

**PAGES  
MISSING**

FEATURING SUMMER DESSERTS

# CANADIAN GROCER

Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXX

PUBLICATION OFFICE: TORONTO, JUNE 18, 1915

No. 25



## ENGLAND'S "MAKING GOOD"-BLUE

DO you know that OCEAN BLUE is, and always has been, made in England? Can you say that of *all* the Blue in your Store?

In this time of stress it is up to *you* to see that you are patriotic in all your purchases and that none of *your* money goes into the pockets of the enemy—however indirectly.

We have been making OCEAN BLUE for nearly 50 years in Hull, England, and all that time have been learning how to "do it better" "OCEAN" is the QUALITY blue—advertised and selling to-day across Canada from coast to coast.

HARGREAVES BROS. & CO. Ltd. Ocean Works & Gipsyville, Hull, England.

Represented in Canada by

**HARGREAVES (CANADA), LIMITED,**  
33, Front Street E., Toronto.

# OCEAN BLUE

"BRITISH—AND SUPREME"

*The most beneficial of all Summer Drinks*

## STOWER'S Lime Juice Cordial



not only serves as a cooling and refreshing beverage, but it keeps the blood and digestive organs in excellent condition.

Most everyone prefers Stower's Lime Juice Cordial and it is also supplied to His Majesty the King, and the British House of Commons.

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

Right now there is a growing need for Stower's in your locality.

*Get your nearest wholesaler to supply you to-day*

## The Fish You Sell Most Of

### THISTLE BRAND



Canned Haddies  
Kippered Herring  
Flaked Fish

Caught in the famous Nova Scotian fishing beds. Only the choicest and best fish are selected for Thistle Brand. Cured and boxed a few hours after coming from the sea. Thistle Brand Fish reach the table wholesome and appetizing.

The housewife's appreciation of Thistle Brand is evidenced in the heavy sales you will experience the year through. Handle the fish you'll sell most of—push Thistle Brand now. Get your wholesaler to supply you to-day.

**Arthur P. Tippet & Co., Agents, Montreal**



## Such a Rush of Orders!

Frankly, the Grocers seem as eager as their customers to try LANTIC SUGAR.

They are sending in orders in a way that is gratifying to our advertising, and most promising for future business.

We are not worrying about "repeats" — and you grocers need not.

For a woman, who once tries LANTIC SUGAR — with its extra sweetness and diamond-like sparkle—is never going back to ordinary sugar again, especially when LANTIC SUGAR costs no more.

You have won her trade for good, with the first bag or carton. She knows that LANTIC SUGAR is pure cane sugar at its purest and best. She has confidence in it—and confidence in the store that sells such sugar of guaranteed quality.

# Lantic Sugar

THE SUGAR OF  
EXTRA SWEETNESS

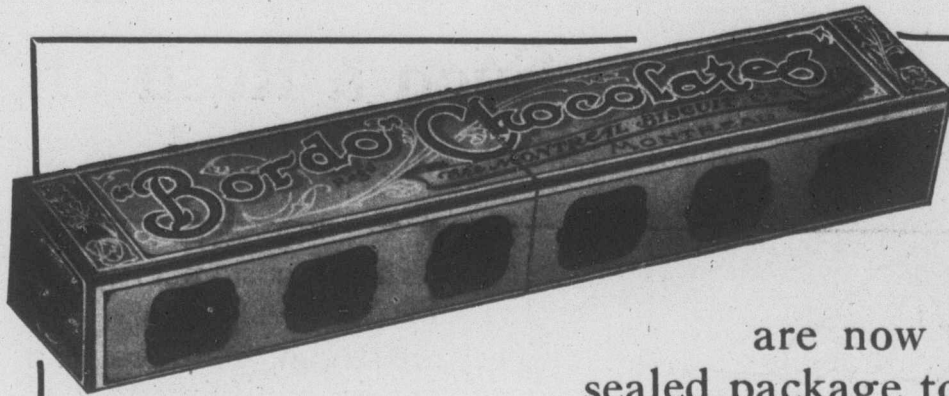
## Now That Preserving Time Is Here

your sales of LANTIC SUGAR will steadily increase.

Are you well stocked with 10, 20 and 100-pound bags, as well as the 2 and 5-pound cartons?

Feature them all whenever you make a window display of preserving helps.

Atlantic Sugar Refineries  
Limited  
Montreal and St. John, N.B.



## “BORDO” Chocolates

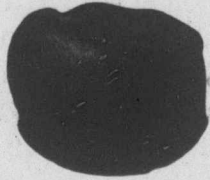
are now put up in a new  
sealed package to retail at **10c**

This package is without doubt the most attractive ever placed on the market, and is in keeping with the unbeatable “Bordo” quality. The attractiveness of the package is an incentive to buy, but it’s the contents that bring customers back for more. The final touch to Bordo is the unique flavor. Just enough, just the right tone makes it complete.

“Bordo” is “Bordo,” and unless this name is on every piece it is not the original.

This is a superior package line of merit, and is made high grade to draw fine trade.

“The name is on every piece.”

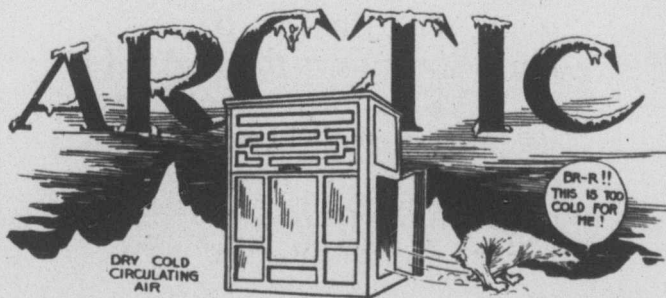
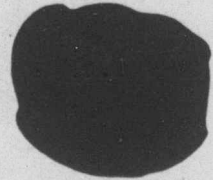


### The Montreal Biscuit Co.

“THE ORIGINATORS”

MONTREAL

CANADA



## Step into the Arctic Butchers' Case No. H

and see what a cold reception you'll get—not the damp cold so often found in refrigerators, but the dry circulating cold that—chills right through and through.

This dry cold circulating air of the Arctic removes all foreign odors and preserves Meats and Produce. The front case enables you to display your goods attractively.

We have a catalog that tells all about Arctic Refrigerators.

Write for Catalog.

### John Hillock & Co., Limited

Makers of High-Grade Refrigerators and Fish Cases

TORONTO

## More Than Ever in a Class by Itself

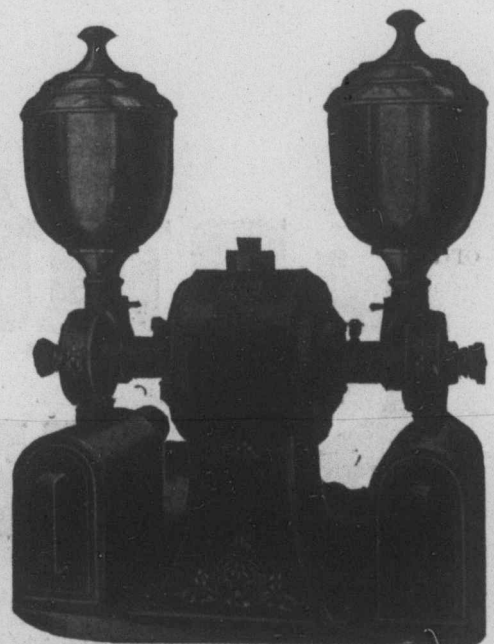
One of our  
12 new  
models.

Wouldn't  
it be a  
good idea  
then to  
look into  
the Coles?

It ranks  
with the  
best and  
meets your  
price.

26 models  
of electric  
machines.

Makers of  
Hand Coffee  
Mills for  
twenty-five  
years.



### COLES MANUFACTURING CO.

1615 North 23rd St.

PHILA., PA.

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

The children  
like E. D. S.  
Grape  
Juice



It's not surprising that the delicious flavor of the Winona Concords "gets to" the little palates the same as to their elders!

Mothers should see that the little tots get more

## E. D. S. Grape Juice

and you, Mr. Grocer, should do your share by seeing that every grocery order has its bottle or two of this healthful beverage.

**Sell E. D. S. Grape Juice by the dozen bottles.**

Remember that E. D. S. Grape Juice is made from the finest flavored Concords of the world—from Winona.

**Keep up your stock—show it in your displays. We supply advertising cards.**

**E. D. Smith & Son, Limited**  
WINONA, ONT.

*Agents:*

NEWTON A. HILL, Toronto; W. H. DUNN, Montreal;  
MASON & HICKEY, Winnipeg; R. B. COLWELL,  
Halifax, N.S.; A. P. ARMSTRONG, Sydney, N.S.



## Purity that Wins Trade—

Borden's restrictions, Borden's sanitation measures, Borden's inspection, have given to Borden Milk Products a Purity that ensures their general use and continued popularity.

No milk that could not come up to the Borden Standard could hope to win the appreciation of three generations of mothers and physicians.

**Borden Milk Co., Limited**

"Leaders of Quality"  
MONTREAL

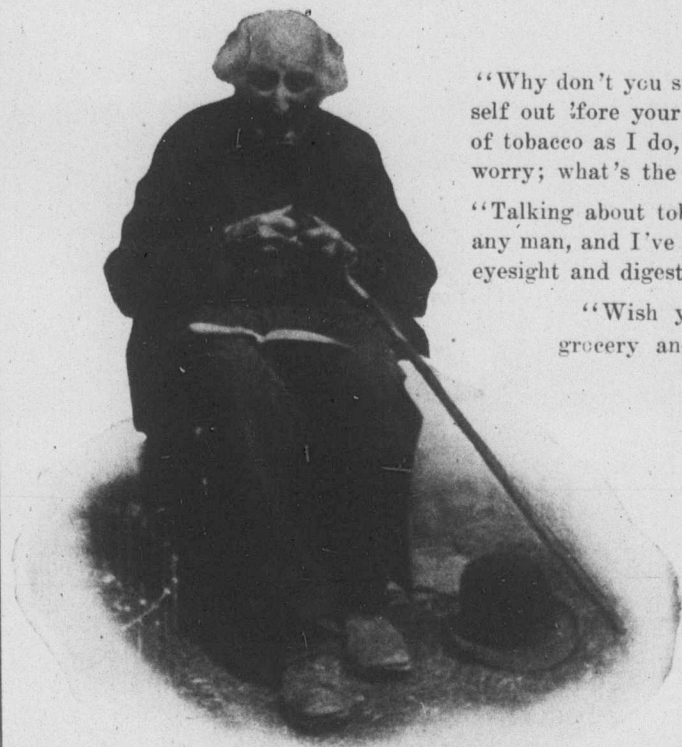
Branch Office: No. 2 Arcade Building  
Vancouver, B. C.



The  
Original  
and  
Leading  
Brand  
Since  
1857

# Chats with "Old Baba"

(Canada's 105-year-old Pioneer)



"Why don't you sit down and take a rest sometimes, lad? You'll wear yourself out afore your time. If you'd sit down and read and 'ave a good chew of tobacco as I do, you'd live a lot longer. Y'know I never hurry and never worry; what's the good? You don't gain anything or change things any."

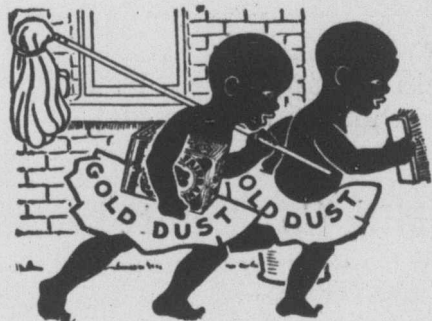
"Talking about tobacco, lad—I don't think tobacco in moderation ever hurt any man, and I've chewed the weed for nigh onto eighty years. I've as good eyesight and digestion yet as most young fellows."

"Wish you'd drop into the corner grocery and get me a plug of 'King George Navy' next time you're down town. Y'know, I like that tobacco. It makes the best chew yet—and the grocer always has it. I like the flavor."

"Good-bye, lad, but don't forget that it's 'King George' I want."



Rock City Tobacco Co., Ltd.  
Quebec and Winnipeg



# GOLD DUST



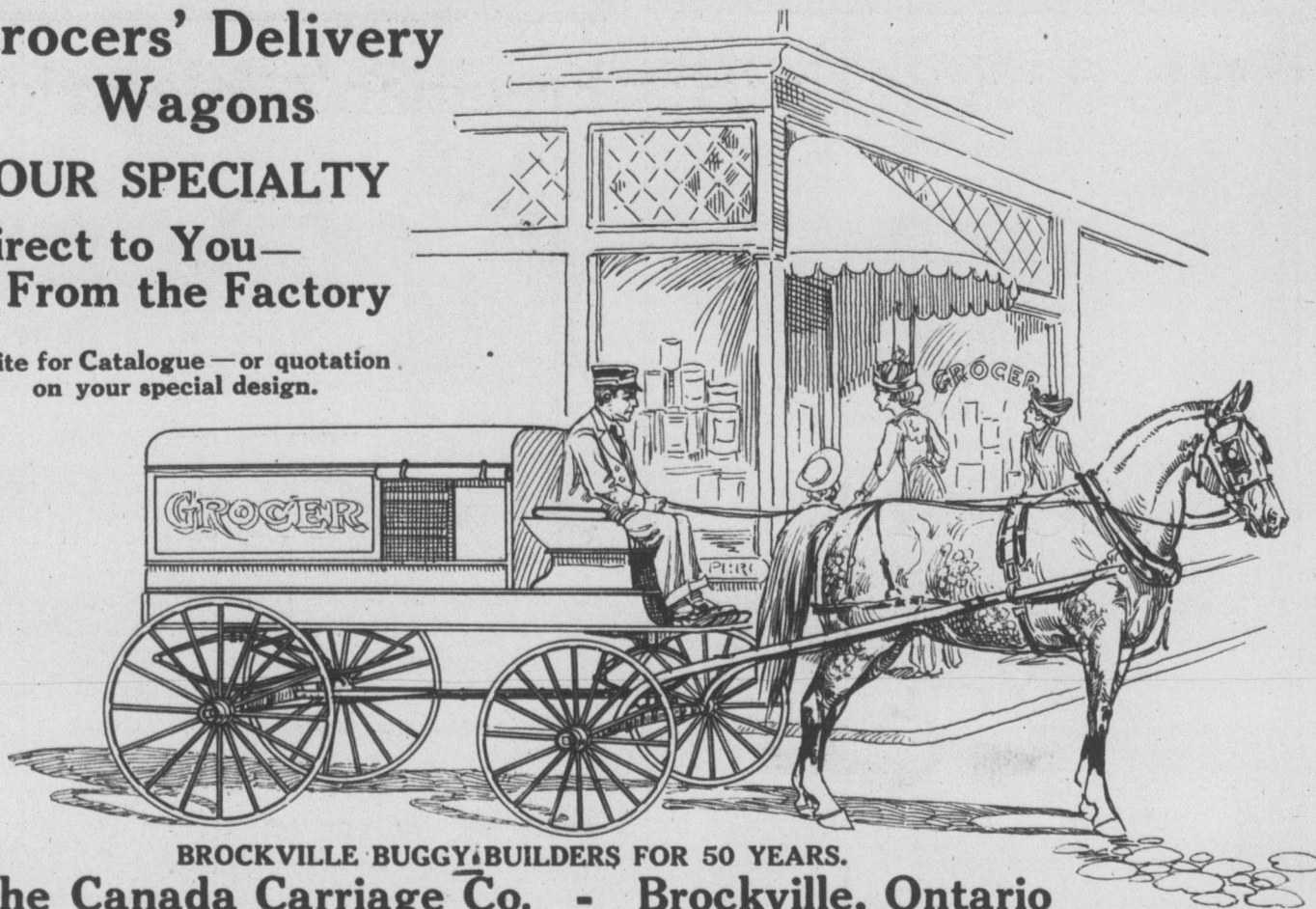
From house to house throughout the land GOLD DUST is the best known cleanser. Best known to the housewife because of its cleansing powers; best known to Grocers because most often asked for. Back of its wonderful popularity and steady sale is steady advertising that keeps the name and fame of GOLD DUST always before the consumer. Direct the demand thus created to your store by special window and shelf displays of GOLD DUST.

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

# Grocers' Delivery Wagons

OUR SPECIALTY  
Direct to You—  
From the Factory

Write for Catalogue — or quotation  
on your special design.



BROCKVILLE BUGGY BUILDERS FOR 50 YEARS.

The Canada Carriage Co. - Brockville, Ontario

## Carr & Co.'s Carlisle Biscuits

have their own distinct following. People who know good biscuits, use good biscuits, demand good biscuits, are the people who buy Carr's Biscuits.



The mere "say so" that you handle Carr's Biscuits puts you into the front rank of a quality salesman.

For Prices, etc., Write To-day

**CARR & CO. CARLISLE ENGLAND**

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



Only a jam as choice as Furnivall's could win the broad popularity Furnivall's enjoys—and hold it. There is a steady stream of sales for you in

**Furnivall's**  
FINE FRUIT  
**PURE JAM**

Make sure you get Furnivall's to-day.

**Furnivall-New, Limited, Hamilton, Ont.**

Agents:—Halifax, N.S., B. C. Woodworth, 533 Roble St.; St. John, N.B., W. W. Chase, 79 Paradise Row; Montreal, W. S. Silcock; Ontario agents—MacLaren Imperial Cheese Co., Limited, Toronto; Winnipeg, H. P. Pennock & Co., Ltd.; Edmonton, Alta., Central Brokerage Co.; Calgary, Jackson's, Ltd.; Hamilton, Ont., Grocers' Specialty Co.; Sydney, N.S., A. E. Shepherd.



# ROBINSON'S

OF BRISTOL, ENGLAND

## TEA

Parchment lined Bags, lithographed on all four sides—reproducing your label if you wish, or furnishing a new design. The perfect container for Tea. Sizes mostly in demand are ½ lb., 1 lb., 3 lb., 5 lb. and 10 lb.

## COFFEE

Bags of similar make and finish, to those described above, for packing Whole or Ground Coffee.

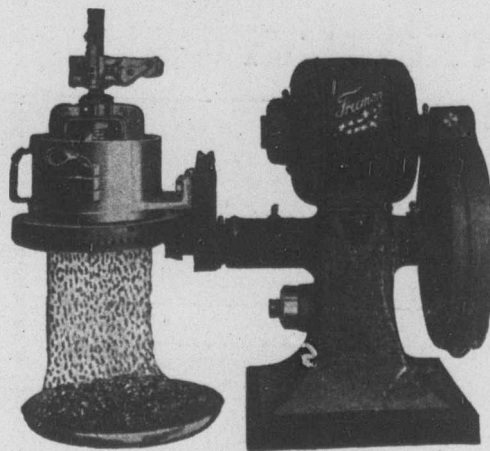
### You

should get samples and quotations from

**J. W. PINKHAM**

73 Boustead Ave. Toronto, Canada

# Freeman's Electrical



**Driven  
Meat  
Chopper  
Bone  
Grinder  
and  
Coffee  
Mill**

The above is our Bone Grinding attachment, attached to one of our No. 40. We have meat cutting attachments and coffee grinding attachments for the above. They are fully guaranteed in every way. Send for catalogue which gives full particulars, prices and terms.

**The W. A. Freeman Co., Limited**  
Hamilton, Canada

# Century SALT

**is pure, clean salt.**

To build a business honestly you must sell purity in food products. Century Salt, from one year end to the other, is exactly the same, always pure white crystals, refined with the greatest care. Excellent for table, cooking or dairy—you can satisfy every customer with Century Salt.

**The DOMINION SALT CO., Limited**  
SARNIA, ONT.

# KEATING'S KILLS

BUGS  
FLEAS  
MOSQUITOS  
FLIES  
ROACHES.

TINS  
10¢ 25¢  
35¢

**EVERY ONE KILLED**

## A Proper Line for Grocers

Sold only in sealed and wrapped tins. It belongs to the Grocery Trade, along with soap, ammonia and lye. A universal insecticide. Poisonous only to insect life. Harmless to human or animal life. Every household needs it in the pantry, kitchen, bedroom or clothes closet.

Made by **Thomas Keating, London, Eng.**  
Established 1788

Sole Agents **Harold F. Ritchie** 10-12-1  
in **Company, Limited** McCaul St.  
Canada Toronto

Turn back  
to  
page  
1  
of cover

# "SOVEREIGN" SALMON



**FINEST  
BRITISH  
COLUMBIA  
SOCKEYE**

**QUALITY  
IS OUR FIRST  
CONSIDERATION.**

PACKED BY  
**THE ANGLO BRITISH COLUMBIA PACKING CO.  
LIMITED  
VANCOUVER, B.C.**

## Indian Chief Brand CLAMS



Always insist on getting this brand, because they are the very best clams on the market. They are always fresh and good because they are canned the same day they are taken from the clam beds, and put up in the most sanitary manner.

Just what the Restaurant Trade are looking for  
Your Jobber will Supply You  
**Shaw & Ellis, Pocologan, N.B.**

AGENTS:  
Montreal, R. B. Hall & Son  
Quebec, A. Francois Turcotte  
Winnipeg, George Adam & Co.  
Ottawa, William Forbes

# Continental Quality

has never been questioned.  
If you have satisfied yourself that

## Continental Grocery Bags

have no superior in any feature, consider the prices which are no higher than are usually asked for bags of inferior quality and make.

*Samples on request.*

## The Continental Bag & Paper Co., Limited

Manufacturers **OTTAWA**  
Branches: Montreal and Toronto  
Agencies throughout Canada

# Your chance for larger profits lies in *Bulk Teas*

—and it's more than a fighting chance too, for bulk teas cost less than packaged, and by careful handling can be made to produce actual net profits far in excess.

Then there's an added advantage in creating an individuality for your tea department — associating your name with expert tea blending and better quality.

We sell the

## Finest Black Teas

# CEYLONS INDIANS

*all grades of Broken Orange  
Pekoes to Pekoe Souchongs*

Our stock is large and selected for Cup quality from the finest gardens in the world.

We will suit your trade and help you build a tea name for yourself.

Prompt and careful attention given to all mail enquiries for samples and price.

## KEARNEY BROS., LIMITED

WHOLESALE TEA AND COFFEE MERCHANTS

33 St. Peter Street, Montreal

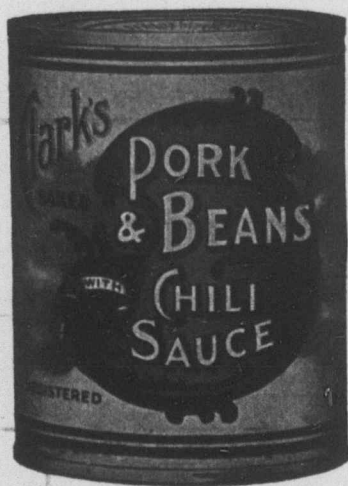
ESTABLISHED 1874

# When You Buy Made-in-Canada Goods

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

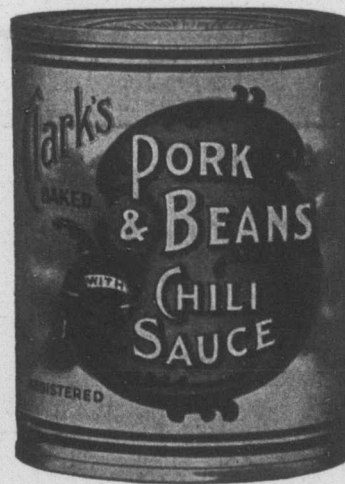
## The Very Best Made in Canada

and that is



*Clark's*

# Pork and Beans



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

## W. CLARK Limited, MONTREAL

# "Banner Brand" Jams and Jellies



"BANNER" BRAND JAMS are a food, Pure, Wholesome, Delicious and Nourishing, and can be served at a moment's notice.

*Just The Thing* for Picnic and Camping parties.

"BANNER" BRAND is the Best line in Jams and Jellies for the Grocer to recommend and handle—Satisfaction for the Customer—Profit for the Dealer.

You're safe in pushing

**"BANNER" BRAND JAMS.**

**LINDNERS, LIMITED**

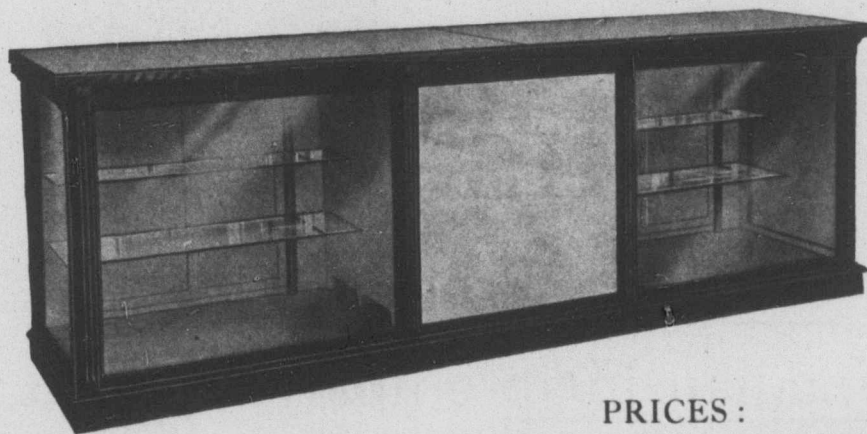
306 Ross Ave., WINNIPEG

340 Dufferin St., TORONTO

REPRESENTATIVES:

H. Whissell, 2928 Drolet St., Montreal; H. D. Marshall, Ottawa; W. L. McKenzie & Co., Edmonton and Regina; Jacksons, Limited, Calgary; H. E. Gross, Vancouver; R. S. McIndoe, Toronto.

## MODERN STORE FIXTURES



Refrigerator Counter  
No. 9-0

Stock sizes 9' and 11'

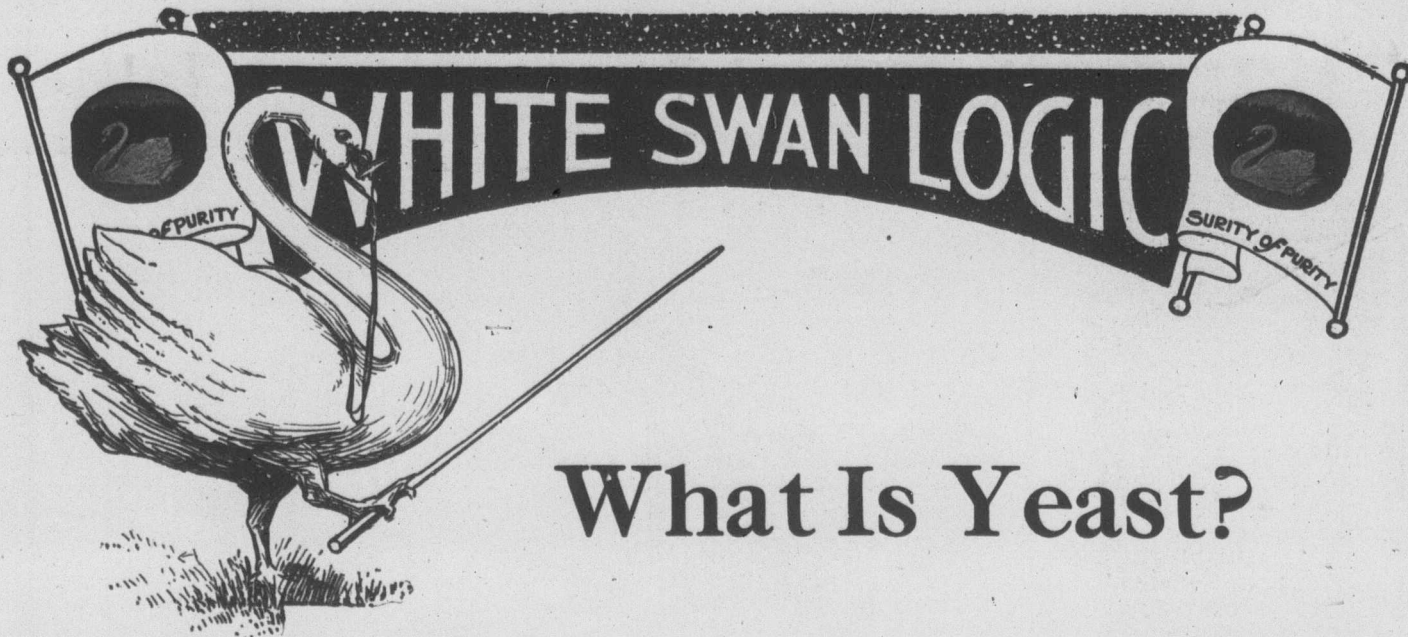
Opalite Top and Panel. Also furnished with marble or glass display top.

PRICES :

	9 Ft.	11 Ft.
Oak Top .....	\$130.00	\$160.00
Glass Top .....	135.00	165.00
Marble Top .....	145.00	175.00

STOCK ON HAND FOR PROMPT SHIPMENT

**The Walker Bin & Store Fixture Co., Limited**  
BERLIN ONTARIO



## What Is Yeast?

Yeast is used for making bread, but it is not a part of the bread we eat like flour, but is merely a leavening agent which causes the bread to rise, making it lighter and more digestible. It is manufactured from hops, malt and other ingredients which are chemically combined in producing the Yeast cells.

The process of manufacture is difficult and requires as well as highly skilled art most expensive plant and machinery.

After the brew is made it is mixed with the finest of Cornmeal as a filler. It is then moulded into small cakes and placed on racks to dry in a temperature of about 90 degrees Fahrenheit and left for about ten days. These cakes must be turned once every 24 hours.

Yeast is a growth like a plant and cornmeal's relation to the Yeast is much the same as earth's to a tree.

In the manufacture of a dry Yeast like White Swan animation must be suspended and this is

accomplished in much the same way as a geranium that would be taken out of the ground in the fall, is dried and kept for the winter to be replanted in the spring.

The Yeast can be kept in this suspended dry state for several months and then brought back to life if properly handled.

As soon as the Yeast is revived the cells begin to grow and multiply, and it is this process that causes the dough to rise. It has been said that one strong, live Yeast cell will produce millions of smaller cells under proper conditions of growth.

If dried Yeast is allowed to become too old it will not make bread, as instead of maintaining this life in a dormant state, it dies entirely and cannot be revived. That is why we are now plainly marking every package of White Swan with an expiry date, so that dealers and consumers both are protected against any failure in baking. The Yeast is guaranteed absolutely if used before this date.

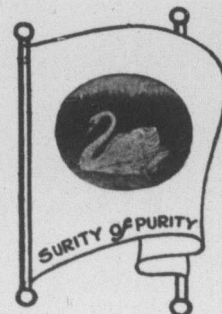
White Swan Yeast Cakes are manufactured in the most modern and up-to-date plant in existence, where cleanliness is practised to the utmost degree. Not only is every batch thoroughly tested by an analytical chemist, but bread itself is actually made by a practical baker before a single case is allowed to leave the warehouse.

*Order from your Jobber or direct*

**White Swan Spices & Cereals Ltd.**

PEARL ST.

TORONTO, ONT.





IF THE TONGUE IN THIS SHOE COULD SPEAK,  
IT WOULD SAY

**“NUGGET”**

SHOE POLISH  
**FOR MINE**

It softens and preserves the leather.

A large number of your customers say “NUGGET” when they buy shoe polish; more every day. Do not disappoint them. They won't take substitutes.

**AGENCIES**

**NEW BRUNSWICK**  
C. A. Munro  
St. John

**BRITISH COLUMBIA**  
J. Leckie Co.  
Vancouver

**NOVA SCOTIA**  
A. Fordham & Co.  
Halifax

**QUEBEC**  
R. E. Boyd & Co.  
Montreal

**The “NUGGET” Polish Company, Limited**

9, 11 and 13 Davenport Road

TORONTO, ONT.

# St. Lawrence

## Granulated THE ALL PURE CANE SUGAR



**Just the thing for  
Summer Desserts**

**BEE BRAND  
JELLY POWDERS**

meet the need for cooling summer delicacies at half the ordinary cost. Consequently you can sell Bee Brand more often—your turnover is quicker and your margin of profit good. Push Bee Brand today. Write now.

**FORBES & NADEAU, Montreal, Que.**

**Do Not Buy a Coffee Mill until**



you investigate the ELGIN NATIONAL — after you investigate you will buy an ELGIN, the same as thousands of other Canadian merchants have during the past thirty years.

Ask your Jobber to-day for a complete catalog—there is an ELGIN made to meet your particular requirements.



**WOODRUFF & EDWARDS CO., Elgin, Ill., U.S.A.**

## LARGEST MAKERS IN THE WORLD

**Tin Foil**—all descriptions

**Tea Lead**—all gauges and sizes

**Metal Bottle Capsules**—any size,  
color or stamping

**Collapsible Tubes**—plain or colored

ALL BRITISH MADE

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

**BETTS & COMPANY, LIMITED**

Chief Office:—1 Wharf Road

LONDON N., ENGLAND



# Manufacturers' Agents and Brokers' Directory

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

ONTARIO.

**HENRI DE LEEUW**  
28 Front St. E., Toronto.  
**IMPORTER - EXPORTER**  
**FOODSTUFFS**  
Connections all over the world.

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

**W. H. Millman & Sons**  
Wholesale Grocery Brokers  
Toronto, Ontario  
  
Choice, faced peaches, 25's,  
on spot at a very low price.

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

**STIRLING & YOUNG**  
General Brokers   Phone Main 4331  
27 Wellington St. E., TORONTO  
Agents for the Sudbury Flour Mills Ltd.,  
Sudbury  
Reference : : : Bank of Montreal

WESTERN PROVINCES.

**GEORGE E. MEASAM**  
COMMISSION MERCHANT  
Agencies for confectionery lines solicited. My representatives canvass the retail trade every six weeks in the Country and every two weeks in the City.  
P. O. BOX 1721,  
Edmonton, - - - - - Alberta.

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

**W. H. Escott Co.,**  
LIMITED  
Wholesale  
Grocery Brokers and  
Manufacturers' Agents  
Commission Merchants  
WINNIPEG                 REGINA  
CALGARY                 EDMONTON

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

**FRANK H. WILEY**  
Manufacturers' Agent  
Groceries and Heavy Chemicals  
Enquiries solicited for shipment from  
Spot stock Winnipeg or for Import.  
757-759 Henry Avenue, Winnipeg

**RUTTAN, ALDERSON & LOUND**  
LIMITED  
COMMISSION BROKERS  
Representing Canadian and British Houses  
Agencies Solicited.  
WINNIPEG,                 -                 MAN.

BRITISH COLUMBIA.

**The Campbell Brokerage Co.**  
Manufacturers' Agents and Commission Brokers.  
We have our own warehouse and trackage. Shipments stored and distributed. Can give special attention to a few good agencies.  
867 Beatty Street - -Vancouver, B.C.

NEWFOUNDLAND.

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

QUEBEC.

**W. J. McAULEY**  
Commission Broker  
Flour, Feed, Grains, Potatoes.  
We are open for a good agency in food-stuff line, calling on the retail trade.  
522 Board of Trade Bldg., Montreal

## Safe Investments

The Financial Post of Canada is the recognized authority on Canadian investments. Each week it gives much exclusive information respecting Canadian companies; also reliable news on bond and stock issues, mining and real estate conditions.

The INVESTOR'S INFORMATION BUREAU is maintained free to subscribers and answers by letter all inquiries about investments. Write for sample copy and our subscription offer.

### The Financial Post of Canada

Toronto

"The Canadian Newspaper for Investors"

## Want Ads.

If you want a buyer for your business, or have a situation to fill or want a situation, send us a Condensed Advertisement. There is someone who is looking for a proposition such as yours. For two cents a word you can speak across the continent with a condensed advertisement in this paper.

### Try it out.

# AN UNDISPUTED FACT

¶ As a repast is judged by the quality of the tea or coffee served, so is your store judged upon the quality of tea and coffee you sell. You can have no better praise among your customers than that of handling "The best tea or coffee I ever used."

¶ Therefore it behooves every merchant to give this most important Department special thought, and make sure that your Teas and Coffees are such that they advertise your business generally. **We can sincerely recommend**

## "Melagama"

for your trade, as a brand that will prove to your entire satisfaction. We guarantee the sale. We would be pleased to have an assorted order—we prepay the freight.

**MINTO BROS., Limited, TORONTO**



### True Vanilla

is 50% stronger than the Government standard requires. Every bottle bears our guarantee.

## A Customer Satisfied is a Customer Gained

Every grocer knows, too, how hard it is to please customers who know good extracts. Ask a grocer who handles Shirriff's extracts and he will tell you that his customers are satisfied. In many cases regular, profitable customers have resulted from an initial sale of

## Shirriff's True Vanilla

We have made and sold our True Vanilla in Canada for over thirty years and thousands of discriminating housewives and successful cooks testify to its strength and goodness. It is a "pure food" extract that grocers might well be proud to recommend to their customers.

Would you like us to send you a bottle free to try in your own home? We will gladly do so if you will send us your name and address.

**Imperial Extract Co., Toronto**

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

We have secured before the advance a very large import of famous

## Phulcherra Garden Teas

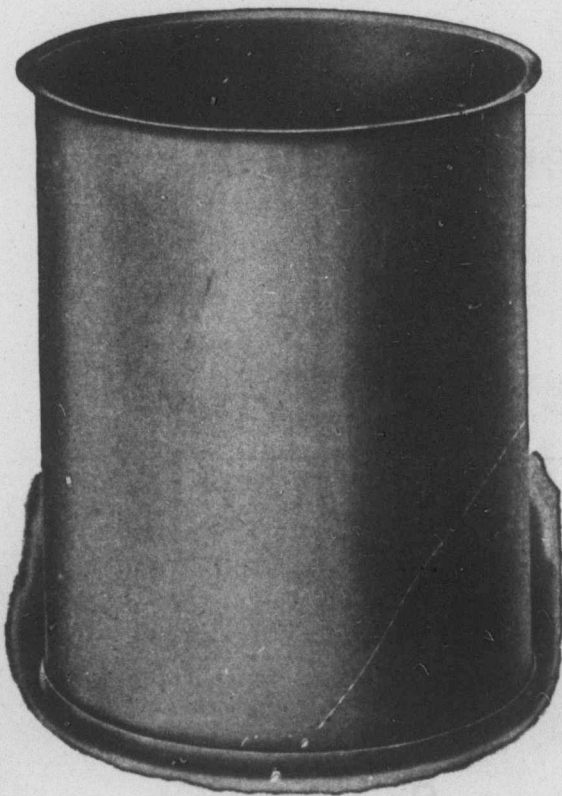
These are recognized the highest type of Indian Tea, and we are offering this tea 5c. lb. below the present cost of importation. See our travellers or write for samples.

**BALFOUR, SMYE & CO., Wholesale Grocers HAMILTON**

'Phones, 3596, 3597, 3598, 4656; Night 'Phone, 1807.

## WINNING THE BUYER'S FAVOR

**T**HE best possible buyer is not made an actual buyer at a single step. It is one thing to win the buyer's favor for an article and another to make adjustments incident to closing the sale. Winning the buyer's favor is the work of trade paper advertising. Under ordinary conditions it should not be expected to do more.



# Sanitary Cans

*"The Can of Quality"*

---

Fruits, Vegetables,  
Baked Beans, Soups,  
Meats and Milk.

---

**Sanitary Can Company**

LIMITED

NIAGARA FALLS, ONTARIO



# Tea In Russia

Since the commencement of the war, Russia has become a great temperance country. Consequently the increase in the consumption of tea has been enormous. This increased Russian demand is mainly responsible for the rise in price of tea.

Russia recognizes that tea is the most delicious temperance beverage. And if patrons of Red Rose Tea could give the Russians a pointer, they would tell them that a tea comprised largely of Assam Indian tea has a richness of flavor, strength and economy that no straight Ceylon tea can equal.

It's this INDIAN QUALITY of Red Rose Tea that makes old patrons stay so true and that wins a host of new friends every year.

**T. H. ESTABROOKS CO., Limited,** St. John, Toronto, Montreal,  
Winnipeg, Calgary

Three generations of Canadian women have used "Silver Gloss" for all home laundry work.

Three generations of Canadian grocers have sold "Silver Gloss" in preference to all others.

## Silver Gloss Laundry Starch

For more than half a century, Canada's favorite laundry starch.

**The Canada Starch Co.  
LIMITED**

Head Office: Montreal

"I prefer **KNOX GELATINE** myself-



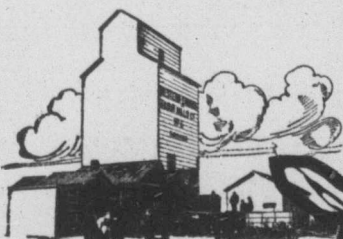
that's why I recommend it"

Many a grocer recommends KNOX GELATINE to his customers because he has eaten it himself and found it most satisfactory. In fact, KNOX GELATINE is the biggest selling and most popular gelatine on the market and that means *most people* have found it the most satisfactory. The gelatine that pleases the greatest number of people in general will also please the greatest number of *your own customers*. It will pay you to "Make Knox Your Gelatine Leader," not only pay you in *number of sales*, but also pay you in the splendid profit you make on *every sale*.

CHARLES B. KNOX COMPANY

Johnstown, N.Y.

Branch Factory:—Montreal, Canada



TYPICAL COMPANY ELEVATOR

# PURITY FLOUR

More Bread and Better Bread



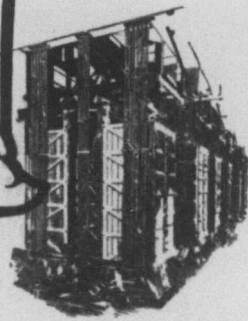
PURITY FLOUR Talk No. 9  
To the Proprietor and his Assistants

## A 3-CORNERED DEAL

When YOU please the housewife you build up trade for YOUR STORE.  
When we please the housewife we build up trade for YOUR store as well as for ourselves.  
The housewife is the court of last resort. If she likes and continues to like a product that we make and you sell, ALL of us derive a profit.  
PURITY FLOUR has back of it the very best of raw material, superior milling facilities, and the DESIRE to manufacture an honest product.

The trade-name and the trade-mark of PURITY FLOUR have become synonymous with Canada's standard flour. Why not sell PURITY? It is guaranteed to be better than "the other kind."

THE SIFTERS



Main Offices: Winnipeg, Toronto, Victoria

WESTERN CANADA FLOUR MILLS CO., LTD.  
MILLERS TO THE PEOPLE

8



# It's the Flavour! Flavour!! Flavour!!!

"High-grown" tea is not sufficient guarantee that it is good enough for "SALADA." Selection must be carefully made of the finest and most suitable leaf from these hill-top gardens to produce that unique and unequalled flavour that we have consistently served the public for the past 23 years. Everyone knows that a critical selection of the finest teas must obviously cost more than the ordinary tea often sold at the same price as "SALADA"; it also follows that when the cost of all teas rises, the fine qualities will rise in even greater proportion. With us, therefore, it is Hobson's Choice if we want to stay in business. We must raise prices to meet costs when necessary, for to meet the markets by reducing quality would mean the loss of that unique flavour so appreciated by the public for the past quarter-century.

# "SALADA"

TORONTO

MONTREAL

## ROYAL SALAD DRESSING

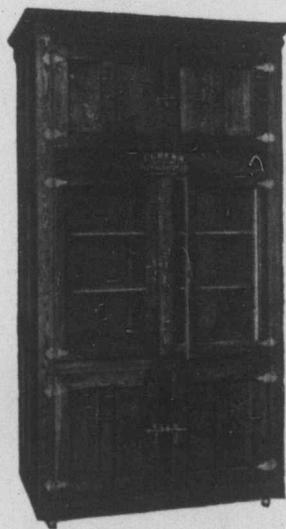
Recommend ROYAL—it will please your most particular customer. When you dress your window with Spring and Summer specialties put in a few bottles of ROYAL SALAD DRESSING.

*Made in Canada for Canadian trade.*

Made only by

**The Horton-Cato Mfg. Co.**  
WINDSOR, ONT.

## This Summer will be a Scorcher



Every indication goes to show when the warm weather does come it will be a scorching season.

The grocer with a Eureka Refrigerator never need worry about the heat wave.

The improved scientific principles of pure dry air refrigeration of the Eureka makes spoilage impossible, and the refrigerator itself provides an excellent means for displaying perishable goods.

Why run the risk of considerable loss through spoilage and dissatisfied customers, when a Eureka will easily prevent it and pay for itself in a few months?

For nearly thirty years the leading Butchers and Grocers in all parts of the Dominion have been using them with the best of satisfaction. Surely it's a safe investment for you.

Catalogue and prices gladly sent on request.

**Eureka Refrigerator Company**  
31 Brock Ave. Limited TORONTO

**BARLEY is BARLEY**  
*But Robinson's "Patent" Barley  
is Something More—*

For nearly a century it has been recognized as the best food for infants.

There is a constantly increasing demand for

Robinson's "Patent" Barley.

If you don't sell it, your competitor will. So it is up to you to stock it now.

*Agents for the Dominion of Canada:*

**MAGOR, SON & CO., LIMITED**

191 ST. PAUL ST. WEST, MONTREAL    30 CHURCH ST., TORONTO

**MATCHES                      MATCHES**

MR. GROCER:—Our goods will shortly be on the Market, and will surprise you in many ways.

**Do not overstock now,  
there is a reason.**

Yours respectfully,

**The Rathbun Match Co., Limited**  
**DESERONTO, ONTARIO**

# CANADIAN GROCER

VOL. XXIX

TORONTO, JUNE 18, 1915

No. 25

## Splendid Summer Dessert Campaign

The Result of an Idea—Such Lines as Jelly Powder, Rice, Corn Starch, Gelatine, Junket Tablets and Tapioca Got Behind With The Store's Selling Power—How the Window Was Trimmed—A Demonstration Table With Samples of Finished Product.

Written by J. R. MANTLE for Canadian Grocer.  
Fourth of The Mantle Series.

"It is really very interesting," remarked a retail dealer to me the other day, "how small circumstances—that is which are apparently small—will give one an idea worth a good many dollars."

Every aggressive retailer will realize the force of this statement. There are of course men in the trade who are not looking for new ideas, and who are simply traveling along with the current and handing out the goods that are enquired for from day to day. New ideas no doubt stare these men in the face very often, but they are never observed. It is the man who is always looking to capitalize an occurrence, a remark or an item of news to good account who really gets the business worth while.

The retailer quoted in the opening sentence of this article is in a thriving Western Canadian town. He went on to say: "One hot day a couple of weeks ago, my wife was speaking to me over the phone with reference to some some matters and before the conclusion of the conversation expressed disapproval of the exceedingly hot weather. 'I really don't know what to have for dinner to-night,' she said, 'as it is almost too warm to do much cooking over a hot stove.'

"I suggested that I bring home some cold meat and of course the

suggestion was very acceptable as far as it went. Then she brought up the matter of dessert. 'How would you like some jelly,' she asked, 'instead of pie to-night. I have a few packages of jelly powder on hand and this morning made jelly and put it into the refrigerator to have it ready when required. It is just lovely now and would save me baking.' The suggestion of course met with my approval.

### An Idea Worth While.

"On my way home that evening I thought over the circumstance and came to the conclusion that here would be a splendid opportunity to put on a selling campaign of summer desserts. So I spoke to the boys next day and they were enthusiastic over it."

It was just at the close of this campaign that I happened to be in this particular store. It gave me a splendid opportunity to go into the details of the plan which this grocer and his salesmen had made and there are many features about it, which will be valuable to our readers.

The head salesman in the first place was delegated to make a list of all summer desserts which were kept in stock and the remainder of the staff were asked to supplement this with any others. The list included such lines as jelly powder, chocolate puddings, corn starch, junket tablets, rice, tapioca, etc. Three big features of the campaign were a window display at the front, a demonstration table inside, and a newspaper advertisement. Corn starch of course is made into many different dishes, and jelly powder can be similarly treated by using various flavors and colors, different moulds with fruit and nut decoration. The proprietor got the folks at home to make

## Delicious Hot Weather Desserts

THERE is nothing to be gained cooking over a hot stove during the warm weather when you can prepare so many tasty, wholesome and delicious desserts with little fire and the minimum of trouble—desserts that make the table look prettier and that will be appreciated by every member of the family:

**JELLY**—A most delicious dessert can be made from Jelly Powder by simply adding a pint of boiling water to a package of the powder, pinch of salt and a little sugar, and pouring it into mold. A short time in the refrigerator makes it ready to serve. Fruits or nuts can be added to suit the taste. Per package ....c.

**CORN STARCH OR BLANC MANGE**—Corn Starch is one of the old reliables and a favorite in every home. Chocolate Blanc Mange makes a splendid dessert and keeps well on hand. With cream and sugar these desserts are most delicious. Per package ....c.

**GELATINE**—Besides being used for desserts, Gelatine makes other foods more palatable and more easily digested. It is used too for making candies, ice cream and for adding body to soups. A few packages should always be kept on hand. Per package ....c.

**JUNKET**—This dessert is a particularly fine summer one and is not used enough; highly recommended by doctors everywhere as being easily digested. The tablets are dissolved in lukewarm milk and flavored with a little vanilla, nutmeg or cinnamon. Can be eaten with berries or bananas. Per packet ....c.

**TAPIOCA AND RICE**—Either the ordinary or the quick-make Tapioca is a summer dessert, par excellence. Rice is another. Beat the white of an egg spread over the tapioca or rice and brown—and the appearance and flavor are improved. Tapioca per pound ....c; in package ....c; Rice per lb. ....c.

### J. K. BROWN

17 Main St.

Phone 77

An advertisement in the local newspaper along above lines should attract considerable attention just now.



up some of these desserts, not only for the window display, but also for the demonstration table.

The display in the window was simple but attractive. It included several pyramids of packages containing the different summer desserts. In the centre to the rear was a large display of packages of corn starch. To one side was a trim of jelly powder packages and on the other packages of tapioca, while a few junket tablets in packets were shown in a small fancy basket. Towards the front of the window was a miniature table, set with a few dishes. On one plate was a mould of jelly turned out with sliced bananas, mixed through it and shelled walnuts on top. At another was a mould of blanc-mange covered with rich ripe strawberries. At a third was a wine tumbler of junket and at a fourth a dish of chocolate pudding. Besides each of these four plates there were respectively a package of jelly powder, corn starch, junket tablets and pudding. It was indeed a suggestive trim and one that immediately got the attention of every woman who passed the store.

#### The Desserts Were Demonstrated.

Inside the demonstration table was looked after by one of the bright young salesmen, who invited everyone to try the different summer desserts. His work was supplemented by that of the remainder of the staff, who after they had taken the orders of the various customers, suggested that they visit the demonstration table and test some of the desserts on display there. It was very seldom indeed, that this kind of salesmanship did not produce results. Show cards were prominently displayed both in the window and near the demonstration table. Some of these read as follows: "Little Fire Required for These Desserts;" "Suggestions for Summer Desserts," and "Warm Weather Suggestions for Luncheon or Dinner." Particular pains were taken—and in fact are always taken in this store—to have the show cards spotlessly clean. The window and demonstration table were also immaculate and were indeed splendid appetite creators. The entire store breathed that week of this campaign and it was certainly surprising the results secured.

"Why," the proprietor said to me, "we got business that week from people in this town, whom we never saw before and who since have been buying considerable groceries from us. While, of course business in desserts alone does not run into a very large amount of money all at once, yet I feel that the campaign will be a splendid advertisement, and that we shall continue to sell large quantities of these desserts during

the entire summer season. We expect to get a few permanent customers from those who came in to purchase desserts from us. Our campaign in the store was

of course connected up by a newspaper advertisement and when you come to think of it, it would be very unusual if such a campaign did not bring results."

## Early Closing in Ontario

Some of the Villages, Towns and Cities Where the Stores Are Now Closing in the Evening—Signs of the Times Are Towards Greater Freedom.

**I**N last week's issue there was presented to our readers a list of towns and cities in Ontario where a summer weekly half holiday is being observed. There are many places, however, where this half holiday is not held, but where the merchants close early in the evening instead of keeping open until ten and eleven o'clock as formerly. There are even places where the stores are closed early, and where the half holiday is observed as well. The following list of towns and cities show conclusively that the early closing idea is rapidly gaining headway:

**HAILEYBURY**—Practically all merchants here close their places of business each evening, with the exceptions of Thursdays, Fridays and Saturdays.

**PORT ARTHUR**—By an understanding among themselves the grocers close at 6.30 each evening, except Saturday night and nights before holidays.

**STRATFORD**—Most business houses here close at 7 p.m., except on Saturdays and days preceding holidays.

**KINGSTON**—Most of the grocers here close at 6.30 or 7 o'clock.

**DRYDEN**—Stores close at 6.30 each evening, excepting Wednesday and Saturdays and nights before holidays.

**ST. THOMAS**—Early closing at 7 o'clock, with the usual exceptions.

**PETERBOROUGH**—Close at 6 o'clock, with the customary exceptions.

**ROCKLAND**—Merchants close here every Tuesday and Friday nights at 6 o'clock.

**PARRY SOUND**—Most stores close at 6 o'clock, with the usual exceptions.

**OWEN SOUND**—Six o'clock in the evening, excepting Saturdays and nights before holidays.

**COCHRANE**—Stores close at 7 p.m. on Wednesdays and Fridays.

**DUNNVILLE**—Stores close here at 6 p.m., with the usual exceptions.

**STAYNER**—Close at 6 p.m., with the exception of Saturday and nights before holidays. Some grocers do not observe this custom.

**NIAGARA-ON-THE-LAKE**—Stores close usually at 7 o'clock.

**PRESTON**—Stores close at 7 o'clock, with the exception of Wednesday and Saturday evenings.

**HESPELER**—Close at 6.30, except Friday and Saturday.

**HAMILTON**—Close at 6.30, with the usual exceptions.

**BRACEBRIDGE**—Six p.m., with the usual exceptions.

**RENFREW**—Close at 6 o'clock, except Saturday night and nights before holidays.

**WELLAND**—Six o'clock, except Wednesdays and Saturdays and nights before holidays.

**SAULT STE. MARIE**—Early closing, except on Wednesdays and Saturdays.

**KEEWATIN**—At 6.30, with the Saturday and nights before holidays exceptions.

**PALMERSTON**—Early closing at 6 p.m. the year round, except Saturdays and nights before holidays.

**HAWKESBURY**—At 7 o'clock Tuesdays and Fridays; movement on foot to close at 7, except Mondays and Saturdays.

**NORTH BAY**—At 7 o'clock, with usual exceptions.

**BOWMANVILLE**—At 6.30 o'clock, with usual exceptions.

**HANOVER**—Early closing each night, with usual exceptions.

**AYLMER**—At 6.30, with usual exceptions.

#### ADDITIONAL HALF HOLIDAYS.

The following announcements re summer half holidays in Ontario have been received since last issue went to press:

**ARTHUR**—Wednesday afternoon during the summer months.

**AUBURN**—Wednesday afternoon from June 9 to September 15.

**BROCKVILLE**—Wednesday afternoon during July and August.

**BRACEBRIDGE**—Thursday afternoon, at 3 o'clock, during July and August.

**PORT ELGIN**—Thursday afternoon during June, July and August.

**ST. CATHARINES**—Wednesday afternoon during June, July and August.

**WIARTON**—Wednesday afternoon during July and August.

# Making Money Out of Farmers' Butter

How J. L. White of Grand Falls, New Brunswick, Does This—Buys Freely During Summer and Holds for Better Prices in the Winter—Packs It in Barrels—Increase in Business of \$58,000 in 15 Years—A Retailer in Provincial Politics

Written for Canadian Grocer by DAVID WILLIAMS.

**T**O expand from a business turn-over per year of \$2,000 in 1899 to one of \$60,000 in 1914 in a small country town store, is quite an achievement. This was the experience of J. L. White, of Grand Falls, N.B., a town situated on the St. John River, in that province.

Mr. White began his retail career in a small way, and to-day is occupying large premises. The growth of this business did not come all at one bound, but was a steady and persistent one. No sky-rocketing methods have been employed, but simply solid business methods and fair treatment. The store has always maintained and constantly carried out the principle of one price to all, no matter what others might be doing either near or far. Mr. White founded his business chiefly on reasonable prices and with the determination that his prices were going to be maintained. The advance of \$58,000 turnover in fifteen years, apparently shows that the foundation was a solid one, so far as he was concerned, and that he has secured the confidence of the public or a considerable portion of it, and held it through the intervening years.

In 1911 the premises now occupied were erected, the building being 70 by 80 feet in dimensions, two storeys high with a basement. On entering the store there is the ready-to-wear department on the left while the centre is occupied by general dry goods and to the right is the grocery department. The upper story is largely used for displaying furniture, linoleum, carpets and general housefurnishings.

The general business office is on a balcony at the rear of the dry goods department and is so situated that it commands a view of the three departments on the ground floor. The grocery department which is in charge of Wm. Wright, has a large turnover. All the departments are kept clean, bright and attractive. There are no dirty corners or slovenly kept spots in any of them, and in this will be found a feature that should be given every attention by all country stores.



J. L. White, M.P.P., sitting in the office of his general store at Grand Falls, N.B.

## Money Made on Buying and Selling Butter.

In the grocery department large quantities of farmer's butter is handled with advantage. In this section of the country, the creamery has not yet made much progress, the greater bulk of the butter being made and marketed by the farmers and their wives. It is of course well known that in this is a great source of annoyance and sometimes of loss to the country merchant. Here, however, the farmers make a fair quality of butter and the manner in which it is handled in the store insures the dealer against loss. As soon as it arrives—if it is not required for immediate shipment—it is packed tight in clean barrels in the pound prints as it is brought in. In packing care is taken that there is sufficient to fill the barrel. It is then covered with brine and the top put on the barrel so as to hold the prints down firmly. After being packed the barrels are examined every day to see that the brine covers the butter and never is allowed to get below the top of the upper layer. Care is also taken that the prints are solid before being placed in the barrels, thus preventing squashing. In this way large quantities of butter are bought and packed down in the summer and kept till the winter season when it is not so plentiful and the prices are higher.

Mr. White states that last year, although several tons of butter were handled, not a single pound was lost, and it was all handled at a fair profit.

The proprietor is a member of the New Brunswick Legislature for the Grand Falls district, which necessarily means that he enjoys the confidence of a great many people. It further means that when legislative matters affecting the retail trade come up in the house, the retailers have at least one man there to see that the interests of the trade are not legislated against unjustly.

## BIG CAMPAIGN FOR MEMBERS.

The Retail Merchants' Association, Toronto branch, is conducting a mammoth campaign for new members in that city. W. C. Miller, who has charge of the organization work, has the outside men in Toronto at the present time, and these are strenuously working to add on an additional thousand members within a month. The city has been divided up into districts, with captains appointed in each from the ranks of the present members, and every possible new member is being gone after. The campaign started last week and is now in full swing with every indication of it being successful.

## TWO PICNICS NEXT WEEK.

Next week there are two important picnics in the grocery trade in Ontario. The London Retail Grocers' Association will go to Detroit on Wednesday, June 23rd, and the Grocers' Section of the Retail Merchants' Association, Toronto, will go by boat to Cobourg the same day. The chief item of interest in Detroit is a ball game. The Toronto Association have gotten out an elaborate program and a splendid list of games, for which good prizes will be given. The window cards are out and it is expected that a big crowd will be on hand. J. Milton Cork, College street, is the chairman of the picnic committee.

# Fine Points in Grocery Salesmanship

How Peebles, Hobson & Co., Hamilton, Ont., Go After the Extra Business — Examples of What is Done to Interest the Customer in Goods Beyond the Ordinary Staple List —The Power of Attractive Display and Judicious Personal Persuasion.

A LARGE part of the time of the sales staff of Peebles, Hobson & Co., Hamilton, Ont., is given up to selling goods—not simply filling orders. Mr. Hobson is a great believer in salesmanship, and he has instilled the same spirit into his clerks. The head salesman, Wm. Marsh, devotes a great deal of attention to interior and window trims, and to card writing as well as to obtaining complete knowledge of the goods in stock, and which the firm is anxious to sell.

Peebles, Hobson & Co. do not follow along the beaten path in regard to the sale of groceries. Their efforts are not confined to the every day staples that every household uses on the table. They go in for a great many specialties in which the profit is large and a great percentage of their turnover is due to this specialty business. For instance in a recent window display, they showed such lines as cake flour, tea biscuit flour, ginger bread flour, etc. Their displays account for a great many sales. Not long ago they showed molasses snaps attractively, and in about two days and a half had sold some three tins of about 6 lbs. each. Had these snaps not been on display, there is no question that they would scarcely have sold a pound of them. They find for instance, little difficulty in selling marshmallows, which cannot be considered a staple line of groceries. They show these in a flat tin on the counter occasionally and it is surprising the quantity of them disposed of. They make it a point for instance to sell grape fruit by the dozen instead of a quarter's worth. Whenever the price of grape fruit is asked, they quote at so much a dozen, instead of so much for a quarter or so much a piece. "We figure out," said one of the salesmen, "that if a customer purchases a dozen of grape fruit, the family is going to use more, and we have certainly sold more grape fruit during the past season than ever before by working along this line."

## Make the Displays Tempting.

Rather than put on a display of, for instance, canned peas, and let the customer come to her own conclusion as to their appearance, Peebles, Hobson & Co. empty the contents of a can into a glass fruit jar so that their color and general appearance can be seen from the outside. This is what gets the attention of the customer, they say.

Potato chips is another line of which

they sold a good quantity through a window display. For instance a five-pound tin was opened on a Tuesday, and when Canadian Grocer, called about Thursday noon, half of them at least were gone, and these sold at some 50c a pound. They featured potato chips for dinner parties.

"I don't feel I have accomplished anything," said Mr. Marsh, "unless I sell something to a customer over her ordinary demand." That customers of this store have confidence in the head of it, and in the salesmen in recommending goods is evident every day. Not long ago for instance, a member of the staff was asked for a certain line of flour. This line was not in stock, but there

was no difficulty in selling another line by the assertion that if the cake was not good, the salesman would take all the blame. It is only possible for a store of course to recommend their goods when they know absolutely the quality of the lines they purchase. Instead for instance of showing a tin of some fancy line or a number of them, the contents of one are turned out into a glass jar. The people ask what they are, and a sale nine times out of ten, results. Jam is also turned out on a piece of paper. In the opinion of Peebles, Hobson & Co. this system is the one big method for increasing the ordinary everyday demands of their customers.

## Boost for Cigar Business

Temperance Legislation in Saskatchewan and Other Provinces Will Mean Much for the Grocers who Handle Cigars— Place the Silent Salesman Inside the Door.

IT is certainly an ill wind that blows nobody good.

The temperance legislation in Saskatchewan is going to bring a special opportunity to the grocery trade in so far as the selling of cigars is concerned. Hotels and grocery stores at the present time divide the honor. Whenever a hotel closes it means that so much trade is driven to the grocer. With a great many of them closed in Saskatchewan as well as in other provinces of the Dominion where temperance legislation is going into effect, it is going to mean a big thing for the grocery trade in so far as cigars are concerned.

Retailers so situated that this trade will be of advantage to them should immediately make a special effort to get after the business. Have you a silent salesman that can be placed just inside the door where the men passing can easily see it?

### How Cigar Trade Is Gone After.

There is a grocer in St. Catharines, Ont., who the year round keeps a show case in his window where it must be observed by all passersby. His experience is that the men of the district are greatly influenced by this small display and he makes a big turnover in cigars, cut tobaccos, etc., every year.

In Chesley, Ont., a certain grocer has his cigar and tobacco silent salesman

just inside the door, where it can be easily seen through the window. Neat displays are always kept inside and on the top is one of the many modern cigar lighters. And so the men are attracted to this store and the turnover in cigars runs up during the year.

The methods of a large Toronto grocery firm on the handling of cigars were presented in an article in the Spring Sales Number of April 17 last. This firm have an exceedingly big department, which is presided over by a special salesman. This department, like the silent salesman in the above mentioned stores, is immediately inside the door. The head of the store points out that if you want to interest the men you must not locate the department so that they will have to walk the length of the store to get at it. As a rule the men do not take the time for shopping common among the other gender.

There is every evidence to show that there is money in cigars if the trade is gone after properly. As aforesaid the temperance legislation in Saskatchewan is going to mean a good thing for those retailers who go strenuously after the business. The trade in cigars by the box must be catered to as well as the passing business. Throughout the country wherever temperance legislation is going on the grocery trade will be benefited so far as cigars are concerned.

# Small Losses From Bad Debts

Not Over \$30 in More Than Three Years, Due to Vigilance in Extending Credit to New Applicants—Donald Nicolson is a Scotchman Who Spent Four Years at Small Pay in Studying the Business in Land of the Heather—His Views on Weekly Half-Holiday.

Written for Canadian Grocer by A. H. Harvey.

**D**ONALD NICOLSON has been in the grocery business on Roneesvalles avenue, Toronto, during the last three and a half years, and during that time his losses in bad debts have not amounted to more than \$30, or less than \$10 a year. This small loss in bad debts was not the result of accident, but of the deliberate policy of Mr. Nicolson.

"Whenever a customer asks me for credit," he said to the writer, "I must know everything about that customer. It is my duty to know. When I get the facts as to what the head of the family does, how much the account will run in a week, how and when it will be paid, then I form my own conclusions as to whether that account is worthy of credit or not. I have got to know everything. I might better lose the account entirely than the goods, and it is because of strict adherence to this policy that in the last three and a half years \$30 would cover the entire amount lost in bad debts."

From the name that opens this article one can pretty well tell the original nationality of Mr. Nicolson. However, there have been some people who have put him down as an Englishman. One new customer, after she had become better acquainted with him, noticed him reading the war news in one of the daily papers. Of course everybody is interested in the war so she asked Mr. Nicolson if he were English. He replied that he wasn't. "But you're an Old Country man, aren't you," she asked? "Yes," he replied, "I came from Scotland."

"Oh well, that is NEARLY as good," was the reply—and no doubt she felt she was paying him a pretty compliment.

## An Apprentice in Scotland.

Donald Nicolson is one of those grocers who learned his apprenticeship in Scotland. He was there put through a hard and fast school in groceries and it was there that he got his early training.

"I had to spend four years' apprenticeship," he said. "At first I received four shillings a week. Each following year I got a raise of one shilling—that meant seven shillings during the fourth year, and I have no doubt whatever that in the second year I was just as good a clerk as in the fourth and knew just as much about the business. Nevertheless

*In this article reference is made to a grocer doing business in this country who was engaged 4 years as an apprentice in Scotland, where he learned his trade. He points out that for the first year he received but 4s, or \$1 a week; the second year 5s a week; the third, 6s, and the fourth 7s. Then he was a full-fledged grocer. Canadian Grocer would appreciate hearing from other Old Countrymen who have served their apprenticeship, with any interesting reminiscences of their apprentice days. There is an under-current of feeling in Canada to-day in favor of some sort of similar system, whereby only men familiar with the trade will enter it; and if the exact basis were presented, this would help along considerably the discussion.—The Editor.*

that was the contract and I had to stick to it. A clerk certainly does not make much money at this rate, but if he intends to follow the business in future years, the training is certainly worth the sacrifice."

How many Canadian clerks would work for \$50 whether they knew anything about the grocery business or not? They are certainly few and far between. Of course in a way they cannot be very well blamed under the present system, but if the grocery business is to be elevated to a loftier plane, it looks as if an apprenticeship school should be maintained. While of course many who essay to enter the grocery trade without any training succeed in making a fairly good living, nevertheless the majority do not. They eke out an existence for a few years, very often cutting prices and in other words demoralizing the trade before they disappear. This question has frequently come up at association meetings, and it is one that would bear further discussion and some sound thinking.

Mr. Nicolson bears the distinction of being the only grocer on Roneesvalles avenue, who closes the year round on Wednesday afternoon. Some others close during the summer months, some

used to close the year round, but at present he is the only one who does this.

## His Health Demands It.

"I close the year round because it pays me," he said, "in so far as my health is concerned. I claim that a man should have a half holiday every week in the year to give over entirely to his family and to outdoor exercise. If a merchant sticks behind the counter six days of the week he is not doing justice to himself or to his family and is shortening his own life. I do not think I lose any trade—or if any very little—on Wednesday afternoon. All my customers know that I close at noon on Wednesday and act accordingly. Most of our business is done over the telephone and occasionally we use this to suggest to our customers their purchases for that day. Even suppose I did keep open Wednesday afternoon and took in \$15 or \$20, what would be the net profit after overhead expenses were deducted? Why it wouldn't pay me to do so, when I consider my health. I frequently hear indirectly remarks of approval made by customers in regard to early closing and I think I get considerable advertising from the fact that I am the only one on the street who closes all year."

Mr. Nicolson has a large showcard for his window calling attention to the early closing. This card reads as follows: "Safety First. For Health's Sake We Close Wednesday Afternoon the Year Round. Assist Us by Sending Your Orders in Early."

To look after his provision trade this retailer has a large refrigerator with front display. In this are kept cooked hams, cheese, etc., and because of the tempting appearance all the time considerable trade is secured for these lines.

## Every Merchant Should Have Safe.

He has also a coffee grinder and he recently purchased a safe for the safe keeping of his books. "I think every retailer should have a safe," he said. "It shows that he is desirous of protecting his books, and that he is anxious for the approval of those wholesalers and manufacturers with whom he deals."

# CANADIAN GROCER

ESTABLISHED 1886

*The Only Weekly Grocery Paper Published in Canada.*

THE MACLEAN PUBLISHING COMPANY  
LIMITED.

JOHN BAYNE MACLEAN, President.  
H. T. HUNTER, General Manager.

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

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## Selling Summer Goods.

IN the Mantle series of articles, fourth of which appears in this issue, methods of various retailers throughout the country are presented for getting more business during the summer months. This series should be watched carefully by every reader of Canadian Grocer. A great many dealers have the idea that during the hot weather, there is little trade to get after, and so they expect a summer slump in business. This should not be the case. There is all kinds of business to be got during the warm weather by following the lines of least resistance and by specializing upon certain lines and associated lines of goods—that is the lines more especially prepared for warm weather.

Already in this series methods have been gone into on how various retailers have sold summer drinks, camp and picnic goods and fruit preserving lines. In the article on another page of this issue, the methods of a Canadian retailer are given on a campaign on Summer Desserts. There are a great many lines of goods under this category which the retailer can push at the present time and during the next two or three months. This business should be gone after strenuously. No stone should be left unturned to interest the housewife in these summer desserts. Read Mr. Mantle's article and then decide to get after this trade by window display, interior arrangements, newspaper advertising and personal conversation, etc. What the majority of housewives want are suggestions. Give them a new idea and little difficulty will be experienced in creating considerable business.

## A Change for the Better.

IN last week's issue there was an article showing that a great many towns and cities are, this year, observing a weekly half holiday. In this issue is another lengthy list of places where the merchants have early closing. Those of us who can look back ten, fifteen and twenty years or more will observe a great change in this respect. Who is there in the

trade to-day, but can remember the time when stores never closed at night until the last chance of securing a sale was passed? No such a thing as a weekly half holiday was thought of.

What has caused the change? Isn't it chiefly due to the fact that retailers to-day are eliminating the bitter feelings they used to have against one another? Associations have brought them together and have instilled into them the desire for closer relationship and business on a more exalted plane. Grocers as well as anybody else want to live a life of happiness, not slavery, and it is because they are nearly all working to this end that we to-day have weekly half holidays and early closing.

## Big Work for the Retailer.

WHILE figures have not been given out as to the amount of business done in the mail order departments of large catalog houses in Canada, there are some interesting figures from Chicago on the past year's trade of Sears, Roebuck & Co. This concern declared a regular quarterly dividend on the preferred stock, and at the same time, issue a statement of sales showing that the business has increased tremendously in spite of the war affecting purchases. Sales made through the mails in May totalled \$8,464,713 which was an increase of \$912,402 over the corresponding month of a year ago.

This gain which is equal to 12.08 per cent. is the second largest of the current year, having been exceeded by March when an increase of 14 per cent. was reported. Analysis of the report indicates that the largest increases in sales were made in Western farming and industrial communities, otherwise the general returns were normal. Sales this year up to the end of May, totalled \$45,415,693 which was a net increase of more than \$3,600,000 over a year ago or a gain in percentage of 8.63.

These figures show that the average sales per month of this big mail order house are approximately \$9,080,000 or an increase of about \$721,000 a month over last year. Taken on the average this would

indicate a yearly turnover of about \$109,000,000 for this catalog house.

Reports received by Canadian Grocer indicate that the mail order departments of the Canadian catalog houses had a splendid year in 1914 and no doubt, if we could get the figures for the first five months of this year, they would be astonishing as well as these that come from Chicago. What is the retail dealer doing about this? Why should so much money be sent from outside communities, impoverishing them greatly, to be localized in the big centres? While the retailer of course is not to be blamed for all of this, he certainly could prevent a great deal of this business going to the mail order houses. What appears to be needed is more co-operation between merchants and farmers, so that the latter's wants will be better understood. One retailer can do nothing. If everyone of the thousands of retailers in the country, started out with the endeavor to study his customers carefully, to determine their wants, their likes and dislikes, and succeeded in keeping \$500 or a \$1,000 each year of this money that goes to the mail order houses in their home town, the mail order houses would very soon be feeling the pinch. Every merchant should make a detailed analysis of his own situation and endeavor to do his share.

### The Ad Convention Next Week

**B**EGINNING Saturday next, June 20, the big annual convention of the Associated Advertising Clubs of the World will open in Chicago and continue until June 24. This is the mammoth conference of advertising men, both buyers and sellers of space, which Toronto, Canada, had the honor to entertain last year and many Canadians will go to Chicago this year.

Advertising men can speak more boldly than they once could about the ethics of their calling. When a profession has put its ideals into a code, it has removed the mark of experiment from its name and taken its place among accepted institutions. Medicine and the law have built up their codes by years of strict adherence to the principles of their ablest exponents. Now comes advertising with its own particular code.

Even one not familiar with the intricate mechanism of modern publicity appreciates its enormous growth in recent years. He need not be engaged in business to realize its influence. He will find that laws have been enacted covering false advertising matter, and that first-class publications refuse objectionable and misleading copy. He learns that these restrictions are self-imposed; that the movement for the elimination of dishonest advertising had its start within the advertising fraternity.

One proof of the standing this latest profession has attained, is shown by the fact that the president of the United States has accepted an invitation to appear before the advertising men in Chicago to address them on honesty in business. Cabinet members will attend, and that the Mayor of Chicago has officially recognized this gathering by proclaiming next week "Advertising Week." Advertising has gained dignity; men of affairs recognize its power and call it to their aid.

This Chicago convention of the Associated Advertising Clubs of the World will set forward in a large way the gospel of truth in advertising. It will discuss

the big problems of big men in a way that will make all business the gainer.

### Not Satisfied with the Failure

**A** NEWSPAPER report dealing with a meeting of Trades and Labor men in Toronto says:—"The Council was addressed by G. T. Williams, Arthur Williams and William Nightingale, on the new movement to form co-operative stores on the English plan. The last attempt was described by these gentlemen as lacking in the real principle of co-operation, and it was to this that the failure was ascribed. Co-operative stores have failed so often in Toronto, that the delegates were rather sceptical, but the speakers made a good impression, nevertheless.

Apparently the promoters of the scheme did not state that several co-operative associations which were formed on the English plan in Toronto as well as in many other places in Canada, failed. It is interesting to note that delegates pointed this out.

### Summer Vacations

**T**HOUGHTS are usually turned to the question of summer holidays when the hot weather is ushered in. Now is the time for the merchant, and particularly the one with a large staff, to arrange for the allotment of vacations. Certain members of the staff cannot get away together, and the proprietor himself must be on hand when certain other members are absent. This makes a problem which requires no little attention and should be given consideration early in the hot season.

There are too, a great many merchants who have got the impression that the store cannot get along without them. This, nine times out of ten, is usually erroneous. A vacation once in a while is a tonic which every man should have.

### Editorial Notes.

**WHILE SUMMER** is here, is the time to sell summer goods.

\* \* \*

**THERE IS BUSINESS** to be secured in Summer desserts, if it is gone after energetically.

\* \* \*

**DEALERS WHO** build on a quality and fair profit foundation, have a big handicap on the men who don't.

\* \* \*

**THE AIM OF** every retailer should be to reduce his selling expenses and at the same time increase his volume of sales.

\* \* \*

**MOST OF THE** worry of the merchant could be eliminated if proper attention were paid to the book-keeping end of the business.

\* \* \*

**THE PRICE** maintenance problem in the United States is getting to be a very important one. There are now price maintenance suits in three States of the Union.

\* \* \*

**THE ADVANCE** made in recent years in regard to a weekly half holiday among the trade and early closing, shows that the trend of the times is towards placing the business on a higher plane.

**FORMING A PROVINCIAL BRANCH.**

A meeting of the retail merchants of Halifax, N.S., was held in the city hall last week, for the purpose of forming a provincial branch of the Retail Merchants' Association of Canada. The following subjects were discussed: Co-operative legislation to destroy the retail trade of Canada; wholesale houses selling to our customers; the new criminal law on false advertising; interprovincial judgments; Transient Traders and Peddlers' Act; why retail catalogue houses should pay taxes in this province; why fees for the testing of scales and measures should be abolished; how old accounts can be collected and be protected against having bad ones.

R. C. Doyle, representative of the Dominion office of the Retail Merchants' Association of Canada, addressed the meeting.

**A PATRIOTIC PICNIC.**

At the last meeting of the Retail Grocers' Association of Hamilton, Ont., the secretary read a communication from Mrs. William Hendrie, asking for a donation of maple sugar for the Canadian soldiers at Shorneliff Hospital, England. On motion of J. Kirkpatrick, and M. Cummings, chairman of the Picnic Committee, the sum of one hundred dollars will be donated for that purpose, and all receipts of the picnic, over and above actual expenses will be given to some patriotic fund. The picnic will be held at Niagara Falls on Wednesday, June 23.

An effort will be put forth to make the picnic greater than ever. The 13th Battalion Band has been engaged. A long list of games will be prepared and cash prizes given. There will be a baby show, a baseball match between the Guards at Niagara Falls and the Grocers. Brantford will again join in with the Hamilton grocers, and a bumper crowd is looked for.

A committee was appointed to see if it was possible to have an aeroplane from one of the schools in Toronto visit the grounds on the day of the picnic. There will be a bowling match between Brantford and Hamilton, as well as other attractions. Five thousand pails have been procured, 200 gallons of milk, and abundance of tea, coffee and lemonade, which is free to all. The chair was occupied by President J. M. Semmens.

Hamblin-Brereton Co., Limited, Winnipeg, Man., have been granted a Federal charter to do business as importers, manufacturers' agents, etc. Among the incorporators are W. H. Hamblin, Winnipeg and Geo. C. Brereton, Vancouver.

**DEATH OF THE HON. JAMES BAIRD.**

**Newfoundland Merchant of Long Standing Passes Away at Age of 87.**

St. John's, Nfld. (Special.)—The passing away at St. John's, Newfoundland, a short time ago, of the Hon. James Baird, M.L.C., removes a strong and prominent figure from the mercantile life of the country. The deceased was principal of the firm of James Baird, Limited, importers and exporters, three sons also being connected with the business. In 1844, at the age of 15 years, Mr. Baird came to Newfoundland from Salteoats, Scotland, to enter the employ of a relative. A few years later



Late Hon. James Baird, St. John's, Nfld.

a brother joined him as general importers and drapers, and this continued until 1872, when, with his nephew, the late James Gordon, they formed the business of Baird, Gordon & Co., entering extensively into the general business of the country. On the death of Mr. Gordon, a few years ago, the firm was reorganized and the present title of James Baird, Ltd., applied. Mr. Baird's premises were twice destroyed by fire—once in 1892, the year the city suffered so heavily, and again in 1908. Each time saw a better suite of buildings erected, to replace the old, while to-day, due to his great perseverance, there stands on the south side of Water Street as fine a block of buildings as can be seen anywhere in the city for the purposes described. Mr. Baird was of a type progressive and enterprising, and was greatly esteemed for his excellent qualities of head and heart. He was a member of St. Andrew's Presbyterian Church, and had filled many important offices connected with it. He was a generous contributor to all worthy charities and a firm believer in the industrial possibilities of his adopted

country, being identified with many local business concerns. He was made a member of the Legislative Council in 1898. At the time of his death Mr. Baird was in his 87th year.

**A STORY OF JAMES McLAUCHLAN.**

One of the youngest-looking men for his age who attended the Canadian Manufacturers' gathering last week was James McLauchlan, biscuit manufacturer and retail grocer, Owen Sound, Ont. Though now in his 81st year, his hair is but slightly sprinkled with grey, his cheeks are ruddy and his step sprightly. Mr. McLauchlan was one of the first subscribers to The Canadian Grocer, 28 years ago, and the firm name has never been off the lists since.

Mr. McLauchlan had an interesting experience one time with a distinguished Irish peer, whose name figured recently in the British casualty list. He was returning from a visit to the Old Country, and just after leaving Moville a young man asked him to help him up the gangway ladder. Getting on the deck, he thanked Mr. McLauchlan and asked him if he would allow him to take his arm for a little turn round the deck. Mr. McLauchlan, whose genial manner always attracts people, remarked by way of conversation: "I hear we are having a real live Earl on board." "Indeed," said his new-found friend, "perhaps they mean me; I am the Earl of Fingal." The Earl and he became fast friends and a couple of years later Mr. McLauchlan and his son were entertained, with real Irish hospitality, at Fingal Castle.

**SERVICE DEPARTMENT**

Editor Canadian Grocer:

Dear Sir,—Can you tell us where white or Malaga grape juice is made, or where it can be obtained.

H. J. B. & Co.

St. Andrews, N.B.

Editorial Note.—Any of the grape juice companies manufacture white grape juice, including the Welch Grape Juice Co., St. Catharines, Ont.; Wagstaffe, Limited, Hamilton, Ont.; and E. D. Smith & Son, Winona, Ont. Malaga grape juice is made by the Bass Island Vineyard Co., Sandusky, Ohio.

Editor Canadian Grocer.—Can you give me the address of some firms manufacturing fly hangers in Canada—at your earliest convenience?

North Hatley, Que. K. B.—

Editorial Note.—Hodgson, Summer Company, Limited, Montreal, handle a couple of these lines.



## THE CLERKS' PAGE



Editor Canadian Grocer.

Dear Sir,—Answering your question, "What Would I Do?" on page 34, May 28th.

In the first place, the merchant does not state what class or quality of salmon the customer ordered. If the order was for the cheaper grade, having a much paler color than the best, and after the explanation given by the grocer she refused to take it back, I certainly would shoulder the loss and use it myself rather than try any compulsion, as it only ends in probably losing the customer.

On the other hand, if she simply ordered a can of salmon and the merchant or his clerk (as is often the case) puts in the cheaper grade expecting to make a larger profit, hoping the customer would use it, making no complaint, then it was up to him to apologize for the error in sending the cheaper grade, and, without any further discussion, wrap up another can of the best in stock. As to his using the term "off color," I think it was not proper in this case. The merchant knew the second grade was not as high color as the best. How could it be off color? If it had been a can of the best, which generally carries a good high pink shade, and the color was not as high as usual, then he could very readily use the term "off color."

He asks would you "judiciously insist" those terms do not belong to what is termed an up-to-date merchant expecting to hold his customers but to the back ages?

In answer to "A Pencil Problem" on same page, I would give him 2 for 5, seven at 2 for 1, and four at 2 cents each.

Yours, etc.,

Toronto, Ont. X-GROCER.

### THE ENCYCLOPEDIA

#### FOODS THAT EXPLODE.

Many mysterious explosives which at one time baffled the ingenuity of our keenest detectives have been recently explained by the cold, methodical researches of our chemists, who, it will be remembered, also warned the Government not to let Germany have cotton to manufacture gun-cotton.

The men of science have not been able

to wipe out the miseries that have been caused to the thousands of persons who have been convicted or condemned of arson, and other similar crimes, without a cause; but they have certainly succeeded in teaching the police to be very careful before they blame any householder or manufacturer or servant for an explosion. And the key to their researches has been always the same—dust.

How many cooks for example, realize that the ordinary everyday flour they use in their kitchen is one of the most dangerous of explosives? Recent calculations show that the contents of a 25-pound sack of flour mixed with 4,000 cubic feet of air, will, if ignited, throw a mass of iron weighing one ton 45 miles through the air. Indeed, many disastrous explosions have occurred in big flour mills from this cause, wrecking huge buildings and causing heavy loss of life.

Every now and then a candy factory gets blown up in spite of the vigilance of the government inspectors, the watchfulness of the insurance companies, and the zeal of its foremen. Such an explosion occurred not long ago in Boston. It originated in a room where marshmallows were being made. These sweets are coated with finely-pulverized sugar, and the hot and dry air on a summer's day became laden with sugar dust, with the result that the mixture ignited, a lot of workers were injured, and many of the buildings were set on fire.

It is nothing new to hear also of explosions of starch in starch mills and of the rice in rice mills, and in each instance the blame is to be attributed to the innocent-looking commodities, and not to the malice of carelessness of the employees. Oatmeal, too, has been known to go off with dire results, and a great breakfast commodity mill not long ago was sent en bloc heavenwards owing to some maize dust getting mixed with air.

Spice dust in spice mills has wrought similar damage, and all linoleum is now manufactured under special precautions against fire because sad experience has shown how easily cork dust and the cement used in linoleum manufacture will ignite, or even take fire of their own accord.

Soap is another domestic suspect. It has even set fire to a ship in the mouth of the Thames. Only a few years ago there was a great explosion in a soap

factory engaged in the production of a finely powdered soap. "Some enemy hath done this thing!" muttered the proprietor, but as a matter of fact he and the detectives who hunted for criminals were for months on the wrong scent. "Soap is fat, and therefore combustible," the chemists reminded him. "Your soap powder was dry, and so it got freely distributed through the air, when it exploded with more violence and greater heat than flour or starch."

Zinc has been known to cause explosions. The story is often told how a workman was once handling a quantity of finely powdered metallic zinc when he got a spell of laziness, and, to save further trouble, threw a shoveful into a flaming furnace. There was a terrific explosion. The blade of his shovel was driven into the roof of the building, and he got half killed.

Malt mills are also not immune from perils of explosions. In fact, detectives nowadays when they are faced with explosions, the origin of which they cannot fathom, are always instructed by their superiors to remember human agency may not be the cause, but—dust. —Pearson's Weekly.

#### OBSERVATIONS BY THE NEW CLERK.

Where there is a will the roadway is usually pretty good.

Two safe hits are always better than a home run. So hit the ball every time.

Many a man is admired by the whole world whilst his own family hates him.

One day Luther Burbank was walking in his garden, when he was accosted by an officious acquaintance, who said: "Well, what are you working on now?"

"Trying to cross an egg-plant and milk-weed," said Mr. Burbank.

"And what under heaven do you expect to get from that?"

Mr. Burbank calmly resumed his walk. "Custard pie," he said.—Ladies' Home Journal.





## CURRENT NEWS OF WEEK



### Quebec and Maritime Provinces.

D. E. Harlow is opening a grocery store on Inglas street, Truro, N.S.

F. & J. Murley, grocers, Sydney, N.S., sustained a loss by smoke and water; insured.

J. A. Paulhus, of the D. Hatton Co., Montreal, has gone to reside at his summer home at St. Rose, Que.

E. E. Parsons, of Halifax, N.S., is opening a 5, 10 and 15-cent. store in Truro. He expects to commence business on June 26.

Horace B. Miles, manager of the coffee department of T. H. Estabrooks & Co., Limited, St. John, N.B., was married recently to Miss Olivia Murray.

A. D. Dupuis, Magog, Que., has severed his connection with H. C. Wilson & Sons, and is going into business for himself as a grocer in the village of Sutton.

In the fire which destroyed the Jardine Block at St. John, N.B., on June 8, H. W. Cole Co., Ltd., wholesale grocers, were the heaviest losers, their stock of \$60,000 being almost a complete loss.

Col. Gunn, of Gunn's, Limited, Toronto, writing from England where he went in command of the Second Contingent, states that he would rather have lost every dollar he had than have missed this chance of being of service to the Empire.

Thomas Langlais, wholesale grocer and fruit dealer, Riviere-du-Loup Sta., Que., is at present building new offices and warehouse of four storeys, 69 feet by 128 feet in dimensions, with a cold storage plant in connection and other conveniences.

A. Baumgarten, Montreal, has resigned as honorary president and director of St. Lawrence Sugar Refining Co., and has sold his entire interest in the company. O. W. Donner, vice-president and managing director of the company, has also severed his connection with it. J. W. McConnell becomes managing director, as well as president.

The following salesmen visited Halifax, N.S., last week, where a sales conference was held at the plant of the Acadia Sugar Refining Co., Ltd.: C. DeCarteret, Kingston, Ont.; G. H. Gillespie, London; Wallace Anderson, Toronto; C. A. P. Powis, Hamilton; A. W. Osgood, Montreal; John K. Schofield, St. John, and Horace Hazzard, Charlotte-town. While in Halifax they visited the new refinery at Woodside.

Mr. and Mrs. Alford Baumgarten, who

have a summer resident at St. Agathe, Que., have offered their residence, No. 34 McTavish street, Montreal, to the Government of the Dominion of Canada, as a convalescent home for Canadian soldiers. The offer has been accepted on behalf of the Government by Major-General the Hon. Sam Hughes. Mr. Baumgarten has for many years been connected with the St. Lawrence Sugar Refining Co., and only recently resigned from the directorate.

### Ontario.

Piper & Young recently opened a grocery store in Oshawa, Ont.

James F. Smyth is enlarging his wholesale grocery premises at Windsor, Ont.

Fred Crane, a general merchant, of Orwell, Ont., was quietly married recently.

A. Browncombe has opened a new grocery store on Manor Park, south of London, Ont.

Some of the merchants of Oshawa, Ont., are discussing the question of cooperative delivery.

E. R. Faulkner, Limited, Ottawa, Ont., have been granted a federal charter as department store proprietors.

Pte. Norman V. Cliffe, of Toronto, office manager of the Toronto Salt Works, has been wounded at the front.

H. L. Charlton, of the Maple Leaf Grocery, Aylmer, Ont., has recently installed a handsome cash register.

A. Gill, a grocer in Strathroy, Ont., was a member of the Grand Jury at the spring assizes held in London, Ont.

The British American Wax Paper Co., Limited, Toronto, move into the Wrigley Building, Carlaw Ave., about July 1.

R. E. Blinn, grocer, corner Waterloo Street, London, Ont., is moving to a new store corner Richmond and Central Avenue.

W. J. Higgins, grocer, corner William and Pall Mall Streets, London, Ont., has sold to L. Wood, transfer to take place on Monday, June 21.

J. C. Doyle has returned to Toronto from Halifax, N.S., where he was engaged in getting underway a branch of the Retail Merchants' Association.

In Ottawa the early closing by-law is strictly enforced. Recently two grocers were fined \$3 and \$5 respectively plus costs for selling goods after the closing hour of 7.30.

The Government has given the St. Thomas Dehydration Co., St. Thomas,

Ont., an order for 3,000 cases of dehydrated potatoes for army purposes. This order will keep the factory going for a month.

A petition is being circulated on Roncesvalles Ave., Toronto, among the grocers for a half holiday on Wednesday afternoon the year round. At the present time Donald Nicolson is the only grocer on that street who closes during the twelve months. He is behind the petition and expects to get every grocer to sign it.

A peculiar accident occurred to B. C. Watson, a Leamington, Ont., grocer, recently. He made a slight cut in one of his fingers with the spike of a pineapple. No attention was paid to it at the time, but the next morning his arm was swollen to the shoulder. He has been in a critical state since and there may be a danger that the arm may have to be amputated.

### Western Canada.

Merchants of Arcola, Sask., will close Wednesday afternoon during June and July.

Gladstone, Man., merchants will close Wednesday afternoon during June, July and August.

J. B. Muter, general merchant, Hewarden, Sask., has opened a branch at Broderick.

H. G. Whitman, a general merchant of Emerson, Man., was recently married to Miss Lucy Taylor.

The Retail Merchants' Association, Regina, Sask., are making preparations for a big picnic this year again.

Merchants of Melita, Man., have decided to close Wednesday afternoon during June, July and up to August 11.

The grocers of Mount Pleasant, Fairview and Kilsilano, B.C., close Wednesday afternoons during summer months.

James H. Thompson, a general merchant at Ardath, Sask., was accidentally drowned in the Saskatchewan River recently in a motor accident.

Ald. S. G. Freeze, of the Freeze grocery, Eighth avenue east, Calgary, Alta., was the lowest tenderer against all firms of Western Canada for the contract of supplying coffee for the troops encamped in Alberta, Saskatchewan and Manitoba, totalling about 15,000 men. For the next twelve months, these men will consume approximately 10,000 pounds a month. Mr. Freeze is bringing in the beans green, and has installed a roaster, intending to prepare the coffee in Calgary.

# Summer Drinks Moving Well

Fair Business in These—Tea Market Still Strong and There is Talk of Further Advances—  
Raw Sugar Strong—Some New Dried Fruit Prices Out—Beans Firmer—  
Montreal Selling Canned Goods Cheaper.

Office of Publication, Toronto, June 17, 1915.

**S**INCE our last report in the flour and cereal situation the market on both Manitoba and Ontario winter wheat flour has declined about 40c. The market is distinctly easy at these reduced levels and we should not be surprised if it even further declines at no distant date. There is little business of any sort doing in the flour market or in the cereal market and the prices registered are merely a reflection of the slump in wheat prices. July wheat, which one week ago was selling in Chicago at \$1.16, is now down to \$1.03—in Winnipeg the price of spring wheat is \$1.18.

These prices are a continuation of the crumbling which has been going on in the wheat market for the past month or so and are due alike to the excellent crop prospect and also to the fact of European buyers holding off buying. The wheat situation is therefore somewhat depressing and the bears are getting in lots of their work. Still, the reflex of the wheat situation is encouraging to business generally, in view of the fact that the American crop prospects are excellent. It now looks as if the total crop will reach 950,000,000 bushels. This is made up, it is estimated, of 676,000,000 bushels of winter wheat and 276,000,000 bushels of spring wheat. This total of 950,000,000 bushels is against that of last year of 891,000,000 bushels. That in itself was regarded as a very excellent crop and business leaders are feeling optimistic about the situation, supposing that the figures here quoted would materialize. In sympathy with the crumbling of wheat, flour and all cereals are more or less down. Buying is nothing to write home about and prices are particularly easy even at the reduced figures. Rolled oats are now worth \$3.50 in car lots.

The tea market is again firm, although there is no actual advance in price. At the London auction on Tuesday, prices were reported "very firm." Teas are said to be of poorer quality, the market is therefore strong on the advances of the last two weeks, and while we are thankful for this lull in the storm it does not imply, by any means, a cessation of rise in prices. Calcutta auction opened a day or two ago on a par with London; prices were very firm and it is reported that Russia is a keen buyer. All rates are exceedingly high. There is no change to report in the Canadian situation. Manufacturers have made no further move to advance prices at present time. Canadian Grocer has pointed out now for some time that with the buying price being paid by Canadian concerns in London and Ceylon the prices to retailers in this country must soon be advanced still more if the tea men are going to make any money and maintain quality.

These are the days when fruit and vegetables are coming into the market in all sorts of varieties. Potatoes are now in from North and South Carolina, Bermuda and Florida, and next week they will be here from Virginia. Meanwhile our own domestic grown potatoes are at a fairly firm price at present, but with the new Canadian crop on the market, probably the old low levels will be resumed.

Strawberries, of which there is a very excellent crop this year, are cheaper and have dropped down to anywhere from 13c to 15c per box. We think this price is still a little high in view of conditions and probably next week will see a further decline. The entrance of Italy into the war has not affected the lemon situation here to any extent. In Italy the shortage of freights has caused an advance of some 2/- a crate, but so far this has not been reflected in the price here. Probably the reason for this is that we are getting so many California lemons and another reason is that the market in Austria and Germany has been shut off to Italy. Valencia oranges are now almost completely taking the place of navels. There is a strong demand for oranges. The call for this fruit all this last six months has been a remarkable feature of the fruit and vegetable market.

## Markets in Brief

### QUEBEC MARKETS.

#### FLOUR AND CEREALS—

Flour follows wheat market again.  
Manitoba declines 40c per bbl.  
Easier feeling in rolled oats.  
No declines in feed prices.  
Advance in wheat moulee.

#### FISH AND OYSTERS—

Gaspe salmon declines to 10c.  
Halibut and haddock plentiful.  
Quote 2¼-3c for haddock.  
All lake fish very plentiful.  
Scarcity of brook trout likely.

#### FRUIT AND VEGETABLES—

Plums and peaches offered.  
Strawberries decline to 13c quart.  
Cherries down to \$1.75 box.  
No demand for cocoanuts.  
Beans, cabbage, cucumbers cheaper.  
Mississippi tomatoes arriving.  
Crates of celery getting scarce.  
Parsley jumps to 50c dozen.

#### PROVISIONS AND PRODUCE—

Sharp decline in cheese.  
Butter weaker, but unchanged.  
Market glutted with live fowl.  
No changes in meat prices.

#### GENERAL GROCERIES—

Decline in canned goods prices.  
Advance in Barbadoes molasses  
Quietness in tea market.  
Sultanas and shelled almonds up.  
Imported rice not available.  
High prices for Java coffees.  
Bean market as firm as ever.

### ONTARIO MARKETS.

#### FLOUR AND CEREALS—

Manitoba flour down 40c.  
Winter wheat the same.  
All cereals show decline.  
Good demand for shorts.

#### FISH AND OYSTERS—

Fresh mackerel plentiful.  
Pacific halibut coming.  
Good demand for trout.  
Whitefish selling well.

#### PRODUCE AND PROVISIONS—

Butter prices steady.  
Tendency to produce more.  
New cheese down 3c.  
Steady market for new laids.  
Prices on broilers down.

#### FRUIT AND VEGETABLES—

Carolina potatoes here.  
Virginias expected next week.  
Some tomatoes were spotted.  
Cuban pineapples cheap.  
No change in lemons from Italy.  
Valencia oranges selling.  
Strawberries shaded in price.

#### GENERAL GROCERIES—

Tea prices firm.  
Sugar market strong.  
No change in dried fruits.  
Prices for fall prunes are out.  
Stocks of raisins reduced.  
Summer drinks beginning to sell.

### QUEBEC MARKETS.

Montreal, June 17.—There has been a great deal of selling of canned goods at reduced prices by wholesalers, who are in possession of large stocks of canned goods. This has been predicted

# CANADIAN GROCER

for weeks, but a situation like this was not expected, as it was believed that the consummation of the holding company would have the effect of maintaining the market.

A meeting between representatives of canners and the Montreal Wholesalers' Guild was called for Monday morning. Certain houses were opposed to making a contract for the coming year. The meeting was adjourned for a few hours to give an opportunity to think the matter over, but at five o'clock, Monday, no satisfactory agreement had been arrived at.

It was then agreed that after noon Tuesday members of the guild would be at liberty to buy where they liked, and to sell at any price they liked. Travellers were communicated with early Tuesday morning, and were informed that a contract for the coming season had not been made, and that prices were down. Whereas tomatoes were selling 97½c per doz. up to the Monday, by Tuesday prices were being cut to 82½c.

Other lines of vegetables and fruit may be cut in proportion, and it will take several days for wholesalers to decide on their figures on all lines. For instance, some lines are scarce, and prices will be maintained. Gallon apples, for example, are difficult to procure, as canners have exported heavily to Great Britain. Lower prices on this line are unlikely. There will be other fruits and vegetables likely to remain at old prices. Corn is selling to 80c and peas at 77½c. These figures are for first-class goods, no short weight, for which standard prices were being paid until a few days ago.

It is thought that this cannot last long, as the holding company is practically an accomplished fact, and will be in operation in a fortnight. On the other hand, stocks of canned goods, and especially tomatoes, held in storage in Montreal or contracted for, are large. One concern alone has close on 40,000 cases of canned goods on its hands, and it is estimated that in Montreal there are hundreds of thousands of cases in storage. It will take considerable time to relieve the situation.

**SUGAR.**—There is little to say regarding sugar this week. The market looks a little firmer, and there seems to be a little more interest shown. Market for raws fluctuates between 37½c and 3 15-16c.

Extra Granulated Sugars—		Per 100 lbs.
100 lb. bags	.....	6 65
20 lb. bags	.....	6 75
2 and 5-lb. carton	.....	6 95
Yellow Sugars—		
No. 3	.....	6 50
No. 1	.....	6 25
Extra Ground Sugars—		
Barrels	.....	7 05
50 lb. boxes	.....	7 25
25 lb. boxes	.....	7 45
Powdered Sugars—		
Barrels	.....	6 85
50 lb. boxes	.....	7 05
25 lb. boxes	.....	7 25
Paris Lump—		
100 lb. boxes	.....	7 40

50 lb. boxes	.....	7 50
25 lb. boxes	.....	7 70
Crystal Diamonds—		
Barrels	.....	7 30
100 lb. boxes	.....	7 40
50 lb. boxes	.....	7 50
25 lb. boxes	.....	7 70
Cartons and half cartons	.....	8 05
Crystal Dominoes, cartons	.....	8 15

**TEA.**—After a period of intense excitement, when dealers were laying their hands on almost everything within sight, there is a lull in the buying. This, of course, does not affect the situation at all, prices remaining high on nearly all lines. Prices on Japans are understood to be fairly reasonable. A local situation has had a demoralizing effect in Montreal. One of the biggest retailers is advertising tea at low figures—tea which he bought when the market was down, and which he is now drawing on as required. Advertising at these prices to the consumer has a serious effect on the public, who are being warned by other retailers that prices are rapidly on the up-grade.

**DRIED FRUITS.**—Figs have started to move well. Wholesalers realizing that this fruit will be scarce next fall, are laying their hands on what they can, and are putting them in storage. It is expected they will be much dearer by September. Box figs, as well as bag figs, are scarce. Currants are firm, but no higher. Sultanas have been raised a further 2c per lb. in the primary market, and prices to retailer might be affected before long. It is not expected there will be any coming out of Smyrna for two years.

EVAPORATED FRUITS.		Per lb.
Apples, choice winter, 50-lb. boxes	.....	0 08
Apples, choice winter, 25-lb. boxes	.....	0 08½
Apples, choice	.....	0 11½
Nectarines, choice	.....	0 11½
Peaches, choice	.....	0 07½
Pears, choice	.....	0 13½

DRIED FRUITS		Per lb.
Candied Peels—		
Lemon	.....	0 20
Lemon	.....	0 13½
Orange	.....	0 13½
Currants—		
Amalias, loose	.....	0 07½
Amalias, 1-lb. pkgs.	.....	0 08
Filiatras, fine, loose, new	.....	0 07
Filiatras, packages, new	.....	0 08
Vostizzas, loose	.....	0 09
Dates—		
Dromedary, package stock, per pkg.	.....	0 09
Farda, choicest	.....	0 12½
Hallowee, loose	.....	0 08
Hallowee, 1-lb. pkgs.	.....	0 07½
Figs—		
8 crown, 12 lb. boxes, fancy, layer, lb.	.....	0 14
7 crown, 12 lb. boxes, fancy, layer, lb.	.....	0 14
6 crown, 12 lb. boxes, fancy, layer, lb.	.....	0 13½
1 lb. glove boxes, each	.....	0 12
Prunes—		
35 to 40, in 25-lb. boxes, faced	.....	0 14
40 to 50, in 25-lb. boxes, faced	.....	0 13
50 to 60, in 25-lb. boxes, faced	.....	0 12
60 to 70, in 25-lb. boxes, faced	.....	0 11
70 to 80, in 25-lb. boxes, faced	.....	0 10
80 to 90, in 25-lb. boxes, faced	.....	0 09½
90 to 100, in 25-lb. boxes, faced	.....	0 09
Raisins—		
Malaga, table box of 22 lbs., 3-crown cluster, \$2.00; 5-crown cluster	.....	3 30
Muscadels, loose, 3 crown, lb.	.....	0 09
Sultana, loose	.....	0 10
Sultana, 1-lb. packages	.....	0 11½
Valencia, selected	.....	0 09
Valencia, 4-cr. layer	.....	0 09½
Cal. seedless, 16 oz.	.....	0 11
Seedless, 12 oz.	.....	0 09
Fancy seeded, 16 oz.	.....	0 10
Choice seeded, 16 oz.	.....	0 09½

Prices quoted on all lines of fruits are liable to be shaded for quantities, according to the state of market.

**RICE.**—Importers of British rices, who are unable to import, finding prices too high for this market, are placing their orders with Canadian millers. Several big orders have been placed in this country recently for Siam, which will

be substituted for Patnas, which are unobtainable at present.

Rangoon Rices—		Per cwt.
Rangoon, "B"	.....	3 70
"C.C."	.....	3 60
India bright	.....	3 85
Lustré	.....	3 95
Fancy Rices—		Per cwt.
Imperial Glace	.....	5 50
Sparkle	.....	5 70
Crystal	.....	5 45
Ice drips	.....	5 80
Snow	.....	5 70
Polished	.....	4 85
Pearl	.....	5 05

Prices are per 100 lbs., packed in bags (250 lbs.), half-bags (100 lbs.), and quarter-bags (50 lbs.); add 10c per 100 lbs. for pockets (25 lbs.), and 20c for half-pockets (12½ lbs.)

Imported Patna.		Per lb.
Bags, 224 lbs.	.....	0 06 0 06½
Half bags, 112 lbs.	.....	0 05½ 0 05
Quarter bags, 56 lbs.	.....	0 05½ 0 05½
Velvet head Carolina	.....	0 09½ 0 10½
Sago, brown	.....	0 06½ 0 07
Tapioca—		
Pearl, lb.	.....	0 06½ 0 07
Seed, lb.	.....	0 06½ 0 07

**NUTS.**—Possible scarcity of shelled almonds, on account of the war, in Italy has raised the price in the primary market a cent per lb. There is a splendid demand for peanuts, both shelled and in shell. Filberts are quiet. There is little change in walnuts.

Almonds, Tara	.....	0 16	0 18
Grenobles, new	.....	0 14	0 16
Marbots, new	.....	0 12	0 12
Shelled walnuts, new, per lb.	.....	0 32	0 33
Shelled almonds, 28-lb. boxes, per lb.	.....	0 07	0 07
Sicily filberts	.....	0 13	0 14
Filberts, shelled	.....	0 12	0 12
Pecans, large	.....	0 15	0 15
Brazil, new	.....	0 12½	0 12½
Peanuts, No. 1, 12½c; No. 2	.....	0 08½	0 08½
Peanuts, No. 3	.....	0 08½	0 08½

**MOLASSES.**—The market advanced this week in Barbadoes, several large buyers getting in before the advance took place. New crop fancy is now costing 42c delivered on wharf Montreal. Retailers are being charged 45c on wharf for puncheons, 47c for barrels and 48c for half barrels. It is becoming apparent that planters have been turning their canes into sugar, and that the output will only be about half what it was last year. Several large dealers continue to offer to retailers at 42c per gallon outside of Montreal, and 45c on the Island.

Barbadoes Molasses—		Price for Island of Montreal.	
		Fancy.	Choice.
Puncheons	.....	.45	.41
Barrels	.....	.48	.44
Half barrels	.....	.50	.46

For outside territories prices range about 3c lower for fancy; nothing for choice. Carload lots of 20 puncheons or its equivalent in barrels or half barrels, to one buyer, may be sold at "open prices." No discounts will be given.

**Corn Syrups—**

Barrels, per lb., 3¼c; ¼ bbls., 4c; ¼ bbls.	.....	0 04½
Pails, 38½ lbs., \$1.95; 25 lbs.	.....	1 46
Cases, 2 lb. tins, 3 doz. in case	.....	2 65
Cases, 5 lb. tins, 1 doz. in case	.....	3 00
Cases, 10 lb. tins, ¼ doz. in case	.....	2 90
Cases, 20 lb. tins, ¼ doz. in case	.....	2 85

**Maple Syrups—**

New, pure, per 8¼ lb. tin	.....	0 75	0 80
Pure, in 15 gal. kegs, 8c per lb. or, per gal.	.....	1 15	1 15
Maple sugar, pure, per lb.	.....	0 10	0 12

**COFFEE.**—Javas continue extremely high, costing 28c laid down here. It is stated that genuine Javas should cost the retailer around 40c. Our quotations are 31-36c, the lower figure of which is probably low.

Coffee, Roasted—			
Bogotas	.....	0 26	0 30
Jamaica	.....	0 21	0 22
Java	.....	0 31	0 36
Maricao	.....	0 22	0 25
Mexican	.....	0 27	0 28
Mocha	.....	0 33	0 35
Rio	.....	0 15	0 17
Santos	.....	0 21	0 23
Chicory, per lb.	.....	0 10	0 12

**SPICES.**—White peppers are being offered in this market at extremely low

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prices, considering the market cost today, especially on packages. Prices for 1/4-lb. tins vary from less than a dollar to \$1.30. What is the reason for this wide difference is difficult to see. Loose white peppers range from 28c to 35c. Sage is still out of sight, prices being about the same as last week in New York. If the Italians take Trieste, the situation may be relieved. Some of it comes from Marseilles, but that port is very congested. There is some wild sage on the market, which will require to be watched if it is intended to take the place of garden sage. There should soon be a good demand for sage. Cream of tartar continues as high as ever.

	5 and 10-lb. boxes	1/4-lb. pkgs. dozen.	1/4-lb. tins lb.
Allspice	0 17	0 70-0 80	0 24
Cassia	0 23	0 78-1 06	0 31
Cayenne pepper	0 30	1 08-1 21	0 36
Cloves	0 41	1 21-1 31	0 48
Cream tartar-40-45c.			
Ginger, Cochin	0 19		
Ginger, Jamaica	0 23	1 00-1 15	0 31
Mace	0 80	1 00-1 15	0 31
Nutmegs	0 40	1 08-1 26	0 75
Pepper, black	0 20	0 90-1 00	0 31
Pepper, white	0 31	1 18-1 20	0 40
Pastry spice	0 23	0 85-1 20	0 31
Pickling spice	0 20	0 85-1 00	0 80-0 95
Turmeric	0 21-0 23		

Lower prices for pails, boxes or ballers when delivery can be secured.

Cardamon seed, per lb., bulk	2 00	2 50
Carraway—		
Canadian	0 13	
Dutch	0 15	0 1b
Cinnamon, China, lb.	0 22	0 25
Mustard seed, bulk	0 19	0 23
Celery seed, bulk	0 36	0 46
Cayenne chillies	0 35	
Shredded cocconut, in pails	0 19 1/4	
Pimento, pure	0 17	

**DRIED VEGETABLES.**—The bean market continues as strong as ever, wholesalers paying \$3.05, \$3.10, and up for 3-lb. pickers. Some speculators are taking risks at these high prices, while others are content to buy only what they need.

Beans—		
Canadian, 3-lb. pickers, per bushel	3 25	3 30
Yellow, per bushel	3 50	
Yellow eyes, per bushel	3 50	
Lima, per lb.	0 07 1/2	0 08
Peas, white soup, per bushel	2 85	3 00
Peas, split, bag, 35 lbs.	2 25	2 25
Barley, pot, per bag	4 00	
Barley, pearl	4 50	

**ONTARIO MARKETS.**

Toronto, June 17.—Fruit and vegetable men here have been somewhat disturbed by the poor condition of some of the shipments of Florida tomatoes. An inspector of the Federal Government reports several cars' arrival here in disastrous shape, quite ruined, in fact. It seems a "black rot" or "black speck" has got in its bad work to a greater extent than usual and some shipments have been in poor condition. Apparently the rot can be gathered either on the ground or in transit. Several big buyers in the United States have shared in this misfortune.

Canadian Grocer, some month or so ago, ventured to predict that the Calcutta tea auction would open at unprecedentedly high levels. That this is the case is proved by a cable to a prominent tea concern here, which adds that rates are on a par with present prices at the London auctions. "Russia is a keen buyer," is the reason given. Experts in Eng-

land say that Russian buying is unprecedentedly enormous and is proving the greatest factor in keeping up prices. French buying, too, is abnormally high. Meanwhile, though no actual advance was recorded at yesterday's London tea auction, levels are very firm and demand is very heavy.

As this month progresses, trade shows improvement and there is a far more optimistic note heard on the street. The cold weather's continuance has proven a serious drawback to summery lines such as soft drinks, pickles, and the like. A demand for these is, however, at last showing up and from now on ought to assume its due proportions.

**SUGAR.**—Market here is regarded as too low, and it is said that but for competition we should see higher prices. These, however, have not materialized yet, though their prediction is an old story. Sugar is firm in New York. Raws cannot be held down. French Government is still buying heavily. Cuban crop is in good shape now. Weather has cleared up some and it looks as if the crop won't be more than 12,000 tons behind last year. This is somewhat better than was expected. Buying here is slow. Demand is light and only hand to mouth at best.

Extra Granulated Sugars, Montreal Refined—per 100 lbs.	
100 lb. bags	6 71
20 lb. bags	6 81
10 lb. bags	6 86
2 and 5-lb. cartons	7 00
Nova Scotia refined, 100-lb. bags	6 61
New Brunswick refined, 100-lb. bags	6 71
Extra Ground Sugars—	
Barrels	7 11
50 lb. boxes	7 29
25 lb. boxes	7 41
Powdered Sugars—	
Barrels	6 91
50 lb. boxes	7 11
25 lb. boxes	7 31
Crystal Diamonds—	
Barrels	7 36
100 lb. boxes	7 46
50 lb. boxes	7 56
Cartons (20 to case)	8 11
Cartons (50 to case)	8 61
Crystal Dominoes, cartons	8 11
Paris Lump—	
100 lb. boxes	7 46
50 lb. boxes	7 56
25 lb. boxes	7 76
Yellow Sugars—	
No. 1	6 31
Barrels granulated and yellow may be had at 5c per cwt. above bag prices.	

**TEA.**—There is no advance in levels at London auction this week, but market is described as very firm. Buying is heavy still and Russia is doing a lot of it. In a letter from its London house, one prominent tea firm received the following information: "It is very evident that Russia is still on the buy. We have heard from several sources that she has purchased practically all the first crop of Monings in China at an advance over last year of 9c per lb." Calcutta market opened at high level; in fact, prices were on a par with those quoted at the London auction. Here again Russian buying is very keen. There is no price change in this (Toronto) market, though at any minute quotations from manufacturers to retailers may be advanced if high prices at London and Colombo continue.

**DRIED FRUITS.**—Prices on August-

September prunes for last year are out but they will not affect market here until the corresponding month of this year. They don't rule till the early fall. Stocks of prunes are low, and there has been a slightly better demand. Raisins are more or less cleaned up. For what is left the demand is keen and because of low stocks prices are firm. Apricots, peaches and peels are all more or less quiet, and buying is hand to mouth.

Apricots—		
Standard, 25 lb. boxes	0 13	0 14
Choice, 25 lb. boxes	0 14	0 14 1/2
Apples, evaporated, per lb.	0 08	0 08 1/2
Canned Fruits—		
Lemon	0 13	0 14
Orange	0 13	0 14
Citron	0 19	0 22
Currants—		
Filiatras, per lb.	0 08	0 08 1/2
Amalas, choicest, per lb.	0 08 1/2	0 09 1/2
Patras, per lb.	0 08 1/2	0 09
Vostizas, choice	0 10	0 10 1/2
Cleaned, 1/2 cent more.		
Dates—		
Faris, choicest, 12-lb. boxes	0 09 1/2	0 10
Faris, choicest, 60-lb. boxes	0 09	0 09 1/2
Package dates	0 08	0 08 1/2
Hallowees	0 07 1/2	0 07 3/4
Prunes—		
30-40s, California, 25 lb. boxes	0 14 1/2	0 15
40-50s, 25 lb. boxes	0 12 1/2	0 13 1/2
50-60s, 25 lb. boxes	0 12	0 12 1/2
60-70s, 50 lb. boxes	0 10 1/2	0 11 1/2
70-80s, 50 lb. boxes	0 09	0 09 1/2
80-90s, 50 lb. boxes	0 08	0 08 1/2
90-100s, 50 lb. boxes	0 07 1/2	0 08
25 lb. boxes, 1/2c more.		
Peaches—		
Choice, 50 lb. boxes	0 07	0 07 1/2
25 lb. boxes, 1/2c more.		
Raisins—		
Sultanas, choice, new	0 12	0 13
Sultanas, fancy, new	0 14	0 16
Valencia	0 10	0 10 1/2
Seeded, fancy, 1 lb. packets	0 09	0 10 1/2
Seeded, choice, 1 lb. packets	0 09 1/2	0 10 1/2
Seeded, fancy, 12 oz. packets	0 11	0 11 1/2
Seeded, 12 oz. packets	0 10 1/2	0 11
Seedless, 12 oz. packets	0 10	0 10

NUTS.—There is no change in prices and the market is featureless, except for spasmodic small buying of shelled walnuts and almonds.		
In Shell—	Per lb.	
Almonds, Tarragona	0 17 1/2	0 18
Brazils, medium, new	0 10	0 11
Brazils, large, washed, new	0 12	0 13
Chestnuts, peck	1 75	2 00
Filberts, Sicily, new	0 13	0 14
Peanuts, Jumbos, roasted	0 12 1/2	0 13 1/2
Peanuts, hand-picked, roasted	0 11	0 11 1/2
Peanuts, fancy, roasted	0 09	0 10
Pecans	0 17	0 18
Walnuts, Grenoble	0 11	0 12
Walnuts, Bordeaux	0 11	0 12
Walnuts, Marbots	0 13	0 14
Shelled—		
Almonds	0 36	0 37
Filberts	0 35	
Peanuts	0 11	0 11 1/2
Pecans	0 55	0 60
Walnuts	0 37	0 38

**COFFEE.**—Situation in the primary market is still easy and—as one man put it—"any change would come with a shock." Cheaper grades are getting some business. Lack of freights is bothering shippers.

Coffee—		
Standard Old Govt. Java	0 36	0 38
Plantation Ceylon	0 32	0 34
Java	0 35	0 40
Arabian Mocha	0 34	0 37
Guatemala	0 30	0 30
Bucaramanga	0 30	0 32
Mexican	0 30	0 32
Maricao	0 26	0 28
Jamaica	0 24	0 26
Santos	0 19	0 22
Rio	0 16	0 18
Chico	0 19	0 14

**SPICES.**—With the exception of a little firmness in black and white peppers, which we have noted for some weeks now, the market is featureless. Ginger and cream of tartar are easier.

Spices—	Compound, per lb.	Pure, per lb.
Allspices, ground	0 10	0 15
Allspices, whole	0 10	0 15
Cassia, whole	0 21-0 23	0 21-0 23
Cassia, ground	0 14-0 16	0 21-0 23
Cinnamon, Batavia	0 27-0 29	0 28-0 31
Cloves, whole	0 28-0 31	0 28-0 31
Cloves, ground	0 18-0 22	0 28-0 31

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Cream of tartar	0 25-0 35	0 40-0 45
Curry powder	.....	.....
Ginger, Cochon	.....	.....
Ginger, Jamaica, ground	0 15-0 17	0 17-0 19
Ginger, Jamaica, whole	0 18-0 21	0 23-0 25
Ginger, African, ground	.....	0 25-0 28
Mace	.....	0 14-0 18
Nutmegs, brown, 64s, 52c; 80s, 42c; 100s	.....	0 80-1 05
Nutmegs, ground, bulk, 45c; 1 lb. tins	.....	.....
Pastry spice	.....	.....
Peppers, black, ground	0 14-0 18	0 22-0 25
Peppers, black, whole	0 19-0 24	0 20-0 22
Peppers, white, ground	0 19-0 24	0 32-0 36
Peppers, white, whole	.....	0 30-0 33
Pickling spice	.....	.....
Turmeric	.....	0 18-0 20

**RICES AND TAPIOCA.**—Market shows no change at all. Tapioca is easier.

<b>Rice—</b>		
Rangoon "B," per cwt.	3 48	
Rangoon, per cwt.	3 50	4 00
Rangoon, fancy, per cwt.	5 00	
Patna, fancy	0 07½	0 09
<b>Tapioca—</b>		
Pearl, per lb.	0 07	0 07½
Seed, per lb.	0 07	0 07½
Sago, brown, per lb.		0 05½

## MANITOBA MARKETS.

**WINNIPEG, June 17.**—Ample rains over the entire West followed by warm weather have put crop conditions as regards the Canadian West in excellent shape. The North-West Grain Dealers' Association sums up the increase in acreage in wheat at 14 per cent., making a total of 12,500,000 acres; this at a yield of 20 bushels would give 250,000,000 for the increased yield. Even at the low average of 15 bushels per acre it figures out a crop of 187,500,000. Wheat prices have since May 24 had a heavy decline but this was to be expected as a reaction. On the whole it is not improbable that farmers will get \$1 per bushel for wheat—a price that stands for a good profit.

Generally in the grocery trade country business is holding up well. Times are somewhat dull in the city. The removable of some 5,000 troops has had an effect and industrial conditions are quiet. At the same time low water mark has been reached and there is more confidence in the general situation than was apparent two weeks ago.

**SUGARS.**—The situation in sugar is a matter of serious attention to the wholesale trade here and fears are entertained as to the future. There is a general opinion that \$10 per cwt. will be the outcome of the war conditions. It is understood that deals in futures have been heavy in New York and that sugar bulls are confident of their position. With the preserving season near at hand it looks like firmer market here. Last week's advance of 5 cents all round still holds.

<b>Sugar, Eastern—</b>		
Standard granulated	7 05	
Extra ground or icing, boxes	7 90	
Extra ground or icing, bbls.	7 70	
Powdered, boxes	7 70	
Powdered, bbls.	7 50	
Hard lump (100-lb. cases)	8 00	
Montreal, yellow, bags	6 85	
<b>Sugar, Western Ontario—</b>		
Sacks, per 100 lbs.	7 05	
Halves, 50 lbs., per cwt.	7 15	
Bales, 20 lbs., per cwt.	7 20	
Powdered, 50s	7 45	
Powdered, 25s	7 80	
Icing, barrels	7 75	
Icing, 50s	8 00	
Icing, 25s	8 05	
Cut loaf, barrels	7 85	

Cut loaf, 50s	8 10	
Cut loaf, 25s	8 30	
<b>Sugar, British Columbia—</b>		
Extra standard granulated	7 00	
Bar sugar, bbls.	7 15	
Bar sugar, boxes	7 40	
Icing sugar, bbls.	7 35	
Icing sugar, boxes	7 60	
H. P. lumps, 100-lb. cases	7 85	
H. P. lumps, 25-lb. boxes	8 10	
Yellow, in bags	8 10	
<b>Corn Syrup—</b>		
2s, per case 2 doz.	2 73	
5s, per case 1 doz.	3 13	
10s, per case ½ doz.	3 01	
20s, per case ¼ doz.	3 02	
<b>B. C. Cane Syrups—</b>		
2-lb. tins, 2 doz. to case, per case	3 15	
5-lb. tins, 1 doz. to case, per case	3 50	
10-lb. tins, ½ doz. to case, per case	3 30	
20-lb. tins, 3 tins to case, per case	3 25	
(These prices prevail in Winnipeg, Calgary, Regina, Moose Jaw and Lethbridge. For Edmonton and Saskatoon they are 5c case higher.)		
<b>Molasses—</b>		
Barbadoes	Per gal.	0 53
New Orleans	.....	0 34
<b>Maple Syrups—</b>		
Imperial, quarts, case, 2 doz.	Per case.	5 40
Imperial, ½ gal., 1 doz.	.....	5 55
New, pure, ½ gal. case	.....	9 00
New, pure, ¼ gal., quarts, case 2 doz.	.....	9 70
New, pure, quart bottles, case 2 doz.	.....	9 75

**DRIED FRUITS.**—New apricots are expected on the market within the next two weeks. Prunes are steady but should ease up when fresh stone fruits come on the market. On the whole demand is a little slack.

Apples, evaporated, new, 50's	0 08½	
Apricots, choice, 25's	0 14	
Apricots, choice, 10's	0 14½	
Apricots, standard, 25's	0 12	
<b>Currants—</b>		
Washed clean	0 07½	
Washed	0 08½	
1 lb. package	0 08½	
2 lb. package	0 17½	
Vostizzas, bulk	0 10	
<b>Dates—</b>		
Hallowee, loose, per lb.	0 09	
Hallowee, 1 lb. pkgs.	0 07½	
Fard dates, 12-lb. boxes	1 25	
<b>Peaches—</b>		
Standard, 25-lb. boxes	0 07½	
Choice, 25-lb. boxes	0 07½	
Choice, 10-lb. boxes	0 08½	
<b>Raisins, Muscatels—</b>		
3 crown, loose, 25's	0 09	
3 crown, loose, 50's	0 08½	
<b>Raisins, Valencias—</b>		
Fine selected	2 50	
Four crown layers, F.O.S.	2 35	
Choice, seeded, lb.	0 11½	
Fancy seeded, lb.	0 11	
12-oz. packages, fancy	0 08½	
12-oz. packages, choice	0 08½	
<b>Raisins, Sultanas—</b>		
Corinthian Giants	0 13½	
Superfine	0 12½	
Fineast	0 10½	
Fine	0 10½	
<b>Prunes, in 25-lb. boxes—</b>		
50 to 100	0 08½	
80 to 90	0 08½	
70 to 80	0 08½	
60 to 70	0 10	
50 to 60	0 11	
40 to 50	0 11½	
<b>Table Layer Figs—</b>		
7-crown, 3-lb. boxes, per lb.	0 15½	
5-crown, 10-lb. boxes, per lb.	0 15	
5-crown, 10-lb. boxes, per lb.	0 15	
4-crown, 10-lb. boxes, per lb.	0 13	
3-crown, 10-lb. boxes, per lb.	0 12½	
Glove boxes, per doz.	1 00	
Cooking figs, tins, about 5 lbs. lb.	0 07½	
Cooking figs, choice natural, 25-lb. bags	0 07	0 07½

**RICE AND TAPIOCA.**—Sago and tapioca are firm and up to 6½. There is nothing new in rice. Further advances in sagos and tapiocas are expected by the trade.

<b>Rice and Tapioca—</b>		
No. 1 Japan, per lb.	0 04½	
No. 2 Japan, per lb.	0 04½	
Siam, per lb.	0 03½	0 04
Patna, per lb.	0 07	0 07½
Carolina, per lb.	0 08½	
Sago pearl, per lb.	0 06½	
Tapioca, pearl, per lb.	0 06½	0 06½

**NUTS.**—There is as usual a fairly brisk demand for peanuts with the opening of parks and summer resorts and though a week of rainy weather has hampered trade, that is only an incident. Confectioners' shelled lines are in fair demand.

<b>Nuts—</b>		
Brazil, new stock	0 15	
Tarragona almonds	0 19	
Peanuts, roasted Jumbos	0 12½	0 14
Peanuts, choice	0 10	

Pecans	0 22	
Marbot walnuts	0 14½	
Sicily filberts	0 14½	
Shelled almonds	0 41	
Shelled walnuts	0 41	

**BEANS.**—The western consumption of beans is not up to average as contracting orders are comparatively small. At the same time Ontario is depended upon for future supplies as the war has cut off all Austrian stock. There is therefore a fairly strong situation but no changes as yet in quotations.

<b>Beans—</b>		
Canadian, hand picked	3 85	3 95
Three-lb. pickers	3 65	
<b>California Lima Beans—</b>		
Bag lots	0 05½	
Less than bag lots	0 08½	
<b>Barley—</b>		
Pot, per sack, 96 lbs.	3 30	
Pearl, per sack, 96 lbs.	4 30	
<b>Peas—</b>		
Split peas, sack, 96 lbs.	6 00	
Sack, 40's	3 02	
Whole peas, bushel	2 90	

## BRITISH COLUMBIA MARKETS.

By Wire.

**Vancouver, June 17.**—Grocers are busy selling fruit for preserving season. Rolled oats are down 40c a sack, and oatmeal is 50c lower. Local millers have also reduced hard wheat flours 30c, and pastry flours 35c a barrel. Business is fairly good.

### PRODUCE AND PROVISIONS.

Butter, creamery, per lb.	0 35	
New Zealand cubes	0 36½	
New Zealand brick	0 37	
Cheese, per lb., large	0 21	
<b>EGGS—</b>		
Local fresh	26 c	
Extra selected	21 c	
Vancouver Island	26 c	
Lard, 3's, per case	8 75	
Lard, 5's, per case	8 67	
Lard, 10's, per case	8 67	
Lard, 20's, each	3 05	

### GENERAL.

Almonds, shelled, lb.	0 45	
Beans, Ontario, per lb.	0 6¼	
Beans, Lyton	0 6¼	
Cream of tartar, lb.	50 c	
Cocconut, lb.	1 8¼	
Cornmeal, ball	\$3 00	
Evap. Apples, 50's	0 08 c	
Flour, 40's, bbl.	7 65	
Lemons, box	3 76	4 25
Potatoes, per ton	20 00	
Rolled oats, ball of 80 lbs.	3 45	
Onions, lb.	0 24 c	
Oranges, box	2 75	3 00
Rice, 50's, sack	0 09	1 90
Sugar, standard, gran., per cwt.	7 44	
Sugar, yellow, per cwt.	6 70	
Walnuts, shelled, lb., 40c; Almonds	42 c	

### CANNED GOODS.

Apples, gals. 6/case	\$1 62	
Beans, 2's	2 05	
Corn, standard, per 2 dozen case	2 10	
Peas, standard, per 2 dozen case	2 05	
Plums, Lombard, 2's, case	1 90	
Peaches, 2½'s, case	4 80	
Strawberries and raspberries, 2's, case	4 80	
Tomatoes, standard, per dozen, case	2 20	

### SALMON.

Sockeye, 1's, 4 doz. case	\$9 00	
Sockeye, ½'s, 8 doz. case	10 75	
Choes, 1's, 4 doz. case	4 75	
Humpbacks, 1's, 4 doz. case	4 00	

### DRIED FRUITS.

Apricots, per lb., 13½c; Apples, lb.	0 8¼	
Currants, per lb., 0 8¼c; Raisins, seeded, lb.	10 c	
Prunes, 70-80, 25's, lb.	0 8¼	
Peaches, per lb.	0 7 c	
White Figs, per lb.	0 8 c	

## ALBERTA MARKETS (CALGARY).

By Wire.

**Calgary, June 17.**—Lower prices are probable in future peaches and prunes. Immediate prunes are strong. Cheese is easier, buyers holding off. Strawberries are now at their best and an early termination of the season is expected. Raspberries are coming in fine shape at \$3. Canteloupes on market at \$6. One mill has dropped flour 50c, others 15c, making flour \$3.65 to \$3.75. Rolled oats are down 30c to \$3.70 and

## CANADIAN GROCER

\$3.30. Crops in Southern Alberta never looked better. Business is good generally. Lemons are up to \$4.50. Cheese is 20c. Gallon apples strengthened to \$1.85 and evaporated to 9½c lb.

Fruits—	
Strawberries, crate, 24 pints .....	3 00
Raspberries, crate, 24 pints .....	3 00
Cherries, 9-lb. box .....	2 25
Cantaloupes, crate .....	6 00
Oranges, case .....	3 75
Lemons, case .....	4 50
General—	
Beans, small white Japan, lb. ....	0 06½
Beans, Soya, per lb. ....	0 04½
Flour, No. 1 patent, 98's .....	3 65
Rolled oats, ball .....	3 70
Rolled oats, 80s .....	3 30
Rice, Siam, cwt. ....	4 00
Potatoes, No. 1 white, B.C. bushel. ....	0 75
Sugar, pure cane, granulated, cwt. ....	7 55
Shelled walnuts, finest halves, lb. ....	0 40
Shelled walnuts, broken, lb. ....	0 30
Produce and Provisions—	
Cheese, new Ontario, large, per lb. ....	0 20
Butter, No. 1 creamery, lb. ....	0 22
Butter, No. 1 dairy, lb. ....	0 20
Eggs, new laid, doz. ....	0 20
Lard, pure, 3s, per case .....	9 00
Lard, pure, 5s, per case .....	8 33
Bacon, smoked backs, per lb. ....	0 19
Bacon, smoked bellies, per lb. ....	0 21
Canned Goods—	
Tomatoes, 3s, standard, case .....	2 55
Corn, 2s, standard, case .....	2 10
Peas, 2s, standard, case .....	2 10
Tomatoes, gals., case .....	2 00
Apples, gals., Ontario, case .....	1 85
Strawberries, 2s, Ontario, case .....	4 90
Raspberries, 2s, Ontario, case .....	4 50
Salmon, finest sockeye, talls, 48x1s, per case .....	10 00
Salmon, pink, talls, 48x1s, per case .....	12 25
Dried Fruits—	
Evaporated apples, 50s, per lb. ....	0 09½
Peaches, choice, 25s, per lb. ....	0 08
Apricots, choice, 25s, per lb. ....	0 15
Pears, choice, 25s, per lb. ....	0 14

### ALBERTA MARKETS (EDMONTON).

(By Wire.)

Edmonton, June 17.—Trade continues brisk, possibly owing to prospects of an excellent crop. Cereals of all descriptions are weak and there is a decline of rolled oats, partly due to price cutting on part of jobbers and millers rather than to natural decline of the market. The action of jobbers of buying cheese from hand-to-mouth is justified by market, Ontario cheese declining two or three cents. The cause is attributed to stoppage of imports from Old Country. Flour is now \$3.50 to \$3.60. Dairy butter is easier.

Produce and Provisions—	
Cheese, new, lb. ....	0 20
Butter, creamery, per lb. ....	0 30
Butter, dairy, No. 1, 19c; No. 2. ....	0 14½
Lard, pure, 3's, per case .....	9 00
Lard, pure, 5's, per case .....	8 85
Lard, 10's, per case .....	8 90
Lard, pure, 20's, each .....	2 33
General—	
Beans, Ontario, per bushel .....	3 75
Beans, Japan, per bush. ....	3 90
Coffee, whole roasted, Rio .....	0 16
Evaporated apples, 60's .....	0 09½
Potatoes, per bush. ....	0 65
Rolled oats, 20's, 86c; 40's .....	1 08
Rolled oats, ball, 33.75; 80's .....	3 30
Flour, 98's .....	3 50
Rice, per cwt. ....	3 85
Sugar, standard gran., per cwt. ....	7 55
Sugar, yellow, per cwt. ....	7 15
Canned Goods—	
Apples, gals., case .....	1 80
Corn, standard, per two dozen .....	2 00
Peas, standard, 2 dozen .....	2 10
Plums, Lombard .....	2 20
Peaches .....	3 25
Strawberries, \$4.45; raspberries .....	4 00
Tomatoes, standard, per dozen .....	2 50
Salmon, sockeye, 4 doz. talls, case, 1s .....	7 50
Cohoos, 1's, \$5.75; humpbacks, 1's. ....	4 35
Fruits—	
Lemons .....	4 50

### SASKATCHEWAN MARKETS.

(By Wire.)

Regina, June 17.—Crop reports issued by the Department of Agriculture state that crops are making slow but

satisfactory progress. The average height of wheat is nine inches, barley four and flax two inches. Weather has been rather cold and cloudy, allowing grain to root well. However, warmer weather is needed. Frosts have occurred but little damage done to the grain. Markets remain quiet, but a further drop of probably 20 cents per barrel is expected in flour. Flour has continued to drop since May 1. Business is reported good and merchants are preparing for camping and summer holiday trade.

Produce and Provisions—	
Butter, creamery, per lb. ....	0 26
Butter, dairy, No. 1 .....	0 19
Cheese, per lb., large .....	0 21½
Eggs, new laid, doz. ....	0 18
Lard, 3's, per case .....	8 90
Lard, 5's, per case .....	8 85
Lard, 10's, per case .....	8 80
Lard, 20's, each .....	2 90
General—	
Beans, Ontario, per bushel .....	3 75
Coffee, whole roasted, Rio .....	0 17½
Cream of tartar, lb. ....	0 45
Cocunut, lb. ....	0 19
Cornmeal, ball .....	2 80
Apricots, per lb. ....	0 08½
Evap. apples, 50's .....	3 75
Flour, 98's .....	0 12
Potatoes, Ont., bush. ....	0 85
Rolled oats, ball of 80 lbs. ....	3 10
Rice, per cwt. ....	3 90
Sugar, standard, gran., per cwt. ....	7 44
Sugar, yellow, per cwt. ....	7 04
Walnuts, shelled, 41c; almonds .....	0 41
Canned Goods—	
Apples, gals., case .....	1 39
Broken beans, 2's .....	2 35
Beans .....	2 28
Corn, standard, per 2 dozen .....	2 28
Peas, standard, per 2 dozen .....	2 28
Plums, Lombard .....	2 15
Peaches .....	3 21
Strawberries, \$4.33; Strawberries .....	4 73
Tomatoes, standard, per case .....	2 60
Salmon—	
Sockeye, 1's, 4 doz. case .....	9 85
Sockeye, ½'s .....	12 35
Cohoos, 1's .....	6 00
Humpbacks, 1's .....	4 60
Fruits and Vegetables—	
Apples, fancy, box .....	2 25
Grapefruit, per crate .....	4 50
Sweet potatoes, per crate .....	4 50
Lemons .....	5 25
Oranges, Valencias .....	4 00
Pineapples, case .....	4 75
Potatoes .....	0 80
Celery .....	0 11
Dried Fruits—	
Currants, per lb. ....	0 08½
Prunes, 70-80, 25's, lb. ....	0 10½

### NEW BRUNSWICK MARKETS.

By Wire.

St. John, June 17.—Flour market is the chief matter of interest locally. A sharp decline last week was made, and buyers are wary, with purchases light—hand-to-mouth variety. Dealers will not be surprised if a further decline occurs because of favorable crop reports and export conditions. There is a stiffer market for beans, with a slight increase in hand-picked to \$3.60 and \$3.65. Yellow are \$3.65 to \$3.75. There is little demand for barreled beef, which is easier at \$24-\$25. Molasses is firmer, with indication it will so remain. There is a slight rise to 40c and 41c. Bottom is apparently out of egg market on account of plentiful supplies. They are down 3c. There was a fall of 25c in oatmeal owing to lesser calls. Cheese is slightly steadier at 18½c to 19c. Business is generally fair.

Produce and Provisions—	
Bacon, breakfast, per lb. ....	0 20
Bacon, roll, per lb. ....	0 17
Beef, barrel .....	24 00
Beef, corned, 1's .....	2 75
Pork, American clear, per bbl. ....	25 00
Pork, domestic, per bbl. ....	27 50
Butter, dairy, per lb. ....	0 26
Butter, creamery, per lb. ....	0 29
Eggs .....	0 16

Lard, compound, per lb. ....	0 11¼	0 11¼		
Lard, pure, per lb. ....	0 13¼	0 14		
Cheese, new .....	0 18½	0 19		
Flour and Cereals—				
Cornmeal, gran. ....	5 75			
Cornmeal, ordinary .....	1 85			
Flour, Manitoba, per bbl. ....	8 15			
Flour, Ontario .....	7 35			
Rolled oats, per bbl. ....	7 75			
Oatmeal, standard, per bbl. ....	3 00			
Fresh Fruits and Vegetables—				
Lemons, Messina, box .....	7 00			
Oranges, Val., case .....	4 00			
Potatoes, bbl. ....	1 35	1 45		
Sugar—				
Standard granulated .....	6 80			
United Empire .....	6 50			
Bright yellow .....	6 60			
No. 1 yellow .....	6 30			
Paris lumps .....	7 60			
Lemons, Messina, box .....			3 60	3 65
Beans, hand-picked, bush. ....	3 65	3 75		
Beans, yellow eyes, per bush. ....	2 60	2 90		
Canned pork and beans, per case .....	0 40	0 41		
Molasses, Barbadoes, gal. ....	0 40	0 41		
Cream of tartar, per lb., bulk .....	4 00	4 25		
Currants .....	0 08½	0 09		
Rice, per cwt .....	3 90	4 25		

### A. N. P. A. ON FREE PUBLICITY EVIL.

The American Newspaper Publishers' Association at their recent annual meeting adopted the following resolution regarding the free publicity evil:—

"Whereas, newspapers have but two commodities for sale, namely, circulation and advertising space, and whereas press agents and some few advertising agents continue the practice of importuning newspapers to print certain advertising matter prepared in news style for the ostensible purpose of increasing the news of the day, while the real purpose of the copy is to secure the use of the news columns to convey inspired messages to the public, the American Newspaper Publishers' Association in convention assembled;

"Resolved, that the practice of seeking free news space for the furtherance of business publicity is unethical and tends to lessen the friendly relations existing between the newspaper management and those who seek to secure publicity by such means, and be it further

"Resolved, that a copy of this resolution be forwarded to those who continue such practice."

Sergeant Frank Lightbound of the Victoria Rifles, Montreal, has enlisted in the 60th Battalion for service at the front. He is the son of T. H. Lightbound, assistant secretary-treasurer of St. Lawrence Sugar Refineries, Ltd., who has been connected with that company for over 26 years.

### DID NOT RETURN CANADIAN GROCER.

MacLean Publishing Co., Ltd.:  
Dear Sirs,—Your favor of the 3rd inst. to hand and contents noted. I did not return any copy of The Canadian Grocer. I missed one issue and if it has been returned to you it must have been through a mistake of a postmaster. I am well pleased with the paper, which I consider the very best trade paper in Canada, and am anxious to continue to receive it.

Yours truly,  
THOMAS LANGLOIS.

Riviere-du-Loup Sta., Que.

Editorial note.—A short time ago one of the copies of The Canadian Grocer which was sent to Mr. Langlois was returned, and on writing him to find out the reason the above letter was received.



# FRUIT AND VEGETABLES



## No Advance in Messina Lemons

Despite Italy Being in the War, it is Not Expected Lemon Prices Will Go Up—No Market in Austria and Germany for Them—Canadian Strawberries in and Will Soon Dominate the Market—New Imported Potatoes Cheaper—Mississippi Flat Tomatoes Coming.

### MONTREAL.

**FRUIT.**—The market on some lines declined early this week on account of over supply. The warm weather of the past ten days has brought out large varieties of vegetables and fruit. New plums were one of the features of the market. These arrived in boxes of 4 baskets, at \$2.50, which price will probably be down to \$2 by the week end. Peaches arrived in boxes of 6 baskets, worth \$3.50, and will no doubt be offered at \$3 by the end of the week. Cherries were selling for \$1.75, which is a drop of 25c per box. The quality of these fruits is good. Strawberries dropped to 13c for quart boxes, and will likely decline again. Lemons are quoted the same, and the warm weather will keep the market up. Spies are being offered now only in boxes at \$2.50. Bananas, large bunches, are worth \$2. They are cheaper, as more are arriving. There are no grapes offering except hothouse at a dollar. California lemons are not offered freely. There are a few pears, mostly arriving by express, for the high-class grocers. Coconuts are quoted \$4.25-\$4.50, with very little demand.

<b>Apples—</b>	
Ben Davis, No. 1, bbl. ....	5 50
Spies, No. 1, bbl. ....	7 00
Spies, box ....	2 50
Bananas, crate ....	2 00
Coconuts, sack ....	4 00
Grapefruits, case ....	4 00
Grapes, Belgium hothouse, lb. ....	1 00
<b>Lemons—</b>	
Messina, Verdelli, extra fancy, 300 size	3 25
Limes, box ....	1 50
<b>Oranges—</b>	
Valencias, Cal., late, 125-250 ....	4 00
Cal. Seedlings, 96-126-150-176-200-216-250-288-324 ....	3 50
Sorrento, 200-300 size box ....	3 25
Mexican, 125-150-176 ....	3 25
Pineapples, 12-24 and 30-36 ....	2 25
Peaches, box 6 baskets ....	3 50
Plums, box 4 baskets ....	2 50
Strawberries, per qt cup ....	0 13
Strawberries, California, box ....	1 75

**VEGETABLES.** — Among the lines which declined this week were beans, cabbage, new potatoes, cucumbers and head lettuce. Green beans are now \$1.50 per basket, and wax beans \$2. New potatoes took the biggest drop of all, being quoted now at \$5, and will probably be lower by the week end. Shortly they will be within the range of the average gro-

cer. Cabbage fell to \$1.50 per crate. Cucumbers are now \$2 per basket. Florida tomatoes are now about done. Mississippi flats will be on the market next week in crates of 4 baskets, bringing \$1.50. They are arriving green, but are nice—about 18 lbs. Hothouse tomatoes are quoted at 15c lb. They have hitherto been too dear. There are about ten prices for asparagus: American at \$4 doz., Chateaugay at \$3, some Western stuff at \$1.50 basket, and others. No. 2 cauliflower, very small, are bringing \$1 doz.; good ones cost \$1.75-\$2. Crates of celery are scarce, and nearly done—quotations \$3.50; washed celery \$1.50 doz. Head lettuce \$1.75 box 2 doz., a decline of 25c. Mushrooms are down to \$2 basket, or 50c lb. Bermuda and Texas white onions are down to \$1.75. Shallots are worth about 2c per bunch, very little demand. Parsley is up to 50c doz. bunches. Old potatoes remain at the same price. New turnips are 50c doz. bunches; old ones have advanced to \$1.25 per bag. Business in fruit and vegetables is fair all round.

Asparagus, Canadian, doz. bunches .....	2 50	3 00
Beets, new, doz. bunches .....	1 00	1 00
Beets, bag .....	0 25	0 25
Beans, wax, basket .....	2 00	2 00
Beans, green, basket .....	1 50	1 50
Cabbage, new, crate .....	1 00	1 00
Carrots, bag, doz. ....	0 90	0 90
Carrots, new, doz. ....	1 00	2 50
Cauliflower, Canadian, doz. ....	1 00	2 50
Cucumbers, fancy, basket, 6 doz. ....	2 00	2 00
Celery, Florida, crate .....	3 50	3 50
Celery, washed, doz. ....	1 50	1 50
Homeradiah, Canadian, lb. ....	0 10	0 15
Head lettuce, per box 2 doz. ....	1 75	1 75
Curly lettuce, per box 3 to 4 doz. ....	1 00	1 50
Mushrooms, 4 lbs., basket .....	2 00	2 00
<b>Onions—</b>		
Bermuda, 50-lb. crate .....	1 75	1 75
White, Texas, crate .....	1 75	1 75
Parsnips, new, doz. bunches .....	0 35	0 35
Parsley, Canadian, doz. bunches .....	0 50	0 50
Peppers, green, 3/4-qt. basket .....	0 75	0 75
<b>Potatoes—</b>		
Montreal, bag .....	0 55	0 55
Green Mountain .....	0 55	0 55
New, bbl. ....	5 00	5 00
Potatoes, sweet, Jersey, hpr. ....	2 75	2 75
Radishes, doz. ....	0 05	0 15
Rhubarb, hothouse, doz. ....	0 15	0 20
Spinach, Canadian, box .....	0 30	0 30
Turnips, bag .....	1 25	1 25
Turnips, new, doz. bunches .....	0 50	0 50
Tomatoes, Mississippi, crate, 4 baskets. ....	1 50	1 50
Tomatoes, hothouse, lb. ....	0 15	0 15
Watercress, Canadian, doz. ....	0 30	0 30

### TORONTO.

**FRUITS.**—Despite the fact that Italy has been in the war for some weeks now,

there has been practically no change in the lemon market, so far as local prices are concerned. In Italy, of course, lemons are higher by some 2s. a crate, due to a shortage of bottoms, but here the quotations remain about the same. There are probably two reasons for this, one being that we are getting considerable California lemons, and the other that the market in Austria and Germany has been shut off to Italy. This means that she has that many more lemons to spare for the rest of us. It is reported, however, that the Italian crop is only about a 75 per cent. one, so that it is not likely we shall see any reduction in prices at least.

California Valencia oranges have completely taken the place of the California navels. These are selling at \$4. The market this week contains fair supplies of both imported and Canadian strawberries. Both are selling at from 13 to 15 cents a box, but it will be only a short time now before the market is supplied entirely by Canadian. From all reports the Canadian strawberry crop is a good one, and recent rains will help it along. The rains, however, tend to make the strawberries sandy, which means a shading in quality. The pineapple season has been a splendid one, and many are still selling. Cuban pineapples are selling to the trade at from \$2.75 to \$3, whereas the Porto Rico pine is worth a little more—\$3.25 a case. Apples are practically off the market.

Bananas, per bunch .....	1 50	2 25
Coconuts, sack .....	4 00	4 25
California cherries, box .....	2 50	2 75
<b>Oranges—</b>		
California Valencias .....	4 00	4 00
Lemons, Messinas .....	3 25	3 50
Lemons, California .....	3 50	3 50
Limes, per 100 .....	1 00	1 00
<b>Pears—</b>		
California, box .....	3 25	3 25
Pineapples, Porto Rico, case .....	3 25	3 25
Pineapples, Cuban .....	2 75	3 00
Strawberries, qt. box .....	0 13	0 15

**VEGETABLES.**—The Vegetable market is well supplied with a great many varieties. New potatoes are in from North and South Carolina and Bermuda, and next week they will be here from

(Continued on page 39.)



# FISH AND OYSTERS



## Haddock Touches Low Level

Sold in Montreal This Week to the Trade at 2 $\frac{3}{4}$  to 3c Per Pound—Halibut Arriving From B.C. by the Carload—Fresh Mackerel Plentiful and a Good Seller—Consumption of Fish Increasing.

### MONTREAL.

**FISH AND OYSTERS.**—Gaspé Salmon is arriving in large quantities, and as a consequence prices have tumbled to 10c per lb. The height of the season is expected this week, and higher prices are expected after next week until the first week in July. Halibut is more plentiful this week, prices running about the same. Haddock, due to larger supplies and comparatively small demand, has declined to figures which have not been recorded for some time, jobbers offering at 2 $\frac{3}{4}$ -3c lb. More of this fish should be sold at these prices, as it is one of the most reasonably priced foods obtainable, as 1 lb. of haddock is equal to 1 lb. of lean beef. All kinds of lake fish are plentiful, and in every line the market has a tendency to ease off. The question seems to be more how to get rid of over-supplies than a question of prices in the case of lake fish. In the month of June, there is always some line of lake fish which is very plentiful, or which has a record price. This year is not exceptional, but it has a feature which was not expected, that is, an abundance at once of nearly all the lines of lake fish. It cannot be said, taking everything into consideration, that the demand is not large; in fact, the consumption of fish is daily increasing, and if prices are not maintained, it is only due to the accumulation of stock. There is a good demand for all kinds of canned fish on account of the good trade for outings, picnics and outdoor sports. Canned lobsters are still very low, and with an average packing, prices are not going to improve. Lobsters, and all kinds of crustaceans, are maintaining prices, with the demand only an average one. Receipts of brook trout are much less, and a scarcity will be felt before long if the spell of hot weather lasts.

### TORONTO.

**FISH.**—Fresh mackerel is plentiful on the market this week and comparatively cheap. Wholesale fish men are making a big feature of it. Halibut is

coming along rapidly from the Pacific Coast, one firm selling over a carload in four and a half days. Whitefish and trout are plentiful, with a fair demand. There is also some beautiful salmon coming from British Columbia, known among the trade as the Blood Red variety. The demand for this is growing, and the same applies to cod and haddock.

### SMOKED FISH.

	Montreal	Toronto
Haddies, per lb., new cured	.07 $\frac{1}{2}$ -.08	.08-.09
Haddies, 15-lb. and 30-lb. boxes, lb.	.07-.07 $\frac{1}{2}$	.08-.09
Haddies, fillets, per lb.	.10	.12
Haddies, Niobe, boneless, per lb.	.08 $\frac{1}{2}$	.10
Herring, Ciscos, per lb.	.10	.12
St. John bloaters, 100 in box	1.10	1.20
Yarmouth bloaters, 60 in box	1.30	1.40
Smoked herrings, medium, box	.20	.25
Smoked boneless herrings, 10-lb. box	1.10	1.25
Kipperet herrings, selected, 60 in box	1.50	1.60
Smoked salmon, per lb.	.25	.30
Smoked halibut	.10	.12

### FROZEN FISH—SEA FISH.

	Montreal	Toronto
Salmon—		
Gaspé, large, per lb.	.14	.18
Red, steel heads, per lb.	.12	.12-13
Red, sockeyes, per lb.	.12	.12
Red, Cohoes or silvers, per lb.	.08-.08 $\frac{1}{2}$	.11
Pale qualla, dressed, per lb.	.07-.07 $\frac{1}{2}$	.08
Halibut, white western, large and medium, per lb.	.08 $\frac{1}{2}$ -.09	.09 $\frac{1}{2}$
Halibut eastern, chicken, per lb.	.09-.09 $\frac{1}{2}$	.09
Mackerel, bloater, per lb.	.07 $\frac{1}{2}$ -.08	.09
Haddock, medium and large, lb.	.05 $\frac{1}{2}$ -.04	.05
Market codfish, per lb.	.03 $\frac{1}{2}$ -.04	.03
Steak codfish, per lb.	.04-.04 $\frac{1}{2}$	.05
Canadian soles, per lb.	.06	.06
Blue fish, per lb.	.15-16	.15
Smelts	.09	.06
Herrings, per 100 count	3 00	3 00
Round pike	.05-.06 $\frac{1}{2}$	.06
Grass pike	.06	.06

### DRIED AND PREPARED FISH.

Dried codfish, medium and small, 100 lb.	7 00	7 50
Dried hake, medium and large, 100 lb.	6 00	6 00
Dried pollock, medium and large, 100 lb.	6 00	6 00
Dressed or skinless codfish, 100-lb. case.	7 25	8 00
Boneless codfish, 2-lb. blocks, 20-lb. boxes, per lb.	0 08	0 08
Boneless codfish, 2-lb. blocks, 20-lb. boxes, per lb.	0 07	0 07
Boneless codfish, strips, 20-lb. boxes	0 12	0 13
Shredded codfish, 12-lb. boxes, 24 cartons, a box	1 80	1 80
Boneless codfish, in 2-lb. and 3-lb. boxes	0 15	0 15

### BULK OYSTERS, CLAMS, ETC.

Standard, solid meats, gal.	1 80	1 80
Standard, bulk, gal.	1 50	1 40
Selects, per gal., solid meat	2 00	2 50
Best clams, imp. gallon	1 50	1 50
Best scallops, imp. gallon	2 00	2 25
Best prawns, imp. gallon	2 25	2 25
Best shrimps, imp. gallon	2 25	2 25
Sealed, best standards, qt. cans, each.	0 40	0 40
Sealed, best select, quart cans, each	0 50	0 50

### CLAMS, MUSSELS AND SHELL FISH, CRUSTACEANS, ETC.

Cape Cod shell oysters, per bbl.	11 00	11 00
Canadian cultivated oysters, bbl.	8 00	10 00
Clams, per bbl.	6 00	8 00
Live lobsters, small	0 14	0 35
Live lobsters, medium and large, lb.	0 17	0 35
Little necks, per 100	1 25	1 50
Soft shell crabs	2 25	2 25

### FRESH SEA FISH.

	Montreal	Toronto
Halibut	11-12	9 $\frac{1}{2}$ -10
Haddock, fancy, express, lb.	4-4 $\frac{1}{2}$	6
Mackerel, each	16-18	13-20
Steak, cod, fancy express, lb.	5 $\frac{1}{2}$ -6	7-9
Herrings, Gaspereaux	5	2
Flounders	5	0 09

Salmon, Western	0 18	15	-18
Salmon, Eastern	0 13		0 22

### FRESH LAKE FISH.

Carp, lb.	0 06	0 06
Pike, lb.	0 07	0 07
Brook trout	0 22	0 28
Perch, lb.	0 06	0 07
Suckers, lb.	0 05	0 05
Whitefish, lb.	0 12	0 12
Herrings, lb.	0 11	9-13
Lake trout, lb.	0 12	0 12
Eels, lb.	0 10	0 08
Frogs, medium, lb.	0 20	0 20
Frogs, large, lb.	0 40	0 45

### FROZEN—LAKE AND RIVER.

Whitefish, large, per lb.	.08 $\frac{1}{2}$ -.09	.07-.08
Whitefish, small tullibees, per lb.	.05 $\frac{1}{2}$ -.06	.05
Lake trout, large and medium, lb.	.09	.10
Dore, dress or round, lb.	.06	.06-13
Pike, dressed and headless, lb.	.06-.06 $\frac{1}{2}$	.07
Pike, round, per lb.	.05 $\frac{1}{2}$ -.06	.06-07

### PICKLED FISH.

Salmon, Labrador, tierces, 300 lb.	20 00	20 00
Salmon, Labrador, bbls., 200 lbs.	14 00	14 00
Salmon, Labrador, half bbls., 100 lbs.	7 50	7 50
Salmon, B.C., bbls.	13 00	14 00
Sea trout, Baffin's Bay, bbls., 200 lbs.	12 00	12 00
Sea trout, Labrador, bbls., 200 lbs.	12 00	12 00
Sea trout, Labrador, half bbls., 200 lbs.	6 50	6 50
Mackerel, N.S., bbls., 200 lbs.	12 00	12 00
Mackerel, N.S., half bbls., 100 lbs.	7 00	7 00
Mackerel, N.S., pails, 20 lbs.	1 75	2 00
Herrings, Labrador, bbls.	6 00	6 25
Herrings, Labrador, half, bbls.	3 25	3 25
Lake trout, 100-lb. kegs	6 00	6 00
Quebec sardines, bbls.	6 00	6 00
Quebec sardines, half bbls.	3 50	3 50
Tongues and sounds, per lb.	0 07 $\frac{1}{2}$	0 07 $\frac{1}{2}$
Scotch herrings, imported, half bbls.	8 00	8 00
Holland herrings, imp'td milkers, hf bbls	8 00	8 00
Holland herrings, imp'td milkers, kegs.	0 95	0 75-1 00
Holland herrings, mixed, half bbls.	7 00	7 00
Holland herrings, mixed, kegs	0 85	0 70-0 95
Lochfyne herrings, box	1 35	1 35
Turbot, bbl	14 00	14 00
Green cod, No. 1, bbl.	10 00	10 00
Green cod, No. 2, bbl.	8 50	8 50

### OFFICERS OF NEW PERTH R.M.A.

Perth, Ont., June 17.—(Special).—A branch of the Retail Merchants' Association was formed here last week, under the direction of Eric C. Jamieson. The following officers were elected:—

President—H. M. Shaw (grocery and dry goods).

Vice-President—P. Hope, of Hope & Sons (hardware and stove dealer).

Secretary—T. Farmer (grocer).

Executive Committee—Mr. Rudd, of Rudd & Neilson (jeweller); Mr. Hart (bookseller and stationer); Mr. James, of James & Reid (hardware and motor supplies); Mr. Glossop (boots and shoes); W. S. Robertson (druggist); J. T. Conway (dry goods and groceries).

S. P. Parsons, president of the British American Oil Co., has been elected 2nd vice-president of the Canadian Manufacturers' Association.





# PRODUCE AND PROVISIONS



## New Cheese Drops About 3 Cents

Stocks Have Apparently Accumulated on Exporters' Hands—Market Was Likely Too High for Heavy Consumption in Old Country—Cured and Cooked Meats Firm—Butter Being Bought for Storage, and Some Eggs Are Still Being Stored.

### MONTREAL.

PROVISIONS.—Trade is good, and there is little change to note in the market either for cured meats or for lard. It is understood that the British market is down, which may have an influence on prices here.

Hams—	
Small, per lb. ....	0 19
Medium, per lb. ....	0 15½
Large, per lb. ....	0 17
Bacon—	
Plain, bone in ....	0 23
Boneless ....	0 25
Peameal ....	0 25
Bacon—	
Breakfast, per lb. ....	0 22
Roll ....	0 17
Shoulders, bone in ....	0 15
Shoulders, boneless ....	0 16
Cooked Meats—	
Hams, boiled, per lb. ....	0 23
Hams, roast, per lb. ....	0 25
Shoulders, boiled ....	0 25
Shoulders, roasted ....	0 25
Dry Salt Meats—	
Long clear bacon, 50-70 lbs. ....	0 15½
Long clear bacon, 80-100 lbs. ....	0 14½
Planks, bone in, not smoked ....	0 15½
Barrelled Pork—	
Heavy short cut mess ....	26 00
Clear fat backs ....	29 00
Clear pork ....	27 00
Lard, Pure—	
Tierces, 350 lbs. net ....	0 12½
Tubs, 50 lbs., net ....	0 13½
Boxes, 50 lbs., net ....	0 13
Pails, wood, 20 lbs., gross ....	0 13½
Pails, tin, 20 lbs., gross ....	0 13½
Cases, 10 lbs., tins, 60 in case ....	0 13½
Cases, 3 and 5-lb. tins, 60 in case ....	0 14½
Bricks, 1 lb. each ....	0 15½
Lard, Compound—	
Tierces, 375 lbs., net ....	0 09½
Tubs, 50 lbs., net ....	0 10½
Boxes, 50 lbs., net ....	0 10½
Pails, wood, 20 lbs., net ....	0 10½
Pails, tin, 20 lbs., net ....	0 10½
Cases, 10-lb. tins, 60 in case ....	0 11½
Cases, 3 and 5-lb. tins, 60 in case ....	0 11½
Bricks, 1 lb., each ....	0 12½
Hogs—	
Dressed, abattoir killed ....	13 75 14 25

BUTTER.—Pastures and general conditions are excellent, and the quality of butter arriving is excellent. The general opinion is that we are in the flush of the season, and prices are not likely to go lower during June. It is certain, however, that the Western Canada market is closed to the East, which is not expecting much of any business this year. The quantity of creamery in the West has increased two or three times over last season, which is supplying their principal markets. They are even offering dairy butter to Montreal.

Butter—	
Finest creamery ....	0 28
Dairy prints ....	0 23
Dairy, solids ....	0 22
Separator prints ....	0 22
Bakers' ....	0 19

CHEESE.—There has been a big change in this market, prices having

dropped in the country from 2c to 2½c lb. These conditions simply mean that prices in the British market are too high, and consumption has been curtailed on this account. Deliveries of cheese are phenomenal, being the largest for a number of years. Again, exporters are having difficulty in making shipments on account of the scarcity of boat space. Quotations on old cheese are unchanged, but on new make are 2c to 3c lower.

Cheese—	
Old make ....	0 22
New make ....	0 18
Old specials, per lb. ....	0 22
Stilton ....	0 19

EGGS.—Receipts continue large, and storing has practically ceased. There is ample supply for all needs. The quality is fair, but they are showing the effects of heat. Quotations unchanged.

Eggs, case lots—	
Stamped ....	0 24
Selects ....	0 23
No. 1's ....	0 22
No. 2's ....	0 17 0 18

HONEY.—Inquiries are expected for honey in a month's time. Up to the present the demand has not been marked.

Honey—	
Buckwheat, in bbls. ....	0 08½
Buckwheat, 60 lb. tins ....	0 09
Buckwheat, 10 lb. tins ....	0 10
White clover, bbl. ....	0 11½
White clover, large tins ....	0 12
White clover, small tins ....	0 12

POULTRY.—There have been large deliveries of live poultry during the past week, particularly of fowl. The hens have about got through laying, and the farmer is not willing to feed them all through the summer. The large receipts have knocked down prices. There is a good demand for live fowl, but not at the high prices which prevailed a few weeks ago. It looks as if there will be cheaper prices for fowl from now on, and for live stock generally. Prices on ducklings are about the same, and it will depend on how supplies come in whether quotations will be lower than 23-28c. It does not take much to supply the demand, and it would not take much to bring down the market. Live broilers are in good demand, 3-3½ lbs. pair bringing \$1-1.25. For broilers weighing less than 3 lbs. pair there is small demand, and prices are 60-75c. Frozen stock generally remain about the same.

Poultry—	
Frozen stock—	
Fowl, 5 lbs. and over ....	0 17 0 18
Fowl, small ....	0 13 0 15
Turkeys, fancy ....	0 20 0 25
Ducks ....	0 16 0 18
Geese ....	0 13 0 15
Pigeons, pair ....	0 30 0 35
Fresh stock—	
Fowl, dressed ....	0 18 0 20
Spring broilers, dressed, pair ....	1 00 1 25
Squabs, pair ....	0 50 0 60
Live stock—	
Fowl, 5 lbs. and over ....	0 14 0 15
Fowl, small ....	0 12 0 14
Turkeys ....	0 15 0 16
Ducks, old ....	0 16 0 15
Geese ....	0 09 0 10
Ducklings, 3 lbs. ....	0 23 0 28

### TORONTO.

PROVISIONS.—Apart from a stiffening in prices of cooked hams and shoulders, there are few quotable changes in the provision markets this week. It should, however, be borne in mind that prices of live hogs are firm, and will likely hold so throughout the summer. This means that prices of cured and cooked meats will be well maintained and occasionally advanced between now and September at least, on account of this being the big season for consumption of these lines. Live hogs, off cars, are quoted at \$9.65 a hundred, and dressed at around \$14, and during the next couple of months there will be a considerable shortening up in supplies. Export demand is, of course, good, and a number of large packers are paying much more attention to this than in ordinary times. Another factor which means strength to this market is the shipping of Eastern hogs to Western Canada, which has already been pointed to in these columns. For the last couple of years the West has been able to produce sufficient hogs to supply their own demand.

Hams—	
Light, per lb. ....	0 18 0 19
Medium, per lb. ....	0 17 0 17½
Large, per lb. ....	0 14½ 0 15
Bacon—	
Plain, per lb. ....	0 22 0 23
Boneless, per lb. ....	0 24 0 25
Pea meal, per lb. ....	0 25 0 25
Bacon—	
Breakfast, per lb. ....	0 20 0 23
Roll, per lb. ....	0 14 0 15½
Shoulders, per lb. ....	0 14 0 14½
Pickled meats—1c less than smoked.	
Dry Salt Meats—	
Long clear bacon, light ....	0 13½ 0 14
Cooked Meats—	
Hams, boiled, per lb. ....	0 25 0 27
Hams, roast, per lb. ....	0 27 0 28
Shoulders, boiled, per lb. ....	0 23 0 24
Shoulders, roast, per lb. ....	0 23 0 24
Barrelled Pork—	
Heavy mess pork, per bbl. ....	26 00 26 00
Short cut, per bbl. ....	26 00 27 00

## CANADIAN GROCER

<b>Lard, Pure—</b>		
Tierces, 400 lbs., per lb. ....	0 12	0 12½
Tubs, 60 lbs. ....	0 12½	0 13
Pails ....	0 12½	0 13½
Tins, 3 and 5 lbs., per lb. ....	0 13½	0 13½
Bricks, 1 lb., per lb. ....	0 14½	0 14½
<b>Lard, Compound—</b>		
Tierces, 400 lbs., per lb. ....	0 09	0 09½
Tubs, 60 lbs., per lb. ....	0 10½	0 10½
Pails, 20 lbs., per lb. ....	0 10½	0 11
<b>Hogs—</b>		
Dressed, per cwt. ....	14 00	
Live, per cwt., off cars ....	9 65	

**BUTTER.**—There is not a great deal of change in the butter market. The make is heavy and packers are buying for storage, and current demands are being filled with little difficulty. Prices remain steady. Probably due to the fact that cheese is down two or three cents a pound from a week ago, there has been a tendency to produce more butter, but the price of cheese when the butter fat is taken into consideration, is still better than that of butter.

<b>Butter—</b>		
Creamery prints, fresh made ....	0 28	0 29
Dairy prints, choice, lb. ....	0 22	0 24
Dairy solids, lb. ....	0 21	0 23
Bakers', lb. ....	0 18	0 20

**CHEESE.**—New cheese is down three cents from a week ago, and this represents the biggest drop in the market for many weeks. The price quoted last week was the highest in many years. This, of course, was due to war conditions; and it is likely that exporters have been finding it difficult to get sufficient space to store and to the fact that cheese has been accumulating that the drop has occurred. The production is, of course, quite large. There is little old cheese on the market, and for what there is, the high prices quoted are warranted by the demand.

<b>Cheese—</b>		
Old large, per lb. ....	0 21	0 22
Old twins, per lb. ....	0 21½	0 22½
New, large, per lb. ....	0 16½	0 17
New, twins, per lb. ....	0 17	0 17½

**EGGS.**—Readers will notice in our quotations this week a change in the basis of quoting eggs. For a long time eggs have been graded differently by different firms, and it was only recently that the produce men got together and decided on a uniform grading. This, in so far as fresh-gathered are concerned, includes specials, extras, No. 1's and No. 2's. The specials include the eggs in cartons; the extras are the "select" of the past, and No. 1's are strictly new laid. The market is steady, with few changes in quotations and the production is average. There is some exporting, and some storage still being done on account of the cool weather that has been prevailing.

<b>Eggs—</b>		
Specials (in cartons), doz. ....	0 23	0 24
Extra (selects) ....	0 22	0 23
No. 1a (straight new laid) ....	0 21	0 22
No. 2 ....	0 17	0 18
Cracked ....	0 16	0 17

**POULTRY.**—So far as live poultry is concerned, there are only some old fowl and gobblers coming on the market, and spring broilers running from a pound and a half to two pounds each. The old fowl include last year's birds, which are being marketed now. The market for spring broilers is easy, on account of the demand being not too good. Some time

ago spring broilers were up to 40 and 45 cents a pound, whereas now they are being quoted at about half that price.

<b>Poultry (Dressed)—</b>		
Chickens ....	0 17	0 20
Fowl ....	0 14	0 16
Ducks ....	0 16	0 18
Turkeys ....	0 20	0 28
<b>Poultry—Live.</b>		
Old fowl ....	0 10	0 12
Spring broilers, 1½ to 2 lbs each. ....	0 20	0 25
Old turkeys ....	0 15	0 16

**HONEY.**—There is little new in the honey situation, and no price changes whatever to record.

<b>Honey—</b>		
Buckwheat, in bbls. ....	0 07	0 07½
Buckwheat, in tins ....	0 07½	0 06
Strained clover ....	0 12½	0 00
Comb honey, No. 1, doz. ....	3 00	0 00
Comb honey, No. 2, doz. ....	2 40	0 00

### WINNIPEG.

**PROVISIONS.**—In bacon, hams, lard and cooked meats there is a steady trade but no new features to report. The market has been steady for some time and is in a rut that it will take some jar to shift from. Trade in poultry is quiet. Cheese is featureless.

<b>Hams—</b>		
Light, per lb. ....	0 18	0 18½
Medium, per lb. ....	0 17½	0 18
Large, per lb. ....	0 15	0 15½
Backs, clear, per lb. ....	0 20	0 23
<b>Bacon—</b>		
Breakfast, per lb. ....	0 18½	0 23
Shoulders, per lb. ....	0 13½	0 14½
<b>Dry Salt Meats—</b>		
Long clear bacon, light ....	0 13½	0 14
<b>Cooked Meats—</b>		
Hams, boiled, per lb. ....	0 26	0 27
Shoulders, boiled, per lb. ....	0 22	0 23
<b>Barrelled Pork—</b>		
Heavy pork, per bbl. ....	25 00	26 00
Short cut, per lb. ....	26 00	27
<b>Lard—</b>		
Tierces ....	0 13½	0 14
Tubs ....	6 88	
Pails ....	2 77	
Cases, 56 ....	8 47	
Cases ....	8 70	

**BUTTER.**—Butter is naturally weak in June—the month of grass—and there is a further decline. Quotations are:

Creamery ....	0 25	0 26
Best dairy ....	0 18	0 20
Cooking ....	0 12	0 15

**EGGS.**—Supplies are plentiful and Winnipeg jobbers are handling product at a lower figure than for some time. The quotation is:

<b>Eggs—</b>		
New laid ....	0 15	

**CHEESE.**—The strength in the cheese market is maintained, but some think it is slightly easier than it has been.

<b>Cheese—</b>		
New, large ....	0 20	
New, twins ....	0 20½	0 21

**POULTRY.**—There are plenty of supplies coming in to meet the demand for poultry, which is not as large as usual at this time of the year.

<b>Fresh Stock—</b>		
Turkeys, per lb. ....	0 13	0 15
Chickens, per lb. ....	0 11	0 15
Fowls ....	0 10	0 12

### FRUIT AND VEGETABLES.

(Continued from page 36.)

Virginia. Reports are to the effect that the crop in Virginia is a heavy one, and prices will be comparatively low. Old potatoes are a shade firmer than they have been, but it will not be long before the new Canadian crop is on the market, and this will mean the old will again fall off in price.

Reports have been received from var-

ious parts of the United States to the effect that many tomatoes this year were spotted and this was the experience of Toronto importers as well. These are now, however, all off the market and in fact only lasted about a week or ten days. The tomatoes are coming now from Texas, Florida and Mississippi. Mississippi flats in four-basket carriers are quoted at \$1.50 a crate. There are a few Canadian hothouse on the market, but not sufficient to have any bearing whatever on the price. In fact, the imported tomatoes affect the price of the Canadian hothouse.

Next Monday will likely see the fruit and vegetable men on Front, Church and Colborne streets located in their summer home in the big market at the foot of Yonge street. It always means when these men get into summer quarters the summer fruit and vegetable season begins in earnest.

Asparagus, Canadian, baskets ....	1 50	2 00
Beets, imported, doz. bunches ....		0 60
Beets, hamper, 2 doz. bunches ....	1 25	1 50
Beans, green, hamper ....		2 25
Beans, wax, hamper ....	2 00	2 25
Cabbage, new, crate ....	2 00	2 25
Carrots, bag, old ....	0 50	0 75
Carrots, new, hamper ....	1 50	1 75
<b>Cucumbers—</b>		
Slicing, hothouse, dozen ....		1 25
Hampers ....		2 00
Celery, California, doz. ....		1 25
Mushrooms, per lb. ....	0 60	0 90
Water cress, 11-qt. basket ....		0 50
<b>Onions—</b>		
Can., 75-lb. bags ....	1 25	1 50
Can., 100-lb. sacks ....	2 50	2 75
Egyptian, crate ....	4 75	5 00
Bermudas, crate ....	1 50	1 75
<b>Green peppers, basket</b>		
Potatoes, N.B. Delawares ....	0 65	0 70
Potatoes, Ontario, bag ....	0 60	0 65
Potatoes, Carolina, bbl. ....		5 00
Potatoes, new, hamper ....	2 25	2 50
Parsley, basket, 11-qt. ....	0 30	0 35
Tomatoes, Florida, crate ....	2 75	3 25
Tomatoes, Mississippi flats, 4-bkt. carriers ....	1 50	1 50
Turnips, bag ....	0 35	0 50
Lettuce, leaf ....	0 30	0 30
Lettuce, Boston, head, small, doz. ....	0 90	1 00
Lettuce, Canadian Lead, doz. ....	0 50	0 75
Parsnips, Canadian, bag ....	0 55	0 65
Rhubarb, outside, doz. bunches ....	0 25	0 30
Spinach, bushel ....		0 25

### WINNIPEG.

**FRUITS AND VEGETABLES.**—The fruit trade is fairly active and wholesale fruit dealers are fairly well satisfied with conditions. Strawberries are firmer. Valencia oranges are steady and apples scarce and dear. There is no stone fruit on the market except cherries. Pineapples are plentiful and reasonable.

<b>Apples—</b>		
Washington ....	2 25	3 25
Bananas, lb. ....		0 05
Cocoanuts, doz. ....		1 00
Cherries, per box (10 lbs.) ....		3 50
Lemons, Cal., case ....	5 00	5 50
Oranges, Valencias ....	4 50	4 75
Med. Sweets ....	4 25	4 50
Pineapples, per case ....		4 50
<b>Strawberries—</b>		
Hood River, crate ....		4 00
Tomatoes, Florida ....		4 50

**VEGETABLES.**—Locally grown fresh vegetables are now taking the place of imported and such lines as radishes, onions, lettuce and parsley are much cheaper. Potatoes are steady; turnips are up to 90 cents a bushel. Garlic is selling at 40 cents per lb. It has sold here as low as 3 cents. The market is well supplied in all lines.

Potatoes, car lots, bushel ....	0 60
Potatoes, small lots ....	0 70
Onions, Washington, sack ....	3 50
Onions, Australian, sack ....	4 00
Florida tomatoes, case ....	4 50



# FLOUR AND CEREALS



## Flour Down Another 40 Cents

Predictions Made in These Columns Coming True—Due to Crumble of the Wheat Market—Rolled Oats Easier—Splendid Grain Crops in U.S., and Good Yields Expected in Canada.

### MONTREAL.

**FLOUR.**—The wheat market continued to decline, and inside of a week the flour market followed with another decline of 40c, making a total decline of 90c per bbl. inside of a week. Millers are now asking \$7.30 for Manitoba first patents, \$6.80 for second patents, and \$6.60 for strong bakers. Winter wheat flour also declined 40c to 50c per bbl., quotations on which vary widely. Local and country demand fell off with the first decline, and has continued small right along. Apparently dealers' stocks are not very low. For choice winter wheat patents they are asking \$7.90 per cent.'s in wood \$6.60 to \$6.70, and 90 per cent.'s in bags \$3 to \$3.10. It would not be surprising to see a demand spring up one of these days, and the market go up again. Other influences may keep the wheat market down, and flour too.

Manitoba Wheat Flour—	Per bbl. of 2 bags
First patents	7 30
Second patents	6 80
Strong bakers	7 60
Flour in cotton sacks, 10 cents per barrel more.	
Winter Wheat Flour—	Car Small
Fancy patents	lots, lots.
90 per cent. in wood	7 00 7 25
90 per cent. in bags	6 60 6 70
	3 00 3 10

**CEREALS.**—In sympathy with the weakness in the oat market, a weaker feeling developed in the market for rolled oats. There was considerable cutting of prices to secure what business is going, which is not large now that the summer is here, prices declining 25c to 50c per barrel.

Cornmeal—	Per 98-lb. sack
Gold dust	2 50
Unbolted	2 25
Rolled Oats—	90's in jute.
Small lots	3 20
25 bags or more	3 15
Packages, case	4 75
Rolled oats in cotton sacks, 5 cents more.	
Oatmeal—fine, standard and granulated, 10 per cent. over rolled oats in 90s, in jute.	
Rolled Wheat—	100-lb. bbls.
Small lots	3 90
Hominy, per 98-lb. sack	2 75
Corn flour, bag	3 05
Rye flour, bag	3 00
Barley, pot	2 70

**FEEDS.**—There have been no declines in bran and shorts here, the demand being apparently fairly good, and offerings light. Good middlings are in fair demand, but dealers are not disposed to pay current prices. Wheat moulee is inclined to be scarce, and prices are from \$1 to \$2 higher.

Mill Feeds—	Per ton
Bran	26 00
Shorts	28 00
Middlings	30 00
Wheat moulee	38 00
Feed flour, bag	2 50
Mixed chops, ton	38 00
Crushed oats, ton	43 00
Barley, pot, 98 lbs.	2 85
Oats, chop, ton	43 00
Barley chop, ton	37 00
Feed oats, cleaned, Manitoba, bush.	0 73
Feed wheat, bag	2 30

### TORONTO.

**FLOUR.**—It is not surprising that we have to report a decline this week in the price of flour, which applies alike to Manitoba and winter wheat and amounts to 40c. Manitoba first patents are now, therefore, worth \$7.20 and winter wheat \$6.40. At such levels the market is dead easy and little business is being done either at home or abroad. Buyers in this country are apparently well stocked: either that or else they are looking for a still further decline and are holding off till the same materializes. So that domestic market conditions were not influential in bringing about the decline.

Again it was sympathetic to the wheat market, which continues to crumble. The new crop and the fact that European buyers are holding off are responsible for this. The crop prospects are so excellent that they are depressing values. Most winter wheat in the United States is either harvesting or has been harvested, and it has been a surprisingly good crop. It is estimated at roughly six hundred and fifty million bushels. Spring wheat, too, is in excellent shape and will amount to around two hundred and seventy million bushels. With a total of 951,000,000 bushels, prospects look good. This compares with 891,000,000 last year and that was thought to be mighty good. Some evidence of the bear influences at work is afforded by the fact that at present writing wheat is worth \$1.03. Last week it was worth \$1.28. Cash wheat is worth \$1.13. We do not prophesy either higher or lower levels. Prophecy is a dangerous game in wheat circles these days.

Manitoba Wheat Flour—	Small	Car
	lots,	lots,
	per bbl.	per bbl.
First patents	7 40	7 20
Second patents	6 90	6 70
Strong bakers	6 70	6 60
Flour in cotton sacks, 10c per bbl. more.		

Winter Wheat Flour—	Small	Car
	lots,	lots,
	per bbl.	per bbl.
Fancy patents	6 60	6 40
90 per cent.	6 40	6 20
Straight roller	6 20	6 00
Blended flour	6 20	6 20

**CEREALS.**—These are the days of following suit. Practically every cereal in the bunch has changed this week, and in every case a lower figure is registered. Naturally, the declines are sympathetic to the wheat antics. Rolled oats are down to \$3 and are easy at that. Split peas are easier by half a dollar; demand is only hand to mouth. Corn flour is lower by about 45c. Hominy alone is unchanged.

Barley, pearl, 98 lbs.	5 00
Buckwheat grits, 98 lbs.	4 15
Corn flour, 98 lbs.	2 55
Commeal, yellow, 98 lbs.	2 25
Graham flour, 98 lbs.	3 30
Hominy, granulated, 98 lbs.	3 00
Hominy, pearl, 98 lbs.	3 00
Oatmeal, standard, 98 lbs.	3 50
Oatmeal, granulated, 98 lbs.	3 50
Peas, Canadian, boiling, bush.	2 80
Peas, split, 98 lbs.	4 75
Rolled oats, 90-lb. bags	3 00
Rolled wheat, 100-lb. bbl	3 85
Rye flour, 98 lbs.	3 10
Whole wheat flour, 98 lbs.	3 30
Wheatlets, 98 lbs.	3 65

**MILL FEEDS.**—Shorts and middlings are both very scarce and the protracted cold weather has made an unusually good demand for these. The market is still quite firm at quoted levels.

Mill Feeds—	Mixed cars, per ton
Bran	25 00
Shorts	27 00
Middlings	30 00
Wheat moulee	30 00
Feed flour, per bag	1 85
Oats—	
No. 3, Ontario, outside points	0 55
No. 3, C.W., bay ports	0 67

### WINNIPEG.

**FLOUR AND CEREALS.**—Flour has had a drop of 30 cents, a total decline of 70 cents since the middle of May. It is still, however, \$1.70 higher than at the outbreak of war. Rolled oats are not as yet down any but are not likely to hold. Prices to-day are:

Flour—	
Best patents, per bbl.	7 20
Bakers	6 70
Clears	5 80
XXXX	4 70
Rolled oats, 80 lbs.	3 30
Commeal, 98 lbs.	2 35

S. Anderson, grocer, Ottawa, is succeeded by L. Baker.

E. W. Wills, grocer, Dresden, Ont., has sold to Nelson Perry.

# QUALITY—Our Watchword

It is always our aim to give the best possible value for the money expended. We recognize that the buying public of to-day demand **QUALITY**. Therefore we do not consider cost in marketing any of our products. Price is a secondary consideration.

## Our Goods Have Merit

Our many customers recognize the **QUALITY** of all our bulk and package cereals and flour. Let us quote you prices on the following:

SPLIT PEAS  
POT BARLEY  
PEARL BARLEY  
BROSE MEAL  
GRAHAM FLOUR  
WHEATLETS  
GLUTEN FLOUR  
BEANS  
BOILING PEAS  
CORN MEAL  
WHOLE WHEAT FLOUR  
CUT OATMEAL  
TILLSON'S PREMIUM  
AND PAN DRIED OATS  
QUALITY OATS



DAIRY FEED  
CRACKED CORN  
BRAN  
SHORTS  
CALFINE  
RAINBOW FLOUR  
GOLD SEAL FLOUR  
LILY FLOUR  
GOLDIE'S STAR FLOUR  
PURITAN FLOUR  
ECHO FLOUR  
WHITE DOVE FLOUR  
TILLSON'S "SCOTCH"  
FINE CUT OATMEAL  
AND "SCOTCH"  
HEALTH BRAN

We guarantee lowest prices consistent with the highest Quality. If you are not already a customer give us a trial order. Remember we sell only Canadian products.

**MADE IN CANADA  
BY CANADIANS**

**CANADIAN CEREAL AND FLOUR MILLS, LIMITED  
TORONTO, ONTARIO**



# Canadian Wheat the World's Best

The finest wheat in the world is grown in Canada. This wheat is perfectly adapted to the manufacture of alimentary pastes.

**L'ETOILE**  
(Star)  
and  
**Hirondelle**  
(Swallow)

brands of macaroni and vermicelli

**MADE-IN-CANADA**

from the finest of the world's best wheat.

This, coupled with the fact that we have the most up-to-date plant and equipment, is the reason of high standard of quality maintained by these brands.

*Order from your wholesaler.*

## C. H. Catelli, Limited

**MONTREAL**

**AGENTS**

Tees & Persse, Limited, Winnipeg  
C. C. Mann, Toronto

## QUOTATIONS FOR PROPRIETARY ARTICLES

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

### BAKING POWDER.

WHITE SWAN SPICES AND CEREALS, LTD.		Per doz.
5c. Tins, 4 doz., to case, weight 10 lbs.		\$0 40
4 oz. Tins, 4 doz. to case, weight 20 lbs.		0 65
6 oz. Tins, 4 doz. to case, weight 25 lbs.		0 90
8 oz. Tins, 4 doz. to case, weight 35 lbs.		1 30
12 oz. Tins, 4 doz. to case, weight 48 lbs.		1 60
16 oz. Tins, 4 doz. to case, weight 70 lbs.		2 25
3 lb. Tins, 2 doz. to case, weight 85 lbs.		5 00
5 lb. Tins, 1 doz. to case, weight 80 lbs.		9 50

### COOK'S FRIEND BAKING POWDER.

W. D. McLaren, Limited.		Per doz.
In Cartons—		
No. 1 (25c size), 4 doz. cs.		\$2 25
No. 1 (25c size), 2 doz. cs.		2 30
No. 10 (20c size), 4 doz. cs.		1 80
No. 10 (20c size), 2 doz. cs.		1 85
No. 8 (15c size), 4 doz. cs.		1 30
No. 2 (10c size), 6 doz. cs.		0 80
No. 2 (10c size), 3 doz. cs.		0 85
No. 3 (5c size), 4 doz. cs.		0 45

Also in tins. Prices on application.

### ROYAL BAKING POWDER.

Size	Bbl. lots	
	Less than 10 case lots	or 10 cases and over
Dime	\$ .95	\$ .90
4-oz.	1.40	1.35
6-oz.	1.95	1.90
8-oz.	2.55	2.50
12-oz.	3.85	3.75
16-oz.	4.90	4.80
2½-lb.	11.60	11.35
3-lb.	13.60	13.35
5-lb.	22.35	21.00

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

### FOREST CITY BAKING POWDER.

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

### BLUE.

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

### COUPON BOOKS — ALLISON'S.

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

### UN-NUMBERED.

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

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

### CEREALS.

WHITE SWAN	Per case
Biscuit Flour (Self-rising)	
2 doz. to case, weight 70 lbs.	\$3 00
Ruckwheat Flour (Self-rising), 3 doz. to case, weight 70 lbs.	3 00

Pancake Flour (Self-rising)	Per case
3 doz. to case, weight 70 lbs.	3 00
Breakfast Food, 2 doz. to case, weight 85 lbs.	4 50
King's Food, 2 doz. to case, weight 95 lbs.	5 50
Wheat Kernels, 2 doz. to case, weight 65 lbs.	3 75
Barley Crisps, 3 doz. to case, weight 50 lbs.	3 00
Flaked Rice, 3 doz. to case, weight 50 lbs.	3 00
Flaked-Peas, 3 doz. to case, weight 50 lbs.	3 00

### DOMINION CANNERS, LIMITED.

Aylmer Pure Jams, 16 oz. Jars	Per doz.
Strawberry, 1914 pack	\$2 20
Raspberry, red, heavy syrup	2 10
Black currant	2 10
Red Currant	2 10
Peaches	2 10
Pear, Bart.	2 10

### Aylmer Pure Jellies.

Red Currant	2 10
Black Currant	2 10
Crabapple	1 45
Raspberry and red currant	2 10
Raspberry and gooseberry	2 10
Raspberry and gooseberry	2 10
Plum jam	1 85
Green Gage plum stoneless	1 85
Gooseberry	1 85
Grape	1 85

### Aylmer Marmalade

Orange Jelly	1 60
Lemon	1 60
Pineapple	1 90
Ginger	2 25

### Aylmer Pure Preserves—Bulk

	5 lbs. 7 lbs.
Strawberry	10 72 1 00
Black currant	0 65 0 85
Raspberry	0 65 0 85
Aylmer 14's and 30's per lb.	
Strawberry	0 14
Raspberry	0 14

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

Cocoa—	
Perfection, 1-lb. tins, doz.	4 50
Perfection, ½-lb. tins, doz.	2 40
Perfection, ¼-lb. tins, doz.	1 25
Perfection, 10c size, doz.	0 90
Perfection, 5-lb. tins, per lb.	0 37
Soluble bulk, No. 1, lb.	0 21
Soluble bulk, No. 2, lb.	0 19
London Pearl, per lb.	0 22

Special quotations for Cocoa in barrels, kegs, etc.

### (Unsweetened Chocolate).

Supreme chocolate, ¼'s, 12-lb. boxes, per lb.	0 35
Perfection chocolate, 20c size, 2 doz. in box, doz.	1 80
Perfection chocolate, 10c size, 2 and 4 doz. in box, per doz.	0 90
Sweet Chocolate—Per lb.	
Queen's Dessert, ¼'s and ½'s, 12-lb. boxes	0 40
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, ¼-lb., 6 and 12-lb. boxes	0 35

## A Man is Judged by the Company He Keeps!

But a merchant is judged by his merchandise. This is particularly applicable to Food Products.

The Purity and General Excellence of PURE FOOD PRODUCTS are a matter of public record (reports are obtainable from the Department of Inland Revenue, Ottawa).

*Gold Standard*

These lines should be in every High-Grade Grocery Stock:

<b>GOLD STANDARD, "THE-CHAFFLESS-COFFEE"</b>	<b>GOLD STANDARD BAKING POWDER</b>
<b>GOLD STANDARD PACKAGE TEAS</b>	<b>GOLD STANDARD JELLY POWDERS</b>
<b>GOLD STANDARD FLAVORING EXTRACTS</b>	<b>GOLD STANDARD SPICES AND HERBS</b>
<b>GOLD STANDARD SALAD DRESSING</b>	<b>GOLD STANDARD BULK COFFEES</b>

The finest equipped Food Products Factory in Western Canada, combined with the Premier Wholesale Grocery House of the West, is at your service.

### THE CODVILLE COMPANY, LIMITED

WINNIPEG

BRANDON

SASKATOON

MOOSE JAW



## All Canada is Aglow with the Made-in-Canada Fever

*How is it Affecting You?*

This idea is gathering momentum daily and the grocer who makes the best of it is the one who will win out with a full cash drawer and a growing business.

The five Made-in-Canada lines here shown represent the leaders in their respective fields—Condensed Milk and Coffee. Their value as sales-producers and repeat business-getters is thoroughly established in the trade. Don't be content to stock them, but get them in the limelight by displaying and pushing them as Canada's original products.

We deliver 5-case lots to any point in Ontario, Quebec and Maritime Provinces, prepaying freight up to 50c per 100 lbs.

Note these prices:

St. George Brand Coffee, 2 doz. in case .....	\$4.80
St. George Evaporated Milk, 4 doz. in case ....	3.60
Banner Condensed Milk, 4 doz. in case .....	5.25
Princess Condensed Milk, 4 doz. in case .....	4.50
Premier Skimmed, 4 doz. in case .....	3.80

ORDER NOW.

**The Malcolm Condensing Co., Limited, St. George, Ont.**

# Out-of-Town Orders

Some of your customers will be leaving for their summer homes.

Let us book up your order for small-sized "Star" Brand Hams and also English Breakfast Bacon. Also Pure Kettled Lard in 3-lb. and 5-lb. tins.

**F. W. Fearman Co., Limited**  
HAMILTON

## Place your order now for new pack sardines

Owing to increasing demand and decreasing supply, it is advisable to place your orders now for

# KING OSCAR BRAND SARDINES

The new pack of this popular brand commences in July and to avoid disappointment you should make sure of your supply now.

*Consult your jobber.*

CANADIAN AGENTS

**J. W. BICKLE & GREENING**

*(I. A. Henderson)*

HAMILTON - CANADA



# ACETAR

—the Modern Vinegar, will make money for you

Acetar, the modern vinegar, is unsurpassed for pickling purposes.

Our coupon advertising makes the initial sales and the quality of this pure, wholesome product brings your customers back for more.

This is a here-to-stay proposition and we are spending the time and money necessary to make Acetar, the modern vinegar, widely known.

A stock, no matter how small, will give you the opportunity of benefiting by our advertising.

Sold in bottles and bulk.

**STANDARD CHEMICAL, IRON AND LUMBER COMPANY  
OF CANADA, LIMITED**

TORONTO

MONTREAL

WINNIPEG

Tell your wholesaler you  
must have

**DA COSTA & CO.'S  
EXTRA FANCY BARBADOS  
MOLASSES**

This year Molasses will be high in price, and it is all the more important that you should buy the brand which you **know** will be satisfactory, both to you and your customers. The price is no higher than for other brands.

**INSIST UPON HAVING  
DA COSTA'S**

**Hothouse Tomatoes**

Are now very fine and cheap  
Packed 15-lb. Baskets. Try them

**MISSISSIPPI TOMATOES**

4-Basket Crates. Now Arriving

**CANADIAN STRAWBERRIES**

Every Day

**Cucumbers Cabbage Pineapples**

**"Royal Crest" Valencia Oranges**

**California and Verdelli Lemons**

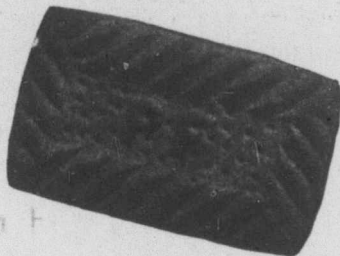
Everything the Pick of the World's  
Markets

**WHITE & CO., Limited**

Branch at Hamilton TORONTO

*Wholesale Fruit and Fish*

**Peek Frean Successes**



**P.F. Shortcake—**

Over 325,000,000 sold the first year introduced. Their taste-tempting crispness captivates the most critical, and makes steady friends. You couldn't push a more popular line.



**Panama—**

One of the newest novelties—just out. Already taking hold with marked success. Representative of the efforts Peek Frean's are continually putting forth in the production of entirely original and taking creations.



**Bourbon—**

A chocolate sandwich with the delightfully rich and pleasing flavor that won the enthusiasm of the Canadian trade. The first bite decides how well the sales go.

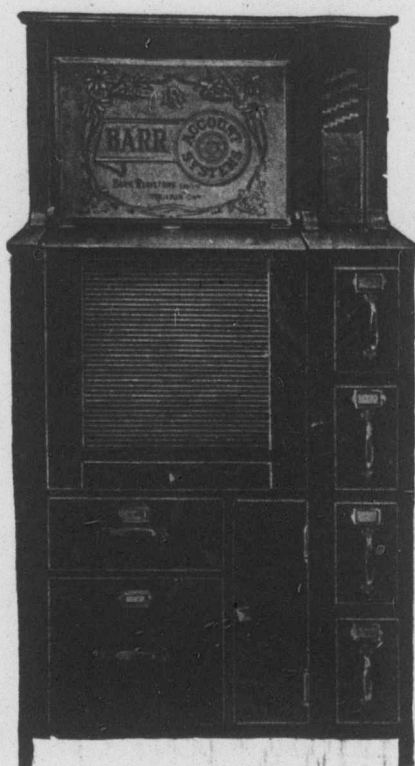
Only three—but enough to prove the wisdom of pushing the Peek Frean Lines.  
Get them on display prominently in your store.

**PEEK FREAN & CO., LIMITED, Biscuit Makers, London, Eng.**

AGENTS: BRITISH COLUMBIA—The W. H. Malkin Co., Ltd., Vancouver; ALBERTA, MANITOBA, SASKATCHEWAN—Ruttan, Alderson & Lound, Fort Garry Court, Winnipeg; ONTARIO—The Harry Horne Co., 309-311 King St. W., Toronto; OTTAWA AND EASTERN CANADA—Frank L. Benedict & Co., Read Building, Montreal.

**Stock Up To-day**





100  
to  
1000  
Accounts

## When You Turn the Key in Your Door at Night, Do You Leave Your Work *and* Worry Behind?

With the antiquated day-book and ledger, or even the more modern loose leaf ledger, your work is never done—you have always the weekly or monthly accounts hanging over your head.

It's not alone the extra work they entail but it's the worry of wondering how they are standing—if Mrs. So and So, who is a slow pay, has exceeded what you consider is the safe point, or if Mrs. Smith, who is a good customer, a good pay, but very careful about the accuracy of her account, will question certain items and cause trouble in trying to verify them.

But why—

Why not turn your key at night on your work and worry by installing the

## “Barr” Register System of Account Handling?

With the “Barr” system every account is kept posted right to the minute. When a purchase is made the customer is given a statement of her account. She knows and you know what she owes, and knowing, there are no uncertainties, surprises or disappointments.

The “Barr” System is an automatic collector, keeps your accounts in good shape and bad debts from accumulating.

It's a labor and worry saver.  
Write to-day for full particulars.

**Barr Registers, Limited**  
TRENTON, ONT.

**BOAR'S HEAD LARD COMPOUND.**  
**N. K. FAIRBANK CO., LTD.**

Tierces	0 10 1/2
Tubs, 60 lbs.	0 10 1/2
Palls, 20 lbs.	0 10 1/2
Tins, 20 lbs.	0 10 1/2
Cases, 3 lbs., 20 to case	0 11 1/2
Cases, 5 lbs., 12 to case	0 11 1/2
Cases, 10 lbs., 6 to case	0 11

F.O.B. Montreal.

**MUSTARD.**  
**COLMAN'S OR KEEN'S.**

Per doz. tins	
D. S. F., 1/4-lb.	\$ 1 50
D. S. F., 1/2-lb.	2 68
D. S. F., 1-lb.	5 36
F. D., 1/4-lb.	0 95
F. D., 1/2-lb.	1 63
Per jar	
Sam, 4-lb. jar	0 87
Durham, 1-lb. jar	0 28

**JELLY POWDERS.**  
**WHITE SWAN SPICES AND CEREALS, LTD.**

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

List Price.

**SPICES.**  
**WHITE SWAN SPICES AND CEREALS, TORONTO.**

Dredge	
Cannister 4 oz.	
Round Pkgs.	
Allspice	\$0.90 \$0.90
Arrowroot, 4 oz. tins, 85c.	
Cayenne	0.90 0.90
Celery Salt	
Celery Pepper	
Cinnamon, 1 oz. Fagots, 45c.	0.90 0.90
Cloves	0.90 0.90
Curry Powder	
Mace	
Nutmegs	0.90
“ Whole, 5c. Pkgs. 45c.	
Paprika	0.90
Pepper, Black	0.90 0.90
Pepper, White	1.10 1.10
Pastry Spice	0.90 0.90
Pickling Spice (Window front)	0.75
Dozens to case	4 4
Shipping weight, per case	10 lbs. 17 lbs.

**SOAP AND WASHING POWDERS.**  
**SNAP HAND CLEANER.**

3 dozen to box	3 60
6 dozen to box	7 20

30 days.

**RICHARDS' PURE SOAP.**  
Richards' Quick Naptha Soap. Packed 100 bars to case.

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

**FELS NAPHTHA.**  
Prices—Ontario and Quebec:  
Less than 5 cases ..... \$ 5 90  
Five cases or more ..... 4 95

**WHITE SWAN LYE.**  
Single cases, 4 doz. .... \$ 3 50  
5 case lots, 4 doz. .... 3 55  
Shipping weight 50 lbs. per case.

**THE CANADA STARCH CO., LTD., EDWARDSBURG BRANDS and BRANTFORD BRANDS.**

Laundry Starches—

Boxes.	Cents.
40 lbs., Canada Laundry	06 1/2
40 lbs., boxes Canada white gloss, 1 lb. pkg.	06 1/2
48 lbs. No. 1 white or blue, 4 lb. cartons	07 1/2
48 lbs. No. 1 white or blue, 3 lb. cartons	07 1/2
100 lbs., kegs, No. 1 white	06 1/2
200 lbs., bbls., No. 1 white	06 1/2
30 lbs., Edwardsburg silver gloss, 1 lb. chrome pkg.	07 1/2
48 lbs. silver gloss, in 6-lb.	

tin canisters	08 1/2
36 lbs., silver gloss 6-lb. draw lid boxes	08 1/2
100 lbs., kegs, silver gloss, large crystals	07 1/2
28 lbs., Benson's Satin, 1-lb. cartons, chrome label	07 1/2
40 lbs., Benson's Enamel (cold water), per case	3 00
20 lbs., Benson's Enamel (cold water), per case	1 50
Celluloid—boxes containing 45 cartons, per case	3 60
Culinary Starch.	
40 lbs. W. T. Benson & Co.'s prepared corn	07 1/2
40 lbs. Canada pure corn starch (120-lb. boxes 1/4c higher.)	06 1/2
Casco Potato Flour, 20-lb. boxes, per lb.	10

**BRANTFORD STARCH.**  
Ontario and Quebec.

Laundry Starches—  
Canada Laundry—  
Boxes about 40 lbs. .... 06  
Acme Gloss Starch—  
1-lb. cartons, boxes of 40 lbs. .... 06 1/2  
First Quality White Laundry—  
3-lb. canisters, ca. of 48 lbs. 07 1/2  
Barrels, 200 lbs. .... 06 1/2  
Kegs, 100 lbs. .... 06 1/2

**Lily White Gloss—**

1-lb. fancy carton cases 30 lbs.	07 1/2
8 in case	08
6-lb. toy trunks, lock and key, 6-lb. toy drum, with drumsticks, 8 in case	08 1/2
Kegs, extra large crystals, 100 lbs.	07 1/2

**Canadian Electric Starch—**  
Boxes, containing 40 fancy pkgs., per case ..... 3 90  
Celluloid Starches—  
Boxes containing 45 cartons, per case ..... 3 60  
Culinary Starches—  
Challenge Prepared Corn—  
1-lb. pkts., boxes of 40 lbs. 06 1/2  
Brantford Prepared Corn—  
1-lb. pkts. boxes of 40 lbs. 07 1/2  
“Crystal Maize” Corn Starch—  
1-lb. pkts., boxes of 40 lbs. 07 1/2  
(20-lb. boxes 1/4c higher than 40's)

**OCEAN MILLS, MONTREAL.**

Chinese starch, 16 oz. pack, 4 doz. per case, \$4; Ocean Corn Starch, 16 oz. pack, 4 doz. per case, \$3.60; King Corn Starch, 16 oz. pack, 4 doz. per case, \$3.12; Ocean Blanc Mange, all flavors, 8 oz. pack, 4 doz. per case, \$4; Ocean Borax, 8 oz. pack, 4 doz. per case, \$1.80; Ocean Baking Soda, 8-oz. package, 120 packages, per case, \$3; Ocean Baking Soda, 16 oz. pack, 60 pack. per case, \$3; Ocean Baking Powder, 1 lb. pack, 3 doz. per case, \$6.75; Ocean Baking Powder, 8 oz. pack, 6 doz. per case, \$6.50; Ocean Baking Powder, 4 oz. pack, 4 doz. per case, \$3; Ocean Baking Powder, 3 oz. pack, 4 doz. per case, \$1.60; Ocean Baking Powder, 5 lb. tin, 10 tins per case, \$7.50; Chinese Washing Powder, 8 oz., 120 pack. per case, \$4.25; retail at 5c per doz., 45c; Ocean Extracts, all flavors, 2 oz., 6 doz. per case, \$6; Ocean Mustard (French Mustard, quart size, 2 doz. per case, \$4.80; Ocean Mustard (French Mustard), pint size, 2 doz. per case, \$4; Ocean Liquid Blue, pint bottles, 2 doz. per case, \$1.80; Petrolatum, 2 oz. jars, 12 doz. per case, \$5.40; Petrolatum, 5 oz. jars, 6 doz. per case, \$5.40; Ocean Cough Syrup, 8 oz. bottle, 3 doz. per case, \$7.20.

In buying  
**KETCHUP**

remember Upton's give 125 per cent. of ketchup value for your dollar.

**Try It and See**

It is packed in standard packages at popular prices. Get it from your jobber or write us if he cannot supply you.

**The T. Upton Co., Limited**  
ST. CATHARINES

**STRAWBERRIES**

Let us have a regular standing order from you. We guarantee satisfaction.

**PINEAPPLES**

Season getting along. Fresh supplies every day. Send along your orders.

**ORANGES**

California Late Valencias California Navels  
GOLDEN ORANGE BRAND

**TOMATOES, NEW POTATOES, WAX and GREEN BEANS**

**BANANAS, LEMONS, CABBAGE**

"THE HOUSE OF QUALITY"

**HUGH WALKER & SON**  
GUELPH and NORTH BAY

Our  
**Tiger** (50 cent line)  
**Brooms**

are superfine carpet BROOMS on polished handles. Offer them to your customers and secure business that stays. Splendid value in 35c, 40c, 50c, 60c lines. Try a sample shipment and be satisfied.

We make **Factory Brooms.**

**Walter Woods & Co.**  
HAMILTON

LIKE FLOUR OR SUGAR

You have a speedy selling staple in

*Parowax*

Housewives demand it because they know it has no equal for sealing preserves. When they think of sealing they think of Parowax.

Parowax is also largely used in the wash boiler, loosening dirt and grease quickly, without hand rubbing.

We are advertising Parowax in magazines and newspapers throughout Canada this year. Be ready for your customers when they ask for it.

Put up in ¼-lb. cakes, 4 cakes in a carton, 20, 40 and 100 cartons to a case.



MADE IN CANADA

THE IMPERIAL OIL COMPANY  
Limited

BRANCHES IN ALL CITIES



A delightful change from the continual breakfast of Bacon and Eggs—

Yes, she'll surely appreciate your suggestion if you make it Brunswick Brand. Most housewives know the appetizing goodness of

# Brunswick Brand Sea Foods

for luncheon or dinner. But for breakfast—well, now, that IS a capital suggestion.

Why not mention it to your customers to-day? There are no more wholesome and nourishing fish in the world than those selected specially for Brunswick Brand. There are no better sanitary facilities for packing them than in our up-to-the-minute, pure food plant. There are various ways of serving each brand that will easily take away the monotony of everyday "bacon and eggs."

Check off the brands most suited to your trade and get your wholesaler to supply you to-day.

- |                                      |                   |
|--------------------------------------|-------------------|
| 1/4 Oil Sardines                     | Kipperd Herring   |
| 3/4 Mustard Sardines                 | Herring in Tomato |
| Finnan Haddies (oval and round tins) | Sauce             |
|                                      | Clams             |
|                                      | Scallops          |

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



**COW BRAND BAKING SODA**

In boxes only.  
Packed as follows:  
5c packages (96) ..... \$ 3 20  
1 lb. packages (60) ..... 3 20  
1/2 lb. packages (120) .... 3 40  
1 lb. 30 } Packages, Mixed 3 30  
1/2 lb. 60 }

**SYRUP.**  
**THE CANADA STARCH CO., LTD., CROWN BRAND CORN SYRUP.**

2-lb. tins, 2 doz. in case ... \$2 65  
5-lb. tins, 1 doz. in case .... 3 00  
10-lb. tins, 1/2 doz. in case... 2 90  
20-lb. tins, 1/4 doz. in case... 2 85  
Barrels, 700 lbs. .... 3 1/2  
Half barrels, 350 lbs. .... 4  
Quarter barrels, 175 lbs. .... 4 1/2  
Pails, 38 1/2 lbs. .... 1 95  
Pails, 25 lbs. each ..... 1 40

**LILY WHITE CORN SYRUP.**  
2-lb. tins, 2 doz. in case ... 3 00  
5-lb. tins, 1 doz. in case ... 3 35  
10-lb. tins, 1/2 doz. in case.. 3 25  
20-lb. tins, 1/4 doz. in case.. 3 20  
(5, 10 and 20-lb. tins have wire handles.)

**ST. LAWRENCE SUGAR REFG. CO.**  
Crystal Diamond Brand Cane Syrup.  
2-lb. tins, 2 doz. in case... \$2 65  
Barrels ..... 0 63 1/2  
1/2 barrels ..... 0 04

**CANNED HADDIES, "THISTLE" BRAND.**  
A. P. TIPPET & CO., Agents.  
Cases, 4 doz. each, flats, per case ..... \$5 40  
Cases, 4 doz. each, ovals, per case ..... 5 40

**INFANTS' FOOD.**  
Robinson's patent barley, 1/2 lb. tins, \$1.25; 1-lb. tins, \$2.25; Robinson's patent groats, 1/2-lb. tins, \$1.25; 1-lb. tins, \$2.25.

**BEAVER BRAND CORN AND MAPLE SYRUP.**  
Quart tins (wine measure), 2 doz. in case, per case... 4 70

**MOLASSES.**  
**THE DOMINION MOLASSES COMPANY, LTD.**  
Gingerbread Brand.  
2s, Tins, 2 doz. to case.  
Quebec, per case ..... \$1 85  
Ontario, per case ..... 1 90  
Manitoba, per case ..... 2 30  
Saskatchewan, per case ..... 2 60  
Alberta, per case ..... 2 70

**DOMOLCO BRAND.**  
2s, Tins, 2 doz. to case.  
Quebec and Ontario, per case 2 95  
Manitoba, per case ..... 3 40  
Saskatchewan, per case ..... 3 65  
Alberta, per case ... 3 75  
British Columbia, per case. 2 40  
British Columbia, per case. 3 85

**SAUCES.**  
**PATERSON'S WORCESTER SAUCE.**  
1/2-pint bottles, 3 and 6 doz. cases, doz. .... 0 90  
Pint bottles, 3 doz. cases, doz. .... 1 75

**H. P.**  
H. P. Sauce— Per doz.  
Cases of 3 dozen ..... 1 90  
H. P. Pickles—  
Cases of 2 doz. pints ..... 3 25  
Cases of 3 doz., 1/4 pints .. 2 20

**STOVE POLISH.**  
**JAMES DOME BLACK LEAD.**  
2a size, gross ..... 2 50  
6a size, gross ..... 2 40

**NUCKET POLISHES.**  
Doz.  
Polish, Black and Tan .... 0 65  
Metal Outfits, Black and Tan 3 05  
Card Outfits, Black and Tan 3 25  
Creams and White Cleanser 1 10

**TEAS.**  
**THE SALADA TEA CO.**  
East of Winnipeg.  
Whole-sale. R't'l.  
Brown Label, 1s and 1/2s .33 .40  
Blue Label, 1s, 1/2s, 3/4s .40 .50  
Red Label, 1s and 1/2s. .46 .60  
Gold Label, 1/2s ..... .54 .70

**ORANGE MARMALADE.**  
"BANNER BRAND" PURE FRUIT PRODUCTS.  
**JAMS AND JELLIES.**  
2's ..... \$ 2 15  
4's ..... 0 35  
5's ..... 0 42  
7's ..... 0 60  
30's, wood ..... 0 65  
12-oz. glass jar ..... 1 15  
Tumbler, glass ..... 0 95

**MARMALADE.**  
2's, per doz. .... \$ 2 30  
4's, per pall ..... 0 40  
5's, per pall ..... 0 45  
7's, per pall ..... 0 65  
30's, wood, lb. .... 0 65  
12-oz. glass jar, doz. .... 1 20  
Tumbler, glass, doz. .... 1 00  
Prices subject to change without notice.

**MINTO BROS., Limited,**  
Toronto.  
We pack in 60 and 100-lb. cases  
All delivered prices.

**MELAGAMA TEA.**  
Whol. Ret.  
Red Label, 1s or 1/2s 0 20 0 35  
Green Label, 1s, 1/2s, 3/4s ..... 0 32 0 40  
Blue Label, 1s, 1/2s, 3/4s ..... 0 37 0 50  
Yellow Label, 1s, 1/2s, 3/4s ..... 0 42 0 60  
Purple Label, 1/2s only ..... 0 55 0 60  
Gold Label, 1/2s only. 0 70 1 00

**MINTO TEA.**  
Whol. Ret.  
Green Bag ..... 0 20 0 35  
Red Bag ..... 0 32 0 40  
Yellow Bag ..... 0 37 0 50  
Purple Bag ... 0 42 0 60

**YEAST.**  
White Swan Yeast Cakes, per case, 3 doz. 5c pks... 1 20

**IMPERIAL TOBACCO CO. OF CANADA, LIMITED, EMPIRE BRANCH.**

Black Watch, 8s, butts 9 lbs., boxes 6 lbs. .... \$0 60  
Bobs, 6s and 12s, 12 and 6 lbs. .... 0 46  
Currency Bars, 12s, 1/2 butts, 12 lbs., boxes 6 lbs. .... 0 46  
Currency, 6s, 1/2 butts, 9 lbs. 0 46  
Stag Bars, 6 1/2s, butts, 11 lbs., boxes 5 1/2 lbs. .... 0 48  
Walnut Bars, 8 1/2s, boxes 7 lbs. .... 0 64  
Pay Roll, thick bars, 8 1/2s, 6 lb. boxes ..... 0 68  
Pay Roll, thin bars, 8 1/2s, 5 lb. boxes ..... 0 68  
Pay Roll, plug, 8 1/2s, 12 and 7 lb. caddies ..... 0 68  
Shamrock, plug, 7 1/2s, 1/2 butts, 12 lbs., boxes 6 lbs. 0 57  
Empire, 7s and 14s, caddies 15 lbs., 1/4 caddies, 6 lbs. 0 56  
Great West, pouches, 9s ... 0 72  
Forest and Stream, tins, 11s, 2 lb. cartons ..... 0 80

The "Old Pipe" will tingle with a new joy when filled with Tuckett's Orinoco

A cool smoke?—well, the evidence is in the pipe—get your smoker friends to try it out and go by their verdict.

The true merits of Tuckett's Orinoco is in the fine quality Virginia leaf, which is properly cured, giving it that friend-making fragrance and non-biting quality which means big business.

There are three Tuckett lines you should sell—"Tuckett's Orinoco," "Tuckett's Myrtle Cut," and "Tuckett's Our Seal."

*Your wholesaler has them.*

**TUCKETT LIMITED**

Hamilton, Ontario



**Note This**

Mr. Grocer,—The Niagara Fruit Growers are running this bulletin.

**Strawberry Bulletin**

This is to notify the housewife that Niagara Peninsula-grown strawberries are ready now. See your grocer for your wants. **THE WILLIAMS IS THE BEST FOR CANNING.** Place orders immediately with your grocer.

250 newspapers to help you sell fruit. See your customers and rush your orders for Niagara Peninsula grown fruits.

Daily arrivals of fine, fresh, frozen

**Lake Trout and Herring**

also Pickled Herring. Just the thing for deliciously appetizing and economical meals. Big margin for the dealer.

¶ Only few hundred barrels Georgian Bay Apples left. Rush your order through—NOW.

**Lemon Bros.**

Owen Sound, Ont.

**"St. Nicholas" Verdelli Lemons are here**

TRACUZZI says:

"My 'St. Nicholas' are very fine—the best grown in all our gardens."

**Ask your Jobber for "St. Nicholas"**

If your jobber hasn't got "St. Nicholas," write me. I'll tell you who has.

**J. J. McCabe**

AGENT

**Toronto**

# Buyers' Guide

WRITE TO  
10 Garfield Chambers, Belfast, Ireland.  
for Sample Copy of the  
**Irish Grocer, Drug, Provision and  
General Trades' Journal**  
If you are interested in Irish trade.

We are buyers of evaporated and  
farmers' dried apples. Prices and  
tags on application.  
**O. E. Robinson & Co.**  
Ingersoll Ontario

**ASSIGNEES AGENTS, LIMITED**  
154 Simcoe Street, TORONTO  
Assignments—Collections.  
Book-debts are money in the other  
man's pocket. We are good collectors  
of past due accounts—consult us—  
charges moderate.  
Phone Adel. 919.

**CHIVER'S**  
**JAMS—JELLIES—MARMALADE**  
Are guaranteed absolutely pure and of the  
highest quality.  
Send us your orders.  
Agents:  
**Frank L. Benedict & Co., Montreal**

**EGG FILLERS**  
Our capacity is three times the total  
Filler requirements of Canada.  
**PROMPT DELIVERIES**  
by us are therefore certain.  
**THE TRENT MFG. CO., LTD.**  
TRENTON, ONTARIO, CANADA

**ST. MARC COFFEE**  
Gives all users entire  
satisfaction.  
**AUGUSTIN COMTE & CO., LTD.**  
725 Notre Dame E. Montreal

Write us for New Price List of  
**WINDSOR SALT**  
**TORONTO SALT WORKS**  
TORONTO, ONT. GEO. J. CLIFF, Manager



## TANGLEFOOT



The Non-Poisonous Fly Destroyer

Destroys Billions of Flies every year—vastly more  
than all other means combined. Absolutely Sanitary.

### KEEP POSTED ON SUGAR

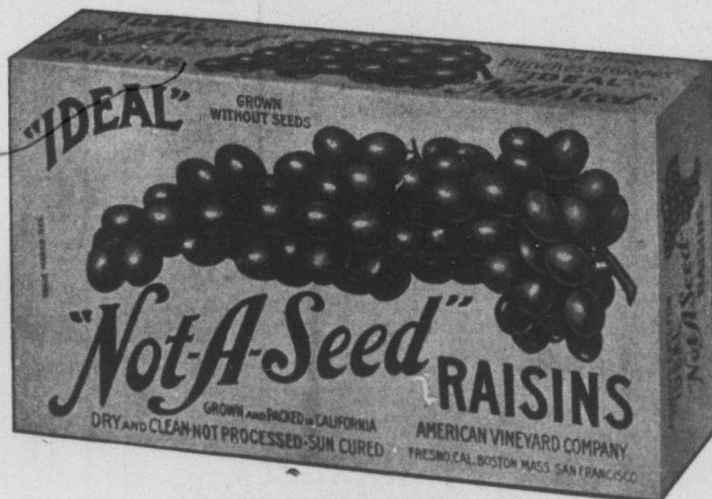
Having been identified with Sugar for the past thirty years, and being in constant  
touch with all sections of this country and foreign markets, we are in the best possible  
position to keep you posted by mail and wire of any actual or contemplated changes  
and general gossip of the markets. Some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

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

The  
**Condensed Ad.**  
page  
will interest you

More than five  
million families  
annually testify to  
their superiority.

For twenty years  
the standard of  
clean, wholesome,  
natural, sun-cured,  
seedless raisins.



May be purchased  
from any wholesale  
grocer in Canada.

Canadian Agents:  
**Nicholson & Bain,**  
Winnipeg, Edmonton,  
Saskatoon, Regina.

**Eugene Moore,**  
Toronto.

**Universal Importing  
Company,**  
Montreal.

11 x 22 six-color display card  
mailed on application.

Always sold in this package.

**AMERICAN VINEYARD COMPANY, Growers and Packers**

## CANADIAN GROCER

### CLASSIFIED ADVERTISING

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

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

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

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

#### FOR SALE

**FOR SALE—ECONOMY TIERING MACHINE** for handling and piling of heavy cases. Box 96, Canadian Grocer, Toronto.

**TWO BOWSER SELF-MEASURING OIL** tanks, enclosed in cabinet; nearly new; capacity 50 gals. each; sacrifice for quick sale. Box 95, Canadian Grocer, Toronto.

**FOR SALE—GENERAL STORE SITUATED** 21 miles west of London. Turnover \$15,000.00. Stock \$5,500.00. Good opening for energetic man. Will sell or lease store. Proprietor wishes to retire. Write to Box 87, Canadian Grocer, Toronto, Ont. 61115

**GROCERY AND PROVISION BUSINESS FOR** sale in thriving Ontario town. Well established; good location. Stock about \$3,500. Turnover \$22,500 a year. Write Box 92, Canadian Grocer, Toronto.

**GROCERY STOCK AND FIXTURES—ALSO** up-to-date Ice Cream Parlor in connector. Busy season now on. Good live town. Low rental. Favorable lease. Owner retiring from grocery business. \$1,000 more or less takes everything. Good snap. Box 94, Canadian Grocer, Toronto.

#### WANTED

**WANTED—GOOD MANUFACTURERS' LINES** to establish agency and handle on the road—Maritime Provinces. Write with full particulars. Box 93, Canadian Grocer, Toronto

**TEA SALESMAN — HIGH GRADE, FOR** larger trade; Michigan and Indiana. This is a splendid opportunity for permanent, profitable position. Address Milford Slipes (Sales Mgr.), 321 Ash St., Detroit, Mich.

**GROCERY TRAVELER WANTED WEST OF** Hamilton. Mr. Murrell is going to the war; wanted a first-class experienced man to take his place. Apply Geo. E. Bristol & Co., Hamilton.

**WANTED—EXPERIENCED MAN TO** install and take charge of manufacturing department for spices, extracts, baking powder, jelly powders, olives and other grocery specialties. Apply by letter, stating age, experience and salary required to W. H. Malkin Co., Limited, Wholesale Grocers, Vancouver, British Columbia.

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

**EXPERIENCED SALESMAN OPEN FOR** situation as agent or manager of branch in grocers' specialties, etc., for Maritime Provinces. Good traveller and salesman. Understands clerical work. Willing to accept moderate salary until ability proved. Good references. Address J. H., Post Office Box 3009, Montreal.

#### DO YOU NEED HIM?

THE ADVERTISER IS EARNESTLY SEEKING an opening where real and practical executive knowledge will meet with the appreciation it deserves. He is a Scotsman, thirty-one years of age, of good appearance and address, with fourteen years' experience of the very best class grocery business. Having followed this business in four different countries, it has given him an insight into methods and systems which may be said to be unique. Possessed of a natural aptitude for salesmanship and organizing, he has always been successful, in so far as advancement of results are concerned. Last position held was that of assistant advertising manager in America's finest grocery establishment (fact). Will be glad to communicate with wholesale

for manufacturing concerns in need of a capable correspondent. "Opportunity" of more importance than initial salary. Address: Honorable, Canadian Grocer.

**WANTED — A POSITION AS GROCERY** clerk. Good experience and references. Address H. A. Coolidge, Box 663, Smith's Falls.

**WANTED — COMMISSION BROKERS IN** grocers' sundries calling on wholesale and retail trade desire additional lines for British Columbia. Best of references furnished. Halliday & Thomson, 500 North-West Trust Bldg., Vancouver, B.C.

**WANTED — GROCERY SALESMAN FOR** country trip. Experienced man with connection preferred, or would consider young, energetic grocery clerk. Box 97, Canadian Grocer, Toronto.

#### MISCELLANEOUS

THE NATIONAL CASH REGISTER COMPANY guarantee to sell a better register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 285 Yonge St., Toronto.

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

**CASH FOR WASTE PAPER—YOU WILL** receive the highest price if you use a Climax Steel "Fireproof" Baler. Full particulars, Climax Baler Co., Hamilton, Ont.

### NOW IT'S TIME

to suggest

#### MAPLEINE

—delicious flavor for ices, punches, summer desserts.

Order from

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

Mason & Hickey  
287 Stanley St., Winnipeg, Man.

CRESCENT MFG. CO.  
SEATTLE, WASH.



**OAKLEY'S**  
**KNIFE**  
**POLISH**



JOHN OAKLEY & SONS, LIMITED,  
LONDON, ENGLAND.

AGENTS

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

### ALLISON COUPON BOOKS

Minimize the Risk of Loss on Credit Accounts and bring in the money quicker—two mighty good arguments. Installing the Allison Coupon Book System in a store that has credit gives the same result as adding more capital to the business—and Allison Coupon Books cost almost nothing.

#### HOW THEY WORK:

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



For sale by the jobbing trade everywhere.

Manufactured by  
**ALLISON COUPON COMPANY**  
Indianapolis, Indiana, U.S.A.

### A SEED DEPARTMENT

will add to your profits

*Kelway Langport*  
*England*

grow and sell

**SEEDS OF ALL KINDS**

for Traders

Write to the actual wholesale growers for rock-bottom prices and illustrated catalogue.

Buy well ahead to secure  
**LOWEST PRICES.**

**WRITE TO-DAY**

### Advertising

"Advertising is the education of the public as to who you are, where you are, and what you have to offer in the way of skill, talent or commodity. The only man who should not advertise is the man who has nothing to offer the world in the way of commodity or service."—*Elbert Hubbard.*

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

A Chance for You to Make Money

**“VICTORIA” PURE SPICES**

In Handy Combination Sifter and Pouring Top Tins  
Retailing at 10c.

SPECIAL OFFER FOR ONE MONTH

Price per gross	-	\$10.80
2 doz. Free	-	1.80
Your cost, 75c. doz.	\$	9.00 gross

ASSORTMENT

Allspice	Black Pepper	Cassia	White Pepper
Cloves	Curry Powder	Pastry Spice	Grd. Pickling Spice
Cayenne	Tumeric	Celery Salt	Celery Pepper
Nutmegs	Also whole mixed Pickling Spice in 10c. pkgs.		

Herbs, Sage, Mint, Thyme and Savory may be included in the free deal.  
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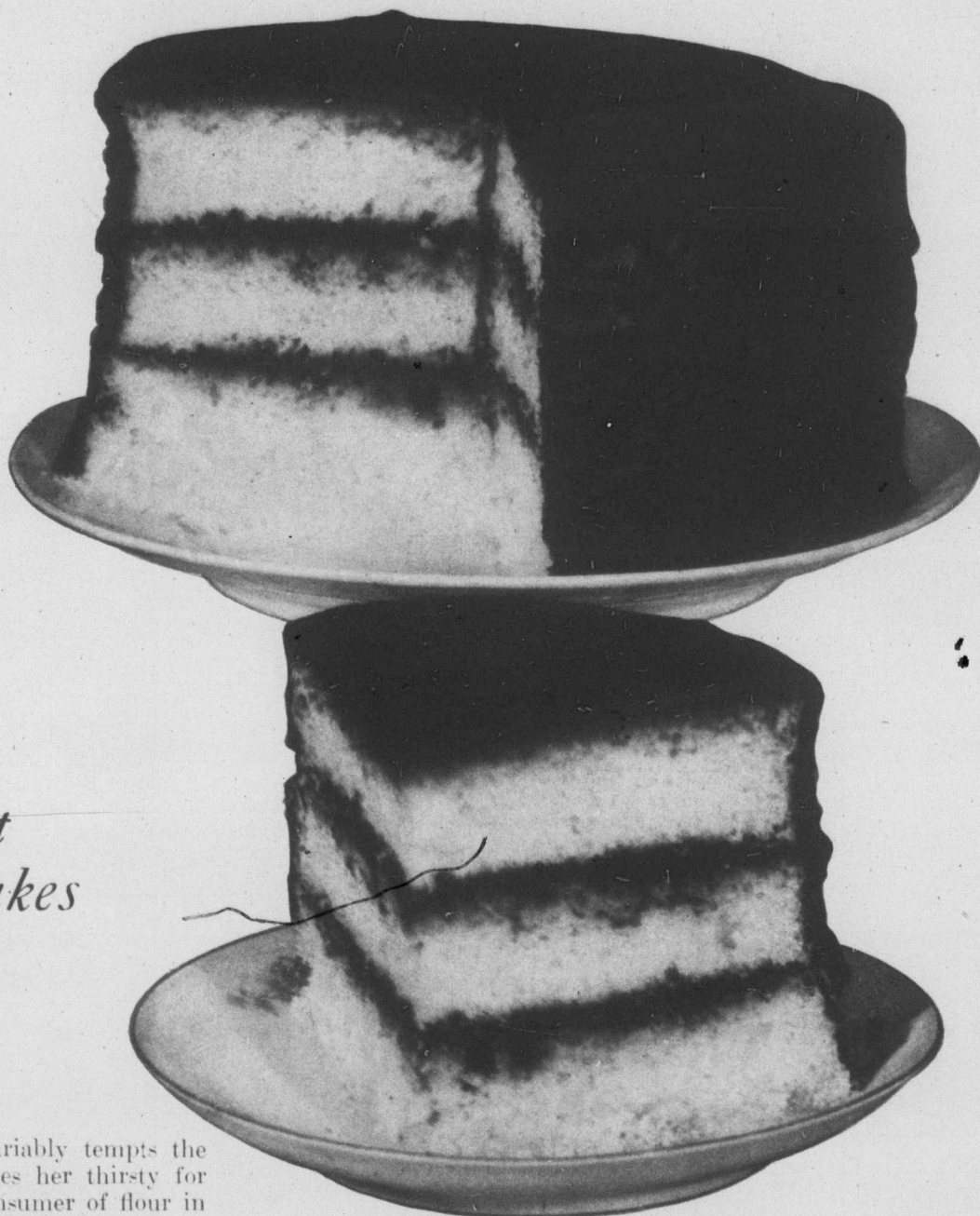


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