

In This Issue—Co-operative Store Failures

CANADIAN GROCER

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

Vol. XXX

PUBLICATION OFFICE: TORONTO, JUNE 23rd, 1916

No. 25

Welch's

GET ALL THE PROFIT FROM WELCH'S



To get all the profit from Welch's handle it exclusively. Don't tie up your capital in a stock of an unknown or little known brand and thereby lower your net on Welch's.

Welch's is all you need. It satisfies every demand. In fact, it takes time and work to sell most folks anything else—because Welch's is standard and known.

So, why risk displeasing a customer, and why increase your sales effort to sell the unknown brand when Welch's sells itself?

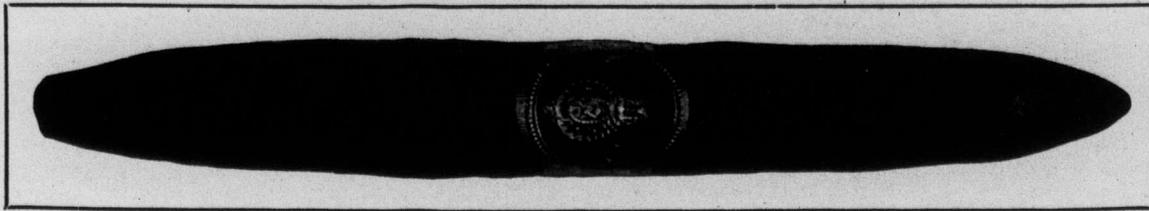
Sold by Leading Jobbers.

THE WELCH CO., LIMITED
ST. CATHARINES, ONTARIO

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

CANADIAN GROCER

ORLANDO



(INVINCIBLE)

The above cut is a life-size likeness of a line of goods which should be added to your trade without delay.

The ORLANDO (Invincible) is a cigar that will help you in your endeavour to make the cigar line one of your principal money-getters from now on.

This is the Grocer's Opportunity.

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



Oldest and Largest Manufacturers of Shoe Polishes in the World

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

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

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

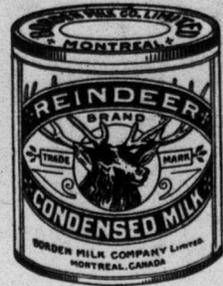
"DANDY" RUSSET COMBINATION. For cleaning and polishing all kinds of russet, brown or yellow boots, shoes, saddles, bridles, etc. Retails 25c. "Star" russet combination (10c size). Russet, Brown and Ox Blood Pastes (5 sizes of each color).

"ELITE" BLACK COMBINATION. For those who take pride in having their shoes look A1. Restores color and lustre to all black shoes. Retails 25c. **"BABY ELITE" COMBINATION** (10c size.) **"ELITE" PASTE** in 5 sizes.

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

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

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



It pays to feature Borden's during the summer months because

Borden's Milk Products serve all purposes of fresh milk, are not affected by summer heat, and are always fresh and ready for instant use.

The fresh milk problem is very often a difficulty with cottagers, campers and picnickers. In just such cases the suitability of the Borden lines can hardly be over-estimated and this is the big reason why heavy summer sales are the rule where these popular milk products are featured.

Not only are the immediate profits worth while, but the increased customer-satisfaction that Borden's produce means a great deal to the dealer in steady, year-round sales.

You can get your share of this big business by keeping Borden's Milk Products well displayed in windows and on sales counter.

Order a trial supply and begin to-day.



Borden Milk Company Limited

"LEADERS OF QUALITY"
MONTREAL

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



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

WAGSTAFFES'

New Season's Strawberry
Jam 1916

now ready for
delivery

.....

This Strawberry Jam
of Wagstaffes' is
always de luxe.

.....



*Mr. Grocer, order from your
wholesaler.*

WAGSTAFFE LIMITED
HAMILTON, CANADA

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

The sugar that gives satisfaction St. Lawrence



Granulated

100% pure cane.

This is preserving Season.

It's Best to Carry a Complete Line

of one *good* brand. You may find a big call for one or more articles in a line and, using them as a lever, you can often change your trade from a scattering of trade-marked goods to one complete, established line. This method not only makes your stock easier to handle, but gives you a better

profit. Those who have stocked Gold Standard Food Products have found the entire line as listed below very profitable and all up to the standard of quality demanded by exacting purchasers. Will you write us for information?

THE CODVILLE COMPANY, LIMITED

Winnipeg

Brandon

Moose Jaw

Saskatoon



A partial list of our lines:

Jelly Powder, Ammonia, Teas, Baking Soda, Baking Powder, Cream of Tartar, Prepared Puddings, Salad Dressing Powder, Liquid Salad Dressing, Icing Sugar, Prepared Cake Icings, Olives, Prepared Mustards, Celery Salt, Spices, Herbs.

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

All They Want to Know is— Does He Sell Shirriff's

The highest class vanilla extract of all is made from the Mexican bean—and Shirriff's use nothing but the highest grade of it.

The finest extract of all is that made by a process covering many months.



Shirriff's True Vanilla

is made by a secret process which takes not less than a whole year to complete. And it is 50 per cent. stronger than the government standard. That is why we can so heartily guarantee Shirriff's.

That accounts too for the universal preference for Shirriff's, wherever it is once tried out.

When you are not asked for it, you need sell it but once—then it takes care of itself, and your profits begin mounting up. Just let them know you have it.

If you are not yet prepared to meet the demand for Shirriff's you cannot provide a case too soon. Write for particulars.

IMPERIAL EXTRACT CO., TORONTO



It's a leader and it's Canadian-made

as are all the milk products that we make. Our lines have "made good" in every community, because their quality is unsurpassed and they sell at the right price.

Stock Malcolm Condensing Co.'s lines for tip-top customer satisfaction.

Compare our prices.



The Malcolm Condensing Co.
LIMITED
ST. GEORGE, ONTARIO

CONCORD ANNING O.

We guarantee

- 1 That all Sardines bearing our name as packers are packed from the finest autumn caught fish.
- 2 That fresh caught fish only are used in our canneries
- 3 That the Olive Oil or Tomato Sauce used are of guaranteed purity and of the finest quality obtainable
- 4 That we use the greatest care and cleanliness in the packing

CONCORD ANNING O.

We ask the consumer kindly to write us if dissatisfied.

The above is an exact reproduction of our guarantee appearing on every tin of

Concord Norwegian Sardines

Their delicate and distinctive flavor is much appreciated by those who know what is good, and the steadily increasing demand for this brand makes it necessary for you to handle them.

They leave a good profit for the retailer. See to your stocks.

List of Agents:

R. S. McINDOE, Toronto.
WATSON & TRUESDALE, Winnipeg.
MARITIME FISH CORPORATION, LTD.,
4 St. Nicholas Bldg., Montreal.
W. A. SIMONDS, St. John, N.B.
H. C. JANION, Vancouver, B.C.

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

Talk Beans to Your Customer— There's Money In It For You—

White Beans to-day cost the consumer almost 12c. per b.—raw. Soak them overnight—drain—par-boil—add pork—sugar—pepper—salt—molasses and place in a pot in the oven and bake for four hours and you have—Baked Beans.

Sell your customers a Can of Aylmer Canning Co. Beans and the process reduces itself to "Heating the Can for a few minutes and serving while Hot." "Every bean done to a turn."

You will make a sale—you will please a customer—you will boost Canadian Manufactured Goods.



Plain, or with Tomato or Chili Sauce

Write for prices, terms, etc.

Dominion Cannery, Limited
Hamilton, Canada

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

Trade Mark Number—Next Week

Important Notice to Advertisers

The issue of June 30—next week—will be our First Annual Trade Mark Number. It will be devoted to Trade Marks, Brands, Labels and Advertising Slogans.

Editorial Features

The experiences of grocers in selling branded lines will be one of the editorial features. You will realize that one grocer will naturally be interested in the opinion and experiences of others regarding Trade Mark goods. There will be an interesting story on the law regarding Trade Marks, their registration, infringements, etc. Another article will deal with Trade Marks that have become famous. Another with window displays of branded lines.

Unusual Opportunity for Advertisers

Altogether the unusual prominence given to Trade Marks and Branded Goods in this issue of June 30, will tend to focus the attention of wholesalers and retailers upon any announcement you make as to yours, its origin, significance and character.

Prepare copy for this number that will display prominently your Trade Mark, Labels and Advertising Slogan, so that readers of The Canadian Grocer may remember them for months to come. Send cut of your Trade Mark, along with the copy, so that all the matter for a good advertisement may reach us before forms close 27th June.

Remember the grocery trade will be greatly interested in this number, especially as many clerks have enlisted and new clerks are not familiar with trade marks, labels and slogans, nor for what they stand. Do not let your house be overlooked in this issue, the first of its kind ever published by The Canadian Grocer. Usual rates.

BE IN THE TRADE MARK NUMBER, NEXT WEEK.

Selling Power



to a tradesman is one of the most important attributes of the goods he buys.

CLARK'S PORK AND BEANS

have the quality that satisfies, have the name that guarantees and have the popularity which makes sure sales.



ORDER NOW.

W. CLARK, Limited, Montreal



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



Your surest guarantee

of steady, profitable sales is the enthusiasm of the housewife for

BRUNSWICK BRAND SEA FOODS

The delicious, satisfying flavor of these wholesome sea foods wins the esteem of the most fastidious, turning first sales into profit-building, repeat business.

A window display of Brunswick Brand will quickly turn the tide of heavy sales your way.

What Brunswick Brand lines do you require? Look down the following list and see how many of them you require to-day:

- ¼ Oil Sardines
- Kippered Herring
- Herring in Tomato Sauce
- Finnan Haddies
- (Oval and Round Tins)
- Clams

Connors Bros.,
Limited

Black's Harbor, N.B.



FOR EVERY HOUSEHOLD USE

From a scrubbing brush to a whisk, we can offer you every kind you care to sell—and every one is a trade winner in

The "KEYSTONE" Line of BROOMS and BRUSHES

But there is only one quality in all "Keystone" Brand Brushes—the kind that brings customers back to your store.

Write for prices, etc.

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

Get prices and information about the "Nugget" Broom and the rest of the famous Keystone Brand Brooms and Brushes.

Keep Wonderful Soap constantly before your customers' notice.

Every housewife will appreciate the wonderful cleaning properties of this Canadian-made Soap.

Wonderful Soap is absolutely pure and is guaranteed not to injure the most delicate fabric or the most tender skin.

Make up a good display now and recommend it to your very best patrons.

Guelph Soap Co.
Guelph, Ontario



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

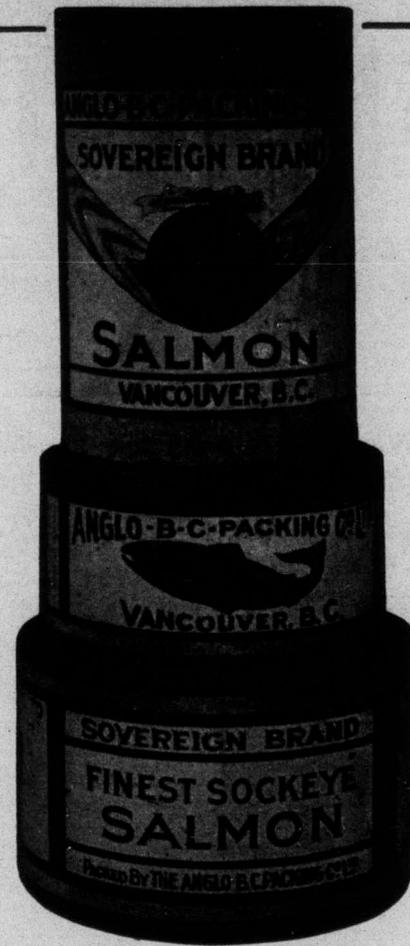


**The Canadian Salt
Without a Fault**

If you wish to impress on a customer the fact that some one article in your store is pure, you can't make a stronger comparison than to say, "It is as pure as Windsor Salt."

Windsor Salt has probably been used in her home, for years.

**Windsor
Table
Salt**
Made in Canada
THE CANADIAN SALT CO. LIMITED



**In your Locality
are many**

Dogs and Cage Birds

Your customers must have FOOD for them. It is to your interest as well as that of your customers and their pets, that you should regularly stock

**SPRATT'S
DOG CAKES,
Puppy Biscuits
and
Packet BIRD SEEDS.**

The name SPRATT'S is a guarantee of quality and reliability. It will help you to keep old customers and attract new ones.

SPRATT'S Depôts in CANADA are:—
MONTREAL—F. HUGHES & Co., 109, Place d'Youville.
VANCOUVER, B.C.—LONDON GROCERY Co., Ltd., Granville Street.

Direct Correspondence invited:—
SPRATT'S PATENT Ltd., 24-25, Fenchurch Street, London, England.
S 46

When customers ask for "Blue," or "Washing Blue," or "Laundry Blue" give

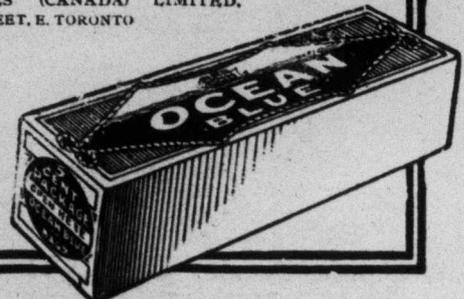
**OCEAN
BLUE**

and you will be on the safe side. They cannot buy, and you cannot sell, a better.

Order from your Wholesaler.

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

Western Agents:
For Manitoba,
O. F. Lightcap,
179, Bannockburn
Av. E., Winnipeg.
For British Col.
and Yukon:
Creeden & Avery
Rooms 5 and 6,
Jones Block 427,
Hastings Street,
West Vancouver.



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

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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

ONTARIO

MACKENZIE & MORRIS LIMITED BROKERS

Groceries, Provisions and Produce
C.P.R. Building, TORONTO

W. G. A. LAMBE & CO. TORONTO

Established 1885

SUGARS FRUITS

W. G. PATRICK & CO.

Limited

Manufacturers' Agents
and Importers

51-53 Wellington St. W., Toronto

Maclure & Langley, Limited

Manufacturers Agents

Grocers, Confectioners
and Drug Specialties

12 FRONT STREET EAST TORONTO

Can quote you low prices on evaporated apples and gallon apples, both first-class quality, subject to market changing, ex Toronto.

W. H. Millman & Sons

Wholesale Grocery Brokers

Toronto Ontario

MEN WITH SALES ABILITY.

We have a few desirable openings for men of this type to call on Grocers in connection with Star Egg Carriers and Trays. 63% of the grocers of the country are already using Star Equipment. To men with proven selling ability we can offer an exceedingly interesting proposition.

For particulars, apply

STAR EGG CARRIER & TRAY
MFG. COMPANY

1113 JAY STREET ROCHESTER, N.Y.

Mann, Laurie & Co.

78 King St., London, Ont.

Quality provisions and produce.

Write or phone.

If you want the market on NEW BRUNSWICK POTATOES

Wire or phone

HARRY WEBB, TORONTO

We specialize on potatoes, have warehouses at all buying points in the potato belt. Cars always loaded. New Brunswick, Montreal, Toronto, waiting orders.

Established 1859

GEO. STANWAY & CO.

29 Wellington St. East, - TORONTO

Agents for "Horseshoe," "Tiger" and "Sunflower" Salmon. Fred. L. Myers & Son, West Indian Products. Furuya & Nishimura, Japan Teas.

WESTERN PROVINCES

H. P. PENNOCK & CO., Limited

Wholesale Grocery Brokers
and Manufacturers' Agents.

WINNIPEG REGINA

We solicit accounts of large and progressive manufacturers wanting live representatives.

O. F. LIGHTCAP

Wholesale Grocery Broker and Manufacturers' Agent. Domestic and Foreign Agencies Solicited.

O. F. LIGHTCAP,
179 Bannatyne Ave. - Winnipeg, Man.

British firm having a large connection among best buyers in Great Britain invites correspondence and offers from

Shippers and Packers of
Pork, Frozen and other
Meats, Dairy Produce,
Canned Goods, etc.

CIF, FOB, and landed terms.
Advances against consignments.
References exchanged.

WM. THOMAS & CO.

General Provision Commission Merchants
and Brokers

29 Tooley Street, London, Eng.

Telegraphic and Cable Address:—Prodalros. Tooley
London, A.B.C. Code, 5th Edition.

WATSON & TRUESDALE

Wholesale Commission Brokers and
Manufacturers' Agents

120 Lombard Street

WINNIPEG MAN.

Domestic and Foreign Agencies
Solicited.

THE H. L. PERRY CO.

214-216 Princess Street, Winnipeg

We can make a success of your Agency. Our STORAGE, DISTRIBUTING and FORWARDING facilities are unexcelled.

Correspondence solicited.
"Always on the Job."

MARITIME PROVINCES.

J. N. COCHRAN

Manufacturers' Agent and Grocery
Broker

FREDERICTON, N.B.

I have a connection with both wholesale and retail trade throughout the entire Maritime Provinces.

NEWFOUNDLAND

T. A. MACNAB & CO.

ST. JOHN'S NEWFOUNDLAND
MANUFACTURERS' AGENTS

and COMMISSION MERCHANTS

Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's. Codes: A. B. C., 5th edition and private.

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



Registered
Trade-Mark

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

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

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

Walter Baker & Co. Limited

Established 1780

Montreal, Can.

Dorchester, Mass.

GROCERS—get ready

The Niagara Fruit Growers are now starting their Fruit Bulletins in 200 daily and weekly papers in Ontario. They will tell the Housewives from day to day when to buy fruits.

THIS LABEL



will be attached to every guaranteed basket of Niagara Grown Fruits.

Demand it from your Commission Man. The Grocer's number is your authority to stand back of this fruit. It is his personal guarantee. You will receive an authorized card to display in your store.

FOR FURTHER INFORMATION WRITE THIS PAPER

We've Waked Up Raisins

We've put life into this department of the grocery business, with the only brand of raisins that has ever been nationally advertised.

SUN-MAID Raisins

Thousands of dollars every month are going into advertising in full pages in The Saturday Evening Post, colored pages in The Ladies' Home Journal, and local newspapers. This is making a demand for this raisin that has never existed before for any raisin.

Take Advantage of This—Make up your mind that the raisin demand is waking up or you are going to miss a lot of rich business. We have stabilized the raisin market for you by eliminating speculation. Get the full benefit of this national prestige.

Three Varieties—Sun-Maid Raisins come in three varieties: Seeded (seeds extracted), seedless (from seedless grapes), and cluster (on stem, not seeded.) (262)

Get Them From Your Jobber
CALIFORNIA ASSOCIATED RAISIN CO.

Membership 8000 Growers
FRESNO, CALIFORNIA

BUY

STAR BRAND

"Made in Canada"

Cotton Clothes Lines and Cotton Twine

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

FOR SALE BY ALL WHOLESALE DEALERS

See that you get them

KINDLY MENTION THIS PAPER WHEN CORRESPONDING WITH ADVERTISER.

Dealers find Furnivall's a profitable line to push. Its full rich flavor makes an irresistible appeal to even the most discriminating.

Keep your stock of Furnivall's out in full view of your customers. Recommend it to all.

FURNIVALL-NEW, Limited
Hamilton Canada

Furnivall's
FINE FRUIT
PURE JAM

AGENTS:

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

MINTO TEA

Each sale means a satisfied customer



And a satisfied customer is the dealer's best asset in the building up of better business. The demand for Minto Tea has been built up entirely on its merits. We have carried on no consumer advertising, hence the present big sales of Minto are a striking proof of its incomparable quality.

We give away with each package (1/2 and 1 lb.) the exact amount of money it would cost to advertise it to the consumer. That's another big selling point that dealers will appreciate.

Minto Tea costs you 33c a pound, and retails at 40c.

A trial supply will convince you that it is worth while.

Minto Brothers

281 Church St.,

Toronto

Do You Believe That There is a

BEST ?

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

The Electric Daylight Egg Tester is the

BEST EGG CANDLER

on the market.

It will test 300 dozen eggs an hour, and it will do the job perfectly. The

operator needs no particular experience. The Electric Daylight Tester is

Neat, Durable and Inexpensive

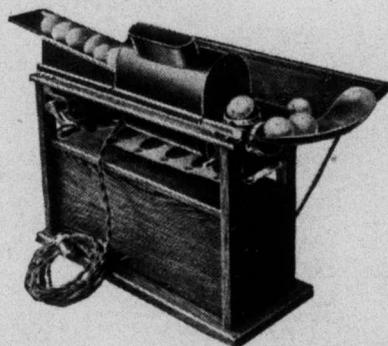
It will add to the appearance of a counter and will enable the dealer to absolutely guarantee the freshness of the eggs he sells. A guarantee with eggs means money and satisfied customers. Write to-day for our special offer on all orders received during the next sixty days.

A. E. Jennings Company

535 Detroit St.

ANN ARBOR,

MICHIGAN



The Best Pickle Salesman!

"Crackerjac" Steel Slide Sanitary Display Racks

All over the country the new Sanitary Steel Slide Display Rack has met with a wonderful response. Dealers everywhere are finding that the purchase of this rack is not an expense, but an income; that it pays for itself in a few months. It is

better made; more convenient, more rigid and durable, and yet lower-priced than any rack on the market.

It conforms to the sanitary laws of the state, the demands of critical customers, and the desire of the dealer to sell goods in an attractive shape and a convenient manner.

Steel Slide Underneath Each Jar. Plate Glass Tops. All Rubber Protected Jar Holders. Resilient Bottom for Jars, Channel Steel Bases with Casters. All sizes. Send for Catalog.

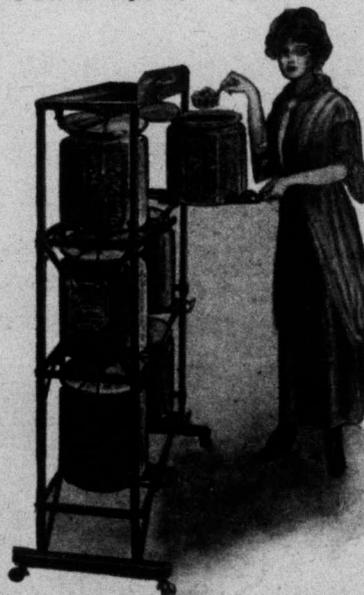
Salesmen Wanted.

Evan L. Reed Mfg. Co.

604 A Street

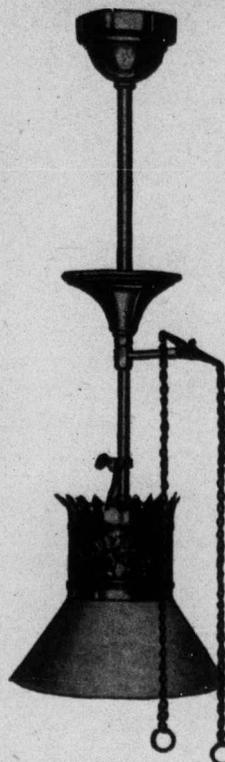
No. 260 complete with 6 Jars, \$20.00
No. 258 complete with 9 Jars, \$25.00
F.o.b. Sterling, Ill.

Sterling - Illinois



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

The Wonder Lamp



is the latest and handiest ever placed on the market.

It produces a clear, bright, white light of 500-Candle Power for less than 1-3 of a cent per hour.

Mr. Grocer, get this lamp now and have your store lighted as well as the best of city places. Can be installed by anyone.

A child can operate it. Absolutely safe and odorless. Lights with a match. Very convenient. Fully guaranteed.

Local Merchant Agents wanted Everywhere.

Write now and get an independent plant at cost.

MacLaren Light Co.

Merrickville - Ontario

WHERE

H. N. COCKBURN

93 Prince William Street
ST. JOHN, N.B.

Hobart Electric Coffee Mills,

Peanut Butter Machines, Cake and Pastry Mixers, Meat Miners —

BLACKWELL & LANDRY

4 St. Lawrence Boulevard
MONTREAL, P.Q.

RYAN BROTHERS

110 James Street East
WINNIPEG, MAN.

WHERE

the Celebrated **Van Berkel Improved Slicing Machine**

— The World's Best Meat Slicer —

can be purchased in Canada.

E. S. CHAMBERS

424 Cordova Street
VANCOUVER, B.C.

Canadian Headquarters:

The Hobart Mfg. Co.

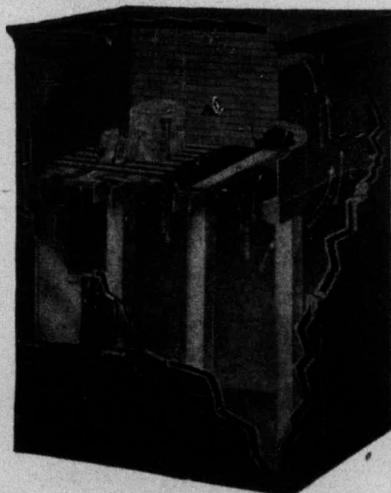
105 Church Street
TORONTO, CAN.

Freeman's Dry Air Refrigerator

We have enlarged the air circulating capacity and multiplied many times the air-drying and ice-saving efficiency of present day Butcher Refrigerators until we have produced a Refrigerator measuring inch for inch more air circulating capacity than any other made during the past or present.

This Interior View

shows our warm air flue arranged along the ceiling, where the largest volume of warm air rises to in all cold rooms. It is placed where warm air flues are most needed. These flues form a hollow recess for receiving the warm air; they discharge the air from both ends and convey it above the ice.



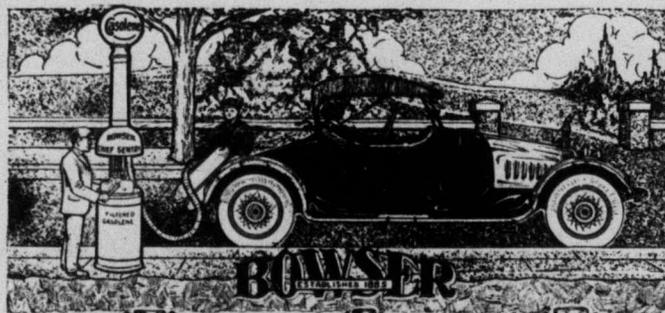
Price list and catalogue free and mailed to any address.

Manufactured by the

W. A. FREEMAN CO., LIMITED

HAMILTON.

CANADA



MAKE HIM STOP

It's easy enough if you use the right signal—a Bowser "Sentry" Gasolene Pump on your curb. Gasolene makes the car go —It also makes it stop, and the motorist knows that when he gets gasolene from a

BOWSER

Outfit it is clean, filtered and full strength. Don't stand in the doorway and see the free-spending automobile trade shoot by in a cloud of dust, only to stop at the other fellow's door. He not only sells them gasolene, but he gets their business in all the other departments of the trade.

Make them stop with a "Bowser" Gasolene Supply Station—and then sell them everything else they need.

Get them going and coming—we'll help you.

The average owner of a Bowser "Red Sentry" Curb Pump turns his gasolene stock over about 50 times per year. On how many other lines that you carry can you do this?

S. F. BOWSER & COMPANY, Inc.
Toronto, Ont.

Sales Offices in all Centers and Representatives Everywhere.

* BOWSER SER-VICE *
 To think of one suggests the other

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

Tartan BRAND

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

Get your customers acquainted with Tartan Brand Canned Fruits and Vegetables

You can easily get their attention by means of effective displays, which is a very simple matter with our attractive colored labels. The first sale will be easy and you can confidently depend upon "Tartan" quality bringing you a continuous run of profitable repeat orders.

We satisfy our customers because we sell only goods of guaranteed quality. Prompt attention paid to mail orders. Write us to-day.

BALFOUR, SMYE & COMPANY
HAMILTON, ONTARIO



Have No Hesitation

in recommending to your best customer

'Bluenose' Butter

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

SOLE PACKERS.

SMITH & PROCTOR - HALIFAX, N.S.

**SMITH
AND
PROCTOR**

SOLE PACKERS

Halifax - N.S.

To the Grocers of Canada



Our eight years' experience in the exclusive manufacture of whisks and brooms of every description and

the personal attention given every order received has made the Sloane trade-mark the synonym of broom satisfaction everywhere.

NOTE OUR PRICES:

\$2.90, \$3.40, \$3.90, \$4.25, \$5.25, \$4.80, \$4.50, \$4.25, \$4.10, \$4.50, \$2.60, \$2.75 and \$2.50 per doz.

F.O.B. destination all points between Ottawa and Windsor. Dealers outside the district, let us quote you?

Get a copy of our special price list. Sent free on receipt of your address. Drop us a card now, while you think of it.

J. C. SLOANE

Makers of Fine Brooms and Whisks

845 5th Avenue, Owen Sound, Ontario

The Star
System

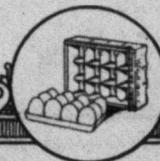


For Safe
Egg
Handling

Worth the cost of the entire equipment
—Your Ad on the inside of Star Egg Trays.
It is before the housewife, the very one you want to reach, practically every day in the year, and while she is in the kitchen and her mind and attention is centered on her kitchen wants.

Write for our illustrated booklet 176. You will be interested in reading how your fellow Grocers are making their egg department pay big profits.

STAR EGG
CARRIER &
TRAY MFG
COMPANY



1037
JAY STREET
ROCHESTER
NEW YORK

Deterioration Loss On Bulk Tea

Tea deteriorates very rapidly if exposed to the air, even for a short time.

If a new and inexperienced clerk leaves a canister of bulk tea open, it is astonishing how quickly it will absorb odors of spices, oranges, lemons, matches, tobacco, or whatever happens to be nearby.

Sometimes, indeed, the grocer does not know his bulk tea has deteriorated until several customers have complained. Then he has a hard time making things right, not to mention the loss he has to take on his tea which must be reduced in price.

Red Rose Tea

"is good tea"

The sealed package prevents deterioration. Furthermore, its quality is guaranteed by us, and the grocer is thus protected against any money loss. His profit is always sure.

Every Day is Salad Day

Yes, Salad of some kind is on the menu of the majority of your customers each day. Why not profit by selling them

ROYAL SALAD DRESSING

It adds a new deliciousness to either plain or fancy salads. A pure, high-grade, satisfaction-giving line. A real profit-booster.

Your wholesaler can supply you.

**THE HORTON-CATO
MFG. COMPANY**
WINDSOR ONTARIO



For thirty years the favorite refrigerator.

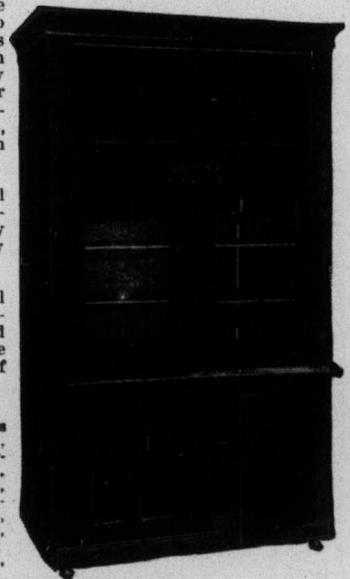
Why?

Ask any dealer using the Eureka his opinion as to the dependability of this well known line. Then you will understand why the Eureka is the popular choice of up-to-date dealers, not only in Canada, but in Europe, South Africa, Australia, etc.

No other refrigerator will so effectively preserve perishable goods or display them so advantageously as the Eureka.

Are you entirely satisfied with your present refrigerator? If not send a card to-day for complete Eureka catalog and list of satisfied users.

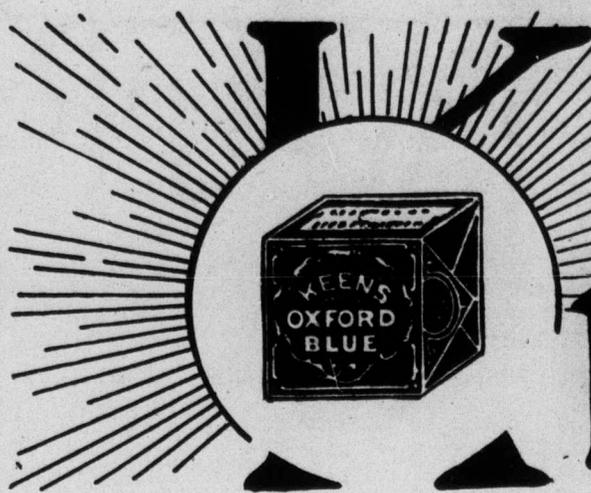
REPRESENTATIVES: — James Rutledge, 268 Waverley St., Montreal, P.Q.; James Loneragan, Charlottetown, P.E.I.; W. McAllister, 88 Bank St., Ottawa, Ont.; W. Woods & Co., Winnipeg, Man., and Hamilton, Ont.; Ed. Dore, 35 Caroline N., Hamilton; W. J. Armstrong, 14 Euclid Ave., London, Ont., etc., etc.



EUREKA REFRIGERATOR CO., LTD.

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

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



KEEN'S OXFORD BLUE

With KEEN'S well to the front in your displays of wash-day requisites, you will find your sales of this famous Blue quick and profitable.

More Laundry Blue is sold in Summer than at other seasons — therefore, keep a good stock on hand and give your Customers the best, which means Keen's Oxford Blue.

Get up a KEEN'S OXFORD display to-day and be convinced of its selling value.

Magor, Son and Company, Limited
 191 St. Paul St. West, MONTREAL 30 Church Street, TORONTO
 AGENTS FOR THE DOMINION OF CANADA

Making a "Dollar Customer" Out of a "Ten Cent One."

A cake of shaving soap costs five cents and the average man uses two cakes in the year \$.10

A tube of Mennen's costs twenty-five cents and the average man uses four tubes a year 1.00

By recommending and selling Mennen's Shaving Cream, you not only increase your own profits tenfold, but you do your men customers a real service as well; because Mennen's has shown millions of men that shaving can be made as pleasant an operation as washing the face.

This year Mennen's is co-operating with you more than ever before. A large,

MENNEN'S

Canadian Agents:
HAROLD F. RITCHIE & CO., LTD.
 TORONTO, ONT.



new, advertising campaign has just begun in the newspapers and advertisements are steadily appearing in the leading magazines; all bringing customers to your store, helping you sell Mennen's Shaving Cream, and increase your profits.

Keep well stocked to meet the growing demand. Write for attractive window display to Harold F. Ritchie & Co., Toronto.

SHAVING CREAM

Made in Canada by
G. MENNEN CHEMICAL CO., LTD.
 MONTREAL, QUE.

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

CANADIAN GROCER

VOL. XXX

TORONTO, JUNE 23, 1916

No. 25

Those Co-operative Store Failures

Nova Scotia Subscriber Writes About Them and Encloses a Newspaper Clipping of a "Co-operative" Letter—Letter Says Canadian Grocer is Official Organ of the R.M.A., Which is Not So—Why Objections Are Raised Against Methods of The Co-operative Store.

IN Canadian Grocer, May 5 issue, there appeared a despatch from Halifax in reference to another co-operative failure in Nova Scotia and a resumé of condition which intimated that the co-operative stores were somewhat short-lived. This despatch was later quoted in the North Sydney Herald, of Sydney Mines, Nova Scotia, and commented upon by the editor.

It appears that this flared up the co-operative interests in Sydney Mines, and brought a letter to the News of that town. One of our subscribers has written us as follows enclosing a copy of the paper containing the last mentioned letter:

Sydney Mines, C.B., May 29, 1916.
The Canadian Grocer.

Dear Sirs:—Enclosed please find a copy of a small sheet printed in Sydney Mines. On the front page appears a letter replying to an article that appeared in last week's issue of the North Sydney Herald. The editor, after making a few remarks with reference to Co-operatives, quoted what the Canadian Grocer had to say.

After reading this article in the "News," I trust the Canadian Grocer will undertake to tell the deluded public something about these concerns.

We trust to see another article in the Canadian Grocer, further substantiating the remarks of your first one.

FROM A SATISFIED SUBSCRIBER OF
THE CANADIAN GROCER.

Charges Against Canadian Grocer

The letter in the Sydney Mines News, above referred to, was written by a "co-operative" as follows:

Editor News:

Sir:—Please give me space in your valuable little paper to make a few remarks regarding an article that appeared in the N. S. Herald, in the issue of May 17th, under the heading of "Co-operatives Proving Failures," which is enough in itself, to start any class of people who take an interest in their living conditions, thinking that we are surely in the clutches of that body of parasites, the so-called "Retail Merchants' Association," a body of capitalist parasites, who have long been a law unto themselves, and have even gone so far as to try to have legislation enacted that would undermine co-operative principles throughout the Dominion, and I can assure the editor of the Herald that for him to quote the "Canadian Grocer" as authority for the coming elimination of the co-operative stores in Can-

ada, is nothing strange to the average man, for it is a well known fact, that the "Canadian Grocer" is the official organ of that same Retail Merchants' Association, and with them the thought is father to the wish, and who are not so much afraid of the co-operative movement in Canada as it stands to-day, but are afraid of what might result, if the bulk of the working class should each comprehend the true meaning of co-operative principles.

He points out in his article two stores that have followed in the wake of many other one-time money saving institutions, which, by the way it is written is meant as a direct slur to the co-operative movement, but he does not give any direct reason why these stores went into liquidation, except as is contained in the last paragraph of his article, in which he says, "The desire for individuality among our people, and the latest antipathy to what may be considered too much community of interest, is probably one reason for the failure of the co-operative movement," and if that is his reason for the failure of the co-operative movement, which, I don't mind adding, is a slight on the intelligence of the working class, then he has found out something that millions of co-operators have failed to realize, for the co-operative movement is world wide, and the same principles that govern the co-operative movement in Canada, govern the co-operative movement in Great Britain, and I would like to impress upon the editor of the Herald that the progress of the co-operative movement is due to "Community of Interest" and good management, which, I have not the slightest doubt, either of these stores quoted in the article, possessed.

If the editor of the Herald cares to visit the store of the British Canadian Co-operative Society at Sydney Mines, he will find that "Community of Interest" is prominent to a very great extent, which is evidenced by the present standing of the Society, and while I do not want to take up too much of your space on this particular point, Mr. Editor, let it suffice for me to say, that the editor of the Herald, or any other person, wishing information regarding the societies' progress, that it will be afforded them, ample and adequate, by Mr. W. C. Stewart, secretary of the society, on application at the store.

I do not wish to enter into any controversy with the editor of the Herald on this question, unless he wish it, neither do I wish to quote any figures as to the stability of the British Canadian Co-operative Store at Sydney Mines, but I do want to impress upon that gentleman, that in spite of the discrimination, and the boycotting used by the Merchants' Guild, and the Buyers' Association of Great Britain, and the Wholesale and Retail Merchants of Canada, the results of the Twenty Rochdale Weavers, who, over sixty years ago founded the co-operative movement, and the progress achieved since that time, shows

that the "antipathy to community of interest" is a myth.

Thanking you, Mr. Editor, for space and courtesy,

WIGANER.

An Independent Paper

Canadian Grocer appears to be well known among the co-operative interest as well as among the retail trade. However, the writer of that letter to the "News" is in error when he says that Canadian Grocer is the official organ of the Retail Merchants' Association. This paper is independent of any association or organization in this country or anywhere else. We have always been independent, and always will be. This leaves us open to criticize, if we think it desirable, the actions of any association. That disposes of this contention entirely.

Canadian Grocer has no criticisms to make on the honest above-board co-operative society or association. What we object to, and what we have always objected to, are the claims that the majority of these societies make in their organization literature, and the attempts they have instituted to secure sure class legislation at Ottawa. We again make the statement, which we maintain is uncontrovertible, that these co-operative societies cannot live up to advance notices made in their organization literature in reference to dividends, and at the same time reduce the actual cost of foods to the consumer. Investigation after investigation has been made among the trade, and when cost of goods, plus absolutely necessary overhead expenses are considered, we know that it is impossible for a co-operative concern to pay the claims that many of them make and exist for any length of time. They either have to pay smaller dividends on stock and on quarterly purchases or raise their prices to the consumer above the ordinary. Any concern that starts out with the idea that it is going to reduce actual prices of food-stuffs to the consumer and at the same time pay some of the fabulous divi-

dends claimed is bound to fail in its object. It is this phase of co-operative societies that is objected to by Canadian Grocer. If a society explains honestly and above-board—as no doubt some of them do—that a reasonable dividend will be paid, and that prices will be maintained, then Canadian Grocer has no objections whatever to offer on that score.

After Class Legislation

Everyone knows, too, the gigantic efforts that have been made at Ottawa to

obtain special privileges for co-operative societies. Bills have been introduced by some of our most prominent legislators, and it has only been due to hard work on the part of the retailers and trade papers that these bills were defeated. If a co-operative society works under the Joint Stock Co.'s Act like any other joint stock company, then we have no objections. The many failures which have occurred in these societies in recent years in Canada demonstrate that unless these

stores are most carefully managed and systematically operated under the Joint Stock Companies Act, they are not a success.

To sum up, if a co-operative society comes out plainly and states exactly what its stock-holders are likely to receive, and honestly what they may expect in regard to prices, why, then, Canadian Grocer has no objections whatever to its existence, providing it does not ask for special privileges not accorded to other joint stock companies.

Holiday Food Tent Inside the Store

How a Quebec Grocery House Caters to Holiday Demand—Points For Building Up a Trade in Holiday Goods—An Original Idea Appeals by its Novelty—Varieties of Goods Shown Beneath the Tent—An Early Suggestion.

AS summer days come on, one of the most important problems for the grocer is how to secure and, having secured, enlarge his trade in holiday goods for holiday requirements. The summer months mean a demand from people who are living out of doors or in tents, or else are looking after their own catering in summer resorts. The grocer is, therefore, busy now, or he should be busy, in devising plans whereby he can make up a certain loss which he will sustain by means of some of his customers leaving town for summer holidays, in building up his trade in holiday goods.

It is safe to lay down as a good principle that for the grocer to have a good trade in holiday goods, he must address himself to the class of getting that trade by display methods. Nor should these methods be old and hackneyed. It is the new idea that makes a hit to-day. What one has done a few years ago or last year may have been excellent at the time. But is it not better to go in for something new and novel this year which will exceed in results those of last, which will be new, and will have a new appeal to the very people who saw last year displays? Certainly the novel is the impressive and the result-getting.

An Original Idea

Along this line, one of the best displays we have seen for some time is that in the grocery department of the Paquet Co., of Quebec City. The idea was an original one, and seems to have worked out to good advantage already. In describing the display, it should be pointed out that it was used as early as the second week in May. The early bird catches the early worm in holiday trade just as in other directions, and it is evident that the manager of the grocery department in this store was aware of the fact and seized hold of it, turning it to his own advantage. Although the weather has been somewhat backward for a month or

six weeks, the manager of the grocery department in the Paquet Co.'s store took no chance, but put in his display for holiday goods just as early as if the weather had been excellent since the beginning of May.

The exhibit referred to is 20 foot x 25 foot in area, and it is in the centre of the grocery department. It consisted of a large canvas tent. As this tent was the main thing in the display, it was paid careful attention to. It was an attractive tent of large canvas, finished with scalloped edges and red cord.

In the centre was a large swing, six feet high. This swing was decorated at the top with foliage and a large ribbon-trimmed basket full of fruit. This basket was suspended from the swing. In the bottom was placed a large four-gallon bowl, containing gold fish. On the counter, which ran all around the swing, there were such things displayed as what people would need for country life. All kinds of biscuits in packages, canned

goods, such as sardines, salmon, soup, spaghetti, pork and beans, and so forth; preserves, jams and marmalade; and the more staple lines, such as tea, coffee, cocoa, chocolate, and catsup. Also, a most important point in the display was the featuring of soft drinks, grape juice, lime juice, and so on, which are a favorite as well as a requisite for holidays. There were also twenty different kinds of cereals.

What undoubtedly made the display even more attractive than the excellent setting forth of the goods just referred to was that the back of counters were set up with fishing rods, lacrosse sticks, bats, balls, gloves and mitts for baseball, and naturally a splendid range of fancy bonbonnières.

Display That Pulled

In writing Canadian Grocer recently the man who was responsible for this display said that every customer coming into the department stopped to look at this holiday display. He further points out that the display was the undoubted reason of the store securing quite a number of orders from people who take up residence in the country for the summer months.

The inference is obvious. Those new customers represented just so much new business. If the display had only drawn one new customer, and that one a good one, its value was proven. The display brought many new customers and undoubtedly paid for itself.

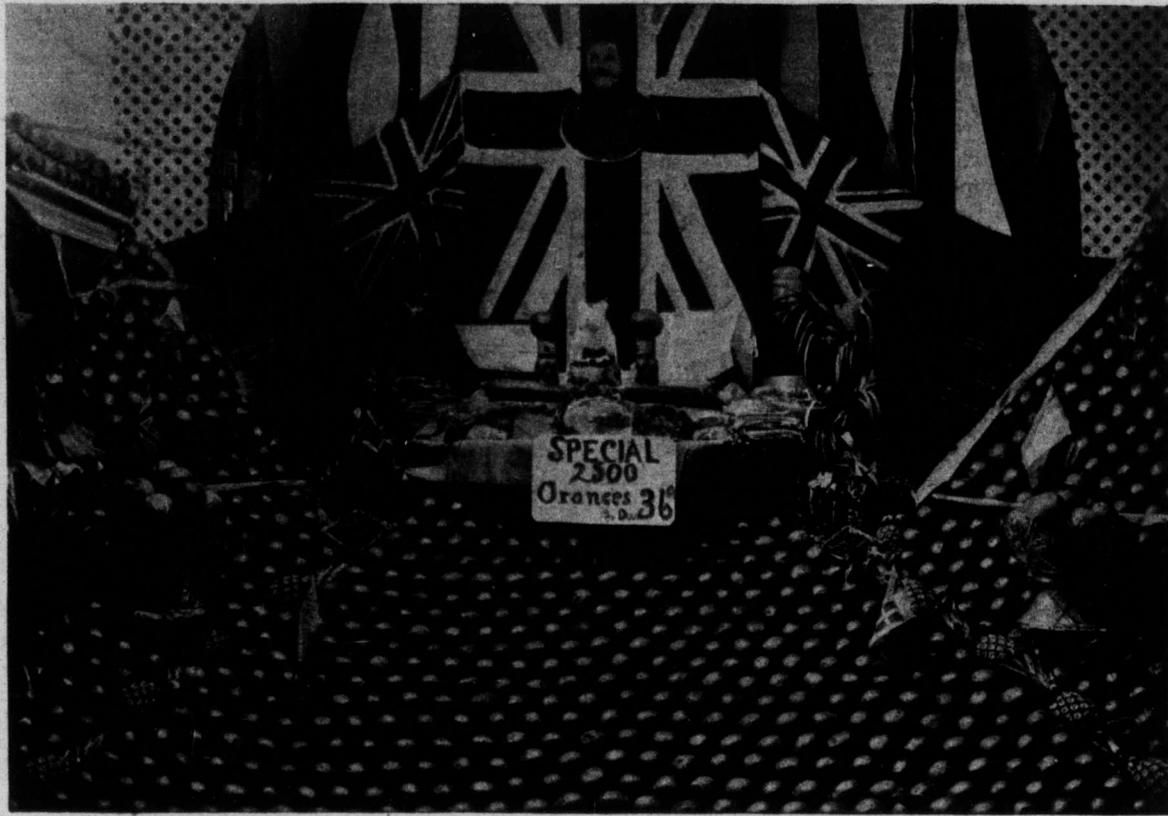
It was an unusual one, and was calculated to strike the fancy of the average visitor to the store. To anybody who was walking in the store, and who was thinking of taking a holiday, it would suggest that a holiday could be taken quite easily, and the food problem arranged with very little trouble, if the people who made such a good job of the display took over visitor's holiday, as far as food was concerned, and make a good job of that too.

NOW KEEPS POSTED ON MARKETS

Editor CANADIAN GROCER,
Gentlemen,—Enclosed you will find our cheque for Two dollars in payment of our subscription to CANADIAN GROCER to April 30, 1917.

We cannot speak too highly of your paper, as, being off the direct route of commercial men we have had hard times in keeping track of the markets. With our CANADIAN GROCER coming each week we can easily now keep posted.

CORNWALL & Co.,
Rockport, Ont.



An exceedingly attractive fruit and vegetable display in which oranges are featured. Trimmed by Bruce McDougall, Ingersoll, Ont.

Orange Window Cleverly Arranged

Striking Summer Display Showing the Possibilities of Making an Attractive Trim When Special Care is Exercised—Patriotic Touch With Flags and Picture of Kitchener.

THE above picture is an entirely new method in the arrangement and display of fruit. It is particularly suitable for the present time. People are devoting their purses these days to fresh fruits rather than to dried. This is the fresh fruit season. Nothing is better and more refreshing on a hot day than an orange, a plum, a dish of strawberries or a slice of pineapple. This fact is evidently appreciated by Bruce McDougall, of F. McDougall, Ingersoll, Ont., whose window display is given on this page.

A sea of oranges is the idea. These form

the central base of the window. Altogether something between four and five hundred oranges are used. A line of pines at either side makes a border, from which are built up more oranges. A palm or two are there for decorative effect. So are one or two large vases. Other summery lines take the centre of the window at the back, notably cooked meats, fresh and appealing in hot weather days.

Nor is the popular *motif* forgotten. Kitchener's picture, and a background of flags cater to the thought of the moment, as well as make an attractive setting.

Toronto Grocers Had "Some Picnic"

Fine Weather Put the "Bunch" in Good Humor — All Sorts of Contests — Ladies Present a Fashion Display—Old Faces and New on the Grocers' Excursion.

By Special Staff Correspondent

COBOURG, Ont., June 20.—This town received its annual "startling" on Wednesday last when the seven hundred odd invaders, grouped under the banner of the Toronto Grocers' excursion, arrived. Cobourg has had several raids—one must talk in military terms these days—perpetrated by the same Armada (you're getting your metaphors mixed—Ed.), and knows what to expect when the boat unloads and the several hundred men, women and children are let loose to spend the day. The crowd lived up to its reputation, which was evidently well known, judging by the fact that the whole town turned out to welcome and say good-bye to the bunch. The weather was beautifully fine. Not a spot of rain fell all day, which shows that the grocers knew what they were doing when they left Toronto for a day: it rained there for a couple of hours.

Contests Galore

As usual there were contests galore, held in every conceivable way and place, aboard and ashore. They started as soon as the bunch got on board, and Secretary "Donald" Nicolson, he of the auburn locks, had had a session with the committee and gotten in all tickets, and so on. The competitions were as varied as they were many, and it kept this poor scribe busy following them up! They went through from first to last without a hitch, thanks to the Games Committee, who, in their turn, have to thank "Dave" Clarke as chairman, Donald Nicolson as secretary, and Donald Maclean as treasurer, in whose capable hands was the whole excursion.

The ladies were there en masse. For a moment Canadian Grocer's vision was dazzled by the array of variegated colors. After to-day he will be able to edit any woman's magazine under the sun! He knows all about awning stripes being the outing garb of the moment and from now on will be a competent judge of feminine headgear. Silks and satins, linens and mull made the boat look like a mannequins' parade. Some poor males dipped down into their pockets for it all! The ladies shone everywhere. They ran in the races as if they meant it. At "Killing the Kaiser," they proved adept, though twas whispered that some of them thought the heart of that nuisance was under his right vest pocket.

Contests started off with a marble throwing competition, open to all grocers. Notice that last phrase. You'd have thought by the line-up that they were all in on it. The boat was steadier

this year than last, and so the marbles were more easily thrown. On the other hand, not a great many reached their destination. "Tie with Haffey" (of Bloor Street) became a password, which Jerry Burns yelled at everybody whose five marbles all went anywhere but into the pail. There were several who got two out of the five home; notably, Milton Cork, Bert Brown, Tom Scott, W. J. Parks, Fred Higgins, last year's first prize-winner; Harry Macdonald and others. John Davidson was told he couldn't cheat at this game as he could at euchre. Mrs. E. W. Clarke and Mrs. Whitelaw were right there with one marble apiece. The prize, a computing scale, donated by the Brantford Computing Scale Co., was secured by Jack Whelpdale, the only man to land three marbles.

Vicious Jabs at the Kaiser

The number of women who felt a mortal antipathy to the Kaiser was colossal. Blindfolded in turn, and whirled round by "Dave" Clarke, so that they lost all sense of direction, they took the stick and after scoring a score or so of on-lookers, who were afraid for their ribs, they jabbed at what they supposed to be the fatal spot in the Kaiser. Who was it said that that was his honor?

The first prize in the Grocers' marble-throwing contest, which was open to members of the Grocers' Section R.M.A. only, was carried by Jack Murphy, who made three shots out of five. Sam McGiffin made six out of ten, and landed in second; while Mr. Hunter, with four out of ten, came in third. There was lots of excitement in this contest; it was held on the return trip on the boat.

A Wedding on This Trip

One of the big events of the boat, on its Eastern trip, was the marriage of Ceylon Tea to Mr. Indian Assam, which was a burlesque worthy of repetition as an indoors performance some time. The crowd on the boat, lined up either side of the "nave" (in this case the forr'ard deck) rocked with laughter when, to the tune of the "Wedding March," in came the bridal party, with "Bill" Miller, solemn and parsonical, in his collar and frock coat. Travellers for "Red Rose" Tea, who put on the show as their "surprise" for the year, were respectively bride and groom, best man, bridesmaid, and so on. The bride fainted time and again as the wedding proceeded, out of joy, it is said, that the groom at last was secure. The climax came when the best

man handed the Reverend William Miller his fee—two coppers.

In the Afternoon

The crowd was down early on the greensward (now, then, you're not writing poetry—Ed.) near the lake, and the races began at once. Before beginning to go into details anent these races it is in order to observe that the eagerness with which the judges surrounded the lady runners caused a flush to come to our reportorial brow. (Was it envy?—Ed.) "Dave" Clarke was anxious, naturally, to prevent anyone from falling, while Neil Carmichael recognized that the runners required support right after finishing. Donald Maclean assisted in the good work, and provided a very hearty welcome for the groceresses and grocerettes when they touched the tape. How these picnics develop a man's proclivities! Down at the starters' end Fred Thorne and W. J. Parks were right there with a minute inspection of the starting line, every race. Milton Cork trimmed the bunch in the "45 years and over" race for Association grocers. W. J. Parks wasn't far behind, however, and the way "Dave" Clarke finished third demonstrated to everybody that he was only forty-five day before yesterday! The fat man's race was great fun. Loud cries of "Give them air"—we suspect these of coming from Jerry Burns, who is no featherweight himself—caused the crowd to give back. As the runners passed down the line the audience gasped; solid objects hurtling through the air monopolize every breath. Fred Thorne arrived first, with Harry McDonald next, and "Dave" Clarke once more right there for third man. Jack Whelpdale wanted to get in on this, but without his boots he figured he was only 199 lbs. Tough. But he had a computing scale to his credit for another event.

Another race, in which there were four prizes, was carried off by D. Brown, C. Pitcher, E. Wilson and H. Dempsey. This was an open event.

As usual the race for married grocers was some event. These doleful wights threw off the care of married life, and their faces brightened as they toed the line and decided to show a clean pair of heels to their wives for a few moments. W. J. Nichol, F. C. Thorne and W. J. Parks had a scrap for first place, but the race ended in that order. Fifty pounds of loaf sugar was a handy little first prize. The three-legged race caused a good deal of merriment. J. and E. Bar-



1—Jack Whelpdale, who trimmed all contestants for the computing scale. 2—The event of the boat trip was the wedding of Ceylon T. to Mr. Indian Assam. Photo—the bridal party. 3—President Higgins gazing at his field of merry men. 4—“Jerry Burns” no less, the Napoleon of jokesmiths. 5—The fat man’s race: W. J. Parks, Milton Cork, Fred Higgins and “Dave” Clarke, ready to start.

ton, one a grocer, the other a traveller, carried off the honors. There was much scrambling and tumbling, and the cameras were busy.

All Eyes on the Ladies

Now we come to the grocerettes and groceresses. We must admit we were all eyes when these began to race. The grocers’ wives had a 50-yard run, and Mrs. Pitcher was winner, with Mrs. Leith second. Prizes were also given for another ladies’ race by Comfort Soap. Miss Calicot was the top-notch. This grocerette carried off three first prizes (though she only took two), and certainly was fleet. One got a vision of pink and white speeding down the course. (Once more, you’re not writing poetry—Ed.) Reckitt’s Blue contest was also a race, and again Miss Calicot was winner, with Miss Friend second.

Other races and contests, both on the boat and off, were conducted by the Minto Tea people (one of whose prizes went to a Red Rose traveller), Weston Biscuit, who had the bunch trying to decipher a slogan printed in French, and “Oxo,” who changed their guessing contest to a walking race for ladies, won by Muriel Friend.

Grocers Win Ball Game

Once more the grocers trimmed the travellers in the ball game. This trial of strength has now become a tradition with the picnickers, and two lines of people intently watched the nines con-

testing for the prize. The grocers’ team included Fred Thorne, Jerry Burns, J. R. Richards, W. J. Nichol, W. Black, B. Brown, Milton Cork, Harry McDonald, and Mr. Haffey. For the travellers there were Messrs. Bone, Robinson, May, Patterson, Pudsey, Dallimore, Dixon, Burnett and Davidson. The score was 15 to 8, which was a handy little margin. Mr. Harrington, he of the R.M.A. fame, was the referee. A crackerjack job he made of it, remaining unperturbed through all the questioning. Up to this time in the afternoon’s fun he, and Donald Nicholson had been tied up dispensing orders for prizes to the lucky ones. Both deserved and got the thanks of everybody for the pleasant and efficient way in which they handled this end of the afternoon’s sports. But we digress; the hats went to Jerry Burns’ team. At one time it looked as though the travellers might collar them, but Fred Thorne was some pitcher, I guess! It was an exciting game, and nobody would have laid dollars to dough nuts for a long time on which way it would end.

Coming back again on the boat there was an exciting euchre game. This was for prizes donated by the Toledo Scale Company. Over a hundred took part, and the result was exciting with sixteen people tied. Further games must be played to determine the winners, so we are not able to give their names at present. “Dave” Clarke and Donald

Nicolson were in on it, though, as anybody might wager. This time they didn’t come in for prizes.

The boat got in to Toronto at about eleven o’clock, and the crowd, tired but happy, separated for home. So ends the 1916 chapter of the Toronto Grocers’ excursion.

PICNIC ECHOES

The 1916 one was certainly a “hummer.” It looked like old times to see John Butcher and Charlie Shields.

As a speed marvel Panzaretta has nothing on Billy Nichol: any grocer who beats him to the wire deserves a good prize.

On form, the travellers’ ball team looked the best, but Fred Thorne says runs, not form, win ball games.

The Welch Grape Juice people contributed to the enjoyment by dispensing grape juice to the picnickers on board.

A manufacturer, who often attends the picnic, said: “Well, you can’t beat the grocers at running picnics; they always give you something new.”

A man of 20 years’ standing said: “The personnel of the travellers’ ball team has completely changed since the days when Bill Anderson, Jack Pearson, Joe Taylor, Milt. Muldrew and Charlie Parsons were on the firing line.

The Grocers’ team has also played many new men since the days when Bob

(Continued on page 29.)

CANADIAN GROCER

ESTABLISHED 1886

The Only Weekly Grocery Paper Published in Canada.

**THE MACLEAN PUBLISHING COMPANY
LIMITED.**

JOHN BAYNE MACLEAN, President.
H. T. HUNTER, Vice-President.
H. V. TYRRELL, General Manager.

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A MUCH NEEDED MEASURE

SOME two years or so ago CANADIAN GROCER along with the Retail Grocers' Association conducted a campaign to have the law in Ontario in connection with debts and their collection changed as being unfair to the retail merchant. It was stated that the Garnishee Act was iniquitous in its working, inasmuch as it offered too much protection to the rogue, and too little to the merchant. The Act has worked out in precisely that way, and grocers are entirely without resource against the nefarious customer, unless he have an income more large than is often the case with the man who buys and never intends to pay.

A Peterboro grocer, in a letter to CANADIAN GROCER, goes into the matter very clearly. He thinks that the minds of our lawmakers should be stirred up to amend the present law. He says:—

"The present garnishee law is a protection to the rogue as very few of them ever have over \$25 coming to them on pay day. But if they knew they had to pay 20 or 25 per cent. out of each pay or if the employer was forced by law to hold that much back till the bill was met, many would pay up without us having to use force. But the way things are now they just laugh at one when we go to collect a bill. I have nearly a thousand dollars out that I could collect within the next sixty days if the law was framed for the protection of the business man instead of the rogue."

This grocer is quite right. An amendment to this law is a much needed measure. No law should be so framed that it enables a number of people who are either rogues or else very shiftless to be in the debt of the man who supplies them their food. A percentage taken from the pay envelope of a debtor and handed to the grocer till the latter's debt is paid is a much

more equitable method of dealing with debts. Justice certainly held the scales slightly awry when the present Garnishee Law was framed. New legislation is needed.

BOOST FRUIT CONSUMPTION

THE Fruit Commissioner's office of the Department of Agriculture is busy with a campaign, the slogan of which is "Eat More Canadian Fruit." The Fruit Commissioners recognize that owing to certain trade restrictions the export trade in Canadian fruit is liable to be seriously limited this year. With commendable initiative, therefore, they are inaugurating a plan to interest all Canadians to make up the expected loss by export of fruit by a big increase in home consumption. One of the railroads has already offered its co-operation in the campaign, and by suggestion in its hotel and dining car menus it will do what it can to persuade travelers to rise to the occasion, and increase home consumption.

Right here is an opportunity for the grocer. He should lay hold of the slogan "Eat More Canadian Fruit," and do his share in educating the public so to do. By display, by special effort in the fruit department of his store, by advertising the scheme in his ads. in the dailies of cities and towns, the grocer may materially help towards the desirable end. And, incidentally, he will reap substantial benefit in increased trade. Fish Day this year resulted in enhanced profits for the grocer. Fruit Days will be every day and attention paid to the development of this end of the grocer's business will be beneficial alike to the country's exchequer, to the customer's health, and to the grocer's pocket.

PERSONAL ELEMENT IN SALESMANSHIP

BUSINESS is business—and something else. Upon this something else depends the additional margin of achievement that marks the man who succeeds in a large way from the man who makes a bare living.

That *something else* is the personal element in salesmanship. As far as the selling end is concerned, the clerk who knows the circumstances, the personal qualities and the wants and the peculiarities of his customers is the clerk who will make the most sales, and who will build up a steady line of trade with customers who are good pay and stable in their wants. The salesman who is quick to recall a face or an incident, who is alert enough to offer a timely congratulation or to make a sympathetic inquiry, has a way not only of making friends but of building up a profitable trade.

In this particular, the small dealer has an immense advantage over the larger concern where the cash box is the only bond between the dealer and his customer. The small dealer has an opportunity of studying the lives of his customers with a detail that means his becoming a vital part of their lives and a direct promoter of their welfare. To his customers he is a great deal more than a mere functionary. He does far more for them than handle so much tea and sugar. In a score of ways that circumstances only will bring out, he stands to them in the capacity of adviser and helper. The salesman who knows his customers will aim to render them a little better service each time they favor him with their trade. The result follows that because he knows the necessities of customers who first favored him, he soon comes to know what all healthy minded customers require and finds that his trade expands every month. In this way he discovers his diamond among the customers whom he has won by service well rendered.

AFTER CANADA'S FISH TRADE

GOVERNMENTAL and trade circles alike are watching with interest the attempt by the United States, through a legislator, to divert a certain amount of Canada's trade.

A bill has been introduced in Congress which purposes to restore the trade in halibut from Prince Rupert and Canadian railways to Seattle and American roads. The bill proposes that the shipment of goods in bond through a foreign country (obviously Canada) be recognized only when shipments are bonded from one United States port to another. This is a measure aimed at Canada's trade. Canada has taken one-third of the North Pacific halibut trade because of the marketing facilities at Prince Rupert where the fish is shipped in bond for points in the central and eastern States. The effort of the suggested legislation now before Congress would be to turn this trade back to Seattle, giving Prince Rupert the go-by.

Ottawa opinion is that the bill will fail of its endeavor, and inasmuch as it is a blow at our trade it is to be hoped it will.

EDITORIALS IN BRIEF

THE CHEAPEST service is courtesy, the costliest a lack of it.

* * *

BAD LUCK does not exist: it is a ghost of the imagination that haunts bad judgment.

* * *

WARM WEATHER must be here. The office boy wants to go to his grandmother's funeral.

* * *

A ROLLING STONE gathers no moss. Neither does the retailer who allows his ideas and energies to stand still.

* * *

WE ARE TO HAVE lots of strawberries from Niagara, and they are about due. Quality, 'tis said, is excellent.

* * *

EVERY DOG has his day: even the *dacHsUNd*. The Russian bear seems to be playing with the tail of the said hound.

* * *

THE MAN who never made a mistake never made anything. But the man who never made anything has made a sad mistake!

* * *

AS AN illustration of how much the public will put up with when it has to, may be cited the fact that Londoners are paying 16½c a lb. for sugar.

* * *

THOUGHTS become words and acts which in turn become habits and by the time they are recognized, they are so deeply ingrained that the breaking of them—if they are bad ones becomes next to impossible.

* * *

A POINT to remember is that in a couple of weeks or so, the time for Ox Heart cherries will be here. This is the cherry which is at its best about the first or second week in July. Prepare for it right early.

* * *

THE WEEKLY HALF HOLIDAY idea gains ground every year. Evidently employers are determined to help their employees to work better while working by guaranteeing to them a half day a week to play in.

* * *

ALTHOUGH HIS MAJESTY was pleased to grant a knighthood to one of the Dominion's weathermen, the latter didn't reciprocate by handing out to His Majesty's Canadian subjects a little decent weather, as yet. Let us hope the warm weather which is our portion in June is really coming this year.

PRAISE FROM A BRITISH READER

The sales manager of a large British firm of bacon curers, who received a copy of the Spring Number of Canadian Grocer writes as follows: "I am in receipt of the Spring Number of Canadian Grocer and it is now as always the finest grocery paper in the world, and I am quite certain that Canada is fortunate in having a trade paper of such a calibre."

What of Prices After Peace?

General Opinion is That a Resumption of Pre-War, Lower Prices Will Be Very Gradual—Views of Some Montreal Trade Authorities—"Ruined Countries" and Dearth of Production Would Prevent Collapse of Levels.

Staff Correspondence of Canadian Grocer.

A SYMPOSIUM of opinions in regard to the probable effect of peace on prices brings out some interesting conclusions. Opinion seems to be pretty well divided on the subject as far as details go, but, generally speaking, it is almost unanimous in believing that aside from a possible sentimental reaction that may result in a sharp break in prices at first, to be followed by recovery later, the decline to a lower level of prices will be gradual and spread over a long period of time, so that it may conceivably be felt less than the present advances in so far as their suddenness is concerned. The demand to be is based on widely differing reasons, varying from the statistical position of the article under discussion to the demand for it by Germany and Austria.

The Shortage in Ships

With but one exception men interviewed, all prominent in their various lines named the ship shortage as the one most likely to maintain prices for several years to come until replacement has occurred and the armies and equipment are moved back to their various homes. A prominent Montreal refiner, speaking of the probable position of sugar after the war, has this to say: "It depends upon the statistical position of sugar in the market at the time peace comes, whether that is this year or five years hence. That is, the known facts regarding rate of consumption prevailing at this imaginary time, the stocks on hand, and the prospects of the next crop. In a general way, however, it is reasonably safe to surmise that with the announcement of peace there will be a sharp break in prices based on a natural sentimental reaction. Then later, the facts will obtrude themselves, the statistical position of the commodity and prices will adjust themselves in relation to these facts, which as we know them now would lead us to believe that sugar would make a recovery to somewhere near the previous price level, and from this point decline gradually over a long period of time, until with a normal production, free interchange of goods between countries and a return to normal consumption, a lower level of prices would be reached."

An Importer's View

John T. McBride, importer of dried fruits, nuts, cocoa-butter, etc., says: "Decidedly, I do not think we need fear any collapse of prices with the ending of the war. So many countries are so nearly

ruined, physically speaking, that for a long period of time they will absorb all the best energies of mankind in the up-building and supplying of their necessities, so that nearly all lines of goods will be affected. Foodstuffs may be expected to be in a particularly strong position. I look for three years of great prosperity and high prices before the waste of war in men and material has been so far offset as to allow of a resumption of normal prices. Four million men have been put out of action. They were producers of something. Their loss alone would be sufficient to cause a great gap in production without the other loss of idle land and destroyed material.

"The ship shortage should not affect the result at all. The recent diversion of new shipping to Allied trade has already reduced rates 25 per cent. and so much new building is going on that the ships released from military service together with enemy ships now lying idle will be ample for all needs and it is only reasonable to expect an immediate lowering of freights when peace comes. Thus the decline when it comes, and it may not come for a long time after peace, should be a gradual one that will be based on an excessive demand and a depleted production rather than a shortage of ocean tonnage."

Central Powers Bare

S. W. Ewing, of S. H. Ewing & Sons, spice grinders of Montreal, in reply to a question as to whether he thought a sharp break in prices might occur at the conclusion of war said: "No, decidedly not. Germany and Austria will be so bare of supplies that their demand alone will tend to keep prices up. Principally, though, the cost and shortage of tonnage which may be more acute in the future than at present may be expected to maintain prices at a high level for peace will put the new burden of carrying armies and equipment back to the countries of their origin so that the net result on rates will be almost identical with the task of carrying to the war zone. There may, of course, be a panicky period for a short time but general conditions will tend to pull prices up and maintain them until commerce becomes established again in its definite channels."

J. D. Hutchins, president and managing director of John Duncan Co., Montreal, says: "Opinion is pretty well divided on prospects for tea prices after the war. Japan teas have not felt the

advance appreciably as their only market is the American one, but blacks have advanced roughly speaking on an average of 10 per cent. since the outbreak of war.

"Opinion is very contradictory as to prospects. Some well informed authorities look for a positive boom in the tea trade; others fear depression but it seems reasonable to suppose that prices will on the whole maintain the level set by the war. Possibly a sharp slump will occur when peace comes but the actual demand of the large armies in the field may be expected to pull prices up again. It is certain that the armies cannot be all disbanded at once. It will require a couple of years and they must still drink tea and eat—possibly more than usual in the relief of loafing in camp and barracks. Feeling in the tea trade is very strong in the matter of holding that prices in the past and to a large extent to-day are not based on actual costs so the whole tendency of thought and action in this respect will be toward a maintenance of the higher level which is of course a factor to be reckoned with in estimating the future."

As to Flour

One of the largest millers in Canada has this to say about flour and grains: "Flour of course follows wheat in its price fluctuations and wheat is notoriously open to speculation. Still even speculation must be based on the presence of certain definite facts that in the final analysis will govern the price. These facts are that in the first place, flour almost alone of the staple foods has not advanced abnormally in price and naturally retains that much more of potential strength. Whilst most lines have advanced tremendously, flour is only about 90c a bbl. more than it was before the war, and even this advance cannot be regarded as due to war alone as a similar or greater advance has previously occurred in peace times."

"Also, the present advanced price of flour has not kept pace with that of wheat: wheat runs from \$1.10 to \$1.16 a bushel, an advance of 30c over the ante bellum price of 85c. A barrel of flour requires four and a half bushels of wheat which at the advanced war price of 30c a bushel would mean that flour should be selling at \$1.35 advance per bbl. to be even with the wheat market. As it is flour is selling at \$6.80 a bbl., which is only a 90c advance over the old price and so gives a 45c a bbl.

difference in the consumer's favor.

"At present we are faced with the certainty of a very much reduced wheat crop so that if peace comes within the next year the conditions just outlined should have some bearing on the general situation which in turn points to the conclusion that there will be small likelihood of a decline for a year or two after peace. At least not until things have become more normal. Whole countries will have been ruined and not only

their export trade cut off, but their very sources of production annihilated. And that one prime factor will ensure a good demand for wheat until these countries have once more been put on a producing basis. So this will predicate a gradual decline of prices if one occurs at all."

C. B. Hart, importer of dried fruits, nuts, etc., says: "Any declines that may occur after the war may be expected to occur gradually owing to the presence of large armies in the field and in barracks

for a long time to come. Even peace will not bring immediate disarmament but rather a long series of conferences that will require the active backing of armies to accomplish anything. So consumption will continue to be abnormal and production greatly curtailed and the freight shortage will continue until all the troops and their equipment have been moved to their various destinations and all the shortages of the various markets have been made good."

Conclusion of Manitoba R.M.A. Convention Report

Retailers and Wholesalers Get Together

Rather Warm Session on the Last Day of Manitoba Retail Merchants' Convention — Grocer, Hardware and Dry Goods Jobbers on the Carpet—Both Sides Advance Good Reasons for Their Attitude.

PROBABLY the most important feature of the whole convention was the meeting between representatives of the wholesale houses and the retailers, which occurred on the last afternoon of the convention. The president divided the time up as follows:—grocers half an hour, dry goods half an hour, clothing, boots and shoes and hardware a quarter of an hour each.

Right at the outset, H. H. Pigott, credit manager for the J. H. Ashdown Hardware Co., rose and drew the attention of the president to the fact that a great mistake had been made by not arranging to have discussions in which the credit men might take part. There was no more important question they could discuss than credits given by jobber to retailer, and by retailer to consumer. Mr. Pigott was about to continue when W. H. S. Hill, of Hartney, arose and objected to Mr. Pigott bringing up this matter, as the question of credits was not on the program.

Mr. Rannard—"The question of credits was settled at the banquet last night."

Mr. Pigott—"This is the first time I ever knew it to be fixed."

Mr. Rannard—"It is going to be cash; there won't be any question of credits."

Mr. C. W. Paynter, Tantalion, Sask.—"What will the credit men do for a job?"

Mr. Rannard—"They will go out of business."

A. Macdonald Invited

The discussion with wholesale grocers coming first, Alexander Macdonald, president of Macdonald-Consolidated, Ltd., was called to the platform, but objected,

remarking that he would let Mr. Montgomery do this, as he was the latest addition to the list of wholesale grocers (Mr. Montgomery is president of the Merchants' Consolidated, Ltd.)

At this point, it was noticed there were very few representatives of the wholesale houses present, and the question was asked if the wholesalers had been advised of this meeting. The Secretary said that the Credit Men's Association had been advised, and he understood that they had informed the wholesalers. Somebody drew attention to the fact that evidently the wholesalers had thought the credit men were wanted, as most of the representatives present were credit men.

C. H. S. Bamford, sales manager of the J. H. Ashdown Hdwe. Co., rose and said that most of the questions had been settled, and if there were any other matters, their customers knew where their office was, and they would be glad to have them come around and settle it with them. He added that the wholesalers had not been invited and that, when the credit men came, they were turned down.

Mr. Rannard, the president, said that he could not call up every wholesaler in town, but that he had got in touch with as many as he could.

A representative of the Credit Men's Association who was present, said that he had called up all the wholesalers as requested. So it was decided to go ahead with the meeting.

Combine Goods

D. A. McKenzie, Souris, said he dealt mainly with Brandon houses. Recently he sent in to Winnipeg for certain lines

of matches and yeast cakes. He was informed by the wholesaler that they would not handle combine goods. He did not think that was fair. If the merchants were to be treated that way, they should make a dead set against combine goods. He wanted to know "why." If the jobber was going to allow the manufacturer to dictate to him, what use was the jobber to the retailer?

At this point A. Macdonald took off his coat and went up to the platform, amid loud applause. He said that when anyone made a challenge, he invariably took it up. People said of him that he would rather fight than eat. What had been said by the last speaker was quite correct, but it did not apply to his company. They were fighting the combines, and would thrive on it.

Mr. Macdonald's Denial

Mr. Macdonald was about to leave the platform after thanking them for the opportunity of speaking, when the president asked if there were any questions. A delegate wanted to know if it was true as reported that Macdonald-Consolidated Ltd., were behind a chain of retail stores in the city of Winnipeg. Mr. Macdonald replying, said that he was glad to gratify their curiosity, adding that some of his competitors were going around with all kinds of reports. He wanted to get the man's name who was doing this, and put him on their payroll. The more he talked, the bigger the cheque he would send him; he did not care if it was for or against. He admitted having heard these reports, but said there was not a dollar of his money in the chain of stores referred to.

Mr. Macdonald added further that he hoped the people behind these chain of stores would make a success of it; they were practically following out his own suggestion, and others had to come to it sooner or later.

W. C. McShane, Souris, said that he had ordered a car of soap, paid cash for it, and distributed it among a number of dealers in his district. They tried to get another, but failed. He went to the wholesalers, and at last succeeded in getting another one at an advance of 50c per box. Since then he had not been able to buy another car, and he wanted to know why. Were the wholesalers working against them?

Mr. Macdonald—"The question answers itself. What was the brand of soap? However, it makes no difference, we can't buy it ourselves." He mentioned a number of other lines which they were unable to buy, adding: "They can keep them, and you are going to help us."

Cartage Question Raised

Mr. McShane brought up the question of wholesalers charging them for cartage. They were charged f.o.b. Winnipeg, yet were charged cartage at both ends. Why, he asked, should they have to pay cartage when they were charged f.o.b. Winnipeg?

Mr. Rannard—"I am surprised to learn that, as the wholesalers deliver goods to us in the city without any charge. It seems to me they would be only too glad to do the same in the country."

Mr. McKenzie—"We pay cartage at both ends."

A Winnipeg dealer in the audience was asked to state the facts. Mr. Treleaven, of Treleaven & Campbell, replied that anything they bought in Winnipeg was delivered free of charge, but for anything bought in Toronto they had to pay cartage both ways.

W. M. Chambers, Hamiota, objected that the discussions were getting down to small things, what they wanted was to discuss the question: "How to buy right, and sell right." He caused somewhat of a sensation by stating they could buy better from Eaton's than from the wholesalers. He admitted having done it within the last two weeks. All winter he had been ordering nails and pipe from Eaton's because he could not get the same price from the jobbers. He said he was a member of the Merchants Consolidated, and was forced to join it by existing conditions.

At this time Mr. Hill, of Hartney, brought up the question of mail order houses being supplied by Winnipeg jobbers with shorts, adding that the jobbers were dependent upon the retailers for existence, yet their stocks were open

to mail order houses any time they were in need.

Cartage Question Again

The discussion then veered around again to the question of cartage, and a manufacturer who was present offered to explain. He said that some time ago the Railway Commission agitated for lower rates, and reduced the freight, say to Hamiota, from 40c to 37c. Thereupon the railway company put on an extra 3c for cartage to make up the difference. That was where the charge originated. He said he was glad the question had been brought up, as they had had to thresh it out themselves over and over again with their customers.

Mr. Pigott—"Does it not come back to the expense question? If the dealer does not pay cartage, the jobber must put the cost into the price of the goods."

Mr. Montgomery drew attention to the fact that if city merchants paid this cartage, it would be so much less for those in the country to pay. Then those in the city asked why the merchant in the country could not make his store run. When they bought from Eaton's they had the goods delivered to them, and the cost of the goods was less.

Mr. Trowern, Dominion secretary—"This question comes up at every convention, and it is usually settled this way: Half in the room say 'Why do you pay it, we don't pay it.' The members all get up, one after another, saying, 'I don't pay it,' and the other, 'I pay it.' It looks to me as if there is something rotten in the State of Denmark. It is not the manufacturer who is charging it. The cartage companies and the railway companies are separate. Then is the jobber discriminating against the dealer in the country?"

Mr. Pigott—"You are wasting time. Why not appoint a committee to meet the wholesalers on this question, and any other question? We have not representatives here qualified to speak on this matter."

Mr. Montgomery then moved, and Mr. Beaudry seconded that a committee be formed for this purpose.

Dry Goods Discussion

The time given to grocers having expired, the president announced that dry goods would be taken up at once, and invited Henry N. Belcher, managing director of Gaults, Ltd., to the platform. Questions were invited, and the first one proved a puzzler for Mr. Belcher. Mr. Hill, of Hartney, asked what was the price of 12 quarter flannelette blankets.

Mr. Belcher—"We would need a big portion of our staff here to answer some of the question that are being asked. I must admit that I do not know the price of 12 quarter blankets, but I am going to

answer any other questions I can, whatever may befall me. I am glad we are able to get together and talk these things over. Now, take the question of freight, it is not a difficult thing to explain. The wholesalers don't care whether this is charged direct or otherwise. It is an item that has got to be borne by the ultimate consumer. It is one of the incidentals. The only way for you to get over this would be to say: 'We are not going to pay that, but you can put it on the price of the goods.' I might say that some of your complaints made at this meeting have been just, but they do not apply to all the jobbing houses of the city. Mail order houses are unable to secure goods from the house I represent. Some time ago we wrote to the only mail order house we were supplying, and told them that we could not sell them any more. We felt that our whole duty was to our retail friends. We will support the retail trade, as we know no good can come to them that does not help us. Now, as regards packing, we pay packing on all goods coming in, which is about four times as heavy as that charged to the retailer. We are compelled to lose the difference, and until there is some other way of dealing with the matter, somebody must pay. If we got cases for nothing, we would be glad to give them to you. The man who makes the cases must be paid for them."

Mr. Hill, of Hartney, asked somebody in the meeting to state the catalogue price for 12 quarter blankets. Somebody said that it was \$1.39. The wholesale price, he said, was \$1.60, which was 21c higher than the catalogue price.

Jobber's Explanation

Mr. Belcher—"I would like to see them. I know they are seconds, but I would like to see them side by side. If they are the same, then the explanation is that the catalogue houses have bought when the market was low, or else they are selling them for less than they gave. You cannot prevent a concern selling at any price they please."

Mr. Hutchison, Saskatoon—"It seems to me that you are going around in a circle. I have been listening to your discussion on cartage; that is a question we have discussed over and over again for the last three years. If this convention would appoint a good strong committee to meet with the jobbers of the West, and let us go into the matter thoroughly, we could work out a solution for meeting our bitter enemy, the mail order house. We could spend a whole week here, and not get any further than we are doing. In Saskatchewan we found there were points in favor of the present cartage system, and I am surprised that the jobbers present have not brought them up. We have practically decided that the present system is a good one economically."

Discussing M. O. Houses

Mr. Chambers, Hamiota—"Are the wholesalers going to give us any protection against the mail order house? It is not only nails, but many other articles. Mr. Bamford says that the mail order houses are only doing 6 per cent. of the business; then if the jobbers represent 94 per cent., why cannot they go to the manufacturer and do something?"

Again Mr. Hutchison suggested that this matter be left in the hands of the committee, and Mr. Rannard replied that the president of each Provincial R.M.A. Association would form a committee, and meet the wholesalers of the West, and he hoped that each retailer present would send in examples of what they considered injustices.

Mr. Chambers—"In the meantime—it has been in the meantime for many years—and all this while we have been meeting with all kinds of trouble from the manufacturer. We don't want to eliminate the jobber, but these committees have been conferring with them for years. Why not join in with the Merchants' Consolidated?"

Must be Practical

Mr. Belcher—"We would be only too glad to do anything, but your suggestions must be practical. Now take the question of nails; you can't charge me with having any personal feeling on this question, as we don't handle nails. I am given to understand that there are 495,000 kegs sold, and that 5,000 kegs got into the hands of a local concern, who used them to break the price. I understand that you are asking the wholesale trade to control the 495,000, but to prevent the 5,000 getting away. I have heard that the 5,000 kegs were bought from small mills. It is humanly impossible to prevent the mail order houses getting their supplies from some source. Take blankets, for instance. It is hard enough to control Canadian mills, but what about the American market? You must be practical. Don't blame us for not doing the impossible. I am satisfied the wholesale trade will do anything they can, as our living depends on satisfying the retail trade. We have no other outlet for our goods. You don't need a committee to meet us. Mr. Chevrier of your association has been into our office several times with complaints, and in every case he went away satisfied that we were doing the right thing."

Mr. Pigott—"I would like to reinforce that statement. Yesterday I spoke to our manager, and he said the mail order houses had bought the whole output of a certain mill, and had cut the price."

Mr. Bamford—"We can take care of the big concerns, but as far as some of the other ones are concerned, we cannot; we have tried, but it gets away from us. If we could, we would do it quickly."

Mr. Montgomery—"All honor to the

little mills that won't be controlled."

Mr. Hall, of Transcona, asked why something could not be done to establish a fair price for goods, just as the labor unions demanded a fair wage. He spoke of paying a high price for brushes and seeing them in a local department store at 10c each. He believed the store paid more for them, but they were using them as a leader. They should insist on having a fair price for goods, and he was sure the workmen who made the goods would back them up.

Mr. Pigott's Last Word

It was apparent that the meeting would soon have to close, as the time was gone, and several lines of merchandise had not been discussed. Mr. Pigott, sales manager for the J. H. Ashdown Hardware Co., rose and asked the delegates to think hard, between now and their meeting next year, how they were going to eliminate bad debts, pay their own debts, and look after interest charges. To put this country on a cash basis was a hard proposition; the jobber had put many of those present in a position where they could do it. He noticed

men in the Merchants' Consolidated, and remembered when they were not in a position to buy except from the jobbers. They were now spending their money direct to the manufacturer, but what, he asked, about the man who must continue to rely on his wholesaler? They were giving him the go-by. There had been considerable said about fighting mail order houses, yet the country stores continued to show good profit. He had a man come to him recently who complained that he could not stand mail order competition any longer, and he was going to sell out. He asked him if he made up his balance sheet, and he replied that he had not. Mr. Pigott told him to go home and make it out. When he did, he showed a profit of \$4,500. He gave another example of slipshod methods of country merchants. A dealer came to him and asked him to collect notes for him. He promised to do it. He found that they were dated from 1910 to 1913. He had probably been keeping them in his safe all that while.

President Rannard remarked that it was men like this who had stayed at home, and were afraid to leave their businesses to attend the convention.

Making the Most Use of All Your Assets

Speaker at Manitoba R.M.A. Convention Deals With Each One, and Tells Dealers How to Get More Business—Good Advice For Dealing With Clerks.

ONE of the speakers on Tuesday evening—the first evening of the convention—was A. L. Struthers, who was described by the chairman as another Sheldon. Mr. Struthers took the subject, "Getting more business".

He suggested that the merchants in preparing to get more business, make out a list of the things they had in their store to work with. He advised them to make this list out while they were in Winnipeg, as one could get a better perspective away from home. After making out this list they should arrange to use strongest assets more than they has been doing. They had the newspapers, the mails, the telegraph, the telephone, catalogs, store equipment, and lastly their clerks—probably their biggest asset, not only for service but because of the great free advertising force they might be converted into. Then there was their own personality.

If they were going to use the mails, they should see that circular matter they sent out was first-class stuff. He recently met a druggist who complained that the people in his town were dubs because they did not reply to his circulars. He looked at the envelope and found it to contain cheap paper, of various colors, the whole thing lacking a

personal touch. If, said Mr. Struthers, they were to fight the long arm of competition, they could beat them by giving the personal touch themselves.

As for the telephone, if they had ten minutes leisure, it would pay them to call up and tell customers of special lines. Here was something else that the long arm of competition could not do. It should be done right. The merchant should hold a conference with his clerks and decide what they were going to tell customers on the phone. This should be done even if it was necessary to write down what the clerks were to say. There should be no guess work about these telephone calls.

Mr. Struthers spoke lightly on the question of equipment, but left no doubt in the minds of his hearers that \$100 spent on good equipment would bring big results.

As for catalogs, he would have his own catalog, using the mail order houses' own weapon. He would want the manufacturers to print it with prices. It was said of Sears-Roebuck that if they had a foot rule to sell, they always said that it had twelve inches. The retailers should get the manufacturers to assist them in making catalogs and doing advertising; and the manufac-

turers were only too anxious to do it.

The speaker said they ought to advertise as second or third price stores, drawing attention to cash prices and credit prices. What was the use of worrying about losing the good-will of a man if it was necessary to be his banker? When asked price for stoves, the merchant should say \$40 for cash, or \$60 if the customer wanted a year.

He recommended liberal treatment for the local newspaper, suggesting the dealer state his price every time. The retailer could not afford to go into the general publicity business. Signs on trees and barns might tickle their pride, but it was no good unless they stated their price. If there was any general advertising to do, it should be left to the manufacturer do it.

Coming to the question of clerks, Mr. Struthers said this was an enormous force if used right. How was it, he asked, that some clerks brought trade and others drove it away? They were the teachers of their clerks, and were getting more or less business in proportion to the attention they paid them. There were some clerks who knew their goods, were courteous to customers and were giving service; there were others who did not know their goods, were discourteous, and always seemed to rub the fur the wrong way. The speaker recommended making each clerk a specialist, giving them a title, even if there were only two clerks in the store. They should have conferences and team play. Big institutions had meetings of heads of departments, and why should not the small store?

The clerk should also be taught to make use of positive suggestions to say "Yes" instead of "No", not to say "nothing else to-day", or "don't suppose you would like to look at some socks". By using such suggestions, the clerk made it easier for the customer to say "no". How much easier would it be to invite a customer to say "yes" by suggesting "that's pretty" or "will you buy the whole outfit". They would avoid expressions like this, "will it pinch you to pay that by Saturday night?" Such an expression suggested that it might pinch.

Mr. Struthers told an amusing story of an insurance agent who was closing up a prospect, and repeatedly made use of the expression "you will never regret this as long as you live." The boy's mother was sitting by, and heard this so often she asked "Now are you sure you won't regret it?" If the agent had never mentioned the word "regret" the business would have been closed there and then, whereas he lost it.

In making sales, the expression "that's a beautiful rocker let me send

it up," should not be used; that was calling for quick action. They should let the customer sit in the rocker, and get a decision by easy stages, keeping step with the customer's mind.

Mr. Struthers made several suggestions regarding the handling of complaints. Every day there was somebody complaining of the driver being discourteous to the maid, or entering the house with muddy feet. The clerk should not say, "I don't believe a word you say." This would be better—"I can understand how you feel about this matter. (That is swinging towards the woman's side.) However, mistakes happen in the most regulated families. (Now you are swinging to your side.) You believe in British fair play. (A little more to your side.)" Of course the woman will at once admit that she believes in British fair play, then promise to give the clerk a good talking to, and settle the matter up that way, taking care not to talk to the clerk while the customer is present. In all such cases, the clerk should apparently side in with the customer, but "apparently" only.

There was also the important matter of getting quick decisions in a store when the store was crowded with people, and only a few clerks there. There is the woman who is taking a quarter of an hour to spend 25 cents. The clerks should bear in mind that there are five or six problems in the sale to be decided before the customer comes to a conclusion, such as the color, size, weight, when wanted, by freight or express. After all these minor matters had been settled, the big decision was arrived at. The successful clerk would quickly get a lot of these minor decisions settled, and thus deal with the largest number of customers in the smallest possible time.

Coming down to the question of dealers' personality. The speaker advised him to have courage in his own store, to be optimistic. There were many men who were thinking that business was going wrong and allowed themselves to talk to themselves accordingly, and soon they looked the part and people soon thought they were going down hill. It did not matter what others said to them, as what they said to themselves.

They should have open minds; perhaps they would be stung two or three times, but they could charge that up to education.

In conclusion, Mr. Struthers said: "The fight is on, and the price war is not the only phase. Manufacturers will help you if you wish them to. Make use of all your assets. If you will make out that list as I suggested, and work everyone of them a little more, you will be more prepared commercially."

Letters to the Editor

A CORRECTION

The Editor Canadian Grocer:

Dear Sir,—In your issue of May 26th last you publish a special letter from Winnipeg relating to the late firm of Nicholson & Bain. I wish to point out that the portion of your article referring to the formation of the late firm is incorrect. The business of W. F. Henderson & Co., was purchased by me after the death of Mr. Henderson, and the business was carried on by me for some years under my own name, Mr. Bain being employed by me until the formation of the partnership of Nicholson & Bain.

I trust that a correction to this effect will be published in the next issue of The Canadian Grocer with the same prominence that the article referred to received.

Yours truly,

E. NICHOLSON.

Winnipeg, June 15th, 1916.



Pte. J. P. Glocking, has been missing since the Battle of Langemark in April, 1915, and is now reported killed in action. He enlisted in the Queen's Own Rifles' quota for the 3rd Battalion and went overseas with the first Canadian division. He was 23 years of age, and though a photo engraver by trade, was employed by the Salada Tea Company of Toronto, before he left for the front.

Pte. Frank Winton. He is reported missing. He was in a machine gun unit. He is 20 years old, and was employed by the Red Rose Tea Co. He is the son of Mr. and Mrs. F. Winton, of Toronto.

John Hunter has just been appointed as a sub-lieutenant in the motorboat service of the Royal Navy. Mr. Hunter was an employe of the Harris Abattoir Company.

Archibald J. Gillespie, officially reported wounded, has been in the trenches about five months. Before going overseas last fall, he was employed by Weston's Bakery in Toronto as a traveler.



CURRENT NEWS OF WEEK

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



Quebec and Maritime

The young son of Fred Crepin, merchant, was drowned in Chateauguay Bay this week.

John Donaldson, manager of Calcutta office of the John Duncan Co., of Montreal, left last week for the West en route to Calcutta via the Pacific.

E. M. Emery, advertising manager of the Lake of the Woods Milling Co., Montreal, is the father of a newly-arrived boy.

J. Lemaistre, general merchant, of Cote St. Paul, Montreal, has made alterations in his store, which have greatly increased the size of the grocery department.

Retail grocers in St. John, N.B., will close at one o'clock on Saturdays during July and August, reopening in the evenings.

Frederick Smyth, accountant with Baird & Peters, wholesale grocers, St. John, was married recently to Miss Grace McDiarmid.

Fred Hughes was mentioned last week in this column in the wrong connection as being a traveller for Chaput Fils et Cie. He is instead a traveller for Hudon Hebert et Cie, of Montreal.

Thomas W. Morison, formerly a prominent grocer in the north end of St. John, N.B., and for the last eleven years chief clerk of the civic department of public works, died on June 14, aged 56 years.

The D. Hatton Co., of Montreal, have been awarded the contract to supply the 30,000 soldiers at Valecartier with their fish for the remainder of their stay there. The contract will run to from 10,000 to 12,000 lbs. weekly.

The following men were introduced on the Montreal Board of Trade during the week: J. T. Powell, Birmingham; Aubray N. Leron, Nobel, Ont.; J. E. Johnson, Liverpool; L. Goldie, Guelph, Ont.; Robert Black, Ottawa; S. J. Cherry, Preston, Ont.; A. N. Mercier, Rigaud, Que.

Ontario

T. Dextras, of Cornwall, grocer, died this week.

W. G. Maclean, of Toronto, sold out to Mrs. John T. Elliott.

A. J. Smith, of Orton, general store-keeper, is succeeded by George Pringle.

William Dale has resigned his position in Henry's grocery store in

Hespeler, and is now working on munitions.

F. H. Elliott, Harriston, has purchased the grocery business of G. A. Cook, four doors east of Hotel Bowman, in Bowmanville.

P. H. Kolb, of St. Thomas, who has been manager of the Noble Biscuit and Candy Manufacturing Company for some time past, has accepted a position as superintendent of the Willard Chocolate Factory at Toronto.

The Thursday half-holiday plan in Chatham seems to be meeting with more general approval this summer than it has before and the majority of the stores will be closed on that half-day. Practically every line of business has agreed to the plan, and a general half-holiday for clerks in stores and offices seems assured.

Damage amounting to about \$15,000 was done by fire to the factory of Lumsden Bros., and also to the Jersey Cream Factory, owned by the same firm and adjoining its other premises on Macnab Street North, in Hamilton. The origin is not known. It is thought, however, that two coke stoves in the candy department probably became overheated and caused the fire. In the Jersey Cream factory, machinery valued at \$25,000, as well as a heavy stock, was lost. A large quantity of coffee, tea and spices in stock in the building, was also destroyed by water and smoke. Considerable insurance was carried by the firm.

Western Canada

Mrs. W. J. Maclean sold out her store at Nokomis, Sask.

C. G. Stewart & Co., of Kindersly, Sask., have moved to Holbeche.

Fisher Bros., meats and groceries, of Calgary, Alta., has discontinued.

H. P. Penneck & Co., Winnipeg, have been appointed agents for Paris Paté.

W. A. McKay, of the Codville Co., Winnipeg, has been on a business trip West.

L. G. Walje, of Ogilvie, Man., general store, is succeeded by F. Worthington & Co.

Mr. Chapman, for some time head clerk in A. Astbury's general store in Russell, Man., left to enlist.

W. B. Amos, of Russell, Man., was visiting the Kamsack, B.C., branch of the W. B. Amos & Co.'s store recently.

The Kerrobert Mercantile Co. has been incorporated with a capital stock of \$100,000. The head office of the company is at Kerrobert, Sask.

A. Schoenleben recently purchased an interest in the wholesale grocery business of Brock, Kelly & Love, Weyburn, Sask., and is now associated with the business.

The death occurred of L. F. West, a well-known merchant in Vancouver, B.C., and a brother-in-law of H. C. Brewster, the popular Liberal leader.

The annual picnic of the Winnipeg Caterers' Association will take place at Winnipeg Beach, July 19. Last year it required seventy-two coaches to carry members and friends, and this year extra trains will be run.

The late Mr. West was born in Harvey, Albert County, New Brunswick, about 64 years ago, and was a successful merchant there up to 14 years ago, when he decided to come West. Settling in Vancouver, he conducted a successful grocery business for some years.

The retail grocers of Fort Rouge, Man., have arranged to close their stores at 1 p.m. on Wednesdays during the months of June, July and August. An agreement has been entered into, which includes practically all the grocers excepting one, to adopt closing on Wednesday afternoons. The merchants are of the opinion that this action on their part will not work a hardship upon the public once it becomes generally known, and will be highly appreciated by their salesmen.

The head office of Hamblin & Brereton, manufacturers' agents, will be moved from Winnipeg to Toronto. This firm has been developing a business in Ontario for the last fifteen months, having an office in the Board of Trade Bldg., Toronto. They will move into larger quarters. W. H. Hamblin will be in charge in Toronto, and G. C. Brereton will remain in Winnipeg in charge of Western business. There was formerly an office in Vancouver, but this was closed a year ago.

R. M. A. TO WINNIPEG

The Dominion Board of the Retail Merchants' Association are to hold their annual meeting this year at Winnipeg. The meetings will be held on August 8th, 9th, and 10th.

Sugar Firmer: Beans Still Advancing

Dull Sugar Market of the Last Month Gives Place to Liveliness—Several Slight Advances in Dried Fruits—Molasses Firm; Stocks Hard to Secure—Teas of Inferior Quality.

Office of Publication, Toronto, June 22, 1916.

THE outstanding event in the grocery market this week has been the change in situation in the flour market. To begin with, there has been an alteration in freights, applying only to flour and grain. Ocean vessels which have to take a certain proportion of flour in their cargoes report they have not the demand for space on their boats in July and August that has been the case for the past year, every month. Freight rates have therefore been reduced on flour and wheat. Boston boats are offering local flour exporters a rate of 60c a cwt. as against 80 and 95c normally, going to London and Glasgow, while Montreal boats are down as low as 65c and will probably go lower than that. Space for wheat is offered as low as 30c a bushel. Not long ago flour space cost on an average about \$1.15 cwt., while wheat was going at 45c a bushel. This change in the freight situation is indicative of the change in the flour market during the last week. First patents Manitoba flour dropped 20c and this was not in any sense due to a declining wheat market; the latter after its usual fluctuations and vagaries actually settled 5c higher than at this time last week. The reason for the drop in flour is somewhat difficult to understand, but it can be put down as chiefly due to the lack of cable enquiry from England: British and other overseas buyers appear to be fairly well loaded with flour stocks at the present time and enquiries are few and far between. Hence the decline in levels, which has nevertheless so far failed to secure very much more business.

There has been a period of something like weakness in the sugar market which has lasted now for a month or more. During this time market values lost something of their strength, but a full recovery appears to have been made, which fact is indicated by an advance in raws from the low point of a month ago to the high point of the week before that. The stimulating factor appears to have been more export demand for American refined sugar which, during the last few days, has reached something like its usual very considerable extent. This cleared the air a good deal in New York. Sugar men were beginning to wonder what was the matter. The American domestic demand was slow and with the cut-out in European buying the sugar market looked weak and unstable. The fact of overseas buying being recommenced, however, relieved the situation considerably and the market is considerably firmer. So far as Canadian refined sugar is concerned, prices are still unchanged as the local trade is somewhat slow. This is possibly due to the backward season. The tone of the market, however, is very strong and it is thought that very shortly there will be a revival of heavy purchasing for home consumption, should we get, albeit belatedly, a little warm weather.

The cold weather is having an undoubted effect on the new-laid egg market. Prices have advanced from 1 to 2 cents this week and this was almost wholly due to the fact that deliveries were very small. We are also in the middle of a time of unbounded consumption, and here again this is partly on account of the weather. It is a notable fact that during hot weather people will not eat as many new-laid eggs. In cold weather the converse applies. Hence the rise in new-laid this week.

For the first time in many moons cheese levels sank a cent or two this week. Prices at country boards dropped about a cent this week, and the situation is notably easier. This is in part due to a much reduced demand from England, where prices also have sunk recently.

MARKETS IN BRIEF

QUEBEC MARKETS.

FRUITS AND VEGETABLES—
Cabbage and turnips higher.
Old beets up 50c.
Peaches decline 25c.
Tomatoes firmer.
New potatoes down.

FLOUR AND CEREALS—
Flour decline 20c.
Feeds weaker.

FISH AND OYSTERS—
Gaspé salmon low.
Fresh halibut strong.

PRODUCE AND PROVISIONS—
Pork lines, unchanged and firm.
Eggs higher.
Butter firmer.

GENERAL MARKETS—
Beans higher.
Canned lines firming up.
Sugar uncertain.
Paper bags advance.

ONTARIO MARKETS.

FLOUR AND CEREALS—
Patents 20 cents down.
Feeds off color.
Wheat practically stationary.
No change in cereals.

PRODUCE AND PROVISIONS—
No change in meats.
Butter's peculiar position.
Eggs slightly higher.
Cheese levels drop.

FRUITS AND VEGETABLES—
Cold weather impeding delivery.
Oranges firm and high.
Cabbage much lower.
Slight drop in potatoes.

FISH AND OYSTERS—
Frogs' legs selling.
Trout scarce and higher.
Whitefish at 14c.
Haddock sells well.

GENERAL GROCERIES—
Currants very firm.
Dried fruits advancing.
Teas of bad quality.
Sugar much firmer.

MANITOBA MARKETS.

FLOUR AND CEREALS—
Flour still \$6.60 bbl.
Domestic and export quiet.
Embargo affecting business.
Feeds have easy tendency.
Cereals quiet and unchanged.

PRODUCE AND PROVISIONS—
Hogs unchanged, \$9.75 to \$10.
No. 1 creamery brings 28 to 29c.
Quality of eggs poorer.
Strictly candled eggs, 25 to 25½c.
No feature to cheese market.

FRUIT AND VEGETABLES—
Hood River strawberries up.
Sweet potatoes off market.
Melons and cantaloupes in.
Decline in Mississippi tomatoes.
California lemons now \$6.

FISH AND POULTRY—
Fresh salmon going up.
Fresh halibut still 11c.
Only staple lines selling.
Only poultry is fowl, at 18c.

GENERAL GROCERIES—
Sugar has firm undertone.
Many dried fruits going up.
Choice apricots, 25's, 14½c.
Choice peaches, 25-lb. boxes, 7½c.
Big advance in currants here.
Tapioca and sago declining.
Kraft paper going up fast.
Decline reported in pepper.
Prices on tuna fish announced.

Quebec Markets

Montreal, June 22.—Volume of business passing continues to be satisfactory and steady, with collections fair. The lack of stock of manufactured goods in Canadian as well as in imported lines combines with the extremely unfavorable weather to be the only serious deterrent to business on this market. Manufacturers of grocers' sundries in particular are feeling the shortage owing to a lack of manufacturing material, and the continual cold and heavy rains are causing general uneasiness as well as adding to the firmness of some lines that are particularly affected, as in the case of tomatoes, beans, apples and potatoes. The last few weeks have seen an easing of the boat situation, so that space has now become fairly easy to procure and the situation has been further improved by the institution of a 10c to 15c per cwt. lower freight rate from here to England, which is expected to materially affect the general situation in so far as it depends upon import business.

The unchanged position of sugar and the 20c decline in the flour market in the middle of last week has been the cause of considerable speculation in view of the fact that it occurred in the face of extremely unfavorable crop reports from the West. General declines in feeds accompanied this movement. Maple sugar has felt the effect of retention of American duty, so that stocks have shown some tendency to pile up here. Eggs have advanced 2c, and a further advance amongst trade is openly favored as a result of the constantly increasing price to country stores, and butter and cheese is waiting on trend of export market. Paper bags have been advanced by reducing the discount from 25 per cent. down to 20 per cent.; cod liver oil has advanced 50c, and is now \$6 per gallon; cheaper grade of peanuts are up; all lines of baked beans have followed Clarke's in recent advance of 10c all round; and canned goods in general are showing more pronounced tendency to firmness, with tomatoes and salmon leading.

SUGAR.—Sugar market remains unchanged in price, and other leading factors are firm and steady, with very little activity reported from New York, where refiners are holding off buying in the hope of lower prices, and holders of raws are proving equally stubborn about releasing their holdings at reduced prices, so that it is felt that prices of near future will be determined by the staying qualities of the opposing interests, and recent reports are such as to indicate that there is no certainty as to result. The effect on consumption of

the recent bad weather and the constant declines in centrals operating in Cuba, and which are now down to 25 in number, are also expected to enter into the situation.

Stocks are said to be getting low locally in retail trade at least, following a long period away from the market as a result of having bought ahead on the rise. Fruit outlook is said to be good, but effect of high sugar prices on demand for preserving purposes is problematical.

Extra Granulated Sugars—		Per 100 lbs.
100 lb. bags	.....	8 20
20 lb. bags	.....	8 30
2 and 5-lb. bags	.....	8 50
Extra Ground Sugars—		
Barrels	.....	8 55
50 lb. boxes	.....	8 75
25 lb. boxes	.....	8 95
Yellow Sugars—		
No. 1, 100 lb. bags	.....	7 80
Dark yellow, 100 lb. bags	.....	7 60
Bright yellow, bbls. only, cwt.	.....	8 05
Powdered Sugars—		
Barrels	.....	8 35
50 lb. boxes	.....	8 55
25 lb. boxes	.....	8 75
Paris Lump—		
100 lb. boxes	.....	8 80
50 lb. boxes	.....	8 90
25 lb. boxes	.....	9 10
Crystal Diamonds—		
Barrels	.....	8 80
100 lb. boxes	.....	8 90
50 lb. boxes	.....	9 00
25 lb. boxes	.....	9 20
Cartons	.....	9 45
Half cartons	.....	10 15
Crystal Dominoes, cartons	.....	9 65

MOLASSES AND SYRUPS.—Prices and other factors remain unchanged, although supplies have been slightly more plentiful during past week, and interest centres in the full cargo of about 2,500 puncheons that is due to arrive about July, and partially relieve market for the time being, but as this lot will go into immediate consumption, the present condition is expected to be in force shortly afterward again, as there is no immediate prospect of further large shipments arriving. Present supplies are doled out one puncheon at a time; car orders are all unfilled, as large lots are apportioned out to trade on basis of proportion of order.

Prices remain unchanged on corn and cane syrups, with demand keeping up well as result of molasses situation and plants working to capacity. Starch products are moving freely in keeping with the season of year and at unchanged prices.

	Prices for	
	Fancy.	Choice.
Barbadoes Molasses—	Island of Montreal.	
Puncheons	0 59	0 51
Barrels	0 62	0 54
Half barrels	0 64	0 56
For outside territories prices range about 3c lower.		
Carload lots of 20 puncheons or its equivalent in barrel or half barrels to one buyer, may be sold at "open prices." No discounts will be given.		
Corn Syrups—		
Barrels, per lb., 34c; ½ bbls., 4c; ¼ bbls.	0 04½	
Pails, 83½ lbs., \$1.35; 25 lbs.	1 40	
Cases, 2 lb. tins, 2 doz. in case	2 05	
Cases, 5 lb. tins, 1 doz. in case	3 00	
Cases, 16 lb. tins, ¼ doz. in case	2 90	
Cases, 20 lb. tins, ¼ doz. in case	2 85	
Cane Syrups—		
Barrels, lb., 54c; ¼ bbls.	0 05½	
Cases, 2 lb. tins, 2 doz. in case	4 80	

DRIED FRUITS.—Prices and general situation remains unchanged since last week with strength of currants still feature of market, although comparison of offered prices shows strange result, as import price is now 13½c as against New York price of 11½c to wholesaler

here, so that an uncertain feeling prevails in spite of firm cable advices. Prunes are easier on Coast advices, although no actual declines have occurred. Evaporated apples have shown effect of unfavorable weather conditions in a firmer tone, and other lines are expected to react to same cause. Other lines continue to maintain their firmness with a normal volume of trade passing in most lines and interest centering on advices from Coast points as to new pack.

EVAPORATED FRUITS.		Per lb.
Apples, choice winter, 25-lb. boxes	.....	0 08½
Apples, choice winter, 50-lb. boxes	.....	0 09
Apricots	.....	0 14
Nectarines, choice	.....	0 11½
Peaches, choice	.....	0 08
Pears, choice	.....	0 13½
DRIED FRUITS.		
Candied Peels—		
Citron	0 24	0 25
Lemon	0 20	0 21
Orange	0 19	0 20
Currants—		
Filatras, fine, loose, new	.....	0 12½
Filatras, packages, new	.....	0 14
Dates—		
Dromedary, package stock, old, 1-lb. pkg.	.....	0 10
Fards, choicest	.....	0 12½
Hallowee, loose, new	.....	0 09½
Hallowee, 1-lb. pkgs.	.....	0 09
Figs—		
8 crown, 12-lb. boxes, fancy, layer, lb.	.....	0 12
7 crown, 12-lb. boxes, fancy, layer, lb.	.....	0 12
8 crown, 12-lb. boxes, fancy, layer, lb.	.....	0 11½
1 lb. glove boxes, each	.....	0 12
Cal. bricks, 16 oz.	.....	0 09½
Cal. bricks, 16 oz.	.....	0 10
Cal. layers	.....	0 10
Cal. fancy, table, 10 lbs.	.....	1 50
Prunes—		
30 to 40, in 25-lb. boxes, faced	.....	0 11
40 to 50, in 25-lb. boxes, faced	.....	0 10½
50 to 60, in 25-lb. boxes, faced	.....	0 10
60 to 70, in 25-lb. boxes, faced	.....	0 09½
70 to 80, in 25-lb. boxes, faced	.....	0 09
80 to 90, in 25-lb. boxes, faced	.....	0 08½
90 to 100, in 25-lb. boxes, faced	.....	0 08
Raisins—		
Malaga, table box of 22 lbs., 3-crown cluster, \$2.80; 4-crown cluster	.....	3 75
Muscadels, loose, 3-crown, lb.	.....	0 09
Muscadels, 4-crown, lb.	.....	0 09½
Cal. seedless, 16 oz.	.....	0 12½
Fancy seeded, 16 oz. pkgs.	.....	0 10½
Choice seeded, 16 oz. pkgs.	.....	0 10½
Valencias, selected	.....	0 11
Valencias, 4-crown layers	.....	0 11½

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

SPICES.—Market remains unchanged in price with a reversion to quiet condition that has characterized it lately, except for slight New York activity last week. Stocks of peppers and cassias are said to be none too large and go into immediate consumption, and in case of the former are largely in grinders' hands. Local business continues to be satisfactory, with prices firm and well maintained.

	5 and 10-lb. boxes.	¼-lb. pkgs. dozen.	¼-lb. tins.
Allspice	.....-0 16	.....-0 09	.....-0 23
Cassia	.....-0 27	.....-0 85	.....-0 35
Cayenne pepper	.....-0 28	.....-0 35	.....-0 35
Cloves	0 30-0 32	.....-0 90	.....-0 39
Cream tartar—55 to 67c.			
Cinnamon, per lb., 35c.			
Ginger, Cochin	.....-0 25	.....-0 25	.....-0 31
Ginger, Jamaica	.....-0 28	.....-1 15	.....-0 29
Mace	.....-0 80	.....-0 80	.....-1 00
Nutmegs	0 45-0 45	.....-0 45	.....-0 80
Peppers, black	.....-0 28	0 85-0 90	.....-0 26
Peppers, white	.....-0 36	1 15-1 20	.....-0 37
Pastry spice	.....-0 22	0 95-1 20	.....-0 29
Pickling spice	0 15-0 18	.....-0 20	.....-0 20
Turmeric	0 21-0 23	.....-0 20	.....-0 20

Lower prices for pails, boxes or ballers when delivery can be secured.
 Cardamon seed, per lb., bulk 2 00 2 50
 Caraway—
 Canadian 0 13
 Dutch 0 20 0 22
 Cinnamon, China, lb. 0 14½ 0 16
 Mustard seed, bulk 0 19 0 23
 Celery seed, bulk 0 36 0 46
 Shredded cocconut, in pails 0 21 0 23
 Pimento, whole 12-15

RICE AND TAPIOCA.—No developments of note have occurred since last week, so that market remains quiet and firm, with only normal volume of trade

passing. Feeling is that present prices are not based on existing costs, but on keen competition for business, so that in spite of the lack of activity firmness shows no signs of abating. Tapioca remains high and firm, with demand curtailed in consequence.

Rangoon Rices—		Per cwt.
Rangoon, "B"	.....	4 30
"C.C."	.....	4 10
India bright	.....	4 45
Lustre	.....	4 50
Fancy Rices—		
Mandarin, Patna	.....	4 60
Pearl	.....	5 10
Imperial Glace	.....	5 80
Sparkle	.....	6 40
Crystal	.....	5 70
Snow	.....	5 30
Ice drips	.....	5 40
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, 24 lbs.	.....	0 06
Half bags, 112 lbs.	.....	0 06½
Quarter bags	.....	0 06¼
Velvet head Carolina	.....	0 08
Sago, brown	.....	0 06½
Tapioca—		
Pearl, lb.	.....	0 11
Seed, lb.	.....	0 10½

DRIED VEGETABLES.—Beans have firmed up again, and, while stocks are so limited and supplies so irregular that prices are largely determined by the wants of the moment, prices in general may be said to be about 25c per bushel higher, and the whole line showing additional firmness at from \$4.80 to \$5 for No. 3 pickers, with further advances not impossible. This development is said to be direct result of large quantity of beans which are going into use in army contracts, upon which all available packers are working and using beans at a rate of 4 oz. to the tin of stew. Unfavorable weather has aided in strength of line.

Beans—		
Canadian, 3-lb. pickers, per bushel	.....	4 75 5 00
Canadian, hand-picked	.....	5 35 5 50
Canadian, 5-lb. pickers	.....	4 60
Yellow eyes, per bushel	.....	4 70
Lima, per lb.	.....	0 08
Peas, white soup, per bushel	.....	3 25 3 50
Peas, split, bag 96 lbs.	.....	6 25
Barley, pot, per bag	.....	3 25
Barley, pearl, lb.	.....	0 04½ 0 05

TEA.—Tea market remains unchanged in price, with new feature creeping into general situation, with development of an easier tone to market following reports of large stocks held at outside points, and which are being offered to trade in such a way as to cause some uneasiness as to maintenance of present firmness. Importers of Japans are waiting on definite word of trend of that market, about which conflicting reports continue to come in, but meanwhile a good volume of business continues to be done in import orders, although trade in general tends to the quietness of a mid-season business. Japan crop will this year be handled more largely by machinery than in past, and some effect upon output is expected.

COFFEE.—Prices remain unchanged, and are firmly maintained in spite of an inactive market, which is largely caused by refusal of roasters and importers to buy until opening of new crop market, which is expected to develop an easier tone at primary points with arrival of

new supplies, although not necessarily so to trade at large here.

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

NUTS.—Prices are unchanged, and no developments of note have occurred since last week, but firmness of shelled walnuts continues to be feature of market. Scarcity of olive oil has caused advance in cheaper grades of peanuts, which are now on a minimum basis of 9c per lb. All other lines remain firm, with a very good volume of business passing, and orders being booked for fall delivery of walnuts and almonds. Considerable interest is being shown in probable range of ship freights for this fall, as feeling is that this will have considerable effect on prices of nuts.

Almonds, Tara, new	.....	0 16	0 17
Grenobles	.....	0 16	0 17
Marbots	.....	0 13½	0 14
Shelled walnuts, new, per lb.	.....	0 33	0 34
Shelled almonds, 25-lb. boxes, per lb.	.....	0 40	0 42
Sicily filberts	.....	0 15½	0 16
Filberts, shelled	.....	0 35	
Peanuts, large	.....	0 19	0 21
Brazils, new	.....	0 15	0 16
Peanuts, American, roasted	.....	0 09	0 12½

CANNED GOODS.—Tomatoes have advanced 2½c per lb., and are now on a basis of a minimum of \$1.15 per doz. following reports of crop being the shortest in years as result of wet weather preventing planting, so that entire line is very firm. Same causes have added to strong feeling in nearly all vegetable lines. Baked beans are up 10c all round, following Clarke advances of last week.

Fish lines are showing more activity, and increasing advances in meats continue to add to feeling. Canned salmon is very high and firm, with some brands entirely out of market and feeling very firm for future.

Ontario Markets

Toronto, June 22. — The situation in canned vegetables is particularly interesting at the present time. For some weeks in our detailed reports from issue to issue we have been pointing out that there will in all probability be further advances in tomatoes, peas and corn. Reasons have been urged, notably the increasing cost of cans; the labor situation which gets more and more acute; and the heavy export demand for canned vegetables which shows no sign of letting up. To these must now be added a factor quite as important, viz. the bad weather we have had and are having. This is certain, now, to mean a bad pack. Take the case of corn, for instance. A good deal of this being grown down East from Toronto was coming

along all right till last week. A heavy rain storm occurred, a regular flood it was, and at one fell swoop just washed the stuff right out. Corn is a thing you can't replant as late in the season as now. That particular crop was ruined. This is only an instance; there are a hundred such. But under these conditions the pack of vegetables this year is bound to be a poor one. Add this factor to the others mentioned and you see right away that canned vegetables are bound to be high in price this year. This is certainly the opinion of the street, and retailers, we think, undoubtedly will not better present levels. They should buy all the canned vegetables possible right now.

The export of butter, which was largely responsible for the sudden hardening of levels a week or two ago, has almost ceased and there is a decline in the number of cable enquiries. Also shipments out West have practically ceased and there is an earlier feeling in butter, which promises to be fairly permanent. Other markets report the same movement.

The dried fruit market report is worth studying this week. Apples are higher so; are apricots; so are peaches and raisins. Various influences are at work. An advance in dried fruits is unusual at this—the fresh fruit—season.

SUGAR.—At last, after a period of slackness lasting for a month or more, there are signs that the sugar market is waking up again. This last week has seen much activity in New York. Raws are up from 5 3-16 to 5½, and remain very firm. The stimulating influence was largely the result of oversea buying. Britain is again, it is said, in the market and other oversea buyers are hard at it. The amount of American refined sold during the week was considerable and the requisite fillip has been given to what was regarded, somewhat inertia. To this dullness, unseasonable seriously, as a market suffering from weather and labor troubles affecting transportation contributed not a little.

Locally, refined remains unchanged on a more active market. Trade here has undoubtedly been affected by the backward season. Should better weather present itself, however, the feeling is that it will again be a buying market, and that an advance will occur.

Extra Granulated Sugars, Montreal Refined—per 100 lbs	
100 lb. bags	..... 8 25
50 lb. bags	..... 8 35
25 lb. bags	..... 8 41
2 and 5-lb. cartons	..... 8 41
Nova Scotia refined, 100-lb. bags	..... 8 15
New Brunswick refined, 100-lb. bags	..... 8 11
Extra Ground Sugars—	
Barrels	..... 8 25
50 lb. boxes	..... 8 55
25 lb. boxes	..... 8 95
Powdered Sugars—	
Barrels	..... 8 35
25 lb. boxes	..... 8 55
Crystal Diamonds—	
Barrels	..... 9 21
100 lb. boxes	..... 8 91
50 lb. boxes	..... 9 01

Cartons (20 to case)	9 86
Cartons (50 to case)	10 96
Crystal Dominoes, carton	10 21
Paris Lump—	
100 lb. boxes	8 91
50 lb. boxes	9 11
25 lb. boxes	9 11
Yellow Sugars—	
No. 1	7 66
Barrels granulated and yellow may be had at 5c per cwt. above bag prices.	

MOLASSES AND SYRUPS.—The situation in molasses is now so serious that it is said that there are not enough supplies to go round. An importer here this week found his orders divided up, and a little delivered on each, his principals telling him that there wasn't enough on hand to fill all orders completely. Prices are very firm, and West Indies stuff is actually higher. We quote 38 to 40. We hear of some sales to wholesalers this week as high as 35c, almost the highest point yet. West Indies house, in letters declare they cannot get the stuff up here to our ports. Even sugar has to come via New York, and overland. Demand has also spruced up here, of course, just at the time when stocks are low, making altogether a very strong situation in molasses.

A minor change is made in the price of cane syrups printed hereunder which is worth while the trade's remarking. No new feature presents itself.

Corn Syrups—	
Barrels, per lb., 4c; ¼ bbls., 4¼c; ½ bbls.	0 04½
Pails, 38½ lbs., \$1.85; 25 lbs.	1 50
Cases, 2 lb. tins, 2 doz. in case	2 75
Cases, 5 lb. tins, 1 doz. in case	3 15
Cases, 10 lb. tins, ¼ doz. in case	3 05
Cases, 20 lb. tins, ¼ doz. in case	3 00

Cane Syrups—	
Barrels, lb., 5¼c; ¼ bbls.	0 05½
Cases, 2 lb. tins, 2 doz. in case	4 80

Molasses—	
Fancy, gallon	8 60
West India	0 38

DRIED FRUITS.—Several lines have changed in price this week. There has been one decline, that is in the price of evaporated apples, which have dropped half a cent or so. Demand is a little off color, and stocks are fairly ample. The decline is just a matter of unseasonableness, that is all.

Peaches, on the other hand, are all firmer and higher, and we quote them on the basis of 8½ to 9c for choice, in 50-lb. boxes. Stocks of all grades are light, and demand is keen at the moment. These prices are fairly average; in some cases they are shaded.

The market on future raisins is likely to hang fire both in New York and at the Coast, until such time as the Association makes some new move. Stocks on spot here in Toronto are in keen demand however and in seeded particularly are very light. All prices have moved up a trifle this week.

Choice apricots are also in demand. There is a slight advance in them, which brings choice variety up to 15-16c.

Prunes show little change in this market at present. There has been a slackening of interest in them on the part of the trade. Estimates of crop at Coast

run, at present, to about 130,000,000 pounds, which is regarded as a fairly ample supply.

Apples, evaporated, per lb.	0 08½
Apricots—	
Std., 25's, faced	0 12
Choice, 25's, faced	0 15
Extra choice, 25's, faced	0 16
Fancy, 25's, faced	0 17
Candied Peels—	
Lemon	0 18
Orange	0 18
Citron	0 23½
Currants—	
Filiatras, per lb.	0 15
Patras, per lb.	0 16
Vostizas, choice	0 16
Cleaned, ¼ cent more.	

Dates—	
Farda, choicest, 12-lb. boxes	0 09½
Farda, choicest, 50-lb. boxes	0 09
Pa. cage dates	0 10
Hallowees	0 08½

Prunes—	
30-40s, California, 25-lb. boxes	0 13
40-50s, 25-lb. boxes	0 10½
50-60s, 25-lb. boxes	0 09½
60-70s, 50-lb. boxes	0 09½
70-80s, 50-lb. boxes	0 08½
80-90s, 50-lb. boxes	0 08½
90-100s, 50-lb. boxes	0 08
25-lb. boxes, ¼c more.	

Peaches—	
Choice, 50-lb. boxes	0 08½
Std., 50-lb. boxes	0 08
Choice, 25 lbs., faced	0 09
Extra choice, 25 lbs., faced	0 09½
Fancy, 25 lbs., faced	0 10

Raisins—	
Valencia, Cal.	0 09
Seeded, fancy, 1 lb. packets	0 10½
Seeded, choice, 1 lb. packets	0 10
Seeded, choice, 12 oz.	0 09
Seedless, 15 oz. packets	0 13
Seedless, 12 oz. packets	0 11
Raspberries, black, dried, 25-lb. boxes	0 40

TEA.—The outstanding topic of interest with regard to this commodity is the change in quality, which is now distinctly inferior. Good quality stuff came for a time, for we seem to have passed the highwater mark, and to be coming down on the other side. With regard to price, Colombo cables say that the auction price is one to two Ceylon cents higher for some grades. London however is easier, and even a farthing or so lower, according to one cable. Locally there is little change. Trade is buying, if anything, rather on the light side, there being distinct evidence of a desire to wait on the part of the trade. This applies particularly to bulk stuff.

NUTS.—Business is coming a little better in walnuts, shelled variety, just now. A few shipments, small ones, are coming in from France, and selling around 35c to 37c, slightly higher, it should be noted, than last week. It is not possible yet to say much about future prices. Almonds are firm, both shelled and in shell, with a marked scarcity of stocks. Demand is not heavy.

In Shell—	
Almonds, Tarragona	0 15½
Brazils, medium, new	0 16
Brazils, large, washed, new	0 20
Chestnuts, peck	1 75
Filberts, Sicily, bags 110 lbs.	0 14
Peanuts, Jumbos, roasted	0 15½
Peanuts, hand-picked, roasted	0 11
Peanuts, fancy, roasted	0 09
Pecans	0 17
Walnuts, Grenoble	0 14
Walnuts, Bordeaux	0 11
Walnuts, Marbots	0 12½
Shelled—	
Almonds	0 40
Filberts	0 35
Peanuts	0 11
Pecans	0 60
Walnuts, new, halves	0 35
Broken	0 31

BEANS.—There is no change in either price or condition, except that the latter gets more awkward instead of less. Stocks are very slight indeed, and only a car here and there is picked up. Farmers are apathetic on the question, and are simply not bothering about beans. They have enough to do trying to be hopeful over other things.

There is some activity in beans, blues being especially in demand.

Beans, choice primes, bush	4 40
Beans, hand-picked, bushel	4 75
Peas, blue, bushel	3 50
Split, lb.	0 05

SPICES.—Cream of tartar is very strong, on a demand which is keener than for some time past. Stocks are light, and shipments to New York are irregular, so that stocks are light there too. Peppers are easier again; demand has slackened, though stocks remain slender.

Spices—	
Allspice, ground	0 20
Allspice, whole	0 17
Arrowroot	0 15
Bay leaves	0 20
Bicarb. soda	0 23½
Caraway seeds	0 25
Cassia, whole	0 25
Cassia, ground	0 16
Cayenne	0 30
Cayenne, Jap. chillies	0 40
Celery seed	0 45
Celery salt	0 30
Celery pepper	0 30
Cinnamon, Batavia	0 30
Cloves, whole	0 40
Cloves, ground	0 18
Coriander seed	0 12
Cream of tartar	0 25
Curry powder	0 30
Ginger, Cochin	0 15
Ginger, Jamaica, ground	0 18
Ginger, Jamaica, whole	0 28
inger, African, ground	0 14
Mace	0 85
Mustard, pure	0 22
Mustard, seed	0 30
Nutmegs, brown, 64s, 55c, 80s, 45c; 100s	0 35
Nutmegs, ground, bulk, 30-36c; 1 lb. tins	0 37
Pastry spice	0 25
Paprika	0 35
Peppers, black, ground	0 14
Peppers, black, whole	0 24
Peppers, white, ground	0 19
Peppers, white, whole	0 30
Pickling spice	0 18
Sage	0 45
Saltetre (chili)	0 10
Thyme	0 25
Turmeric	0 20

PICE AND TAPIOCA.—After a period of prolonged strength, there is an easier feeling noticed in both pearl and seed tapioca. Both are down a cent, and we quote 10c to 11c, and rather dull at that. Rice shows no change. Buying still is normal; tone of market has something of firmness by reason of light supplies.

Rice—	
Rangoon "B," per cwt.	4 50
Rangoon "CC," per cwt.	4 40
Rangoon, fancy, per cwt.	4 38
Patna, fancy	0 07½

Tapioca—	
Pearl, per lb.	0 11
Seed, per lb.	0 10

CANNED GOODS.—Firmness is still the dominating note, and this is particularly true of such lines as tomatoes, corn and peas. In this regard we refer readers to a paragraph in the introduction of the Toronto market, advancing another reason why vegetables will, we think, be high in price this year. That is the bad weather, which is doing harm, in some cases quite irreparable. Now is a good time to buy canned goods.

Manitoba Markets

Winnipeg, June 22.—There is considerable doubt as to what is going to happen to sugar. Refiners, jobbers, and retailers all seem to have the same feeling—that it is best to leave sugar alone until the market has demonstrated its ability to remain steady or advance. There is no incentive for Winnipeg jobbers to buy just now, as they are all pretty well loaded up, for which they paid much lower than prices prevailing to-day. While the raw sugar market has been very shaky for some time, latest reports from New York indicate that there is a firm undertone. One refiner sums the situation up as follows:—“The fact that prices have held as strongly as they have under existing conditions demonstrates the underlying strength of the raw sugar situation in general, and as we are now approaching a period of greater local consumption, in addition to which sales of export from New York are reported of 20,000 tons, it would not appear reasonable to suppose that we are going to see any appreciable decline in the price of raw sugar in the near future. The contention of holders of raw sugar that they will get higher prices later, seems to be justified by conditions. Based on the cost of raws to-day, Canadian prices are considerably below what they should be.”

The formation of associations in California for the purpose of controlling dried fruits, is keeping the market unsettled. There is a tendency not to buy until it is known exactly how the market stands. In the meantime local jobbers are advancing quotations on some of their lines. Choice apricots: 25's are up a cent, now quoted 14½c; 10's are offered at 15½c. Choice peaches in 25-lb. boxes are slightly higher—7½c; in 10-lb. boxes, 8½c. Dry cleaned currants are practically unobtainable in Winnipeg, and all currants have taken big jumps. Wet cleaned are now offering at 14c; 1-lb. pkg. Amalias jumped 1½c, and are now 14½c; 2-lb. pkgs. 29c. On the other hand, there have necessarily been further declines in evaporated apples; choice 50's are down to 7½c, and 25's 8c. Other lines of dried fruits are unchanged locally, but there is a tendency for prunes to advance, especially the smaller sizes.

Freights are having considerable bearing on prices in the primary market just now. On account of a decline in freight rates on the Pacific Ocean, considerably lower prices are coming in from Singapore and other points on tapioca and sago. The situation is rather peculiar as far as the retailer is concerned, as he will be compelled to

pay higher prices for tapioca and sago, as the jobber has been paying much higher than to-day's figures for stocks to arrive shortly. On the other hand, jobbers will be able to offer tapioca and sago ¾c lower than to-day's prices for stocks due to arrive here in three months. Reports received here indicate that rail freight rates are declining, which is having a further tendency to lower prices of goods coming in from B. C. ports. There are also reports that rates will be higher again after August 1st.

Paper and paper bags continue to advance, and Kraft paper is likely to be 50 per cent. higher than it is to-day. New prices are being named on Smith's, Wagstaffe's and St. Williams pure jams.

SUGAR.—Market as regards Canadian refined is stationary, standard granulated being quoted at \$8.80. The raw market last week-end in New York was slightly below the high point reached several weeks ago. While the statistical position is just as strong as it was then, there are other factors which have a bearing on the situation; the chief of these is labor trouble in New York. The halt in the price of raw sugar has practically put an end to buying by refiners. Should anything happen in the meantime to stimulate buying of raw sugar, there is no doubt price will advance, as all raw sugar available is in strong hands. Pretty much the same condition exists in Canada, i.e., absence of new business on present prices. There does not seem to be any incentive to buying until market has demonstrated its ability to remain steady or advance. Jobbers in Winnipeg are in doubt as to what is going to happen, but agree that the situation as regards raw does not warrant an advance at the moment.

Sugar, Eastern—	in sacks
	Per cwt.
Standard granulated	8 80
Extra ground or icing, boxes	9 65
Extra ground or icing, bbls.	9 35
Powdered, boxes	9 45
Powdered, bbls.	9 25
Hard lump (100-lb. case)	9 75
Montreal yellow, bags	8 40
Sugar, Western Ontario—	
Sacks, per 100 lbs.	8 75
Halves, 50 lbs., per cwt.	8 85
Powdered, 50s	9 40
Powdered, 25s	9 65
Icing, barrels	9 40
Icing, 50s	9 60
Cut loaf, barrels	9 70
Cut loaf, 50s	9 90
Cut loaf, 25s	9 95
Sugar, British Columbia—	
Extra standard granulated	8 80
Bar sugar, bbls.	9 25
Bar sugar, boxes, 50s	9 35
Icing sugar, bbls.	9 35
Icing sugar, boxes, 50s	9 65
H. P. lumps, 100-lb. cases	9 75
H. P. lumps, 25-lb. boxes	9 85
Yellow, in bags	8 40

SYRUPS AND MOLASSES.—The market as regards both corn and cane syrup is stationary, the big season being over. Molasses remains high, and Barbadoes shows no indication of a decline, despite reports that large stocks have arrived at St. John, N.B. New Orleans molasses is exactly 50 per cent. higher than it was a year ago at this time.

Corn Syrup—	
2s, per case 2 doz.	3 25
2s, per case 1 doz.	3 25

10s, per case, ¼ doz.	3 11
20s, per case ¼ doz.	3 12
¼ barrels, by the lb.	4 65
B. C. Cane Syrups—	
2-lb. tins, 2 doz. to case, per case	4 05
5-lb. tins, 1 doz. to case, per case	4 75
10-lb. tins, ½ doz. to case, per case	4 45
20-lb. tins, 3 tins to case, per case	4 35
(These prices prevail in Winnipeg, Calgary, Regina, Edmonton, Strathcona, Moose Jaw and Lethbridge. For Saskatoon they are 5c case higher.)	
Molasses—	Per gal.
Barbadoes, ½ bbls., per gal.	0 65
New Orleans	0 28
New Orleans, tins, 24 x 2 lb. case, \$2.20; 24 x 3 lb. case, \$3; 12 x 5 lb., \$2.60; 6 x 10 lb., \$2.55.	

DRIED FRUITS.—Talk of the formation of an association for controlling various dried fruits is keeping the market in an excited condition. The formation of an association for controlling peaches has had effect of sending price of this fruit up. There is now talk of a prune association, and there is tendency for buyers not to purchase until they know exactly how the market will stand. In the primary market peaches are said to have advanced another cent. Apricots are very high, which will mean a curtailed consumption this year on account of high price. There is no change in raisin situation. Currants have advanced another ½c in New York, and have reached a price that is almost prohibitive. The price of currants in New York was 7c two years ago, and is 12½c to-day. Prunes are very firm, particularly on small sizes—70's-90's.

Dried Fruits—	
Evaporated apples, choice, 50's	0 07½
Evaporated apples, choice, 25's	0 08
Pears, choice, 25's	0 17½
Apricots, choice, 25's	0 14½
Apricots, choice, 10's	0 15½
Peaches—	
Choice, 25-lb. boxes	0 07½
Choice, 10-lb. boxes	0 08½
Currants—	
Wet cleaned	0 14
1 lb. package Amalias	0 14½
2 lb. package	0 29
Dates—	
Hallowee, loose, per lb.	0 09
Hallowee, 12-oz. pkgs.	0 08½
Raisins, California—	
16 oz. fancy, seeded	0 10½
16 oz. choice, seeded	0 09½
12 oz. fancy, seeded	0 08½
12 oz. choice, seeded	0 07½
Raisins, Muscatels—	
3 crown, loose, 25's	0 08½
3 crown, loose, 50's	0 08½
Raisins, Sultanas—	
California, 50's, fancy bleached	0 16½
California, 25's, fancy bleached	0 17
16-oz. pkgs.	0 17½
Raisins, Cal. Valencia—	
25-lb. boxes	0 09
50-lb. boxes	0 09½
Prunes—	
90 to 100, 25s	0 07½
80 to 90, 25s	0 07½
70 to 80, 25s	0 08½
60 to 70, 25s	0 09
50 to 60, 25s	0 09½
40 to 50, 25s	0 10½
Peele—	
Orange, lb.	0 18½
Lemon, lb.	0 18
Citron, lb.	0 21½

DRIED VEGETABLES.—The market is still high. Supplies continue to come in from Michigan, and quite a number of cars are reported in from Vancouver, i.e., original beans. Jobbers are not inclined to comment on the quality of the latter until they arrive. Speaking generally, beans are very much higher and hard to procure.

Beans—	
White beans, hand-picked, bushel	4 75
White beans, 5-lb. pickers, bushel	4 30
California Lima Beans—	
50-lb. sacks	0 07½
Barley—	
Pot, per sack, 95 lbs.	3 20
Pearl, per sack, 95 lbs.	4 30
Peas—	
Split peas, stck., 95 lbs.	5 50
Whole peas, bushel	3 30

RICE AND TAPIOCA.—There are no features to the rice market, but tapioca and sago appear to have started on the down grade in the primary markets. It must be understood by the retail trade that this decline will not affect jobbers' prices for several months. It has been brought about by a re-adjustment of ocean freights, and it is further stated that rail freights have declined, which will no doubt result in a further decline in these lines. Word has been received however, that higher freight rates may be expected after August 1st. Japanese rice is reported lower.

Rice and Tapioca—	
No. 1 Japan, per lb., 100-lb. bags.....	0 05%
No. 2 Japan, per lb., 100-lb. bags.....	0 04%
Siam, per lb., 100-lb. bags.....	0 04%
Patna, per lb., 100-lb. bag.....	0 07%
Carolina, per lb., 100-lb. sacks.....	0 08%
Sago, pearl, sacks, per lb.....	0 08%
Tapioca, pearl.....	0 08% 0 09

COFFEE.—The market continues high, and reports of lower freight rates do not seem to have affected this market yet.

SPICES.—Pepper for import is easier on account of lower freight rates. Some think quotations to the retailer should be lower in two or three months. This is the only feature in spices.

TEAS.—There has been no change here of late, and the feeling in the trade is that high prices are likely to continue. Some high quotations for import have been seen during the last day or two.

ALBERTA MARKETS (CALGARY)

By Wire.

Calgary, June 21.—Ontario cheese: Large is now 21c to 22c. New-laid eggs are worth \$9. Tomatoes (3's) now \$3.10; gallons, \$2.35. Evaporated apricots are quoted at 17½c generally, with possibility of being higher still. Toilet paper has advanced 10 per cent. this week. Strawberries are arriving plentifully, and selling at \$2.50 to \$3. Pine-apples are \$5.25 a case.

General—		
Beans, small white Japan, lb.....	0 08½	
Flour, No. 1 patent, 95's.....	3 40	3 55
Molasses, extra fancy, gal.....	6 75	6 77
Rollad oats, ball.....	3 00	3 00
Rollad oats, 80s.....	3 05	2 99
Rice, Siam, cwt.....	4 80	3 90
Potatoes, local, per bush.....	0 60	0 56
Sago and tapioca, lb.....	0 10	0 10
Sugar, pure cane, granulated, cwt.....	9 25	9 35
Shelled walnuts, finest halves, lb.....	0 49	0 38
Shelled walnuts, broken, lb.....	0 30	0 28
Produce and Provisions—		
Cheese, No. 1, Ontario, large, per lb.....	0 21	0 20
Butter, creamery, lb.....	0 30	0 32
Butter, No. 1, dairy, lb.....	0 25	0 25
Lard, pure, 5s, per case.....	10 30	10 30
Bacon, smoked backs, per lb.....	0 23½	0 23½
Bacon, smoked bellies, per lb.....	0 26	0 26
Lard, pure, 3s, per case.....	10 80	10 80
Eggs, new laid.....	9 00	9 00
Canned Goods—		
Tomatoes, 3s, standard, case.....	3 70	3 70
Corn, 2s, standard, case.....	2 35	2 35
Peas, 2s, standard, case.....	2 45	2 45
Tomatoes, gals, case.....	2 35	2 35
Apples, gals., Ontario, case.....	1 75	1 85
Strawberries, 2s, Ontario, case.....	4 80	4 80
Raspberries, 2s, Ontario, case.....	4 80	4 80
Salmon, finest sockeye, tails, 48lbs, cs.....	10 00	9 65
Salmon, pink, tails, 48lbs, per case.....	4 50	4 25
Lobster, ½s, per doz.....	3 00	3 00
Dried Fruits—		
Currants, lb.....	0 13	0 13½
Evaporated apples, 50s, per lb.....	0 10	0 10
Peaches, choice, 25s, per lb.....	0 07½	0 07½
Apricots, choice, 25s, per lb.....	0 15	0 15
Pears, choice, 25s, per lb.....	0 14	0 14
Prunes, 90-100.....	0 07½	0 07½
Sultana raisins, Cal., extra fancy.....	0 15	0 15
Valencia raisins, Cal., lb.....	0 10	0 10
Fruits and Vegetables—		
Apples, No. 1, box.....	2 60	2 25
Apples, cooking, box.....	1 75	2 00
Bananas, lb.....	0 05	0 05
Grapefruit, Florida, case.....	4 75	5 00
Oranges, navel, case.....	3 75	4 25
Onions, B.C., ton.....	25 00	25 00
Lemons, case.....	4 50	5 00
Strawberries, 20 baskets, Cal.....	3 50	3 50
Strawberries, Louisiana.....	3 35	3 35
Rhubarb, 40 lbs.....	1 60	1 60
Produce and Provisions—		
Butter, creamery, per lb.....	0 33	0 33
Butter, dairy, No. 1.....	0 23	0 23
Cheese, per lb.....	0 19½	0 19½
Eggs, new laid.....	0 22	0 22

ALBERTA MARKETS (EDMONTON)

By Wire.

Edmonton, June 21.—Edmonton-British Columbia Sugar Refineries opened a sugar depot at this point, which does away with all storage points formerly operated by jobbers throughout territory. All sugar now shipped from refiner's depot, freight prepaid. Cheese market continues firm; new cheese is bringing practically the same price as September make. Export demand this spring keeps prices up. Stocks currants hold firm. California evaporated fruits show slight stiffening; peaches, 7¼c; apricots, 15c; pears, 14c. Ontario evaporated apples 10c. Coffee is strong, and an advance in Santos Rios has occurred. This line is selling here at 3c below import costs to-day. Holland herring and imported sardines are practically cleaned up. Egg market shows weakness; eggs more free. Dairy butter, No. 1, 19-25c, with supply equal to demand. Sago and tapioca at 9c. Cheese, 19c to 20c; butter, creamery, 32c.

General—		
Beans, small white Japan, lb.....	0 08	0 08
Flour, No. 1 patent, 95's.....	3 40	3 55
Molasses, extra fancy, gal.....	6 77	6 77
Rollad oats, ball.....	3 00	3 00
Rollad oats, 80s.....	2 99	2 99
Rice, Siam, cwt.....	3 90	3 90
Potatoes, local, per bush.....	0 56	0 56
Sago and tapioca, lb.....	0 10	0 10
Sugar, pure cane, granulated, cwt.....	9 35	9 35
Shelled walnuts, finest halves, lb.....	0 38	0 38
Shelled walnuts, broken, lb.....	0 28	0 28
Produce and Provisions—		
Cheese, No. 1, Ontario, large, per lb.....	0 19	0 20
Butter, creamery, lb.....	0 32	0 32
Butter, No. 1, dairy, lb.....	0 19	0 25
Lard, pure, 5s, per case.....	10 30	10 30
Bacon, smoked backs, per lb.....	0 23½	0 23½
Bacon, smoked bellies, per lb.....	0 24	0 24
Lard, pure, 3s, per case.....	10 35	10 35
Eggs, new laid, per doz.....	0 22	0 22
Eggs, case.....	7 50	7 50
Canned Goods—		
Tomatoes, 3s, standard, case.....	3 10	3 10
Tomatoes, gals., case.....	2 25	2 25
Corn, 2s, standard, case.....	2 35	2 35
Peas, 2s, standard, case.....	2 45	2 45
Apples, gals., Ontario, case.....	1 85	1 85
Strawberries, 2s, Ontario, case.....	4 80	4 80
Raspberries, 2s, Ontario, case.....	4 80	4 80
Salmon, finest sockeye, tails, 48lbs, cs.....	9 65	9 65
Salmon, pink, tails, 48lbs, per case.....	4 25	4 25
Lobster, ½s, per doz.....	3 00	3 00
Dried Fruits—		
Currants, lb.....	0 13½	0 13½
Evaporated apples, 50s, per lb.....	0 10	0 10
Peaches, choice, 25s, per lb.....	0 07½	0 07½
Apricots, choice, 25s, per lb.....	0 15	0 15
Pears, choice, 25s, per lb.....	0 14	0 14
Prunes, 90-100.....	0 07½	0 07½
Sultana raisins, Cal., extra fancy.....	0 15	0 15
Valencia raisins, Cal., lb.....	0 10	0 10
Fruits and Vegetables—		
Apples, No. 1, box.....	2 60	2 25
Apples, cooking, box.....	1 75	2 00
Bananas, lb.....	0 05	0 05
Grapefruit, Florida, case.....	4 75	5 00
Oranges, navel, case.....	3 75	4 25
Onions, B.C., ton.....	25 00	25 00
Lemons, case.....	4 50	5 00
Strawberries, 20 baskets, Cal.....	3 50	3 50
Strawberries, Louisiana.....	3 35	3 35
Rhubarb, 40 lbs.....	1 60	1 60
Produce and Provisions—		
Butter, creamery, per lb.....	0 33	0 33
Butter, dairy, No. 1.....	0 23	0 23
Cheese, per lb.....	0 19½	0 19½
Eggs, new laid.....	0 22	0 22

SASKATCHEWAN MARKETS

By Wire.

Regina, June 21.—Market shows some changes this week. Business is reported brisk and collections good. Eggs lower at 22c for No. 1 grade; 19c for graded. Dairy butter: 23c for choice; 21c for No. 1. Lard is lower. Rolled oats per ball is \$3.20; beans, \$4.65; cornmeal is \$2.90; flour, \$3.40. Blue Ribbon tea is up.

Produce and Provisions—		
Butter, creamery, per lb.....	0 33	0 33
Butter, dairy, No. 1.....	0 23	0 23
Cheese, per lb.....	0 19½	0 19½
Eggs, new laid.....	0 22	0 22

Lard, 3's, per case.....	10 80
Lard, 5's, per case.....	16 30
Lard, 19's, per case.....	16 15
Lard, 20's, per case.....	10 10
General—	
Beans, Ontario white, per bush.....	4 65
Coffee, whole roasted, Rio.....	9 17
Cream of tartar, lb.....	0 50
Cocconut, lb.....	0 23
Cornmeal, ball.....	2 90
Flour, 95's.....	3 40
Rollad oats, 40s.....	1 50
Rollad oats, 80's.....	3 20
Rice, per cwt.....	4 35
Onions, B.C., 100 lbs.....	3 00
Sugar, standard gran., per cwt.....	9 14
Sugar, yellow, per cwt.....	8 29
Tapioca and sago, lb.....	0 10½
Walnuts, shelled, 47-49c; almonds.....	0 45 0 47
Canned Goods—	
Apples, gals., case.....	1 80
Beans.....	2 25
Corn, standard, per 2 dozen.....	2 23
Peas, standard, per 2 dozen.....	2 49
Plums, Lombard.....	2 10
Peaches.....	3 10
Raspberries, 14.33; Strawberries.....	4 73
Tomatoes, standard, per case.....	2 60
Salmon—	
Sockeye, 1's, 4 dozen case.....	9 55
Sockeye, ½'s.....	12 35
Cohoos, 1's.....	6 00
Humpbacks, 1's.....	4 60
Dried Fruits—	
Apricots, per lb.....	0 12
Currants, lb.....	0 15½
Citron peel, lb.....	0 24
Lemon peel, lb.....	0 17
Orange peel, lb.....	0 17½

NEW BRUNSWICK MARKETS

By Wire.

St. John, June 21.—Trade conditions are generally fair. Market shows few changes of importance; butter is lower, and dairy is 25c to 26c; creamery, 30c to 32c. Eggs are higher at 24c to 25c; pure lard, 18¼c. Cheese is off at 18c to 19c. Flour has dropped; Manitoba now \$7.35, and Ontario, \$6.60. Potatoes going down, now \$2.75. Pork and beans, \$3.40 to \$3.80.

Produce and Provisions—		
Bacon, breakfast, per lb.....	0 22	0 23
Bacon, roll, per lb.....	0 17	0 17
Beef, corned, 1's.....	2 90	3 60
Pork, American clear, per bbl.....	31 00	32 00
Butter, dairy, per lb.....	0 25	0 26
Butter, creamery, per lb.....	0 30	0 32
Eggs, new laid, per doz.....	0 24	0 25
Lard, pure, lb.....	0 18½	0 18½
Cheese.....	0 18	0 19
Flour and Cereals—		
Cornmeal, gran.....	6 35	6 35
Cornmeal, ordinary.....	1 85	1 85
Flour, Manitoba, per bbl.....	7 35	7 35
Flour, Ontario.....	6 60	6 60
Flour, buckwheat, western, 98-lb. bag.....	3 50	3 50
Rollad oats, per bbl.....	6 25	6 25
Fresh Fruits and Vegetables—		
Apples, box.....	3 00	3 25
Lemons, Messina, box.....	4 00	4 25
Lemons, Cal., box.....	5 00	5 00
Oranges, Cal., case.....	4 00	4 00
Potatoes, bbls.....	2 75	2 75
Sugar—		
Standard granulated.....	8 25	8 30
United Empire.....	8 15	8 20
Bright yellow.....	8 05	8 10
No. 1 yellow.....	7 85	7 90
Paris lumps.....	9 25	9 30
Beans, white, per bush.....	4 75	4 85
Molasses, Barbadoes, gal.....	0 55	0 56
Cream of tartar, per lb., bulk.....	0 51	0 53
Currants.....	0 14½	0 14½
Pork and beans, case.....	3 40	3 80
Rice, per cwt.....	5 25	5 50

AN ERROR CORRECTED

An article appeared in our issue of May 26, in reference to change in the personnel of Nicholson & Bain, of Winnipeg, in which a review of the development of the firm was given. In connection with the statement referring to the taking over of the business of W. F. Henderson & Co., an error occurred. This is set right in a letter to the editor appearing on another page of this issue from E. Nicholson. Canadian Grocer regrets this error.



FRUIT AND VEGETABLES



New Cabbage Advancing: Peaches Down

Cold Snap is Holding Back Produce Deliveries—Oranges Remain Firm and High—Canadian Strawberries Are of Poor Quality—Slight Decline in New Potatoes.

MONTREAL

FRUITS.—Peaches have declined 25c and are now \$3.25. California fruits in general are arriving more freely and becoming more cheap in consequence as the season advances. Lemons are unchanged in price and there is a good demand for strong stock and all lines are high and firm. Oranges are firm and in good demand with Valencias bringing \$4.75 per crate. Pineapples have firmed up and are now \$2.50 to \$3.25 a crate. Quality of fruit coming in shows steady improvement. Apples are pretty well off the market, with the exception of Ben Davis. All other lines remain unchanged in price and other features of importance.

Apricots, 4 basket crate	3 00
Apples—	
Ben Davis, No. 1	3 50
Ben Davis, No. 2	3 00
Bananas, bunches	2 25
Cantaloupes, per crate	7 50
Cherries	2 50
Grapefruit, 46-54-64-80-96	3 50 4 00
Lemons—	
California	2 75
Verdella	2 75
Messina, 300 size, box	4 50 5 00
Oranges—	
Valencias, late	4 75
Jamaica, 196-200-216	2 50
Ben Davis, No. 2	2 50
Porto Rico, 126-150-250-288	3 50
Plums, 4 basket crate	3 25
Pineapples, 18-24 and 30-36	2 50 3 25
Strawberries, Maryland, box	0 13 0 14
Strawberries, Delaware, box	0 13 0 14
Limes, per box	1 50

VEGETABLES.—Supplies of all kinds continue to come forward more freely as home grown vegetables continue to assume greater importance upon the market and gradually displace the higher-priced imported stuff. A good volume of business continues to pass as well as to show steady improvement with the increased demand of the summer season. Excessive rains have had a tendency to hold things back so that in some cases a transient stimulus has been given to lines which have proved backward in appearing on this market and the present outlook for later production is not encouraging. Cabbages have advanced 50c and are now \$3.25 per crate. Quebec turnips which have become very scarce have advanced 50c and are now \$1.75 per bag; old beets are also very scarce, have advanced 50c and are \$2 per bag; new beets have declined an equal amount and are now \$1 per doz. bunches. Bos-

ton lettuce and cucumbers are off the market, and Montreal lettuce is down to 75c a box, while cucumbers are down to \$2.25 doz., and mint to 25c a doz. New York spinach is out of market, and has been replaced by Montreal which is 50c per box. Florida tomatoes are entirely out of market and Mississippi flats at \$1.50 per box are the only kind available and firm at this price. With advances occurring in wholesale way, new potatoes, are easier and other prices remain unchanged.

Beets, bag	1 50
Beets, new, per doz. behs., Montreal	1 50
Beans, wax, N.Y., per basket	3 25
Beans, green, N.Y., per basket	3 25
Cabbage, Norfolk, bbl.	3 25
Carrots, bag	0 50
Carrots, new, per doz. behs.	0 30
Carrots, new, per basket	1 75
Cauliflower, crate, single, doz. heads	2 00
Cauliflower, 18 to hamper	1 00
Celery, green top	2 75
Celery, Wash., per doz.	1 25
Cucumbers, hamper	2 25
Egg plant, N.Y., doz.	1 75
Endive Can., per lb.	0 25
Garlic	0 30
Horse radish, per lb.	0 15
Leeks, bunch	0 10
Head lettuce, Boston, box	2 50
Head lettuce, Montreal, per 2 doz. box	0 75
Curly lettuce, doz.	0 40
Mint, doz.	0 25
Mushrooms, 4-lb. basket	2 00
Oyster plant, doz.	0 50
Onions—	
Montreal, 100 lbs., bag	4 80
Silver, per 50 lb. crate	2 75
Red, per 100 lb. sack	5 00
Texas Bermuda, per crate	2 25
Parsnip, bag	1 00
Parsley, Bermuda	0 75
Parsley, Montreal, per doz.	0 40
Peas, per 25-lb. hamper	3 00
Potatoes—	
So. Carolina	7 00
New, per bbl.	6 50
Montreal, Red, 80 lbs., bag	1 75
New Brunswick, 80 lbs., bag	1 90
Green Mt.	2 00
Sweet, hamper	1 75
Radishes, per doz.	0 10
Rhubarb, per doz.	0 25
Spinach, Montreal, box	0 50
Shalots, Mtl., per doz. behs.	0 60
Turnips, bag	1 00
Turnips, bag, Quebec	1 75
Tomatoes, hothouse, lb.	0 25
Tomatoes, Missouri, flat	1 50
Watercress, Boston, hothouse, doz.	0 75
Watercress, Canadian, doz.	0 30

TORONTO

FRUIT.—Canadian strawberries, despite reports from Niagara in predicting their quality, are of poor quality so far. Bulk have remained unsold thus far, those selling bringing 10 and 12½c a box. Imported stuff still seems to be getting the business, however. Watermelons are coming in smaller sizes and selling at 60 to 65c each. Verdilla lemons are going at around \$4.75 a case; Messinas are as high as \$4.50. Plums are getting to be more plentiful, al-

though price is unchanged as yet. Grapefruit, Florida stuff, is as high as \$5.50, with limited supplies only on hand. Apricots are declining now. A couple of ears of California stuff came in this week bringing a generous supply of apricots. Peaches also are down 75c to 50c. Cantaloupes are also very slightly lower at \$6.25. Bad weather is keeping back a lot of our own produce, and consequently is responsible for high prices.

Apples, Wine Saps	2 50	3 00
Apricots, 4 bus.	1 75	2 00
Bananas, bunch	1 75	2 50
Cantaloupes, stds.	6 25	
Cherries, Cal., box	2 75	3 50
Dates, lb. box	0 08	
Grapefruit—		
Cuban, case	3 50	4 00
Florida, case	5 50	
Oranges—		
Navels	4 25	4 50
Late Valencias, case	4 75	
Peaches, case	1 50	1 75
Plums, 4 baskets	2 75	2 90
Lemons, new, Messina, box	4 50	
Limes, per 100	1 80	
Pineapples, Porto Rico	2 75	3 50
Strawberries	0 13	0 15
Watermelons	0 75	0 90

VEGETABLES.—There are not as many changes, along the lines of declines, as there should be this week, because the spell of cold weather is holding everything back to a marked extent. Deliveries are small compared to what they usually are at this season, and it is impossible in many cases to get the stuff in because of very bad state of roads. Parsley is now down as low as 15c, with best quality selling as high as 30c. There isn't a good demand just now. Asparagus is cheaper again at \$1.50 to 1.75. Better supplies are coming. New potatoes showed a drop of about 25c; not much because stocks are limited. Imported new cabbage firmed up slightly; a car that came in sold higher than was expected, and further advances are looked for. Canadian sells freely at \$1.25 to \$1.50 a bushel. Other lines show little change, business being somewhat dull at the moment.

Asparagus, 11 qts.	1 50	1 75
Cabbage, new, case	2 50	3 00
Cabbage, Canada, bus.	1 25	1 50
Beets, Canadian, bag	0 40	0 50
Beans, green	2 50	2 75
Carrots, new, hamper	1 50	1 50
Cauliflower, case	6 00	6 50
Celery, Florida, case	2 50	2 75
Cucumbers—		
Hothouse, doz.	2 50	3 00
Leamington, hamper	3 50	4 00

(Continued on page 42.)



FISH AND OYSTERS



Prawns and Frogs' Legs Selling

Lake Trout Somewhat Scarce—Bad Weather in Georgian Bay — Large Clams Getting Good Trade—Trout Advancing in Price—Whitefish From Lake Superior.

MONTREAL

FISH.—Demand continues up to expectations although not up to heavy trade of last week and steady advances in other foods continues to be chief factor in directing consumption attention to fish lines to such an extent that there is a noticeable strengthening of feeling and a partial and sympathetic reflection of these advances is not impossible. Good supplies of most lines are in sight for this week and prices generally are steady, but there is a strong feeling for fresh halibut as fishing up to date has not been up to normal and demand is larger than usual. The export of 300,000 lbs. of frozen fish this week with the probability of further exports has developed a strong feeling in this line. The supply of Gaspe salmon is larger than expected and prices unusually low. Eastern fish are coming in freely and at steady prices and lake fish are slightly firmer. The mackerel season is now on and is up to expectations with prices comparatively low. Shad and striped bass are more plentiful and available at lowest price of season. Lobsters are now at height of season and firm and trade in all kinds of pickled and salt lines is slow. A few salmon and sea trout are moving without any change in prices and river fish such as eels, carp, dressed bull heads, etc., are coming forward fairly freely and finding a ready sale.

TORONTO

FISH.—In fresh lake fish there is an excellent demand for trout, which at the moment is not plentiful. Hence an advance of a cent or two to 14c. White fish is now coming abundantly from Lake Superior, and demand for it is good. 14c is price; it is shaded here and there. Eels are also a popular lake fish at the moment, there being a good out-of-town demand noticeable. Haddock has firmed up a good deal this week and we now quote 8c, an advance of 1 cent. Supplies are not very good. Bad weather is the reason. No change is to be recorded in halibut in price: demand

is keen and stocks are large. Only a few flounders are selling; nobody seems to be asking for them, and the price is often shaded. Demand was good as soon as they came in but it has abated. Mackerel is firm at 40c, with limited supplies on hand.

Clams, large, are selling at \$2, and finding lots of buyers. A feature of the market this week is some very nice prawns and shrimps. Both fetch \$2.50 a gallon. They come chiefly from Mis-souri and quality is very excellent. Frogs' legs continue to get good business, particularly from hotels, at 50c a pound.

There is a lot of competition in the fish market these days from U.S. buyers. The States is consuming more fish this year, and it is noted in the competition of their buyers in our markets.

SMOKED FISH.

	Montreal	Toronto
Haddies, per lb., new cured	.08	.09
Haddies, 15-lb. and 30-lb. boxes, lb.	.09	.10 ^{10/4}
Haddies, fillets, per lb.	.12	.10
Herring, Ciscos, baskets	1.25	1.50
St. John bloters, 100 in box	1.20	1.25
St. John bloters, per box of 60	1.00	1.00
Smoked herrings, medium, box	.15	.15
Smoked herrings, medium, box	.18	.15
Smoked boneless herrings, 10-lb. box	1.30	1.40
Kipped herrings, selected, 60 in box	1.25	1.50
Smoked salmon, per lb.	.16	.15-17
Smoked halibut	.10	.10

FROZEN FISH—SEA FISH.

	Montreal	Toronto
Salmon—		
Gaspe, large, per lb.	.13	.13
Red, steel heads, per lb.	.12	.13
Red, sockeyes, per lb.	.12	.12
Red Cohoes, dressed, lb.	.11	.11
Red Cohoes, dressed, lb.	.12	.11
Pale qualls, dressed, per lb.	.10	.11
Halibut, white western, large and medium, per lb.	.13	.13
Halibut, eastern, chicken, per lb.	.12	.12
Mackerel, bloater, per lb.	.08-10	.10
Haddock, medium and large, lb.	.05	.10
Market codfish, per lb.	.04	.08
Steak codfish, per lb.	.06	.10
Canadian soles, per lb.	.06	.08
Blue fish, per lb.	.15-16	.18
Smelts	.12	.13
Smelts, extras	.15	.20
Herrings, per 100 count	2.50	3.25
Round pike	.07	....
Grass pike, dressed	.07	....

DRIED AND PREPARED FISH.

Dried Haddock	6 00	6 00
Dried codfish, medium and small, 100 lbs.	7 00	7 00
Dried hake, medium and large, 100 lbs.	6 00	6 00
Dried pollock, medium and large, 100 lb.	5 00	5 00
Dressed or skinless codfish, 100-lb. case.	7 00	7 00
Boneless codfish, 2-lb. blocks, 20-lb. box, per lb.	0 08	0 10
Boneless codfish, 2-lb. blocks, 20 lb. box, per lb.	0 07	0 07
Boneless codfish, strips, 20 lb. boxes	0 10	0 12
Boneless codfish, in 2-lb. and 3-lb. boxes	0 15	0 15
Boneless codfish, in 2-lb. and 3-lb. boxes	1 80	1 80
Boneless codfish, in 2-lb. and 3-lb. boxes	0 15	0 15
BULK OYSTERS, CLAMS, ETC.		
Standard, solid meats, gal.	1 70	1 75
Standard, bulk, gal.	1 50	2 75

Selects, per gal., solid meat	2 00	2 25
Best clams, imp. gallon	2 00	....
Best scollops, imp. gallon	2 25	3 80
Best prawns, imp. gallon	2 25	2 50
Best shrimps, imp. gallon	2 00	2 50
Sealed, best, pt. cans, each	0 40	0 40
Sealed, best, select, quart cans, each	0 50	0 50
Rockaways, 100	....	1 60
Blue points, small	....	1 00
Blue points, large	....	1 00

CLAMS, MUSSELS AND SHELL FISH, CRUSTACEANS, ETC.

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

FRESH SEA FISH

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

FRESH LAKE FISH

Carp, lb.	0 06	....
Pike, lb.	0 08	0 07
Perch	0 04	0 07
Suckers, lb.	0 05	0 10
Whitefish, lb.	0 12	0 14
Lake Erie whitefish	0 02	0 02
Herrings, each	0 02 ^{1/2}	0 03
Gaspereaux, each	0 13	0 14
Lake trout	0 08	0 08
Eels, lb.	0 13	0 13
Dore	....	....

FROZE LAKE AND RIVER

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

WINNIPEG

FISH AND POULTRY. — Fresh salmon sold for 16c last week, but is inclined to jump back to 18c this week, as the supply is very limited at the coast. Fresh halibut continues to bring 11c, and fresh whitefish 9^{1/2}c. There is little but staple lines arriving, as there seems little desire to speculate in fancy lines this year. Business taken all round is pretty good. There is a limited demand for frogs' legs, but are almost impossible to procure. About the only thing arriving in the way of live poultry is fowl, which is worth 17-18c. Practically no dressed poultry offering.

Fish—		
Fresh salmon	....	0 18
Fresh halibut	....	0 11
Steak, cod, per lb.	....	0 08
Lake Winnipeg whitefish	....	0 09 ^{1/2}
Fresh finnan haddie	....	0 12
Kippers, per box	....	2 00
Fresh lake trout, per lb.	....	0 12
Bloaters, per box	....	2 00
Salt mackerel, 20-lb. kit	....	3 00
Smoked gold-eyes, doz.	....	0 50
Poultry, Live—		
Fowl	0 17	0 18



FLOUR AND CEREALS



Decline in Flour and Bran

First Patents Down a Dollar at \$6.50—Wheat Market Fairly Firm—Export Demand Keeps Cereals Active—Bran Goes Down a Dollar—Ontario Oats Firm.

MONTREAL

FLOUR.—Flour unexpectedly declined 20c per bbl. last week without however, causing any improvement in the demand which continues normal with a fairly good volume of business passing. The decline occurred in the face of reports of a greatly reduced crop and acreage from the West, which reports 40 per cent. of crop diseased and 20 per cent. less acreage, and a continuance of the feeling that led to decline appears to depend very largely upon the absence of any active export trade as crop news in general continues to be decidedly bullish and maintains a good undertone to market in spite of the fact that a further slight decline in wheat has occurred since the drop in the flour market. Export trade is dull although small lots are being shipped as needed but the 10c to 15c reduction in the freight rate that occurred early in the week is expected to have a stimulating effect on this factor in market. Wheat market has shown unstable tendencies since break and situation has not yet cleared enough for any definite trend of market to have emerged out of the conflicting influences at work.

Winter wheat line is in a weaker position than before following a sympathetic reaction to spring wheat decline and market is at a standstill with prices nominal and fixed largely by necessities of the moment in view of the fact that there is very little business passing.

Manitoba Wheat Flour—	Per bbl. of 2 bags
First patents	6 60
Second patents	6 10
Strong bakers	5 97
	Car Small
Winter Wheat Flour—	lots
Fancy patents	5 85 6 10
90 per cent. in wood	5 60 5 80
90 per cent. in bags	2 70 2 75

CEREALS.—Prices remain unchanged and general condition of market unchanged and ruling steady with a fair export trade passing and a quiet local demand although Maritime province business continues to be very satisfactory in both bulk and case goods. Prices are firm and well maintained in package goods, but a slightly easier tendency is evident in bulk goods, otherwise conditions remain unchanged.

Cornmeal—	Per 95-lb. sack
Gold dust	2 50
Rolled Oats—	90's in jute
Small lots	2 75
25 bags or more	2 80
Packages, case	3 90 4 00
Oatmeal—fine, standard and granulated, 10 per cent.	

over rolled oats in 90's, in jute.	100-lb. bbls.
Rolled Wheat—	4 00
Hominy, per 95-lb. sack	2 75
Hominy, per 95-lb. sack	2 35
Corn flour, bag	2 65
Rye flour, bag	2 80
Barley, pot	3 00
Barley, pearl, lb.	0 04 1/2

FEEDS.—Market is very weak and declines have been general following a cessation of demand which although still fair in volume is not sufficiently strong to cover output of larger millers who are thus forced to either store or to export to the American market at a lower price so that recourse is being had to both these measures in spite of which millers' stocks remain large. Declines are as follows: Bran \$2 and now \$21; shorts \$1 and now \$24; special middlings \$2 and now \$26; wheat moulee \$2 and now \$30, and feed flour \$2 and now \$31.

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

TORONTO

FLOUR.—There was a general shift in prices this week, and both Manitobas and Ontario flour declined. The former is down 20c, so that first patents are now \$6.50. The latter is down to \$4.05 to \$4.15. These drops took place notwithstanding a fairly firm wheat market. This has had its fluctuations such as the trade has come to expect these last few weeks, but No. 1 Northern, track bay ports actually closed a cent and a half up on the week at \$1.17 1/2. Export trade is still in the sagging state. Oversea buyers appear to have their requirements, and there is a decline in the number of enquiries received; much more in orders.

A fair demand exists for Ontario flour, particularly locally. Business all round is off, however, just now and a feeling of quietness is the feature of market. Not even declines proved stimulating.

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

CEREALS.—No new feature presents itself on this market. There was a slightly resilient feeling in oats one day,

and as a result a temporary fillip was given to rolled oats. Ontario oats show no change, but remain in good demand. Export trade is good in several lines, however, and indeed constitutes the bulk of business at present proceeding.

Barley, pearl, 95 lbs.	4 20	4 40
Buckwheat grits, 95 lbs.	4 50	
Corn flour, 95 lbs.	2 55	2 75
Cornmeal, yellow, 95 lbs.	2 50	
Graham flour, 95 lbs.	2 75	
Hominy, granulated, 95 lbs.	3 30	
Hominy, pearl, 95 lbs.	3 00	
Oatmeal, standard, 95 lbs.	2 75	
Oatmeal, granulated, 95 lbs.	2 75	
Peas, Canadian, boiling, bush.	3 60	
Peas, split, 95 lbs.	4 85	
Rolled oats, 90-lb. bags	2 55	
Rolled wheat, 100-lb. bags	3 25	
Rye flour, 95 lbs.	2 80	
Whole wheat flour, 95 lbs.	3 00	
Wheatlets, 95 lbs.	3 30	

FEEDS.—A decline occurred this week in bran of a dollar a ton. Shorts are somewhat firmer, and we quote \$24 to \$25. There is an easier feeling in the market after last week's firmness. Bran, particularly, is fairly abundant, hence the decline of a dollar. Shorts are scarce, however, and demand is heavy in comparison.

Mill Feeds—	Mixed cars per ton	
Bran	21 00	20 00
Shorts	24 00	25 00
Special, middlings	25 00	26 00
Feed flour, per bag	1 65	1 70
Oats—		
No. 3, Ontario, outside points	0 48	0 49

WINNIPEG

FLOUR AND CEREALS.—Flour remains at \$6.60 per barrel. Domestic business is exceptionally quiet. Export is also quiet. There is little prospect of early business, millers being unable to guarantee specific delivery at seaboard owing to an embargo placed by the shipping companies on account of a congestion of package freight at the head of the lakes. Millers hope that the embargo will soon be removed, so that they will be able to quote on export business. Export buyers are insisting on specific delivery at seaboard, which operates against interior mills. The wheat market continues quiet. Feeds have a tendency to decline, but remain the same as last week. Cereals are quiet, with no changes.

Flour—	
Best patents	6 60
Bakers	6 10
Clears	5 40
XXXX	4 40
Cereals—	
Rolled oats, 80 lbs.	2 25 2 30
Rolled oats, pkg., family size	3 75
Wheat flakes, case	3 75
Oatmeal, standard and gran., 95 lbs.	2 75
Cornmeal, 95 lbs.	2 45
Feeds—	
Bran, ton	18 00
Shorts, ton	19 00 20 00
Middlings, ton	19 00 20 00
Mixed chop, ton	25 00

Tillson's Scotch Fine Cut Oatmeal

—the palatable, nourishing and healthful cereal, composed entirely of the finest quality oats.



Tillson's Rolled Oats

a food, the recognized quality porridge cereal, always a uniformly fine flavor.



Tillson's Scotch Health Bran

—the excellent and healthful cereal food, especially desirable as a laxative and as an aid to digestion.



LET the old guard — the Tillson Scotsman — protect you and your customers. This trade-mark means absolute purity, highest quality, perfect satisfaction for you and your trade.

STOCK UP NOW

Canadian Cereal & Flour Mills Co., Ltd.
TORONTO :: ONTARIO

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

Building Up Trade in Provisions

This is a Matter of Thought and Study, Not Accident—A Case in Point: Toronto Grocer's Experience—Making Much of the Picnic Habit—Using a Weekly List and District Newspaper.

THAT a trade in provisions is not thrust upon the grocer, but is the product of much energy and ingenious planning is the opinion of Mr. Charles Stennett, of Stennett Bros., of Toronto. Canadian Grocer saw Mr. Stennett recently, and had an opportunity of chatting over with him the subject of what percentage the trade in provisions in his store was to his aggregate business.

"At present," said he, "I should say my provision business was one-third, fully, perhaps more. Taking into consideration everything in the produce and provision line, that is eggs, butter, cheese as well as bacon and cooked meat, it probably reaches well over thirty-three per cent. of our total trade here."

It is, therefore, a considerable item, inasmuch as the store of Stennett Bros. is one of the largest in the east end of the city of Toronto. This trade has been built up. The store, which has only been open a matter of four or five years, has utilized special opportunities which are peculiar to it in its near-the-water location and has become a by-word as a store which sells the very best in produce and provisions.

The provision counter is located on the left hand side of the store. It is flanked in the rear by a refrigerator, wherein are kept butter, cheese and so on. On the counter—a square table, of trim and neat appearance—are eggs and the different lines of cooked meats, bacon, etc. Larger pieces of bacon are kept in the rear of the store.

Once every week it is the aim of Stennett Bros. to feature provisions in their window displays. The writer has seen some of these and can testify to the excellence of the appeal. The windows are large, wide and low, with a floor which has a big area. They, therefore, give ample room for display, leaving lots of space round the various provision lines shown, and consequently bringing out more conspicuously than would be the case were the window small and much crowded, those lines.

Uses Weekly List

This store has one method for getting after business in provisions which is productive of good results. Every Friday a sheet containing a list of articles which the store handles—a pretty complete list of general grocery lines—is sent out to the homes in the vicinity; first, to all customers of the store, and

secondly to those whom the store would like to have as customers. In this list are incorporated provision lines which are specials, either by reason of their timeliness or their reasonableness in price. Several hundreds of these lists go out on Friday. The idea is that the recipient should mark the articles which he or she wants to buy and either take the list in to the store, or 'phone it. Its usefulness is apparent; it serves to remind the busy housewife of a possible purchase which she might overlook if she is busy. It is a check on the memory of the woman customer. Very often it leads to larger orders being placed than would have been the case had the customer been left to her own resources. She sees articles mentioned therein, which perhaps, in the back of her mind, she knows she wants, but which she would not happen to remember when she was ordering.

The Point of Timeliness

The point of timeliness which this list illustrates is worth while noting. For instance, if the weather is warm, and picnics are in the air, the list sent out on Friday will feature several lines which are peculiarly applicable to picnic buying.

This point is brought out particularly in the provision department. The store of Stennett Bros. is at Kew Beach. It is located right in the heart of a residential district, wherein the people are all more or less addicted to the habit of picnicking. The lake—Ontario—is two minutes or so from the store. The shores along in an easterly direction for three or four miles are picnic haunts, and the whole community around this store has got the habit of picnicking. Very well, then. The provision department takes advantage of the fact. It plays up in the weekly list referred to several lines which will be good picnic lines. Cold ham, for instance, is a great old stand-by for outings, and in the summer months the printed list contains an item of cold ham, at an attractive and reasonable level—consistent with the store's obtaining a profit—which catches the eye of the housewife who is going a-picnicking on the morrow. The same, of course, applies to eggs. Hard boiled eggs are another tradition for picnickers, and the store knows this. It, therefore, offers its patrons, in this printed list, the very best in quality and price which is possible.

Seizing the Moment

There is also another way in which this store seizes the moment, and turns it to good account. It caters to the week-end habit. A section of the city which is near the water as is this, and in the habit of spending the two week-end days on the water, weather permitting, is a week-ending section. Frequently families in the neighborhood arrange a picnic on Saturday, and another on Sunday. They, therefore, need extra supplies of picnic lines, and the store has a reputation for catering to this demand. Does a new resident ask an old one where she should go for some meats and so on for a picnic, the old one replies "Oh, Stennetts are the people."

As an aid to business, this store also uses a little weekly paper which circulates only at the Beach. The ad. may be seen therein in fairly large space, and the paper which goes to every house in the vicinity comes out in time for the week-end.

The policy of the store—at any rate so far as its provisions department is concerned—might be said to be a concentration upon an opportunity which is given by the habits of the people in the section in which the store is located. This was emphasized to the writer. "It is a matter of studying your clientele and finding out how you can work in with their habits and manners. Cater to their desires and specific demands. Provisions are a department which particularly well repay the application of this method, and yield a steadily increasing business, which, of course, means a steadily increasing profit, even though this year provision prices have been perforce so high."

SERVICE DEPARTMENT

The Canadian Grocer.

Dear Sirs.—We are anxious to know where we can buy California cherries or Italian or Spanish cherries for the manufacture of soda fountain supplies.

We wish to make Maraschino cherries in bottles, and have not been able to locate the broker who imports this line of goods. If you can let us have any information we would be obliged.

W—O.

Edit. Note.—Name of importer has been sent.



PRODUCE AND PROVISIONS



A Decline in Cheese Levels

Reports of Less Governmental Buying—Country Boards Noticeably Lower—Eggs Are a Cent Higher—Cold Weather Induces Many Strengthening Factors—Poultry Business In Healthy Condition.

MONTREAL

PROVISIONS.—Prices and other factors of importance remain unchanged with market ruling steady and firmness well maintained, and a good volume of business passing in all lines. Feeling in pork products tends to greater strength but is so far without anything definite on which to base action other than a slightly better export business in hogs the falling off of which is stated to have been primarily responsible for the recent easiness. Hams, bacons and cooked meats are in extra good demand with light weights reported scarce and recent advances in no way weakened by this development, and lard is in good demand and slightly firmer.

Hams—			
Small, per lb.	0 22	0 24	
Medium, per lb.	0 21	0 23 1/2	
Large, per lb.	0 22		
Bacon—			
Plain, bone in	0 24		
Boneless	0 23		
Peameal	0 23		
Bacon—			
Breakfast, per lb.	0 26		
Roll	0 13		
Shoulders, bone in	0 16		
Shoulders, boneless	0 17		
Cooked Meats—			
Hams, boiled, per lb.	0 34		
Hams, roast, per lb.	0 35		
Shoulders, boiled	0 26		
Shoulders, roasted	0 27		
Dry Salt Meats—			
Long clear bacon, 50-70 lbs.	0 15 1/2		
Long clear bacon, 80-100 lbs.	0 14 1/2		
Flanks, bone in, not smoked	0 15 1/2		
Barrelled Pork—			
Heavy short cut mess	30 00		
Heavy short cut clear	32 00		
Clear fat backs	33 00		
Clear pork	33 00		
Lard, Pure—			
Tierces, 550 lbs., net	0 17		
Tubs, 50 lbs., net	0 17 1/2		
Tins, 50 lbs., net	0 17 1/2		
Pails, wood, 20 lbs., net	0 17 1/2		
Pails, tin, 20 lbs., gross	0 17		
Cases, 10 lbs. tins, 60 in case	0 17 1/2		
Cases, 3 and 5-lb. tins, 60 in case	0 15 1/2		
Bricks, 1 lb. each	0 19 1/2		
Lard, Compound—			
Tierces, 575 lbs., net	0 14 1/2		
Tubs, 50 lbs., net	0 15		
Tins, 50 lbs., net	0 15		
Pails, wood, 20 lbs., net	0 15 1/2		
Pails, tin, 20 lbs., net	0 15 1/2		
Cases, 10-lb. tins, 60 in case	0 16 1/2		
Cases, 3 and 5-lb. tins, 60 in case	0 16		
Bricks, 1 lb. each	0 17		
Hogs—			
Dressed, abattoir killed, cwt.	10 25		

BUTTER.—Prices to trade remain unchanged but firmer tone pervades market following 1/2c advances on country boards which reflect effect of increased export trade in latter part of week. Local trade continues to be fairly good for this time of year but trade in general is awaiting further development of export business as present indications all point to a large yield which will require heavy overseas demand to absorb if this market is not to be flood-

ed later on. Receipts since May 1 have been short of last year's, but are steadily increasing and last week's were 15,422 packages as against 12,234 for the same week of the previous year.

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

CHEESE.—Prices remain unchanged to trade although slight weakness developed in recent country board sales and market is in condition of expectancy awaiting developments as a result of a falling off in export demand and an increase of receipts which are now within 2 per cent. of last year's for period since May 1. Export trade of near future in both cheese and butter and general developments in latter are being eagerly followed in relation to their bearing on developments in cheese market.

Cheese—		
1915 make	0 20	
Stilton	0 22	
1916 make	0 18	

EGGS.—Eggs are very firm with price to stores in country steadily increasing and now running as high as from 25c to 25 1/2c although trade is still passing at from 1c to 1 1/2c lower in some quarters on a loss-off basis, so that number ones are now offered at 27c and extras at 30c, and a further 2c advance talked of. Quality of present arrivals is not up to that of a few weeks ago in spite of recent cool weather and receipts continue to be plentiful and more than sufficient to care for local needs so that some eggs are still going into storage and present indications are for a fairly good supply for several weeks yet.

Eggs, case lots—		
No. 1's	0 27	
Extras	0 30	

POULTRY.—Prices and other factors of importance remain unchanged with market ruling steady and a firm tone well maintained in all lines as a result of the general shortage of supplies. Only receipts noted are in fowls, broilers and ducklings and which without exception find a ready sale. Fresh stock continues to dominate market with frozen stuff notable by its absence.

Poultry—		
Frozen Stock—		
Turkeys	0 29	0 31

Fowl, large	0 23	0 24
Fowl, small	0 23	0 24
Ducks	0 17	0 18
Geese	0 17	0 18
Roasting chicken, milkfed, 5 lbs. or over	0 28	
Roasting chickens, ordinary	0 22	
Squabs, Canadian, pair	0 60	
Squabs, Philadelphia, pair	0 70	
Pigeons, pair	0 28	0 30
Fresh Stock, Dressed—		
Fowls, large, per lb.	0 25	
Fowls, small, per lb.	0 23	
Turkeys, Tom, per lb.	0 25	0 27
Turkeys, Hen, per lb.	0 28	0 30
Broilers, per pair	1 25	1 30
Live Stock—		
Fowl, 5 lbs. and over	0 22	0 23
Fowl, small	0 20	0 21
Turkeys	0 22	0 23
Ducks	0 25	0 27
Geese	0 13	0 15
Chicken	0 15	0 18

HONEY. — Market is unchanged, quiet and steady with firmness well maintained and interest centring in reports of new crop which are to effect that clover crop on which it depends is in good shape.

Honey—		
Buckwheat, tins	0 09 1/2	
Strained clover, 60-lb. tins	0 12	
Strained clover, in 10-lb. tins	0 12 1/2	
Strained clover, in 5-lb. tins	0 12 1/2	
Comb honey, white clover, per section	0 16	
Comb honey, buckwheat, per section	0 13	

MAPLE SUGAR. — Prices are unchanged from last week with no new developments and with retention of U.S. export duty occupying first importance on market as it has resulted in an increase of stocks on hand. Because sugar is chief standby of market as townships variety is pretty well cleaned up.

Maple Sugar—		
In blocks, bright, per lb.	0 14	0 15
In blocks, dark, per lb.	0 10	0 12
In tubs, per lb.	0 09	0 10
Maple Syrup—		
In 3/4 lb. tins, each	0 90	1 00
In 1 1/4 lb. tins, each	1 40	1 50

TORONTO

PROVISIONS.—The market remains absolutely unchanged in all lines so far as price goes, and a noticeably easier tendency is exhibited in hogs, largely responsible for the unusual report of "no advances" this week. Cooked meats are all fairly firm, as they are swinging into demand for the season of the year. Bacons are a trifle off, an easier tone showing. Lard levels are unchanged and fairly well maintained.

Hams—		
Light, per lb.	0 23	0 24
Medium, per lb.	0 22	0 23
Large, per lb.	0 21	0 22
Bacon—		
Plain	0 27	0 28
Boneless, per lb.	0 28	0 29
Pea meal, per lb.	0 28	0 29
Bacon—		
Breakfast, per lb.	0 25	0 29
Roll, per lb.	0 20	0 21
Shoulders, per lb.	0 20	0 21

Pickled meats—2c less than smoked.

Lean clear bacon, ton lots	0 18	0 19
Lean clear bacon, small lots	0 18½	0 19½
Easy-bills, lb.	0 16	0 17
Cooked Meats—		
Hams, boiled, per lb.	0 33	0 34
Hams, roast, per lb.	0 33	0 34
Shoulders, boiled, per lb.	0 28	0 29
Shoulders, roast, per lb.	0 28	0 29
Barrelled Pork—		
Heavy mess pork, per bbl.	30 00	31 00
Short cut, per bbl.	32 00	33 00
Lard, Pure—		
Tierces, 400 lbs., per lb.	0 17	0 17½
Tubs, 80 lbs.	0 17½	0 17½
Pails	0 17½	0 18
Bricks, 1 lb., per lb.	0 18½	0 19
Lard, Compound—		
Tierces, 400 lbs., per lb.	0 14	0 14½
Tubs, 80 lbs., per lb.	0 14½	0 14½
Pails, 20 lbs., per lb.	0 14½	0 14½
Bricks, 1 lb., per lb.	0 15½	0 16½
Hogs—		
Live	11 00	11 50
Dressed, abattoir killed	14 00	14 50

BUTTER.—The make of butter continues very good, and supplies are coming into market very freely. As a result there is a slight easiness in prices to be noticed this week. Creamery is being bought in the country for 27½ to 28c; that price is for solids. Dairy is being bought at 23½c. Export demand is markedly less this week, while shipments to western points have virtually ceased. Old country market is again reported as being easier in tone, and cables are certainly fewer. Many think we shall see a drop in prices shortly. No one is taking any fliers as a prophet, however.

Creamery prints, lb.	0 29	0 31
Creamery, solids	0 28	0 29
Dairy prints, choice, lb.	0 26	0 29
Dairy prints, lb.	0 25	0 26
Bakers	0 23	0 25

CHEESE.—Country boards are down a quarter to a half-cent this week, and the cheese market is noticeably easier. This is further enhanced by a lack of cable enquiry and a report that a much easier feeling characterizes the English market. Market has, therefore, declined just about what it went up last week, and we quote 18½ to 19 for large, and a quarter cent higher for twins. British Government, it is said, is hardly buying at all at the moment, while Canada's Government is buying decidedly less. Whether the lower levels will continue, however, is a matter for speculation.

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

EGGS.—Prices are up a full cent this week, due largely, it is suggested, to the cold weather so unusual for this season of the year. Not only are there not so many eggs coming but in warmer weather consumption is not so heavy. We are having an inordinate consumption right at the moment. Hot weather would also stop storing. Conversely cold weather promotes it. All these factors help to keep levels stronger than they naturally would be, and even to create an advancing market. American shortage continues to be emphasized as a reason for the market's strength, but we do not think it an important one.

Eggs—		
New laids	0 28	0 30
New laids, ex cartons	0 27	0 28

POULTRY.—Dealers are paying 13 to 15c for old fowl in this country; 23c for spring ducklings and 35c for broilers, all delivered Toronto. Prices to the trade appear below. Lots of old hens are coming in now, those that are through hatching. Dressed stuff does not have much demand. Live on the other hand is keenly called for, and the poultry business is unusually healthy.

Poultry—		Live	Dressed
Spring broilers (1½ lbs. and over)	0 40—0 47	0 55—0 65	
Old fowl, lb.	0 18—0 20	0 22—0 24	
Milk-f-d	0 17—0 20	0 25—0 26	

HONEY.—Business proceeds apace without marked change in price or condition.

Honey—		
Buckwheat, bbls., per lb.	0 07½	0 07½
Buckwheat, tins, per lb.	0 07½	0 08½
Clover, 50 lb. tins, per lb.	0 13½	0 13½
Clover, 10 lb. tins, per lb.	0 14	0 14½
Clover, 5 lb. tins, per lb.	0 14	0 14½
Comb, No. 1, doz.	2 50	3 00
Comb, No. 2, doz.	2 00	2 40

WINNIPEG

PRODUCE AND PROVISIONS.—The hog market remains practically the same as last week, although receipts were slightly heavier. Live hogs sold from \$9.75-\$10. Meat prices remain the same, as well as lard. Fresh-made creamery butter is coming along fairly well, prices being rather firm; No. 1 creamery brings 28-29c; No. 2, 27c. Egg receipts are about the same as last week, but the quality is a little lower, and is inclined to drop on account of warmer weather approaching. Price of eggs is firm—for strictly candled eggs 25-25½c, which is the same as a week ago. The cheese market is unchanged.

Hams—		
Light, per lb.	0 21	0 22
Medium, per lb.	0 20	0 21
Large, per lb.	0 19	0 20
Bacon—		
Breakfast, per lb.	0 22	0 23
Breakfast, select, lb.	0 26	0 28
Backs, per lb.	0 22	0 25
Dry Salt Meats—		
Long clear bacon, light	0 16½	
Cooked Meats—		
Hams, boiled, per lb.	0 31	
Shoulders, boiled, per lb.	0 23	0 24
Roast hams, lb.	0 35	
Barrelled Pork—		
Mess pork, bbl.	27 00	
Lard, Pure—		
Tierces	0 16	
Pails	0 32½	
Cases, 10s	10 05	
Cases, 5s	10 13	
Cases, 3s	10 20	
Cartons	0 17½	
Lard, Compound—		
Tierces	0 13	
Tubs, 5's, net	6 62	
Pails, 2's, net	2 75	
Butter—		
Fresh made creamery	0 28	0 29
Creamery, No. 2	0 27	0 27
Best dairy	0 24	0 25
No. 2 dairy	0 21	0 22
Cooking	0 16	0 18
Eggs—		
New laids	0 25	0 25½
Cheese—		
Ontario, large	0 21	
Ontario, twins	0 21½	

FRUIT AND VEGETABLES

(Continued from page 36.)

Onions—		
Texas, Bermuda, crates	2 00	2 75
Green, doz. bunches	0 20	0 30
Lettuce leaf, doz.	0 15	0 25
Lettuce head, hamper	1 75	2 25
Mushrooms, imported, 6 qt.	2 00	2 25
Parsley, 11 qt. basket	0 15	0 30
Peppers, green, basket	0 60	0 65
Potatoes—		
N.B. Delaware, bag	2 10	2 15
Ontario, bag	1 90	1 90
New, barrel	6 25	6 50
Radishes, doz.	0 12½	0 20
Rhubarb, doz.	0 30	0 25
Spinach, hamper	0 75	0 75
Tomatoes, lb.	0 10	0 10

WINNIPEG

FRUIT AND VEGETABLES.—Only home-grown spinach is now offering. Hood River strawberries have advanced to \$4.50 per case. Washington box apples are up to \$2.50. California lemons are quoted at \$6. Sweet potatoes are off the market. A big decline has taken place in Mississippi tomatoes, now quoted \$1.75 per crate. New lines on the market are cantaloupes and watermelons, \$8 and \$8.50 respectively.

Fresh Fruits—		
Bananas, lb.	0 04½	
Cherries, case 9 lbs.	3 00	
Cantaloupes	8 00	
Grapefruit, case	5 50	
Strawberries, Hood River, case 24 qts.	4 50	
Washington box apples	2 50	
Valencia oranges, case	5 00	
California lemons	6 00	
Florida pineapples, case	4 50	
Plums, crate	2 50	
Peaches, crate	2 25	
Apricots, crate	2 75	
Watermelons	8 50	
Vegetables—		
Asparagus, Minnesota, doz.	1 25	
Cabbage, new, lb.	0 05	
Peppers, per basket	0 75	
Mushrooms	0 90	
Carrots, per lb.	0 02½	
New potatoes, lb.	0 05	
B.C. potatoes	1 10	
Alberta potatoes	1 00	
Garlic, per lb.	4 00	
California head lettuce, case	3 00	
Texas onions, crate	6 25	
California onions, sacks	5 00	
Mississippi tomatoes, crate 4 baskets.	1 75	
Green peas, lb.	0 20	

TORONTO GROCERS HAD "SOME PICNIC"

(Continued from page 21.)

Stewart, Pat Mulquin, Bill Sykes, Billy McLeary, and Jack Sanderson used to wallop the ball.

After a long rest up, Jerry Burns was an added starter in a special 50-yard dash. Sixth was the best he could do, but he landed a dozen of "Florshine" at that.

For the first time in years "Dave" Bell looked sad. It was when the married grocers were romping home in event No. 14.

The heavyweight end of the Association showed that they are still in the game, when Dave Clark, Fred Thorne and Harry McDonald won prizes.

The two Donalds, McLean and Nicolson, wore broad smiles as they put stout elastic bands around the receipts.

Neil Carmichael, J. S. Bond and John Davison didn't compete, but say they'll be heard from, in the euchre games, etc., later on.

The travellers were all there practically, every firm being represented, and they were doing everything but taking orders.

DRIED FRUITS AT END OF WAR

A prominent Winnipeg importer speaking on what would happen to Mediterranean fruits should there be peace talk, said: "If there should be any substantial talk of peace, I think we should soon see a lot of U. S. lines decline—almost all lines."



THROUGH OTHER SPECTACLES



HOW IT WORKS

From St. Thomas Times

It can truthfully be said that Guelphites are at sixes and sevens. When the city hall and postoffice clocks declare it is seven, the standpatters declare it is not so, and claim that it is only six. The daylight-saving scheme did not get a good start there on Monday. The factories in most cases took a referendum vote, and in nearly every case the men voted to stay with standard time. The stores and business houses generally are observing the new order. The confusion was added to when the schools opened on standard time, while many of the children had been sent to school on the new city time. Thus for the noon-day meal in many cases the children in the homes were arriving just as the workers in the family were preparing to return to work. The general feeling is that the scheme should be given a fair trial, but unless there is a more general adoption of the plan it can result in nothing but failure.

The most laughable incident in connection with the adoption of the daylight saving scheme at Guelph occurred in the case of a man who generally opens his shops about eight. Sunday night he performed an operation on the family alarm clock, and made it say ten when it was going to say nine. His wife, who was in a neighboring house, came home a short time after, and before retiring she again speeded up the hands of the clock and added another hour. Monday morning, according to the clock in the shop, the merchant found that he was open for business at exactly a quarter to six, standard time.

TUNA VALUABLE TO CALIFORNIA

From Western Canner and Packer

In a statement made at San Diego, where he spent some time on official investigation during the month of April, Mr. N. B. Scofield, California Fish and Game Commissioner, said:

"The State has propagated salmon scientifically, and at great cost, by way of building up a commercial asset in the way of increased food supply, but no propagation has been attempted or does any yet seem necessary with the tuna. On the contrary, the tuna fishermen came, harvested the crop that nature sowed for the wise men from the east, and to-day, instead of a waste, it is the biggest individual feature we have in Southern California fisheries to-day—and to-morrow we look to the south to supply the State with fish.

"Few know that the once despised albacore (tuna) now packed by the carload as 'tuna fish,' has already gone far ahead of the much-advertised salmon in its value to the State, great as that has been."

THE PRICE OF MATCHES

From New York Times.

Because the war has caused a great advance in the price of potash, matches are going to cost more. Potash comes mostly from Germany, and since the war started little has been imported from that country. The price at the beginning of the war was \$35 a ton. It is now \$400 a ton.

The sales manager of a large match company, explained that there were as many of the ordinary safety matches coming from Norway and Sweden as in normal times, and that the war had not interfered with imports enough to cause a rise in price for that reason. He explained that there had been an advance in the price of all matches because

of the increased cost of potash, paper, and other things that go to make a match. He said the little matches one gets in small black boxes are made abroad, but the kind that come in small paper folders are all made in this country, as are most of the other matches used here. He didn't believe there was any danger of a shortage in the New York market.

Another match man thought that the delay in shipments from abroad was responsible in part for increased prices.

"Shipments from abroad are coming in slower than ever before," he said. "When the war started I had a shipment of 200 cases ready to be sent to this country, but the Austrian Government held it up. I haven't got it yet. We can't get enough matches to meet the demand."

TOMATOES IN 2½ POUND TINS

From The Canner, Chicago

The Canadian Grocer in a recent issue said that "Canners of vegetables and fruits in Ontario have decided this year to adopt, as far as possible, the 2½-lb. tin for tomatoes, baked beans and some fruits, instead of the usual 3-lb. tin. The idea of this, no doubt, is on account of the prices on canned tomatoes and baked beans advancing so sharply during the past six or eight months. The canners are anxious to produce a tomato tin, etc., that will sell to the consumer at a popular price, and still allow a margin of profit for themselves and the trade. The experience with a No. 3 tin is that it can seldom be got down to the popular price basis, and this injures the consumption greatly. Some canners predict that this is the beginning of the end of the No. 3 tin as a standard size, and that several other lines will follow."

It has been suggested several times that canners in the United States adopt the No. 2½ can for tomatoes in place of the commonly used No. 3 tin, as some consider that the smaller container gives better opportunities for a reasonable profit. This view has been supported, too, with very good arguments, but it is not to be observed that there is even a tendency among tomato packers to discard the No. 3 for the No. 2½ size. The latter has, however, been long in general use by tomato packers in California and Utah.

REFUSING TO SELL SUGAR.

From the Irish Trader, Dublin

Since the difficulty in obtaining sufficient supplies of sugar has become acute, traders have, not unnaturally, been reluctant to part with any part of that which they have had in stock to people who are not regular customers and who come into their shops for the purpose of buying sugar only, and have in many cases refused to sell it except to those who buy other articles as well. This, we submit, is a perfectly reasonable attitude to adopt; a person who at the present time buys sugar and nothing else from a grocer, is only a nuisance to him, because he takes up the grocer's time, puts him in a difficulty with regard to his regular customers, and does not enable him to make any money. The Government, however, apparently takes another view, and the Sugar Commission now sends to those traders who refuse to sell sugar unless with other purchases, notices that "this practice must be discontinued forthwith," and asking for the assurance by return that they will do so, "because if the

practice continues, the Commission will have no alternative but to take drastic action in the matter." It is not stated what the "drastic action" referred to is, but presumably it is the stoppage of supplies of sugar to anyone who persists in the practice complained of. It may seem strange that the power to do so should be conferred on any public body, but the terms of the Royal Warrant by which the Sugar Commission was constituted, appear to be sufficiently wide to give the Commission such a power; they were authorized "to purchase, sell and control the delivery of sugar on behalf of his Majesty's Government; and generally to take such steps as may seem desirable for maintaining the supply." We submit that there is nothing in the way of preventing the maintenance of the supply in refusing to sell sugar unless another article is bought, because the person who seeks to buy sugar only from a trader presumably buys other grocery goods somewhere, and it does not involve any inability on his part to get a supply of sugar, to tell him in effect, that he must go for his sugar to the place he gets his other grocery goods. At the same time, whether this argument be well founded or not, an ordinary trader cannot afford to fight with a great department of government, and the only way left for a grocer who seeks to preserve his supply of sugar for his regular customers, is to simply say to anyone who wishes to buy sugar only from him that he has no more sugar than is necessary to meet the requirements of his regular customers, and must reserve it all for them; we take it that the Sugar Commission will not be able to take exception to that course. At all events, they have not yet, so far as we are aware, taken exception to it, and until they do, no one adopting it need have any fear of any "drastic action" by them.

A CONSULAR TROUBLE

From Montreal Journal of Commerce

It is seldom that Canadians are called upon to take exception to the actions of representatives of foreign nations residing in Canada. As a rule these gentlemen prove their wisdom by carefully refraining from any statement of facts that can be challenged, or any expression of opinion on Canadian conditions that is objectionable to our Canadian people. It is therefore surprising to find in the American press statements emanating from the United States Consul at Vancouver concerning labor conditions in British Columbia that are declared by good authority to be at variance with the facts and calculated to do harm to Canadian interests as respects immigration from the United States. It is well, before forming judgment in matters of this kind, to have the most careful enquiry into the case, so that the Consul at Vancouver may not be held responsible for words that he did not use. But if, as a result of this inquiry, it be found that the Consul has been unwise enough to put into circulation reports of an inaccurate and misleading character, the United States Government will probably find that his usefulness as a representative is gone. It is fortunate that the matter will come under review by such an experienced Consul General as Mr. J. G. Foster, at Ottawa. That gentleman, by long service at Halifax and Ottawa, has proved himself a capable and valuable representative of his country, and he may be relied on to require from the subordinate Consuls the exercise of the discretion which he at all times exhibits.



A pronounced favorite from the first

That is the most apt description of the big popularity which has distinguished Cow Brand Baking Soda from the beginning.

The good housewife perceives the vast difference between this high-grade soda and the ordinary.

Order through your wholesaler.

CHURCH and DWIGHT, Limited
Manufacturers
MONTREAL

Economy

A careful housekeeper uses **Sani-Flush** to clean toilet bowls, because it saves time and expense. Materials which have less effect are wasteful and cost more for the results accomplished.



Sani-Flush

is made exclusively for this purpose. It cleans toilet bowls quickly and thoroughly. It does one thing and does it well. Save your customers expense—make extra profit for yourself by selling **Sani-Flush**.

Harold F. Ritchie & Co., Limited
10-12-14 McCaul St.. 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. case, weight 10 lbs.	\$ 0 45
4 oz. Tins, 4 doz. to case, weight 20 lbs.	0 75
6 oz. Tins, 4 doz. to case, weight 25 lbs.	0 90
8 oz. Tins, 4 doz. to case, weight 35 lbs.	1 30
12 oz. Tins, 4 doz. to case, weight 48 lbs.	1 75
16 oz. Tins, 4 doz. to case, weight 65 lbs.	2 25
3 lb. Tins, 2 doz. to case, weight 85 lbs.	5 00
5 lb. Tins, 1 doz. to case, weight 75 lbs.	9 50

ROYAL BAKING POWDER

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

DOMINION CANNERS, LTD. JAMS

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

	Screw Top Glass Jars 16 oz. glass 2 doz. case Per Doz.
Apricot	\$ 2 40
Assorted	2 30
Blackberry	2 35
Blueberry	2 35
Currant Red	2 30
Currant Black	2 35
Cherry	2 30
Gooseberry	2 20
Plum	2 20
Plum Green Gage	2 30
Pear	2 20
Peach	2 20
Raspberry, Red	2 35
Raspberry, Black	2 35
Rasp. and Red Currant	2 30
Rasp. and Gooseberry	2 30
Strawberry	2 40

CATSUPS—In Glass Bottles

	Per doz.
1/4 Pts. Delhi Epicure	\$ 1 20
1/2 Pts., Red Seal, screw tops	1 00
1/2 Pts., Red Seal, crown tops	0 90
Pts., Delhi Epicure	1 90
Pts., Red Seal	1 40
Pts., Tiger	1 15
Qts., Delhi Epicure	2 40
Qts., Red Seal	1 75
Qts., Lynn Valley	1 75

BAKED BEANS WITH PORK. Brands—Aylmer, Simcoe, Quaker, Little Chief, Log Cabin.

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

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

"AYLMER" PURE ORANGE MARMALADE

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

BLUE

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

CEREALS

WHITE SWAN Per case

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

COCOA AND CHOCOLATE THE COWAN CO., LTD.

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

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

ROYAL BAKING POWDER

ABSOLUTELY PURE

ROYAL BAKING POWDER has "no season" and "no section" because it sells everywhere all the time. Of all the standard products in the grocery business, none has more thorough distribution and active demand than ROYAL BAKING POWDER.

Keep a good stock of ROYAL BAKING POWDER on hand and keep it well displayed, because it will pay you more and surer profit than you can make on inferior brands.

Contains No Alum



ROYAL BAKING POWDER CO.

NEW YORK



TEA

We have to offer a particularly desirable selection of Ceylon, Indian, China and Japan Teas at prices that defy competition.

Write for prices and quotations which will be cheerfully submitted to you.

John Duncan & Co., Limited
 Established 1866 MONTREAL

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

Is the Money Always There?

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

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

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

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

The MacLean Publishing Co.

LIMITED

Division B.

143-153 University Avenue

TORONTO

ONTARIO

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 37
Diamond, 8's, 6 and 12-lb. boxes	0 30
Diamond, 6's and 7's, 6 and 12-lb. boxes	0 28
Diamond, ¼'s, 6 and 12-lb. boxes	0 28
Icings for Cake—	
Chocolate, white, pink, lemon, orange, maple, almond, coconut, cream, in ½-lb. packages, 2 and 4 doz. in box, per doz.	1 00
Chocolate Confections, Per doz.	
Maple buds, 5-lb. boxes ...	0 39
Milk medallions, 5-lb. boxes	0 39
Chocolate wafers, No. 1, 5-lb. boxes ...	0 33
Chocolate wafers, No. 2, 5-lb. boxes	0 28
Nonpareil wafers, No. 1, 5-lb. boxes	0 33
Nonpareil wafers, No. 2, 5-lb. boxes	0 28
Chocolate ginger, 5-lb. boxes	0 36
Milk chocolate wafers, 5-lb. boxes	0 39
Coffee drops, 5-lb. boxes....	0 39
Lunch bars, 5-lb. boxes....	0 39
Milk chocolate, 5c bundles, 3 doz. in box, per box	1 40
Royal Milk Chocolate, 5c cakes, 2doz. in box, per box	0 90
Nut milk chocolate, ¼'s 6, lb. boxes, lb.	0 39
Nut milk chocolate, ¼'s, 6-lb. boxes, lb.	0 39
Nut milk chocolate, 5c bars 24 bars, per box	0 90
Almond nut bars, 24 bars, per box	0 90

BORDEN MILK CO., LTD.

CONDENSED MILK

Terms net 30 days.

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

EVAPORATED MILK

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

CONDENSED COFFEE

Reindeer Brand, "Large," each 24 cans	\$4 80
Reindeer Brand, "Small," each 48 cans	5 50
Regal Brand, each 24 cans.	4 50
COCOA, Reindeer Brand, each 24 cans	4 80

COFFEE.

WHITE SWAN SPICES AND CEREALS, LTD.

WHITE SWAN

1 lb. square tins, 4 doz. to case, weight 70 lbs.	0 36
1 lb. round tins, 4 doz. to case, weight 70 lbs.	0 34½

ENGLISH BREAKFAST COFFEE.

½ lb. tins, 2 doz. to case, weight 22 lbs.	0 22
1 lb. tins, 2 doz. to case, weight 35 lbs.	0 20

MOJA

½ lb. tins, 2 doz. to case, weight 22 lbs.	0 31
1 lb. tins, 2 doz. to case, weight 35 lbs.	0 30
2 lb. tins, 1 doz. to case, weight 40 lbs.	0 30

PRESENTATION COFFEE.

A Handsome Tumbler in Each Tin.

1 lb. tins, 2 doz. to case, weight 45 lbs., per lb.	0 27
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FLAVORING EXTRACTS

WHITE SWAN FLAVORING EXTRACTS—ALL FLAVORS.

1 oz. bottles, per doz., weight 3 lbs.	\$1 05
2 oz. bottles, per doz., weight 4 lbs.	2 00
2½ oz. bottles, per doz., weight 6 lbs.	2 20
4 oz. bottles, per doz., weight 7 lbs.	3 50
8 oz. bottles, per doz., weight 14 lbs.	6 50
16 oz. bottles, per doz., weight 23 lbs.	12 00
32 oz. bottles, per doz., weight 40 lbs.	22 00
Bulk, per gallon, weight 16 lbs.	10 00

CRESCENT MFG. CO.

CRESCENT MAPLEINE

Per doz.

½ oz. (4 doz. case), weight 9 lbs., retail each 15c.	\$1 35
1 oz. (4 doz. case), weight 14 lbs., retail each 30c.	2 50
2 oz. (3 doz. case), weight 15 lbs., retail each 50c.	4 25
4 oz. (2 doz. case), weight 17 lbs., retail each 90c.	7 50
8 oz. (1 doz. case), weight 17 lbs., retail each \$1.00.	13 25
Pint (1 doz. case), weight 29 lbs., retail each \$3.	24 50
Quart (1 doz. case), weight 53 lbs., retail each \$5.50.	45 00
Half gallons, each, retail each, \$10	7 50
Gallons, each, retail each \$18	14 50

GELATINE

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

W. CLARK, LIMITED, MONTREAL.

Compressed Corned Beef, ½s, \$1.75; 1s, \$2.90; 2s, \$5.40; 6s, \$21.00; 14s, \$43.00.	
Roast Beef, ½s, \$1.75; 1s, \$2.90; 2s, \$5.40; 6s, \$20.00.	
Bolled Beef, 1s, \$2.90; 2s, \$5.40; 6s, \$20.00.	
Jellied Veals, ½s, \$1.75; 1s, \$3.00; 2s, \$4.50; 6s, \$21.00.	
Corned Beef Hash, ½s, \$1.90; 1s, \$2.50; 2s, \$4.50.	
Beefsteak and Onions, ½s, \$1.75; 1s, \$3.00; 2s, \$5.40.	
Cambridge Sausage, 1s, \$3.00; 2s, \$5.00.	
Pigs' Feet, 1s,; 2s, \$4.25.	
Boneless Pigs' Feet, ½s, \$1.50; 1s, \$2.50.	
Lambs' Tongues, ½s, \$1.90.	
Sliced Smoked Beef, tins, ½s, \$1.70; 1s, \$2.65; 4s, \$13.50.	
Sliced Smoked Beef, glass, ½s, \$1.20; ¼s, \$1.90; 1s, \$2.75.	
Tongue, Ham and Veal Pate, ½s, \$1.45.	
Ham and Veal, ½s, \$1.20.	
Potted and Devilled Meats, tins —Beef, Ham, Tongue, Veal, Game, ¼s, 50c; ½s, \$1.	
Potted Meats, Glass — Chicken, Ham, Tongue, ¼s, \$1.45.	
Ox Tongues, tins, ¼s, \$3.00; 1s, \$5.50; 1½s, \$7.50; 2s, \$10.50.	

HOME GROWN STRAWBERRIES

should be arriving freely this week. We will be receiving large quantities daily. Send us your orders.

Also California Peaches, Plums and Apricots.

Southern Tomatoes, Cucumbers and other Vegetables.

Water Melons Florida now fine quality.

HUGH WALKER & SON

The House of Quality
GUELPH :: ONTARIO

Mississippi Tomatoes

4 Basket Crates now arriving.

California

Apricots
Plums
Peaches
Cherries

WHITE & CO., LIMITED

Wholesale Fruits
TORONTO

THERE'S NO OTHER flavor like MAPLEINE

That's why it continues to grow in popular favor.



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

Mason & Hickey
287 Stanley St.
Winnipeg, Man.

Crescent Mfg. Co.
Seattle, Wash.

KINDLY MENTION THIS PAPER WHEN WRITING ADVERTISERS

Fruits

Bananas

Lemons

Oranges

and also

All Early

Vegetables

Lemon Bros.

OWEN SOUND, ONT.

LEMONS

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

"St. Nicholas"

will be infinitely better served.

J. J. McCabe

Agent
TORONTO

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

BACK BACON

A very nice line of Bacon, preferred to Breakfast Bacon by some and always supplying a change when asked for. We have it "In Casings," Boneless and Skinned.

Made Under Government Inspection.

F. W. Fearman Co. LIMITED
HAMILTON



Somebody is getting this trade

Why not you?

A simple, harmless, but effective remedy for nervous disorders of every description is always in big demand everywhere. There are lots of people coming into your store every day who need just such a remedy as

MATHIEU'S NERVINE POWDERS

A counter display of these dependable nerve "straighteners" will bring this profitable trade your way. The results that Mathieu's Powders produce warrant your recommending them with perfect confidence.

A window or counter display of these famous nerve powders will bring you splendid results. Other dealers are finding it worth while to push this line. So will you. Order a stock to-day.

J. L. Mathieu Co., Proprietors
SHERBROOKE, QUE.

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

- Ox Tongues, Glass, 1 1/2s, \$10.50; 2s, \$13.00.
- Mincemeat, Hermetically Sealed Tins, 1s, \$1.75; 2s, \$2.85; 3s, \$4. 4s, \$5.50; 5s, \$7.
- In Pails, 25 lbs., 10 1/2c lb.
- In 50 lb. Tubs, 10 1/2c.
- In 85 lb. Tubs, 10c.
- In Glass, 1s, \$2.25.
- Plum Pudding, 1s, \$2.30; 2s, \$3.
- Clark's Peanut Butter — Glass Jars, 1/4, 95c; 1/2, \$1.40; 1, \$1.85. 50 lb. Pails, 17c.
- Clark's Peanut Butter—Pails 24 lbs., 17c per lb.
- Clark's Tomato Ketchup, 8 oz., \$1.25; 12 oz., \$1.90; 16 oz., \$2.40; 1 gal. jars, \$1.30; 5 gal. jars, \$1.25 per gal.
- Pork and Beans, Plain Talls, 1s, 70c; 2s, \$1.10; 3s, \$1.70; 6s, \$6; 12s, \$8.50; 3s, flat, \$1.60. Individuals, 55c doz.
- Pork & Beans, Tomato Sc. Talls. 1s, 75c; 2s, \$1.15; 3s, \$1.75; 6s, \$6; 12s, \$8.50; 3s flat, \$1.60; Individuals, 60c doz.
- Pork and Beans, Chilli, 1s, 75c; 2s, tall, \$1.15; 3s, flat, \$1.60; Individuals, 60c doz.
- Tomato Sauce, 95c doz.; plain, 95c doz.
- Pork and Beans, 1 1/4. Chilli Sauce, 95c doz.
- Vegetarian Baked Beans, Tomato Sauce, Talls, \$1.20.
- Clark's Chateau Chicken Soup, \$1.10.
- Clark's Chateau Concentrated Soups, 95c.
- Clark's Chateau Concentrated Soups, No. 1, Assorted, 95c.
- Spaghettl with Tomato and Cheese, 1/2s, 95c; 1s, \$1.30 doz.
- Fluid Beef Cordials, 20 oz. btl.. 1 doz. per case, at \$10.00 per doz.
- English Plum Puddings, 1s, \$2.30 doz.; 2s, \$3 doz.

LAPORTE, MARTIN, LIMITED
Montreal. Agencies

BASIN DE VICHY WATERS.

- L'Admirable, 50 btl., litre, cs. 5 50
- Neptune 7 00
- San Rival 8 00

VICHY LEMONADE

- La Savoureuse, 50 btl., cs. 8 00

- NATURAL MINERAL WATER**
- Evian, Source Cachat, 50 btl., cs. \$9 00

IMPORTED GINGER ALE AND SODA

- Ginger Ale, Trayders, cs., 6 doz. pts., doz. 1 15
- Ginger Ale, Trayders, cs., 6 doz., splits, doz. 0 95
- Club Soda, Trayders, cs., 6 doz. pts., doz. 1 05
- Club Soda, Trayders, cs., 6 doz., splits, doz. 0 95

BLACK TEAS

- Victoria Blend, 50 and 30-lb. tins, lb. 0 38
- Princess Blend, 50 and 30-lb. tins, lb. 0 35

JAPAN TEAS

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

COFFEES

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

MUSTARD

COLMAN'S OR KEEN'S

- | | |
|------------------------|---------------|
| | Per doz. tins |
| D. S. F., 1/4-lb. | \$ 1 60 |
| D. S. F., 1/2-lb. | 2 90 |
| D. S. F., 1-lb. | 5 75 |
| F. D., 1/4-lb. | 0 90 |
| | Per jar |
| Durham, 4-lb. jar | 0 98 |
| Durham, 1-lb. jar | 0 31 |

JELLY POWDERS

WHITE SWAN SPICES AND CEREALS, LTD.

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

List Price

SPICES

WHITE SWAN SPICES AND CEREALS, TORONTO

- | | | |
|--|-------------------|-----|
| | 5c | 10c |
| | Round Oval lith. | |
| | litho. dredge. | |
| | dredge, 2 1/2 oz. | |
| | Per doz. Per doz. | |

SPICES

- Allspice \$0 45 \$0 90
- Arrowroot, 4 oz. tins, 85c
- Cayenne 0 45 0 90
- Celery salt
- Celery pepper
- Cinnamon 0 45 0 90
- " whole, 5c.
- pkgs., window front, 45c
- Cloves 0 45 0 90
- Cloves, whole, 5c. pkgs., window front, 45c
- Curry powder
- Ginger 0 45 0 90
- Mace 1 25
- Nutmegs 0 45 0 90
- Nutmegs, whole, 5c pkgs., window front, 45c.
- Paprika 0 45
- Pepper, black 0 45 0 90
- Pepper, white 0 50 0 95
- Pastry spice 0 45 0 90
- Pickling spice, window front, 90c
- Dozens to case... 4 4
- Shipping weight per case 10 lbs. 15 lbs.

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

- Laundry Starches—**
- Boxes Cents
- 40 lbs., Canada Laundry... .06 1/4
- 40 lbs., Canada White Gloss, 1 lb. pkg.06 3/4
- 48 lbs., No. 1 White or Blue Starch, 3 lb. cartons.... 7 1/4
- 100 lbs. kegs No. 1 White .06 3/4
- 200 lbs., bbls., No. 1 White .06 3/4
- 30 lbs., Edwardsburg Silver Gloss, 1 lb. chromo pkgs. .07 3/4
- 48 lbs., Silver Gloss, in 6 lb. tin canisters08 1/4
- 36 lbs., Silver Gloss, in 6 lb. draw lid boxes..... .08 1/4
- 100 lbs., kegs Silver Gloss, large crystals07 1/4
- 28 lbs., Benson's Satin, 1 lb. cartons, chromo label .07 1/2
- 40 lbs., Benson's Enamel, (cold water), per case... 3 00
- 20 lbs. Casco Refined Potato Flour, 1 lb. pkgs. 12 1/2
- Celluloid
- Boxes containing 45 cartons, per case 3 60
- Culinary Starch
- 40 lbs., W. T. Benson & Co.'s Celebrated Prepared Corn07 3/4
- 40 lbs., Canada Pure Corn .06 1/2 (20 lb. boxes 1/4c higher)

For over fifty years the householder has been enjoying the goodness of Chase & Sanborn's High Grade Coffees of which you can sell several pounds in less time than you could persuade a customer to try one pound of the unknown brand.

*Chase & Sanborn
Montreal*

Why You Should Feature

**KING GEORGE'S
NAVY**

Cash in on our advertising

When you start featuring "King George's Navy" in your window or on your tobacco counter, you will begin to realize what a tremendous demand there always is for this well-known chewing tobacco.

Our country-wide advertising campaign, coupled with the marked superiority of the tobacco itself has popularized "King George's Navy" everywhere.

Cash in on this growing demand by keeping your display case well filled.

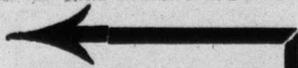
Begin Now.



Rock City Tobacco Co., Ltd.

**Quebec
and
Winnipeg**

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



A WINNING COMBINATION

Arthur Stringer's latest success, "The Anatomy of Love," scheduled to first appear in the June issue of MacLean's, and Arthur MacFarlane's newest mystery story, "Behind the Bolted Door," supply a winning combination for our representatives to "roll up" a big bonus and commissions during the next few weeks.

These two splendid stories will appear in MacLean's first—probably in book form later. These are but two of the many fine features that go to make up entertainment for our readers. This means that **hundreds of people** will subscribe to MacLean's during the next few weeks. There are dozens of subscriptions to be had in your district. Let us tell you how to secure them and how to become an authorized representative.

To take care of the increased demand for MacLean's we must have at once an active representative in every district in Canada. To those **who can qualify**, big money will be paid. The work is light and pleasant—your spare time is all that's needed for a start. It interferes in no way with your regular duties; in fact, the more you work our plan the greater your efficiency in your regular work will be noted.

If the extra \$5.00 or \$10.00 a week in exchange for your spare time means **anything to you**, write us today for full particulars. No obligation, you know—simply say, "Send me all particulars concerning your money-making plan."

**The MacLean
Publishing Co., Ltd.**
TORONTO, CANADA

BRANTFORD STARCH
Ontario and Quebec
Laundry Starches—
Canada Laundry—
Boxes about 40 lbs.06
Acme Gloss Starch—
1-lb. cartons, boxes of 40
lbs.06½
First Quality White Laundry—
3-lb. canisters, ca. of 48 lbs. .07½
Barrels, 200 lbs.06½
Kegs, 100 lbs.06½
Lily White Gloss—
1-lb. fancy carton cases 30
lbs.07½
8 in case08
6-lb. toy trunks, lock and
key, 6-lb. toy drum, with
drumsticks, 8 in case . . .08½
Kegs, extra large crystals,
100 lbs.07½
Canadian Electric Starch—
Boxes, containing 40 fancy
pkgs., per case 3 00
Celluloid Starches—
Boxes containing 45 cartons,
per case 3 60
Culinary Starches—
Challenge Prepared Corn—
1-lb. pkts., boxes of 40 lbs. .06½
Brantford Prepared Corn—
1-lb. pkts., boxes of 40 lbs. .07½
"Crystal Malze" Corn Starch—
1-lb. pkts., boxes of 40 lbs. .07½
(20-lb. boxes ¼c higher than 40's)

COW BRAND BAKING SODA
In boxes only.
Packed as follows:
5c packages (96) \$ 3 20
1 lb. packages (60) 3 20
½ lb. packages (120) 3 40
½ lb. 60 } Packages Mixed 3 30
1 lb. 30 }

SYRUP
**THE CANADA STARCH CO.,
LTD., CROWN BRAND CORN
SYRUP**
Perfect Seal Jars—3 lbs.,
1 doz. in case \$ 2 80
2 lb. tins, 2 doz. in case . . . 2 75
5 lb. tins, 1 doz. in case . . . 3 15
10 lb. tins, ½ doz. in case . . 3 05
20 lb. tins, ¼ doz. in case . . 3 00
(5, 10 and 20 lb. tins have wire
handles.)
Barrels, about 700 lbs.04
Half bbls., about 350 lbs. . .04½
Quarter bbls., about 175
lbs.04½
2 Gal. wooden pails, 25 lbs.
each 1 50
3 Gal. Wooden Pails, 38½
lbs., each 2 10
5 gal. wooden pail, 65 lbs.
each 3 35

LILY WHITE CORN SYRUP
2 lb. tins, 2 doz. in case . . \$ 3 25
5 lb. tins, 1 doz. in case . . . 2 65
10 lb. tins, ½ doz. in case 3 55
20 lb. tins, ¼ doz. in case 3 50

**ST. LAWRENCE SUGAR
REFINING CO.**
Crystal Diamond Brand Cane
Syrup
2-lb. tins, 2 doz. in case . . 4 80
Barrels, per 100 lbs. 5 25
½ barrels, per 100 lbs. . . . 5 50

**THE BRITISH COLUMBIA
SUGAR REFINING
CO., LTD.**
ROGERS' GOLDEN SYRUP
Manufactured from pure cane
sugar.
2 lb. tins, 2 doz. in case . . \$4 05
5 lb. tins, 1 doz. in case . . . 4 75
10 lb. tins, ½ doz. in case . . 4 45
20 lb. tins, ¼ doz. in case . . 4 35
Delivered in Winnipeg in carload
lots.

**CALIFORNIA FRUIT CANNERS
ASSOCIATION**
**CALIFORNIA RIPE OLIVES
DEL MONTE BRAND**
Size Mam. Large Med.
2½ Can. \$ 4.75 \$ 3.75 \$2.50
No. 1 Tall Can 2.75 2.25 1.60

No. 16 Jar 3.00 2.25 1.80
No. 4 Jar 1.50 1.25 1.15
No. 10 Can 14.00 12.00 9.00

YUBA BRAND

2½ Can \$3.00 \$2.25
No. 1 Tall Can 1.50 1.20
No. 10 Can 9.00 8.00
Picnic Can 8.00

INFANTS' FOOD

MAGOR SONS & CO., LTD.

Robinson's patent barley, ½-lb.
tins, 1-lb. tins, Rob-
inson's patent groats, ½-lb. tins,
. 1-lb. tins,

STOP-ON POLISHES Doz.

Polish, Black, Tan, Ox-blood
and Nut-brown 0 85
Dressing, White, 4-oz. bot-
tle 2 00

NUGGET POLISHES

Doz.
Polish, Black and Tan 0 85
Metal Outfits, Black and Tan 3 85
Card Outfits, Black and Tan 2 25
Creams and White Cleanser 1 10

**WENTWORTH ORCHARD CO.,
LTD.,**

Hamilton and Toronto.

Pure Fruit, Jams and Jellies

Raspberry and Apple, Strawberry
and Apple, Peach and Apple,
Plum and Apple, Gooseberry and
Apple, Black Currant and Apple,
Red Currant and Apple: Tum-
blers, 95c. doz.; 12-oz. jars, \$1.25
doz.; 16-oz. jars, \$1.75 doz.; No.
2 gold tins, \$2.40 per doz.; No. 4
gold pails, 40c each; No. 5 gold
pails, 50c each; No. 7 gold tins,
70c each.

Fruit Pie Filling

Raspberry flavor, strawberry
flavor, peach flavor, plum flavor,
gooseberry flavor, No. 2 gold
tin, \$2.40 doz.

Whole Tomato Catsup

½ pints, bottles 0 95
Pint, bottles 1 35

Worcestershire Sauce

½ pints, doz. 0 95
Pints, doz. 1 35

YEAST

White Swan Yeast Cakes,
per case, 3 doz. 5c pkgs. 1 20

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

Black Watch, 8s. butts 9
lbs. \$ 0 60
Bobs, 6s and 12s, 12 and 6
lbs. 0 46
Currency Bars, 12s, ½ butts,
12 lbs., boxes 6 lbs. 0 46
Currency, 6s, ½ butts, 9 lbs. 0 46
Stag Bars, 6¼s, butts, 11
lbs., boxes, 5¼ lbs. 0 48
Walnut Bars, 8¼s, boxes 7
lbs. 0 64
Pay Roll, thick bars, 8¼s,
6 lb. boxes 0 68
Pay Roll, thin bars, 8¼s, 5
lb. boxes 0 68
Pay Roll, plug, 8¼s, 12 and
7 lb. caddles 0 68
Shamrock, plug, 7¼s, ½
butts, 12 lb. boxes, 6 lbs. 0 57
Great West, pouches, 9c. . . . 0 72
Forest and Stream, tins, 11s,
2 lb. cartons 0 80
Forest and Stream, ¼s, ½s
and 1-lb. tins 0 80
Forest and Stream, 1-lb.
glass humidors 1 00

Buyers' Guide

CLASSIFIED ADVERTISING

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

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

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

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

WANTED

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

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

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

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

FOR SALE

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

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

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.*



TANGLEFOOT

The Non-Poisonous Fly Destroyer

Safe, Sanitary, Sure. Catches 50,000,000,000 Flies Each Year

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

THE FEDERAL REPORTER, 91-93 Wall Street, New York City

OAKLEY'S KNIFE POLISH

20-102-7713

JOHN OAKLEY & SONS, LIMITED, LONDON, ENGLAND.

AGENTS:

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

Toronto Butchers' Supply Co. LIMITED

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

EGG FILLERS

Our capacity is three times the total Filler requirements of Canada

PROMPT DELIVERIES by us are therefore certain. THE TRENT MFG. CO., LIMITED TRENTON, ONTARIO, CANADA

CHIVER'S

JAMS—JELLIES—MARMALADE

Are guaranteed absolutely pure and of the highest quality.

Send us your orders.

Agents:

Frank L. Benedict & Co., Montreal

We are now located in our new and more spacious warehouse at 60-62 JARVIS ST.

TORONTO SALT WORKS

GEO. J. CLIFF

PORT ARTHUR, ONT. MONTREAL, QUE.

FRESH FISH FOR NEXT WEEK

Halibut, Cod, Haddock, Trout, Whitefish

Price Quality Service

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

Jenkins & Hardy Assignees, Chartered Accountants, Estate and Fire Insurance Agents. 15 1/2 Toronto St., Toronto 52 Can. Life Bldg., Mont.

W. GEO. VARTY

29 Melinda Street - TORONTO

Agent for G. WASHINGTON'S COFFEE Phone M. 7089

HERE ARE A FEW OF

McVitie & Price's BISCUITS

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

- | | |
|----------------------------|---|
| DIGESTIVE. | "The Premier Biscuit of Britain." Finest whole-meal. |
| SCOTTISH ABERNETHY. | The Scottish favourite. |
| ACADEMY CREAMS. | Rich cream-filled short-bread biscuit. |
| CREAMY CHOCOLATE. | Chocolate biscuit filled with cream. |
| OSBORNE. | The standard Old Country biscuit, delightful flavour. |
| RICH TEA. | Popular Scottish tea biscuit. |
| SMALL PETIT BEURRE. | Fine butter flavour. |
| BELGIUM. | Rich shortcake. |
| BUNTY CREAMS. | Butterfly shape, cream sandwich, almond flavour. |
| BUTTERETTE. | Light short-eating cracker. |
| ROYAL SCOT. | Ideal tea or coffee biscuit. |

McVitie & Price, Limited
EDINBURGH and London

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

Brooms of Quality

may always be had by ordering our brands. We have them at
\$3.00, \$3.25, \$3.50, \$3.75,
\$4.00, \$4.25, \$4.50, \$4.75,
\$5.00, \$5.50, \$5.75, \$6.00
per dozen.

FACTORY and MILL
Brooms \$3.75, \$4.25, \$4.75
per dozen.

Walter Woods & Co.
Hamilton - Winnipeg

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New Buying Power Being Added

Last week 39 new subscribers came in to Canadian Grocer. Every province of Canada was represented in the list including British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, New Brunswick, Nova Scotia and Prince Edward Island. These 39 subscribers are rated at a total of more than \$150,000, or an average of about \$4,000 each.

Four of these subscribers, one from Ontario, one from Manitoba, one from Saskatchewan and one from British Columbia are each rated at \$20,000—a total of \$80,000.

This exemplifies the class of new reader Canadian Grocer is getting from week to week. It illustrates, too, the Buying Power represented by our readers.

A word to the new subscriber as well as to the old: Read the advertisements. There is money in them for you.

—THE MANAGER.

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

Have you tried

WETHEY'S ORANGE MARMALADE?

It is making
a hit.

The polish that sells



You can always depend on "Stop-On" polishes to give that absolute satisfaction that means quicker sales and better profits. Unlike most others a "Stop-on" shine will retain its brilliancy in damp or foggy weather—a point that your customers will surely appreciate.

"Stop-On" polishes can be had in Black, Tan, Ox-Blood, and Nut Brown. "**STOP-ON**" **WHITE** is the most permanent dressing for white shoes obtainable. It will not rub off on the clothing.

A supply of "Stop-On" ordered to-day will open up a bigger source of revenue for you. Send your order in now before you forget about it.

Strang Brothers
WINNIPEG

A "Seller" Wherever Displayed

That's what Cane's "New All Canadian," All Wooden Washboard is proving for progressive grocers everywhere. Retailing at 20c, this Canadian made housewives' favorite, has satisfactorily replaced the zinc and aluminum boards which have fallen into disfavor owing to the increased cost resulting from high prices of these materials.

The "New All Canadian" is made of Canadian wood, and put together by Canadian workmen. The rubbing surface—the most important part—is made of the best hardwood obtainable, guaranteeing your customer a long-wearing satisfaction-giving board.

Order a stock to-day.

The Wm. Cane & Sons Company
Limited
NEWMARKET, ONT.

Y & S STICK LICORICE

48 5c. Packages to Box



The old-fashioned remedy for Coughs and Colds

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

NATIONAL LICORICE COMPANY
MONTREAL

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

You have a steady seller in

GOLD DUST



Put a display of Gold Dust where the women can see it—and your supply will rapidly diminish—but don't let it stay low, because the demand is steady and persistent. Every woman has used Gold Dust to save her work in some way—she likes it—and our advertising everywhere is constantly suggesting new uses for Gold Dust.

It remains for you to remind her of Gold Dust when she is in your store to secure the order.

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

"Let the GOLD DUST TWINS do your work."

LARGEST MAKERS IN THE WORLD

Tin Foll—all descriptions

Tea Lead—all gauges and sizes

Metal Bottle Capsules—any size,
color or stamping

Collapsible Tubes—plain or colored

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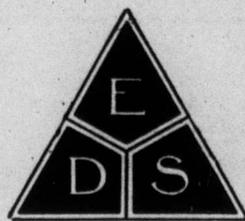
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