 70
Powdered, 25-lb. boxes	4 90
Phoenix	4 50
Bright coffee	4 45
No. 3 yellow	4 35
No. 2 yellow	4 25
No. 1 yellow	4 35

Bbls. granulated and yellow may be had at 5c above bag prices.

MOLASSES.—Price of Fancy Barbadoes again declined and has been offered to-day as low as 33½c ex-wharf, but the average price is 34 to 34½c with weak market owing to buyers holding off in anticipation of lower prices. Molasses are being offered from all possible producing points and even from several places that have never made molasses before. The general opinion of the trade is that prices will go lower and will in all likelihood find their way back to opening prices. The ex-store

price is steady at last week's advance but it is likely that it will follow any further decline in the ex-wharf price.

Barbados molasses in	For Island of		Outside Points.	
	Montreal.	Fancy Choice	Fancy Choice	Choice
Punchoons	0 41	0 39	0 39	0 37
Barrels	0 44	0 42	0 42	0 40
Half barrels	0 46	0 44	0 44	0 42

Carload lots of 20 punchoons or its equivalent in barrels or half barrels to one buyer may be sold at "open prices." No discounts will be given.

New Orleans	0 25	0 23
Antigua	0 32	0 30
Porto Rico	0 40	0 38
Corn syrups, bbls.	0 65½	0 63½
Corn syrups, half-barrels	0 65½	0 63½
Corn syrups, quarter-barrels	0 65½	0 63½
Corn syrups, 3¾-lb. pails	1 75	1 75
Corn syrups, 25-lb. pails	1 25	1 25
Cases, 2-lb. tins, 2 doz. per case	2 40	2 40
Cases, 5-lb. tins, 1 doz. per case	3 75	3 75
Cases, 10-lb. tins, ½ doz. per case	2 65	2 65
Cases, 20-lb. tins, ¼ doz. per case	2 60	2 60
Pure maple syrup, in 6½ lb. tins	0 75	0 75
Pure maple syrup, in 15-gal. kegs, 8c per lb., cr. per gallon	1 60	1 60
Pure maple sugar	0 10	0 11

DRIED FRUITS.—There are no features in the dried fruit market this week as trading is rather dull. Raisins and currants are quiet with prices low.

Choice seeded raisins	0 07½	0 08
Choice fancy seeded, 1-lb. pkgs.	0 08	0 08
Choice loose muscatels, 3-crown, per lb.	0 06½	0 06½
Choice loose muscatels, 3-crown, lb.	0 06½	0 06½
Choice loose muscatels, 4-crown, per lb.	0 07½	0 07½
Seedless, new, in packages, 12 oz.	0 07	0 07½
Seedless raisins, new, 16 oz. pkgs.	0 08	0 08½
Select raisins, 7-lb. box, per lb.	0 11	0 11
Sultana raisins, loose, per lb.	0 11½	0 11½
Sultana raisins, 1 lb. cartons	0 13½	0 13½
Malaga table raisins, 3-crown, lb.	3 40	3 40
Malaga table raisins, 4-crown, lb.	4 40	4 40
Malaga table raisins, 5-crown, lb.	5 20	5 20
Malaga table raisins, 6-crown, lb.	5 60	5 60
Malaga table raisins, clusters, per ¼ box	0 75	0 75
Valencia, fine, off stalk, per lb.	0 06½	0 06½
Valencia, select, per lb.	0 07	0 07½
Valencia, 4-crown layers, per lb.	0 14½	0 14½
Evaporated apricots	0 08½	0 08½
Evaporated apples	0 08½	0 08½
Evaporated peaches	0 09½	0 09½
Evaporated pears	0 12½	0 12½
Currants, fine filiatras, per lb., cleaned.	0 06½	0 07½
Currants, 1-lb. pkgs. fine filiatras, cleaned	0 07½	0 08½
Currants, Patras, per lb.	0 09	0 09½
Currants, Vostizas, per lb.	0 09½	0 10
Dates, 1-lb. packages	0 08½	0 08½
Dates, Hallowes, loose	0 08	0 08
Figs	0 11	0 11
Figs, 3 crown	0 10½	0 10½
Figs, 4 crown	0 11	0 11
Figs, 5 crown	0 11½	0 11½
Figs, 6 crown	0 12½	0 13½
Figs, 7 crown	0 13½	0 14
Figs, 9 crown	0 14½	0 15
Comadre figs, about 35-lb. mats.	1 30	1 40
Glove boxes, 15-oz., per box	0 10½	0 11½
Glove boxes, 18-oz., per box	0 07½	0 08

Prunes—		
20-30	0 12	0 12
30-40	0 11	0 11
40-50	0 09½	0 09½
50-60	0 08½	0 08½
60-70	0 07½	0 07½
70-80	0 07	0 07
80-90	0 06½	0 06½
90-100	0 06	0 06
Bosnia prunes	0 07	0 08

TEA.—The quality of the new crop of Japanes and Chinas is reported good and the price is 2c per lb. lower than last year. United States buying is still in evidence.

Japans—		
Choicest	0 40	0 50
Choice	0 35	0 45
Fine	0 30	0 35
Medium	0 25	0 30
Good common	0 20	0 25
Common	0 15	0 20
Yamashiro	0 75	1 00
Ceylon—		
Broken Orange Pekoe	0 20	0 40
Pekoes	0 20	0 22
Pekoe Souchongs	0 20	0 22
India—		
Pekoe Souchongs	0 19	0 20
Ceylon Greens—		
Young Hysons	0 24	0 26
Hysons	0 22	0 24
Gunpowders	0 19	0 20

China Greens—		
Pingsuey gunpowder, low grade	0 14	0 15
Pingsuey gunpowder, pea leaf	0 20	0 20
Pingsuey, gunpowder, pinhead	0 30	0 50

COFFEE.—The market is entirely devoid of features as prices remain the same and trading is quiet.

Mocha	0 25	0 25
Rio	0 19½	0 21½
Mexican	0 25	0 25
Santos	0 21½	0 23½
Maracaibo	0 22½	0 24½
Javas	0 30	0 40

SPICE.—The spice market is unchanged at last week's prices.

Allspice	0 13	0 13
Cinnamon, whole	0 15	0 20
Cinnamon, ground	0 08	0 09
Caraway seed	0 08	0 09
Batavia cinnamon	0 25	0 30
Cloves, whole	0 27	0 35
Cloves, ground	0 24	0 35
Cream of tartar	0 25	0 32
Ginger, Cochin	0 17	0 20
Ginger, Jamaica	0 20	0 25
Ginger, Jamaica, whole	0 17	0 20
Mace	0 25	0 30
Nutmegs	0 16	0 18
Peppers, black	0 25	0 30
Peppers, white	0 27½	0 30
Peppers, white, whole	0 25	0 27
Pepper, black, whole	0 15	0 17
Pimento	0 15	0 17

RICE AND TAPIOCA.—Prices remain steady with no indications of lower prices. Demand is fair and of sufficient volume to maintain present price levels.

Rangoons—		
Rice, grade B, bags 250 lbs.	3 35	3 35
Rice, grade B, bags 100 lbs.	3 35	3 35
Rice, grade B, bags 50 lbs.	3 35	3 35
Rice, grade B, pockets 25 lbs.	3 45	3 45
Rice, grade B, ¼ pockets, 12½ lbs.	3 55	3 55
Rice, grade C.C., bags 250 lbs.	3 25	3 25
Rice, grade C.C., bags 100 lbs.	3 25	3 25
Rice, grade C.C., bags 50 lbs.	3 25	3 25
Rice, grade C.C., pockets 25 lbs.	3 35	3 35
Rice, grade C.C., ¼ pockets, 12½ lbs.	3 45	3 45
India bright, 250 lb. bags	3 50	3 50
Lustre, loose, 250 lb. bags	3 60	3 60
Patna, polished	4 40	4 40
Finest imported Patna, 224 lb. bags	5 37½	5 37½
Finest imported Patna, 112 lb. bags, bag	5 50	5 50
Finest imported Patna, 56 lb. bags	6 25	6 25
Pearl	4 00	4 00
Sparkle	5 10	5 10
Crystal	5 10	5 10
Snow	5 30	5 30
Imperial Glace	4 90	4 90
Ice Dips	5 45	5 45
Canadian Caroline rice	7 10	7 10
Imported Caroline rice, hand picked	8 00	8 00
Imported Caroline rice, fancy	8 00	8 00
Brown sago, lb.	0 08½	0 09½
Tapioca, medium, pearl, lb.	0 05½	0 06
Seed, lb.	0 05	0 06

NUTS.—The only feature of the nut market this week was the advance in Brazils which are now quoted at 19 to 20c instead of 16 to 17c as formerly. This advance is due to shortage. Peanuts are selling exceptionally well and prices are firm. Other prices remain the same.

In shell—		
Brazils	0 19	0 20
Filberts, Stidly, per lb.	0 12½	0 13
Filberts, Barcelona, per lb.	0 11	0 13
Tarragona Almonds, per lb.	0 16	0 16½
Walnuts, Myrtle Grenoble, per lb.	0 15	0 14½
Walnuts, Marbots, per lb.	0 13½	0 14½
Walnuts, Corpes, per lb.	0 11	0 12
Hungarian	0 13½	0 15
Shelled—		
Almonds, 4 crown, selected, per lb.	0 42	0 50
Almonds, 3 crown, selected, per lb.	0 35	0 37½
Almonds, 2 crown, selected, per lb.	0 31	0 32
Almonds (in bags), standard, lb.	0 27	0 28
Cashews	0 15	0 17
Peanuts—		
American—		
Japanese roasted	0 08½	0 08½
Coon, roasted	0 08½	0 08½
Diamond G, roasted	0 11	0 12
Bon Ton, roasted	0 10	0 12
Sun, roasted	0 10	0 12
Spanish No. 1	0 12½	0 12½
Virginia No. 1	0 13½	0 13½



# THE CANADIAN GROCER

Pecans, jumbo .....	0 18	0 20
Pistachios, per lb. ....	0 75	
Walnuts—		
Bordeaux, halves, bright .....	0 27	0 28
Broken .....	0 27	0 28

## ONTARIO MARKETS.

### POINTERS—

- Sugar—Situation doubtful.
- Coffees—Easier.
- Molasses—Hand-to-mouth buying.
- Black Pepper—Advancing.
- Nuts—All advancing.
- Beans—Easier.
- Collections—A shade slow.

Toronto, June 11.—Business generally is fairly quiet but with more marked signs of warm weather prevailing is picking up somewhat. The decidedly marked dullness which, until some weeks ago prevailed, appears to have let up pretty much, and although trading is still quiet, conditions are not likely to improve markedly before definite indication is given of this season's grain crops.

Collections continue a little slow, but dealers are still optimistic and claim that situation is somewhat better this week. There appears to be no working with banks at all just now on the part of the trade.

In Toronto, conditions too are somewhat dull. Reports being received daily of the percentage of money coming in show shortage over other years, but with prospects of finer weather dealers still stand optimistic, and predict an early betterment in the situation.

**SUGAR.**—“This is a good time to stay out of the market until various forces now bearing on sugar situation are worked out. Between present large output, and financial difficulty it is hard to come to a definite conclusion on the market. Should a new European war break out, or any disturbing condition arise which would affect the European beet crop, then market for raws would be disturbed and refined would likely follow in the same direction. But should no such disturbing element enter, and the predicted large crop be successfully harvested, a slump would appear quite possible or even probable.” Such is the situation in sugar as seen by one of the trading brokers this week.

Buying is all hand-to-mouth, no one considering situation sufficiently settled to stock up.

Year ago granulated in bags sold in Toronto at \$5.35, a difference of 95 cents as compared with \$4.40 ruling to-day.

Extra granulated, bags .....	4 40
Extra granulated, 20-lb. bags .....	4 60
Extra granulated, 5-lb. cartons .....	4 70
Extra granulated, 2-lb. cartons .....	4 70
Second grade granulated .....	4 25
Yellow, bags .....	4 00
Barrels of granulated and yellow will be furnished at 5 cents above bag prices.	
Extra ground, bbls. ....	5 00
Extra ground, 50-lb. boxes .....	5 00
Extra ground, 25-lb. boxes .....	5 20
Powdered, bbls. ....	4 00
Powdered, 50-lb. boxes .....	5 00
Powdered, 25-lb. boxes .....	4 80
Crystal diamonds, 5 lb. boxes .....	7 10
Crystal Dominoes, 5 lb. boxes .....	7 20

Paris lumps, in 100-lb. boxes .....	5 15
Paris lumps, in 50-lb. boxes .....	5 25
Paris lumps, in 25-lb. boxes .....	5 45
Paris lumps, cartons, 20 to case .....	0 35

**SYRUPS AND MOLASSES.**—Buying at present is decidedly of hand-to-mouth variety. Large consignments are being received at Halifax and Eastern ports from the islands owing to inability to hold stocks in South. Situation, however, shows little change, save that buying is a little closer to actual requirements.

Last report from Barbadoes states that molasses are dull and neglected owing to lack of demand from Canada and United States. This, in turn, the report states, is owing to high price of Barbadoes sugar.

<b>Syrups—</b>		<b>Per case.</b>
2 lb. tins, 2 doz. in case .....	2 40	
5 lb. tins, 1 doz. in case .....	2 75	
10 lb. tins, ½ doz. in case .....	2 85	
20 lb. tins, ¼ doz. in case .....	2 60	
Barrels, per lb. ....	0 03¼	
Half barrels, lb. ....	0 03¼	
Quarter barrels, lb. ....	0 03¼	
Pails, 25½ lbs. each .....	1 75	
Pails, 25 lbs. each .....	1 25	
<b>Molasses, per gallon—</b>		
New Orleans, barrels .....	0 27	0 29
New Orleans, half barrels .....	0 29	0 31
West Indies, barrels .....	0 28	
West Indies, half barrels .....	0 30	
Barbados, fancy, barrels .....	0 45	0 47
Barbados, fancy, half barrels .....	0 49	0 50
<b>Maple Syrup—Compound—</b>		
Gallons, 5 to case .....	4 00	
½ galn., 12 to case .....	5 40	
¼ galn., 24 to case .....	4 80	5 40
Pints, 24 to case .....	2 70	3 00
<b>Maple Syrup—Pure—</b>		
5 gallon cans, 1 to case .....	1 25	
Gallons, 5 to case .....	6 60	3 00
¼ galn., 12 to case .....	7 25	3 40
Quarts, 24 to case .....	4 70	
Pints, 24 to case .....	0 14	0 15
<b>Maple Sugar—</b>		
Pure, per lb. ....	0 14	0 15
<b>Maple Cream Sugar—</b>		
24 twin bars .....	1 00	
40 and 48 twin bars .....	3 00	
Maple butter, lb. tins, dozen .....	1 90	

**DRIED FRUITS.**—Few prices are being quoted on new crop currants, but on whole, speculative basis is much same as year ago. Crop is reported somewhat smaller than that of last year.

Valencia raisin crop shows good increase over last year. Whether vines will yield as heavily as anticipated is uncertain as it takes some time to recover after two or three years of drought. Should crop be as large as expected, however, prices are likely to rule much lower this year.

Prunes continue to advance at coast, but, as yet, no change has been made in prices here.

Hallowee' dates advanced ¼ cent this week on primary market and packages are expected to go up ½ cent about September 1.

<b>Apricots—</b>		
Standard, 25-lb. boxes .....	0 14	
Choice, 25-lb. boxes .....	0 16	
Fancy .....	0 18	0 22
<b>Candied Peels—</b>		
Lemon .....	0 11	0 12¼
Orange .....	0 12	0 13
Citron .....	0 15	0 19
<b>Currants—</b>		
Fine Filistras, per lb. ....	0 07	
Choicest Amalas, per lb. ....	0 07¼	
Patras, per lb. ....	0 07¼	
Choice Vostizias .....	0 10	
Shade dried Vostizias .....	0 10¼	0 11
Cleaned, ¼ cent more.		
<b>Dates—</b>		
Fards, choicest, 12-lb. boxes .....	0 05¼	0 05¼
Fards, choicest, 50-lb. boxes .....	0 07	0 07¼
Package dates, per pkg. ....	0 05¼	0 07¼
Evaporated apples .....	0 05¼	0 07
<b>Figs—</b>		
Natural figs, in bags, lb. ....	0 05	0 07
Comadre figs, in taps, per lb. ....	0 04	0 04¼
Eleme figs, in boxes, according to size, lb. ....	0 05¼	0 15
<b>Peaches—</b>		
Standard, 25-lb. boxes .....	0 09	
Choice, 25-lb. boxes .....	0 11	0 12¼
Choice, 50-lb. boxes .....	0 07¼	0 08

<b>Prunes—</b>		
30 to 40, in 25-lb. boxes, faced .....	0 12¼	0 13¼
40 to 50, in 25-lb. boxes, faced .....	0 11¼	0 11¼
50 to 60, in 25-lb. boxes, faced .....	0 09	
60 to 70, in 25-lb. boxes, faced .....	0 07¼	
70 to 80, in 25-lb. boxes, faced .....	0 07	
80 to 90, in 25-lb. boxes, faced .....	0 05¼	0 05¼
90 to 100, in 25-lb. boxes, faced .....	0 05	0 05
Same fruit in 50-lb. boxes, unfaced, ½ cent less.		

<b>Raisins—</b>		
Sultana, choice .....	0 10	0 12
Sultana, fancy .....	0 12	0 14
Valencias, selected, new .....	0 09	0 09¼
Valencias, old stock .....	0 07¼	0 08
Seeded, 1 lb. packets, fancy .....	0 08	0 08
Seeded, 1 lb. packets, choice .....	0 06¼	0 07

**TEA.**—Teas of good quality on London auction are at the moment a trifle cheaper, but simply owing to a following off of quality. All big dealers predict a higher market. Some of the gardens in Assam have been hailed out rendering a scarcity more particularly in quality teas. At present, anything under 9s 6d. is being keenly competed except in red, stocky stuff.

Colombo samples still continue uninteresting, so that few sales are being made there for this trade.

**COFFEE.**—Coffees are all weaker this week. Not only has there been a weakening on part of Brazil holders, but financial situation is also having decided bearing on market. Brazil offerings have been dull. No. 3 Santos have been sold for 14¼c for arrival, which is a reduction of fully 2 cents over a month ago. General feeling is that while coffees have reached a lower level than for some time, prospects are not now for a lower market, and there might even be a strengthening up again.

Rio, roasted .....	0 18¼	0 21
Green, Rio .....	0 18	0 20
Santos, roasted .....	0 23	0 25
Marricabo, roasted .....	0 25	0 28
Bagatibo, roasted .....	0 27	0 28
Mocha, roasted .....	0 30	0 32
Java, roasted .....	0 32	0 35
Mexican .....	0 27	0 28
Gautemala .....	0 26	0 28
Jamaica .....	0 24	0 25
Chicory .....	0 11	0 13

**SPICES.**—Further slight advance has been made on black peppers on primary market, but no change has here been effected. Cloves continue steady, but still with a tendency to weakness until new crop begins. Celery seed continues high, and likely to remain at present high level for some time yet.

	<b>5 and 10 lb. Tins.</b>	<b>¼ lb. pags.</b>	<b>¼ lb. tins doz.</b>
Allspice .....	14-17	65-70	70-80
Casia .....	22-27	72-80	80-90
Cayenne pepper .....	22-25	72-80	80-115
Cloves .....	30-35	1 05-0 95	1-1 05
Cream tartar .....	30-31		
Curry powder .....	35		
Ginger .....	22-27	65-0 85	75-0 85
Mace .....	75-1 00		0-2 75
Nutmegs .....	25-30	90-0 00	1 00-0 80
Peppers, black .....	19-22	67-0 75	80-0 80
Peppers, white .....	27-29	90-1 05	1 05-1 15
Pastry spice .....	20-27	65-0 95	75-1 10
Pickling spice .....	14-18	75-0 00	75-0 00
Turmeric .....	16-18		

Range for pure spices according to grade. Pails or boxes 2 cents per lb. below tins. Barrels 3 cents below tins.	
Cardamom seed, per lb., in bulk .....	2 25 1 90
Cinnamon, Ceylon, per lb. ....	0 50
Mustard seed, per lb., in bulk .....	0 10 0 12
Celery seed, per lb., in bulk .....	0 60 0 70
Shredded cocconut, in pails .....	0 17 0 20

**RICE AND TAPIOCA.**—Rice continues steady and high. Tapioca shows some weakening, but only slight. Demand for both is good.

		<b>Per lb.</b>
<b>Rice—</b>		
Rangoon, per lb. ....	0 05¼	0 05
Rangoon, fancy, per lb. ....	0 05¼	0 05¼
Patna, per lb. ....	0 05¼	0 05¼
Japan, per lb. ....	0 05¼	0 05
Java, per lb. ....	0 05¼	0 07
Carolina, per lb. ....	0 05	0 10



# THE CANADIAN GROCER

Sago—		
Brown, per lb.	0 05	0 05½
White, per lb.		0 05½
Tapioca—		
Bullet, double goat		0 00½
Medium pearl		0 05
Seed pearl		0 05½
Flake		0 00½

**BEANS.**—Stocks of imported are now pretty well exhausted. Some Canadian H.P. are coming in again but prices are much lower. People having beans in storage have had to come forward and dispose of their holdings owing to banks getting after them.

As a result of satisfaction given this year by foreign beans, it is expected that next season people will look for these, turning more especially to Belgium and Austria.

Prices now are much easier, H. P. going at \$2.25 per bushel, and cheaper grades at \$1.80 to \$2.00.

## CANNED GOODS.

Toronto, June 11.—Some firms are now making marked reductions in prices of canned goods. Peas can be bought anywhere from 90 cents to \$1.25 according to firm offering. Corn ranges from 85 cents to 95, and tomatoes from \$1.20 up. It is expected that there will be a good size carry-over on both peas and corn, and whether wholesalers carry tomatoes over or not, retailers are so heavily stocked that many of last year's pack are likely to appear for sale again next season.

## MANITOBA MARKETS.

### POINTERS—

Prunes—Up ½ cent.

Apricots—Firm.

Winnipeg, June 11.—Bright sunshine and thunder showers during past week have been most favorable to the growing crops and have had a stimulating effect on business situation and a general air of confidence now prevails.

Wholesale trade is showing some improvement and orders coming in show more inclination to stock up on part of retailers.

Collections are a little better and an improvement in this respect is anticipated now that seeding is finished and any farm reserves of grain will find their way on the market.

Industrial conditions here are satisfactory. City building permits are now between eight and nine million dollars and civic improvements are employing large number of men. There appears to be a sufficiency of farm help for present needs but many laborers could be employed in the country as soon as haying starts.

Fruit juices and hot weather specialties are now good lines to feature.

**SUGAR.**—Sugar market in the East is reported a shade firm. There is a moderate demand at present which is not likely to increase until the preserving season begins.

Extra standard granulated, per bbl.	4 85
Montreal yellow, per bbl.	4 45
B.C. yellow, per barrel	4 45
Icing sugar, per barrel	5 45
Powdered, per barrel	5 25
Lumps, hard, per barrel	5 75
Sugar in sacks, 5 cents less.	

**SYRUPS.**—A featureless normal trade in syrups is passing. There is never a very active summer line but with always a little doing.

Corn Syrups—	
2 lb. tins, per case	2 28
8 lb. tins, per case	2 63
10 lb. tins, per case	2 51
20 lb. tins, per case	2 62
Barrels, per 100 lbs.	3 82
Molasses, New Orleans, gal.	0 33
Molasses, Barbados, gal.	0 45
Maple syrup, quart, per case	6 20
Maple syrup, ½ gal.	5 85

**DRIED FRUITS.**—An advance of ½ cent on prunes will hardly come as surprise to readers of The Grocer and those who are in close touch with the Californian market anticipate further advances. Apricots are also higher.

Prunes—	Per lb.
Prunes, 90 to 100, 25 lbs.	0 05¼
Prunes, 80 to 90, 25 lbs.	0 06
Prunes, 70 to 80, 25 lbs.	0 06¼
Prunes, 60 to 70, 25 lbs.	0 06¾
Prunes, 50 to 60, 25 lbs.	0 08
Prunes, 40 to 50, 25 lbs.	0 10
Apricots—	
Choice	0 15¼
Standard	0 13¼
Slab	0 11¾
Nectarines	0 11¾
Cooking Figs—	
Choice boxes	0 06¼
Half boxes	0 06¼
Valencia Raisins—	
Fine, f.o.s., 28s, s.p., per box	2 75
Fine, selected, 28s, s.p., per box	2 70
4-crown layers, 22s, s.p., per box	2 65
4-crown layers, 17s, s.p., per box	1 35
4-crown layers, 17s, s.p., per box	0 75
Ne plus ultra, 82s, s.p., per box	2 20
Sultanas—	
California	0 09¾
Smyrnas	0 14
Currants—	
Dry clean, per lb.	0 07¼
Washed, per lb.	0 07¾
1-lb. package	0 08¾
2-lb. package	0 17¾

TEAS AND COFFEES.—The retail demand for teas and coffees usually slackens a little during hot weather. No changes in prices are reported.	
Coffee—	
Green Rio, No. 5	0 16¼
Roasted Rio	0 21
Green Santos	0 17
Roasted Santos	0 23
Chicory	0 11¼
Teas—	
China blacks, choice	0 25
India and Ceylon, choice	0 32
Japans, May picking	0 35
Japans, choice	0 35

**NUTS.**—Peanuts are firm following last week's advance and trade all round is a little more active. Shelled almonds are scarce and expected to be high priced in near future.

Brazil	0 18	0 19
Tarragona almonds		0 16¼
Peanuts, roasted, Jumbos		0 13
Peanuts, choice		0 11
Pecans		0 22
Marbet walnuts		0 15¼
Grenoble walnuts		0 16
Shelly filberts		0 11¼
Shelled almonds	0 33	0 34
Shelled walnuts		0 31

## NEW BRUNSWICK MARKETS.

### By Wire.

St. John, June 10.—This week shows few changes of interest. Dealers report encouraging business aided by continued warm weather. Collections are better.

There is a little movement in most staples. Oats and oatmeal have advanced slightly. Sugar is weaker and changes are being looked for. Barrelled beef and pork probably will be higher shortly. Cornmeal is already higher,

bags now being quoted at \$1.50. Compound lard is up to 11¼. Local advices are that flour may be lower before long. Eggs are slightly firmer and are quoted at 21 to 23 hennery. Butter is easier owing to better supplies coming. Few native vegetables have been received up to the present and trade is still taking American.

Bacon, roll	0 15	0 16
Bacon, breakfast	0 18	0 20
Beans, Austrian, bushel	2 30	2 65
Beans, yellow eye, bushel	3 30	3 35
Butter, dairy, per lb.	0 28	0 30
Butter, creamery, per lb.	0 30	0 32
Buckwheat, W., grey, bag	2 75	2 85
Cheese, lb.	0 12¼	0 13¼
Cheese, new, lb.	0 13	0 14¼
Currants, 1's, lb.	0 07¾	0 08

Canned Goods—		
Beans, baked	1 30	1 35
Beans, string	1 05	1 15
Corn, doz.	1 40	1 45
Peas, No. 4	1 43¼	1 45
Peas, No. 3	1 45	1 50
Peas, No. 2	1 80	1 85
Peas, No. 1	1 55	1 60
Peaches, 2's, doz	2 35	2 40
Peaches, 3's, doz.	2 20	2 25
Raspberries, doz.	2 20	2 25
Strawberries	1 65	1 70
Tomatoes	1 65	1 70
Cornmeal, gran.	1 05	1 15
Cornmeal, bags	0 21	0 23
Cornmeal, bbls.	6 25	6 30
Eggs, hennery	5 65	5 70
Flour, Manitoba	0 15¼	0 16¼
Flour, Ontario	0 15¼	0 16¼
Lard, compound, lb.	0 15¼	0 16¼
Lard, pure, lb.	0 15¼	0 16¼
Lemons, Messina, per box	3 50	4 00
Molasses, Barbados, fancy	0 30	0 35
Oatmeal, rolled	5 25	5 30
Oatmeal, std.	29 00	29 00
Pork, domestic mess	27 00	27 00
Backs, American clear, bbl.	1 40	1 40
Potatoes, barrel	0 08	0 09
Raisins, California, seeded	3 85	3 95
Rice, per cwt.	8 25	8 50
Salmon, Case—		
Red Spring	8 50	8 75
Cochoes	8 50	8 75
Sugar—		
Standard granulated	4 50	4 50
United Empire	4 40	4 40
Bright yellow	4 30	4 30
No. 1 yellow	4 00	4 00
Paris lumps	5 60	5 60

## NOVA SCOTIA MARKETS.

### By Wire.

Halifax, June 10.—Halifax grocery jobbers report business quite brisk for season of year. Many fishing vessels are arriving and taking supplies before proceeding to Banks. Receipts of butter are improving and price has eased off somewhat. Fruit is in good demand. Bananas have dropped quarter of a cent to 3¾ cents per pound. Oranges are scarce and higher. About only stock now on market is Mediterranean sweets which sell at \$5.50 case. Egyptian onions are up quarter cent to 2½c. Pineapples dropped 25 cents to \$.25 per crate. Sales of sugar are fairly heavy and price unchanged.

Apples, No. 1, per bbl.	4 00
Bacon, side, per lb.	0 15¼
Bananas, per lb.	0 37¼
Butter, creamery, per lb.	0 31
Cheese, per lb.	0 15
Currants, Cape Cod, per barrel	14 00
Currants, Vostinnas, per lb.	0 08¾
Canned Goods—	
Corn, 2's, per doz.	1 30
Peas, 2's, per doz.	1 07¼
Raspberries, 2's, per doz.	2 37¼
Strawberries, 2's, per doz.	2 37¼
Tomatoes, 2's	1 40
Cornmeal, per bag	1 00
Eggs, fresh, per dozen	0 17
Flour, Ontario, 80 per cent.	5 25
Flour, Manitoba best, per bbl.	6 15
Grapefruit, per case	5 50
Hams, per lb.	5 30
Lemons, per case	5 00
Oatmeal, std., per sack	2 85
Onions, Egyptian, per lb.	0 02¼
Oranges, Florida, per case	5 50
Oranges, navel, per case	5 25
Pork, American clear, per bbl.	27 00
Potatoes, per bag	1 50
Raisins, Cal. sunny, per lb.	0 08
Rollled oats, per bbl.	5 25
Salmon, Sockeye, per case	30 25
Sweet potatoes, per hamper	2 00



# FLOUR & CEREAL DEPARTMENT



## Greater Firmness Prevails in Mill Feeds

**Surplus Being Worked Off and Advance Expected to Follow—  
Price of Wheat Ruled Still Higher—Flour Market Firm, But  
Shows Little Sign of Advancing for Some Time Yet—Corn-  
meal Firmer.**

On Monday, July wheat in Winnipeg touched the high point of 99 $\frac{1}{4}$ c. Tuesday it fell off to 98 $\frac{3}{8}$ c, which even yet is an advance of 3 $\frac{1}{4}$ c on the week. October wheat, too, is selling high, closing at 91 $\frac{7}{8}$ c on Tuesday. With wheat continuing to hold up, millers are even more anxious to see an advance, but with buyers inclined to be bearish and buying only for immediate needs, advance has not yet taken place. Another opposing factor is that for export Canada continues out of line. At one time on Tuesday there was a difference of 9c on price of wheat between Minneapolis and Winnipeg, giving Minneapolis a decided advantage on flour. Reduction on ocean freight rates has helped some to stimulate demand, but the change is not sufficiently marked to effect any great business.

Should dry weather continue, demand for feeds increasing would rapidly take up all surplus, and cause prices to advance. This, leaving a slightly greater margin on feeds, would tend to hold off an advance in flour. Altogether the question appears to be one of time, but there is little doubt that at first opportunity millers will put up flour, and attempt to retrieve losses which they claim they have been incurring during past week.

Receipts of flour for the week in Montreal were 46,325 sacks, as compared with 92,218 sacks for same period last year. Exports for the week were 87,314 sacks, as against 126,938 sacks for the same week of last year.

The stocks of flour in store on spot in Montreal were:

June 7-13	....	182,276	sacks.
May 31-13	....	199,267	"
June 8-12	....	152,474	"

### MONTREAL.

**FLOUR.**—Feature of week in flour market has been increased domestic demand for spring wheat grades. This seems to foretell heavier buying on part of jobbers and retailers. As their

stocks are low and prospects for lower prices seem very distant owing to high price of wheat, they have evidently thought it wise to lay in their storage stocks at present prices.

Export demand is poor, but in spite of this fact prices are being maintained firmly.

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

**CEREALS.**—Cereal market is firm at new level, and advance of last week is being well maintained. Demand is steady and of sufficient volume to assure prices keeping at higher level for present at least. Weather is favorable, and millers are inclined to belief that prices will go a little higher, but this will depend upon demand to a considerable extent.

Cornmeal is quiet and steady at last week's prices.

Receipts of rolled oats for week were 450 sacks, as against 2,250 for corresponding week last year. Exports for week were 2,400 sacks and 325 cases, as against 4,480 sacks and 4,163 cases for same period last year.

Rolled oats, in 25 sack lots .....	2 10
Rolled oats, in single bag lots .....	2 25
Rolled oats, in bbls. ....	4 45
Standard oatmeal, in single bag lots .....	2 31
Granulated oatmeal, in single bag lots .....	2 31
Fine oatmeal, in single bag lots .....	2 31
(In 25 bag lots the price of the above is 10c lower.)	
Rolled wheat, in barrels .....	2 70
Hominy, in 98 lb. sacks .....	2 00
Cornmeal, in 98 lb. sacks .....	1 85
Rolled oats, in cotton sacks, 5c more.	1 90

**MILL FEED.**—There is no change in local mill feed market except that demand is better and stocks are getting back to normal. Outside millers are cutting prices on bran and shorts, and about 25 cars of bran were sold here last week at \$15 and shorts at \$18, including bags. Local millers, however, refuse to meet this competition, as they are daily receiving bids from United States points that net them \$17 for bran and \$19 for shorts, and result is that they are holding prices up to that level for domestic business.

Bran, in car lots, per ton .....	18 00	17 00
Shorts, in car lots, per ton .....	19 00	19 00

Middlings, in car lots, per ton .....	21 00	21 00
Wheat moulee, per ton .....	23 00	25 00

### TORONTO.

**FLOUR.**—"We have to make our bran sell our flour," stated one miller this week. "Up to Tuesday we sold bran in straight cars, but now will sell in none but mixed." Now that bran is so low, dealers are putting a condition to bulk sales, and thus building up a trade for flour at same time.

#### Manitoba Wheat.

1st patent, in car lots, bags .....	5 40
2nd patents, in car lots, per bbl .....	4 90
Strong bakers, in car lots, per bbl .....	4 70
Feed flour, in car lots, per ton .....	30 00
Flour, in cotton sacks, 10c per barrel more.	

#### Winter Wheat.

Fancy patents, domestic consumption .....	4 70	4 90
Patents, 90 p.c. domestic consumption .....	4 55	4 85
Straight roller, domestic consumption .....	4 35	4 55
Blended domestic consumption .....	4 85	5 15

**CEREALS.**—So firm do rolled oats hold at advance reported last week that even further advances are expected. "If the market continues to hold up, I wouldn't be surprised to see another advance again next week," stated one dealer. Oats are high, and, though demand is not brisk for domestic, yet export is picking up, and with States out of line, a good firm market is anticipated.

Cornmeal continues firm. One mill, which up to present has been shading as low as \$1.67 $\frac{1}{2}$ , is now firm at \$1.70, and looks for continued firmness to prevail.

Rolled oats, small lots, 90 lb. sacks .....	2 15	2 20
Rolled oats, 25 bags to car lots .....	2 05	2 10
Standard and granulated oatmeal 10 per cent. over rolled oats in 90's in jute.		
Rolled wheat, 50 lb. boxes .....	1 50	
Rolled wheat, small lots, 100-lb. bbls. ....	2 85	
Rolled wheat, 5 barrel to car lots .....	2 70	
Cornmeal, 98 lb. bags, 25 bag lots, best quality .....	1 70	1 90
Cornmeal, 98 lb. bags, 25 bag lots, coarser grades .....	1 50	1 65
Rolled oats in cotton sacks 5 cents more.		

**MILL FEEDS.**—Demand from Continent has picked up to such an extent that millers are now cabling orders, but prices are not considered high enough here. One miller states: "Millers would be foolish to send bran to the Continent when there is a chance of the duty coming off to the States, and when, even now, a better price can be obtained there, duty and all."

Bran is much firmer this week. With increased demand surplus will soon be cleaned up, when an advance would be justified. "Within a couple of weeks

Bran, in car lots, per ton .....	17 00	18 00
Shorts, in car lots, per ton .....	19 00	20 00
Middlings, in car lots, per ton .....	21 00	23 00
Wheat moulee, in car lots, per ton .....	23 00	25 00





# Fruit and Vegetable Dept.

## Slump in New Potatoes; Pines Up \$1

Virginia Begins to Ship Potatoes Before Trade is Ready—  
Crop Heavy and Sizes Large—Florida Pines Now Only Variety on Market—California Fruits Arriving.

### MONTREAL.

**GREEN FRUITS.**—Fruit market was dull past week owing to unfavorable weather. Prices, however, are being maintained even under these adverse conditions. New fruits are arriving and auctions are well patronized by buyers. Cherries are higher this week owing to short supplies, but with car lots arriving the price will go lower. Apricots are making their debut at \$1.95 to \$2.50 per four basket crate. Watermelons are cheaper at 40 to 50c each. Cantaloupes are still coming by express but are not generally handled. This is also the case with Lawtonberries which are retailing here at 25c per quart. Limes are cheaper at \$1.75 per box. Havana pineapples are very poor and Floridas are taking their place at much higher prices. Apples are practically off market. Bananas remain steady at last week's price.

<b>Apples—</b>	
Ben Davis XXX.	4 50
Spies, first grade, per barrel	5 50
Spies, second grade, per barrel	5 50
Russets, No. 1, per barrel	5 00
Russets, No. 2, per barrel	2 75
Apricots, per 4 basket crate	1 95
Bananas, crated	1 25
Cherries, California, 7-lb. box	2 25
Cocconuts, per bag	5 00
Grape fruit, Florida, case	4 25
Grape fruit, Cuban	2 75
Lemons	4 50
Limes, Florida, per box	1 75
Oranges, late Californias	6 00
Oranges, late Valencias	6 00
Oranges, Valencias	5 50
Pineapples, Havana	2 50
Pineapples, Florida—	
3s, per case	3 50
4s, per case	3 75
5s, per case	3 25
Strawberries, per quart	0 12½
Watermelons, each	0 40

**VEGETABLES.**—Vegetable market is lower this week owing to increased supplies coming forward. Most noticeable feature is sudden decline in new potatoes from \$7.50 to \$4.50 per bbl. and prices are weak at that low figure. New green peas are arriving and command \$3.50 per hamper. Lettuce is much cheaper. Boston lettuce is selling at \$2.00 per crate, while curly lettuce is selling at 40c per dozen bunches. Wax beans are cheaper at \$3.00 per hamper.

Florida tomatoes are cheaper, having slumped at the week end, owing to heavy stocks and little demand. It is expected that prices will advance again as soon as present stocks are cleared out. Cucumbers are cheaper, selling as low as 90c per dozen.

Asparagus, American, fancy, per crate	3 50	4 00
Asparagus, Canadian, 11-qt. basket	1 25	1 25
Beans, wax, per hamper	3 00	3 00
Beans, green, per hamper	3 00	3 00
Beets, new, per doz. bunches	1 40	1 40
Beets, old, per bag	1 25	1 25
Cabbage, new, crate of 4 to 5 doz	2 75	2 75
Carrots, new, per doz. bunches	0 80	0 80
Carrots, old, per bag	1 50	1 50
Cauliflower, hothouse, per dozen	4 00	4 00
Celery, Bermuda, small crate	4 50	4 50
Celery, Bermuda, large crate	10 00	10 00
Corn, green, per doz. ears	1 00	1 00
Cucumbers, per dozen	2 00	2 00
Cucumbers, per basket	3 50	3 50
Egg plant, doz.	2 50	2 50
Garlic, per bunch	0 15	0 15
Horse radish, per lb.	0 20	0 20
Indive, French, per lb.	0 20	0 20
Leeks, per bunch	2 00	2 00
Lettuce, Boston, crate of 2 doz.	2 00	2 00
Lettuce, curly, per doz. heads	0 40	0 40
Mushrooms, basket of 4 lbs.	3 00	3 00
<b>Onions—</b>		
Egyptian, per lb.	0 02¼	0 02¼
New, green, per doz. bunches	1 25	1 25
Oyster plant, Canadian	0 75	0 75
Peppers, green, small basket	0 50	0 50
Peas, green, per hamper	3 50	3 50
<b>Potatoes—</b>		
Bermuda, new, per bbl.	4 50	4 50
Green Mountains, car lots, bag	0 75	0 80
Quebec grades, car lots, bag	0 60	0 70
Quebec grades, small lots, bag	0 95	1 00
Sweet potatoes, basket	2 50	2 50
Radishes, per doz.	0 30	0 40
Rhubarb, per doz. bunches	0 15	0 25
Spinach, per bbl.	3 00	3 00
Tomatoes, Florida, fancy, case	3 00	3 25
Tomatoes, Florida, choice, case	3 00	3 00
Turnips, per bag	1 25	1 25
Water cress, per doz. bunches	1 00	1 00

### TORONTO.

**GREEN FRUITS.**—Cuban pines now arriving in New York show so much waste that few are being brought on to Toronto. Stock now coming is all from Florida. Sizes are a shade smaller but quality is fine and firm, making them quite desirable. Prices range about \$1 per case higher than Cubans.

Lemons and oranges are still on upward trend. Only cool weather is keeping prices down. Seven cases of lemons sold last week in New York at \$8 per case, and a general advance on that market of 75 cents per case has been made during past week. With warm

weather, prices may be expected to go out of sight.

A Toronto broker during past week sold two cars of oranges to go to Buffalo. This, he claims, is first time in history of orange trade that oranges have been sent back from this side to supply American markets.

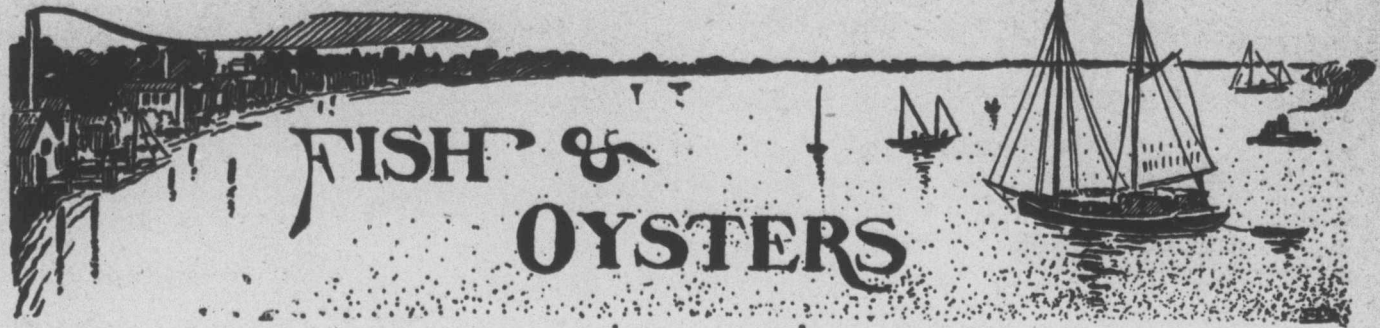
<b>Apples—</b>	
Ben Davis, first grade, per bbl.	3 00
Ben Davis, second grade, per bbl.	2 50
Apricots, per box of 4 bks.	3 00
Bananas, per bunch	1 75
Cantaloupes, 4s, per crate	6 00
Cherries, California, 11 and 13 rowed bxs.	2 50
Cocconuts, per sack of 80	5 00
<b>Grapefruit, Cuban—</b>	
4s, 5s and 6s	4 00
5s	3 75
6s	3 50
Lemons, Messina	4 50
Limes, per box of 100	1 50
Oranges, California Valencias	5 50
Oranges, Messina, oval ¼ box	2 50
Pineapples, Cuban, case of 24, 34, or 36.	3 00
<b>Pineapples, Florida—</b>	
4s, per case	2 75
5s, per case	3 00
6s, per case	3 50
7s, per case	3 75
Plums, per box of 4 bks.	2 75
Strawberries, Baltimore, quart	0 18
Watermelons, 27 to 30 lbs, each	0 50

**VEGETABLES.**—Potatoes now arriving from Virginia and North Carolina have caused marked slump in prices, bringing figures down to \$4.50 per barrel. No further drop is expected just at present as crop and sizes are both good, and owing to supplies of old on market demand is not yet heavy. Shipping before trade was ready is said to have been cause of so great slump last week.

Cabbage is scarce, and will likely remain so till Maryland begins to ship. This will likely appear next week. Owing to outdoor grown lettuce now appearing, market is much easier.

Asparagus, domestic, 11 qt. basket	1 75	2 00
Beans, green, hamper	2 75	2 75
Beans, wax, hamper	3 00	3 00
Beets, imported, box of 2 doz	1 75	1 75
Carrots, imported, per box	1 75	1 75
Cabbage, Virginia, new, crate of 4-5 doz.	2 50	2 50
Cucumbers, Florida, hamper	3 00	3 50
Lettuce, Boston heads, hamper	3 50	4 25
Lettuce, domestic heads, doz.	0 50	0 75
Lettuce, domestic case of 3 doz.	1 25	1 25
Mushrooms, per lb.	0 75	0 75
<b>Onions—</b>		
Egyptian, sack of 112 lbs.	2 00	2 50
Texas, Bermuda, 50-lb. crate	1 50	1 50
Bermuda, 50-lb. crate	1 50	1 50
Green, imported, per doz.	0 10	0 10
Peppers, green, basket	0 50	0 50
Peppers, green, hamper of 6 boxes	2 25	2 50
Parsley, large bunches, doz	0 75	0 75
Parsnips, per bag	0 50	0 50
Peas, green, hamper	3 50	3 50
<b>Potatoes—</b>		
New, per barrel	4 50	4 50
New Brunswick, per bag	1 00	1 25
Ontario, per bag	0 75	0 85
Radishes, doz. bunches, domestic	0 20	0 20
Rhubarb, domestic, doz. bunches	0 25	0 40
Spinach, Canadian, hpr.	0 75	0 75
Tomatoes, Florida, case	3 00	3 50
Water cress, domestic, 11-qt. basket	0 50	0 75





## Cold Weather Keeps Prices on Fish High

Mackerel Season Opening Well—Hauls Now Being Made  
Would Predict a Record Season—Indications Are For Lower  
Opening Prices on Frozen Halibut.

### MONTREAL.

FISH.—Fish market has few changes this week. First is the reduction in price of North Shore or Gaspé salmon owing to heavy receipts. These are in advance of demand, which is principally from summer resorts, and as yet is restricted owing to cold weather. Gaspé salmon is quoted at 13c to 15c this week, instead of 18c to 20c last week. Other change is a decline of 1c per pound in brook trout to 25c. Lobsters are advancing owing to close season in some parts and to fact that closed season will cover all lobster fisheries about end of June. Halibut fishing has been good, both on East and West coasts. It is stated that one firm alone on West coast has over 10,000,000 lbs. of halibut frozen, and there are a lot of frozen halibut on East coast as well. These heavy stocks assure the fact that opening prices on frozen halibut will be as low as last year, if not lower. Very few lake fish are arriving owing to stormy weather on Upper Lakes. Brook trout is also scarce, but other fish are plentiful. Demand is brisker this week owing to Jewish holidays. At present supplies of pike and pickerel are short.

#### FRESH FISH.

Barbotte (dressed), bullheads, per lb.....	0 09	0 10
Bluefish, fancy, per lb.....	0 15	0 15
Buck shad, each.....	0 30	0 30
Carp, per lb.....	0 07	0 07
Dores, per lb.....	0 11	0 12
Market cod, 200 lbs., per lb.....	0 05	0 05
Flounders, per lb.....	0 05	0 07
Haddock, fresh, per lb., by express.....	0 04	0 05
Salmon, B.C., red, per lb.....	0 15	0 15
Salmon, Gaspé, per lb.....	0 13	0 15
Steak cod, per lb.....	0 05	0 05
Trout, brook, per lb.....	0 25	0 25
Trout, lake, per lb.....	0 11	0 12
Frogs' legs, small to medium, per lb.....	0 25	0 25
Halibut, fresh, per lb.....	0 09	0 10
Herring, per 100 fish.....	1 20	1 20
Mullet, per lb.....	0 07	0 07
Mackerel, per lb.....	0 10	0 12
Pike, dressed.....	0 07	0 05
Perch, dressed.....	0 09	0 10
Whitefish, per lb.....	0 11	0 12

#### FROZEN FISH.

Herring, per 100 fish, medium.....	1 50	1 50
Haddock, per lb.....	0 04	0 05
Smelts, fancy.....	0 12	0 13
Smelts, No. 1, per lb.....	0 08	0 09
Salmon, fancy spring, per lb.....	0 14	0 15
Salmon, Gaspé, per lb.....	0 15	0 15
Salmon, Qualla, per lb.....	0 07 1/2	0 08
Whitefish, large, per lb.....	0 10	0 10
Whitefish, small, per lb.....	0 07	0 07

#### PREPARED FISH.

Boneless fish, in blocks, 20 lb. boxes, per lb....	0 05	0 05
Dry Pollock, 100 lb. bundle, per bundle.....	5 00	5 00
Pure cod tablets, 20 lb. boxes, per lb.....	0 10 1/2	0 10 1/2
Pure cod, 3 lb. box, per lb.....	0 15	0 15
Shredded cod, 2 doz. in box, per box.....	1 80	1 80
Boneless strip cod, 30 lb. box, per lb.....	0 10	0 10
Pure skinless cod, 100 lb. boxes, per lb.....	5 50	5 50

#### SALTED AND PICKLED.

Green cod, per bbl., 200 lbs., No. 1.....	7 00	7 00
Labrador herring, per bbl.....	5 00	5 00
Labrador herring, per half bbl.....	2 75	2 75
No. 1 mackerel, 20 lb. kits.....	1 75	1 75
No. 1 mackerel, half bbls.....	7 00	7 00
Lake trout, kegs.....	7 00	7 00
No. 1 green haddock, per 200 lbs.....	5 00	5 00
Salt eels, per lb.....	0 06	0 06 1/2
Salt sardines, bbls., 200 lbs.....	5 00	5 00
Salt sardines, half bbls.....	3 00	3 00
Scotch herring.....	7 00	7 00
Holland herring, bbl.....	9 00	9 00
Holland herring, half bbl.....	5 00	5 00
Holland herring, keg.....	0 70	0 75
Labrador salmon, bbls.....	15 00	16 00
Labrador salmon, half bbls.....	8 00	9 00
Sea trout, half bbls.....	6 50	6 50
Eels, per lb.....	0 08	0 08

#### SMOKED.

Bloaters, box.....	1 00	1 10
Eels, per lb.....	0 12	0 08
Haddies, fancy, fresh cured.....	0 05	0 07
Haddies, regular.....	0 05	0 07
Fillets, fancy, fresh cured, lb.....	0 12	0 12
Fillets, regular, lb.....	0 10	0 10
Herring, boneless, 10 lb. boxes, lb.....	0 10	0 12
Herring, new, smoked, per box.....	0 13	0 15
Kippers (small), per box of 50 fish.....	1 00	1 25
Smoked salmon, per lb.....	0 22	0 22

#### CRUSTACEANS.

Crab meats, per gal.....	2 00	2 00
Lobsters, live, per lb.....	0 20	0 20
Lobsters, boiled, per lb.....	0 22	0 22
Shrimps, per gal.....	2 00	2 00
Periwinkles, per bus.....	2 50	2 50
Prawns, per gal.....	2 00	2 00

#### SHELL FISH.

Scallops, per gal.....	2 75	2 75
Solid meats—Standards, gal., \$1.50; selecta, gal.....	2 00	2 00
Bulk standards, gal., \$1.50; selecta, gal.....	1 80	1 80
Clams, per bbls.....	7 00	7 00
Cape Cod shell oysters.....	12 00	12 00

### TORONTO.

FISH.—Cold weather is claimed to be only reason for keeping prices up so high. "Should we have three or four days of nice warm weather," states one dealer, "a decline in whitefish, trout, pickerel, pike and herrings would be the result." Already halibut and pike are easier, and further declines are expected. Fresh seas herring are expected soon now. Last of frozen stocks have all disappeared, so that now there is little frozen stock in any line left.

Lake herring and perch are both scarce, and have been advanced to 8c and 10c respectively. Mackerel are now appearing, and show fine stocks. Sizes are large, average weight being about 2 1/2 lbs. These sell at 23c to 25c each.

Restigouche salmon are beginning to come more plentifully, but prices still continue high. On whole, business is pretty brisk for season.

#### FROZEN FISH.

Roe shad, each.....	1 00	1 25
Whitefish, per lb., straight.....	0 09	0 10

#### FRESH CAUGHT FISH.

Eels, live, per lb.....	0 10	0 10
Flounders, per lb.....	0 07	0 07
Haddock, per lb.....	0 05 1/2	0 07
Halibut, per lb.....	0 11	0 12
Herring, per lb.....	0 05	0 05
Lobsters, live, per lb.....	0 25	0 40
Mackerel, average wt. 2 1/2 lbs., each.....	0 23	0 25
Perch, per lb.....	0 10	0 10
Pickerel, blue, per lb.....	0 05	0 05
Pickerel, yellow, per lb.....	0 12 1/2	0 12 1/2
Roe shad, each.....	1 00	1 50
Salmon, Restigouche, lb.....	0 25	0 30
Salmon, B.C., per lb.....	0 07	0 08
Steak cod.....	0 07	0 08
Trout, per lb.....	0 12	0 14
Whitefish, per lb.....	0 12	0 13

#### SMOKED.

Finnan haddie.....	0 07 1/2	0 05
Kippers.....	1 10	1 25
Smoked bloaters, 60s.....	1 25	1 25
Smoked fillets.....	0 13	0 13

#### PREPARED.

Cod, 2-lb. boxes, 12 to crate.....	2 80	2 80
Acadia cod, 2-lb. boxes, 12 to crate.....	2 80	2 80
Cod in loose strips, 25-lb. to box, lb.....	0 05 1/2	0 05 1/2
Shredded cod, 2 doz. pkgs. to box.....	2 25	2 25
Skinless, cwt. (100 lb. boxes).....	7 00	7 00

#### SALTED AND PICKLED.

Holland herring, per keg.....	0 80	0 85
Shrimps—		
Pike, per lb.....	0 06	0 07
1 gallon cans.....	1 25	1 25
2 gallon cans.....	2 40	2 40
3 gallon cans.....	4 80	4 80
Extra, per lb.....	0 15	0 15

### HALIFAX.

FISH.—Mackerel fishing off Nova Scotia this season gives promise of being the best for many years. Large shoals of fish are reported all along coast, and during latter part of week some large hauls were made. On Thursday a small fleet of vessels arrived here and landed 75,000 fish. This was best day's work for a long time. Fish are large and fat for so early in season, some weighing four pounds each. Fishermen received 15 cents a piece for them. A fleet of 35 American mackerel seiners are on the coast, and they also made good hauls.

Salmon are becoming more plentiful, and price is dropping. Last week 30 cents per pound was asked the consumer, and this week the price quoted was 18 cents.

Market is bare of lobsters. Recent storms have destroyed fishermen's gear, and as a result catch will be smaller than anticipated. The salt fish trade continues dull.





# Produce & Provisions



## Buyers Look for Decline in Price of Hogs

Claim This is the Only Chance for Them to Make Satisfactory Profits—Butter Market Easing Off and Declines Expected—'Loss-Off' System Has Tendency to Firm Up Egg Market.

Hogs have already dropped 25 cents below prices quoted week ago in Montreal and though late last week, prices soared in Toronto, a decline of 25 cents has been effected there also. Buyers are now looking for lower prices, and making a greater effort than ever to keep prices down. It is their contention that there is now no money in the packing business. Meats have about reached their limit, so that to make a profit they feel they will have to hammer down prices to a lower level.

Butter is easier this week with prospects of marked declines. Already a downward movement has set in in Montreal and prospects are for its continuance. Accumulations are increasing and at present high prices, storage men are not at all keen over laying away heavy stocks. Judging that market will likely be weaker later on, orders from Coast and North-west have also shown a falling off, so that an early decline in butter would seem quite probable.

So far, dealers find much satisfaction with way in which "loss-off" system of buying eggs is working out. Quality is showing an improvement, producers apparently being timorous for a little while at least when it comes to working off poor stocks. The hope is generally expressed that this improvement will continue to grow, and that the bad-egg business will be entirely eliminated.

Following table shows receipts of butter, cheese and eggs on Montreal market for past week, with comparisons:—

	Butter.	Cheese.	Eggs
For the week ending June 7, 1913	22,601	50,696	13,446
For the week ending May 31, 1913	16,533	41,643	12,963
For the week ending June 8, 1913	20,567	58,185	12,848
Season May 1 to June 7, 1913	77,320	149,938	83,207
Season May 1 to June 8, 1912	76,535	177,873	87,845

### MONTREAL.

**PROVISIONS.**—Hogs are more plentiful this week and as result, prices for live hogs declined to \$10 to \$10.25 per cwt. While somewhat in contradiction, price of dressed pork remains firm at \$15. Roll bacon and square cut should-

ers each advanced a half cent per lb. Picnic hams are firm at 15½c.

An advance on barrel pork has been announced for next week and it is probable that whole list may be revised with trend of prices upwards. Feature of market is plentiful supply of hogs and quietness of trading. Demand is quite brisk.

<b>HAMS—</b>	
Extra large sizes, 28 to 40 lbs., per lb.	0 17
Large sizes, 20 to 28 lbs., per lb.	0 18
Medium sizes, selected weights, 12 to 20 lbs., per lb.	0 20
Extra small sizes, under 12 lbs., lb.	0 20
Boned and rolled, large, 16 to 25 lbs., per lb.	0 20
Boned and rolled, small, under 12 lbs., per lb.	0 21
Picnic hams, 6 to 12 lbs., per lb.	0 15½
<b>BACON—</b>	
Breakfast bacon, heavy, 14 to 20 lb. sides	0 19
Fancy breakfast bacon, boneless, lb.	0 22
Windsor bacon, skinned, backs, lb.	0 22
Windsor bacon, skinned, backs, boneless, per lb.	0 26
Spiced roll bacon, boneless, short, lb.	0 17
Wiltshire bacon, 50 lb. sides, lb.	0 18
<b>SHOULDERS—</b>	
Square shoulders, boneless, per lb.	0 16½
Square shoulders, bone in, per lb.	0 15
Cottage rolls, small, 4 lbs., per lb.	0 20
<b>COOKED MEATS—</b>	
Roiled ham, small, skinless, boned, lb.	0 29
Jellied tongue, 10 lb., open tins, lb.	0 29
Headcheese, per lb.	0 08
English brawn, per lb.	0 11
Jellied hock, 6 lb. tins, per tin.	0 75
Cooked pickled pig's feet (in vinegar, 25 lb. kits), per lb.	0 07
<b>DRY SALT MEATS—</b>	
Long clear bacon, 50-70s, lb.	0 15½
Long clear bacon, 80-100s, lb.	0 14½
Flanks, bone in, not smoked, lb.	0 15½
<b>PURE LARD—</b>	
Tierces, 375 lbs., per lb.	0 14½
Tubs, 50 lbs., net, lb.	0 14½
Boxes, 50 lbs. net, per lb.	0 14½
Pails, wood, 20 lbs. net, lb.	0 14½
Pails, tin, 20 lbs. gross, lb.	0 14½
Cases, tins, 10 lbs., each, in case.	0 15
Cases, 3 and 5 lb. tins, 60 lbs. in case	0 15½
One pound bricks, 60 in case	0 15½
<b>COMPOUND LARD—</b>	
Tierces, 375 lbs., per lb.	0 09½
Tubs, 50 lbs. net, lb.	0 10
Boxes, 50 lbs., per lb.	0 09½
Pails, wooden, 20 lbs., net	0 10½
Pails, tin, 20 lbs., gross	0 09½
Cases, 10 lb. tins, 60 lbs. in case	0 10½
Cases, 3 and 5 lb. tins, 60 lbs. in case	0 10½
One pound bricks, 60 lb. cases	0 11½
<b>BARRELLED PORK.</b>	
Heavy Canada short cut mess, bbl., 35-45 pcs.	28 00
Canada short cut back pork, 45-55 pcs., bbl.	28 00
Heavy short cut clear pork, bbl.	28 00
Heavy clear fat backs, 40-50 pcs., bbl.	28 00
Heavy clear fat backs, 60-70 pcs., bbl.	27 00
Flank fat pork, bbl.	28 00
Pickled pigs feet, short, 300 lb. bbis., bbl.	6 00
<b>SUNDRIES.</b>	
Bologna, beef bungs, per lb.	0 08
New England ham, per lb.	0 14
Blood pudding, per lb.	0 08
White pudding, per lb.	0 07½
Sausage, farmer's, per lb.	0 08
Pure pork sausage, little pig casings, lb.	0 12
Tripe, in kits, 25 lbs., per lb.	0 08
<b>HOGS.</b>	
Live weight, per 100 lbs.	10 00
Dressed pork, per 100 lb.	10 25

**BUTTER.**—Prices of butter declined one cent per pound on all grades following decline on country butter boards. On Saturday country boards declined again and it is probable that prices will decline at a moment's notice, as market is weak at present. Receipts of butter are increasing which is another factor tending toward lower prices.

Fresh creamery print	0 28	0 27½
Creamery solids		0 27
Farmers' separator butter		0 24
Dairy prints, choice		0 24
Dairy solids		0 24

**EGGS.**—There is no change in egg market as regards prices but wholesalers state that there is noticeable improvement in quality of eggs arriving. This is condition that has long been sought. Receipts of eggs so far this season are behind last year, but there was a surplus last year, and when this is taken into consideration, conditions are practically the same. Demand is steady.

<b>Eggs—</b>	
New laid, in 30 doz. case, doz.	0 28
New laid, in cartons	0 28
Selects, in case, per doz.	0 28
No. 1, in case, per doz.	0 23

**CHEESE.**—Cheese market is featureless, and prices are steady at last week's quotations. Demand in London for old Canadian cheese is improving and prices are firmer. Country boards, however, are weaker and some have even declined. Stocks of cheese in hand are heavy and until these are reduced there will be few price changes.

Cheese—	New.	Old.
Large	0 15	0 14½
Twin	0 13	0 15
½ Twin		0 15
Stilton		0 17

**POULTRY.**—Only feature of poultry market is arrival of spring broilers which are selling at \$1.50 per 3 lb. pair. Only other arrivals are fat hens. Otherwise market is dull and uninteresting.

Broilers, spring, 3 lb. pair	1 50
Broilers, milk fed, frozen	0 25
Chickens, per lb.	0 20
Ducks, per lb.	0 21
Fowl, per lb.	0 17
Geese, per lb.	0 14
Turkeys, per lb.	0 25

### TORONTO.

**PROVISIONS.**—"Prospects are for a slight easing off in price of raw ma-



THE CANADIAN GROCER

terial," said one dealer this week. "As it is we're not making anything now because of high price of hogs, and should raw material decline somewhat it would give us a chance to make at least a little margin. While meats are now high I don't look for any further advance because consumers won't stand for it. On the other hand, however, I anticipate no decline, but look for a strong steady market. The decline in hogs is not likely to be enough to cause any change in meats."

Last week hogs reached the high level of \$10.10 per cwt. fed and watered. An effort was made to keep figures down to levels of previous week but prices got away from buyers. Already a decline of 25 cents has been made from that high level, and further declines are now anticipated.

<b>HAMS—</b>		
Light, per lb.	.....	0 20
Medium, per lb.	.....	0 20
Large, per lb.	.....	0 18 0 18 1/2
<b>BACKS—</b>		
Plain, per lb.	.....	0 23 0 24
Boneless, per lb.	.....	0 25 0 26
Pea meal, per lb.	.....	0 24 0 25
<b>BACON—</b>		
Breakfast, per lb.	.....	0 20 0 21
Roll, per lb.	.....	0 15 1/2 0 16
Shoulders, per lb.	.....	0 13 1/2 0 14 1/2
PICKLED MEATS—1c less than smoked.		
<b>DRY SALT MEATS—</b>		
Long clear bacon, light	.....	0 15 1/2 0 15 1/2
Long clear bacon, heavy	.....	0 15 0 15 1/2
<b>COOKED MEATS—</b>		
Hams, boiled, per lb.	.....	0 28 0 29
Hams, roast, per lb.	.....	0 29 0 30
Shoulders, boiled, per lb.	.....	0 21 1/2 0 22 1/2
Shoulders, roast, per lb.	.....	0 22 1/2 0 23 1/2
<b>BARRELLED PORK—</b>		
Heavy mess pork, per bbl.	.....	22 00 23 00
Short cut, per bbl.	.....	27 00 28 00
<b>LARD, PURE—</b>		
Tierces, 400 lbs., per lb.	.....	0 14 1/2 0 14 1/2
Tubs, 60 lbs., per lb.	.....	0 14 1/2 0 14 1/2
Pails, 30 lbs., per lb.	.....	0 15 0 15
Pails, 3 and 5 lbs., per lb.	.....	0 15 1/2 0 16 1/2
Bricks, 1 lb., per lb.	.....	0 16 0 16
<b>LARD, COMPOUND—</b>		
Tierces, 400 lbs., per lb.	.....	0 09 1/2 0 10
Tubs, 60 lbs., per lb.	.....	0 10 1/2 0 11 1/2
Pails, 30 lbs., per lb.	.....	0 11 0 11
<b>HOGS—</b>		
Live, f.o.b., per cwt.	.....	9 50
Live, fed and watered, per cwt.	.....	9 85
Dressed, per cwt.	.....	14 50

**BUTTER.**—An easier tone prevails in butter market this week although prices are quotably unchanged. So much dairy is offering that dealers have to discriminate in their values paying more than ever according to quality. Prices for buying are down now to about 24 cents, and owing to heavy make, selling prices are likely to drop in proportion. One dealer states: "Prices are now so high that to store would appear a poor gamble. In face of so much butter coming now from New Zealand and Australia present prices would allow too small a margin after holding all winter."

Some trouble is being found with fodder butter still offering. Feed supply in some parts has been so heavy that fodder butter was received even up to end of last week.

	Per lb.
Fresh creamery print	0 25 0 26
Farmers' separator butter	0 23 0 24
Dairy prints, choice	0 21 0 22
Dairy solids	0 18 0 19
Creamery solids	0 25 0 26

**EGGS.**—Scarcity has been felt in eggs during past week causing firmer tone to market. Continued cold weather has induced storage men to store heavily, and

has also made quality better and increased demand. Should warm weather now come on deliveries would likely be heavier than at present.

Fact that eggs are now being bought by "loss-off" system tends to reveal more distinctly number of bad ones, but quality is said to be well up to average.

<b>Eggs—</b>		
Strictly new laid, per doz.	.....	0 20 0 23

**CHEESE.**—"Old cheese is now getting into better hands, so that I wouldn't be surprised to see even higher prices," is one dealer's opinion of market situation. Though new is easier on outside boards, export has been heavy causing corresponding firmness on market here for old cheese.

<b>Cheese—</b>		
Old, large	.....	0 14 1/2 0 15
Old, twins	.....	0 15 0 15 1/2
New, large	.....	0 13 1/2 0 14
New, twins	.....	0 14 0 14 1/2

**POULTRY.**—Prices tend somewhat upward this week. One dealer sold 200 cases of frozen fowl at 16 cents on Tuesday, and in small lots prices run even higher, to 17 and 18 cents. Most chickens offering now are of such a size and age that they have to go out as fowl. No great quantity of broilers has as yet been received. Setting marketable weight at 1 1/2 lbs. so far has kept down offerings, but quantities are expected shortly. Some fresh turkeys, (old Toms) are offering. Prices on these rule at about 18 to 20 cents.

<b>Frozen—</b>		
Chicks, milk fed, lb.	.....	0 25 0 26
Chickens, dressed, lb.	.....	0 20 0 22
Ducks, dressed, lb.	.....	0 19 0 20
Fowl, dressed	.....	0 17 0 18
Turkeys, dressed	.....	0 24 0 25
Broilers, per lb.	.....	0 22 0 23
<b>Fresh—</b>		
Fowl, dressed, per lb.	.....	0 18 0 20
Fowl, live	.....	0 14 0 16
Spring broilers, 1 1/2 lbs. and over	.....	0 40 0 50
Turkeys, Old Tom, per lb.	.....	0 18 0 20

VALUE OF SYSTEMATIC COLLECTIONS.

"Does it pay to inject system into the handling of collections?" repeated a Goderich, Ont. merchant the other day. "Well, I just guess it does.

"See here. I wind up my financial year on May 31. This year when I totalled up everything I was surprised and tickled to find that although my business for 1912-13 was away in excess of the year before, yet my total cash receipts, including collections, for the year were \$100 in excess of the entire business done.

"How did I do it? Almost as simple as falling off a log. Pretty close to 75 per cent. of my business is credit, and as rule I'm carrying \$1,500 on my books. This last year I invested in a typewriter and worked out a sort of follow-up system of collection letters for use with my credit patrons. The result was that my cash receipts not merely kept pace with my business, but went ahead.

"It certainly pays to look after the collections in a systematic way. I calculate that my system has more than paid for itself, typewriter and all. My experience is that a lot of bad debts never become bad until they've been allowed to stand too long, and that a credit customer should be kept posted as to the amount owing, and, if he shows a tendency to become really delinquent, he should be gently but firmly looked after. My customers prefer systematic methods to the old hit-and-miss way."



Following items are from The Canadian Grocer of June 16, 1893:

"Lipton, the English packet tea man, is making arrangements to push his trade in Canada."

Editor's Note.—Thos. J. Lipton is today selling on the Canadian market. He is well known throughout the American Continent as an enthusiastic yachtsman.

"The warm weather had led to a somewhat better demand for lemons."

Editor's Note.—This was taken from our Montreal market report of 20 years ago, and serves equally well to-day as a gentle reminder to push lemon sales.

"The firm name of 'The Cowan Cocoa and Chocolate Co., Ltd.' has been changed to 'The Cowan Co., Ltd., for the sake of brevity.'"

Editor's Note.—This is another of our long established Canadian firms. At the present time The Cowan Co. are erecting a new building on Stirling Road, enlarging their plant.

WHERE LIES THE DIFFERENCE?

Jeweller (to grocer)—"I beg your pardon, but didn't I see you put two or three finger rings and a scarf pin in your pocket?"

Grocer—"Certainly. When you come into my place aren't you always picking up things and putting them in your mouth?"



# QUOTATIONS FOR PROPRIETARY ARTICLES

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

## BAKING POWDER.

### ROYAL BAKING POWDER.

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

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

### WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Baking Powder—5-lb. size, \$8.25; 1-lb. tins, \$2; 12-oz. tins, \$1.60; 8-oz. tins, \$1.20; 6-oz. tins, 90c; 4-oz. tins, 65c; 5c tins, 40c.

### BORWICK'S BAKING POWDER

Sizes.	Per doz. tins.
Borwick's ¼-lb. tins .....	1 35
Borwick's ½-lb. tins .....	2 35
Borwick's 1-lb. tins .....	4 65

### COOK'S FRIEND BAKING POWDER.

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

### In Tin Boxes—

No. 13, 1-lb., 2 dozen .....	3 00
No. 14, 8-oz., 3 dozen .....	1 75
No. 15, 4-oz., 4 dozen .....	1 10
No. 16, 2½-lb. ....	7 25
No. 17, 5-lb. ....	14 00

### FOREST CITY BAKING POWDER.

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

### BLUE.

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

### COUPON BOOKS—ALLISON'S.

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

### UN-NUMBERED.

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

For numbering cover and each coupon, extra per book, ½ cent.

## CEREALS.

### WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Breakfast Food, 2 doz. in case, per case, \$3.00.  
The King's Food, 2 doz. in case, per case, \$4.80.

White Swan Barley Crisps, per doz., \$1.

White Swan Self-rising Buckwheat Flour, per dozen, \$1.

White Swan Self-rising Pancake Flour per doz., \$1.

White Swan Wheat Kernels, per doz., \$1.50.

White Swan Flaked Rice, \$1.

White Swan Flaked Peas, per doz., \$1.

## DOMINION CANNERS.

Aylmer Jams.	Per doz.
Strawberry, 1912 pack .....	\$ 2 15
Raspberry, red, h'vy syrup	2 15
Black Currant .....	2 00
Red Currant .....	1 85
Peach, white, heavy syrup	1 50
Pear, Bart., heavy syrup	1 77½

### Jellies.

Red currant .....	2 00
Black Currant .....	2 20
Crabapple .....	1 65
Raspberry and red currant	2 00
Raspberry and gooseberry.	2 00
Plum jam .....	1 55
Green Gage plum, stoneless	1 65
Gooseberry .....	1 85
Grape .....	1 55

### Marmalade.

Orange jelly .....	1 55
Green fig .....	2 25
Lemon .....	1 60
Pineapple .....	2 00
Ginger .....	2 25

### Pure Preserves—Bulk.

	5 lbs.	7 lbs.
Strawberry .....	0 60	0 95
Black currant .....	0 60	0 95
Raspberry .....	0 60	0 95
14's and 30's per lb.		
Strawberry .....	0 13	
Black currant .....	0 13	
Raspberry .....	0 13	

Freight allowed up to 25c per 100 lbs.

## COCOA AND CHOCOLATE THE COWAN CO., LTD.

Cocoa—	
Perfection, 1-lb. tins, doz..	4 50
Perfection, ½-lb. tins, doz.	2 40
Perfection, ¼-lb. tins, doz.	1 25
Perfection, 10c size, doz...	0 90
Perfection, 5-lb. tins, per lb.	0 35
Soluble, bulk, No. 1, lb. ..	0 20
Soluble, bulk, No. 2, lb. ..	0 18
London Pearl, per lb. ....	0 22

Special quotations for Cocoa in barrels, kegs, etc.

### Unsweetened Chocolate—

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

Queen's Dessert, ¼'s and ½'s, 12-lb. boxes. .... 0 40  
Queen's Dessert, 6's, 12-lb. boxes. .... 0 40

Vanilla, ¼-lb., 6 and 12-lb. boxes. .... 0 35  
Diamond, 8's 6 and 12-lb. boxes. .... 0 29

Diamond, 6's and 7's, 6 and 12-lb. boxes. .... 0 25  
Diamond, ¼'s, 6 and 12-lb. boxes. .... 0 26

### Icings for Cake—

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

Chocolate Confections—per lb.

Maple buds, 5-lb. boxes. 0 37  
Milk medallions, 5-lb. bxs. 0 37

Chocolate wafers, No. 1, 5-lb. boxes. .... 0 31

Chocolate wafers, No. 2, 5-lb. boxes. .... 0 26

Nonpareil wafers, No. 1, 5-lb. boxes. .... 0 31

Nonpareil Wafers, No. 2, 5-lb. boxes. .... 0 26

Chocolate ginger, 5-lb. bxs. 0 31  
Milk chocolate wafers, 5-lb. boxes. .... 0 37

Coffee drops, 5-lb. boxes. 0 37  
Lunch bars, 5-lb. boxes. 0 37

Milk chocolate, 5c bundles, 3 doz. in box, per box. 1 36

Royal Milk Chocolate, 5c cakes, 2 doz. in box, per box. .... 0 85

Nut milk chocolate, ¼'s, 6-lb. boxes, lb. ....	0 37
Nut milk chocolate, ¼'s, 6-lb. boxes, lb. ....	0 37
Nut milk chocolate, 5c bars, 24 bars, per box ....	0 85
Almond nut bars, 4 bars, per box ....	0 85

## EPPS'S.

Agents—F. E. Rebson & Co., Toronto; Forbes & Nadeau, Montreal; J. W. Gorham & Co., Halifax, N. S.; Buchanan & Gordon, Winnipeg.

In ¼, ½ and 1-lb tins, 14-lb. boxes, per lb. .... 0 35  
Smaller quantities .... 0 37

## JOHN P. MOTT & CO'S.

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

Elite, 10c size (for cooking) dozen. .... 0 90

Mott's breakfast cocoa, 2-doz. 10c size, per doz. .... 0 85

Nut milk bars, 2 dozen in box. .... 0 50

" breakfast cocoa, ¼'s and ½'s. .... 0 36

" No. 1 chocolate. .... 0 30

" Navy chocolate, ½'s. .... 0 26

" Vanilla sticks, per grs. 1 00

" Diamond chocolate, ¼'s. 0 24

" Plain choice chocolate liquors. .... 20 30

" Sweet chocolate coatings. .... 0 20

## WALTER BAKER & CO., LTD.

Premium No. 1, chocolate, ¼ and ½-lb. cakes, 33c lb.; Breakfast cocoa, 1-5, ¼, ½, 1 and 5-lb. tins, 30c lb.; German's sweet chocolate, ¼, and ½-lb. cakes, 6-lb. boxes, 26c lb.; Caracas sweet chocolate, ¼, and ½-lb. cakes, 6-lb. boxes, 32c lb.; Aute sweet chocolate, 1-6 lb. cakes, 6-lb. boxes, 32c lb.; cinquieme sweet chocolate, 1-5-lb. cakes, 6-lb. boxes, 20c lb.; Falcon cocoa (hot or cold soda), 1-lb. tins, 34c lb.; Cracked Cocoa, ¼-lb. pkgs., 6-lb. bags, 31c lb.; Caracas tablets, 5c cartons, 40 cartons to box, \$1.25 per box.

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

## A Grocery Clerk

should know the quality of every article he sells; and thus satisfy the consumer as well as proprietor. That is successful selling.

No trouble to know the quality of Fels - Naptha soap. Just use it right. Selling the best soap like Fels - Naptha, means a step forward for the clerk and employer.



## For Summer Appetites

In hot weather, when the appetites are just a little off, and there is a peculiar craving for something cool and satisfying, nothing touches the spot like

# JELL-O

It is so deliciously cool, so light, so wholesome, so nutritious, so tempting and good every way, that it satisfies the summer appetite as nothing else can.

There is no other dessert worth serving that can be made without cooking and fuss, and in hot weather no housewife wants to cook and fuss more than is necessary.

Consequently, Jell-O is one of the few articles that sell as well in hot weather as at any other time.

**THE GENESEE PURE FOOD CO.,**  
Bridgeburg, Can.

The name JELL-O is on every package in big red letters. If it isn't there, it isn't JELL-O.

**PAYING LINES ARE WHAT YOU WANT.  
WE HAVE THEM TO OFFER.**

## EXTRACT OF MEAT

(IN JARS)

## TURKISH DELIGHT

**TEALETS** A New Line which consists of all the necessary ingredients viz. tea, prepared milk and sugar for making a cup of tea.

**SCHMOELE, RHODES & CO.**

Established over 30 years

131 Wool Exchange LONDON, ENG.  
BUYING AND DISTRIBUTING AGENTS WANTED

BY SAFEGUARDING YOUR CUSTOMERS YOU SAFEGUARD YOURSELF. THAT IS WHY IT PAYS TO SELL "THE GILMOUR ANTISEPTIC HAND CLEANER," THE YELLOW TIN AT TEN CENTS. NOT OVER-GRITTY, LIKE PRACTICALLY ALL OTHER PREPARATIONS. THE QUALITY INGREDIENTS USED—THAT'S WHY IT LEADS.

### ASK OUR AGENTS:

Watson & Truesdale, Winnipeg; Fenwick & Hendry,  
Kingston; F. E. Roberge, Ottawa; or write

**THE GILMOUR & CO.,**  
604 PAPINEAU AVE., MONTREAL



# THE CANADIAN GROCER

## CONDENSED AND EVAPORATED MILK.

**BORDEN MILK CO., LTD.**

East of Fort William, Ont.

Preserved— Per Case.

Eagle Brand, ea. 4 doz.	4 00
Reindeer Brand, ea. 4 doz.	6 00
Silver Cow Brand, ea. 4 doz.	5 40
Gold Seal Brand, ea. 4 doz.	5 25
Mayflower Brand, ea. 4 doz.	5 25
Purity Brand, ea. 4 doz.	5 25
Challenge Brand, ea. 4 doz.	4 75
Clover Brand, ea. 4 doz.	4 75

Evaporated (Unsweetened)—

St. Charles Brand, small, ea. 4 dozen	2 00
Peerless Brand, small, ea. 4 doz.	2 00
St. Charles Brand, Family, ea. 4 doz.	3 90
Peerless Brand, Family, ea. 4 doz.	3 90
Jersey Brand, Family, ea. 4 doz.	3 90
St. Charles Brand, tall, ea. 4 doz.	4 50
Peerless Brand, tall, ea. 4 doz.	4 50
Jersey Brand, tall, ea. 4 doz.	4 50
St. Charles Brand, Hotel, ea. 2 doz.	4 25
Peerless Brand, Hotel, ea. 2 doz.	4 25
Jersey Brand, Hotel, ea. 2 doz.	4 25
St. Charles Brand, gallons, ea. ½ doz.	4 75
"Reindeer" Coffee & Milk, ea. 2 doz.	5 00
"Regal" Coffee and Milk, ea. 2 doz.	4 50
"Reindeer" Cocoa & Milk, ea. 2 doz.	4 80

## WHITE SWAN SPICES AND CEREALS, LTD.

### WHITE SWAN BLEND.

1-lb. decorated tins, lb.	0 36
Mo-Ja, ½-lb. tins, lb.	0 32
Mo-Ja, 1-lb. tins, lb.	0 30
Mo-Ja, 2-lb. tins, lb.	0 30

Presentation (with tumblers) 28c per lb.

### MINTO BIS.

### MELAGAMA BLEND.

Ground or bean— W.S.P. R.P.	
1 and ½	0 25 0 30
1 and ½	0 32 0 40
1 and ½	0 37 0 50

Packed in 30's and 50lb. case. Terms—Net 30 days prepaid.

## FLAVORING EXTRACTS. SHIRRIFF'S

### Quintessential.

1 oz. (all flavors) doz.	1 05
2 oz. (all flavors) doz.	2 00
2½ oz. (all flavors) doz.	2 30
4 oz. (all flavors) doz.	3 50

5 oz. (all flavors) doz.	4 50
8 oz. (all flavors) doz.	6 50
16 oz. (all flavors) doz.	12 00
32 oz. (all flavors) doz.	22 00

Discount on application.

## CRESCENT MFG. CO.

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

## GELATINE.

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

## CLARK'S PORK AND BEANS IN TOMATO SAUCE.

Per doz.	
No. 1, 4 doz. in case	0 60
No. 2, 2 doz. in case	0 85
No. 3, flats, 2 doz. in case	1 15
No. 3, talls, 2 doz. in case	1 35
No. 6, 1 doz. in case	4 00
No. 12, ½ doz. in case	6 50

## LAPORTE, MARTIN & CIE., LTD., MONTREAL AGENCIES, BASSIN DE VICHY WATERS.

La Capitale, 50 qts.	5 00
St. Nicolas, 50 qts.	7 00
St. Nicolas, 50 pts.	9 00
La Neptune, 50 qts.	6 00
La Sanitas Sparkling, 50 quarts	8 00
Claret, qts., Crown, 50s	7 50
Claret, pts., Crown, 50s	5 10
Claret, qts., Cork, 50s.	7 50
Claret, pts., Cork, 50s.	5 00
Champenoise, qts., Cork, 50s.	8 00
Champenoise, pts., Cork, 50s.	5 50
Champenoise, sp., Cork, 120s	9 50
Lemonade Savoureuse, 50 qts	8 00
Lemonade, St. Nicolas, 50 qts.	7 50
Lemonade, St. Nicolas, 50 pts.	5 50
Lemonade, St. Nicholas, 100 pts.	10 00
Lemonade, St. Nicolas, 100 Splits	7 50

## CASTILE SOAP.

"Le Soleil," 72 p.c. olive oil	
Cs. 200 7-oz. pieces cs.	7 50
Cs. 200 10-oz. pieces, cs.	12 00
Cs. 100 10-oz. pieces, cs.	6 50
Cs. 50 ¼ lb. pieces, cs.	3 75
Cs. 50 1lb. pieces, cs.	4 50
Cs. 12 3-lb. bars, lb.	0 09
Cs. 25 11-lb. bars, lb.	0 08
Cs. "Le Lune," 65 p.c. olive oil.	
Cs. 50 ¼-lb. pieces, cs.	3 35
Cs. 12 3-lb. Bars, lb.	0 08½
Cs. 25 11-lb. Bars, lb.	0 08

## ALIMENTARY PASTES.

### BLANC ¼ FILS.

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

## DUFFY ¼ CO. BRAND.

Grape Juice, 12 qts.	4 75
Grape Juice, 24 pts.	5 00
Grape Juice, 36 splits	4 75

Apple Juice, 12 qts.	3 75
Apple juice, 24 pts.	4 50
Champagne de Pomme, 24 p	5 90
Molts Golden Russett— Sparkling Cider, 12 qts.	4 50
Sparkling Cider, 24 pts.	4 75
Sparkling Cider, 36 sp.	4 90
Extra Fins, 100½	16 00
Apple Vinegar, 12 qts.	2 40

These prices are F.O.B. Montreal. Imported Peas "Soleil"

Per case	
Tres Fins, ½ kilo, 100 tins	13 50
Fins, tins, ½ kilo, 100 tins	12 50
Mi-Fins, tins, ½ kilo, 100 tins	11 50
Moyens No. 1, tins, ½ kilo, 100 tins	10 50
Moyens No. 2, tins, ½ kilo, 100 tins	10 00
Moyens No. 2	9 00
Fra. "Petit" Peas.	
Fins, tins, ½ kilo, 100.	10 00
Moyens, tins ½ kilo, 100.	7 50
Asparagus, Hericots, etc.	

## MINERVA PURE OLIVE OIL.

Case—	
12 litres	8 00
12 quarts	6 00
24 pints	6 50
24 ½-pints	4 25
Tins—	
5 gals. 2s	2 00
2 gals. 6s	2 05
1 gal. 10s	2 10
20s, ½ gal.	2 60

## CANNED HADDIES "THISTLE" BRAND.

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

## INFANTS' FOOD.

Robinson's patent barley, ½lb. tins, \$1.25; 1-lb. tins, \$2.25; Robinson's patent groats, ½-lb. tins, \$1.25; 1-lb. tins, \$2.25.	
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## BOAR'S HEAD LARD COMPOUND.

N. K. FAIRBANK CO., LTD.	
Tierces	0 10½
Tubs, 60 lbs.	0 10½
Pails, 20 lbs.	0 10½
Tins, 20 lbs.	0 10½
Cases, 3 lbs., 20 to case.	0 11½
Cases, 5 lbs., 12 to case.	0 11½
Cases, 10 lbs., 6 to case.	0 11

F.O.B. Montreal.

## MARMALADE.

## SHIRRIFF BRAND. "SHREDDED."

1 lb. glass (2 dz case)	\$1.90 \$1.80
2 lb. glass (1 dz case)	3.20 3.00
4 lb. tin (1 dz case)	5.50 5.35
7 lb. tin (½ dz case)	8.60 8.35

## "IMPERIAL SCOTCH."

1 lb. glass (2 dz case)	\$1.60 \$1.55
2 lb. glass (1 dz case)	2.80 2.70
4 lb. tin (1 dz case)	4.80 4.65
7 lb. tin (½ dz case)	7.75 7.50

## MUSTARD.

## COLMAN'S OR KEEN'S.

Per doz. tins	
D. S. F., ¼-lb.	1 40
D. S. F., ½-lb.	2 50
D. S. F., 1-lb.	5 00
F. D., ¼-lb.	0 85
F. D., ½-lb.	1 45

Per jar	
Durham, 4-lb. jar	0 75
Durham, 1-lb. jar	0 25

## VERMICELLI AND MACARONI D. SPINELLI C.Y., MONTREAL

### Fine.

4-lb. box "Special," box.	0 22
8-lb. box "Special," box.	0 44
5-lb. box "Standard," box	0 27½
10-lb box "Standard," box	0 55
60-lb. cases or 75-lb. bbls, per lb.	0 05
25-lb. cases, 1-lb. pkgs. (Vermicelli), lb.	0 06

### Globe Brand.

5-lb. box "Standard," box	0 30
10-lb box "Standard," box	0 60
25-lb. cases (loose), lb.	0 06
25-lb. cs. 1-lb. pkgs., lb.	0 06½

## JELLY POWDERS. JELL-O.

Assorted case, contains 2 doz.	1 90
Straight.	
Lemon contains 2 doz.	1 80
Orange contains 2 doz.	1 80
Raspberry contains 2 doz.	1 80
Strawberry contains 2 doz.	1 80
Chocolate contains 2 doz.	1 80
Cherry contains 2 doz.	1 80
Peach contains 2 doz.	1 80
Weight 8 lbs. to case. Freight rate, 2nd class.	

## JELL-O ICE CREAM POWDER

Assorted case, contains 2 doz.	2 50
Straight.	
Chocolate contains 2 doz.	2 50
Vanilla contains 2 doz.	2 50
Strawberry contains 2 doz.	2 50
Lemon contains 2 doz.	2 50
Unflavored contains 2 doz.	2 50
Weight 11 lbs. to case. Freight rate, 2nd class.	

## SOAP AND WASHING POWDERS.

### SNAP HAND CLEANER.

3 dozen to box	3 60
6 dozen to box	7 20
30 days.	

### RICHARDS PURE SOAP.

5-case lots (delivered), \$4.15 each with 20 bars of Quick Naptha as a free premium.

Richards Quick Naptha Soap.

GENUINE. Packed 100 bars to case.

### FELS NAPTHA.

Prices—Ontario and Quebec: Less than 5 cases.....\$ 5.00 Five cases or more..... 4 95

## SAPHO MFG. CO., LTD., MONTREAL "SAPHO" INSECTICIDE.

1-16 gall., doz.	\$ 2 00
¼-gall., doz.	6 00
½-gall., doz.	16 00
1 gall., doz.	19 20
1-16 gall., gross lot	20 00

## Don't Throw Money Away



by trying to cover the Western territory with salesmen who are only half acquainted with the ground, or who are totally ignorant of it. A territory only half worked might better be left alone. We have a large staff of representatives and five great warehouses in the best sections of the country, and are daily in touch with the entire Western trade.

Why not let us handle your accounts?

**Nicholson & Bain,** Wholesale Commission Merchants and Brokers

Head Office—WINNIPEG, MAN.

Branches : Regina, Saskatoon, Edmonton, Calgary, Lethbridge

# LARD

During the warm weather season the nicest way in which to handle Lard, both for yourselves and your customers, is in the **One-pound Carton**.

Our Lard is branded "Star Brand," and is guaranteed absolutely pure. Put up also in 3, 5, 10 and 20-lb. tins, 20 lb. and 60 lb. pails, and in tierces of 360 lbs. each.

Made under Government Inspection.

**F. W. FEARMAN CO.**  
LIMITED  
HAMILTON

## Upton's PURE FRUIT JAMS

contain the last—and best—word in jams.

Price and quality equally attractive.

Ask your jobber or write us.

=====  
**T. UPTON CO., LIMITED**

Sales Dept.:

St. Catharines, Ont.

Factory at:

Hamilton, Ont.



# THE CANADIAN GROCER

## "SOCLEAN."

### THE DUSTLESS SWEEPING COMPOUND.

25c Pail, 2 doz. in case (4½ lbs.) enlarged size .....\$4 50  
40c Pail, formerly 50c, 2 doz. in case (8 lbs.) ..... 7 20  
75c Pail, formerly \$1.00, 1 doz. in case (17 lbs.)..... 6 75

### "ANTI-DUST" SWEEPING POWDER.

2 lb. tins, 3 doz. crates, doz. 1 40  
5 lb. tins, 1 and 2 doz., crates, per doz. .... 3 90

### STARCH.

#### THE CANADA STARCH CO., LTD.

#### EDWARDSBURG BRANDS and

#### BRANTFORD BRANDS.

Boxes.	Cents
Laundry Starches—	
40 lbs. Canada Laundry....	.06½
40 lbs., Canada white gloss, 1 lb. pkgs. ....	.06
48 lbs., No. 1 white or blue, 4 lb. cartons .....	.06½
45 lbs., No. 1 white or blue, 3 lb. cartons .....	.06½
100 lbs., kegs, No. 1 white.	.06
200 lbs., bbls., No. 1 white.	.06
30 lbs., Edwardsburg silver gloss, 1 lb. chromo pkgs. ....	.07½
48 lbs., silver gloss, in 6-lb. tin canisters .....	.08
36 lbs., silver gloss 6-lb. draw lid boxes .....	.08
100 lbs., kegs, silver gloss, large crystals .....	.07
25 lbs. Benson's satin, 1-lb. cartons, chromo label ....	.07½
40 lbs. Benson's Enamel (cold water), per case....	3 00
20 lbs. Benson's Enamel (cold water), per case....	1 50
Celluloid—boxes containing 45 cartons, per case.....	3 60

#### Culinary Starch.

40 lbs. W. T. Benson &  
Co.'s prepared corn .... .07½  
40 lbs. Canada pure corn  
starch .....

#### BRANTFORD STARCH.

##### Ontario and Quebec.

Laundry Starches—  
Canada Laundry—  
Boxes about 40 lbs. .... .05½  
Acme Gloss Starch—  
1-lb. cartons, boxes of 40  
lbs. .... .06  
First Quality White Laundry—  
3-lb. canisters, cs of 48 lbs. .06½  
Barrels, 200 lbs. .... .06  
Kegs, 100 lbs. .... .06  
Lilly White Gloss—  
1-lb. fancy cartons, cases 30  
lbs. .... .07½  
6-lb. toy trunks, lock and  
key, 3 in case .....

6-lb. toy drum, with drum-  
sticks, 2 in case..... .07½  
Kegs, extra large crystals,  
100 lbs. .... .07  
Canadian Electric Starch—  
Boxes containing 40 fancy  
pkgs., per case .....

Culinary Starches—  
Challenge Prepared Corn—  
1-lb. pkts., boxes of 40 lbs. .06½  
Brantford Prepared Corn—  
1-lb. pkts., boxes of 40 lbs. .07½  
"Crystal Maize" Corn Starch—  
1-lb. pkts., boxes of 40 lbs. .07½  
(20-lb. boxes ¼c higher than  
(40's.)

#### OCEAN MILLS, MONTREAL.

Chinese starch, 48, 1 lb., per  
case, \$4; Ocean Baking Powder,  
3-oz. tins, 4 doz. per case, \$1.60;  
4-oz. tins, 4 doz. per case, \$3.00;  
8-oz. tins, 5 doz., per case, \$6.50;  
16-oz. tins, 3 doz. per case, \$6.75;  
5-lb. tins, 10 tins a case, \$7.50;  
1-lb. bulk, per 25, 50 and 250 lbs.,  
at 15c per lb. Ocean blanc mange  
48 8-oz., \$4; Ocean borax, 48 8-  
oz., \$1.60; Ocean cough syrup, 36  
6-oz., \$6.00; 36 8-oz., \$7.20; Ocean  
corn starch, 48 1-lb., \$3.60.

#### SOUPS—CONCENTRATED.

##### CHATEAU BRAND.

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

#### SYMINGTON'S SOUPS.

Quart packets, 9 varieties,  
doz. .... 0 90  
Clear soups, in stone jars,  
5 varieties, doz. .... 1 40

#### SODA—COW BRAND.

Case of 1-lb., containing 60 pack-  
ages, per box, \$3.00.  
Case of ½-lb., containing 120  
packages, per box, \$3.00.  
Case of 1-lb. and ½-lb., contain-  
ing 30 1-lb. and 60 ½-lb. pack-  
ages, per box, \$3. Case of 5c  
packages, containing 96 pack-  
ages, per box, \$3.00.

#### SYRUP.

#### THE CANADA STARCH CO., LTD.

#### CROWN BRAND CORN SYRUP.

2-lb. tins, 2 doz. in case... 2 40  
5-lb. tins, 1 doz. in case... 2 75  
10-lb. tins, ½ doz. in case. 2 65  
20-lb. tins, ¼ doz. in case. 2 60  
Barrels, 700 lbs. .... 3¼  
Half barrels, 350 ..... 3¼  
Quarter barrels, 175 ..... 3¼  
Pails, 38½ ..... 1 75  
Pails, 25 lbs. each ..... 1 25

#### LILY WHITE CORN SYRUP.

2-lb. tins, 2 doz. in case... 2 75  
5-lb. tins, 1 doz. in case... 3 10  
10-lb. tins, ½ doz. in case. 3 00  
20-lb. tins, ¼ doz. in case. 2 95  
(5, 10 and 20-lb. tins have wire  
handles.)

#### BEAVER BRAND MAPLE SYRUP.

2-lb. tins, 2 doz. in case.... 3 50  
5-lb. tins, 1 doz. in case.... 4 00  
10-lb. tins, ½ doz. in case... 3 95  
20-lb. tins, ¼ doz. in case.. 3 00  
(5, 10 and 20-lb. tins have wire  
handles.)

Terms: 30 days net. No discount  
for repayment.

Freight prepaid on 5-case lots,  
to all stations in Quebec and  
Ontario (east of North Bay), and  
during navigation to ports as far

as Sault Ste. Marie, inclusive.  
To points beyond North Bay  
we prepay freight to North Bay  
only.

#### MOLASSES.

#### THE DOMINION MOLASSES COMPANY, LTD.

##### Gingerbread Brand.

2s., Tins, 2 doz. to case.  
Quebec, per case .....\$ 1 85  
Ontario, per case ..... 1 90  
Manitoba, per case ..... 2 30  
Saskatchewan, per case.... 2 60  
Alberta, per case ..... 2 70  
British Columbia, per case 2 40

##### DOMOLCO BRAND.

2s., Tins, 2 doz. to case,  
Quebec & Ontario, per case 2 60  
Manitoba, per case ..... 3 00  
Saskatchewan, per case ... 3 20  
Alberta, per case ..... 3 30  
British Columbia, per case. 3 10

#### SAUCES.

##### PATERSON'S WORCESTER SAUCE.

½-pint bottles 3 and 6 doz.  
cases, doz. ....\$ 0 90  
Pint bottles, 3 doz., cases,  
doz. .... 1 75

##### H. P.

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

#### STOVE POLISH.

JAMES DOME BLACK LEAD.  
6a size, gross .....\$ 2 40  
2a size, gross ..... 2 50

#### NUGGET POLISHES. Doz.

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

#### TOBACCO.

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

Chewing—Black Watch, 6s... 43  
Black Watch, 12s ..... 43  
Bobs, 6s and 12s ..... 46  
Bully, 6s ..... 44  
Currency, 6½s and 12s.... 46  
Stag, 5 1-3 to lb..... 39  
Old Fox, 12s ..... 44  
Pay Roll Bars, 7½s ..... 59  
Pay Roll, 7s ..... 50  
War Horse, 6s ..... 42  
Plug Smoking, Shamrock, 6s,  
plug or bar ..... 45  
Rosebud Bars, 6s ..... 45  
Empire, 6s and 12s..... 44  
Ivy, 7s ..... 50  
Starlight, 7s ..... 50  
Cut Smoking — Great West  
Pouches, 8s ..... 50  
Regal Cube Cut, 9s ..... 70

#### TEAS.

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

Wholesale R't'l  
Brown Label, 1s and ½s .25 .30  
Green Label, 1s and ½s .27 .35  
Blue Label, 1s, ½s, ¼s,  
and ⅛s ..... .30 .40  
Red Label, 1s and ½s .. .36 .50  
Gold Label, ½s ..... .44 .60  
Red-Gold Label, ½s .... .55 .80

#### LUDELLA CEYLON TEA.

Orange Label, ½s ..... .24 .30  
Brown Label, ½s and 1s .28 .40  
Brown Label, ¼s ..... .30 .40  
Green Label, ½s and 1s .35 .58  
Red Label, ½s ..... .40 .60

#### MELAGAMA TEA. MINTO BROS.

45 Front St. East,  
We pack in 60 and 100-lb. cases.  
All delivered prices.

#### Wholesale R't'l

Brown Label, 1-lb. or ½ .25 .30  
Red Label, 1-lb. or ½... .27 .35  
Green Label, 1s, ½ or ¼ .30 .40  
Blue Label, 1s, ½ or ¼ .35 .50  
Yellow Label, 1s, ½ or ¼ .40 .60  
Purple Label, ¼ only... .55 .80  
Gold Label, ¼ only .... .70 1.00

#### JAMS AND JELLIES. T. UPTON & CO.

Pure Fruit Jams—Raspberry &  
apple, Strawberry and apple,  
peach and apple, plum and  
apple, red currant and apple,  
black currant and apple, cherry  
and apple, apricot and apple,  
gooseberry and apple, huckleberry  
and apple, fig and apple, 12 oz.  
glass jars, 2 dozen in case \$1.00  
per doz.; No. 2 tins, 2 dozen in  
case, \$1.90 per doz.; No. 5 tin  
pails, 9 pails in crate, 37 1-2c.  
per pail; No. 7 tin pails, 6 pails  
in crate, 52 1-2c. per pail; No. 7  
wood pails, 6 pails in crate,  
52 1-2c. per pail; 30 lb. wood  
pails, 7 1-4c. per lb.  
Packed in assorted cases or  
crates if desired.

Pure Fruit Jellies — Rasp-  
berry, strawberry, black cur-  
rant, red currant and pineap-  
ple flavors, 9 - oz. glass  
tumblers, 2 doz. in case, 95c per  
doz.; 12-oz. glass jars, 2 doz. in  
case, \$1.00 per doz.; No. 2 tin,  
2 doz. in case, \$1.90 per doz.; No.  
5 tin pails, 9 pails in crate, 37½c  
per pail; No. 7 wood pails, 6  
pails in crate, 52½c per pail;  
No. 7, tin pails 6 in. crate, 52½c;  
30-lb. wood pails, 7¼c per lb.  
Packed in assorted cases or  
crates if desired.

Pure Orange Marmalade —  
Guaranteed finest quality. 12-  
oz. glass jars, 2 doz. in case,  
\$1.10 per doz.; 16-oz. glass jars,  
2 doz. in case, \$1.50 per doz.;  
pint sealers, 1 doz. in case, \$2.25  
per doz.; No. 2 tins, 2 doz. in  
case, \$2 per doz.; No. 4 tins, 2  
doz. in case, 35c per tin; No. 5  
tins, 9 in crate, 42½c per tin;  
No. 7 tins, 12 in case, 57½c per  
tin; No. 7 wood pails, 6 in crate,  
57½c per pail; 30-lb. wood pails,  
8c per lb.

#### JELLY POWDERS.

#### WHITE SWAN SAUCE AND CEREALS, LTD.

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

#### List Price.

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

#### YEAST.

White Swan Yeast Cakes,  
per case, 3 doz. 5c pack-  
ages ..... 1 15

# Pineapples

## Down to Rock Bottom

The quality is now at its best and prices are low.

Get your preserving orders together and send to us.

We guarantee the best pineapples leaving Toronto.

LARGE GRADE FINE COLOR  
RIGHT PRICE

WHITE & CO., LIMITED  
TORONTO and HAMILTON

# BANANAS

Are your Banana Sales Increasing? If not—There's a Reason!—Handle Fancy Fruit—Push Sales. We handle the FANCY varieties of Bananas exclusively. Clean and Sanitary Ripening Rooms.

**Hard Fruit Good Color**

**Prices Reasonable**

**Prompt Delivery**

Give us your standing orders and insure yourself the Best in Best condition at all times.

The House of Quality.

## HUGH WALKER & SON

Established 1861

GUELPH

and

NORTH BAY

## THE ARCTIC

**A Handsome Refrigerator**

The Arctic, in addition to being a perfect refrigerator from the refrigerating standpoint, is a handsome store fixture.

It is beautiful hardwood finish, and the hardware is solid brass.

We have a great variety of designs and sizes. It will pay you to investigate the merits of the Arctic before purchasing.



**JOHN HILLOCK & CO., LIMITED**  
TORONTO, ONTARIO

Agents in West: J. UPRICHARD      Regina, Sask.  
Quebec and Maritime Provinces: WOLF, SAYER & HELLER

**A MAN IS KNOWN BY THE COMPANY HE KEEPS — A MERCHANT BY THE GOODS HE SELLS—**

Every time you sell a package of

## HEINZ 57 VARIETIES

PURE FOOD PRODUCTS

you give your customer one more proof that you are a quality grocer.

That's one reason why it pays to specialize on the 57 Varieties. The others are steady demand—easy sales and quick turn-over of capital.

## H. J. Heinz Company





It is to the advantage of the individual user of Paper Bags to study carefully the Bag situation. By close comparison of the important features of Paper Bags of different makes, you will be convinced that the

### Continental Germ-Proof Grocery Bags

(with reinforced Automatic Opening Square Bottoms) are without equal. Send a trial order to the nearest Distributor.

Satisfaction guaranteed by the Manufacturers:

#### THE CONTINENTAL BAG AND PAPER COMPANY, LIMITED

OTTAWA . . . . . ONTARIO

**DISTRIBUTORS:**

- ONTARIO—The Continental Bag & Paper Co. Ltd., Ottawa and Toronto. Walter Woods & Co., Hamilton.
- MANITOBA, ALBERTA, SASKATCHEWAN—Walter Woods & Co., Winnipeg.
- NOVA SCOTIA, PRINCE EDWARD ISLAND, CAPE BRETON ISLAND—Thomas Flanagan, Upper Water Street, Halifax.
- NEW BRUNSWICK—J. Hunter White Agent, North Market, St. John.
- BRITISH COLUMBIA—Smith, Davidson & Wright Ltd., Vancouver.
- QUEBEC PROVINCE—The Continental Bag & Paper Co., Ltd., Montreal.

## “Above the ordinary”



This is the verdict of thousands of housewives when speaking of the quality of CHINESE STARCH. This starch contains two oils, one to make the iron slip (ensuring a better finish) the other to perfume the linen. Each package contains full 16 oz. — not 12.

CHINESE STARCH is the starch that sells. Its merits are advertised by satisfied users who send other buyers to the store that handles.—Is yours that store Mr. Dealer?

### OCEAN MILLS, MONTREAL O. Lefebvre, Prop.

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

## ROSE QUESNEL

### A Pure Canadian Smoking Tobacco

specially selected and perfect in every respect. Delightfully cool and sweet in its natural fragraney.

and

## KING GEORGE

### NAVY PLUG

### A Chewing Tobacco

surpassing all others in quality and flavor. Deliciously sweet and non-irritating.

QUALITY backed up with extensive advertising make them profitable to handle.

**Rock City Tobacco Co., Limited**  
Quebec

# EUREKA

## Twenty-seven years of Eureka Refrigeration



Over a quarter century experience behind the manufacture of Eureka Refrigerators serves well to make this line the Standard of the Canadian Market. Eureka on a Refrigerator is a guarantee of perfection. The Eureka contains no zinc or galvanized iron or other offensive material likely to conflict with the Pure Food Laws. The Eureka way is the dry cold circulating air way.

WRITE FOR CATALOGUE AND PRICES

**Eureka Refrigerator Co., Ltd.** 54 NOBLE STREET  
TORONTO

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



## His Influence Counts

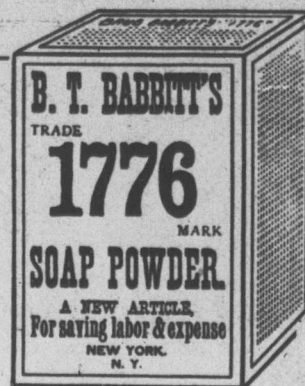
Give him a table salt that is always dry and fine—one that leaves the shaker evenly and without urging.

### WINDSOR Table Salt

makes a firm friend of every man because it is dry and fine, never cakes or clogs in the shaker and it flavors food as it should be flavored—with not a trace of bitterness.

**The Canadian Salt Co., Limited**  
Windsor, - Ontario

When Your  
Customers  
Ask For  
'Soap Powder'



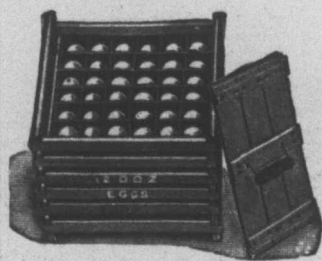
## SELL THEM "BABBITT'S"

not only because it pays you a good profit, but also because it will please them best, and, that means a lot of sales for you.

"BABBITT'S" is the *original* soap powder, has great cleansing power because of its concentrated form, and always gives satisfaction.

Premium Store 396 St. Paul St., Montreal, Canada

**B. T. BABBITT, INC.**  
NEW YORK



## Humpty Dumpty EGG CRATES

Carload just received  
from the Patentee --- the  
Wholesale trade Supplied  
(and protected on price.)

**Walter Woods & Co.**  
HAMILTON and WINNIPEG

## An Ounce of Prevention Is Worth a Pound of Cure

Owners of livestock, whether Horses, Cattle, Sheep, Pigs, Poultry, etc., appreciate this fact and subsequently use a stockfood to keep their animals in good condition.

## QUINQUINOL STOCK FOOD

has won favor wherever it is used. It has been awarded diplomas at big exhibitions and is recommended by the Minister of Agriculture.

### Here is Where the Dealer Comes In

Quinquinol Stock Food offers you 50% profit, with no chance of loss whatsoever. We guarantee no loss from sales.

Do you appreciate the trade and profits you can work up among your country patrons by handling this line?

One dealer in each town wanted

**QUINQUINOL STOCK FOOD CO.**  
69 St. Timothee St. Montreal





## Housecleaning Season is at hand

and with it comes the demand for Whitewash Brushes, in fact Brushes of almost all kinds. See that your stock of Keystone Brand Brushes is complete. They are the most reliable in the market.

Manufactured by

**Stevens-Hepner Company**  
Limited

PORT ELGIN, Ontario



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

**JOHN P. MOTT & CO.**

MANUFACTURERS

HALIFAX, NOVA SCOTIA

## KILLS MOTHS

And Brightens Floors and Rugs  
Makes Dustless Sweeping

For these reasons "Soclean" Sweeping Compound is a re-order producer. See prices to the dealer. Use "Soclean" in your store. It saves a lot of dusting and gives the stock a more attractive appearance. Leaves a pleasant odor.

Sold in barrels for use in stores and other large buildings.

Sell or use "Soclean" now. It will make and save money for you.



**PRICES TO DEALER:**

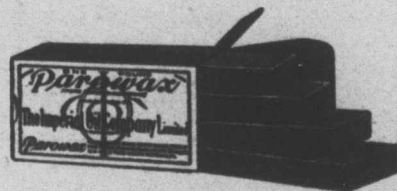
25c Pall, 2 doz. in case (4½ lbs.), enlarged size.. \$4.50  
40c Pall, formerly 50c, 2 doz. in case (8 lbs.)..... 7.20  
75c Pall, formerly \$1.00, 1 doz. in case (17 lbs.).... 6.75

**SOCLEAN LIMITED, TORONTO**  
Ontario

The originators of the Dustless Sweeping Compound in Canada

Agents for Western Canada—J. J. GILMOR & CO., Winnipeg. Agents for Montreal, SUCKLING & CO. Agents for Ottawa—W. R. BARNARD & CO.

Thousands  
of  
Women



will soon be "putting up" preserves, fruits and berries. They use

**Parowax**

(Pure Refined Paraffine)

for sealing jars and glasses. Parowax means a good profit and a quick turnover.

If you are not handling Parowax you are losing a chance for good profits. Write for information to



**The Imperial Oil Co.,**  
LIMITED

Toronto                      Winnipeg  
Halifax                      Montreal  
Vancouver                      St. John



EVERY POUND OF  
**ANCHOR BRAND FLOUR**

**Satisfies Every Consumer**

because of the fineness of texture, flavor, and the fact that it does not cost any more than inferior brands, some of which are heavily advertised as the acme of perfection. There is absolutely no guesswork in **Anchor Brand Flours**, because they are manufactured on a basis consistent with the available high grade wheat harvested here West.

Test your trade with our free 3-lb. samples and then make your purchases. . . . merit wins.

**Leitch Brothers' Flour Mills, Ltd.**

**"ANCHOR BRAND FLOURS"**

Oak Lake,

Manitoba

**GOOD HOT DAYS**

suggest to the sweltering public a cooling drink—none is so thirst-quenching or refreshing as



**Raspberry Vinegar**

It is popular with all classes, because it satisfies the test they put it to.

Get some to-day — it is profitable, seasonable stock.

**The T. A. Lytle Co.**  
LIMITED

Sterling Rd., Toronto



**FOR MANY PURPOSES**



ST. VINCENT ARROWROOT has a large variety of uses in the household, also in biscuit and confectionery factories, where this wholesome food has been found a very desirable ingredient in biscuits and chocolates. It has been proven that the public favor the products which contain this food.

It makes an ideal breakfast and is the ideal diet for children and adults, and is a boon to the invalid. It also makes a dainty dessert, is healthful and nutritious.

Wherever introduced it has become immediately popular with an ever-widening circle of users. The demand has always exceeded the supply. We are offering enlarged supply to meet the growing demand. There's money in it for the wideawake dealer.



**ST. VINCENT  
ARROWROOT  
GROWERS' &  
EXPORTERS'  
ASSOCIATION**

**KINGSTOWN,  
ST. VINCENT, B.W.I.**



**"KING OSCAR"**

The Hall Mark of Quality in Sardine-dom

**"KING OSCAR"**

SARDINES



By Royal Permission

You can offer "KING OSCAR" Sardines to your most fastidious patrons without the least misgiving. They are of the highest quality and of uniform size, prepared and packed under the most sanitary conditions, and with the most painstaking care.

KING OSCAR Sardines are packed in the finest quality Olive Oil in solderless cans. Canadian people know these widely advertised sardines as the "Sardines that make Stavanger famous." Take advantage of our wide-spread advertising, and introduce the real sardines of quality in your town.

They will help you win. Ask your wholesalers.

CANADIAN AGENTS

**J. W. BICKLE & GREENING**

(J. A. Henderson)

HAMILTON,

CANADA

THE  
**British Columbian Fisheries, Limited**

**Salmon Packers**

SALMON BRANDS:—

"Location"  
"Dreadnaught"  
"Aliford Bay"

**FRESH FISH**

FISHING STATIONS:—

Skidegate  
Aliford Bay  
Cumshewa

Manufacturers of

**FISHMEAL, FERTILIZER, and SKIDEGATE DOG FISH OIL and RAT FISH OILS**

OFFICES—

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Telegrams "Fishfoods" Vancouver



**Superlative Quality Consistently Maintained**

Malcolm's preserved milk products are noted for their high and unvarying quality—only the richest and purest cow's milk being used.

Grocers should tone up their stocks with the Malcolm lines. Your customers will appreciate them.

Order from your wholesaler or direct from the factory. Delivered in 5-case lots to any point in Ontario or East of Halifax. We will prepay freight up to 50¢ per 100 lbs.

St. George Evaporated Milk, 4 doz. in case ..... \$3.90  
Princess Condensed Milk, 4 doz. in case.. 4.50  
Banner Condensed Milk, 4 doz. in case... 5.25

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



**THE ELGIN National Coffee Mill**

The "Elgin" Mill is easily first favorite with the up-to-date grocer, because it combines easy running and rapid grinding qualities with beauty of appearance and finish. It is very durable and is fitted with a special adjuster for regulating the grinding.

Equipped with the new style force feed steel grinders.

Investigate this grinder carefully. Its price is reasonable.

Ask any of the following Jobbers for our Catalogue:

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

MADE BY

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

## Pacific Coast Fish

Order your requirements from the most progressive fish concern on the continent.

**The Canadian Fishing Company, Limited**  
VANCOUVER, BRITISH COLUMBIA

Producers and shippers of all varieties of fish — fresh, frozen, smoked, salted and kippered.

Write us for prices and information.

**Quality and Service Unequaled**

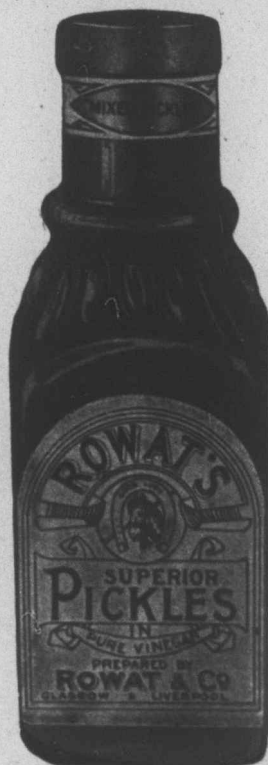
## Don't Let Your Pickle Business Lag

Stock a brand of superb quality — ROWAT'S, the perfect pickles — back them up with your selling powers and your pickle business will forge ahead.

**ROWAT & CO.**

Glasgow - Scotland

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



## BRUNSWICK BRAND

WILL WIN FOR YOU a larger and more profitable fish trade. The high quality of "BRUNSWICK BRAND" SEA FOODS has produced a large trade, which, combined with conscientious business methods, is constantly increasing. When the dealer sells Connors Bros.' Brands he is selling goods that have proven winners with the general public.

Located close to the fishing grounds, we get the pick of the fishermen's catches — the plant is modern and strictly sanitary, and is operated under the most ideal conditions. "BRUNSWICK BRAND" SEA FOODS come perfect to the consumer.

### Our Chief Sellers:

1/4 Oil Sardines	Kippered Herring
3/4 Mustard Sardines	Herring in Tomato Sauce
Finnan Haddies	Clams
(oval and round tins)	Scallops

**CONNORS BROS., LIMITED**  
Black's Harbor, N.B.

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





**OUR GUARANTEE**

If this polish damages your customer's piano, we'll pay for the piano. That's why live Grocers everywhere stock it. It sells, repeats, and brings new faces to a store.



Order from your jobber, or The Harry Horne Co., 309 King W., Toronto. Leadlay, Limited, Bannatyne Ave., Winnipeg, Man. Every package carries above guarantee in detail. Our travellers carry unique propositions.

**NATION'S  
SPECIALITIES**

Egg Powder  
Custard Powder  
Jelly Powder  
Health Saline

Agents required where  
not already represented

**E. J. NATION & CO.,  
LIMITED**

Bristol, England

53 Highest Awards in Europe and America

**WALTER BAKER & CO.'S  
CHOCOLATE  
& COCOA**



Registered Trade-Mark

Our Cocoa and Chocolate preparations are Absolutely Pure — free from coloring matter, chemical solvents, or adulterants of any kind, and are therefore in full conformity to the requirements

of all Pure Food Laws.

**Walter Baker & Co. Limited**

Established 1700

Montreal, Can. Dorchester, Mass.

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



**You Can't  
Put  
the Clock  
Back**

no matter how you try. The hands move on. Just as surely do the sales of Anti-Dust advance, and you should remember that it is now high

**"Anti-Dust" Time**

Anti-Dust has made a wonderful leap into popularity. Try it on your own floors and you'll realize why.

Our Agents for Ontario:

**MacLaren Imperial Cheese Co.  
Limited**

**The Sapho Mfg. Co., Montreal  
LIMITED**

**"By Their Works"**

Most products are judged by the work they do and the way they do it. Especially is this true in Washing Powders and Soaps.

The non-injurious and yet effective cleansing powers of

**"Young-Tom"  
Washing Powder**

makes it "strong" with the housewife and it soon becomes well-known wherever introduced.

Young-Tom Washing Powder as well as other soap products of the Young-Thomas Soap Co., allow the dealer a liberal profit and ensure multiplicity of sales.

**Young-Thomas Soap Co., Limited  
Regina, Canada**



## —brooms that last

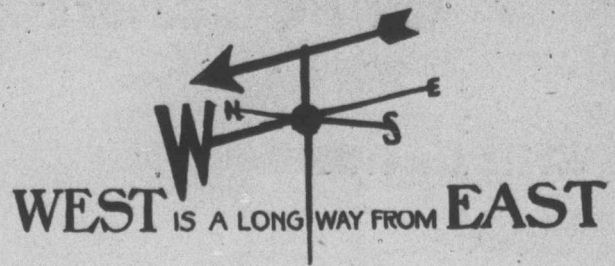
are the brooms  
that pay

A cheap broom rarely ever gives satisfaction to the customer or the dealer. If you can get your patrons to pay a little more and take the "Pansy" instead of a cheaper, poorer made broom, you are bidding for her future broom trade.

A satisfied customer is a valuable asset to your business, so it is a good policy for you to push a broom that will give the user daily pleasure.

Write for a sample lot of Pansy brooms. We make all grades of brooms and brushes.

**H. W. Nelson & Co.**  
LIMITED  
Toronto Ontario



## If You're Shipping

West, freight charges may be troubling you. There is a remedy—Re-ship at Regina. Bulk your consignments together for the long haul to Regina. You save a great deal of money doing this. At Regina we will receive the cars and re-ship the various orders promptly over short, direct routes. As our charges are reasonable, and Regina has roads radiating in every direction, this is eminently practical. If you want to consign a stock of goods to us we have ample storage capacity, and will act as your Western Branch, delivering as goods are ordered.

Write us about your particular needs in this direction.

IT PAYS TO USE THE  
**REGINA STORAGE AND  
FORWARDING COMPANY  
LIMITED** REGINA

## ADS AND SALES

A Study of Advertising and Selling from the standpoint of the New Principles of Scientific Management.

By Herbert N. Casson.

**An Invaluable Book for the Manufacturers,  
Sales Managers, Salesmen, Etc.**

This is the first book which has attempted to apply the principles of Scientific Management to the Problems of Sales and Advertising.

Cloth-bound, Limited Edition, 167 pages.

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143-149 University Avenue, Toronto



# Perfection

(BRAND)

## Barbados Golden Syrup

The leader in quality  
None to equal imported  
The purest of the pure

Let Your Better Class Trade Sample It.  
One Test Makes Repeats Certain.

ASK YOUR WHOLESALER.

**West India Co., Limited**  
MONTREAL

# TAROL

## Tar and Cod Liver Oil Syrup

Make money out of colds. The change of clothing between seasons very often results in colds. Get in a stock of the above, which has been proven time and again the most efficacious cure for coughs, colds, etc.

### Profit is Large

STEADY BUSINESS SURE BUSINESS

Agents:—

This is another line which your country traveller can carry to advantage.

**Dr. Ed. Morin & Co.**  
Limited  
Quebec

# ENERGETIC CLERKS

who are willing to work after hours can add substantially to their salary by joining the MacLean Circulation Organization, the largest and most efficient in America.

There are already over 400 circulation salesmen getting subscriptions for MacLean's Magazine, but there is scope for more. If you will take up the work in your district you will find it will pay you well.

**Get started now—Don't wait.**

WRITE FOR PARTICULARS TO

**MacLean Publishing Co.,** 143-149 University Ave., Toronto, Can.

# PACKARD'S BLACK "O" Shoe Polish

One of the best 10c. lines on the market

**EASY** { TO APPLY  
TO GET A SHINE  
TO SELL

The HUSTLER'S FRIEND



A pleased  
customer calls  
again.

Have you one of  
our Dressing Price  
Lists? If not,  
write us.

**L. H. Packard & Co. Ltd.**  
MONTREAL

## Money In Salesmanship

The trained salesman is practically independent. Scores of business houses seek his services.

It should, therefore, be the aim of every young man to qualify himself for a higher position. He can accomplish this in his spare time, just as hundreds have done.

No work so quickly develops poise, self-reliance, ease, ability to grasp situations, instinct to meet the demands of the moment, and the capacity to meet men of their own level, as representing MACLEAN'S.

This work puts you in touch with the prominent men of each town, a connection of inestimable value. We require representatives in nearly every town and centre of population in Canada. You can make from \$5 to \$10 per week in addition to your regular salary. We give you a practical training that is worth consideration.

*Write us to-day for particulars.*

**MACLEAN PUBLISHING CO.**

143 University Ave.     :-     Toronto, Ont.

## What Are You Doing To EARN MORE— BE MORE

The great body of those holding subordinate positions to-day are using only twenty-five per cent. of their real energy and ability, and a large number of them realize it, but do not understand how to get out of their rut.

Each month, Dr. Marden, the greatest of optimistic writers, contributes to MacLean's Magazine an inspiring, helpful article addressed to just that class of employees, ambitious young men and women workers who are anxious to get ahead, who are determined with all their might to be somebody, to do something, to become exceptional employees. The writer aims to touch the highest springs of such employees' aspirations, and no one, after reading Dr. Marden's articles will fail to put forth fresh and better-directed efforts to forge to the front. Dr. Marden's purpose, however, is by no means to make his readers dissatisfied with their lot, but rather with themselves for not getting more out of the part assigned them in life.

The reading of these articles on success may be the turning point of YOUR life. Send \$2.00 to-day to the MacLean Publishing Co., 143-149 University Ave., Toronto, and your subscription for MacLean's Magazine will be immediately entered for one year.



**CLASSIFIED ADVERTISING**

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

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

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

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

**BUSINESS CHANCES**

**CHINA BUSINESS FOR SALE—REGINA** has a population of 40,000, and this store has no opposition whatever. Stock all new within the last year. Owner has larger interests in another city, and finds it inconvenient to look after both. You only get one chance in a lifetime like this, so act promptly. Wire or write, C. T. Woodside, Saskatoon, Sask.

**FOR SALE—SUCCESSFUL COMPANY STORE** in Hastings County. Reasons for selling explained. \$30,000 annual turnover; can be largely increased. Address Box 479, Canadian Grocer, Toronto.

**FOR SALE**

**NEW ARCTIC REFRIGERATOR, SIZE** 7 ft. x 9 ft. x 10 ft. high (up-to-date), bargain for quick sale. Also new Toledo Scale. Apply Box 322, Simcoe, Ont.

**SITUATION WANTED**

**CLAIM CLERK, AT PRESENT WITH A** grocery house, would entertain similar position with another concern (small house preferred), anywhere in Canada. Thoroughly efficient. Understands freight tariffs, etc., and is first-class correspondent. Address Claims, care of Canadian Grocer, Drawer 849, Vancouver, B.C.

**GROCER, AS MANAGER OR HEAD CLERK** in a "good" grocery store. Has good experience in Nova Scotia and Saskatchewan. Last two years head clerk and assistant buyer in a large Saskatchewan house. Position desired in Nova Scotia or British Columbia. Apply Box 22A, Canadian Grocer, 143-149 University Ave., Toronto, Can.

**GROCERY SALESMAN AND WINDOW** dresser wants position in Winnipeg or some Western city. Capable of managing. First-class reference Commence August. Apply W., Box 122, Dauphin, Man.

**REPRESENTATIVES WANTED**

**A SIDE LINE FOR COMPETENT SALESMEN—**a commission of 25% will be paid to salesmen of ability calling on grocery, drug, cigar stores, confectionery stores, etc., throughout Canada. Strictly high-grade goods manufactured by largest concerns in Canada. Only men of ability need apply, and by letter only. H. Jackson, Room 724, 64 Wellington St. W., Toronto.

**SIDE LINES WANTED**

**TRAVELLER CALLING ON THE RETAIL** trade and mines in Northern Ontario would like some good side line. Address A. L. Box 155, Byng Inlet, Ont.

**COLLECTIONS**

**MERCHANTS—OUR SYSTEM WILL COLLECT** your unsavory accounts, no matter where located. Seldom fails. Stamp for particulars. Brown & Co., Hamilton, Ont.

**MISCELLANEOUS**

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

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

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

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

**GOOD STENOGRAPHERS ARE WHAT** every employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

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

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

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

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

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

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

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

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

**ADDING TYPEWRITERS WRITE, ADD OR** subtract in one operation. Elliott-Fisher, Ltd., Room 134, Stair Building, Toronto.

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

**FIRE INSURANCE, INSURE IN THE** HARTFORD. Agencies everywhere in Canada.

**THE NATIONAL CASH REGISTER COM-**pany guarantee to sell a better register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 285 Yonge St., Toronto.

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



**TANGLE-FOOT**

**Gets 50,000,000,000 flies a year—vastly more than all other means combined.**

**The Sanitary Fly Destroyer, Non-Poisonous.**

**A POSSIBLE CUSTOMER**

is often made by having just the particular thing he or she wants.

**MAPLEINE**

is a popular flavoring. Be sure and have it in stock. Order from your jobber, or

Frederick E. Robson & Co., 25 Front St. E., Toronto, Ont. Mason & Nickey, 267 Stanley St. Winnipeg Man. The Crescent Mfg. Co. SEATTLE, WASH.



**A want ad. in this paper will bring replies from all parts of Canada.**

**Put Credit Business on a "Business Basis"**

There is a way of making the credit customer feel his responsibility — a method that gives you a check on him and impresses him with the fact that he is expected to settle at the proper time.



**ALLISON Coupon Books**

enable you to get the money, and help you to get it promptly. The Allison Coupon Book system really puts your credit accounts on a cash basis. Allison Coupon Books have saved the day for many a merchant.

**HERE'S HOW THEY WORK**

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

For Sale Everywhere by Jobbers. Manufactured by Allison Coupon Co., Indianapolis, Ind., U.S.A.



# Buyers' Guide

## Pure Canadian Tobacco

We can supply any quantity at right price.

Give Your Customers The Best.  
Pipes and All Accessories.

J. A. FOREST

189 Amherst St. MONTREAL

## The Canadian Milling Agency

FLOUR, GRAIN and Fertilizers of all kinds.  
VICTORIAVILLE, - QUEBEC

We have:— The Highest Quality  
The Greatest Quantity The Lowest Price  
17,500 Barrels per day. Correspondence Solicited

## O. E. Robinson & Co.

Manufacturers and Buyers of Dried,  
Evaporated and Canned Apples.

Ingersoll, - - - - - Ontario

Established 1886.

## A CARD WILL BRING PRICES

### Our PAPER BAGS

### and WRAPPING PAPER

may please you more than what you are using now. If so, you want it.

Write To-day.

COUVRETTE & SAURIOL. Montreal

## PICKLES TOMATO CATSUP

Our local trade has increased beyond all expectation. The reason of course is big value goods at remarkably reasonable prices.

H. Bourque & Son, Montreal

## SHOW CASES

### Store Equipment in General

We have originated some of the best display devices in Canada. Can produce the most elaborate showcase, if necessary, at a little lower figure than anybody else.

S. Mennier & Son, Maisonneuve, P.Q.

## WRITE TO

10 Garfield Chambers, Belfast, Ireland,  
for Sample Copy of the

## Irish Grocer, Drug, Provision and General Trades' Journal

if you are interested in Irish trade.

## CIGARS MEAN PROFIT

Especially when you handle such ready sellers as

Olympia  
and  
Ben Bey.

ED. YOUNGHEART & CO., Limited  
MONTREAL

## Biscuits and Confectionery

Big range from which to choose your Christmas stock. Only the highest grade goods made. Prompt attention given all orders.

See Our Travelers.

THE AETNA BISCUIT CO., LTD., MON-  
TREAL.

## Coffee Agents Wanted

We want manufacturer's agents in all parts of Canada to investigate our proposition.

Package Quality... More than attractive  
We act second to none.

Augustus Conte & Co., Montreal

## GRATTAN & CO., LIMITED

ESTD. 1825

The Original Makers of

## BELFAST GINGER ALE

Agents in Western Canada

EMERSON, BAMFORD CO.  
842 Cambie Street VANCOUVER, B.C.

## BAKE OVENS

Baking Decks of Scotch Fire Brick, Sectional Steel Ovens that can be placed anywhere.

Bread Racks, Proof Boxes, Pans and every necessity for the Bake Shop.

Write for General Catalog.

The BRANTFORD OVEN AND RACK CO., LTD., Brantford, Canada

## SUCHARD'S COCOA

The Highest Quality  
Most Reasonably Priced

"Quality" Cocoa.  
On Sale Anywhere.

FRANK L. BENEDICT & CO.  
Agents Montreal

## Write us for New Price List of

# WINDSOR SALT

TORONTO SALT WORKS

TORONTO, ONT. GEO. J. CLIFF, Manager

A want ad. in this paper

will bring replies from

all parts of Canada.

## "NO-DUST"

PUT UP IN BULK ONLY

It is a powerful disinfectant powder for sweeping purposes. Pleasant odor.

No-Dust Mfg. Co.

8 Market Sq..

St. John, N.B.

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

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

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

# HOLLAND RUSK

A friend to the grocer, because its popularity means increased sales. Goods that have ready sale, are profitable ones to handle.

HOLLAND RUSK COMPANY, Holland, Mich.







## Warehouses at Central Points Ensure Prompt Satisfactory Service

Our large warehouses at the most central shipping points in the West enable us to give a service second to none. Royal Shield Brand Goods are unrivaled for quality, purity and value. They are the standard of the West. Our representatives cover the territory often and ship from the nearest point. Wait for the Royal Shield man.

### Campbell Bros. & Wilson, Limited, Winnipeg

Campbell, Wilson & Horne, Limited, Calgary,  
Edmonton and Lethbridge

Campbell, Wilson & Adams, Limited, Saskatoon  
Campbell, Wilson & Strathdee, Limited, Regina

## Bear This In Mind

### Retailers:—

We have recently discovered that certain retailers, knowing the good name and sound reputation of the

#### MAPLE TREE PRODUCERS ASSOCIATION Limited, Montreal

Manufacturers of and Dealers in Maple  
Syrup and Maple Sugar

under

### "Pride of Canada" Brand

have been deceitful enough to put up for sale maple sugar admittedly adulterated, claiming that it was our product and therefore pure.

We are the pioneers and protectors of the maple industry in Canada, and are determined to put an end to this practice by

**PROSECUTING TO THE FULLEST  
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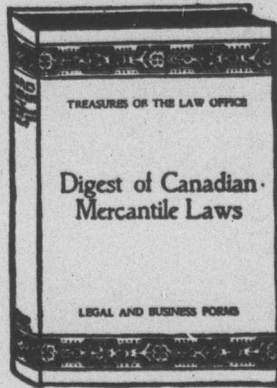
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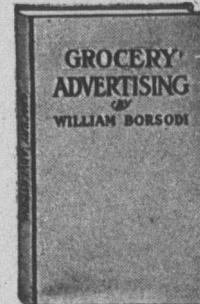
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