CANADIAN (TROCFR

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

Mentreal: 701-702 Eastern Townships Bank Bldg.

Toronto: 143-149 University Ave.

VOL XXV.

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d a irge PUBLICATION OFFICE: TORONTO AUGUST 4, 1911

Robinson's Patent **Barley**

Needs Little Pushing. Your Customers' Will Like it, and a Demand is Immediately Created.



Robinson's Patent Barley

is a Healthful and Nutritious Food for Young and Old.

For Particulars, Address

MAGOR, SON & CO.,

403 St. Paul Street, MONTREAL 30 Church Street, TORONTO

This Is The Poster

that is appearing on the billboards throughout the Dominion and helping you and every other grocer to increase your sales of Benson's Prepared Corn. Yet this poster is but a single detail in our sale-making helps for dealers. Have YOU Benson's Prepared Corn in stock?

EDWARDSBURG

Starch Company, Limited

MONTREAL BRANTFORD

TORONTO

VANCOUVER

EDWARDSBURG STARCH CO LIMITED



THE CANADIAN GROCES



Only the Best

Always the Best

advertised on this page

Prepare for Fall

and order now

"Thistle" Haddies

The Best Packed

EVERY TIN lined and guaranteed.

Codou Macaroni

The Best Imported.

Cox's Gelatine Always Reliable

Griffin's

Seeded Raisins and Seedless Raisins

Griffin's PRUNES

(Sterilized)

Prices Will Be Higher.

All packed by specialists and each the best of its kind.

Arthur P. Tippet & Co.

AGENTS

Manufacturers' Agents and Brokers' Directory

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

THE MARSHALL BROKERAGE COMPANY 67 Dundas St., LONDON, ONT.

Wholesale Grocery Brokers. Fully equipped to act as agents for British, American Canadian grocery lines. WRITE US.

J. W. GORHAM & CO.

Manufacturers' Agents and Grocery Brokers HALIFAX

NOVA SCOTIA We are open for a few high class specialty

FOR SALE

Cheap for cash, Fruit Cleaning Plant with Date Press. In good running order.

J. T. ADAMSON & CO.

Customs Brokers and Warehousemen

27 St. Sacrament Street.

Montreal BOND 28

WESTERN DISTRIBUTORS LIMITED

Wholesale Commission Merchahants, Customs Brokers and Manufacturers' Agents. Cars Dis-tributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited. Our posi-tion is your opportunity.

SASKATOON,

WESTERN CANADA

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

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

J. A. TILTON

WHOLESALE GROCERY BROKER ST. JOHN, N.B

Correspondence solicited with Houses 77 York Street, looking for first-class grocery connections.

Use this space to talk to Old Country, Canadian and United States Manufacturers.

Currants

on spot, Ceroni's pack, fine filiatras, cleaned and uncleaned. No better packer in Greece.

W. H. Millman & Sons

Wholesale Grocery Brokers TORONTO

W. S. CLAWSON & CO.

Manufacturers' Agents and Grocery Brokers.

Warehousemen ST. JOHN.

N.B. Open for a few more first-class lines.

NEWFOUNDLAND T. A. MACNAB & CO.

ST. JOHN'S. NEWFOUNDLAND MANUFACTURERS' AGENTS
MANUFACTURERS' AGENTS
Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macmab." 81. John's. Codes: A.B.C. 5th edition, and private.

G. C. WARREN

Box 1036, Regina IMPORTER, WHOLESALE BROKER, and MANUFACTURERS' AGENT

Trade Established 12 Years.
Domestic and Foreign Agencies Solicited

W. G. A. LAMBE & CO.

TORONTO

Grocery Brokers and Agents. Established 1885

W. G. PATRICK & CO.

Manufacturers' Agents

Toronto

-MOOSE JAW-WHITLOCK & MARLATT

Distributing and Forwarding Agents.
Warehouse on C.P.R. spur track.
Promptness and Satisfaction guaranteed. Business Solicited.

MacLaren Imperial Cheese Co.

AGENCY DEPARTMENT Agents for Grocers' Specialties and Wholesale Grocery Brokers

TORONTO, Ont. DETROIT, Mich.

Raw Sugars advancing. We have on spot two cars bright Muscos. PRICES RIGHT

Lind Brokerage Co.

73 Front St. East

WATSON & TRUESDALE

Wholesale Commission Brokers and Manufacturers' Agents.

WINNIPEG.

MAN.

Domestic and Foreign Agencies Solicited.

WINNIPEG H. G. SPURGEON

Wholesale Broker and Manufacturers' Agent

Canadian, British and Foreign Agencies Solicited. 230 Chambers of Commerce. P.O. Box 1812

DISTRIBUTORS, LIMITED P. Q. Drawer 99

EDMONTON, ALBERTA

Manufacturers' Agents, Commission Mer-chants, Warehousemen.

Track connection with all Railroads.

WINNIPEG TOMLINSON, SEMMENS & CO.

WHOLESALE GROCERY BROKERS

Office and Track Warehouse, - 92 Alexander St. E. Correspondence solicited on domestic and foreign lines. P.O. Box, 1502

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

Here's a new line that will interest you—

EBY-BLAIN, LIMITED

J. F. EBY, President
HUGH BLAIN, Vice-Pres.

Norwegian Herrings in Tomato Sauce

Advance samples show the quality to be particularly fine and there is a considerable saving in the price.

WE HAVE PARTICULARLY INTERESTING PRICES ON

GEM JAR RINGS—BLACK—Pints and WHITE—Quarts

All packed in cartons of 1 dozen

IF YOU ARE SHORT ON LOBSTERS SEND US YOUR ORDERS

NEW PACK LOBSTERS— ANCHOR brand,—
Golden Key and Mephisto brands

EBY-BLAIN, LIMITED

Wholesale Grocers

Toronto

Facts Worth Considering

BORDEN'S EAGLE BRAND CONDENSED MILK

1812

CO.

St. E.

men-

nt in



Especially prepared for infant feeding.

Recommended by physicians everywhere.

For general household use best value obtainable.

The Richest and Purest milk from the world's best dairies

BORDEN'S CONDENSED MILK CO.
"Leaders of Quality" Established 1857

Sales Offices and Agencies:

MONTREAL TORONTO WINNIPEG
and VANCOUVER

Mason & Hickey, Winnipeg and Calgary
WILLIAM H. DUNN,
Montreal, Toronto and Vancouver

By Special Appointment



to His Majesty King George V.

Established 1817.

Macfarlane Larg egs

"Granola Digestive"

(Read.)

Biscuits

All varieties of the high-class Biscuits manufactured by this old-established and widely known Scotch Firm are now being regularly imported and can be — supplied in all parts of the Dominion.

SAMPLES AND FULL PARTICULARS FROM

SNOWDON & EBBITT, 325, Coristine Building, Montreal.

NEWTON A. HILL, 25, Front Street, Toronto.

MASON & HICKEY, 287, Stanley Street, Winnipeg.

The STANDARD BROKERAGE CO.,

852/864, Cambie Street, Vancouver, B.C.

For nearly a quarter of a century

"Granola Digestive" Biscuits

have maintained the highest degree of excellence in point of quality and food value.

They will be found appropriate for every occasion on which biscuits may be served, and are admirably adapted for general family use.

Macfarlane Lang Cow

Biscuit Manufacturers,

Glasgow and London.

Peas that Please the Palate!



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n.

Instead of selling Foreign Peas to supply the demand for finer grade peas, sell our Extra Fine Sifted (Petit Pois), Sweet Wrinkle Extra Sifted, and Early June Sifted.

Stock a line that will help increase the demand for the higher grade peas, that will give your customers greater satisfaction, and will yield you a better profit.

The vivid green color which you notice in Foreign Peas is produced by a chemical that is not only injurious to health, but kills the true flavor of the peas.

We never use any chemicals or colorings in the preparation of our products; these peas are the very choicest of the pack, fine, tender and of exquisite flavor.

You can materially increase your profits and reputation by pushing the sale of Dominion Canners' Brands of Peas of Finer Quality.

Dominion Canners, Limited Hamilton Canada

WESTON'S FANCY MARSHMALLOW BISCUITS

ARE ABSOLUTELY UNEQUALLED FOR QUALITY AND APPEARANCE

Our process of manufacture and the high-grade material used enables us to give our trade the best article on the market to-day.

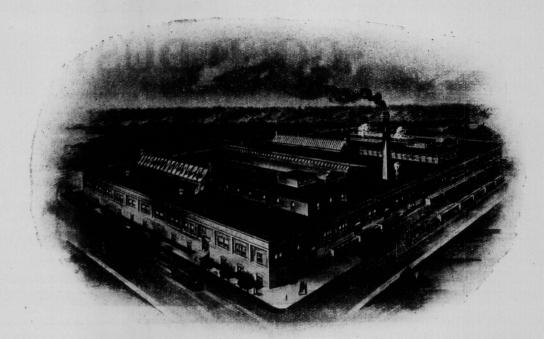
WRITE FOR PRICES AND SAMPLES.

George Weston, Limited
TORONTO

THE CANADIAN GROCER

WAGSTAFFE'S

fine Old English
PURE JAMS, JELLIES, MARMALADES,



The most up-to-date Fruit Preserving Plant in Canada, the Walls in processing rooms are constructed of white enamelled Bricks, the floor is of mastic, and has every modern sanitary method that skill or money can procure.

Cleanliness is our motto.

Wagstaffe's New Season's
Raspberry, Black Currant and all other kinds
Now Ready for Delivery.
All Fruits Are Scarce.

Book your orders quickly.

WAGSTAFFE Limited

Pure Fruit Preservers

HAMILTON

ONTARIO



GOLD DUST



is so well known, due to our extensive and persistent advertising, that any grocer can sell it, and it's so well liked on account of its cleansing power---so sure to give satisfaction, that it pays to sell it as often as possible.

It will pay you to push GOLD DUST, because you can sell more of it, and sell it with less effort, than any other washing powder, and because it will please your customers, which means holding them.

THE N. K. FAIRBANK COMPANY, MONTREAL

"ENTERPRISE"

MR. Up-to-date Grocer, your ambition is (or should be) to install an Electric Coffee Mill.



When you do—get a good one, as good as you can afford.

If it's an "Enterprise" it will be backed by the oldest and largest manufacturers of these goods in the country.

Note the style illustrated. The grinders are connected direct to the shaft of the motor. No belts or gears to litter up the store and make it look like a machine shop and fewer parts to wear.

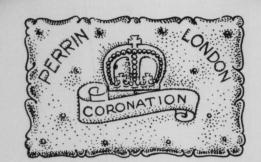
Perhaps you'd be glad to look over a catalog of electrically driven Coffee Mills, Meat Choppers, etc. Glad to send it.

The Enterprise Mfg. Co. of Pa.

PATENTED HARDWARE SPECIALTIES Philadelphia, Pa., U. S. A.

21 Murray Street, New York 544 Van Ness Avenue, San Francisco





CORON



"Orsenigo" Brand Macaroni

We have just received a fresh arrival of "ORSENIGO" brand Macaroni in fancy 1 lb. packages, which we offer you at \$2.00 per box of 25 1-lb. packages.

HIGHEST QUALITY

Made from the very best Tananrog Russian wheat, which gives it that gluten quality necessary and indispensable for QUALITY Macaroni.

In catchy, attractive and neat packages which will be an ornament on your shelves.

Sure and Certain Big Seller

The harles ice ti

SPECIALISTS IN ITALIAN PRODUCTS
TORONTO - - MONTREAL

FORCE

This is the Ideal Summer Food!

Made from Wheat, blended with highgrade Barley Malt.

Grocers are serving their customers in the best way when they supply them with this superior cereal.

THE H-O COMPANY

Hamilton,

Ontario



SANITARY CANS

FOR

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

Sanitary Can Co., Ltd.,

Niagara Falls, Ont.

The Point in a Nutshell



Contractors to the War Office and Admiralty

CANADIAN AGENTS:

- W. L Mackenzie & Co., 306 Ross Avenue, Winnipeg.
- L. A. Gastonquay, 60 Bedford Row, Halifax, N.S. Standard Brokerage Co., 1640 First Avenue West, Vancouver, B.C.
- W. A. Simonds, 89 Union Street, St. John, N.B. W. L. Mackenzie & Co., 606a Center Street, Calgary.

- ¶ The difference between the Vinegar we make and the others you're sometimes asked to buy lies in the brewing. An honest attempt to produce a good article is not always awarded with success, but—
- ¶ Since 1849 we have been renowned for the excellence of our plant and the perfection of our product.
- ¶ During that time our trade has developed and extended to all parts of the world.

White Cottell & Co.

Camberwell, S.E., LONDON, Eng.

An Investment that Pays Handsomely!

If you wish to impress people with the idea that you are in the coffee business right, you should instal a

HOBART Electric Coffee Mill

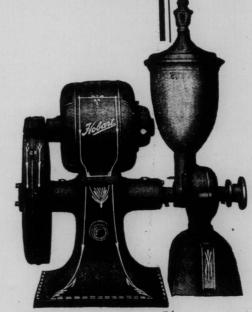
Its handsome exterior, beautifully enameled and nickeled, adds to the appearance of any grocery store, and the motor and grinding parts are so well arranged and of such excellent workmanship and materials that the grinding is effected in the quickest and most thorough manner.

Equipped with the Hobart Automatic Release, an effective protection against accidental damage to motor, etc.

Get in touch with us right away. We shall be happy to furnish full details and quote prices.

CANADIAN AGENTS:

The W. A. Freeman Company, Limited HAMILTON, ONT.





Your Customers will ask for

DOMINION" Silent Matches

knowing they are the most reliable on the market-heads wen't fly off and light every time They have substantial stems and are packed in attractive, convenient boxes. Make a display of these on your counter or in the window and they will bring results.

THE DOMINION MATCH CO., LIMITED

DESERONTO, ONT.

or Canada Brokerage Company, Limited, Toronto



When you are tired trying other **Bottled Coffees**

and tired listening to customers' complaints about them, stock

COFFEE

Price-Nom. 5-oz. bottles, \$1 55 per doz. Nom 10-oz. bottles, \$3.00 per. dez.

The only Bottled Coffee that is a Success.

"KIT" Coffee is what your customer is looking for-a convor and aroma in a form that is HANDY TO USE.

The retail grocer who stocks "KIT" Coffee is sure of plenty of Coffee Business.

Canadian Agents:

THE HARRY HORNE CO., 309 King Street West, TORONTO Temple Building, LONDON A. TYTLER

KIT COFFEE CO., Govan, Glasgow

How are your Soap Sales?

Down? Then we can put them up. Up? Then we can put them higher up still. How do we do it? It's quite simple. We sell you

"Canada's Best"

and the soap, in a very literal sense. "does the rest." It is the soap customers come back for, the popular favorite which is always increasing in popularity.

SHALL WE SEND YOU A SAMPLE CASE?

United Soap Company

OF CANADA, LIMITED

MONTREAL



Get Wise



and Busy



Mr. Grocer: Don't let your business grow flat and stale by hammering away at the same old lines. Get wise to the NEW ONES (THE GOOD ONES). St. George, Princess and Banner milk will add a new tone to your business, bring you new customers, bring back the ones you have lost and produce for you a fat living profit. The quality of these lines is unquestionable— Note our prices.

St. George Evaporated Milk, 4 doz. in case—\$3.35 Princess Condensed Milk, 4 doz. in case—\$3.90 Banner Condensed Milk, 4 doz. in case—\$4.40

5 Case Lots shipped, freight prepaid, to any rail point in Ontario.

J. MALCOLM & SON

Order from your wholesaler or direct from the factory.

ST. GEORGE



:D

NES ners.

What's in a Name?

There's Quality and Purity in the name

CHIVERS

when connected with

Pickles and Malt Vinegar

You have now an opportunity of getting the highest grade of pickles on the English market to-day at an exceptionally low rate.

The Man of the Hour

is the man who can provide his customers with something tasty at a reasonable figure.

Let Us Show You

S. Chivers, Limited

CARDIFF. WALES

Canadian Branch, 112 St. Francois Xavier St., Montreal

They Guarantee 'Repeats'!

ROWAT'S PICKLES

AND





PATERSON'S SAUCE

are two lines of sustained profit which every grocer should handle.

Are ready, steady and profitable sellers.

ROWAT & CO., GLASGOW SCOTLAND

CANADIAN DISTRIBUTORS:—Snowdon & Ebbitt, 325 Coristine Bidg., Montreal, Quebec, Ontario, Manitoba, and the North-west; F. K. Warren, Halifax, N.S.; F. H. Tippett & Co., St. John, N.B.; C E. Jarvis & Co., Vancouver, B.C.



DUNOYA" SARDINES

OLDEST ESTABLISHED BRAND ON THE MARKET

Possess an alluring daintiness, delicacy and delicious flavor, making them a temptation and delight.

A particularly profitable line for you to handle.

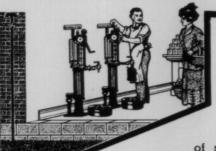
RETAILING AT 10c. A TIN

Very popular among every class of trade, and allowing you a good profit on every sale.

CANADIAN AGENTS

J. W. Bickle & Greening, HAMILTON ONTARIO

(J. A. Henderson)



Mr. Merchant

Think of the convenience of simply hanging the customer's can on the pump and turning a crank to get a gallon of oil.

No Funnels -- No Measures --- No Waste---Saves Space, Time and Money.

You don't touch the oil. The pump transfers it from the storage tank into the customer's can; measures it, counts the gallons and shows the money charge.

It changes the oil business from a drudgery to a clean, pleasant and profitable trade.

The variety of sizes and styles will enable you to suit yourself in price. Every outfit the best at its price.

Ask for Book No. 5.

S. F. BOWSER & CO., Ltd.,

TORONTO, 66-68 Fraser Ave



SIX GOOD LINES

CHIVERS' CARPET SOAP

Best and Simplest Carpet Cleaner in the world. . Over 50 years' success. Hundreds of testimonials. In Balls.

CHIVERS' CLOTH SOAP For Cleaning Suits and Dresses. In Tablets.

CHIVERS' MOTOR SOAP Specially prepared for removing oil, grease and dirt from the hands.

In Tablets.

CHIVERS' PLATE POWDER

The effect on Silver and plated goods is really brilliant and pleasing. In boxes.

CHIVERS' FURNITURE POLISH

Unequalled producing a quick and durable polish on all kinds of furniture. In jars.

CHIVERS' FLOOR FOLISH

Gives a bright and lasting polish to stained floors and linoleums. It is also splendid for all kinds of leather work. In small and large tins.

Sole Manufacturers:

F. CHIVERS & CO., ALBANY WORLS, BATH, ENG.

Agents for Canada: HARRISON & SON ST. NICHOLAS BLDG., MONTREAL

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

TWO CENTS PER WORD

You can talk across the continent for two cents per word with a WANT AD, in this paper,



SOLD ONLY BY

Ryan Brothers

110 James St.

Tell Your Jobber You Want



This Mark on Every Box Insures the Best

> Place Order Now for Fall Delivery



H

Built on Merit

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

ELGIN National Coffee Mill

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

Prompt shipments our specialty.

Ask any of the following Jobbers for our Catalogue:

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

VANCOUVER—The W. H. Malkin Co., Ltd.; Wm. Braid & Co.; Kelley, Douglas & Co., Ltd.

HAMILITON—Jas Turner & Co.; Balfour, Smye & Oo.; McPherson, Glassoo & Co.

TORONTO—Eby, Blain, Ltd.

LONDON—Gorman, Eckert & Co.
ST. JOHN, N.B.—G. E. Barbour Co., Dearborn & Co.

REGINA, SASK.—Campbell, Wilson & Smith MONTREAL—The Canadian Fairbanks Co. (and branches).

EDMONTON, ALTA.—The A. MacDonald Co.

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



She wouldn't take, as a gift, any other salt but

WINDSOR

FOR TABLE OR DAIRY

She knows that "Windsor" Salt is pure-that no adulteration is added to keep it from caking and that it gives a delightful savour to the food the butter and the cheese.

She knows, too, that no other salt is "just as good."

THE CANADIAN SALT LIMITED

WINDSOR,

ONTARIO.



Tartan Brand Teas, Coffees, Spices, Extracts, Baking Powder, Canned Fruits and Vegetables Salmon and Sundries. Every tin and package guaranteed.

Wagstaffe's Jams, Jellies, Marmalade.

Imperial Vinegar.

The above lines are fully guaranteed for quality, appearance and sale.

Phone 3595.

Exchange to all departments.

BALFOUR, SMYE & CO., WHOLESALE HAMILTON

"Club House" Brand



are a superior line that you will be well advised to handle, because of our care in selecting and packing only the very finest Sevilla Olives and the exceptional skill and cleanliness with which they are packed—the brine for "Club House" Brand being made from our own pure Artesian water—make possible our absolute guarantee of satisfaction.

"Club House" Brand Olives are attractively packed and yield you a good profit.

Gorman, Eckert & Co., Ltd.



"WALKER BIN" SYSTEM



is the only Complete Line of Modern Grocery Fixtures Manufactured in Canada.

It affords the best-known facilities for handling a grocery stock of any size and displaying that stock to the best advantage.

A "Walker Bin" Outfit will put new life into your business, and the cost will be small compared with the results that are bound to follow.

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

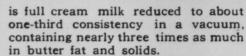
Walker Bin & Store Fixture Co.

REPRESENTATIVES:-

Manitoba: Watson & Truesdale, Winnipeg, Man. Saskatehowan and Alberta: J. G. Stokes, Regins, Sask. Montreal: W. S. Silcock, 33 St. Nicholas Street

Berlin, Ontario

Canada First



The purity and quality of every can of "Canada First" milk are absolutely



Evaporated Milk

and unreservedly guaranteed. The sterilizing process it undergoes positively destroys all bacilli and renders it superior to ordinary milk.

Order from your jobber.

The Aylmer Condensed Milk Company, Limited, Head Offices: Hamilton, Ontario - Aylmer, Ontario

THE CANADIAN GROCER

DON'T ORDER BEFORE RECEIVING QUOTATIONS ON NEW SEASON'S

JAPAN TEAS FURUYA & NISHIMURA

HEAD OFFICE-NEW YORK.

BRANCHES-MONTREAL and CHICAGO

Pure Goods Bring Increased Custom

Give Your Customers



Extra Granulated Sugar

and you link to your store the best class of trade.

No other sugar will compare with it.

Make the test yourself. Place samples of other manufacturers alongside it. You will see the difference and recognize the advantage to you of recommending "Redpath" Sugar as the Best.

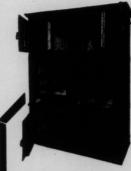
Extra Granulated
Extra Ground
Powdered
Golden Yellow.

PARIS LUMPS in 100, 50 and 25 lb. boxes and in "Red Seal" dust proof cartons.

The Canada Sugar Refining Co.,

Montreal, Can.

Established in 1854 by John Redpath



The Best is Always Cheapest

hat's why hundreds of wide-awa grocers are buying

Arctic Refrigerators

Cold, dry air constantly circulating, absolutely sanitary—can't collect dirt or rust or corrode; shelves and sections specially for grocers; all parts separable; case of ash; hardware of solid brass with lining of spruce, shellacked. Write now for complete information.

John Hillock & Co., Ltd. - Toronto

Representatives Western Provinces: Ryan Bros., 147 Bannatyne Ave., Winnipeg, Man.; Donnelly, Watson & Brown, Calgary, Alta.



Talking to the Point

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

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

TRY A CONDENSED AD IN THIS PAPER

FARROW'S 'A-1' MUSTARD

THE BEST BRITISH MAKE-DIRECT FROM THE GROWERS

In every market of the world FARROW'S "A-1" has forced its way. Write your nearest agent for a sample tin. Compare the get up, the quality and the price—then you'll know the reason why!

McLEOD & CLARKSON, 847 Beatty Street, Vancouver; W. G. PATRICK & CO., 77 York Street, Toronto; T. A. MACNAB & CO., Cabot Bldgs., St. John's, Newfoundland; W. A. SIMONDS, 89 Union St., St. John, N.B.; RUTTAN & CHAPMAN, Fort Garry Court, Main St., Winnipeg; ROSE & LAFLAMME, 400 St. Paul St., Montreal; C. E. CHOATE & CO., Pickford & Blacks Wharf, Halifax



SUCCESS AWAITS THE GROCER

who features BJELLAND'S Smoked Herrings in Bouillon

These delicious summer-caught herrings, packed sardine style in spiced bouillon, have leapt into popularity wherever introduced. They are packed in patent cans with key opening, and retail at 10 cents, leaving the retailer an excellent profit margin. Canned in the pink of condition a few hours after being caught. Ask your wholesaler.

JOHN W. BICKLE & GREENING (J. A. HENDERSON) HAMILTON CANADIAN AGENTS

"For Old Acquaintance Sake" is all right sometimes

BUT NOT IN BUSINESS

"FOR PROFIT SAKE"
WILL SUIT YOU BETTER

WHITE SWAN LYE

Shows you a profit of 50% and gives your customers much more for their money than other brands,

and is

Guaranteed Absolutely Pure

Sold from Ocean to Ocean
ON MERIT

THE MOLASSES THAT INCREASES SALES!

Apart from the unquestioned quality and flavor of

O INGERBREAD BRAND Molasses

it will sell readily because the large variety of sizes in which it is put up cannot fail to suit every individual requirement of your customers.

Gingerbread Brand is a strong baker, of good body, and a profitable line to handle.

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

GIVE YOUR WHOLESALER A TRIAL ORDER.

The Dominion Molasses Co.,

HALIFAX

NOVA SCOTIA



LYNCH'S BISCUITS ARE SOCIAL FAVORITES

They are attractively done up and arrive at your store as crisp and dainty as when they leave our ovens.

Creamalt Sodas—Family Pilot—Graham Wafers—Ginger Snaps—Seed Sugar—Fig Bars—Crimp Sugar—Lemon Creams

Lynch's Limited-Sydney, N.S. Manufacturers of Biscuits, Bread and Confectionery

IN THE LONG RUN

it pays best to consider your customers' interests as well as your own. At this time of the year, when the householder is putting down preserves, it is especially to your interest to give them the best sugar you can buy. The best is

Get New Trade

and keep it by pushing the sale of Minute Tapioca. Just tell your customers this: By using

Minute Tapioca

a delightful, dainty and wholesome dessert is



d

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ger

Biscuits,

ready in fifteen minutes. Minute Tapioca is perfectly pure. It is made in the largest and most sanitary tapioca factory in the world. Six quarts to a package,

Ask your Jobber for Minute Taploca

Minute Tapioca Co-Orange, - Mass.

Canadian Representatives
Canadian Specialty Co, Toronto
R. B. Hall & Son, Montreal
W. S. Clawson, & Co., St. John, N.B.

BAIRD'S

WORGESTERSHIRE

SAUCE

GRANULATED



DELICIOUS

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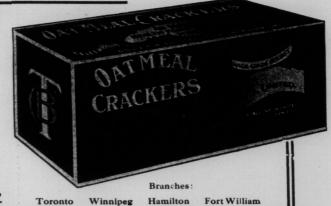
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> "Queen Quality" Pickles are perfectly processed and will be found wholesome and tempting.

Put up in 10 oz. and 20 oz. bottles.

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are in every way the most superior products of modern bakery. Their quality is the foundation on which their widespread reputation has been built—only the choicest of materials are used and the most palnstaking care is exercised in the mixing and baking of the ingredients to produce the appetizing flavor and delicate crispness of the Ramsay Sweet Biscuits and Sodas. Once tried, your patrons will always ask for this brand. Put in a trial order and you will be convinced that Ramsay's are the most satisfying both to yourself

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We would like to represent you.

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Are you successfully represented; i.e., are you getting the volume of business your goods deserve?

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You can obtsin it by appointing us.

We want your Agency-You want our Service

There is an ever increasing demand for good goods in B.C, but they must be properly introduced. This cannot be done by an agent who sits in his office most of the time, with an occasional visit to the wholesale trade. The Wholesaler has too many lines to specialize.

Our Organization is Complete

We have a staff of travellers calling upon both the wholesaler and retail trades regularly and systematically.

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Amongst others we want a first class Canned Goods Agency.

This is our new 6-storey fireproof warehouse.

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We Purchase Some Lines Outright

THE STANDARD BROKERAGE CO.

Established 1903

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Year after year the output of "SALADA" grows. Grocers from coast to coast are finding out that "SALADA" is a sure trade-winner. Step by step thousands are building a large and profitable tea business with "SALADA" as the foundation. During the first six months of 1911 we had an increase of over 500,000 lbs., so that now the sale equals 48 packets for every minute of our lives. Make "SALADA" the leader in your tea department and watch the results.



















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Are you fully sharing in this profitable distribution of "SALADA?" The tea that quality made famous.

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How to Increase Efficiency of Clerks

A Question Made to Cover Entire Grocery Business — Merchant's Moral Responsibilities for Young Men Placed Beneath Him—Changed Conditions From Those of Good Old Days—Rudiments of Weighing—The Wonder as to Learning at all.

*By Henry Johnson, Jr.

There were certainly some searching questions propounded at the Grocers' Convention to which I have referred in recent articles; surely some of those grocers are thinkers, or such questions could not be couched in such concentrated, concrete form. Note this next one.

"How can we Increase the Efficiency of our Salespeople?"

Does that not open an imposing array of possibilities in the way of analytical discussion? Why, come to think of it, this question can readily be made to cover our entire business. For see: To teach we must learn. Further, to teach IS to learn; for the teacher ever learns more than he teaches and learns best by the very act of teaching. The very act of grasping a question with the purpose of finding the solution is always so stimulating to thought that we cannot formulate a single solution of even the simplest, most elementary question without increasing our own mental breadth and thus adding to our own mental stature.

Our Need and Duty.

This is a particularly deep question, too, and ramifies into many, many things. Not only our need for better help, but our duty to educate our help; our moral responsibility for those younger than ourselves who are placed under our tutilage. And in just the measure that we recognize that responsibility and fulfil this duty shall we enjoy the services of better helpers.

The changes which have come about in the grocery business during the past 30 years have really been rather hard on the young fellows. Back in the 80's there was no sort of argument about it; a boy simply had to be taught some things before he could be turned loose in a store. It was obvious even to him that he had something serious learn-something he often cannot see in these present days of packages, paper bags, and slovenly wrappings: You of a generation ago will know what I mean. You remember how we had to start the boy at putting up sugar in a flat paper; then graduating him to rice, and beans, green coffee and crackers. Bless you! he had some respect for

*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.

his calling those days. He could see at once, or if he could not, a single trial at the wrapping business showed bim that he had something very definite to learn.

The Good Old Days.

Now that those "good old times" (Note quotation marks, please) have gone, what are we doing to give the required education to our helpers? They must be educated just the same; for it will not do for us to complain of imperfect service if we have no system for developing the faculties of our boys and girls. If we look about us to-day, we, shall find that, whereas the old education called for a good deal of leading and showing on the part of the proprietor, the present system is made up mostly of "don'ts." We put a green clerk onto the job, probably setting him to some task under another who has had little more technical training than himself, and from that time onwards it is apt to be: "Don't do that, Henry," at nearly every turn, until it becomes a matter of wonder that the boys develop at all. What is needed here is a system of the same old rudimentary drilling in the old tasks, just to instill into the minds of our boys the truth that the grocery business is something to be learned, not a matter that can be known by intuition; something so important that even teaching will not cover the ground, but that much must be absorbed sub-consciously, through long practice and leading along right ways. Every new clerk should be taught to wrap packages just as our fathers wrapped them.

Weighing Correctly.

Next, take the task of weighing correctly - the most important single thing about our business. It matters not what kind of scales you use, whether computing, even balance, automatic or other, it is the "man behind the ' who counts for right weighing or the reverse. Thus, leading, careful, time-taking teaching must be given. It will not do simply to pick up a package and finding it overweight, say; "John, this is too heavy; you must not do that." No, do not blame the boy for that. Blame yourself for failing to teach him to begin with. All you have to do is watch the half-baked, slovenly, untrained way in which a clerk over-fills a package; digs out parts of

the contents; fills again; again digs out; finally dribbles the goods in with exasperating, time-wasting slowness, to see the need for some systematic training in this matter of weighing. And mark you, it is not all in the clerks, either. I see many grocers do this same thing themselves, which, however, mostly goes to show that they, too, are of a recent generation and had little real apprenticeship in this business of beingg a grocer.

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Rudiments of Weighing.

The first thing to learn about weighing is the size of bag it is proper to use for a given article: No. 2 for a pound of coffee, or Jap tea-also that the No. 2 bag is a quart bag and will hold a quart of beans; also that this multiple of 2 holds good all through the measured foods, such as No. 8 for a half peck, etc. The next step is to learn to fill the package slack, that is, allow for MORE to be put into it in the weighing-never so fill it that any has to be dug out of it. Next, place the package on the scale and, while continuing to fill it from the scoop in the RIGHT hand, keep one finger of the LEFT hand on the scale scoop or platform, to get the "feel" of how nearly the correct weight is being put into the package. This faculty "feel" the weight is workmanlike, greatly time-saving, makes for the utmost accuracy, looks businesslike and will develop the utmost speed in anybody. If after a fair show at this kind of training the young man does not respond, then you have done your part and can justly feel that "it is not in him" and he can be eliminated, as he should be, if not fitted for the work. This is fair to both parties and will tend to "increase the efficiency of your help" both through the agency of development and elimination; whereas now your only course would seem to be elimination.

The Cost and Price Book.

Next, keep a cost and price book; then have a sample can or package of all goods provided with a paster which reads: "Sample; not to be sold." On that paster mark the price each, per dozen, and per case. The new clerk is to be shown around carefully, after he has passed through his weighing and wrapping apprenticeship, to acquaint him with the general arrangement of

24

the stock-and right here will be seen the need for the systematic departmentizing of your stock if you are not now handling things that way. Then he should be shown the price book, wherein the selling prices may be in plain figures, should be so, in fact, and the cost can be in cypher. It should be carefully impressed on him that everything has its place and must be replaced there EVERY TIME it is used; this is to be imperative and not to be excused by the statement that he was "busy" or anything like that. After which, he may be turned loose-and then carefully watched and guided with helpful hints-told what to DO, not what NOT to do.

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Which gets us back to about where we started: That to have good clerks, we must first have good grocers. That to teach a thing, we must first know it. That, in short, the Efficiency of our Salespeople (a stilted phrase, borrowed from the department store, which does not make a hit with me) is strictly "up to us," and if we fail to have them, the fault is really chargeable to our own personal account and not to that of the presently rather neglected clerk

O, by the way, by all means have the boys read your trade paper—every bit of it, and talk with them about it. at prices other than those actually prevailing at the moment of sale, and this state of affairs was not growing any better. It was a pity, he said, because the trade was becoming more or less demoralized. He felt certain that the "open price" system would work for the changing of all this. There would still be the advantage to the wholesaler from careful buying; likewise the benefit to the retailer because of this careful purchasing by the wholesaler from whom he usually obtained his supply of sugar. The traveler would not have to do any hedging; he would simply book the order and transmit it on to his house where the prevailing quotation would be set against it. The wholesaler who proved to be possessed of good judgment would then be in a fair way of securing even more business than was the case when the "price" method was

At the Guild meeting already mentioned there was not any unanimous expression of opinion on the proposal. The tone of what discussion there was, however, was friendly, and it is probable that it was the simplicity and magnitude of the scheme, that prevented action by resolution at that time. But, apart from any action which wholesalers, individually or collectively, may take it would seem to be an opportune time for dealers throughout the country to turn the matter over in their minds. The scheme is at least worthy of careful consideration by retailers even if the only objects gained consist in familiarity with the subject when it does become, later on, a really important issue.

To Purchase Sugar at an Open Price

Suggestion Advanced by Wholesaler Claims That It Would Eliminate All Conditions Tending Towards Demoralization of This Trade—Refiner Would Sell the Wholesaler, and He the Retailer, at Price Prevailing Time Order Was Booked.

Now that sugar has developed an unmistakable inclination to soar to higher price levels, it will probably be an opportune time for the trade to discuss the distribution of the staple, with a view of hitting upon the best method of purchasing by all the parties to the transaction.

From time to time men have come forward with suggestions calculated to work for a bettering of conditions, but none of these have had much effect in the handling of the product. Now it is a wholesaler, Hugh Blain, of Eby-Blain, Toronto, who puts forward a method, which, if not comprehensive enough to meet the wishes of all Canadian merchants, is at least worthy of serious consideration by manufacturers, wholesalers and retailers alike throughout the whole Dominion. Mr. Blain barely outlined this proposed method at the recent meeting of the Ontario Wholesale Grocers' Guild, held in Toronto, during a discussion on the best methods to be adopted in the handling of the staple, but, although his proposition was endorsed by some of the leaders in Guild work, it was not discussed at any length.

Briefly, Mr. Blain would have all sugar, bought by all parties through to the retailer, on an open basis. That is to say, he would have a wholesaler place an order with a refiner, for a certain quantity; the refiner would accept the order and charge the wholesaler the rate per hundred pounds at which the product was quoted at the time the order was received. Then, to project the example still further, the traveler representing the wholesaler would go out on his route and accept orders for sugar, on a precisely similar basis. The wholesaler would accept the order from his man and enter it upon the books, charging the retailer the price at which sugar

wholesaled at the moment the order reached his office.

Speaking in support of his suggestion, Mr. Blain pointed out that he felt sure this "open system" would have the effect of eliminating all possibility of friction between wholesaler and retailer, arising out of fluctuation of prices, and the competition of wholesalers for the business. Conditions at present, he said, were not calculated to work for any great amount of harmony because there was too much selling of sugar to-morrow at to-day's prices. Sugar was being sold



Leaving goods on the counter after the customer to whom they had been shown, has left the establishment is not calculated to convince the next arrival of your neatness and care of goods.

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Phenomenal Rise in the Price of Sugar

Increase Reported on Tuesday Brought Total Advance for Year up to Ninety-Five Cents—In Month of July Alone, the Rise Amounted to Fifty-Five Cents on the Hundred—Advances Credited to Damage to Growing Beet Crops in Europe, and to Strong Raw Markets Generally.

The month of July saw the most excitement in sugar known in many a year. On July 1 the grocer could purchase this article at \$4.60 per hundred-weight on a Montreal basis, but the closing days of the month saw it selling at \$5.15, a total upward movement of 55 cents, an extraordinary advance in so short a time. The given reason for the sharp upward trend was the un'avorable condition of the growing beet crop in Europe. The weather throughout the growing districts had been extremely warm and rain was sorely needed and all reports of late from Europe have read: "Weather unfavorable for the growing crop." The leaf surface, on account of the hot and dry weather, is especially small, which is an infavorable condition at this stage of growth, as, from now on, the sugar in the heet is gathered by the leaves and the larger the leaf area or surface the iniger the sugar produced, as a rule.

Looking Backward.

If we look back over the past seven months' doings in the sugar market, we find some interesting features. From the lowest point of the year there has been a steady upward movement amounting to 95 cents, the market never wavering or showing any signs of weakness during that whole period. On January 24th, raws in New York dropped to \$3.42, which proved to be the lowest point of the year. On February 1st refined was at the lowest point, namely \$4.20, on a Montreal basis. At this time refiners were holding off in their purchases of raws, hoping for a lower market. While they were waiting, there came reports that the Cuban crop would be 200,000 tons short. At once there was a flurry. Speculators began to get busy but still refiners held off, hoping that things would take a turn and they would still be able to purchase at the low price. But this did not happen, for the raw market shot up fully 20 points, and refined advanced 10 cents, the beginning of the upward trend.

Then began a period of steadiness, with upward movements of 10 cents in refined on Mar. 3, and 24th and on Apr. 21st, as the shortness of the Cuban crop became more apparent, and as the European market remained ahead comparatively of the Cuban quotations. Final estimates of the Cuban crop put it at 1,527,000 tons as compared with 1,804,000, in 1910. It was evident that this shortage would have to be filled by shipments from elsewhere, either Europe or Java, and both of these were a considerable margin ahead of Cuban. For this reason those in touch with the market expected a strong sugar market during the preserving season, with the movement in prices depending on the demand during that period.

The Bolt from Europe.

It was at this stage that the unexpected happened. On June 30th, quotations from Europe were 11s. The first week in July this price began to gradually expand, while the European markets gave little reason for the advance. Within a week prices had increased a full shilling and reports began to come out that the beet crop in Europe had been damaged by warm weather. Of course the speculators in New York, knowing that refiners were short of supplies, took advantage of the situation and the price on Cuban raws began to move upward also. Reports from the beet districts continued unfavorable, beet prices moved upward, with Java and Cuban following. As raws ascended refined prices were also marked up. Following a 5c advance at the first of the month, refined went up 10 cents on 11th. 20th, 24th, 27th and 31st, making a total upward movement for the month of 55c, an extraordinary advance indeed.

"The market is still strong," said a jobber in touch with the situation, "with European quotations holding firm. During July the total upward movement in beet quotations was equivalent to 60 cents per hundred-weight, while Cuba has been acting in a similar manner."

"Still," he said, "the market is a speculative one. There has, without doubt, been considerable damage done to the European beet crop but the extent of

the damage cannot be exactly estimated.

With Europe continuing to rise there can seemingly be no relief to high prices until the domestic sugar crop comes in the market in October. Prices will be regulated by the consumption which is ruled in turn by the supply of fruits available for preserving on the one hand, and also by the progress of the European beet crop."

No One to Predict.

"No one would pretend to predict what course the market will take after October 1st. The dry spell in Europe during the past month is said to equal that of 1904 when the crop was severely damaged. Now on Oct. 1st of that year. refined in barrels at Montreal was \$4.65, and by Feb. 1st it had advanced to \$5,75. I would not want to say that the market will advance similarly this year nor would I say it will not. At the present it is pretty much a gamble and I do not think anyone would pretend to predict more than 8 weeks ahead just now. But, it looks," he concluded, "as if the market would hold till some time between Sept. 15 and Oct. 1st, and probably after that if conditions warrant."

As stated already the total upward movement in refined prices since the lowest point for the year has been 95 cents, and quotations are now equal to those of one year ago. In 1910, prices held firmly but without any great advances until September when on account of the slackness of demand, a decline of 10 cents was recorded. With the arrival of the new beet crop in October, prices declined a total of 35 cents with a further lowering of 10 cents on the 1st of December. Looking back over previous years, it is found that prices have generally held pretty firm during the preserving season. The fluctuations during the past two years are shown be-

The Fluctuations.

In 1909, the ups and downs of the sugar market were as follows:—

ugar market were as for	OWS
Jan. 1	4.35
Feb. 5	4.45
Mar. 5	4.35
Mar. 12	4.45
Mar. 19	4.55
Mar. 26	4.65
May 7	
July 30	4.60
Sept. 10	4.7
Oct. 15	4.60
Nov 19	4.70

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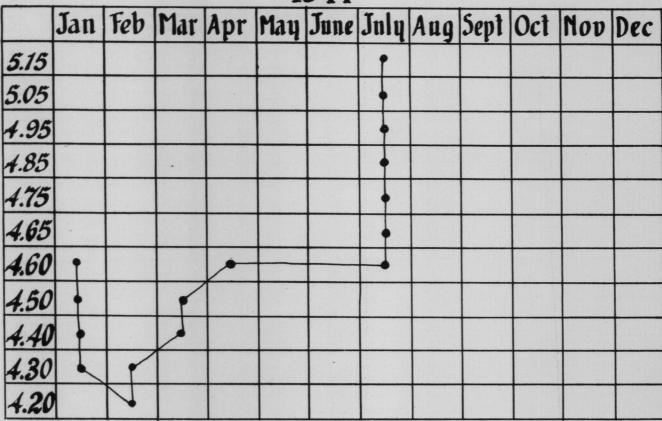
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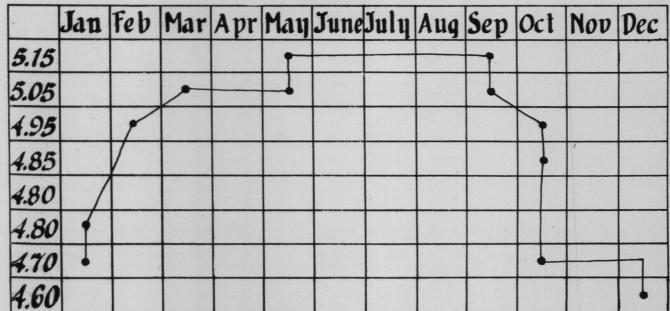
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1911



1910



COMPARATIVE SUGAR CHART COVERING TWO SEASONS-MONTREAL BASIS.

Practical Methods in Retail Stores

A Chatham Man Who Uses His Delivery Man to Secure Orders—Maritime Merchant Who Sells Gasolene to Good Advantage—The Drawing Power of Goods—Lethbridge Man Finds Tobacco a Good Side Line—Appearance as a Factor.

Deliveryman Takes Orders.

Chatham, Ont., Aug. 3.—"I don't know whether many grocers make use of this expedient, but latterly my deliveryman has been bringing me back quite a few additional orders from his trips," remarked a grocer recently.

"I find that very often a customer will forget some article when ordering, and remember it only when the goods arrive. Usually the customer will put off buying till another time, unless the article is urgently needed.

"My driver now is instructed, in making a delivery, to state to the customer that if she has any additional orders, he will be pleased to take them back with him to the store and see that they are promptly filled. He mentions the fact very deferentially and politely—those are his express instructions—and I find that even where there aren't any return orders, his thoughtfulness is appreciated. There are, of course, orders now and then, sometimes fairly large; and all this business counts up.

"It is coming to be recognized that my deliveryman is an ordertaker as well, and I find that occasionally customers will hail him as he passes and tell him to bring them something on his next trip. It might be difficult to do this with some deliverymen, who aren't well posted in regard to the stock, and, in fact, know precious little in regard to prices and quality, but I am fortunate in possessing a man who knows something of these things and is in a position to talk business."

Selling Gasolene.

St. John, N.B., July 6.—What has been found to be a profitable and interesting side-line for a few grocers in the northern section of the city is the sale of gasolene. It may be argued that a retail grocery store is hardly the place to find gasolene if there are hardware stores in the neighborhood, but this is not the case with at least three grocery shops of recognized standing in North End, for the dealers have during the last year or two cleaned up a tidy sum each summer through the sale of gasolene.

It has been found that it is not difficult to store, as a very large quantity is not kept constantly on hand, and what is in stock is kept in an out-of-the-way place and divided in small lots of from five to twenty gallons. It is stored in tins or large cans and sold the same way in the same tins, usually, as they are

later returned by the customer. The reason for his delving extensively in the sale of gasolene was said by one of the grocers to be the fact that there were a large number of motor boat owners in the vicinity, and many of them were regular grocery customers of his. They needed to be supplied with gasolene quite frequently, and he might as well "make a dollar on it as any other." And he has.

Drawing Power of Goods.

Winnipeg, Man., Aug. 3 .- A local grocer proves that a reputation for the best goods is a thing that brings trade to the merchant. "During the summer," he says, "the housewife has great difficulty in securing eggs, the quality of which she can depend on. Several years ago, I recognized this fact and I then made special arrangements for supplies of eggs which I was sure were decidedly fresh. Of course, in order to make sure of this fact, I have to pay a little more than for the ordinary run of eggs but I find that my customers are willing to pay more for eggs, which they can depend on. This egg specialty brings me considerable extra trade, many customers coming to my store for their egg supply and to them I am generally able to sell some other lines."

Tobacco Side Line.

Lethbridge, Alta., Aug. 3.-A local dealer believes that tobacco is a good side line for the grocer to carry because it not only gives a profit itself but helps' to develop the business in general. At first he thought tobacco would be a poor line for him because few men visited his store, but he has now found it a good manner of drawing men to the store where they often are interested in other lines. What started this grocer thinking of tobacco was the fact that many people in the vicinity purchased their tobacco at the drug store and he could see no reason why they should not patronize the grocery just as well.

He did not go into it extensively at first, but still he put in a large enough assortment to please the majority of the users of the weed. For a while he used his windows until he got the customers coming, and he then fixed up a display case near the door where a good sized tobacco business is transacted.

Appearance a Factor.

New Westminster, B.C., Aug. 3.-"Appearances count for a great deal in business," said a local grocer recently. "And the merchant should see that everything about the store is so "spick and span" as to leave a good impression upon customers. The store that appears busy appeals to customers and for this reason, merchants should keep their clerks busy at some work. In the sale of food, such as the grocer is engaged in a cleanly appearance of everything is an important factor in selling goods. From the appearance of the store front and window, a customer generally forms their opinion of the interior and the goods sold there and the merchant should attempt to impress probable customers favorably. The appearances of clerks, wagons, horses, display, bill heads, etc., all have their place in moulding an impression of the store, favorable or otherwise upon the customer.

Keeps Lists of Accounts.

Toronto, Ont., Aug. 3.—W. C. Miller, a grocer on Yonge street has a method whereby he has before him at all times the names of all customers with overdue accounts and their amount. Each month he goes over his books and compiles a list of all customers who owe him, with the amount of the account. As the customers pay him, their names are marked off the list, so that he can at any time of the month at a glance see just what customers have not paid their bills.

Next month he makes another list but all who owe and have stopped dealing, he keeps in a separate column so that he can at any moment find out just what his bad debts amount to.

The Counter Check Book.

Montreal, Aug. 3.—The counter check book proved its value to a Montreal grocer enabling him to stop a leakage that had been draining his resources for some time. The cashier in going over the list of sales for the day once noticed that a slip was missing. This was an easy matter for each page in the check book is numbered and the general rule is to arrange them in numerical order after they have completed their first usefulness in the office.

Not long afterwards another slip was found missing and in looking over the duplicates it was found that they represented sales to this particular woman. It was afterwards discovered that when she received her slip from the office she went to the cashier and merely asked her to change a dollar or some other such thing in order to create the impression in the store that she had paid her bill. This woman, too, had what is known as plenty of money.

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The Montreal Grocers Take a Day Off

Enjoyed Splendid Weather and Refreshing Air and a Boat Trip to the New King Edward Park Which had Been Selected as the Rendezvous—Banquet Proves Most Enjoyable — Foot and Horse Racing—The Speakers.

Staff Correspondence.

Montreal, Aug. 3.—The Montreal grocers and their employes no doubt felt the effects of the recent heat wave more than those whose occupations kept them outdoor, and who had not to keep hustling from early morning till late at night. It was a great relief for them to get off to King Edward Park for a nice cool breezy water trip and a big day's enjoyment at this popular amusement resort.

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Words of praise were plentiful for M. J. D. Boileau, the president, and M. O. Fournier, secretary of the Association, because the excursionists realized that these two energetic workers and other members of the committee had succeeded in arranging a splendid programme, and making everything meet with the entire approval of all present.

The Races.

The Montreal grocers have always proven pretty good runners and there seems to be a great deal of rivalry between certain members of the Association in this respect. The crowd was no sooner on the island than a move was made towards an open stretch decided on as the race course. Perhaps the 220 yards was not so smooth as desired, yet the competitors seemed to come over it pretty well.

The man with the megaphone was J. T. Lussier, of course. He had also a bell with him this year. He found both necessary to get the entrants to the starting post, and when he found it necessary to summon anyone from a disstance his voice seemed to sound all over the island. Yet he needed no sugar lumps or currants. No even chiclets.

J. A. Phaneuf looks as if he will figure in next year's Olympic festival. He is possessed of a great stride and does not break any blades of grass as he travels. He runs "as smoothly as the gentle stream," but he assures the Association that if he does decide to leave the grocery business he will always carry the colors of the R.M.A.

M. J. Mesnard is another crack runner and had a ding-dong battle with J. A. Phaneuf. In the first contest they ran a dead heat for the benefit of the onlookers and then went back to the post to show that they were only getting up steam.

The Fair Sex.

Ah, oui, the ladies were there, and didn't Mr. Boileau look after them! The ladies' event was as big a success as ever,

and if the first prize had been a man with a fortune the keeness evinced could not have been any greater. King Edward Park is not blessed with any too many restaurants and as the horse racing attracted quite a number of the grocers, it was decided not to hold the banquet till 7 o'clock. The idea met with the approval of the majority but



President Boileau was the Shepherd Elect.

there were some who felt that even a plate of soup would have kept things going till the fatted calf was killed.

"The Hour is at Hand."

This announcement from the ubiquitous A. Laniel gathered the crowd and soon the gaily decorated dining hall was filled to its capacity by the happiest looking lot that have ever set there. A gentle rap on the table from the fairy fingers of Monsieur Boileau secured silence and after giving all present a hearty welcome he did not waste much time in introducing the genial Mon. Armand Chaput.

This gentleman was no stranger but rather one of the most popular there, as was evidenced by the round of applause when he got up to speak and let his dinner get cold. He assured the retailers that any deputation to the Chamber of Commerce, Montreal, would be received in a brotherly spirit. Although the early closing question was troubling quite a lot, as they felt like demanding that the park be kept open till a very

late hour, yet Mr. Chaput could not refrain from talking on the early closing laws as connected with the grocery stores. His sentiments were endorsed by all present.

Other Speakers.

M. Nap. Sequin, J. A. Beaudry, Jos. Ethier, J. D. Boileau, R. LeBlanc and M. T. Woods.

At the table of honor were J. D. Boileau, J. Ethier, N. Sequin, J. A. Beaudry, Armand Chaput, A. Laurendeau, J. Moquin, L. Moquin, D. Payette, J. G. Filion, J. A. Mesnard and others.

After the banquet, dancing and music took place and would have been kept up till a later hour has not the "Early closing laws" been in effect.

Grocerlets.

Who kept the dinner late? What were J. D. Boileau, J. Phaneuf and a few others doing in the banquet hall at 2.30?

Little Laniel kept a close eye on the banquet hall. He wanted to know if the freight boat had dropped their supplies overboard.

Did you see President Boileau taking care of the little ones—we mean the ladies? Gee! but he had a fatherly look!

Some of the grocers are being sought by the "bookies." Some one drew from them wholesale. Who made the \$40? Yes, the races paid pretty well for some. Just some, remember.

The grocery business has often been termed the "wheel of fortune." Perhaps this has something to do with the fact that a number of the retailers played the wheel at the side show. But they were stung!

Where did J. A. Phaneuf get to? A search party went through the groves, but no trace. He was found O.K. in the store next day. No reward was offered.



M. Dufresne wanted to know why there was nothing served at the scheduled lunch hour.

THE CANADIAN GROCER

Established - - 1886

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PUBLISHED EVERY FRIDAY

SUGAR ADVANCES AGAIN.

Sugar has advanced another twenty cents since the last price list was published in The Grocer, and there seems to be a general opinion that the end of the upward movement has not yet been reached.

Two weeks ago, when the news was sent out to a waiting world that the London, England, market had taken fright because of rumors and reports of damage to European beet crops there was a feeling that later on the news would be discounted by other word that the injury was less than had been feared on the spur of the moment. But this philosophical way of looking at things has not been productive of much contentment of mind during the subsequent period. There surely has been ample time and opportunity for those who so desired, to find out for their own satisfaction just how the crops stood. But, whatever the result of these investigations, the rise in values has not been checked; rather has it gone on with greater speed than before.

Even now the reports that have come from Europe regarding the damage to growing beet crops—have been little more than vague. No definite understanding has been arrived at as to the actual hurt. The fact that has been swinging the sugar pendulum upward on this continent seems to be the surety that there is going to be a big shortage in fall supplies anyway, because of the failure of Cuba to measure up to requirements. The damage to the European supply is accepted, on top of that, as sure to aggravate the trouble.

The crops on the other side of the Atlantic may not be damaged as much as has been anticipated, and the whole bubble may be pricked later on; but the real strength of the position of the holders of raw sugar on this side is based upon the shortage existing here now. The sugar world will probably, therefor, be on the anxious seat during the next few weeks.

SERVE CUSTOMERS PROMPTLY.

It is human nature to grow impatient when a person is forced to wait, and especially when it is some one else's fault.

You have seen the man who is waiting for a train. His surroundings may be beautiful, and of a kind which under ordinary circumstances he would enjoy, but just because he is forced to wait, instead of enjoying it he becomes impatient, and has all kinds of nasty things to say about the railroad and the service which it gives.

The merchant and clerk will see that this is applicable to the grocery business. The customer who is forced to wait is apt to be put in a bad buying mood and also to form unfavorable opinions regarding the store and its service. Therefore serve your customers as promptly as possible before these thoughts which are apt to affect the customer's buying forms in their mind.

CONDITION OF TOMATO CROP.

Reports to The Canadian Grocer during the past week would seem to indicate that the cool weather has kept back the growth of tomatoes in Prince Edward Island county.

This does not mean that the crop in that district of big tomato yields is to be a failure, for if warmer weather but come the total output should be well up to the average. The sun has been beating down with increased strength upon the province of Ontario generally during the week which is just closing, and it is quite probable that the vines will have taken on added strength because of that fact. It is sincerely to be hoped that this is so.

In the same district, the reports continue, peas and berries are short. No figures are as yet available to show the probable gatherings.

A correspondent in Nova Scotia sends word that canned peas and beans will probably go to the trade there at one dollar per dozen. The Maritime wholesalers, he declares, fear a considerable shortage and are anticipating higher prices.

The intense heat of the early days of July worked havor with the berry crops, and the days of chill following one another towards the close of the same month spelled depreciation for the vine crops, which thrive in light soils, and which are absolutely dependent upon heat. It would almost seem as if the weather had been arranged with a special view to the discomfiture of the fruit and vegetable growers.

THE CANNED GOODS DEMAND.

Because of the shortage of supplies in small field fruits, it is altogether probable that the housewives of the nation will start the winter with but sparsely stocked preserved fruit shelves. This will, or, at least should, be, particularly the case with raspberries and strawberries. Both these berries, usually the source of fruit supply upon which much dependence is placed, practically failed, and what did go on the retail stands for sale was at such a high price that buying in quantities for "putting down" was out of the question except for the well-to-do. Peaches and plums are now relied upon in most quarters to make up the deficiency.

All this means that the retail grocer will supply the households of Canada with the bulk of the jams used during the coming winter season. It spells opportunity for him, and he should lay his plans now for an extensive business in these lines of canned goods. The products being produced at the canneries of Canada are steadily creeping into public favor, and the stocks put away by the busy housewife is reducing automatically as the years slip by. This may prove to be a critical year. The stocks sold from the shelves of the grocery store will be tried as

by fire, and if the verdict is satisfactory there will be a much greater demand for canned goods, in all lines, during the year following than will even be the case this year. The dealers should not overlook these facts.

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FRUIT DAMAGED BY STORM.

There appears to be a relentless nemesis pursuing the Canadian apple crop, the Ontario part of it particularly. Last year there was a shortage in yield, as every dealer will remember, so very marked that the fruit was literally worth its weight in gold. There were not enough to go round. This season, when the country was resting under the impression that the output, while not as large as it might have been, would be considerably greater than last year, storms and hurricanes have ravaged the country and the prospective yield has been greatly reduced thereby.

Reports have been coming to The Canadian Grocer which go to show that the damage wrought during the blows of last week was greater than originally feared. It is now taken for granted that thirty per cent. of the Greening, half that percentage of Baldwins, and about forty per cent. of the fall varieties of apples in Ontario, as a whole, have been wiped out. Both Bartlett and Duchess pears have also suffered severely.

In Simcoe and in Brant close upon one-third of the expected yield of the green varieties of apples have been ruined. In Lambton county, the apples to the extent of almost twenty per cent. were blown off the trees, but in that county, according to report, the damage to plums and pears will not be so marked. The Niagara district also suffered but not to such an extent as other sections of the province already mentioned.

WESTERN CROP SITUATION.

Considerable difference of opinion is prevailing with regard to the condition of the growing crop at the present time. Reliable reports, however, indicate that owing to the continued mild weather that has been prevailing during the last week, the crop is not as far advanced by any means as it should be, in fact some experts state that it is two weeks late. During the last week, some good dry warm weather has been experienced over the various sections of Manitoba and Saskatchewan but it has not been general throughout the entire West.

Reports from Chicago that state that the north western crop is suffering from black rust are decided fabrications. No rust whatever has been reported so far by any of the Government experts throughout the Western provinces, and when the condition of the season is taken into consideration it is not likely that black rust will be very predominent this year.

Harvesting of barley started in Manitoba last week in various sections. The majority of this barley it is understood belongs to the variety known as Sixty Day. The later varieties are not ready yet, and are not likely to be ready for the next week.

To sum up the situation of the crop it might be well to say that the outlook is not as promising as it was two or three weeks ago. However, no severe damage has been done as yet, and should we get warm weather in August there is no doubt that a very good crop will be harvested this fall.

PLANNING FOR THE FAIR.

Only a month stands between the dealer and the fall fair, for with the close of the National Exposition at

Toronto, the regular round of Agricultural Society exhibitions will commence.

One month is not too much time for the retailer to lay his plans to capture the trade of the visiting legions from the country districts. There is always a great deal to be done. The man across the street may already have thought the thing out thoroughly.

Windows can be arranged for, and a systematic scheme of interior decorations calculated to coax the reluctant dollars from the pockets of the farmer be worked out. Show cards can be lettered with an eye ahead to that period, and, generally speaking, a whole complete campaign, mapped out. There only remains a month to do all this.

WHEN WOMEN TALK.

What do the gossips say of your store? This is important, especially in the small town, where a large majority of your customers have an interchange of conversation. It is surprising how the good and bad points of the merchants in the town are brought out at assemblages of women such as sewing clubs, etc., or even in the conversation between a couple of women in the town. It is a means of advertising for your store, but it may be either good or bad. More often it is that the bad points are brought out and the good ones overlooked. Merchants should as far as lies in their power try to conduct their store in such a method that the gossips may find no faults which might serve as a subject of conversation.

THE FUTURE OF ORANGES.

Oranges have been stiffening in price during the past couple of weeks on all markets both in Canadian and in the United States. California late Valencias are the only kind now available, and on account of the high prices of fruits in general, and the somewhat shortness in the supply of many lines of Canadian fruits, a larger demand than usual for oranges for the season has been in evidence with a consequent advance in prices.

While some dealers have expressed the opinion that prices are liable to continue firm, there are others who argue that with the late fruits coming on the market that there will be a consequent slackening in the demand, while they also hint that shipments are now being curtailed which will work for a larger supply later on. Much, however, depends upon the supply of late fruits which will regulate largely the demand for oranges.

EDITORIAL NOTES.

The fourth annual meeting of the merchants of Galt, which was held last week to Grimsby Beach, on Lake Ontario, will doubtless go down into history there, as the largest ever held. May next year's be bigger.

The sudden dissolution of Parliament rendered impossible any immediate change in the parcels post regulations. But Parliament will meet again in the fall of this year, and no matter which of the two great parties is returned to the treasury benches it is certain that this question is sure to receive some attention before the next session of the law makers of the nation comes to an end. Certainly the Honorable Rodolphe Lemieux, the Postmaster General, has definite views regarding this matter, and he intimated, in response to a query last month in the house that certain changes were in the making. Dealers cannot afford to allow this thing to slip their attention, not even for a moment.

The Markets -- Sugar Advances 20c.

Sugar Goes Higher—Advance of 95 Cents Since Feb. 1st—Damage to Beet Crop in Europe the Cause—Market is Still Strong—Corn Syrup Advances in Ontario and Quebec—Due to Higher Corn Prices— Excited Prune Market on Coast — Tapioca Maintains Its Strength—Trade is Good.

See also Provisions, Cereals and Fruit Pages Following.

QUEBEC MARKETS

POINTERS-

Peanuts—½c increase. Sugar—20c increase.

Valencia Raisins-Scarce.

Corn Syrups-Advanced.

Montreal, Aug. 3.—One of the features of the week has been further advances in refined sugar amounting to 20 cents, making the fifth advance within a month and placing local quotations at \$5.15 per cwt. The market still shows considerable signs of strength, the raw sugar market under late damage reports from the beet growing district in Europe maintaining its strong position.

Wholesale dealers are asking \$1.10 for any further orders for canned peas and even at that figure are not over desirous for orders, until they ascertain exactly how they are going to be situated in regard to supplies of this vegetable Jobbers are now wondering what price tomatoes will open at. One opinion was expressed that they would be as high as \$1.17½, while it is generally believed that they will not be cheap at all.

Sugar.—In sympathy with the continued strong advices from American and European sources in the raw article and the further rises in prices for refined in New York the local market was strong and refiners advanced prices for all grades twenty cents per 100 lbs. since our last issue.

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	Impe Beave boxes, "cartorionds, "mond I d, bbli 50-li bblis 0-lb. b	Imperial Beaver boxes, 100 " 50 " 50 cartons, coopds, bbliff 100 mond both 50 mond Dominate State of the both 50 cartons of the boxes	Imperial Beaver boxes, 100 its '5 50 lbs '5 50 lbs '5 50 lbs '5 100 lb. '5 100 lb. '5 10b lb. '5 10b lb. '5 10b lbs. '5 10b lbs. '5 10b lbxes 50 lb lbxes 50 lb lbxes 60 lb lbxes 60 lb lbxes	Imperial Beaver boxes, 100 ite '5 00 ite '25 lb- cartons, each hoods, bbls. '5 10 lb. '5 10 lb. '5 10 lb. '5 1b. camond Dominoes, d, bbls. '50 lb. boxes. 25 lb. boxes25 lb. boxes.	Imperial Beaver boxes, 100 ibs " 25 lbs cartons, each honds, bbis." 100 lb. boxes " 50 lb. carton for boxes, 50 lb. carton for boxes, 50 lb. carton for boxes, 50 lb. boxes. 25 lb. boxes. 25 lb. boxes. 26 lb. boxes.	Imperial Beaver boxes, 100 lite "50 lbs. "25 lb. cartons, each nonds, bbls. "50 lb. "50 lb. "50 lb. "50 lb. "51 lb. cartons mond Dominoes, 5-lb. d, bbls. "50-lb. boxes. 25-lb. boxes. 0-lb. boxes.	Imperial Beaver boxes, 100 its "50 lbs "25 lbs cartons, each hoods, bbls." 50 lb." 50 lb." 50 lb." 51 lb. cartons, emond Dominoes, 5-lb. ca d, bbls. 50-lb. boxes. 25-lb. boxes.	Imperial Beaver boxes, 100 lbe "50 lbs. 25 lb- 100 lb, boxes. 100 lb, boxes. 50 lb. 5 lb, cartons, each anond Dominoes, 5-lb, carto, bbis. 50-lb, boxes. 25-lb, boxes. 25-lb, boxes.	Imperial Beaver boxes, 100 ite "50 lbs 25 lb- cartons, each nonds, bbls. 50 lb. 5 lb. cartons, each nond Dominoes, 5-lb. carton d, bbls. 50-lb. boxes 25-lb. boxes. 25-lb. boxes.	Imperial Beaver boxes, 100 libe "50 libs. 25 lib- cartons, each nonds, bbls. 50 lib. 50 lib. 50 lib. 50 lib. cartons, each nond Dominoes, 5-lib. cartons d, bbls. 50-lib. boxes. 25-lib. boxes. 25-lib. boxes.	Imperial Beaver boxes, 100 its "50 lbs 25 lbs cartons, each nonds, bbls. 50 lb. cartons, each mond Dominoes, 5-lb. cartons, ed, bbls. 50-lb. boxes 25-lb. boxes 25-lb. boxes 25-lb. boxes bbls. 6-lb. boxes	Imperial Beaver boxes, 100 lite " 50 libs. " 25 lib- cartons, each nonds, bbls. " 50 lib. " 50 lib. " 5 lib. cartons, each nond Dominoes, 5-lib. cartons, each d, bbls. 50-lib. boxes. 25-lib. boxes. 25-lib. boxes.	Imperial Beaver boxes, 100 ibs " 50 lbs cartons, each nonds, bbls." 100 lb. boxes. " 510 b. " 51b. cartons, each mond Dominoes, 5-lb. cartons, each d, bbls." 50-lb. boxes. 25-lb. boxes. 25-lb. boxes.	Imperial Beaver boxes, 100 lite " 50 libe " 25 lib- cartons, each nonds, bbis. " 50 lib. " 50 lib. " 51 lb. cartons, each nond Dominoes, 5-lb. cartons, each. d, bbis. 55-lb. boxes. 55-lb. boxes. bbis.	Beaver boxes, 100 ib. "50 lb. "25 lb. cartons, each 100 lb. boxes. "100 lb. boxes. "50 lb. "50 lb. "55 lb. "55 lb. "51 lb. cartons, each and Dominoes, 5-lb. cartons, each d, bbls. 50-lb. boxes. 25-lb. boxes. 25-lb. boxes	Imperial Beaver boxes, 100 lite "50 libe 25 lib. cartons, each nonds, bbls. 50 lib. 51 lib. cartons, each nond Dominoes, 5-lib. cartons, each d, bbls. 50-lib. boxes. 25-lib. boxes.	Imperial Beaver boxes, 100 libe "50 libs. 25 lib- cartons, each nonds, bbls. 50 lib. 50 lib. 51 lib. cartons, each nond Dominoes, 5-lib. cartons, each d, bbls. 50-lib. boxes. 25-lib. boxes. 25-lib. boxes.	Imperial Beaver boxes, 100 lite "50 libe 25 lib- cartons, each nonds, bbls. 50 lib. 51 lib. cartons, each mond Dominoes, 5-lib. cartons, each d, bbls. 50-lib. boxes. 25-lib. boxes.

Syrup and Molasses.—Owing to the higher price for corn, syrups have been advanced this week. Case goods are up 15 cents per case, while bulk is advanced \{\} cent. Molasses should be watched very carefully as owing to the increase in prices of sugar, it is not at all unlikely that figures for molasses may also appear larger. There is a fair trade

passing in molasses, while syrup is in China greens-Pings good demand.

Mola	sses, to	arı	ive, car	load	lota	B				 	0	28	0 :	2
Fanc	v Harb	ados	s mola		min	che	ODR				u	31	U	3
11	-	-		,	bar								0	3
**					half		rrel	8.	•••	 ***	ő	36	0	
Thoto	e Harl	ohad	es mols	BARRA									0	3
					bar								0	3
**					half								0	3
New	Orlean	ıb								 	U	25		2
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'orn	syrupe	, bb	ls							 			U	0
10000			bls										0	0
	**	4-b	bls					•••	***	 			0	õ
	**		-lb. pail											7
		908	-ID. pan							 ***				2
			b. pail											
Uas-			, 2 doz.	per	CMBE					 				4
**	5-1b.		l doz.							 			2	7
- 44	10-lb.	##	doz.										9	6
	20-lb.	**	doz.										2	E

Dried Fruits.—Currants and raisins seem to be the most in demand of dried fruits. Advices from Greece by cable indicate no material change in the crop situation there. There is a slight demand for dates and it is expected that the Persian crop will be about a fortnight later than last year. There is a shortage in the new crop of apricots and the tone of the market is strong.

Evaporated apricots	0 22 0 16 0 15
Currents, fine filiatrae, per lb., not cleaned 0 071	U U7 0 08
11b. package, fine filiatras, cleaned. 0 08 Patras, per lb 0 08 Vostizzas, per lb 0 09	0 08½ 0 09 0 10
Dates, 1-lb. packages	0 71 u 04 0 11
Figs, 3 crown 0 08 0 081 Figs, 6 crown 0 11 Figs, 4 crown 0 09 9 crown 0 13	0 12 0 14
Prunes— 30-40. 40-50. 0 15½ 60-70. 70-80. 80-90. 90-100.	0 176 0 16 0 15 0 146 0 14 0 136 0 136
Raisins— Choice seeded raisins	0 10 0 10 0 08 0 09 0 52 5 50 0 07
" select, per lb 0 08 " 4-crown layers, per lb 0 08	0 08

Tea.—It was generally expected that the new laws governing the coloring of Japan teas would hurt the appearance, but the new arrivals prove this to be wrong. Recent reports show that rain has damaged the second leaf crop and it is strongly argued that the low grades will be of a rough nature. The market remains in a satisfactory condition, and there seems to be an all round increase with demand for Japans.

Impany			
Choicest	0 40	0	50
Choice	0 96		27
Fine	0 30		35
Medium	0 00		
Good common	0 20	U	28
Good common	0 21		24
Common	0 17	- 61	21
Ceylon-Broken Orange Pekoe	0 21		40
Pekoes	0 20	0	25
Pekoe Souchongs	0 20) (99
India—Pekoe Souchongs	0 19	1	30
Ceylon greens—Young Hysons	0 94		21
Hyson	0 9		2
Gunpowders	0 10		35
Gampowaets	0 11	-	1 30

China greens—Pingsuey gunpowder, low grade. 0 14 0 18 pea leat... 0 20 0 30 pinnead... 0 30 0 50

Coffee.—Local wholesalers are not Inclined to predict any advances in the price of coffee and are awaiting news on the flowering of the trees during this month and next. Prices remain low and things are pretty quiet.

Spices.—Now that the pickling season is at hand retailers ought to pay particular attention to the spice markets. The tone of the market is firm at present.

Per			P	er	lb
Allspice 0 13 0	18 Ginger, whole	0	17	0	30
Cinnamon, whole0 16 0	18 " Cochin	0	17	0	20
" ground 0 15 0	19 Mace				
Cloves, whole 0 28 0	35 Nutmegs				
" ground 0 21 0	35 Peppers, black.				
Cream of tartar 0 23 0	32 Peppers, white.				

Rice and Tapioca.—The demand remains steady but no great activity is expected until the arrival of the new Japan and Honduras.

Kice,	grade	B, bags,		pound										91
**	**	**	100	**										90
	**		DU		**	• • • •			 					90
**	**	pockets pocket	20	pound		• • • •	•••	• • •	 	••				90
	grada	c.c., 250	100, 1	ze pou	nas	• • • •	•••	•••	 • • •		•••	•••		15
**	Brade	100	pour											8U 80
- 11	- 11				••••									80
**	**	two	bate	, 25 p										90
**		* D	neke	ts, 12	DO	us.		• • • •	 •••	**	•••	•••		95
Velv	et hea	d Carolin	na ri	ce, per	· lb						. 0	09	ő	10
Bros	n sag	0							 		0	05	0	06
Tapi	oca, m	edium pe	ari.						 			U7		09

Nuts.—Trade in nuts is very quite just now, the only lines to show any increase being peanuts which have advanced ½ cent.

	In shell—		
	Brazils 0 161	0	17
	Filberts, Sicily, per lb. 0 114	ñ	
	" Barcelona, per lb	ŏ	10
	Tarragona Almonds, per lb 0 13	ŏ	16
9-	Walnuts, Grenobles, per lb 0 17	ñ	18
	" Marbots, per lb 0 15		16
	" Cornes, per lb		ii
	Shelled-		-
	Almonds, 4-crown selected, per lb 0 35	0	37
9	" 3-crown " " 0 39		33
			32
	" (in bags), standards, per lb 0 27		28
	Cashews 0 15		17
	Peanuts-		
	American—		
	Coon, roasted 0 09	0	09
	Coon, green 0 08	0	08
	Diamond G, roasted 0 10	Õ	10
	Diamond G, green 0 08	Õ	09
	Bon Ton, roasted 0 121	. 0	13
L	Bon Ton, green 0 10	0	11
	Spanish, No. 1	0	12
	Virginia, No. 1 0 13	0	15
	Pecans, 3 crown, per lb 0 17	0	18
•	Pecans, jumbo 0 22	0	23
	Pistachios, perib	0	75
	Walnuts-		
	Bordeaux halves 0 34		37
•	Brokens 0 30		39

CANNED GOODS

Montreal.—Distributors of canned goods are giving little attention to offerings of anything in the line of vegetables save peas. These they want badly, but their difficulty is to find any seller able to accommodate them.

The prices of early vegetables are likely to show an increase owing to the scarcity caused by heat and lack of

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	VEGETA	BLES	Per Dozen oup B Group A
2s-Asparagus, tips. 2s-Beans, crystal ws 2s-Beans, golden ws 3s-Beans, golden ws Gal-Beans, golden ws 2s-Beans, refugee. 2s-Beans, refugee. 2s-Peas, sweet wrin 2s-Peas, sweet wrin 2s-Peas, standard, 2s-Peas, standard, 2s-Beans, standard, 2s-Spianach, table.		Gr	2 521 2 55 0 971 1 00
2's-Beans, crystal ws	x	• • • • • • • • • • • • • • • • • • • •	0 971 1 00 1 30 1 374 1 40
3's—Beans, golden wa	X		1 374 1 40
Gal-Beans, golden	WAX		1 374 1 40 4 021 4 05 0 974 1 00
3's—Beans, refugee			0 974 1 00 1 374 1 40
2's-Beans, refugee,	midget		1 374 1 40
2's—Peas, extra nne s 2's—Peas, sweet wrin	kle, Size N	No. 1	1 90 1 25
1's-Peas, early June	size No.	3	1 121 1 16 0 97 1 1 10
Gal.—No. 4 standard, s	128 No. 4.		0 9/8 1 10
2's—Spinach, table 3's—Spinach, table Gal—Spinach, table			1 27 1 1 39 1 77 1 1 80
Gal—Spinach, table	• • • • • • • • • • • • • • • • • • • •		1 77½ 1 80 5 30 5 32½
Fruits-			1 001 1 05
Fruita- 2s - Cherries, black, 1 2s - Cherries, red, pit 3s - Cherries, red, pit 3s - Cherries, white, 2s - Cherries, white, 2s - Cherries, black, 2s - Cherries, 2s - Cherries	not pitted,	heavy syrup	1 924 1 95 1 524 1 55
2's-Cherries, red, pit	ted, heav	y syrup	1 924 1 95
Gal.—Cherries, red, no	ntted	teavy syrup	1 524 1 55 8 124 8 55
Gal. Cherries, red, 1	ot pitted		2 021 2 05
2's Cherries, white,	not pitted	, heavy syrup	1 624 1 65
2's-Currants, black,	heavy syr	up	1 624 1 65 1 971 2 t0 2 271 2 30
28-Ourrants, black,	preserved b standar	A	2 27½ 2 30 5 27½ 5 30
Gal.—Currants, black	s, solid pac	k	8 27 8 30
2's-Currants, red, he	avy syrup		1 976 2 0 2 276 2 30
Gal Currants, red, pr	standard.		5 27 5 30
GalCurrants, red,	solid pack		8 27½ 8 30 2 25 2 27½ 7 00 7 02½
Gal.—Gooseberries,	tandard		7 00 7 021
2a—Currants, black, Gal.—Currants, black Gal.—Currants, pdd, b2 Se Currants, red, pd. Cal.—Currants, red, Gal.—Currants, red, 2a—Gooseberries he Gal.—Gooseberries (2a.—Lawtonherries) (2 Se.—Lawtonherries)	olackberrie	es), h. syrup	1 77½ 1 80 1 974 2 00
Gal.—Lawtonberries, I	standard		7 021 7 05
2's-Pincapple, sliced	, heavy sy	rup	1 774 1 80
2's-Pineapple, grate	a, neavy sy	rup	1 771 1 80 1 774 1 80
3's-Pineapple, whole	, heavy sy	up	2 321 2 35 2 10 2 121 2 25 2 271 7 25 7 271
2's—Raspberries, bla	ck, preser	ved	2 10 2 124 2 25 2 27
Gal.—Raspberries, b	lack, stand	lard	7 25 7 27 9 51 9 52
2's—Raspberries, red	, heavy sy	rup	2 00 2 12
2's-Raspherries, red	, preserve	d	2 25 2 274
Gal.—Raspberries, re	ed, solid pa	ok	7 25 7 27 5 9 50 9 52 5
2's-Rhubarh, preser	ved		1 121 1 56
Gal.—Rhubarb, stan	dard		2 27½ 2 30 3 5u 3 52½
2's Strawberries, he	avy syrup.		1 776 1 80 2 026 2 15
Gal.—Strawberries,	standard.		2 021 2 15 7 25 7 271 9 0 9 251
Gal.—Lawtonberries, 128—Lawtonberries, 128—Lawtonberries, 128—Lawtonberries, 128—Lawtonberries, 128—Pineapple, sliced 28—Pineapple, should 28—Raspberries, bla 28—Raspberries, bla 28—Raspberries, ped 28—Raspberries, red 28—Raspberries, red 28—Raspberries, red 28—Raspberries, red 28—Raspberries, red 28—Rubarb, preser 88—Rhubarb, preser 88—Rhubarb, preser 81—Raspberries, ped 28—Strawberries, ped 28—Strawberries, ped 28—Strawberries, Gal.—Strawberries, Gal.—Strawberrie	solid pack		9.0 9 251
Clover Leaf and H 1-lb. talls, per dozen 1-lb. flats, per dozen 1-lb. flats, per dozen 1-lb. flats, per dozen 1-lb. flats, per dozen White salmon White salmon Cohoes, dozen Cohoes, dozen Red Spring, dozen Lobster Lobster	orseshoe b	rands salmon	2 271 2 32
1-lb. flats, per dozen			1 45
Other salmon—		•••••	2 47½
White salmon			1 00 1 15
Cohoes, dozen.	• • • • • • • • • • • • • • • • • • • •		1 60 1 65
Red Spring, dozen			1 90 2 00
Lobster—			2 10
1-lb. flats, dozen, 8	2.75, \$2.85	; 1-lb. talls, d	ozen, \$3.60, \$4.75
Compressed corne	a.uu, a a.10	Minord coll	long 9s 9 50
Compressed corne beef, 1s	2 00	Corned bee	lops, 2s 2 50 f hash, ls. 1 60 f hash, 2s. 2 80
Compressed corne	a 3 35	Jellied hoo	f hash, 2s. 2 80 ks, 2s 3 50 ks, 6s 12 00
English brawn, 2s	. 3 35 . 3 15	Jellied hoc Jellied hoc Paragon of	ks, 6s 12 00
Boneless pigs feet, 2 Ready lunch year los	8 3 15		
Ready lunch veal los	. 1 50	Paragon or Paragon or	tongue, 2s 8 50
neady lunch veal los	. 2 60 . 2 00		
Roast beef, 1s	. 2 00 . 3 35	Paragonlur	nch tongue
Stewed ox tail. 1s	. 1 60 . 1 50	Tongue lun	ch, 1s 3 50
Roast beef, Is	. 1 50	Suced smol	red beef, s 1 50

Toronto.—Canned peas, which opened last week at \$1, are being held by :all firms at \$1.25 per dozen. As pointed out last week, those who purchase after prices were named will have to pay whatever prices are warranted by the existing conditions and wholesalers believe that peas are worth the price now asked, \$1.25. It is also pointed out that retail dealers who get their supply at \$1 are entitled to the extra profit and should sell as if they had bought at the ruling price of \$1.

Some difference exists in regard to beans which also opened at \$1. "Our price for any beans sold now," said one jobber, "is \$1.25 per dozen. Although

we don't know definitely what percentage we will get, they will at least be short, probably not more than peas." Other firms were found which were however willing to sell yet at \$1, but nearly everyone conceded that strawberries were worth \$2 per dozen.

Where buyers have placed orders for standard peas only, they will receive 35 to 40 per cent., and they will be given the privilege of taking 15 cents per case for the amount short of 60 per cent. of their orders or of taking the balance up to 63 per cent. in early June and sweet wrinkle, 13 to 18 per cent. in early June and 10 per cent. sweet wrinkle. Those who ordered a general assortment will receive 63 per cent., 35 to 40 per cent. standards, 13 to 18 per cent. early June and 10 per cent. sweet wrinkles. Of extra fine sifted peas 95 per cent. will be delivered. If it had not been for the dry hot weather there would have been an ample pack and as it is the pack is in excess of last season.

Canners will deliver 90 per cent of 2's spinach, 70 per cent. of gal. rhubarb, 80 per cent. of 3's rhubarb, 65 per cent. of 2's strawberries, 80 per cent. of gal. strawberries and 60 per cent. of pint strawberries. Delivery of early packs has now commenced.

In regard to tomatoes, hail wrought some damage to the crop in the Niagara district this week. It will require extremely favorable conditions and a long season to give a full pack, and according to many, chances are against it. The prospects for corn are good and it now looks like a full pack of this vegetable. Peaches, plums, apples and grapes in the Niagara district were also damaged this last week by hail.

Spot stocks of corn are down to a low basis and prices are higher 5 to 10 cents per dozen. Tomatoes are ranging from \$1.60 to \$1.65, present supplies being brought from the States where prices are higher. Lobsters are quoted at \$2.60 to \$2.75 for halves, supplies being none too plentiful when it is considered that there in ten months' trade ahead. Coming on an absolutely bare market the new pack was quickly taken up.

Wholesalers expect prices on new pack salmon to be named at any time now. Late reports give the sockeye pack on the Skeena as much below last year. As far as "red springs" are concerned, they have run very well in the Skeena, but that does not affect canned salmon in Canada much as most of the catch are exported to Germany, mild, cured and uncanned. It is reported that one of the salmon steamers bound for Liverpool and London has been wrecked with a cargo of 91,860 cases. If this is true, and the total salmon supply is decreased by that amount, it will help along in the firmer feeling in salmon.

WMORMA DI BO	
VEGETABLES Group	Per doz. B Group A
2's—Asparagus Tips	2 2 55
2's-Beans, golden wax, midget, Auto brand	00 1 25 1 30 00 1 25
3 - Beans, golden wax	1 40
2's—Beans, refugee or valentine (green) 1	1 30 1 25 371 1 40 1 25 371 1 40 1 25 371 1 40
2's—Bean refugee (green)	37½ 1 40 1 30
2's Peas, extra fine sifted size 1	75 1 771
2's—Peas, early June, size 3	1 30
2s-Asparagus Tips. 2s-Beans, crystal wax. 1c2s-Beans, golden wax, midget, 'Auto brand 2s-Beans, golden wax, midget, 'Auto brand 2s-Beans, golden wax. 1c3s-Beans, golden wax. 1c3s-Beans, golden wax. 1c3s-Beans, refugee (green). 1c3s-Beans, refugee (green). 1c3s-Beans, refugee (green). 1c3s-Beans, refugee midget, Auto brand. 2s-Peas, extra fine sifted size 1. 2s-Peas, extra fine sifted size 1. 2s-Peas, early June, size 3. 2s-Peas, sandard, size 4. 2s-Spinach, table. 1. 3s-Spinach, table. 1. 3c-Spinach, table. 5. 5RUITS	1 25 271 1 30
Gal.—Spinach, table	774 1 80 30 5 324
FRUITS	101 105
2's—Cherries, black, not pitted, heavy syrup 1:	92½ 1 95 52½ 1 55
2's—Cherries, red, pitted, heavy syrup 1 2's—Cherries, red, not pitted, heavy syrup 1	924 1 95 524 1 55 524 8 55
Cial—Cherries, red, pitted 8 5	24 8 55
2's Oberries, white, not pitted, heavy syrup 1	24 2 05 624 1 65
2's Currants back preserved. 2	27 2 00 27 2 30
Gal.—Currants, black, solid pack 8	27½ 8 30 274 8 30 97½ 2 00 27½ 2 30
2 s - Currants, red, heavy syrup	971 2 00 271 2 30
Gal.—Currants, red, standard	27 5 30 27 8 30
2's-Gooseberries, heavy syrup 2:	25 2 271
2's Lawtonberries (blackberries), h. syrup. 1	771 1 80 97 2 00
2's - Lawtonberries, preserved	97 2 00 021 7 05
2's Pineapple, sliced, heavy syrup 1	771 1 80 771 1 80
2's Pineapple, whole, heavy syrup 1	775 1 80
2's Raspberries, black, heavy syrup	06 2 021
Gal.—Raspberries, black, preserved	321 2 35 00 2 021 25 2 271 25 7 271 60 9 521 00 2 271 25 7 271 25 7 271 25 9 521 26 9 521 27 271 27 271 28 2 271 29 2 271 20 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2
Gal. – Raspberries, black, selid pack 9 2's – Raspberries, red, heavy syrup	00 9 52
2's Raspberries, red, preserved	25 2 27
Gal.—Raspberries, red, solid pack	50 9 52 s
3's Rhubarb, preserved 2	27 2 30
2's Strawberries, heavy syrup 1	50 3 521 80 2 00
2's-Strawberries, preserved	02½ 2 05 25 7 27¾
Gal.—Spinach, table FRUITS 2s—Cherries, black pitted, heavy syrup 1 2s—Cherries, red, pitted, heavy syrup 2 2s—Cherries, white, pitted, heavy syrup 2 6 2s—Cherries, white, not pitted, heavy syrup 2 6 2s—Cherries, white, not pitted, heavy syrup 2 6 2s—Currants, black, heavy syrup 1 5 2s—Currants, black, heavy syrup 2 5 2s—Currants, black, standard 5 6 2s—Currants, red, preserved 2 2 2 3s—Currants, red, preserved 3 2 2s—Currants, red, preserved 4 2 2s—Currants, red, preserved 5 2s—Currants, red, preserved 5 2s—Currants, red, preserved 6 2 2s—Currants, red, preserved 7 2s—Lawtonberries, black, bady syrup 2 2s—Lawtonberries, black, bady syrup 1 2s—Pincapple, sliced, heavy syrup 2 2s—Raspberries, black, heavy syrup 2 2s—Raspberries, black, preserved 7 2s—Raspberries, black, preserved 9 2s—Raspberries, red, standard 7 6 3 2s—Raspberries, red, standard 9 2s—Strawberries, red, standard 9 2s—Strawbe	50 9 , 21
VEGETABLES Beets, sliced, blood red, 2's	
Beets, sliced, blood red, 2's	1 00 1 100 1 135
" sliced, blood red, 3's	1 35
whole, Rosebud, 2's	1 30
" 3's. 0 97 Carrots, 2's. 0 97 Corn, 2's. 1 16 " fancy, 2's. 1 16 " on cot, gal 1 " Pampkin, 3's. 0 97	
Corn, 2's	1 10
" on cob, gal. Pumpkin, 3's 0 9	4 774
gal 3 06	24 3 05
Tomatoes, 2's	1 071 0 1 65 5 4 021
Tomatoes, 2's 1 06 3's 1 6 gals 37 Turnips, 3's 11:	5 4 02½ 24 1 15
POTITION	
Apples, standard, 3's	. 1 20 5 4 (0
Blueberries, standard, 2's. 12 gal 52	5 4 (0 74 1 30 74 5 30
reaches, 28, white, heavy syrup 18	7 1 90
28, yenow, neary syrup	
1-lb. flats, dozen 1 421 1 45 Red Spring, do:	z 1 77 z. 2 10 2 15
1-lb. flats, dozen 2 45 2 472 Other salmon prices are: Lobsters, halve per dozen	8, . 2 60 2 75
are: per dozen Humpbacks, doz 1 30 1 35 Lobsters, qua	. 2 00 2 15
are: Humpbacks, doz 1 30 1 35 Pinks 1 30 1 35 Pinks 1 30 1 35 ters, per doze Northern River Sockeye Chicken 4 00 Soup, 2's	n 1 60
Chicken 4 00 Soup, 2's	19

ONTARIO MARKETS

POINTERS-

Sugar-Up 20c.

Corn Syrup-Advanced.

Tapioca-Higher.

Canned lobster-Higher.

Spot corn-Advanced.

Peas-\$1.25 asked for standards.

Toronto, Aug. 3.—Both country and city travelers have taken up their grips again, and with the energy accumulated during their two weeks' holiday are gathering in a satisfactory amount of trade for their various houses. Jobbers report that the summer trade has so far been

good, comparing favorably with other years, which with fair collections now reported, places trade in a satisfactory condition.

Sugar is up another 20 cents since our last report, further damage to the growing beet crop being responsible. The market is still strong and any further adverse reports from Europe will work for higher prices in refined. United States refined advanced 40 cents per cwt. during the past ten days as compared with 20c. in Canada.

Drought is also responsible for another advance in price this week, corn syrups having gone upward. Higher prices were asked for corn with the consequent advance in syrup. The high sugar market may have also exerted some influence in this direction.

Sugar.—The special emphasis given to the sugar market last week was well warranted, two advances of 10 cents having taken place since our last report. This brings sugar on the local market up to \$5.25, a total advance of 55 cents since July 1st. The market is still strong and according to general opinion liable to hold until close on Oct. 1st anyway. While there is a feeling in some quarters that the damage to European beets has already been fully discounted, still sugar on this side is 30 points above Europe. While last sales of Cuban raws were made at \$4.67, latest quotations on beets is 14s. equal to \$4.98 duty paid New York. Prices for new crop December are 13s. 1d. equal to parity of \$4.79, a full 1-8 cent above to-day's cane market, so that there is still a margin of safety. Some Java sugar is now loading which is quoted at \$4.66 New York. The future movement depends on the weather in beet growing districts and any further adverse reports will no doubt cause further upward movements in price. Local demand for sugar is good.

Extra granulated, bags	5 2
" 20 lb. bags	5 3
mperial granulated	5 0
mperial granutaceu	
Beaver granulated	5 0
Yellow, bags	4 8
Barrels of granulated and yellow will be furnished	
at 5 cents above bag prices.	
	- 1
Extra ground, bris	5 6
" 50-lb. boxes	5 8
" 25-lb. boxes	5 5
Powdered, bris	5 4
' 50-1b. boxes	5
II OC 15 5	
25-lb. boxes	5 8
Red Seal, cwt	7 1
St. Lawrence Crystal Diamonds	7 (
Paris lumns in 100 lb borns	C 1
" in 50-lb. "	6
III 00-10.	0

Syrups and Molasses.—The higher prica for corn is responsible for an advance in corn syrups this week. Bulk goods are up \(\frac{1}{4} \) cent per pound, while tin syrups have been advanced 15 cents per case. Molasses are also somewhat firmer in sympathy with the high price of sugar. Syrup trade is normal, while molasses is inclined to quietness.

Syrups— 2 lb. tins, 2 doz	Per	Case	Maple Syrup—		4 00
in case	!	2 40			5 40
5 lb. tins, 1 doz	!	2 75	Pints, 24 "		5 40 3 00
in case		2 65	Molasses— New Orleans,		
20 lb. tins, ½ doz		2 60	medium New Orleans,		
Barrels, per lb. Half barrels, lb		0 (3)	bbls Barbadoes.extra	0 28	32
Quarter " " Pails, 38è lbs. ea.		0 (32	fancy Porto Rico	0 45	0 45
1 25 11 11		1 25	Muscovado		0 30

Dried Fruits.—About the only thing being done in spot stocks is in currants and raisins for which demand is normal.

The situation in new crop currants and raisins shows little alteration. Just now there is an excited market in future prunes and what the outcome will be is somewhat uncertain. Prices for the moment at least are higher and there are some who look for them to hold. Reports are current that Europe is making big purchases of both California and Oregon stocks. On Tuesday of this week a wire to a local wholesaler from California said that prices were up ½ cent, while another one from Oregon gave news of large sales to Germany. All early stocks have been contracted for.

,	on compracted for.
Prunes— 30 to 40, in 25-lb. boxes 40 to 60 """	0 17
Same fruit in 50-lb. boxes	t cent less.
Ohoice, 25 lb boxes	0 20 0 21 0 20 0 22
Lemon 0 09 0 11 Orange 0 10 0 12	Oltron 0 15 0 17
Figs.— Elemes, per lb. 12 inches	21
Tapnets, " Bag figs. Dried peaches.	0 044 0 06
Dried apples Evaporated apples Currents—	6 09 0 091
Fine Filiatras 0 07½ 0 08 Patras 0 08 0 08½ Uncleaned 20 less	Vostizzas 0 10 0 12
Raisins— Sultans fancy	010 012 011 013 014 016
Valencias selected Seeded, 1 lb packets, fancy	0 084 0 09
Dates— Hallowees— Pull boxes 0 05≹ 0 06	Sairs 0 05 Package dates, per 1 lb 0 061 0 06 Fards choicest 0 10 0 10
	2 20 02 02 02 00 0 20

Tea.—The Ceylon tea market is ruling steady. One report says: "Exports from Ceylon for the first half of July, namely four million pounds, fall short of expectations, and the month's estimate has been reduced to 9½ millions as compared with actual shipments for July last year of 11 million pounds, whilst latest advices from Colombo indicate that the effects of the recent drought may in some instances be of more than a temporary nature."

Coffee.—No further firmness has set in in the coffee situation, while options in Europe towards the end of last week were slightly lower. The local situation is one of steadiness, with a satisfactory amount of business being transacted at ruling prices.

Rio, roasted Green Rio Santos, roasted. Maricalbo, "Bogotas	000	1° 23 22	000	16 22 24	Mocha Java, Mexica Gauter Jamair
					Chican

Spices.—While there are no special features to report in spices, still the situation throughout the whole list is one of steadiness. A fair movement of supplies to the retailer in anticipation of the pickling season is now in order.

	Bbls.	Pails or Boxes	Thus	ples. dz	FIb.
Allapice	0 14	0 15	0 17	0 75	0 80
Cinnamon	0 24	0 25	0 27	0 90	0 90
Cayenne pepper	0 234	0 244	0 264	0 90	0 90
Cloves	0 241	0 254	0 271	0 90	0 90
Cream tartar	0 25	0 26	0 28	0 90	
Curry powder			0 25		
Ginger	0 22	0 24	0 26	0 80	0 90
Mace			0 75		2 75
Nutmegs			0 30	190	2 00
Pepper, black	0 15	0 16	0 174	0 75	0 90
Pepper, white	0 24	0 25	0 261	1 00	1 10
Pastryspice		0 24	0 26	0 80	0 90
Pickling spice	0 15	0 16	0 18	0 75	0 75
Turmeric			0 16		
Mustard seed, per 1b.	in bulk				0 12
Celery seed, per lb. in	bulk				20

Nuts.—Trade in shelled nuts is quite good, as is also the movement of peanuts, other lines being naturally at this season quiet. Peanuts still maintain their position of strength. Jobbers are somewhat interested in new crop almonds and walnuts and some orders have been booked.

Almonds,	Formige	etta																	6	15	0	16
"	Tarrago	na.																				16
"	shelled																		0	35	0	38
Walnuts,	Grenob	e																	0	154	0	16
11	Bordeau	X								•								11	Õ	14	ō	15
46	Marbote																Ĩ	Π	0	15	ò	15%
**	shelled.																				ñ	40
Filberts.				•	•	•••	•	•	•	•	•	•	•			•	ï		õ	19	ŏ	124
Pecans							•		•	•	• •	•			•	•		•	õ	18		201
Brazils (n	ew crop)		•	•	•	•	• •	•	••	• •	*	•••	•	•		•		•	ň	16	ň	18
Peanuts,	roasted.		::		::	::		::								•			Ŏ	10	ŏ	12

Rice and Tapioca.—The strength in the primary market is being reflected on the local tapioca situation and some firms are asking as high as 7 cents for medium pearl and seed. The strength of the primary market may be noted from the fact that spot quotations in New York are at present below the parity of primary markets. Trade is quite satisfactory, while a moderate trade is in evidence in rice.

Standard B, from Montreal	mills, 500 lb	os. or over, f.o.b.	2 90
Rice, stand B. 0 Rangoon 0 Patna 0	031 0 031	Sago, medimm brown 0 051 Taploca— Bullet, double	0 06
Japan 0 Java 0 Carolina 0	04 0 06 0 07	goat	0 08 0 07 0 08

Beans.—Supplies are scarce and prices are well maintained.

		THE OWNER OF THE OWNER			
Prime Hand	beans,	per bushelbeans, per bushel	2 15	2 2	25

MANITOBA MARKETS

POINTERS-

Sugar-Advanced 10c.

Coffee-Higher.

Beans-Advanced 5c.

Winnipeg, Aug. 3.—Active interest is being taken in the various lines of the grocery trade this week. The arrival of warm weather during the last few days is having some effect on the ripening of the crop, which according to many experts is regarded as being two weeks late now. The railroad companies are nevertheless determined to take time by

the forelock and the first excursion of the 50,000 to 60,000 harvesters needed this year, will leave Nova Scotia on August 1.

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In the same way that the companies are fast preparing to handle the large crowds the retail country merchant has been putting in his supplies, to cater to the increased demand of the farmers to feed this extra help. The result has been that during the last two weeks many large orders have been speedily rushed out to customers who neglected to send in their orders earlier.

Apart from the interest in the increased trade expected while harvesting is on, the sharp advances in sugar, coffee and beans during the week have caused some commotion. The southern markets in raw sugar have been steadily advancing owing to the small stocks held by refineries, the report of bad crops, as well as an unprecedented demand. At any rate, this is the fourth advance of ten cents per cwt. that sugar has taken in the last three weeks. Reports indicate that the high point has by no means been reached yet, and local wholesalers predict that higher figures will be seen before the new crop arrives.

The coffee situation is also a very acute one at present. The fact that the supply of actual coffee the world over shows a decrease of nearly 4,000,000 bags as compared with last year is well worth considering. The exceptionally high price of coffee this year has consequently brought about the lowering of stocks held by the jobber, as he has bought sparingly to save interest and other charges. Reports are prevalent also that a large percentage of the crop is seriously damaged by rain, and that as high as 30 per cent. of the coffee already sold would not grade up to requirements of the trade. The result is that brokers will have difficulty in securing enough of the good stuff to meet their sales, which will result probably in higher prices. Considering these points it is little wonder that prices have been remaining firm.

Beans, the third line which has been advancing this week, is also being watched.

Sugar.—As stated above, this line took a further advance of 10 cents per cwt. this week. An unprecedented demand combined with lack of supplies at bases are the chief cause. Local stocks are only medium, and many large orders were shipped out last week. Present quotations are:—

Montreal an	d B.C. granulated, in bbls	5 65
**	" in sacks	5 50
" уе	llow, in bbls	5 25
	in sacks	5 20
Icing sugar,	in bbla	6 00
200	in boxes (25 lbs.)	6 25
Powdered st	agar, in bbls	5 80
	in boxes	5 80
- "	" in small quantities	6 55
Lump, hard	in bbls	6 50
	in -bbls	6 60
	in }-bbls. in 100-lb. cases.	6 50

Syrup.—There is nothing new in this line, and the interest in the recent strength has been "side tracked" by the advances in other lines. Quotations are as follows:—

Syrups— 2-lb. tins, per case								
5-lb. tins, per case								
10-1b. tins, per cate								
20-lb. tins, per case								
alf barrels, per cwt		••••		•	233	33	ā	
att outrois, per one								
rbadoes molasses, in half	barrels, p	er g	all a	on.				
un Oulenna malagges halft		0	11.				-51	51
w Orleans molasses, half l	parreis, p	er ga	1110	n.				
w Orleans molasses, per b	arrel, per	gal	lon					

Dried Fruits.—At the present time the market is absolutely dead, and all are waiting for the arrival of the new crop.

Coffee.—An advance of half a cent. per pound is reported on all grades this week. The demand is strong and considerably higher prices are looked for. Local stocks are of medium size.

Coffee, standard Rio. 0 15 Coffee, choice....... 0 15 Coffee, extra choice... 0 17

Beans and Peas.—A further advance of 5 cents per bushel in beans took place last week. This makes the third advance, totaling 20 cents per bushel in all, during the month. The demand has been extremely strong, and as eastern stocks are reported to be extremely low, higher figures are yet looked for.

Beans, 3-lb. picker, per bushel	
Hand picked, per bushel	 . 2 35
Peas, split, 100 lbs	 . 2 80

NEW BRUNSWICK

St. John, N.B., Aug. 3.—With the travelers for the city and country districts from the majority of local houses away on their vacations, trade in grocery circles during the past week has not been so lively as might otherwise have been the case, but with their return next week, quite an impetus in business in anticipated.

In sympathy with sugar the price of molasses is now noticed taking an upward trend. The market is very firm, and higher prices, it is thought, will naturally follow the several advances in sugar. Fancy Barbadoes is now bringing 29 and 30, and since stocks in this line on the Island are said to be exhausted, an increase may be further expected.

As was confidently expected sugar is still firm and made an advance of thirty cents this week. Of the increase 20 cents was from the New York refineries, and 10 from the Canadian. Some of the local dealers are feeling well pleased with themselves because they appreciated a timely hint in The Grocer, and took advantage of it to protect themselves early in the upward movement.

Short supplies and high prices are being anticipated as regards the canned goods outlook for the coming season. Especially are local dealers of the opinion that in canned fruits the greatest difficulty will be presented, and high prices will prevail. Tomatoes, also, according to advices received, will be none too plentiful, and therefore the canned

tomato has already increased ten cents in price. Grocers in St. John say that the demand for canned goods during the summer up to the present time has been most satisfactory, particularly in peas, corn, and tomatoes, and the stock on hand is none too great to meet present business. Spot stocks are said to be light, and the tendency of the wiser heads is to sort up for immediate use at once because the new pack will not be marketed for three months.

Native vegetables are daily increasing in abundance in the country market, and beets, carrots, and turnips, considering the earliness of the season, are fairly reasonable. Beans and peas have been on the market for some time, but have remained quite firm. The crop of new potatoes is giving much encouragement from present indications to both dealers and farmers, and the weather has been favorable to their growth. The price asked for them this week is \$1.40 per bushel.

The following are the market prices:

Beans, hand	Molasses, fcy.
picked, bus 2 30 2 35	Barbados, gl 0 29 0 30
Beans, yellow	Potatoes,
eye, bus 2 50 2 55	bbl 2 25 2 40
Cheese, new, lb. 0 121 0 121	Butter, dairy,
Ourrants, 1's, lb. 0 082 0 09	_lb 0 19 0 21
Canned goods-	Butter, oream-
Peas. No. 4 1 021	ery, lb 0 22 0 23
" No. 3 1 174	Eggs, hennery 0 17 0 18
No. 2 1 224	Eggs, case 0 16 0 161
" No. 1 1 80"	Ham 0 16
Peaches, 2's,	Rice, lb 0 031 0 031
dozen 1 95 2 00	Lard, compound
Peaches, 3's,	lb 0 11 0 11
dosen 3 00 3 05	Lard, pure, 1b. 0 111 0 12
Raspberries,	Bacon 0 16 0 18
dozen 2 071 2 10	Pork, domestic
Tomatoes 1 65 1 60	mess 21 00 21 50
Strawberries, 1 85 1 90	Pork, Ameri-
	can clear 19 25 21 50
Flour, Manitoba 6 15 6 20	
" Ontario. 5 10 5 15	Salmon, case-
Fish-	Red spring 8 00 8 50
Ood, dry 5 50 5 60	Cohoes 7 00 7 95
Cornmeal, gran 4 75	Baked beans,
Cornmeal, bags 1 60	dosen 1 15 1 25
" b.Jls 3 35	Lemons, Messi-
Oatmeal, bbls 5 50 5 55	na, per box 4 50 5 00
Std. oatmeal 6 00	Sugar-
Rolled oatmeal 5 50	Standard gran. 5 20 5 30
Buckwheat,	Austrian " 5 10 5 20
west. grey, bag 2 65 2 70	Bright yellow 5 00 5 10
Cal. raisins, seed-	No. 1 yellow 4 70 4 80
ed 0 101 0 101	Paris lumps 6 00 6 25

NOVA SCOTIA MARKETS.

Halifax, Aug. 3.—Sugar prices continue to soar. Since last report there has been an increase of twenty cents per hundred. This makes a total advance during the past fortnight of forty cents per hundred.

This season's pack of canned peas and beans will go to the trade at \$1 per dozen. As the packers are only making light deliveries, wholesale dealers would not be surprised at an early advance in prices.

According to advices received here there will be a shortage of California raisins, and already there has been an advance of a quarter of a cent per pound.

Stocks of Bermuda onions on the local market were pretty well cleaned up this week. The few offerings were quoted at \$1.85 per crate.

First class oranges are high. California stock is quoted at \$4.75 to \$5 per Continued on Page 40.

Of Vital Importance!



HE selection of fruit preserves for your stock means more to your future business than at first seems possible.

Your customers naturally know what suits them when it comes to selecting preserves. It is of vital importance to your business that you keep the purest goods nearest those preserved at home. You will get this in the

E.D.S. BRAND PRESERVES

The Standard of Purity

Our claim is backed by government test in every province of the Dominion---E.D.S. brand proved to be the only brand submitted which was absolutely pure The delicious pure ripe fruit flavor is not lost through the addition of harmful dyes and preservatives. There is no excess moisture.

Carry the E. D. S. brand and you will win customers and profit immensely.

Made Conly by E.D. Smith, Winona, Ont.

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

A New "Star"!

AND

A New "Success"!

You Should be "In" on This!

Assorted Flavors

Attractively Wrapped

Unsurpassed in Quality



Manufactured by

O-PEE-CHEE GUM CO., LIMITED

LONDON,

CANADA

OPPORTUNITY FOR AN ENERGETIC YOUTH

of about 18 or 20 years of age, for position offering splendid prospects for advancement, must be accurate and prepared to apply himself to work which will be connected with THE CANADIAN GROCER.

QUALIFICATIONS WANTED

- Some Knowledge of the Grocery Business, applicant to state fully nature of work he has done in this connection.
- 2. Typewriting and Stenography—Only a small part of time taken up by this work, but ability to operate a typewriter would make a young man more valuable to us.
- Good General Education—This will not only enable him to do better work at the start, but will facilitate his advancement.
- Accuracy—Show in application in some way that you have been accurate in connection with work which has been entrusted to you by former employers.

APPLY BY LETTER, GIVING INFOR-MATION ALONG ABOVE LINES AND STATE SALARY EXPECTED.

THE CANADIAN GROCER

143--149 UNIVERSITY AVENUE, TORONTO.

Manufacturers, Manufacturers' Agents, Brokers, Etc.

BRITISH COLUMBIA DIRECTORY

W. A. JAMESON COFFEE CO.

Importers and Roasters of High Grade Coffees.

Manufacturers and Proprietors of "Feather-Light" Brand Baking Powder

We also carry a full line of TEAS, SPICES, etc.

Mail orders promptly attended to.

Cor. Langley and Broughton Sts. VICTORIA, B.C.

The Condensed Ads, in this Paper will bring good results

VICTORIA FRUIT GROWERS' ASSOCIATION

The largest packers and shippers of firstclass Fruits of all kinds in British Columbia. OFFI E AND WAREHCUSES COR. WHARF AND YATES STS. - VICTORIA Branch at 14) Water Street, Vancouver.

TRY A

Condensed Ad.

IN

Canadian Grocer

"We will never be buried with the unknown dead---we ADVERTISE. There's the whole thing in a nutshell ---we ADVERTISE; and, therefore, we CANNOT be unknown."

McLEOD & CLARKSON

Manufacturers' Agents and Wholesale Commission
Agents

144 WATER ST., VANCOUVER, B.C.

Can give strict attention to a few first-class Grocery Agencies. Highest References.

Exercise Care

in the selection of the soaps you handle.

Select the soap with the dirt-releasing and removing qualities, the soap that will not injure or discolor the fabric, but leave it clean and white. Select

WONDERFUL SOAP

and you will profit by these sterling qualities which have made it the favorite with good housewives.





That Appetizing Relish

that people of refined tastes rave over and do not care to be without at their dinner. Please your customers by keeping this brand-it will reap good results for you.

THE T. A. LYTLE CO.

Limite

Sterling Road,

Toronto



Was It You? —!

Scarcely a week passes that statements like the following are not made to our travelers:

"Honestly I did not believe Red Rose Tea was so good until I tried it myself the other day."

or

"I use your forty-cent Red Rose myself and it is good I am increasing my sales of it every week."

If you did not say or think something like this I feel sure you would if you would just use a package in your home—It is really, truly, good tea—so good that it may surprise you.

Red Rose Tea

7 Front Street East, Toronto, Ont. 315 William Ave.

Winnipeg, Man.

Branches

"is good tea."

T. H. ESTABROOKS ST. JOHN, N.B.

ROYAL SHIELD BRAND COFFEES

Campbell Bros. & Wilson, Limited WINNIPEG

Selected beans, evenly roasted and ground on premises, guaranteed absolutely pure and of the highest quality of any coffee on the market. We supervise the packing of every pound of Royal Shield Brand Coffee we sell.

ORDER YOUR REQUIREMENTS NOW.

Our Royal Brand Teas, Extracts, Jelly Powders, etc., are of the same high standard as our "Royal Brand Coffees." Get our prices now.

Campbell, Wilson & Horne, Limited
Galgary

Campbell, Wilson, & Smith, Limited



Write to our nearest office regarding our prices on standard Canned Fruits and Vegetables. Only the choice brands stocked.

Campbell, Wilson & Adams, Limited

Campbell, Wilson & Horne, Limited
Lethbridge

THE MARKETS.

Continued from Page 35 case. Lemons are also high and scarce, good stock selling from \$6 to \$6.50 per case.

Flour is in light demand and prices are considered low. Ontario blends range from \$5 to \$5.10. Rolled oats per barrel are quoted from \$5.40 to \$5.50. American clear pork is selling at \$21.50 and beef at \$16 to \$17 per barrel. Hams and bacon are in good demand, with prices firm. Butter remains steady, but the supply of Nova Scotia eggs shows a heavy falling off. Good fresh stock is quoted at 21 cents per dozen. Potatoes are now coming on the market in good supply. The stock is excellent for so early in the season. As the old potatoes have all been cleaned up, the new stock is in good demand. They are quoted at \$1.60 per bushel this week.

FOREST CITY NOTES.

London, Ont., Aug. 3.—(Special)—The executive of the local Retail Grocers' Association, at the visit they made to Toronto recently, extended an invitation to President Miller of the Toronto Retail Grocers' Association and the executive of that organization to visit London on the occasion of the picnic here the Port Huron grocers and their friends. That will be on August 23rd next.

The London grocers have decided to hold another moonlight excursion to Port Stanley on August 14. The detail work for this outing has been left in the hands of President Norman McLeod, Thomas Shaw and E. J. Ryan.

RAIN HELPS BEAN CROP.

Chatham, Ont., Aug. 3. (Special) .-The Western Ontario peninsula, comprising Kent and Essex and adjacent territory, which includes practically the entire bean-growing section of Ontario, was visited by rains recently. Reports from outlying sections indicate that the bean crop, which was commencing to suffer from the prolonged drought, has benefited immensely as a result of the general rains. A report from the Blenheim district, which is one of the most important bean growing sections, states that in some fields the plants have already attained their full growth, and never looked so well before.

EARLY CLOSING AT CHATHAM.

Chatham, Ont., Aug. 3 (Special).—
Practically all the outlying grocers of
the Maple City have joined hands in support of early closing, and have signed an
agreement to the effect that they will
henceforth close their places of business
at 7.30 every evening, Saturdays and
days before holidays being excepted. Sixteen grocers have subscribed their names
to the agreement.

CIVIC HOLIDAY DATES.

From many towns and cities in Ontario information has reached this office relating to the days set aside for Civic Holidays, and also the weekly half holiday. The table given below covers those municipal holidays soon to be held and also includes a few which have been held recently. It will be noted, in this connection that the date for Belleville and Kingston has passed already.

The letters "C. H." and "W. H." at the top of the column stand for "Civic holiday" and "weekly half-holiday":—

U.11.	11.11.
Barrie Ang. 14	Wednesday
Brantford	Wednesday
Belleville July 31	Wednesday
Brockville Aug. 7	Wednesday
Cobourg(?) Aug. 16	Wednesday
Collingwood Aug. 14	
Chatham (?) Aug. 14	
Galt	Thursday
GuelphAug. 7	Thursday
HamiltonAug. 7	
Kingston July 31	Close at 5
Lindsay Aug. 14	Close at 5
North Bay (?)	
2nd or 3rd Wed. Aug.	Wednesday
OshawaAug. 7	Thursday
PeterboroAug. 7	Thursday
Orillia	
Owen Sound Aug. 7	Wednesday
Port ArthurAug. 9	
Port HopeAug. 1	Wednesday
Sault Ste. Marie	Thursday
St. Mary'sAug. 7	Wednesday
St. ThomasAug. 7	Wednesday
St. CatharinesAug. 7	Wednesday
TrentonAug. 7	Wednesday
WhitbyAug. 7	Thursday
Windsor Aug. 7	
WoodstockAug. 7	
Blanks indicate in the	one of Cinio

Blanks indicate, in the case of Civic Holiday, that the date is uncertain. In

Cobourg, the holiday will likely fall on one of the afternoons during horse show, Aug. 16th, but in the morning the stores will open. In Chatham the grocers hold a half holiday during 1st week of August. In North Bay, the holiday is usually held on the second or third Wednesday of August. Orillia will observe the holiday on the day of the Firemen's Tournament at Huntsville, the date of which has not been definitely fixed. Blanks in the case of the weekly half holiday indicate that none is observed. In St. Mary's, St. Catharines, Windsor, Barrie, Galt, the half holiday is not universal.

CABLE NEWS FROM INDIA.

Half of India is stricken with a drought, and the monsoon, on which all crops depend, is spasmodic. The outlook for vegetation is very serious. Tea, requiring, as it does, a great deal of moisture, will suffer badly, and the 1911 crop is likely to be short. Advance prices for this commodity will doubtless follow.

INFORMATION FOR BUYERS.

Supplied to the Trade by Sellers.

The Montreal Biscuit Co., Montreal, held its annual picnic this year to Lavaltre, by S.S. "Three Rivers," where a most enjoyable time was spent. The firm showed themselves as capable of providing a good social time as "good things" from a confectionery standpoint.

W. H. Millman, of W. H. Millman & Sons, has arrived home after two months' absence visiting Germany, Holland, Belguim, Scotland and England in the firm's interests and casually enjoying a holiday, which he deserved. He says he is now ready for business again.

Your Customers

look to you for ideas for dessert, especially when apples are scarce.

Have you suggested pies made from

WETHEY'S MINCE MEAT?

(IN SANITARY CARTONS)

You have them. If not, get some quickly from your jobber and PUSH IT, IT WILL PAY YOU.

J. H. Wethey, Limited
ST. CATHARINES, ONTARIO

No doubt the phenomenal growth and development of the Canadian West

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

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

We will handle your products for you on a reasonable commission basis. We have the experience, the business ability and the financial standing to do so successfully.

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

Much depends on it for you.

NICHOLSON & BAIN, Wholesale Commission Merchants and Brokers. HEAD OFFICE - WINNIPEG, MAN.

WINNIPEG

REGINA

INA SASKATOON

EDMONTON

CALGARY

TEA LEAD

(Best Incorrodible)

Buy "PRIDE OF THE ISLAND" Brand

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

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LIMEHOUSE, LONDON, E., ENG.

Canadian Agents

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HUGH LAMBE & CO, TORONTO
J. HUNTER WHITE, ST. JOHN, N.B
CECIL T. GORDON, MONTREAL

Particular People Select McLean's

"WHITE MOSS"
COCOANUT



You need not look for "White Moss" to be returned with— "Don't like this, it's ground, we want shredded cocoanut"

Canadian Cocoanut Co., Montreal

SOLE MAKERS

Quality is the Main Consideration

in the manufacture of Foodstuffs

"GLOBE"



GLOBE

Macaroni and Vermicelli

are made from hard wheat, no maize or rice flour mixed with them, and are absolutely free from any glutinous substance.

Manufactured in a modern scrupulously clean factory by experts, who see that the quality is as perfect as skilled labor can make it.

Stock now and be ready for the fall trade.

D. SPINELLI & CO.,

REGISTERED

MONTREAL,

OUEBEC

BARREL PORK

SHORT CUT
HEAVY MESS
GUNNS PLATE PORK
GUNNS LEAN PORK
PICKLED ROLLS

SPECIAL PRICES

GUNNS LIMITED

PORK AND BEEF PACKERS

WEST TORONTO

Fearman's English Breakfast Bacon

Unsurpassed for quality, a little higher in price, but well worth the money.

F. W. Fearman Co.

A CHOICE ARTICLE

FOR THE

Campers and Summer Widowers



REINDEER Condensed Coffee

is made from the best grade of Coffee, Pure Granulated Sugarand full Cream Milk.

It is RICH and always READY, by simply adding boiling water; one can making twenty-five cupsful. Will keep in same can after opening. Your Jobber can supply you at factory prices on all REINDEER BRAND GOODS.



TRURO, NOVA SCOTIA

Roll Bacon

ESPECIALLY MILD CURED.
AS FINE AS ANY BREAKFAST BACON.

WE ARE MAKING A SPEC-IAL CUT IN PRICE AT PRESENT.

THE WM. RYAN, LIMITED

Pork Packers and Wholesale Produce Merchants

Packing Houses FERGUS 70-72 Front St. East TORONTO

45

Pi tain cial in i smc ham ing ven stea A pric sinc Sup larg has back is s Uni stea

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Por Heav Bean Cans Clear Heav Plate

Boil

Live Hog Prices Fluctuate Slightly

After a Slight Advance Prices Drop Back — Demand From Packers Not So Keen—English Bacon Market is Steady—Provision Prices Maintain Steady Position — Butter is Slightly Firmer—Eggs Not So Plentiful.

Provisions in general seem to maintain their position of steadiness. Especially is this so in those lines that are in good demand at this season such as smoked hams and rolls, and cooked hams. Prices on these have been stiffening at the various centres since the advent of the warm weather and are still steady as supplies are not large.

At the end of last week, live hog prices were slightly advanced but have since eased off to their original position. Supplies on some markets have been larger, while the demand from packers has not been quite so keen. The English bacon market according to a late cable is steady with only moderate supplies. United States live hog markets are steady.

The butter market is inclined to firmness. There seems to be no overplus of supplies, although Montreal reports receipts in excess of last year for the same period. There is a steady home consumption, while the export movement is quite good.

The egg supply is below that of last year but prices are practically unchanged. Finest quality are in good demand. Shrinkage is still a feature of considerable annoyance to dealers.

MONTREAL.

Provisions.—On Saturday last a strong feeling prevailed in the market for live hogs and prices advanced with sales of selected lots at \$8.00, but on Monday the market grew weaker again on account of increased supplies and prices declined to \$7.50 to \$7.75 per 100 lbs. weighed off cars.

An active trade continues to be done in all lines of cured meat, there being a good demand owing to the warm weather.

Pure Lard									
Boxes	, 50 lb	s., per	lb						11 8
Caser.	tina,	each l	C 1bc.,	per lb.					103
11	44	**	5 "	"					10%
	**	**	5 "	**				0	11
Poils	mood	90 lb	s. net,	ner lb.				0	103
Paile	tin '(The e	1088, P	er lh					10
			per lb.						104
								0	
			er lb					75	
One po	ound t	ricks					****	U	111
Compound	d Lard	-							
Boxes	. 50 lb	a. net.	per lb					U	C95
Cases	10-1h	tins.	60 lbs.	to case	. Der	lb			10
Ombos,	5	81	***	11	"				101
		**		**	**				101
P-II		001h	net, p						
								U	10
			ross, p						69
			per lb.						184
			er lb						091
One p	ound l	bricks.							1 1
Pork-	33100								
Heavy Ca	nada s	hort c	ut mes	s. bbl.	35-45	Dieces		22	50
								16	
Canada si	ant a	t heal	- nork	hbl 45	KK ni	0000		22	
Clear fat l	books or	to Deci	pora,	DU1. 10	roo pi			22	
Heavy flat	DECKS.								
								22	
Plate beef	r, 100 I	D DUIS							10
	300							14	
	200	1000							50
Boiled has	m, sm	all, sk	inned,	bonel	ess			0	30
	100000000000000000000000000000000000000	THE ROOM	10/110/10/10					1677	100

Dry Salt Meats—		
Green been deale 11		
Green bacon, flanks, lb		11
Long clear bacon, heavy, lb	. (091
Long clear bacon, light, lb	. (111
Hams-		
Extra large sizes, 25 lbs. upwards, lb	- 11	13
Lower since 10 to 05 the month		
Large sizes, 18 to 25 lbs., per lb		165
Medium sizes, 13 to 18 lbs., per lb	. (185
Extra small sizes, 10 to 13 lbs., per lb	. 0	18
Bone out, rolled, large, 16 to 25 lbs per lb	0	19
small, 9 to 12 lbs., per lb	- (20
Breakfast bacon, English, boneless, per lb		18
Windson become abianed backs per 10	. ;	
Windsor bacen, skinned, backs, per lb		18
Spiced roll bacon, boneless, short, per lb	. (14
Hogs, live, per cwt 7 5	0 7	75
" dressed, per cwt 10 2	5 10	1.0

Butter.—Receipts of butter are much in advance of those for corresponding period last year. The local market is firmer owing to the higher trend of prices in the country, the strength of the market being largely due to the improved export demand. Shipments for the past week having amounted to 8,114 packages.

Creamery	0 241	0 25
Dairy, tubs, lb	0 18	0 20

Eggs.—The receipt of eggs is not so good as this time last year. There continues to be a fairly good demand and prices show no change.

New laids	0 27	0 28
Selects		0 24
No. 1		0 23

Cheese.—There is some decrease in receipts of 40,000 boxes this week from figures of corresponding period last year. The local market is firm, due to the fact that some Americans are buying for speculation.

Quebec, large		0 12
Western, large		0 121
. " twins		0 121
' small, 20 lbs		0 121
Old chee-e. large 0	13	0 16

TORONTO.

Provisions.—The market in general for pork products is steady. There are few price changes. Large hams are marked up ½ cent, while long clear bacon is higher at 11½ cents. Stocks of provisions are not large. Live hogs during the week have moved up 10 cents and dropped back the same amount.

Fmoked meats—				
Light hams, per lb	0	17	0	17
Medium hams, per lb				
Large hams, per lb	0	151	0	16
Backs, plain, per lb	0	19	0	20
" pea meal				
Breakfast bacon, per lb	0	16	0	18
Roll bacon, per lb	0	114	0	12
Shoulders	Ö	11"	0	11
Pickled meats-1 cent less than smoke?	•		۰	**
Long clear bacon, per ib			0	11
Heavy mess pork, per bbl	9	00	20	00
Short out, per bbl				
Cooked hams				
Lard tiernes ner lh	n	10	n	1
- Cups	0	104	0	10
	ñ	101	0	10
" compour ds, per lb	ñ	088	ň	no
Live hogs, at cou itry points	۰	004	7	35
Live hogs, local			7	70
Dressed hogs.				
DIMERRO HOME	9	10	10	OU

Butter.—While butter is arriving fairly free, still there is no overplus of supplies on the market, demand coming well up to offerings. Prices are accordingly steady.

	Per	lb.
Fresh creamery print	0 24	0 25
Creamery solids	0 22	0 23
Farmers' separator butter	0 19	C 21
Dairy prints, choice	0 18	0 20
No. 1 tubs or boxes		0 17
No 2 tube or hoxes	0 15	

Eggs.—Some firms report that eggs are not arriving so freely of late, although there is no scarcity of supplies locally. Shrinkage is still in evidence in supplies. Best quality stocks are in good demand and are bringing 22 to 23 cents per dozen.

Fresh gathered eggs	0	18	0	20
New laid eggs	0	22	0	2:

Cheese.—Prices in cheese are unchanged this week. The general tone at present seems to be one of steadiness. Trade is normal in volume.

New cheese-		New twins	0 131
Large	0 13	Old Stiltons 0 15	0 16
Old chappe 0 15	0 16		

Poultry.—Arrivals in all the lines listed have been larger of late and prices are down 1 cent per pound all round. Considerable spring chickens have been coming forward. Trade on the whole is normal.

Fowl, live. 0 12 0 13 Duckling, live. . 0 13 0 14 Broilers, live . . . 0 15 0 17

WINNIPEG.

Butter.—Fresh made creamery bricks continue to decline, and at present sell at 23e per lb. while Manitoba fresh made boxes are quiet at 1e lower. The supply of dairy butter is also light, and strictly No. 1 is quoted at 16c while No. 2 is at 12e to 14e and No. 3, 7 to 9e.

Cheese.—Owing to the increased demand for new cheese and the limited supplies that have arrived in the city an advance of from ½c to ¾c per lb. has taken place. The quality of the cheese shows a decided improvement over that of last year, and the price quoted at the present time is 11c to 11½c. for Manitoba new made.

Eggs.—Owing to the limited supply of fresh eggs the price has advanced 1c per doz. during the week. Strictly guaranteed fresh eggs are very hard to secure, and retailers are selling what they have secured from farmers at 36c per doz. The wholesale price for ordinary eggs is 18c per doz.

Dustless sweeping compounds are lines that would stand some attention. Anything that tends to lessen the labor about the house appeals to every housewife. If you have not already established a trade in this line, it would be well to consider its possibilities.

The partnership between John Livingstone and M. M. Newman, groceries and small wares, Picton, Wellington, Napanee and Gananoque, Ont., doing business under the name of The Fair, has been dissolved, A. G. Wagorn, buying out M. M. Newman's interest.

Letters to the Editor

Editor Canadian Grocer.

I was glad to see in your issue of the 21st inst. a letter from a Hamilton grocer on organization. It is time the grocers of this Province organized to look after their own interests. The Wholesale Grocers' Guild will not do it, judging them on their past efforts.

The Hamilton grocer asks who is the retailer. One of the gentlemen elected to the manufacturers' committee might answer that question, but as I understand it, he who sells to consumers is a retailer. Now, I know of several London. wholesale grocers who sell to consumers and yet these are the men who want the manufacturers to make declarations. How many wholesale houses sell restaurants, Chinese laundries, yes, and their wholesale dry goods and hardware men? More than that, I know of some of them who sell their personal friends as little as five pounds of tea and still want the manufacturer to make a declaration. If the retailers of this Province would organize, the manufacturers would have to come to them as they do in many states in the U.S.A.

London Grocer.

July 31, 1911.

The Firming Up of Provisions in Last Two Months

One year ago live hogs on the Toronto market were quoted at \$1.65 per cwt above the present price of \$7.35. The present price, however, shows some slight advance from the first of the year, prices on Jan. 1st of hogs at country points being \$6.90. Then began a gradual downward movement and \$5.75 was reached in May. Since then the English bacon market has been firming up, which, combined with the none too plentiful supply and the keen demand from packers, has raised prices to the present level of \$7.35.

Provisions are also a little higher than at the first of the year, but a considerable margin below those ruling a year ago. There has been a particularly good demand for smoked and cooked meats this summer and prices have ruled high. Lard has shown a big decline from 15 cents in tubs a year ago to $13\frac{1}{4}$ at the first of the year, while now the quotation is down to $10\frac{1}{2}$ cents. A compari-

son of prices ruling on the Toronto market is given below:—

	1910	1911	1911
	Aug.	Jan.	Aug.
	1	1	1
Long clear bacon	15	$12\frac{1}{2}$	111
Smoked breakfast bacon	. 20	17	18
Roll bacon	151	121	12
Light hams	191	16	$17\frac{1}{2}$
Medium hams	191	151	17
Large hams	182	15	151
Cooked hams	. 27	21	27
Plain backs	. 191	18	20
Lard in tubs	. 15	131	$10\frac{1}{2}$
A comparison of prices	mar	ho s	cocur-

A comparison of prices may be secured in another way. If on Aug. 1, 1910, a person purchased a pound of each of the lines listed, the total cost would have been \$1.69\frac{1}{2}, while the same could be purchased on Jan. 1 at \$1.40\frac{3}{4} and on Aug. 1 for \$1.48\frac{3}{4}.

The chart for live hogs at country points as quoted by Toronto dealers for the past seven months is as follows:

ne past	Seven	monus	15 45	1011	UWS.
Jan. 6					\$6.90
Jan. 13					7.10
Feb. 17					7.00
Mar. 3					6.90
Mar. 24					6.75
Apr. 1					6.65
Apr. 14					6.15
May 5					6.00
May 12					5.75
June 2					6.00
June 9					6.40
June 16					6.75
June 23					7.10
July 1					6.90
July 7					6.75
July 21					. 7.10
Aug. 1					7.35

PICTON LIBRARY CASE.

Prosecution Launched by the Retail Merchants' Association.

Picton, Ont., Aug. 3.—(Special)—A police court summons has been issued against G. Green, of Toronto, and also some merchants of this place, who have been connected with the formation of a library voting contest and the case will have its preliminary airing in the police court to-morrow afternoon. Considerable interest is evidenced.

It appears that, about the first of July, the promoter launched his voting scheme here. Lately E. M. Trowern, general secretary of the Retail Merchants' Association of Canada, arrived in Picton and commenced an investigation into the matter. He ascertained the magnitude of the contest, and then took the question up with Roland Brown, Crown Attorney, and the summons followed.

The case will be prosecuted under tuprovisions of The Trading Stamp Act, and the R.M.A. secretary contends that the contest comes clearly within its scope. The Act, he says, must be en-

forced, if the retail trade is to be kept above suspicion.

RETAILERS TURN JOBBERS.

One hundred Chicago grocers have formed a wholesale company to conduct a co-operative buying system. The Retailers' Wholesale Company, as it is known, is incorporated for \$10,000, and the prime object is to give the individual members a greater buying power and secure for them the profit that now goes to the jobber.

MAKE AN END OF THE "BAD ACCOUNTS"

Give every credit customer an Allison Coupon Book make collections easy, eliminate errors and disputes stop the costly "leaks," and please the customer better than any other credit plan ever devised.

Allison Goupon Books

practically put credit business on a cash basis, to the general satisfaction of everyone concerned

HERE'S HOW THEY WORK



A man wants credit. You think he is good. Just give him a \$10 Allison Coupon Book. Have him sign the receipt or note to the front of the book, which you tear that we have a superior of the book. When he buys a dime's worth, tear off a ten-cent soupon, and so on until the book is used up. Then he pays the \$10 and gete another book. No pass books, no charging, no lost time, no errors, no disputes. Allison Coupon Books are recognized everywhere as the beek.

Manufactured by Allison (Indianapolis, Ind., U.S.A.

KOKOBUT

KOKOBUT

MORE ECONOMICAL

MORE WHOLESOME

MORE DIGESTIBLE

THAN BUTTER

100% Pure Vegetable Fat

BE UP-TO-DATE AND SELL THE PERFECT COOKING BUTTER

Dominion Cocoanut Butters
LIMITED
46 University St., - Montreal

KOKOBUT

KOKOBUT



The constant and rapid increase in the demand for Magic Baking Powder shows the public's appreciation of a medium priced baking powder that can be relied upon as being pure and wholesome.

MAGIC **BAKING POWDER**

Contains no Alum and conforms to the high standard of Gillett's Goods.

E. W. GILLETT COMPANY LIMITED. TORONTO. ONT.

Winnipeg

Montreal

The Best Advertised Cereal Food in America

Last year over 100.000 visitors to Niagara Falls passed through our factory and saw Shredded Wheat being made; every one became a living advertisement for its purity and wholesomeness.

Last year our advertisements in the magazines and newspapers reached a combined circulation of 10.000 000 people and told the story of Shredded Wheat 112.000.000 times.



TO THE WHOLESALE TRADE :

West India Co., Limited

305 St. Nicholas Building MONTREAL

THE CANADIAN HOUSE OF:

Sandbach, Tinne & Co., Liverpool, Eng. Sandbach, Parker & Co., Demerara, B.G.

SUGARS MOLASSES

and all West Indian Produce

We represent some of the chief houses in Barbados, Trinidad, Jamaica, St. Kitts, Antigua and other islands, besides having our own house in Demerara, which was established there in 1782.

Ask us for prices before filling your orders for the coming season

West India Co., Limited

CANADA : No better Coun



MOTT'S: No better Checels

"Elite"

true to its name, the best cooking and drinking chocolate made.

Diamond

nothing better for eating in this style is made anywhere AND IN ADDITION good profits to the retailer.

Ask your jobber.

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

SELLING AGENTS:

J. M. Douglas & Co. R S. McIndoe
Montreal Toronto

Jos E. Huxley Tees & Persse Johnston & Yockney
Calgary Edmonton
Frank M. Hannum, Ottawa

BISCUITS

from the Old Country

Notice to Grocers and Stores in Canada

M°VITIE & PRICE

are now sending regular supplies of their biscuits to Manitoba, Alberta, Saskatchewan and British Columbia.

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

All goods packed in hermetically sealed tins.

AGENTS for Manitoba, Saskatchewan, Alberta and British Columbia: RICHARDS & BROWN, 314 Ross Avenue, WINNIPEG

"BANNER" Is not "Just as Good"

IT'S

BETTER

Good Points of

The Banner

are Brought out in

Bad

Weather



It Won't
Blow Out,
Rust,
or
Leak
Costs
No More
than
Inferior

Lanterns.

Send Coupon for Calendar

Ontario Lantern & Lamp Co., Limited

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 $\frac{1}{4}$ lb., $\frac{1}{2}$ lb. and 1 lb. Tins. Economical and Reliable.

George Borwick & Sons

Limited

LONDON, ENGLAND

Canadian Agent : KENNETH H. MUNRO, 333 Coristine Building, MONTREAL ALL GROCERS SHOULD STOCK bot and stat

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BORWICK'S BAKING POWDER

The original Baking Powder with a world-wide reputation of 70 years. A genuine British manufacture and recognized as the standard article in the Mother Country.

Made from the finest and purest ingredients, absolutely free from alum, acid phosphates or deleterious substances.

46

Good Summer Trade in Confectionery

Confectionery in Good Demand-Consumption of Sweets Increasing-Chocolates a Favorite Line-Flour is Steady-Trade is of Hand-to-Mouth Character-Wheat Remains Within Narrow Margin-No Special Features in Cereals.

The trade in confectionery is good, both in regard to the present demand, and also business on the whole. Dealers state that the consumption of confectionery in Canada is on the increase and accordingly the wide-awake grocer who is featuring this line will derive the benefit of the increased use of sweetmeats. Chocolates are a favorite line, the demand for medium-priced ones especially being good. Those dealers who are giving the necessary attention to these lines are well satisfied with the trade, as the summer is an excellent time for the sale of all kinds of confections.

The general situation in both the flour and cereal markets has undergone little change. Wheat hovers around the same point, so that the flour market is steady but without any special features. Trade is of a hand-to-mouth charcater and consequently not overly brisk. Some trade was done for export at eastern points in new crop winter wheat flour last week, but values this week are a little out of line.

Black rust was reported to have damaged wheat somewhat in both the Canadian and American West last week. It seems, however, that it has not in the Canadian side and it is regarded as questionable whether there has been any serious damage done on the United States side either. Nearly 7,000,000 bushels increase in the United States visible supply of wheat lowered prices somewhat at Chicago at the beginning of the week.

MONTREAL.

Flour.—The tone of the flour market is steady and prices remain unchanged.

Winter wheat patents, bbl	 4 80
Straight rollers, bb	 4 30
" straight patents, bbl	
" strong bakers	 4 60
" second "	 4 20

Rolled Oats.—The demand for rolled oats and corn meal remains fairly satisfactory and prices rule firm. There is a fair volume of business passing in car

	Fine oatmeal, bags	2 47
	Standard ostmeal, bags	2 471
	Bolted cornmeal, 100-bags 1 70	1 80
•	Rolled oats, jute bags, 90 lb	2 25
	" cotton bags, 90 lb	2 30
	" " barrels	4 75

TORONTO.

Flour.—The general situation in the flour market shows little alteration, wheat values having shown no change this week. The general tone of the market is, however, one of steadiness.

There was some trade transacted for export last week in new crop Ontario wheat flour, but prices of Ontario wheat having advanced, have put values out of line for the present at least. According to reports, Ontario wheat will run much heavier this year for while it generally runs 60 to 62 lbs. to the bushel, this year it will reach close on 65 lbs. There will be very little smut this year either, while last year there was a great deal.

DEMILEOUS II MONO.	
1st Patent, in car lots	5 10
2nd Patent, in car lots	4 60
Feed flour, in car lots	3 20
	0 20
Winter Wheat.	
Straight roller	4 15
Blended	
Dichaca	A 90

Cereals.-A steady summer demand is in evidence in cereals in general, with no special features at present to the market situation. Prices on the whole are steady, although corn and oats just at the present are somewhat less firm.

Rolled oats, small lots, 90 lb. sacks	 2 35
" 25 bags to carlots	 2 25
Standard and granulated oatmeal, 28 lb. sacks	 2 70
Rolled wheat, small lots, 100 lb. brls	 2 90
" 5 brls. to car lots	 2 75
Cornmeal, 100-lb. bags	 1 90
Rolled Oats in Cotton sacks, 5 cents more.	

WINNIPEG.

Flour.-The domestic demand for flour has been quite satisfactory during the last two or three weeks, and mills report that they have no fault to find in this line. Stocks at country points are fairly small, consequently it is expected that the demand which is at present prevailing will continue to exist. The export trade is fair, but the millers are still complaining of low bids. They claim that flour was not advanced enough when wheat was up to the higher figure, and now that there is a lower tendency in grain, flour values are not unreasonable. The result is that prices remain unchanged in quotations, namely: 1st patents \$2.65 per 98 lb. sack, 2nds \$2.45, 3rds \$2.25, 1st Clares, \$2.00, and common grades \$1.50.

Cereals.-Except for the demand from the East, business is quiet. Local dealers do not look for much improvement until the new crop is off. Bran is still quoted at \$17.00 a ton net, in sacks delivered to the trade, shorts at \$19.00, oats, barley and mixed chop at \$25.00 per ton.

DON'T WORRY.

Don't worry about the business the other fellow is getting. Go out and get what is coming to you.

"Perfection Cream Sodas" Lasting Crispness Pleases

To people who know and value good soda biscuits there is a pleasure in using Mooney's "Perfection Cream."

They differ from other sodas in that they have a light, flaky crispness, which they retain longer than does any other brand.

Try them with your most exclusive trade and watch the pleasing results.

The MOONEY

Biscuit & Candy Co.

Factories at Stratford, Ont. Winnipeg, Man.

BRANCHES at Hamilton, Ottawa Sydney, C.B.; Halifax, N.S.; Fort William, Calgary, Van-couver, St. John's, Nfld.





MR GROCER-MAN! Your Interests Are Ours, Too. Sell MAPLEINE A DISTINCTIVE FLAVORING BETTER THAN REAL MAPLE

BETTER HAN REAL MATLE
Made from aromatic roots and
heris which have absorbed the
richest elements from sunshine and
soil — mountain air and ocean
breeze. Many flavors blemded and
mellowed into ne delicious flavoring—that's Mar leine.
Makes home-made sugar syrup
better than real marle at a cost of
50c, per gallon. Can be used anywhere a flavoring is desired.

Adoption overwhere. Nice was

Advertised everywhere—Nice pro-fit—demand steady and growing Order to-day from your jobber

Selling Agent : Frederick E. Robson Go., 26 Frent St. East, Crescent Mig. Co , Seattle, Wash,

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

PRESIDENT MILLER EXTENDS.

Novel Idea Introduced in His New Window Scheme.

Wm. C. Miller, president of the Toronto Retail Grocers' Association, has recently made extensive alterations to his store at 632 Yonge St. Besides a general re-arrangement and enlargement of the interior, a new idea, the first to be used in a grocery store in Toronto has been introduced into the make-up of the window. It consists of a double platform, the main display being about three feet above the sidewalk while the space underneath serves as a silent salesman. In this way the value of the window as a medium of showing goods is about doubled.

Mr. Miller believes that money spent in display is well spent. "It pays to have your goods displayed in a proper manner," he says, "because it sells them." He will arrange his shelf display along systematic lines, so that the clerks will know exactly where to go to secure a certain article. Along one side he will have nothing but goods in glass, along the other side canned goods alone, while the back shelving will show other package goods. Each sections will be

divided into the different lines carried. He will keep large package goods, such as cereals, etc., in the reserve stock room.

A new silent salesman for bottled goods has been installed, a show case in the centre of the store will feature cakes as a side line, while a meat slicing counter has been put in at the rear of the store. In front of this counter is a biscuit display rack just high enough that customers may see the meats displayed but will not be able to handle them. Counters will be placed along one side only, allowing more space for interior display and for customers to move about the store.

TEACH THE CLERK.

When the store is first opened in the morning is the time to assemble all goods that you know you will use during the day, arrange the shelves and dust and sweep properly. That is also the best time to wash the windows and sweep the pavement before there are people around to be splashed and spattered by the operations.

Do not sweep the dust and papers out to the store house or back of the building and allow them to stay there. Burn the paper or place it in the proper receptacle but do not allow it to accumulate about the store or back shed.

It is a good thing to make large profits, but it is mighty poor business to advertise the fact.

Some clerks hand out just what you ask for. Another sells what you ask for and then goes right on and sells you more.

Next in importance to showing the goods is the use of plenty of show cards. They make people look at the goods.

FOR YOUR ADVERTISING.

This coffee has a distinctive character. It is heavy, rich, smooth, thick and of fine flavor.

Our flour bakes creamy and delicious bread, biscuits and cakes.

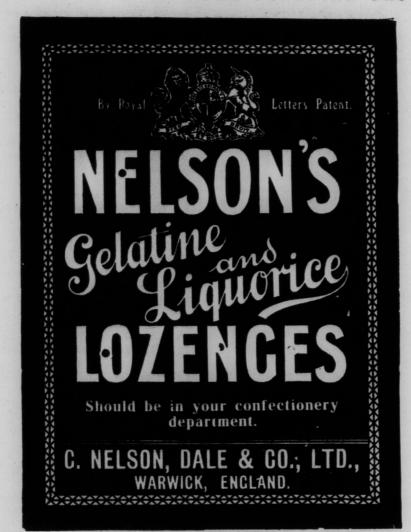
Pure appetizing catsup—prepared from the choicest, sound, ripe fresh tomatoes. A real appetizer.

Canned tongue and ham—prepared in the most careful manner from the best meats, and appetizingly seasoned.

Use our baking powder if you wish your biscuits and cakes to be light, dainty and delicious.



Front View of Vanwart Bros.' Store, St. John, N.B. Note the large amount of display window for groceries, meats and fish.



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We Can Supply You With Small Fruits

YOU get good value when you buy your small fruits from us. We are prepared to handle them on consignment as we have an up-to-date Cold Storage Plant.

WRITE US FOR PARTICULARS

Lemon Bros.

Owen Sound, Ontario and Sault Ste. Marie

WE are large BUYERS and dealers in WOOL. Country merchants should get in touch with us early for prices—an opportunity for you to do some extra trade and make extra profits.

WRITE AT ONCE

WANTED

To whom it may concern:

We wish to get in touch with shippers of **BEANS** and evaporated **APPLES** who desire representation in the West by a first-class firm. Address

Box 34, CANADIAN GROCER WINNIPEG.

O. E. Robinson & Co.

Manufacturers and Buyers of Dried, Evaporated and Canned Apples

'ngersoll, - Ontario
ESTABLISHED 1886

TWO CENTS PER WORD

You can talk across the continent for two cents per word with a Want Ad. in this paper.

How Too Much Talk Tires Out the Listener

Mark Twain Explains How Preacher Out-Talked His Subject and Allowed Ardor of His Congregation to Cool—How This Applies in Clerkdom—A Few Suggestions for Salesmen Inclined to be Tempestuous.

The talk, and the manner in which he talks, is an important part in the make up of every salesman. On it depends, to large extent, the impression made on the customer. It works either good or bad, and also the amount of the sales which that clerk makes depends upon the manner in which the arguments are presented to the customer.

A clerk may talk too much as well as too little. By not knowing when to stop he may spoil the whole effect of his arguments. Mark Twain tells a story showing the result of too much talk and illustrating the necessity of knowing when to stop talking. "A man," he says, "went to church to hear a missionary give an address. The speaker dwelt upon his favorite subject, telling of the need of funds to carry on the work, and doing so in such a manner that this man became enthusiastic and impatient for them to pass the collection plate that he might give them all his handy cash and then rush to the bank to draw out his available cash of \$200 for the cause. But the speaker wanted to clinch his arguments and he continued on and on in a long, tiresome, and nerve-racking talk. This man began to lose interest. His enthusiasm began to depart. When at last the speaker had finished his long drawn out discourse, and the plate was passed, this man who had previously been worked up to fever heat quietly added 10 cents to the collection."

Thus the salesman, who after handing out a convincing line of selling talk, spoils it all by not knowing when to stop.

There is however, grave danger of the clerk not talking enough. When he has taken a customer's order he allows them to depart with a "thank you," instead of introducing to them some line other than what they have purchased and attempting to sell it to them.

Then there is the salesman who might be called "the rhymer." He rushes over everything he carries in stock from A to Z in less time than he should devote to one article. He might just as well have saved his breath and his customer's nerves as far as results are concerned.

The correct way is to take one thing at a time and do it well. Say: "Mrs. Customer, we are making a special of these pickles this week. The regular price is 25 cents but we are selling them this week at 2 for 45 cents. As you use a lot I thought you would like to know." This is the kind of talk that

interests the customers and gets results.

Another brand of clerk has plenty to say and talks about everything from the weather to the church news but will forget entirely to introduce any real business into his talk. The valuable salesman is the one who can sell over and above actual demand and when he has a customer before him, is his opportunity to do so. Instead of talking about the weather and on similar subjects, let him deal with things that will bring results.

Some clerks are mechanical talkers. In the morning they will select some subject and to each and every customer who visits the store that day they will give the same talk. Generally this kind of a clerk is great on weather talk and a customer visiting the store twice in the same day will be greeted with the same comments about the weather.

Knowing the importance of talk every clerk should select his subjects, his grammar and his manners that he may escape the errors which he is liable to commit.

THE WEEK'S TRADE CHANGES.

Grocery Dealers Throughout Canada Buy, Sell and Open New Stores.

ONTARIO.-M. Gormon & Co., general merchants, Eganville, succeeded by Luloff & Co.

J. A. Naish, grocer, Hamilton, has sold.

Louis Deunoindett, grocer, Hamilton, has sold out.

Wm. Beswick, grocer, Hamilton, has sold his Mary street store to Geo. Gassar.

A. Newland, grocer, Toronto, deceased.

John Goggin has opened a grocery store at Bracebridge.

Geo. Arsove, formerly of Hamilton, has opened a grocery store on King St.,

QUEBEC.—G. E. Reid, general merchant, Portage Du Fort, sold out.

WESTERN PROVINCES. — Stringer & Co., have opened a general store at Swan River, Man.

R. S. Johnson, grocer, Winnipeg, has sold to E. A. Whatley.

Alex. A. E. Smith has opened a grocery store at Winnipeg.

D. Price, grocer, Winnipeg, Man., has sold to B. C. Neal.

A. W. Smith, grocer, Winnipeg, has sold to S. P. Wilson.

Deeder Bros. have opened a grocery store in Winnipeg.

J. Fred Shaw, grocer, Winnipeg, has sold to F. C. Wilson.

Theodore Enss has opened a grocery store at Blane Lake, Sask.

Gilmour & MacLean have opened a general store at Marcelin, Sask.

W. W. McRae, grocer, Moose Jaw, Sask., has sold to J. H. White.

The new building of the Moose Wholesale Grocery Co., Weyburn, Sask., is about completed.

Bradd & Dudley, grocers, Saskatoon, Sask., have sold to McGill & Co.

T. Thorawildson, general merchant, Leslie, Sask., has sold to John Olofsson.

F. A. G. Cosnell, grocer, Regina, succeeded by A. L. Herdman.

D. B. Weaver, has opened a grocery business at Calgary, Alta.

Alexander & Howard have opened a grocery store at Edmonton, Alta.

Robinson Bros. are opening a general store at Munson, Alta.

H. E. Patenaude, grocer, Edmonton, Alta., has sold to A. B. Cote.

J. McLaughlin, has opened a grocery at Calgary, Alta.

King & Co., have opened a general store at Penticton, B.C.

Curry & Co., have opened a grocery store at Vancouver, B.C.

Etta M. Dailey has purchased A. L. Anderson's interest in the grocery of A. H. Wilson & Co., Blaine, B.C.

W. Campbell is opening a grocery store at Vancouver, B.C.

A grocery store is being opened at Vancouver, B.C., by C. Burt.

Leggatt & Williams, general merchants, Prince Rupert, B.C., dissolved, A.B. B. William continuing.

STORE HINTS.

Window displays must be something more than attractive. They must make people want the goods.

Use plain language in your advertisements that will be understood by everyone. It is next to impossible to get an advertisement too simple for the mind of the average reader.

Do your window displays show the goods you are advertising in the newspaper, or do you run the two without any relation to one another?

The successful merchant is generally a man who is able to take advice at times.

Tell your customers all about the good qualities of your goods but don't claim one bit more than the facts warrant or you cannot expect to retain the confidence of your patrons.

Mere hard work will not bring success. There must be some brain work connected with it.

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Big Wheel Lemonade Powder

Table Jellies, Custard Powder

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



that Canadian Wheat is used in Italy by manufacturers of

Macaroni, Vermicelli, Spaghetti? You Must Pay Customs Duty

if you stock imported goods and surely you want to save money. Let us prove to you that

L'Etoile (Star) Brand

MADE IN CANADA is as good and better than the imported. No duty to pay. Hence full value of your money in the quality of the goods.

Our goods are made by European Experts with European Machinery.

L'ETOILE

Cie Francaise des Pates Alimentaires
6-9 HARMONY STREET, - MONTREAL

Profitable Spare Time Work

WHAT would you do with some extra money? If you wish to supplement your salary by congenial work after hours let us appoint you our representative for your district.

The work will consist in looking after the renewals of old subscriptions and the securing of new ones, and as MacLean's Magezine is a very easy seller, you can by this means increase your earnings very materially.

Men of energy and selling ability can find full scope for their whole time in this well paid employment.

The MacLean Publishing Company
143-149 University Avenue, Toronto, Canada

CALIFORNIA FRUITS

Peaches, Plums, Pears

We handle the Anchor Brand, they are fine Canadian Peaches. Early varieties Plums and Pears.

TOMATOES, CUCUMBERS APPLES

are now coming in freely.

PRICES RIGHT



28-27 CHURCHST. TORONTO are Largest Receivers

Positively Pleasing

is the steadily-increasing Demand for those Honestly-packed, Extra Fancy

"ST. NICHOLAS"

AND

"HOME GUARD"

Lemons

J. J. McCABE

AGENT

TORONTO, : : ONT.

Oranges are Firm; Tomatoes are Lower

Fruit Prices Fluctuate—Oranges are Higher Under Better Demand—Tomatoes Lower—Supplies are Larger — Lemons are Fairly Steady—Canadian Late Fruits Make Their Appearance—Canadian New Potatoes in Larger Supply.

The total volume of business in fruits is large, comparing most favorably with other years. Canadian fruits as they appear, are being given prominence, but there being somewhat of a short supply in a number of lines, trade is not as large as it otherwise would be. The small supply of numerous fruits has resulted in a better demand for oranges, which are generally quiet at this season. This improved trade, combined with no overplus of supplies has resulted in higher prices in this fruit during the past couple of weeks.

The warmer weather this week has created a better demand for lemons. Prices in general are pretty well maintained, supply and demand governing at various centres. There is conceded, however, to be no exceptionally large stocks at any centre. The quality of recent arrivals is good, being somewhat of an improvement on some earlier shipments.

Tomatoes are still being imported from across the border, but the larger amount of business is being done in the Canadian article. Supplies are increasing with a consequent downward movement in price. Watermelons are in good supply, being taken up well at somewhat easier prices.

Various districts of the Dominion are beginning to send out shipments of plums, peaches and pears, but the supplies are as yet limited. California fruits are still being imported, and are meeting with ready sale.

Although the supply of Canadian new potatoes is on the increase, it still falls far below the total demand. Country districts are consuming about all supplies in their own neighborhood, so that the large towns and cities depend principally on the imported product.

MONTREAL.

Green Fruits. — There is a large amount of business passing just now and dealers are receiving high prices all round.

It will be noticed that there are a number of changes in price since last week.

Bananas and Valencia oranges are slightly higher, while cocoanuts can be had at lower figures.

ricots, Califor- ia, box	2	25	2	50	Limes, a box				
ples, Spies, ex- ra fancy nanas, bunch	9	00 75	9 2	50 25	Oranges— Valencia Sorrento				
nanas, crated.	2	00	2	50	Mexican	2			
eperries, Can. ox 22 qts			2	75	Peaches, Califor- nia, crate	2	50	3	0

Cantaloupes, Cal 5 00	6 00	Pears, Cal., crate 3 50	4 50
	1 60	Pineapples— Floridas, case 3 75	4 00
Cherries, California, box	2 75		2 75
Cocoanute, begs Currante, red,		Raspberries, box Strawberries, Ca-	
Currents black		nadian	
basket 1 25 Grape fruit. Flo. 3 75	1 78	each 0 50	0 60

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Vegetables.—Local dealers, while admitting a fair volume of business, state that things are not so satisfactory as should be, owing, no doubt, to the high price prevailing.

Wax beans show a decrease, while potatoes are on the increase.

New Californian potatoes are now very scarce.

Beans, wax, hamper Beets, doz	2 00	Canadian lettuce per doz 0 40	0	50
Carrote, doz 0 40	0 25	Bermuda, crate	3	00
Corn, per doz 0 10 Cucumbers, doz. 0 10	12½ 6 15	Montreal pota- toes, new, bag. 1 50 per barrel 3 00	1 4	75 75
Garlio, 2 bunches		Radishes, dosen		20
Green Peppers, bushel basket 1 75	2 25	Tomatoes, Jerseys, bushel		25
Leeks, doz 1 50	1 75	Turnips, bunch	0	40

TORONTO.

Green Fruits.—The warmer weather has brought an improved movement of lemons. Market prices are somewhat uncertain, for while some firms are quoting lower at \$5.00, others have maintained prices as high as \$5.75 for No. 1 stock. Oranges are firmer again, under limited supplies, and prices are slightly higher at \$4.75 to \$5.00 for late Valencias.

Prices of Canadian small fruits vary from day to day. Red raspberries are practically done, Lawton berries now being offered, while blueberries are quite plentiful at \$1.00 to \$1.50 per 11-qt. basket. Canadian plums, peaches and pears are now on the market, although in rather limited quantities. Considerable business is also being done in the California fruits. Tomatoes are lower in price, 85c to \$1.00 per basket being the ruling quotations. Canadian green apples are in ample supply, with demand good. Watermelons are slightly lower.

Bananas 1 Cocoanuts, sack				Rhubarb, doz		25	0	4
Lemons-				California Peaches, box	1	75	2	2
Verdelli	-	Ď	00	Plums				
Limes, box 1	20		90					
Oranges— Late valencias	4 75		00	Pears		10		•
Pineapples crate	2 50	4	50	dien 11 a hek		98	1	•
Lawton berries.	10	ă	13	dian, 11-q, bak Watermelons	å	35	ň	ě
Blueberries, bak				Canadian plums,			v	•
Black currents.			~	small basket	0	35	. 0	Y
basket	1 75	2	00	11-qt. basket	ŏ	50	0	r
Red currants, basket								
basket	1 25	1	50	small basket	0	35	0	E
Gooseberries, basket				11-qt. basket	0	50	1	J
	1 50	1	75	Can. pears, small				Ų,
Can. tomatoes,				basket II-qt. basket	:	***	U	š
11-ot baskets	3 85	1	(M)	II-Gt. basket	U	en.		u.

Vegetables.—There is a good movement of new potatoes at the lower price of \$4.75 to \$5.00. However, at the end

52

Apr ni Apr tr Ban Ban Blu of last week prices in New York became slightly firmer, although it has not been felt here. More of the Canadian product are coming forward but the supply as yet falls far short of the demand. They are going to the retailer at \$1.50 per bushel. Canadian cucumbers are plentiful and lower in price, 25 to 30 cents per basket being asked this week.

Canadian be et, basket.... 0 30 0 40 Cabbage, Canadian, crate... 2 50 2 75 A Carrota, n ew, doz..... 0 40 0 50 Sp. Cucum be r s, Canadian, bsk... 0 25 0 30 Lettues, C anadian, bsk... 0 25 0 30 N

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1 35 0 50

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Canadian beans,
11 qt. basket 0 60 0 75
OnionsAmerican cooking, 70 lb. bag. . . . 1 40
Spanish 3 00 3 50
Potatoes, new,
barrels 4 75 5 00

WINNIPEG.

Fresh Fruit.—There is little new in fresh fruits, except that an active trade still continues, and that strawberries are off the market. Raspberries are in strong demand at \$5.00 a crate, cantaloupes, and watermelons are also being used extensively in the warm weather, and are quoted at the same figure, the

"Whitco" Brand

VIRGINIA JUMBO PEANUTS

It has been our aim to procure the best in Peanuts and pack them under our own special Brand. Nothing but the Choicest Selected Virginia Jumbo Nuts are allowed in sacks bearing our registered Brand.

The price is no higher than ordinary stock. Why not have the best?

In ordering insist on

"WHITCO" BRAND

EITHER GREEN OR ROASTED FRESH DAILY.

WHITE & CO., LTD.

* WHOLESALE FRUITS, ETC.
TORONTO & HAMILTON.

Lawton Berries

Thimbleberries

Plums, Peaches, Harvest Apples,

Tomatoes, etc., etc.

Wire, phone, or mail your orders to

STEVENS & SOLOMAN

GROWERS AND SHIPPERS OF CANADIAN FRUITS

HAMILTON,

ONT.

SEASONABLE FRUITS

PEACHES

PEARS

PLUMS

CANTALOUPES

WATER MELONS

TOMATOES

CUCUMBERS

POTATOES

ORANGES

LEMONS

BANANAS

Place a standing order to be filled from fresh arrivals each morning.

The House of Quality

HUGH WALKER & SON

(Established 1861)

GUELPH, ONTARIO

BUSTER BROWN

LEMON JUICE

You buy and sell Lemons for the juice contained in them. Our brands contain more juice to the square inch because they are carefully selected and packed in standard sized boxes, are more uniform throughout—not a couple of dozen on top with fancy papers. Mention our packs for best results.

W. B. STRINGER, Sales Agent

FOLLINA, BROS., Italy

former per crate, and the latter per dozen.

Green Vegetables.—American vegetables are almost entirely off the market, and except for a few lines, home grown goods are being used entirely. Prices

have been dropping considerably, but at the present time the demand is fairly strong owing to the warmer weather during the last week, and it is expected that present quotations will remain firm.



Fish - Oysters



Fairly Satisfactory Trade in Fish

Bright Spots at Intervals Help—Summer Demand Naturally Inclined to Quietness—Prices on the Whole are Steady—Mackerel Prices Remain High—Due to Small Spring Catch—Scarcity of Bait on Nova Scotian Coast.

Bright spots here and there in the fish trade make business on the whole fairly satisfactory for the season. Prices generally are steady. Owing to the small catch of Spring mackerel prices still rule high.

While the weather on the Nova Scotian coast has been favorable for the fishermen of late, lack of bait has kept the catches small. While receipts of haddock are somewhat larger, cod is scarce.

QUEBEC.

Montreal.—Although this is the dull fish season, dealers find things brightening up and towards the middle of the month will be getting ready for the heavy business.

It is reported that the bankers have been hampered by lack of bait, but supplies have been procured.

Owing to the small eatch of spring mackerel prices are still pretty high. There is a scarcity of Gaspe salmon at present.

FRESH

Alewives (shad		Halibut, express	
herring) per			0 10
100 fish	2 00		0 15
Bluefish, per lb	0 12		0 16
Dressed perch,			0 30
per lb	3 10		0 60
Dressed bull-			0 10
heads, per lb	0 10		0 10
Eels, fresh, ach	0 25		0 25
Mackerel	0 12	Lake trout, lb	0 11
Haddock, per lb	0 046	Pike, per lb	0 08
Steak cod head-			0 14
less, per lb	0 05	Whitefish, lb 0 11	0 12
1000, por 10			0 12
	FROZ	EN	
Haddock	0 03	Salmon, B.C., red0 09	0 10
Halibut, per lb	0 09	Gaspe salmon	
Pike, round, lb	0 05	per 1b	0 15
Pike, dressed &		Qualla salmon	0 09
headless, cases		No. 1 Smelts, boxes,	-
150 lbs., per lb	0 06	10 and 15 lbs. each.	0.07
Gras pike	0 05	Whitefish, large,	
steak cod	0 04	Ib0 074	0.00
Mackerel 0 11	0 12	Whitefish, small	
M. M. C.	~	W Discussi, Stratt	0 00
SALT	ED AN	D PICKLED	
Labrador sea trout,		Salmon, Labrador, bl.	16 00
bbls	12 00	Salmon, Labrador.	
Labrador sea trout,		half bl	8 50
half bbla	8 EO	Salmon Labordon	

No. 1 mackerel, pail. 2 00

tres, 300 lbs...... 21 00

No. 1 mackerel, 1bbls. Scotis herring, No.	8 00	Salt eels, per lb Sea trout, i brl	6	07 50	
2, bbl Lake trout, half bbl.	6 00	Sea trout, bbls Scotch herring	12	00	
Choice mackerel, half pail	0.00	Scotch herring, keg	1	00	
Salmon, B.C., red, bbl.	14 00	Holland herring, i bl. Holland herring, keg	5	50 75	
Salmon, B.C., pink, bl.		rromand nerring, kog		10	
	SMO	KED			
Bloaters, large, per b	ox, 60s		1	10	
Haddies				08	
Kippered herring, per	half bo	X		25	
New fillets, per lb				10	
	SHEL	L FISH			
Shell oysters, choice,	barrel.	12 00	13	00	
XXX shell oysters			10	00	4
Ovsters, choice, bulk	Imp g	allon	0	35	
Oysters, bulk, selects				60	
Solid meats-Standa	rds, gal.	, \$1.75; selects, gal., \$3.			
1	PREPAI	RED FISH			
Shredded cod, 2 doz.	in box,	ckages, per lb 7, per box	2	10 00 75	

ONTARIO.

Toronto.—Dealers say that a steady trade for the season is in evidence in fish, business on the whole comparing favorably with other years. Fresh halibut is arriving freely and is being taken up at 10 cents per pound. Trout is also a favorite line. Prices on the whole are seemingly steady.

FRESH CAUGHT FISH	
Steak cod 0 07½ Fresh caught white Fresh halibut 0 10 Fresh caught herring Ferch 0 06 Haddock 0 06	0 05
Fresh trout 0 11 Pickerel	0 10
FROZEN FISH	
Gold eyes	0 08
SMOKED, BONELESS AND PICKLED FIS	H
Shrimps, per gal 1 25	

NOVA SCOTIA.

Halifax.—The local fish markets are inactive at present. While the weather has been favorable for the fishermen, bait is scarce, and in consequence the catches on the inshore grounds are small. There has been some improvement in the receipts of haddock, but cod

is scarce. The demand for fish for local consumption is light, the sales for the past week or so being below the average. Fresh mackerel are becoming scarce, and the few fish received have retailed at 25 cents a piece. Stocks of finnan haddies are light, and in consequence of the scarcity of fish, there is not much doing in the export trade.

During the week some large fares of fish have been landed at Gloucester by vessels of the banking fleet, and the price of cod has been advanced 12½ cents per hundred pounds. Codfish are in good demand in all the markets. Prices of salt mackerel are firm, and those who have stocks on hand are holding out for higher figures. Swordfish are plentiful, but they are not a ready seller on the local market.

Canned lobsters are high, and the export trade is good. They are quoted from \$16.00 to \$17.00 per case.

A Dried Fruit Situation Not Equalled in Years

At the first of the year, prices on dried fruits were considered extra high, but what must the person who makes a comparison of prices think of the quotations ruling at the present time. Six months ago prices were described as high and the situation as acute. Since then supplies have been gradually growing smaller and prices gradually advancing, so that the situation now is one unparalleled in many years. Many of the lines especially prunes and evaporated apples are hardly available at all while there is a decided bareness of stocks of all lines, and the new fruits are assured an extremely bare market.

A comparison of prices ruling on the Toronto market on Jan 1st and on July 1st is given below. It shows that a pound of each of the articles listed on Jan. 1st, would have cost \$1.00½, while at the present time, they would amount up to \$1.21.

Jan. 1	July 1
Prunes, 30s to 40s 131	17
Prunes, 40s to 50s 121	161
Apricots-choice 17	21
Dried peaches 101	131
Evaporated apples 12	16
Currants-Filiatras 8	8
Valencia raisins 9	9
Seeded raisins-choice 8	91
Tapnet figs 41	41
Dates-Hallowees 5½	6

The Board of Health of Port Arthur, Ont., has ordered that the delivery of bread shall be made with each loaf in separate wrapper.

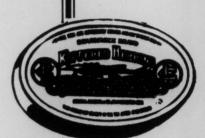
BRUNSWICK BRAND SEA FOODS

will surely build up business for you, because only the most carefully selected and sweetest fish are used fish caught in the famous Passamaquoddy Bay. Skill, care and cleanliness are our watchwords throughout the canning process, and the result is the retention of the natural fish flavor to a degree unknown in other

We stand back of all our products with an unconditional guarantee of purity.

Here's a line, Mr. Grocer, you can handle with credit to your store and increasing profit to yourself.

THE "OUALITY" BRAND



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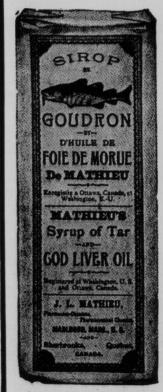
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CONNORS BROS., Limited Black's Harbor, N.B.

AGENTS:-Grant, Oxley & Co., Halifax, N.S.; C. H. B. Hillcoat, Sydney, 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. Richarde & Co., Hamilton, Ont.; J. Harley Brown, London, Ont.; C. de Carteret, Kingston, Ont.; James Haywood, Toronto, Ont.; Chaa. Duncan, Winniper, Man.; Shallcross, McCaulay Co., Calgary, Alta; Johnston & Yockney, Edmonton, Alta.; Shallcross, McCaulay Co., Vancouver and Victoria, B.C.





MATHIEU'S SYRUP

of Tar and God Liver Oil

MATHIEU'S

amongst all the cold cure and cough remedies on the market.

The sale has increased enor-mously-

mously—
Thousands of testimonials attest
their wonderful value—
They never become dead stock—

They afford dealers a good profit-Those who once use them make them a household remedy—

Dealers who do not carry them simply lose sales that go elsewhere.

As the demand will be continuous for some months, order a good supply now.

Sold by all wholesale dealers

AND

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

Distributors for Western Canada

Foley Bros., Larson & Co., Wholesale Grocers and Confectioners, Winnipeg, Edmonton, Vancouver L. Chaput Fils & Cle., Wholesale Depot, Montreal

QUAKER BRAND

LOBSTERS

In Pounds and Halves, Flats.

Quality **Superlative**

Write for Quotations Ask our Travelers.

MATHEWSON'S SONS. MONTREAL

HOLD FRUIT EXHIBITION.

Hopes Held Out for New Brunswick as Fruit Growing Province.

St. John, N. B., Aug. 3 (Special) .-While it has always been a matter of belief with those interested in the matter that New Brunswick has remarkable possibilities as a centre for fruit growing, yet during the last month or two, the discussion has become far more noticeable and widespread than has been the case for a long time. Even at this early date, plans are under way for the holding of a fall fruit exhibition in November or October. To stimulate interest, and to encourage the fruit growing industry in the province, local merchants in different branches of trade to the number of fifteen have subscribed prizes of \$10 each to be awarded as the board of directors of the fair deem wise. The Board of Trade has also donated a handsome silver cup for a prize in the exhibition.

The clerks of Moncton are organizing themselves into an organization for their advancement, protection, and interests. Such associations flourish in other cities and the clerks of the railway city are of the opinion that they can make a success of their body, the aims of which will be similar to clerks' associations elsewhere.

THE BETTERMENT OF EGGS.

Why Merchants Should Exercise the Greatest Degree of Care.

The wholesaler is making complaints about the larger number of bad eggs which he is receiving and the loss occasioned by it. He is not the only person, because from both merchants and consumers come similar reports. The merchant no doubt wishes, as far as it lies in his power, to eliminate this loss, and should consider ways and means of doing so. Many country merchants are not strict enough in this respect. They do not give the attention they should to guard against the receiving of poor quality eggs. It would be well if he would candle all eggs as received so that the farmer would have to bear the loss as he should, and not the merchant, commission man or consumer. He might also be able to do a little educational work among the farmers from whom he receives supplies, so that the standard of the eggs brought to market may be improved. This has been done by means of egg circles in some parts of the country but where they do not exist, the dealer should attempt some educative work among the farmers.

The bad egg question has become so bad in some parts of the United States that strict regulations have had to be

made. In Nebraska, dealers are required to candle all eggs purchased by them while one section of the ordinance reads: "It is unlawful for the farmer, merchant or other dealer to sell or offer for sale bad eggs."

A circular has been issued giving instructions to farmers, which might be valuable for the dealer to use in his campaign:

"Provide plenty of clean dry nests for your hens. Gather the eggs daily in cool weather and twice a day in hot or rainy weather.

"Do not wash eggs. Use dirty and small eggs at home. Keep your eggs in a cool, dry place, which is free from odors. Don't sell eggs which have been in an incubator. Market your eggs daily if possible; if not, every other day. Don't sell eggs which were found in a stolen nest. Keep the eggs out of the sun when taking them to town. Don't keep eggs near oil, onions, etc., as they readily absorb odors."

INFORMATION FOR BUYERS.

Supplied to the Trade by Sellers.

A number of large factories are situated in the east end of Montreal, but perhaps there is none so striking as the newly built factory of Ramsay's Limited. This firm is better known to the trade from coast to coast as the Imperial Syrup Co., but since it was decided to manufacture biscuits and confectionery on an extensive scale the name was changed, and to-day numerous housewives in Canada on buying biscuits insist on being provided with Ramsay's. The Sunshine Bakery in the east end of Montreal is the home of Farm Cream Sodas, and the proprietors are particularly fortunate in having secured the services of a number of biscuit experts from the Old Country, even if the wages demanded are much higher than the ordinary. Those not already acquainted with these high grade lines should get in touch right away, and take advantage of the extensive advertising campaign now being carried on by the manufacturers.

Scotland is universally and aptly called the "Land o' Cakes," for no other country in the world produces such sweet yet wholesome and nutritious teatable delicacies-especially those highly digestive biscuits and short-cakes which have nourished the hardy Scot for many ages past. Macfarlane, Lang & Co., Ltd., of Glasgow, true to their native traditions, combine in their biscuits and cakes the highest degree of taste and quality with the greatest food value. "Rich Tea," "Playmate," "Large Wa- the Hudson's Bay Company).

ter" and the up-to-date "Coronation Biscuit" are all quite distinctive in character and flavor, yet are all equally palatable and satisfying. The biscuits manufactured by Messrs. Macfarlane, Lang & Co. are meeting with a warm welcome from the Canadian trade and public. They are now sold by grocers all over Canada and will undoubtedly attain the success which their quality

Advices from England state that Holbrooks, Limited, of Birmingham, manufacturers of sauces, etc., have been commanded to supply the House of Lords and the English House of Commons with their leading product, Holbrooks Worcestershire Sauce. This is a signal honor coveted by all manufacturers of food products, for only those goods of the highest reputation are favored with such distinctions and only after the most searching examination. This item of news is of particular interest to the trade on this side of the Atlantic just now for it is a well known fact that the products of this English house have been coming much to the front recently. Holbrooks, Limited, were the first to grasp the many opportunities which the Dominion affords to English manufacturers and they jumped into the market with both feet, so to speak, by opening offices in Toronto to supervise their Canadian trade on the spot. This information is history but it may not be generally known to what proportions their trade has grown by this system of development. Their Toronto branch has now become their executive offices for not only Canada but the entire Continent from Halifax to Vancouver and from Boston to San Francisco, with subsidiary offices in Chicago and Montreal and controlling local distributing agents in all the important centres of Canada and the United States as well as from 25 to 30 specialty salesmen.

The Standard Brokerage Company, Vancouver, B.C., whose advertisement appears in this issue, commenced business in 1903. They are now one of the leading commission houses in Vancouver, representing several large Canadian and British manufacturers. In February of this year they moved to their present premises in the new wholesale section of Vancouver, and have one of the most up-to-date warehouses in this city. They have a staff of travelers, and cover the whole of British Columbia territory. They are extending their business, and are looking for one or two more firstclass agencies, amongst others, a canned goods line. They purchase some goods outright. The firm is composed of Arthur Nelson, W. B. Shakespeare and A. P. Watkins (who joined the firm recent-Such biscuits as "Granola Digestive," ly, after fourteen years' experience with

THE CANADIAN GROCER

HOLBROOKS

WORCESTERSHIRE

SAUCE



Imported Absolutely!!

A Worcestershire Sauce to suit the most exclusive taste.

Of the House of Lords and the English House of Commons.

A high grade English product, well advertised throughout Canada, with a liberal profit to the retailer.

HOLBROOKS LIMITED

CANADIAN AND AMERICAN OFFICES:

40 SCOTT ST.

H. GILBERT NOBBS

TORONTO

Head Office and Manufactory
Breweries - -

* Birmingham, England Stourport, Worcestershire, England

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The Grocer's Encyclopedia-The Lime

Some Interesting Facts About This Fruit Which Flourishes Down in the Tropical Islands of the British West Indies—Its Medicinal Properties—Method and Manner of Growth—Yield of a Tree—Suggestions to the Dealer.

The sale of limes or lime fruit in Canada is as yet rather limited. This is probably due to the fact that the majority of dealers in fruit are not as well acquainted with this product as they should be. However, its nature and use is becoming better known and its sale will no doubt show substantial increase as dealers begin to recognize the opportunities for the extension of its sale.

Producer of Citric Acid.

The lime is one of the most important producers of citric acid, well known for its medicinal properties. The juice is highly valued for making cooling drinks with the aid of sugar and water. Those dealers who give it prominence, especially during the warm weather, find that it meets with a ready sale. Along with other properties, it is regarded as an effective purifier of the blood. Hotels use the fruit more or less extensively for flavoring fish, meats, etc., as well as for mixing with drinks. In the West Indies, it is used for cooking and making sauces in much the same way as lemons are used here

The lime is about half the size of the average lemon or even somewhat smaller and of a species closely related to the lemon and orange. They are more juicy than the lemon and their acidity more acrid. In fact they are the more keenly acid of all fruits, but somewhat flat and bitter.

Where They Thrive.

While the native home of the lime is South Eastern Asia, it has spread to many other tropical countries. Canada's supply comes from the British West India Islands of Dominica and Antiqua, principally the former. Some are also produced in Florida and California, although the quantity is not large. They are of a globular or roundish oval shape, and as stated before smaller than a lemon and with a thinner rind. They have a nob at the tip resembling a nipple.

The lime tree is not a large one—in fact it might be called a shrub. An average yield is 70 barrels of fruit per acre while in full bearing.

In some places the trees are raised from seed in nurseries, and transplanted when 10 or 18 inches high to the orchard, where they are planted in rows about 15 feet apart, or 150 to 200 to an acre, light, rich, sandy loam being best suited to their growth. The flowers are small, white and very fragrant. The trees bear fruit in three or four years after transplanting and continue bearing

for about twenty years. They are easily damaged by frost.

As stated before the Island of Dominica is a big producer of limes, and the quality measures up to any other grown throughout the world. The luxuriant growth is attributed to the rich volcanic nature of the soil. The trees attain the size of apple or pear trees and produce more limes to the acre than anywhere else in the world.

Those dealers who have given attention to this line of fruits, have received good results. The lime makes a thirst quencher that appeals to everyone during the warm weather. It is for this reason that the total consumption in the Dominion is on the increase, and the dealers who feature them are deriving the benefits

Need of Explanation.

When the dealer stocks them for the first time, he will need to explain their good qualities to his customers, and give them prominence both in display and personal talk until a demand has been created.

Limes are imported into Canada by way of New York in boxes containing about 100. For a time around the first of July, there was somewhat of a scarcity but are now quite plentiful. At present they are selling in Eastern Canada at \$1.25 to \$1.50 per box.

TRADE NOTES.

Gifts of any kind whatsoever, even the New Year calendars, have been placed under the ban by the Retail Grocers' Association of North Minneapolis. They

will discontinue giving Christmas presents, premiums, discounts on bills and gifts of all kinds.

Tell Your Customers

SHAMROCK

SMOKING TOBACCO

When cut never dries up or becomes hard. The leaves are so firmly packed that the plug remainsfresh and moist

ESTABLISHED 1849

BRADSTREET'S

Offices Throughout the Civilized World

OFFICES IN CANADA:

Calgary, Alta. Edmonton, Alta. Halifax, N.S. London, Ont. Ottawa, Ont. St. John, N.B. Vancouver, B.C Hamilton. Ont. Montreal. Que. Quebec, Que. Toronto, Ort. Winnipeg, Man.

Reputation gained by long years of vigorous, conscientious and successful work.

THOMAS C. IRVING, GENERAL MANAGEB TORONTO

McDOUGALL

Insist upon having them.

D. McDOUGALL & CO., Ltd., Glasgow, Scotland

CLAY PIPES

You cannot too highly praise it-

Black Watch

The Biggest and Best
Plug Chewing Tobacco

Is now a favorite amongst tobacco chewers. Keep it to the front and watch your profits increase.



pres-

CO ves the

s and

There's Profit in Every 7-20-4 Cigar

There's Satisfaction In Every Smoke

A cigar department in a grocery store is a profit-producing section, especially if you feature the cigar that is making a hit with the connoisseur smoker-the

7-20-4 CIGAR

This cigar is the most satisfying of any moderate priced article; made of superior quality leaf and properly rolled.

WRITE FOR DETAILS AND PRICES

The Sherbrooke Cigar Co.

SHERBROOKE, QUE.

MAPLE SUGAR

CHEWING **TOBACCO**

Rock City Tobacco Co.

Ouebec

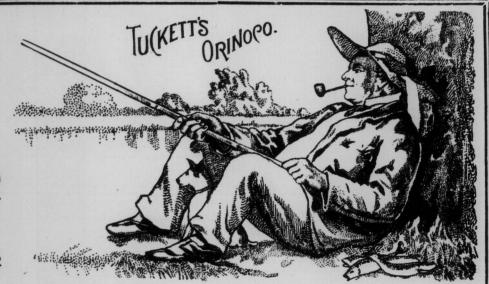
Winnipeg

Tuckett's

Orinoco

Tobacco

NO BETTER **IUST** A LITTLE MILDER THAN



Tuckett's Myrtle Cut Tobacco

WHICH HAS THE LARGEST SALE IN CANADA.

TUCKETT LIMITED

Hamilton,

Ont.

CLASSIFIED ADVERTISING

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

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

Cash remittaness to cover sost must accompany all advertisements. In no case can this rule be overlooked. Advertisements reserved without remittance sannot be acknowledged.

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

BUSINESS CHANCES.

FOR SALE—General store and stock of \$6.000 in village of \$00 or 1000. Good business, owing to good farming country around. To be sold at a snap as owner is ordered to Cosst for his hesith. Apply Box 395, CANADIAN GROCER, Toronto

SPLENDID opening for dry goods and grocery store in thriving town on Grand Trunk Pacific, Tofield to Calgary. Investigate. Further information Box 1268, Calgary.

SALESMAN FOR MARITIME PROVINCES

L ARGE ENGLISH SPECIALTY MANUFACTURERS require live, ambi lous young Specialty Selesman to cover the retail grocery trade of Eastern Quebec and Maritime Provinces. Must be well acquainted with the trade in that section and show progressive record. Good prospects for right man. Write, giving fullest information, which will be treated confidentially, Box 396, CANADIAN GROCER, Toronto.

SITUATIONS WANTED.

TEA CLERK seeks position. Wide experience. Book-keeping and knowledge of invoice stenographing. Energetic and capable man. Particulars, REDDEN, Colborne. Ont.

MISCELLANEOUS.

A DDING TYPEWRITERS write, add or subtract in one operation. Biliott-Fisher, Ltd., Room 314 Stair Building, Toronto.

A CCURATE COST KEEPING 18 EASY if you have a Dey Cest Keeper. It automatically records actual time spent on each operation down to the decimal fraction of an hour. Several operations of lobs can be recorded on one card. For small firms we resommend 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 eatslog. International Time Recording Company of Canada, Limited. Office and factory, 29 Alies Street, Toronto.

BUCKWHEAT Flour guaranteed pure and unsurpassed by any mill in the Province. T. H. Squire, Queensboro, Ont., solicits your orders.

DUSINESS-GETTING TYPEWRITTEN LETTERS and real printing can be quickly and easily turned out by the Multigraph is your own officeatual typewriting for letter-forms, real printing for stationery and advertising, saving 25% to 75% of average annual printing cost. AMERICAN MULTI-GRAPH SALES CO., Limited, 129 Bay Street, forento.

OPELAND-CHATTERSON SYSTEMS — Short, simple. Adapted to all classes of business. The Copeland-Chatterson Co., Lim'ted, Toronto and Ottawa.

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 earbon attachment has no equal on the market. Supplies for Binders and Monthly Account Systems Business Systems Limited, Manufacturing Stationers. Torosto.

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.

DOUBLE your floor space. An Otis-Fensom hand-power elevator will double your floor space, enable yout uses that upper floor eigher as stock room or as extra selling space, at the same time increasing space on your ground floor. Costs only \$70. Write for estatelogue "B." The Otis-Fensom Elevator Co., Traders Bank Building, Teropto.

MISCELLANEOUS.

GRY BUSINESS SYSTEMS are devised to suit every department of every business. They are labor and time savers. Produce results up to the requirements of merobants and manufacturers. Inquire frem our nearest office. Egry Register Co., Dayton, Ohio; 123 Bay St., Toronto; 258½ Portage Ave., Winnipeg; 308 Richards St., Vancouver.

FIRE INSURANCE. INSURE IN THE HART-FORD. Agencies everywhere in Canada.

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

OUR NEW MODEL is the handlest for the grocer, operated instantly, never gets out of order. Send for complete sample and best prices. The Ontario Office Specialtics Co., Toronto.

PENS—The very best Pens made are those manufactured by William Mitcheil 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.

HUNDREDS OF TYPEWRITERS of every make and condition are being traded in as part payment on the famous MONARCrs. Price and quality are the levers we use to prevent over stock. We believe we can give the best bargains in rebuilt typewriters in Canada. A postal will bring our catalogueand full information. THE MONARCH TYPE-WRITER CO., Limited, 46 Adelaide Street West, Toronto.

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

THE money you are now losing through not having a National Cash Register would pay its cost in a short time. Write us for proof. The National Cash Register Co., 285 Yonge St., Toronto.

THE "Kalamazoe" Loose Leaf Binder is the only binder that will hold just as many sheets as you astually 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, Teronte.

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

TECHNICAL BOOKS.

CANADIAN MACHINERY AND MANUFACTURING NEWS, \$1 per year. Every manufacturer
using power should receive this publication regularly, and size see that it is placed in the hands of his
engineer or superintendent. Every issue is full of
practical articles, well calculated to suggest economics
in the operation of a plant. Condensed advertisements
for "Machinery Wanted" inserted free for subscribers
to the GROCER. "Machinery for Sale" advertisements one cent per word cach insertion. Sample copy
on request. CANADIAN MACHINERY, 143-148
University Ave., Toronto.

SALES PLANS—This book is a collection of 338 successful plans that have been used by retail merchants to get more business. These include Special Sales, Getting Heliday Business, Co-operative Advertising, Money-Making Ideas, Contests, etc. Price \$2.50, postpaid. MacLean Publishing Co, T cia oa 830k Dept., 143-149 University Ave., T 190810.

Grocery Advertising

By Wm. Borsodi

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

PRICE \$2.00

ALL ORDERS PAYABLE IN ADVANCE.

MacLean Publishing Co.
143-149 University Ave., Toronto

Coffee, Its History, Classification and Description

By Joseph M. Walsh

This is the most exhaustive, interesting and instructive book ever published on Coffee. It is attractively written and richly illustrated, and should be read by all who deal in or use Coffee. The contents include,

Cultivation and Preparation.
Commercial Classification and Description.
Adulteration and Detection.
Art of Blending, Preparing, etc.

This work, written by one of the greatest authorities in the world upon the subjects of Tea and Coffee, will be mailed to you postpaid on receipt of

\$2.00

IT WILL PAY YOU TO SEND AT ONCE.

MacLean Publishing Co.

Technical Book Department

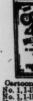
143-149 University Avenue, Toronto

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NS FOR PROPRIETARY ARTICLES ACE IN THIS DEPARTMENT IS \$40 PER INCH PER YEAR.

QUOTATI	0
Baking Powder	S/
Diamond W. H. GILLARD & OO. 1-lb. tins, 2 doz. in case	Ri Pi
Cases. Sizes. Per dos. 4-dozen. 10c. \$0.85 3-dozen. 6-oz. 1.75 1-dozen. 12-oz. 3.50 3-dozen. 12-oz. 3.40 4-dozen. 23-ib. 10.50	6 8
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Special discount of 5 per cent. allowed on five cases or more of "Maxie Baking Powder."	
BAKING POWDER Bizes. Per Doz Boyal—Dime \$0 96	1
WRITE SWAM SPICES AND CEREALS LTD White Swam Baking Powder—5-lb. size, \$8.25; 1-lb. tins, \$2; 12-oz tins \$1.60; 8-oz. tins, \$1.20; 6-oz. tins, 99c.; 4-oz. tins, 6.c.; 5c. tins, 40c.	997999
Borwick's A Baking Powder	D

OKE PRIEDE BANING DEWOOD PARTY PRODUCTION OF THE PRIEDER

toons— Per dos No. 13, 4-os., 6 ds 0 70 1, 1-1b., 4 dos 2 40 No. 15, 4-os., 3 ds. 0 75 1, 1-1b., 2 dos 2 50 In Tin Boxes-2, 5-os., 6 dos 0 80 No. 13, 1-1b., 3 ds. 3 00 2, 5-os., 5 dos 0 85 No. 14, 8-os., 3 ds. 1 75 3, 5-os., 4 ds. 0 45 No. 15, 4-os., 4 ds. 1 10 10, 13-os., 4 ds. 2 10 No. 16, 24-1bs. 7 25 10, 13-os., 2 ds. 2 10 No. 17, 5-1bs. 14 90

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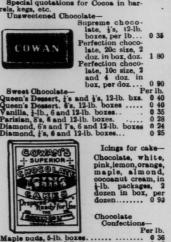
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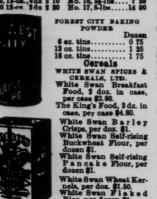
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Icings for cake—
Chocolate, white, pink, lemon, orange, maple, almond, occessut cream, in 1-1b. packages, 2 dozen in box, per dozen..... 0 99

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



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

White Swan Self-rising
P a n cake Flour, per
dozen \$1.

White Swan Flake d
Rice, per dozen \$1.

White Swan F lake d
Rice, per dozen \$1.

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White Swan F lake d
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Pesch. 180

DOMINION Pesch. 180

Per doz Pesr. 196

White Swan F lake d
Rice, per dozen \$1.

Premium No. 1 chocolate, \$1.

White Swan F lake d
Rice, per dozen \$1.

Premium No. 1 chocolate, \$1.

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Rice, per dozen \$1.

Premium No. 1 chocolate, \$1.

Premium No. 1 chocolate, \$1.

Rowberry. 196

Red currant. 216

Rice dib bxx, \$2.6. lb, Carsons sweet chocolate, \$1.

Auto weet chocolate, \$1.

Auto weet chocolate, \$1.

Auto weet chocolate, \$1.

Rice dozen \$1.

Auto weet chocolate, \$1.

Rice dozen \$1.

Auto weet chocolate, \$1.

Rice dozen \$1.

Ric

CANADIAN COCOANUT CO., MONTREAL.
Packages—5c., 10c., 20c. and 40c. packages, packed in 15-lb. ahd 30-lb. cases. Per lb. 1-lb. packages. 0 26-lb. packages. 0 27-1-lb. packages. 0 22-1-lb. packages. 0 22-1-lb. packages, assorted. 0 27-1-lb. packages, assorted. 0 27-1-lb. packages, assorted. 0 27-1-lb. packages, assorted, in 5-lb. boxes 0 28-1-lb. packages, assorted, in 5-lb. boxes 0 28-lb. boxes 0 28-lb. boxes 0 28-lb. boxes 0 28-lb.

2-lb. packages, assorted, 5, 10, 15 lb cas 0 30 Bulk—
In 15-lb. tins, 15-lb. pails and 10 25 and 50-lb. boxes.
White moss, fine strip 0 12 0 21 0 17
Best Shredded. 0 18 0 17
Special Shred 0 17 0 16
Ribbon 0 0 0 0 15
Macaroon 0 17 0 15
Macaroon 0 17 0 16
White Moss in 5 and 10 lb. square tins, 21c. Condensed Milk

COCOA

PERICULAR

COCOA

COCOA BORDEN'S CONDENSED MILE CO. BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.
Cases. Dos.
Gagle Brand Condensed Milk. \$75 1 145
Gold Seal Condensed Milk. 4 50 1 15
Challenge Condensed Milk. 4 60 1 00
Peerless Brand Evaporated Milk
fare cent size (4 dozen).

2 00 0 50
Feerless Brand Evaporated Milk
pint size (4 dozen). 4 80 1 20
Feerless Brand Evaporated Milk
pint size (4 dozen). 4 80 1 20
Feerless Brand Evaporated Milk
botel size. 3 70 1 85



REINDEER, LIMITED





EBY, BLAIN CO. LIMITED.

Coffees

| Standard Coffees | Standard Coffees | Standard Coffees | Standard Coffees | Standard Coffees | 1 oz. (all flavors) doz. 1 00 | 1 oz. (all flavors) doz. 1 0z. (all fla Confections

WHITE SWAN SPICES AND CEREALS LTD.



1-lb. decorated tins, 32c lb. Mo-Ja, 1-lb. tins 28c lb. Mo-Ja, 2-lb. ti 28c. lb.

Cafe des Epicures—1-lb. fancy glass jars, per doz. \$3.60 Cafe l'Aromatique—1-lb. amber glass jars, per doz. \$4 Presentation (with tumblers) \$3 per doz



Ground or bean—

W.S.P. R.P

1 and \$ 0.25 0 30

1 and \$ 0.30 0 40

1 and \$ 0.35 0 50

Packed in 30s and 50-1t

case. Terms—Net 30

days prepaid.

Cheese-In	aperial
Large size jars, doz	8 2
Medium size tars,	
per doz4 50	Carried Services
Small size jars, per	
dos 2 40	
Individual size jars	
per doz. 1 00	
Imperial holder—	No. of the last of
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Large size, doz. 18 90	MOEHIALLHEISE
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Boquefort-	The second second
Large size, doz. 2 40	
Smal' size, doz 1 40	



Cream FUSSELL & CO., LTD London, Eng.

Coupon Books-Allison's

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

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	UN-NUMBERED		
500 book For n	00 books	each	034
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CRESCENT MFG. CO. 2 oz. bottles (retai) at 500.) ... 4 50 4 oz. bottles (retail at 900.) ... 6 30 8 os. bottles (retail at \$1.50) ... 12 50 16 os. bottles (retail at \$3) ... 34 00 Gal. bottles (retail at \$30) ... 15 00



ALWAYS RIGHT. SUN PASTE

Stove Polish is just right every time you sell it, and the boxes are always filled full. You have no complaints coming after you pass it over your counter. Why not make friends for yourself as well as for us by selling the stove polish which always pleases the housekeeper? That's SUN PASTE. Just push it and see them come back for more.

MORSE BROS., Props. - Canton, Mass., U.S.A.



Fortify Your Position

as a grocer by adding to your shelves

2 in 1

The World's Best Shoe Polish

It produces a brilliant, lasting polish, and is, moreover, waterproof.

"2 in 1" is a popular favorite, and sells all the time

SEE TO YOUR STOCKS

The F. F. Dalley Co., Ltd. HAMILTON, ONT., and BUFFALO, N.Y.

BLACK JACK

QUICK, CLEAN, HANDY



SOLD BY ALL

34-lb. tins-3 doz. in case.

HERB BEER

Is best made from MASON'S EXTRACT OF HERBS. One tablespoonful of this Extract makes a gallon of DELICIOUS BOTANIC BEER.

Has been used for over thirty years with the greatest success.

Send for Booklet, "Hints on Brewing."

NEWBALL & MASON NOTTINGHAM, ENGLAND.

GOOD! IT'S MASON'S

Box, 25

Apple

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

AURORA COFFEE

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

W. H. GILLARD @ CO.,

Wholesalers

HAMILTON, ONT.

Brooms

Brooms

"BROOMS OF QUALITY"

are hard to get.

W. W. & CO. BRANDS are made up to the mark, always. Our customers know this and our Factory runs full time on "Quality" account.

TRY A SAMPLE SHIPMENT.

WALTER WOODS & CO.

HAMILTON

WINNIPEG



CLARK'S PORK
AND BEANS
i Tomato Sauce

Per doz in case ... 50
No. 2, 2 doz. in case ... 50
No. 3, talts, 2 doz in case 1 25
No. 5, 1 doz. in case ... 4 00
No. 12, 1 doz. in case ... 50

LAPORTE, MARTIN & CO., MONTREAL.

AGENCIES. THESE PRICES ARE

IMPORTED PEAS "SOLEIL"

				r case
	flacor	s. 40	Bou.	10 50
	kilo	100	tins	16 CO
11	11	100	**	15 50
**		100	**	15 00
**	**	100	**	13 00
**		100	44	12 00
**	11	100	44	10 00
**	-1	100		8 75
ragus,	Hario	ots, e	eba.	
	tins	tins kilo	tins i kilo 100 " i " 100	tins kilo 100 tins 100 "

MINERVA PURE OLIVE OIL.

Case— 12 litres 6 50 12 quarts 5 75	24 pints 6 25 24 pints 4 25
Tins— 5 gals., 2s	Tins— gals., 20s13 50 gal., 48s Sq17 00 gal., 48s Rd15 50

VICHY WATERS.

St. Nicolas.	50 ats.						 		7	0
La Neptune	e. 60 qts						 			0
La Capitale	, 50 qts	EO		• • •	••	• •	 • •	•		0
La Sanitas	Sparkin	100	pts.		::	::	 	:		ŏ
**	**	100	spli	ts.					4	0
Vichy Lem	onade S	avou	reuse	a, 5	0.	š	 ٠.		7	5

CASTILE SOAP

S

11

Γ.

Le Soleil," 72 per cent. Olive Oil Case 25 lbs., 11 lb. bars	3	08 50	lb. lb. case
"La Luna," 65 per cent. Olive Oil Oase 25 lbs., 11 lb. bars. "12 lbs., 23 lb. bars. "50 lbs., 24 lb. bars. "100 lbs., 34 oz. bars. "200 lbs., 34 oz. bars.	3:1	08 25 80	lb. lb. case case
Alimentary Pastes, Blanc & Fils, Vermicelli, Animals, Small Past	Ma tes,	Ca	roni,
Box, 25 lbs., 1 lb			0 071
DUFFY & CO. BRAND.			
Grape Juice, 12 qts			4 75 5 15 4 75 4 50 4 75
Champagna de Pomme 12 ats			5 00



(Moody's



CHLORIDE OF LIME

(Moody's Royal

DRUDGE.





QUICKSHINE STOVE POLISH. No. 10, Fancy tins, tall shape....doz. 0 85 3 doz. in wood box.

(Moody's Extra Fine) 4 doz. in wood box.....per doz.

HAND CLEANER Moody's Electric) In Fancy tins, 3 doz, in wood box, doz. 0 85



KLENZINE AMMONIA POWDER (Moody's)

Washing Compound-Large size, 11 ibs... 0 90 Small size, 10 oz... 0 45 Packed 3 doz. in wood bo

Jam Per lb. m, 1-lb. glass jars, two 1 75 Cereals.



Grape Nuts—No. 22, \$3.06; No. 23, \$4.50. Post Toasties—No. T3, \$2.85. Postum Cereal—No. 0, \$2.25; No. 1, \$2.70.



Force 36's..... 4 50 Gusto, 36's..... 2 55





Assorted Case, Contains 2 doz. 2x set Chocolate (Straight) Contains 2 doz. 2 50 Vanilla (Straight) Contains 2 doz. 2 50 Strawberry(Straight) Contains 2 doz. 2 50 Lemon (Straight) Contains 2 doz. 2 50 Unflavored (Straight) Contains 2 doz. 2 50 Weight 11 lbs. to case. Fr'ght rate, 2d class.



Mustard

OOLMAN'S OR KEEN'S Per doz.

D.S. F., ½-lb. tins 1 40 F.D., ½-lb. tins. 1 45

" ½-lb. tins 2 50 Per jar

" 1-lb. tins 5 00 Durham, 4-lb. jar 0 75

F.D., ½-lb. tins. 0 85 " 1-lb. tar 0 25

Lard

Tierces... \$0 10½
½-bbls ... 0 10½
Tubs, 601bs 0 10½
20-lb. Pails 2 15
20-lb. cins 2 05
Cases 31-b 0 11½
" 5-lb 0 11å
" 10-lb 0 11

P.O.B. Montreal



GUNNA BASIFIRST LARD COMPOUND.

Licorice	
NATIONAL LICOBICE CO	
5-lb. boxes, wood or paper, per lb	0 40
Fancy boxes (36 or 50 sticks), per box	1 25
"Ringed" 5-lb. boxes, per lb	0 40
"Acme" pellets, 5-lb, cans, per can	2 00
" (fancy bxs., 40), per box	1 50
Tar licorice and tolu wa , 5-lb. cans.	
per can	2 00
Licorice lozenges, 1-lb. glass jara	1 75
" 90 K-lb. came	1 50
'Purity " licorice, 10 sticks	1 45
" " 100 sticks	0 73
Dulc, large cent sticks, 100 in box	

Lye (Concentrated).

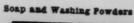


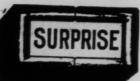
GILLETT'S Ontario and Quebec Prices.

Per case

Marmalade.

THE CANADIAN GROCER





For sale by all grocers.

A. P. TIPPET & CO., AGENT		
Maypole soap, colors, per gross	\$10 2	
Maypole soap, black, per gross Criole soap, per gross		
Floriola soap, per gross	10 20	
Straw hat polish, per gross	12 00	9



3 dos. to

-		
6 dos. to box 8	7 20	





GENUINE. Packed 100 bars to



Prior	-Ontario	and	Quebee:	
Mes care or				8
The state of the s				

contain Laundry Starches 40 lbs. Canada Laundry

Starch

EDWARDSBURG STARCH CO., LIMITED

40 lbs. Canada white gloss, 1 lb. pkgs.	0 05
	0 05
to ibe. No. 1 while or blue 31h cent's	0 06
	0 06
	0 06
	0 06
	0 00
	0 07
	0 07
	0 07
	0 06
40 lbs. Benson's enamel (cold water)	0 07
	9 00
20 108 Benson's enamel (seld	3 00
per case	1 50
Celluloid-Boxes containing 45 cart's,	1 00
per case 48 cart's,	
p case	3 60
407h Culinary Starch	
	0.00
	0 0/
(20 !b. boxes tc. higher)	0 041
BRANTFORD STARCH WORKS, LIMIT	TED
Ontario and Omahaa	
Laundry Standage	

Ontario and Quebec.	ITED
Canada Laundry, boxes of 40 lb	0 06
1-lb. cartons, boxes of 40 lb	

cme Gloss Starob—	0	4
1-lb. cartons, boxes of 40 lb inest Quality White Lamdry—		6
3-lb. canisters, cases of 48 lb Barrels, 200 lb.		0
Kegs, 100 lb	0	0

Laly White Gloss	
1.1b forome	0.5
1-ib. fancy cartons, cases 30 lb.	0 07
6-lb. toy trunks, 8 in case	0 08
6-lb. toy drums, with drumsticks	
8 in case	0 07
Dogs, ex. crystals, 100 lb	U UE
Brantford Gloss-	
1 lb. fancy boxes, cases 36 lt	0.00
Canadian Blastet Co.	0 01
Canadian Electric Starch—	
Boxes of 40 fancy plan . per case	2 00

Montreal Minese starch, 48 lb., per case \$4.00

Ocean borax, 48 8-oz., \$1.00; Ocean borax, 48 8-oz., \$1.00; Ocean borax, 48 8-oz., \$1.00; Ocean court starch, 48 1-ib., \$3.60.



SOUDS CHATEAU BRAND CONCENTRATED SOUPS

Ve etable	Mutton Broth
Mulligatawny	Ohicken
Ox Tail	Pea
Scotch Broth	Julienne
Mock Turtle	- amounte
Veri	nicelli Tomato
Consomme	Tomato

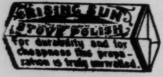
Soda



Case of 1-lb. containing 60 packages per box \$3.00.
Case of 1-lb. containing 120 packages per box \$3.00.
Case of 1-lb. and 1-lb. containing 130 packages per box \$3.00.
Case of 1-lb. and 6-lb. containing 130 1-lb. and 60 1-lb. packages per box \$3.00.
containing 90 packages,

		O SODA	
0	ntario and Qu	sebec Prio	es. Per cas
No. 1, ca	ses 60 1-lb. pa	ckages	1 case \$2 85
No. 2,	120 j-lb.	"}	1 case 2 85
No. 8,	{30 1-lb. 60 ½-lb.	:	1 case 2 85
No. 5 Ms 1 case 5 cases	gic soda case	ея 100—10-0	z. pkgs. 2 90

Stove Polish Per gross ng Sun, No. 1 oakes, † & † grs. bzs. \$8 50 ng Sun, No. 3 oakes, gross boxes. 4 50 5 Sun Paste, † gross boxes. . . . 5 40



	se size, gruss, \$2.0
Syr	up up
EDWARDSBURG 81	ARCH CO. LTD.
"Orown" Brand I	
Harrels 780 lbs	0 001 11
Half-barrels, 350 lbs	0 037 "
2-Darrels, 175 lbs	0 021 #
Pails, 25 lbs	1 20 each
Crown Brand	Corn Syrup
2-lb. tins, 2 doz. in cas	e, per case 2 24
5-lb. tins, I doz. in cas 10-lb. tins, ½ doz. in cas	e, per case 2 60
20-lb. tims, doz. in cas	e. Der case 2 45
Barrels, 700 lbs.	0.031
Half harrols 350 lbs	0.00
Quarter Darrels, 175 lbs.	0.03
Palls, 350	1 70
Pails, 25 lbs., each	1 20
Plain tins, with label—	orn Syrup.
8 " 1 "	11 9 95
10 " 1 "	2 5 J
5. 10 and 20 lb. tins	
Beaver Brand I	daple Syrup. Oas

Canned Haddies, "Thistie" Brand
A. P. TIPPET & CO., AGENTS Cases 4 doz. each, flat*, per case..... \$5 00 Cases 4 doz. each ovals, per case..... 5 00

Cream Tartar.

4 doz. ‡-lb. paper pkgs. } assorted. \$8 00 2 doz. ‡-lb. paper pkgs. } assorted. ... \$8 00

‡-lb. cans with screw covers, 4 doz. in
case. ... \$2 20

1-lb. cans with screw covers, 3 doz. in
4 10

5-lb. sq. canisters, ‡ doz. in case ... 0 33

10-lb. wooden boxes ... 0 30½

25-lb. wooden pails ... 0 30½

25-lb. wooden pails ... 0 325

360-lb. barrels ... 0 285

360-lb. barrels ... 0 286





Milk. CANADA FIRST BRAND

The Aylmer Condensed Milk Co., Ltd.

 Canada First Evaporated Cream, hotel
 3 70

 Canada First Evaporated Cream, baby
 2 00

 canada First Condensed Milk
 4 56

 Beaver Condensed Milk
 4 00

 Rosebud Condensed Milk
 4 25

Sauone

PATERSON'S WORCESTER SAUGE i-pint bottles, 3 and 6 dozen cases, dos 0 90 Pint bottles, 5 dozen cases doz. 1 78



H.P. Sauce, packed in cases of 3 doz. \$1 90 H.P. Pickle, packed in cases 2 doz. pts. 3 35 H.P. Pickle, packed in cases 3 doz i-pts 2 25

HOLBROOK'S IMPORTED PUNCH SAUCE Large, packed in 3-doz. case, per doz... 2 25 Medium, packed in 3-doz. case, per doz... 1 40 HOLBROOK'S IMP. WORCESTERSHIRE SAUCE Rep. ½ pints, packed in 6-doz. case ... 2 25 Imp. ½ pints, packed in 4-doz. case ... 3 15 Rep. quarts, packed in 2-doz. case ... 6 50

Vermicelli and Macaroni.

	D. SPINELLI C'Y, MONTRE.	AT.	
	Fine	1000	
4 lbs.	DOX "Special"		1
8 1hs.	Special"per	DOX	0 22
5 lbs.	" "Standard"	••	0 44
10 lbs.	" Scandard	**	0 27
631be		**	0 55
95 1ba	cases or 75 lbs. bblsper	· lb.	0 05
20 108.	cases 1 lb. pkgs (Vermicelli)	11	0 06
	Clobe Decad		0 00
5 lbs.	hor "Standard"		
10 lbs.	box "Standard"per	pox	0 30
95 lbe	******** *****************************		0 60
95 1bs.	cases (loose)per	lb.	0 06
20 108.	cases, 1 lb. packagesper		0 06

BRANTFORD STARCH WORKS, LIMITED Ontario and Quebec. Laundry Starches— Canada Laundry, boxes of 40 lb 0 05 Acme Gloss Starch— 1-lb. cartons, boxes of 40 lb 6 054 Finant Crafts	5. 10 and 20 lb. tins have wire handles)	Black Watch, & 44	"Shirriff "s" (all favors), per dos Discounts on application.
3-lb. canisters, cases of 48 lb. 0 064 Barrels, 200 lb. 0 065 Kegs, 180 lb. 0 065	2 15. this is dept. apply to	Stag 5 Sec. 66 Old Fox 1ts 66 Old Fox 1ts 64 Pay Roll Bars, 7is 66 Pay Roll, 7s 66 War Horse, is 63 Advit. Manager, The Canadian G	Ontario and Quebec Prices. Royal Yeast, 3 dor. 5 cent pless \$1 14 Gillett's Oream Yeast, 3 dox. in box. 1 15 FOCCET, at OUR BOARCEST collect.



			-		ı
rown Label, 1's and 1'sreen Label, 1's and 1'slue Label, 1's, 1's, 1's and 1's.	0	25 27 30		30 35 40	
ed Label, i's and i's		36		50	
ed-Gold Label, i's		44 55		60 80	



Blue Label, #s	0 21	U 26
Blue Lahel, I's	0 90	0 25
Orange Label. 1's and a's	0 23	0 30
Brown Label, 1' and 4's	0 98	40
Brown Label, l's. Green Label, l's and l's	0 30	0 40
Green Label, 1's and a's	0 35	0 50
Red Label, i's	0 40	0 60



MELAGAMA TRA

	_		Who	lesale	Retai		
WIL	Label,	11b. or		U 25	0 30		
d	**	1 lb. or		0 27	0 35		
en		1s, or		0 30	0 40		
le	**	ls, or		0 35	0.50		
llow		ls, or		0 40	0 60		
ple		tonly		0 55	0 80		
d	-1	t only		0 70	1 00		



Black Label, 1-lb., retail at 25c		
Blue Label, 1-lb., retail at 25c	₩.	200
	0	21
		34
		30
		35
old Label, retail at 80c	0	42

Jams and Jellies

BATGER'S WHOLE FRUIT STRAWBERRY JAM Agents, Rose & Lafamme, Montreal and Toronto.

1-lb. glass jar, screw top, 4doz., perdos. 82 36

T. UPTON & OO.	
Compound Fruit Jams— 12-oz. glass iars, 2 doz. in case, per dos.	
2-lb. tins, 2 doz. in case, per doz. 5 and 7 lb. tin pails, 8 and 6 pails in	1 88
orate, per lb	0 073
30-lb. wood pails, per lb Compound Fruit Jellies—	0 073
12-Oz. glass tare 9 dos in sees	1 00
2-lb. tins, 2 doz. in case, per lb	1 80
30-lb. wood pails	0 02

Jelly Powders





LASCELLES DE MERCADO @ CO.

General Commission Morchants

KINGSTON.

JAMAICA

EXPORTERS OF

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

KREP SNAP ALWAYS ON HAND

St. East

n 60 and

land

82 34

1 00

\$1 16 1 15

DIRTY HANDS



Whether soiled by paint, tar, grease, ink or the ordinary grime of home, outdoor or bus ness work, can be quickly, easily and effectively cleaned without the slightest harm to the skin and no roughness after the hands are

SNAP COMPANY Limited MONTREAL

MADE WHITE WITH

SNAP

the greatest of hand cleaners.

A SLIGHT DIFFERENCE

IN PRICE ON A CHEAP ARTICLE LIKE

Sal Soda

SHOULD NOT COUNT, WHEN QUALITY IS CONSIDERED

Brunner, mond & co.'8

ENGLISH SAL SODA

is the PURIST, contains LEAST MOISTURE and therefore GOES FURTHEST of any Washing Sods sold

WINN & HOLLAND, LIMITED

SOLE AGENT

MONTREAL

FREQUENCY OF SAILINGS

Every twelfth day a Pichford and Black steamer issues Hallfax for Bermude, The British West Indicated Denterary, and is away chirty-eight days. A doing a thail trip for moderate cost. Write He.

PIEKFORD & BLACK



OAKEYYS

The original and only Genuine Preparation for Cleaning Gutlery, 6d. and 14: Canisters

EXMIRE PUEISH

JOHN CAKEY & SONS, Limited

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

Wellington Mills, London, England

Queen City Water White Oil

The most economical high-grade et ever sold in Canada:

FOR SALE EVERYWHERE



Five Roses Flour

Not Bleached



Not Blended