

**PAGES
MISSING**

THIS IS THE 1,337th ISSUE OF

CANADIAN GROCER

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

Vol. XXVII.

PUBLICATION OFFICE: TORONTO, JULY 25, 1913

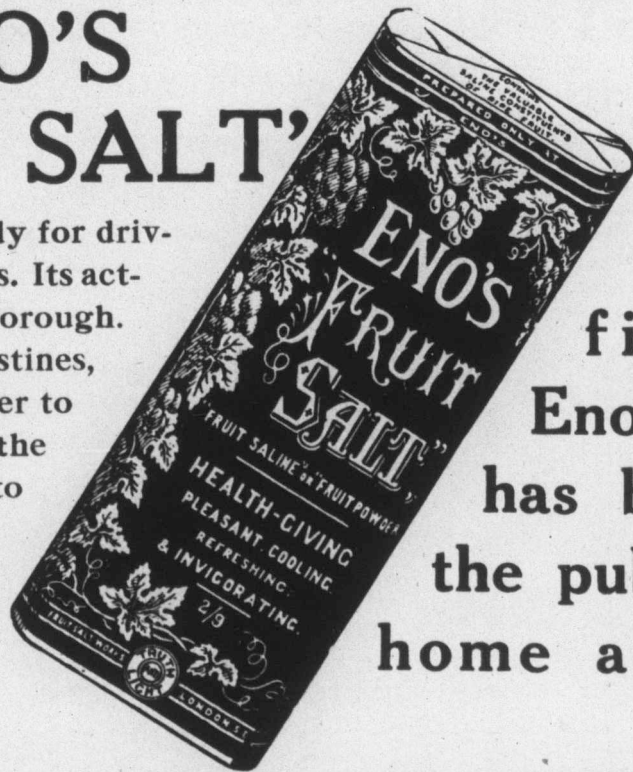
No. 30

A Natural Remedy

There is no simpler, safer, or more agreeable preparation than

ENO'S 'FRUIT SALT'

The approved remedy for driving out disease germs. Its action is quick and thorough. It clears the intestines, rouses the torpid liver to new life, stimulates the mucous membrane to a healthy action, and cleanses and invigorates the whole digestive tract.



For more than thirty-five years Eno's Fruit Salt has been before the public both at home and abroad.

Largely advertised and well established it is now in good demand and is therefore bound to carry with it enquiries for other lines.

Should consequently be stocked by all Chemists, Grocers and Stores.

Prepared only by J. C. ENO, Limited, 'FRUIT SALT' Works, London, Eng.

THE CANADIAN GROCER

They Tickle the Palate

—not because they're Telfer's
but because they're good



TELFER'S PEERLESS CREAM SODAS

The name never fools the palate. The taste must be there or the palate refuses to pronounce the article good. Telfer's Peerless Cream sodas are delightfully crisp and creamy. They are packed in such a way that they retain their freshness for a long time.

Send for sample order.

Telfer Bros., Limited
COLLINGWOOD, ONT.

Branches: Toronto, Hamilton, Winnipeg, Fort William, Edmonton, Brantford



The Standard Gelatine for Nearly a Century

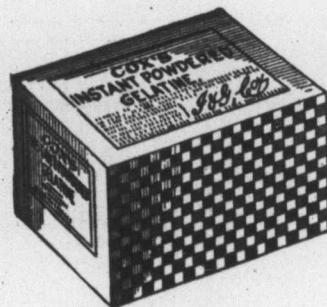
A Delicious Summer Dessert, Instantly Prepared

Served with fresh, ripe fruit, Cox's Instant Powdered Gelatine makes a delicious dessert during the summer season.

Suggest this to your customers, for they will appreciate the absolute purity of Cox's and will be delighted with the delicious flavor.

COX'S

BRITISH MADE



A. P. TIPPET & CO.
Agents
MONTREAL TORONTO



Mr. Grocer:—

We have the price and quality.

Compare ours with other makes before placing your orders for fall.

Below are a few of our lines and prices.

WAGSTAFFE PURE JAMS

GUARANTEED FRESH FRUIT AND PURE SUGAR ONLY

	2 doz. per case	16 oz. Glass	8 per crate gold lined 5s. palls	6 per crate gold lined 7s palls	28 lbs. Gold Lined Palls
Strawberry .....per doz.	2 25	67	94	12 1/2	
Raspberry	2 15	62	86	11 1/2	
Black Currant	2 15	62	86	11 1/2	
Apricot Conserve	2 20	66	92	12	
Damson (English)	2 05	61	85	11	
Raspberry & Gooseberry.....	2 05	58	81	11	
Peach	2 05	58	81	11	
Cherry	2 05	58	81	11	
Raspberry Red Currant.....	2 05	58	81	11	
Gooseberry	2 05	58	81	11	
Red Currant Jam	2 05	58	81	11	
Green Plum	2 05	58	81	11	
Assorted Jams	2 05	58	81	11	
Strawberry with Apple Jelly.	.....	58	81	11	
Strawberry and Gooseberry..	.....	58	81	11	
Plum	1 95	53	74	10	
Raspberry with Apple Jelly.	1 95	53	74	10	
Pear Jam	1 95	53	74	10	
Grape Conserve	1 95	53	74	10	
Fig and Lemon	1 50	54	75		

	12 oz.	16 oz.	5s	7s	28 lb. G'd'd Palls
Black Currant .....per doz.	2 25	2 45	69	96	
Red Currant	2 25	2 45	69	96	
Grape	1 60	1 60	54	75	
Crab Apple	1 40	1 80	54	75	10
" 20 oz. 1 dz. per cs. 2.30 per doz					
" 1 lb. moulds, 1 dz. per cs. 2.50 per dz.					

Made from Seville Oranges and Granulated Cane Sugar only.

12 oz. Glass, 2 doz. per case, per doz.....	1 35
16 oz. Glass, 2 doz. per case, per doz.....	1 60
20 oz. Schram Jars, 1 doz. per case	2 25
28 oz. Phoenix Jars, 1 doz. per case	2 80
2s Gold Lined Tins, 2 doz. per case, doz.	2 40
5s Gold Lined Palls, 8 per crate, per pail	0 52
7s Gold Lined Palls, 6 per crate, per pail	0 68
Tumblers, 2 doz. per case, per doz.....	1 60
16 oz. Jelly Shred, 2 doz. per case, per doz....	Sold out 1 80
20 oz. " 1 doz. " " ".....	Sold out 2 60

Wagstaffe Limited

Hamilton, Canada

THE CANADIAN GROCER

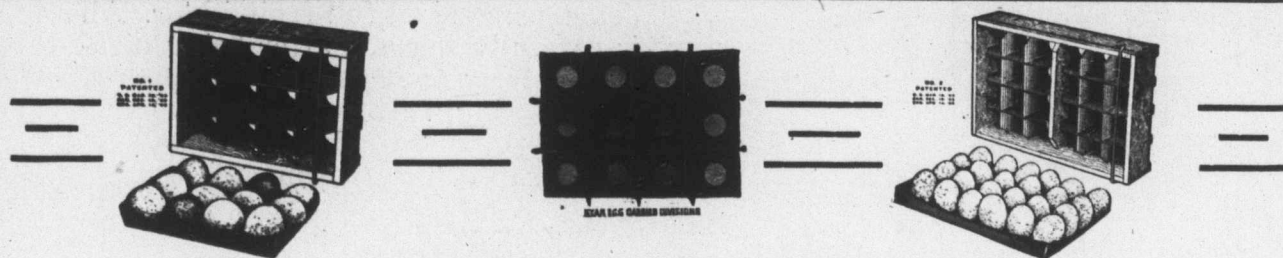


THE BEST
THAT SCIENCE CAN PRODUCE

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

Years of experience extending over the half century mark, together with a system which is unequalled for sanitary handling of the milk from the cow to the can and the most improved sterilizing processes ensure products of quality and purity—the best that science can produce.

Borden Milk
Co., Limited
Montreal



Up-to-Date Practical Grocers

Use **STAR EGG CARRIERS and TRAYS**

Ask any one of them—Here's a few of the good things they tell us about **STAR EGG CARRIERS and TRAYS**—Every one, a **MONEY and TIME SAVER** for you and a short cut to **EGG PROFITS**

STAR EGG CARRIERS and TRAYS—

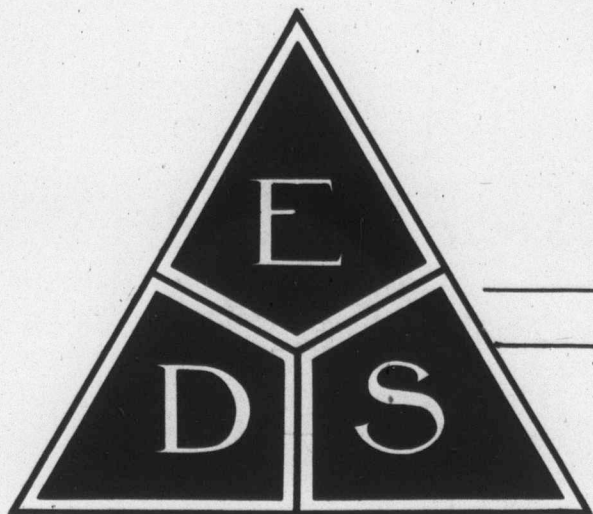
- Absolutely Prevent Breakage.
- Stop Costly Miscounts.
- Make a Satisfactory Candler.
- Save Time in Packing and Delivering.
- Pay for their own Installation, and Throughout their long life, continue to make you **PROFITS** on your Egg Trade.

These economies **MUST** appeal to you—a practical business man. Then why not order **STAR EGG CARRIERS and TRAYS** from your Jobber now—**TO-DAY?** Made in One and Two dozen sizes.

IF YOUR JOBBER CANNOT SUPPLY YOU, WE WILL.

STAR EGG CARRIER and TRAY MFG. CO.

1500 Jay St., Rochester, N.Y., U.S.A.



new pack

Raspberry Jam now ready for shipment. Get your orders in now for immediate delivery.

Fresh from the berry bushes or trees come the E. D. S. fruits; they are packed a few hours after being picked, ensuring freshness, deliciousness and full fruit flavor. All fruit is carefully selected after being picked, and positively no glucose or any preservative or coloring matter is added whatsoever. E. D. S. fruit products are pure all through. Proven by Government test.

Your customers know these goods by reputation.

Place an order for the new pack at once and show your patrons that you are right up to the minute in supplying them with new, fresh goods.

Made only by

**E. D. SMITH & SON
LIMITED**

WINONA, ONTARIO

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



The taste that crossed the line
The Baked Bean Taste



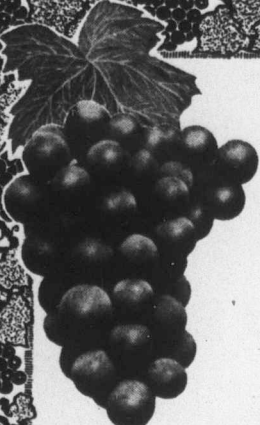
“SIMCOE” BAKED BEANS

A few years ago Baked Beans were very little known in Canada. To-day they are almost the national food—almost as popular in Canada as they are in the New England States, from whence they emanated.

The baked bean taste has spread rapidly, and is spreading more rapidly from the tropical regions to the very “poles,” and along with taste goes the name “Simcoe.”

Simcoe baked beans have the true Bostonian flavor, are uniformly cooked, because they are uniform in size. They are the beans you’ll be asked for. Have you them in stock?

Dominion Cannery, Limited
Hamilton, Ontario



*You profit by selling
your trade the very best*

Welch's

Grape Juice

Canadian Grocers find Welch's a profitable, quick seller


Just as the retail grocer in the United States has found Welch's Grape Juice a profitable, quick seller, so has the Canadian grocer.

So, if you are not selling Welch's you are missing a big opportunity.

You will find that you, too, can build up a nice trade on Welch's, because every family in your community is a prospective user of Welch's.

Welch's is made of the pure juice of the finest Concord grapes, with all of the delicious, tart, fruity flavor retained—a family beverage for the old and the young.

Write for prices and names of Canadian distributors.



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

Royal Shield Western Service

WAREHOUSES AT CENTRAL POINTS



WITH warehouses situated at the most central points in the heart of the best business sections of the great Canadian West, we are in a position to give a service second to none.

Among Royal Shield lines are Teas, Coffees, Baking Powder, Jelly Powder—all the finest quality goods procurable anywhere.

Write to-day for our representative to call, or send for trial order.

Campbell Bros. & Wilson, Limited
WINNIPEG
WHOLESALE GROCERS AND IMPORTERS

Campbell, Wilson & Adams, Ltd.
SASKATOON

Campbell, Wilson & Horne, Limited
CALGARY, EDMONTON & LETHBRIDGE

Campbell, Wilson & Strathdee, Ltd.
REGINA

Wholesale Grocers and Importers

Clark's Pork and Beans

Your Own Experience

Mr. Grocer, is usually your safest guide in the selection of your stock in trade.

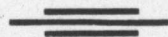
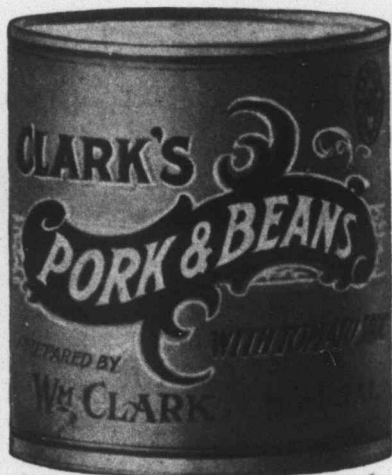
Upon YOUR OWN EXPERIENCE, Clark's are prepared to rely, confident in the assurance that you have always found CLARK'S PORK & BEANS to be a valuable adjunct to your business.

CLARK'S IDEAS are that PURITY and HIGH QUALITY are the most necessary attributes of prepared foodstuffs and that a well organized system of ADVERTISING is appreciated by the dealer as a material help to his trade.

CLARK'S EXPERIENCE is that careful attention to these essentials has resulted in a rapidly and ever increasing demand for CLARK'S PORK & BEANS.

Does your own experience coincide with Clark's?

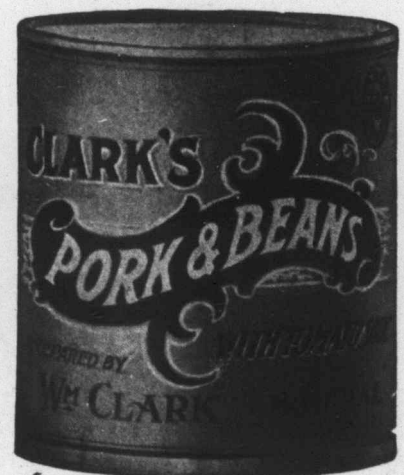
We leave it to you to decide.

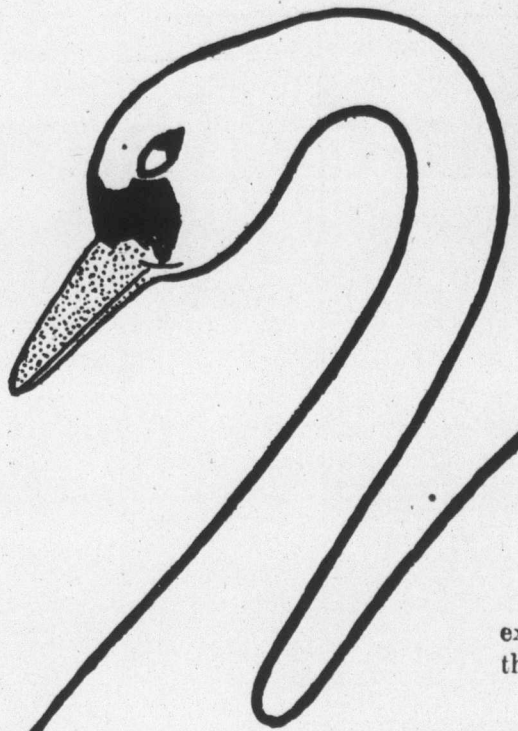


WM.

CLARK

MONTREAL





WHY?

You want to know WHY **White Swan** Specialties are superior—the reason is plain; White Swan Products have been manufactured for over 30 years. The makers by reason of long experience understand thoroughly every phase of the production of perfect and superior products.

White Swan lines always satisfy.
The quality and purity is there.

Order from your wholesaler or direct

White Swan Spices & Cereals Limited
Toronto, Ontario



"FOUND MONEY"

That's what one grocer said after selling his first shipment of **KIT** Coffee—it is so easy to sell and the repeat business is so gratifying and profitable. We will send you a generous supply of advertising free.

KIT COFFEE CO. Govan, Glasgow

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

FREDERICK E. ROBSON & CO., TORONTO



It is one thing to make Paper Bags that are *occasionally good*. It is quite another thing to make them so that they are not only always better than all other makes of Bags, but *always of unvarying goodness*.

The name "**CONTINENTAL GERM PROOF**" stamped on each package, means that if a million packages of "**CONTINENTAL GERM PROOF BAGS**" were placed before you, you could choose any one of them, confident that every Bag in that package would be as *good* as the *best* paper bag ever manufactured.

The Continental Bag & Paper Co., Limited

Exclusive Manufacturers of
Automatic Opening **GERM PROOF** Reinforced Bottom Paper Bags

OTTAWA, ONTARIO

DISTRIBUTORS:

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

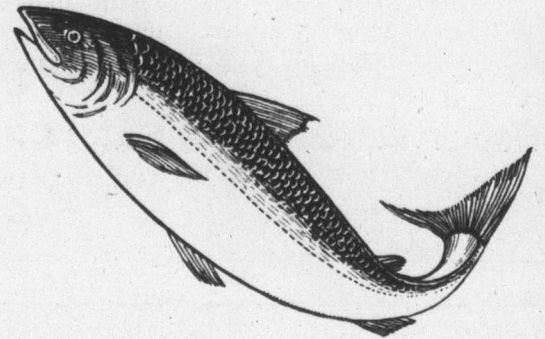
THE CANADIAN GROCER

British Columbia
COHOE
SALMON

"WALRUS" BRAND

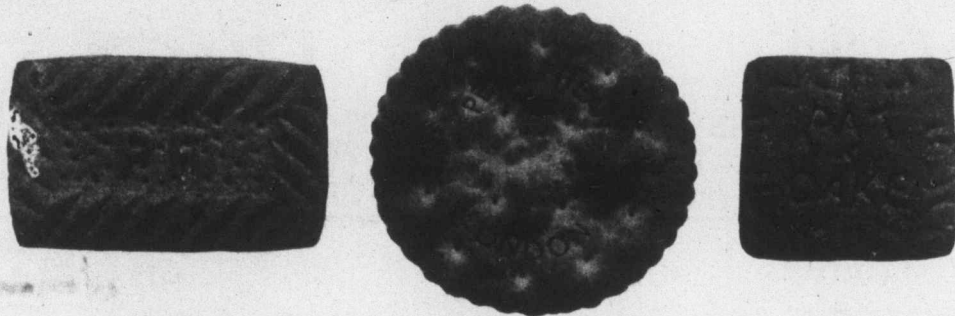


The Kind
Your Customers
Come Back For.



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

THREE VERY POPULAR BISCUITS



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

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

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

MODERN GROCERY EQUIPMENT

Adds an air of distinction to your store
—and

ATTRACTS TRADE.

The "Walker Bin" System

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

Is this worth your consideration?

We manufacture the best in show
cases and refrigerator counters.

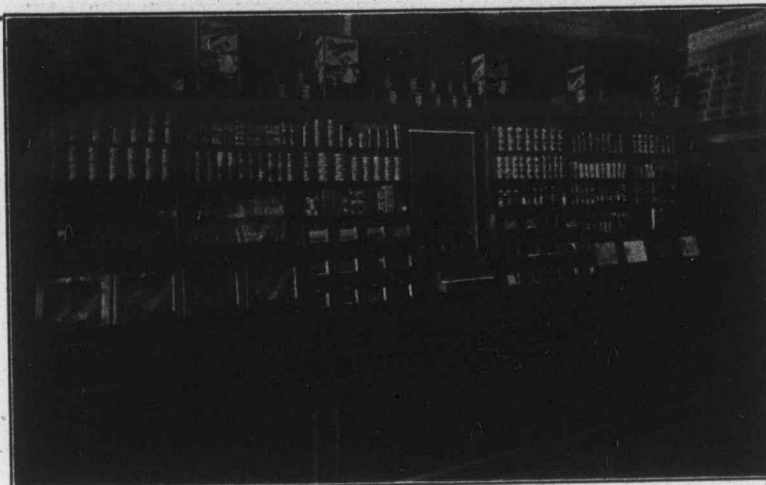
Write now for illustrated catalogue
and estimates.

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



Berlin,

Ontario



REPRESENTATIVES:

Manitoba: Watson & Truesdale, Winnipeg, Man.
Northern Sask.: North-West Specialty Co., Saskatoon, Sask.
Southern Sask. and Alta.: J. N. Smith, Box 696, Regina, Sask.
Vancouver: Western Plate Glass Co., 318 Water St.
Montreal: W. S. Silcock, 33 St. Nicholas Street.
Maritime Provinces: R. R. Rankine, 4 Wright St., St. John, N.B.



TWO CENTS PER WORD

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

BRITISH and FOREIGN

**JAM & MARMALADE
PULPS**

CITRONS, LEMONS AND
BITTER ORANGES
FRESH AND IN BRINE

SPANISH OLIVES IN BULK

ESSENTIAL OILS
LEMON, ORANGE,
BERGAMOT

F. C. GOODING & CO.

FRUIT PACKERS AND SHIPPERS

36 Eastcheap, LONDON, England

CABLES "GOODINGITE LONDON," ALL CODES.

Represented in TORONTO by W. B. STRINGER

By Royal



Letters Patent

**NELSON'S
Crystal
Leaf
GELATINE**

Unrivalled in the kitchen,
can be obtained from

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

St. Paul St.

Montreal.

York St.

Toronto.

**Mr. Banana Man!
Here's a 2-in-1
Hoist and Hanger**

Hook on, pull up bunch (or anything else)—and let go. Patent Lock grabs on to pull rope, holds load suspended. Lock can't break. Rope can't slip. Is saving time, money, labor, for thousands. Investigate at once the



BANANA HOIST
Saves Time and Trouble

Turns heavy lifting to child's play. But that isn't all. This Hoist helps you to actually move your stock more rapidly. For in cold weather a boy can, with utmost ease, swing a bunch to the ceiling, where it is warmer, and the fruit will ripen quicker and better.

Satisfaction Guaranteed or Money Refunded

Farmers and others are using nearly a quarter of a Million Hall Self-Locking Safety Hoists. Now we have adapted them to the needs of fruit men. You ought to have several. COST, roped and ready for use, SMALL, and quickly earned in labor saved.

If your wholesale grocer or hardware dealer can't supply Hall Banana Hoists, send us fifty cents for sample and we will ship by parcel post under "Money Back Guarantee."

Heavier the Load, the Tighter the Grip.

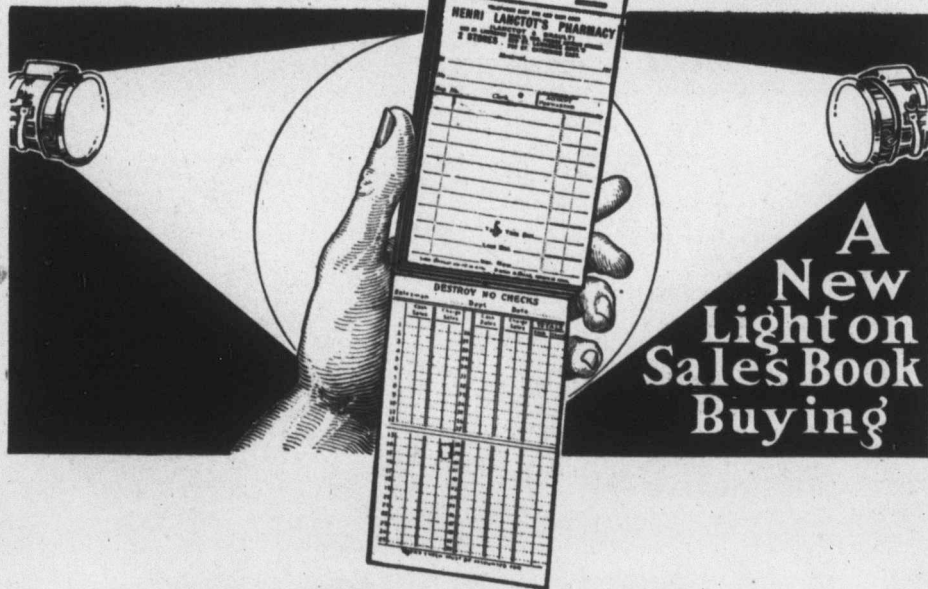
Hall Manufacturing Company - Monticello, Iowa

Write us for samples
and prices of

**OCEAN
BLUE**

You will be pleased
with the one and
satisfied with the other.

**HARGREAVES (Canada), Limited,
33, Front Street, E. TORONTO.**



**A
New
Light on
Sales Book
Buying**

WHEN buying duplicating or triplicating salesbooks, look into the matter of quality, speed in handling the books, consecutive numbering, book numbering, service, delivery, cleanliness and moisture-proof qualities. Have you ever seen samples of

The SURETY

The SURETY salesbook is made in styles and sizes suitable for every business. The back of the original sheet (in duplicate books) is coated with a carbon that does not smut with ordinary use and which gives a perfect copy every time. In the triplicate book the original and duplicate sheets are coated with the SURETY coating—the only kind on the market that will not deteriorate with age.

We Also Make Every Style and Size of Single Carbon Pad

Write for quotations on the kind of books you are using and send us a sample book. We have installed every known facility to turn out the highest quality of work cheaply and quickly.

There are 30 McCaskey travelling men in Canada. Let us put you in touch with the one near you. It may be worth many dollars to you to write a postal card to-day.

Manufacturers of the McCaskey System

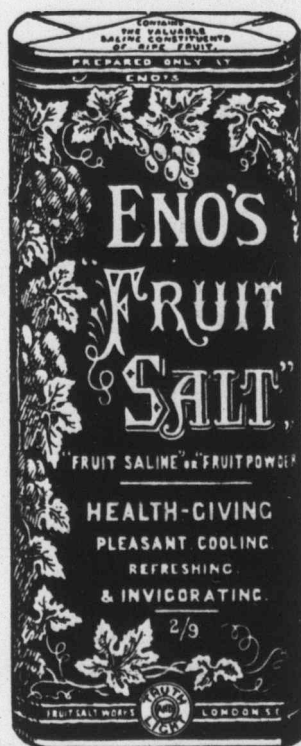
THE SURETY

Dominion Register Company, Limited

92 Ontario Street, Toronto, Canada

BRANCHES—Trafford Park, Manchester, England; Melbourne, Australia

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



A gentle natural aperient that stimulates the organs of elimination.

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

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

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

ENO'S "FRUIT SALT"

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

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

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

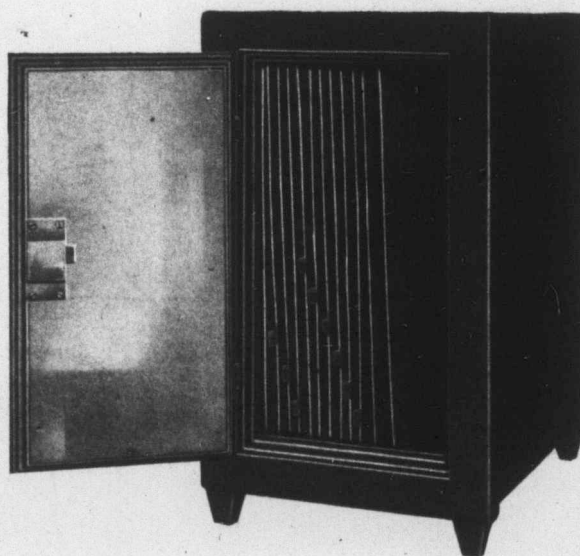
Sold by Chemists and Stores throughout the World

Prepared only by

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



**Two
at
the
Price
of
One**



And Better, Because your accounts are safe from fire as well as mistakes. Better because you can increase the capacity of the Register at any time simply by adding more leaves. Better because leaves are made of aluminum, therefore are light and easy to handle. A child can operate them as well as a man. Comparison is our strongest selling talk. Examine the other makes if you will, because then we know your choice will be an Ullman.

Hamilton Ideal Manufacturing Company, Limited
Toronto Office—482 College Street

Cut Down Your Western Freight and Storage Bills

WEEKLY POOL CAR ACCOMMODATION *from Winnipeg to all Western points*

British, American and Canadian Manufacturers: We have found by experience that distributing from Winnipeg one car load of your goods at a time—and distributing them oftener—is better for you than distributing from five cars billed through to five different points.

WINNIPEG IS THE DISTRIBUTING CENTRE FOR WESTERN CANADA, and we, being on the ground, can so arrange that your goods are reshipped from Winnipeg to the various Western Points in Pool cars. Thus you secure car load rates. You also have your goods tied up for a much shorter period, and save materially in storage and in the work of checking shipments.

We are open to take on a few first-class lines which do not compete with those already carried. We can give storage accommodation at all central points, though our aim is to reduce the necessity of storage. Our experienced representatives look after the sale of lines entrusted to us in all the large Western Points. Personal attention given at all times.

Write for fuller particulars to-day. State lines.

W. H. Escott and Co.

181-3 BANNATYNE AVE. E.,

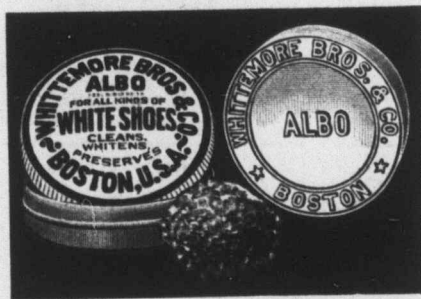
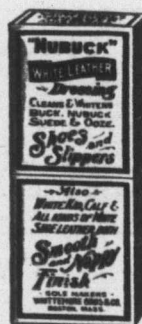
WINNIPEG

We hold the key to the best wholesalers in the West

Finest
Quality

Whittemore's Shoe Polishes

Largest
Variety



Oldest and Largest Manufacturers of Shoe Polishes in the World

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

"ALBO" Cleans and whitens Canvas, White Buck, Suede and Nubuck shoes. Each cake in a zinc-tin box with sponge (see cut). Retail 10c. Each cake in a handsome aluminum box with sponge. Retail 25c.

"NUBUCK" White Leather Dressing cleans and whitens Buck, Nubuck, Suede and Ooze leathers, both smooth and nappy finish. Retail 25c.

"DANDY" COMBINATION. For cleansing and polishing all kinds of russet, brown or yellow boots, shoes, saddles, bridles, etc. Retail 25c. **"STAR"** russet combination (10c size). Russet, Brown and Ox Blood pastes (5 sizes of each color).

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

"QUICK WHITE" makes dirty Canvas shoes Clean and White. In liquid form, so can be quickly and easily applied. A sponge in every packet so always ready for use. Two sizes, retail for 10c. and 25c.

Send for circulars giving full particulars of our other Polishes to **WHITTEMORE BROS. & CO., Boston, Mass., U.S.A.**
For Sale by the Shoe Findings and Shoe Jobbing Trades of all Canada.

Manufacturers' Agents and Brokers' Directory

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

ONTARIO.

Japan Teas on Spot
Congou Teas on Spot

Ask for samples.

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

Import-Export 'Phones { Office 2190
Residence 1556

NORMAN D. McPHIE

MERCHANDISE BROKER
COMMISSION MERCHANT
MANUFACTURERS' AGENT

Handling General Grocery, Spice and
Produce Lines

Federal Life Building

HAMILTON, - Ont., Canada

W. G. PATRICK & CO.
Limited.

Manufacturers' Agents
and Importers

77 York St. - Toronto

W. G. A. LAMBE & CO.
TORONTO

Established 1885

SUGARS FRUITS

**CONVENIENT, MODERN,
WAREHOUSING**

at Ottawa, tracks at the door, connection with steamers. Fireproof. Excise Bond Free. Write for low rates.

DOMINION WAREHOUSING CO.,
46-52 Nicholas Street - - Ottawa

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

WESTERN PROVINCES.

ORR & McLAIN

Importers, Buyers
and
Manufacturers' Agents

Domestic and Foreign Agencies Solicited
507 Confederation Life Building, Winnipeg

**H. P. PENNOCK & CO.,
LTD.**

Wholesale Grocery Brokers & Manufacturers' Agents,
WINNIPEG

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

WESTERN DISTRIBUTORS LIMITED

Wholesale Commission Merchants, Customs Brokers and Manufacturers' Agents. Cars Distributed Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited. Our position is your opportunity.

Saskatoon - Western Canada

Eastern Manufacturers Limited

Manufacturers' Agents,

Saskatoon, Saskatchewan.

Cover Northern Saskatchewan completely. The jobbing trade in Saskatoon, Yorkton, North Battleford and Prince Albert is visited daily. We want to represent you in this large and growing territory.

G. C. WARREN

Box 1086, Regina

IMPORTER, WHOLESALE
BROKER and MANUFACTURERS'
AGENT.

Trade Established. 15 Years
Domestic & Foreign Agencies Solicited

HOLLOWAY, REID & CO.

Cor. Vermillion Ave. and 5th St.

EDMONTON - ALBERTA

Importers and Manufacturers' Agents

We specialize in Biscuits and Candies
We are still open for a few good Agencies

One of the most successful retailers of late years says: "When a firm advertises in trade papers it is getting into good company. As I pick up one of a dozen of these periodicals here in my office, and glance through it, I find that the best people, the successful firms, are represented in such a way as to reflect their importance in the trade."

WESTERN PROVINCES—Continued.

NORTH-WEST SPECIALTY CO.

Manufacturers' Agents

Cover Saskatchewan completely. All large centres visited monthly. Open for agencies for all kinds of Store Fixtures and Specialties. Warehousing facilities. Suite 109 Willoughby-Sumner Block Saskatoon, Saskatchewan.

JOHN J. GILMOR & CO.

Wholesale Manufacturers' Agents and Commission Brokers

WINNIPEG, MAN.

Covering Manitoba, Saskatchewan and Alberta. We can give special attention to a few more first class lines, Domestic and Foreign agencies solicited.

WATSON & TRUESDALE

Wholesale Commission Brokers and
Manufacturers' Agents

WINNIPEG - MAN.

Domestic and Foreign Agencies
Solicited.

H. G. SPURGEON

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Wholesale Broker and Manufacturers'
Agent
Canadian, British and Foreign Agencies
Solicited.

230 Chambers of Commerce.
P.O. Box 1812.

FRANK H. WILEY

WHOLESALE COMMISSION MERCHANT
and

GROCERY BROKER

757-759 Henry Ave., WINNIPEG

RUTTAN & CHIPMAN

WHOLESALE GROCERY BROKERS

and
MANUFACTURERS' AGENTS

Fert Garry Court, Main Street.

Winnipeg - Canada

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

Manufacturers' Agents and Brokers' Directory

(Continued.)

Western Provinces—Continued.

SIMPSON PRODUCE CO. Winnipeg Man.
Will be pleased to discuss with agents or manufacturers of Bakers', Butchers' or Grocers' specialties, the introduction of their lines to the Prairie Provinces—we go direct to the trade or through the Jobbers.
Dealers in High Class Produce and Provisions.
Simpson Produce Co. 248-252 Princess St. Winnipeg Man.

LEADLAY LIMITED
332 Bannatyne Ave.,
Winnipeg, Man.
Grocery Brokers & Importers.
"Eiffel Tower Lemonade."
"Foster-Clarks Cream Custard."

BRITISH COLUMBIA.

McLEOD & CLARKSON
Manufacturers' Agents and Wholesale Commission Agents
353-4 Cambie St., Vancouver, B.C.
Can give strict attention to a few first-class Grocery Agencies. Highest References.

O'Loane, Kiely & Co., Ltd.
WHOLESALE GROCERY BROKERS
CANNED GOODS, DRIED FRUITS, ETC.
CANNED SALMON A SPECIALTY
We cover British Columbia and Alberta
Head Office - Vancouver, B.C.
Reference: The Bank of Montreal.



STUHR'S
GENUINE CAVIARE,
ANCHOVIES IN BRINE
(Salted Sardels).
In Tins and Glasses.
"Please ask for our offer"
C. F. STUHR & CO., HAMBURG.



Oakey's
The original and only
Genuine Preparation
for Cleaning Cutlery,
6d. and 1s. Canisters.
'WELLINGTON'

KNIFE POLISH

JOHN Oakey & Sons, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass
and Flint Cloths and Papers, etc.
Wellington Mills, London, England

SHIP YOUR CARS TO FERGUSON'S SIDING

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

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

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

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

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

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

Mathieu's Nervine Powders



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

If you don't know them, try Mathieu's Nervine Powders yourself at our expense as per coupon attached. Mathieu's Syrup of Tar and Cod Liver Oil is recognized as a safe and effective cure.

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

Please send regular box of Mathieu's Nervine Powders to the following address:—
Name
With (Name of firm)
Street
City or town Prov.....

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

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

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.

Sartan BRAND

THE SIGN OF PURITY

COFFEE

GROWN, ROASTED AND BLENDED FOR GROCERS WHO
VALUE SATISFIED CUSTOMERS

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

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

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

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

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

SYMINGTON'S COFFEE ESSENCE



is the standard of quality and excellence. There is no other Coffee Essence to equal it. Made by the most expert coffee-cooks who devote their whole time and attention to the manufacture of Coffee Essence. The demand—fostered by continuous up-to-date advertising—is constant, and discriminating housewives everywhere insist upon having the premier brand.

GET FULL PARTICULARS, SHOWCARDS AND PRICES TO-DAY.

Thos. Symington & Co., Edinburgh and London

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



A Seasonable Line

OUR NEW

Sandwich and Salad Olive

all ready for the table

**Pimento Stuffed
Celery Stuffed
Plain Pitted**

in salad form

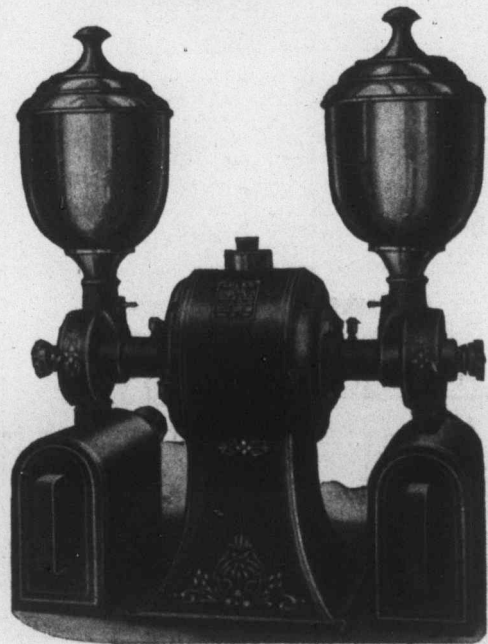
Ask your wholesaler for this 8 oz. bottle.
Retails at 25c.

Gorman, Eckert & Co.
LONDON, ONTARIO

Western Selling Agents:
MASON & HICKEY, Winnipeg

More Than Ever in a Class by Itself

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



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

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

THE CANADIAN GROCER

PROMPT SHIPMENT

is being given to all orders for

St. Lawrence

Sugars

Messina Lemonade Powder

Just the thing for this hot weather. The truest lemon flavor is there. If you want any better, well, you will have to take a lemon itself.

Each Tin a Repeater,
And a Tin of Profit.

Henri Jonas & Co., Montreal

SPECIAL PRICES

ON

Ceylon Green Teas

Ask for quotations and samples of spot goods

IMPORT ORDERS SOLICITED

John Duncan & Co., Montreal
Tea Importers Est. A.D. 1866

BUY
"Redona" and "Matador"
SHELLED
ALMONDS

The most popular amongst the Grocery and Confectionery Trades

COSMELLI & COMPANY

Packers and Shippers of the well-known Red "C" and Red "B" Fruit Pulps.

Monument Buildings, London, England



L. & B.

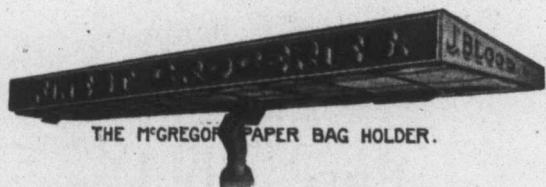
BANNER BRAND JAMS AND JELLIES

Stand at the very top for high quality, quick selling and profitability in fresh fruit products. Most aggressive dealers know that profitability in Jams and Jellies depends on certain essentials. These are: delicious, fresh, full fruit flavored goods, the kind that makes repeats and sells at a moderate price. L. & B. Banner Brand fills these essentials to the letter. That is why they are so popular.

LINDNERS LIMITED

340 Dufferin St., TORONTO Phone Park 2985

Representatives:—The Amos B. Gordon Co., Toronto; Watt, Scott & Goodacre, Montreal; H. D. Marshall, Ottawa, Ont.; C. A. Munroe, New Brunswick; W. H. Lyne Usher, Nova Scotia and Prince Edward Island; H. Donkin & Co., Vancouver; Western Office at Winnipeg.



THE MCGREGGOR PAPER BAG HOLDER.

HOLDS EVERY SIZE BAG FROM 1/4 TO 10 LBS.

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

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

O. P. MCGREGGOR
Patentee and Manufacturer
411 Spadina Ave., Toronto

A Good Profit For The Grocer

There is a good profit for the grocer in selling Shirriff's True Vanilla Extract — an extract that has been popular with Canadian house-keepers for thirty years.



Besides the profit, there is the feeling of satisfaction that comes from selling a high-grade product—a product you will never be called upon to apologize for.

Shirriff's True Vanilla invariably gives the utmost satisfaction to the user, and adds to the prestige of the store that sells it.

Shirriff's
True Vanilla
Imperial Extract Co.
Toronto

Why Run This Risk?

ALL grocers have noticed the activity of the Government in regard to adulterated spices. More than 30 grocers have been fined during past two weeks for selling adulterated pepper. These fines and expenses have amounted to over \$1,000.

And this is just the beginning. There is no need for any grocer to run the risk of losing his good reputation by handling doubtful or adulterated spices.

Pure Gold Spices are all guaranteed to meet the Government requirements in every way. All the recent Government bulletins confirm this. Every grocer should write the Inland Revenue Department, Ottawa, and ask for copies of these bulletins, which are free on request.

If you wish to be **sure** of your position place your order with the leading firm manufacturing **only** pure goods.

The
Pure Gold
Manufacturing
Company
TORONTO

PURITY and EFFICIENCY

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

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

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

IN NUTLARD

(The new) French Lard)

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

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

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

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

Rocca, Tassy & DeRoux
MARSEILLE, FRANCE

Canadian Agent:

J. RUSSELL MURRAY
6 St. Sacramento Street, - - MONTREAL

Red Rose Jelly Powders

have proven themselves decided trade pullers, so much so that orders are reaching us daily from most remote quarters.

The reason why these, as well as **Red Rose Baking Powder** and **Red Rose Flavorings** have jumped into popular esteem is simply this:—

We Do Not Spare Quality.
"Red Rose" Will Be Blooming
When Others Have Faded.

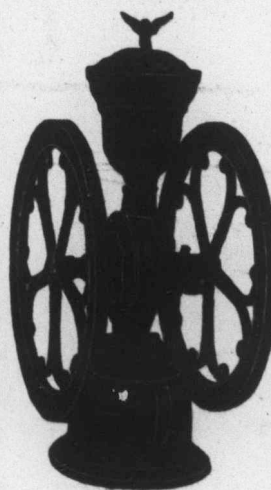
A. W. HUGMAN, LIMITED
MONTREAL

WESTERN AGENTS: Orr & McLain, Winnipeg, Man.

Costs Less to Install

costs nothing to operate

Grinds Like a Charm



There is no expense after the initial cost, and this is considerably lower than many other makes now on the market.

We guarantee the **ELGIN NATIONAL COFFEE MILL** to grind faster than any other mill of a corresponding size. Fitted with special adjuster and new force feed steel cutting grinders.

All we ask is that you look into the merits of this mill before you decide on installing any particular kind.

Write to-day for catalog and prices.

MADE BY

Woodruff & Edwards Co.

ELGIN, ILL., U.S.A.

JAPAN TEAS

show a wonderful improvement in quality and price this season. There is no other tea more worthy of the jobber's attention at the present time from a MERIT and PROFIT standpoint.

FURUYA & NISHIMURA

PURE STRAWBERRY JAM CHIVERS' QUALITY

We are in a position to protect you for your requirements in Strawberry and other Jams, either immediate or future delivery, and can supply you with CHIVERS' QUALITY.

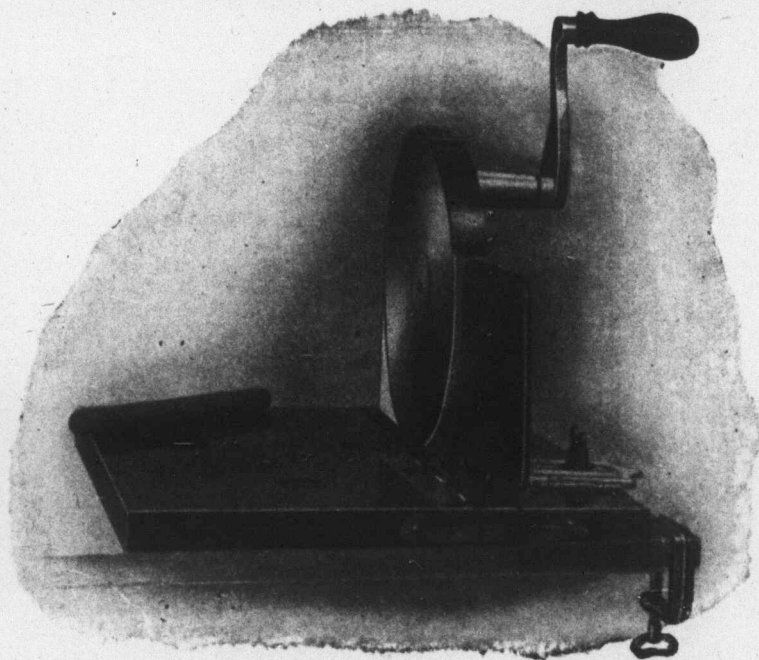
Do not buy the first jam offered you, thinking you will not be able to secure your supplies. We can protect you, and besides guaranteeing delivery we can save you money and give you CHIVERS' Quality.

Our bookings are quite heavy owing to the complete satisfaction given by CHIVERS' goods in the past. Get in touch with our travellers or write us direct and take advantage of our SPECIAL 1913 INTRODUCTORY OFFER ON CHIVERS' LINES.

FENWICK, HENDRY & CO.

Manufacturing Wholesale Grocers
KINGSTON, ONTARIO

Will Revolutionize Meat Slicing



THE LOWEST PRICED MACHINE MADE

Every grocer, large or small, can now have a meat slicing machine; in fact, none should be without one. It saves time, labor, money—the best investment you can have. The

IMPERIAL Slicing Machine

is the simplest in construction, the lowest in price, neat, easily cleaned, slices uniformly and gives more slices of bacon to the pound. It will do all that the highest-priced machine will do, and more, because it slices the end pieces, is noiseless, slices everything. Send postal to-day and learn the extremely low price of this machine. It is a wonder. Write now to any of the following:

W. G. Craig & Co., Ltd.

CANADIAN AGENTS
KINGSTON, ONT.

DISTRIBUTORS:
D. S. Robertson & Sons, Ottawa, Ont.
Eby-Blain, Limited, Toronto, Ont.
W. H. Gillard & Co., Hamilton, Ont.
A. M. Smith & Co., London, Ont.

Codville Co., Ltd., Winnipeg, Man.
A. Macdonald Co., Ltd., Winnipeg, Man.
Jobin Merrin Co., Ltd., Winnipeg, Man.
Codville Co., Ltd., Saskatoon, Sask.
Codville Co., Ltd., Moose Jaw, Sask.

Macdonald, Cooper & Co., Edmonton, Alta.
A. Macdonald Co., Ltd., Nelson, B.C.
A. Macdonald Co., Ltd., Fernie, B.C.
Kelly, Douglas & Co., Ltd., Vancouver, B.C.

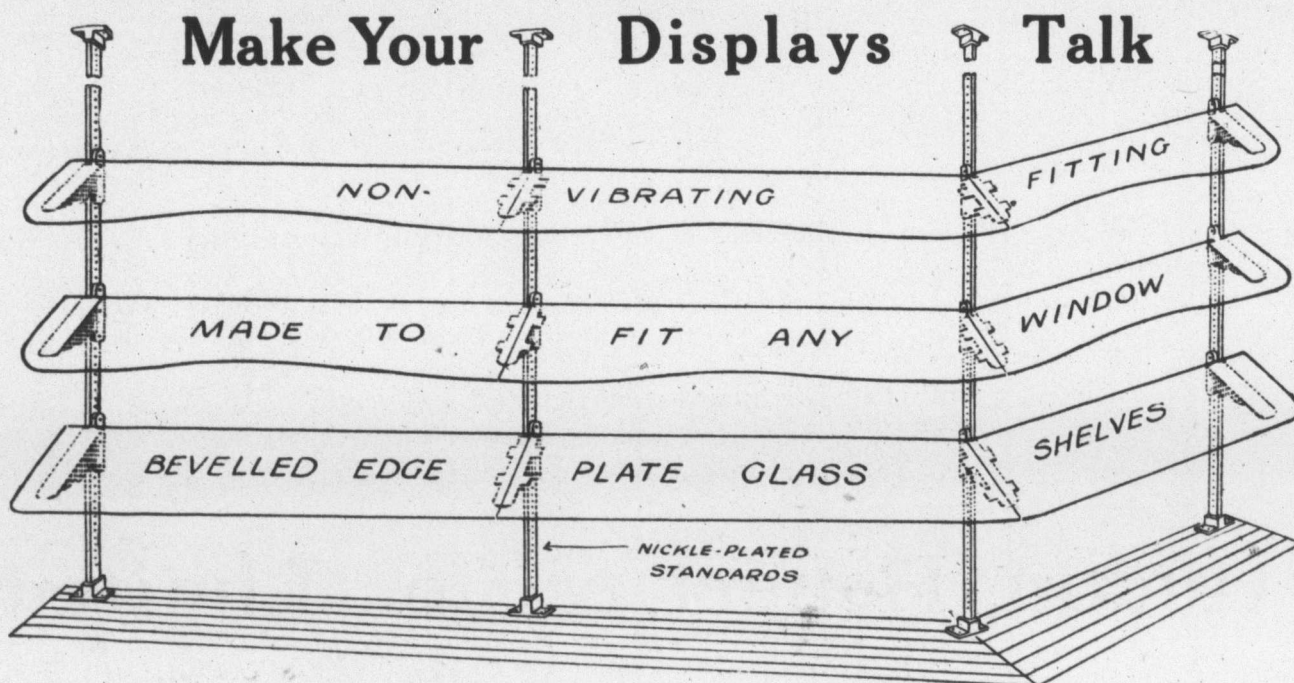
WHO IS MAKING MONEY IN YOUR CITY? Ask these firms about the Brantford "Showall" Window Fixture—They use it

Mr. A. N. Pequegnat	Jeweller	Brantford	M. B. Young	Shoe M'cht.	Bloor St. W., Tor.
Messrs. Ludlow Bros.	Shoe Merchants	Brantford	St. Leger Shoe Co., Limited	542 Queen St. W.	Toronto
Cash Bargain Grocery	Mr. Harp, grocer	Brantford	C. C. Allan	Shoe M'cht.	Queen W., Toronto
Mr. D. Jolly	Tobacconist	Brantford	G. Tamblin	Druggist, Yonge St., and branches	Toronto
The Bounsdale Supply Co.	Druggist and Grocer	Stratford	Dillon & Moore	Shoes	St. Catharines
Mr. T. J. Ryan	Druggist	Stratford	Leslie Starkey	Queen St.	Tobacconist Toronto
Mr. H. Hotson	Shoe Merchant	Tavistock	F. S. Hardman	Queen St.	Shoes Toronto
Mr. A. G. Gahagan	Shoe Merchant	Woodstock	T. Bain	Queen St.	Cigars Toronto
Messrs. W. Attwood & Sons	Jewellers	Hamilton	Messrs. Boeller & Knapp	King St.	Tobacconist Hamilton
Mr. A. Juddleson	Shoe Merchant	Hamilton	Mr. Snell	Queen St.	Grocer Toronto
Mr. G. E. Farrler	Barton St.	Hamilton	Mr. Cable	Shoe Merch.	Queen W. Toronto
Mr. E. Springstead	Jeweller	Hamilton	Messrs. Timmons & MacIlwain	Cigar Store	St. Catharines
Mr. J. H. Hodgson	Shoe Merchant	Hamilton	Mr. C. Hickey	5c and 10c Store	Welland
Mr. A. Wilson	Stationer	Hamilton	Mr. Greenwood	Druggist	St. Catharines
Mr. J. A. Barr	Druggist	Hamilton	Mr. Patterson	Grocer	Brantford
Mr. G. J. Clayton	Shoe Merchant	Hamilton	Mr. Cartwright	Jeweller	Brantford
The Alexander Hardware Co.		Hamilton	A. Caulbeck	Grocer	Brantford
Elizabeth Hollingsworth	Tobacconist	Hamilton	Mr. Broadbent	Shoes	Brantford
Mr. F. H. Skerrett	Sporting Goods	Hamilton	C. Hamel	Cigar Merchant	Brantford
Mr. Kent Corvin	Hardware	Hamilton	Messrs. Parke & Parke	Druggists	Hamilton
Mr. C. Robins	Tobacconist	Hamilton	Mr. Inkster	Jeweller	Hamilton
Mr. A. E. Rea	Shoe Merchant	Hamilton	Mr. Rowland Hill	Shoes	London
Mr. F. W. Mills	Druggist	Hamilton	Messrs. Murray Johnston		London
Messrs. Cloke & Sons	Stationers	Hamilton	H. C. Brobridge	Shoes	St. Thomas
Messrs. H. C. Clark Co.	Shoe Merchants	Dundas	F. W. McQueen	Tobacconist	St. Thomas
Mr. W. H. Brigham	Shoe Merchant	Chesley	St. Leger Shoe Co.	All Stores	Toronto
Mr. W. J. Wray & Co.	Jewellers	London	The United Cigar Co.	Tobacconists	Toronto
Messrs. J. F. Cook & Co.	Shoe Merchants	London	S. Annis	Cigar Merchant	Welland
Messrs. Anderson & Nelles	Druggists	London	American-Cut Rate Shoe Store		Yonge St., Toronto
Mr. L. W. Thomas	Jeweller	London	E. W. Frasen	Grocer	Queen St., Toronto
Mr. Sumner	Druggist	London	P. S. Blachford	Shoes	Yonge St., Toronto
Messrs. Purdom Hdwe. Co.		London	A. E. Maxwell	Cigar Merchant	St. Thomas
McCullough & Co.	Shoe M'chts.	College St., Toronto	B. J. Cook	Druggist	St. Thomas
National Sporting Goods Co., Limited		Yonge St., Toronto	J. Fox	Jeweller	St. Thomas
A. Levy	Shoe M'cht.	Yonge St., Toronto	J. E. Curran	Stationer	St. Thomas
J. Brotherton	Sporting Shoes	Yonge St., Tor.	J. Schwartz	Shoes	Windsor

Effective Grocery Displays Made Easy

The Grocer is a busy man, and minutes mean dollars. His display means dollars to him, too. He therefore must use displays that can be put in as quickly as possible and yet be effective and bring results.

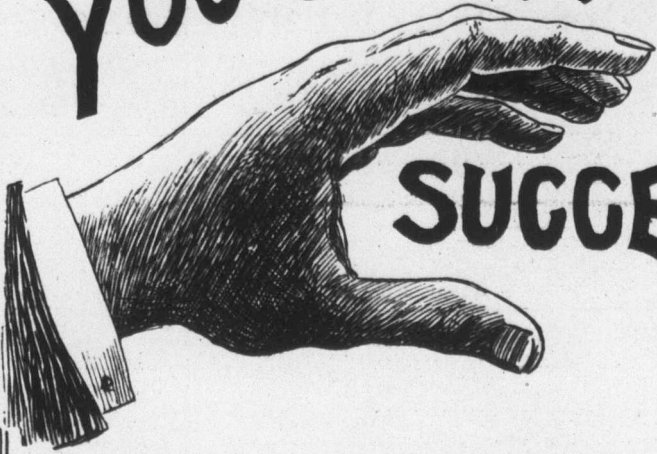
The "Showall" Fixture is the greatest achievement in the modern grocery window fixtures. It brings quick sales, gives the store front an attractive appearance, and makes window trimming an easy matter. This fixture will pay for itself in a very few weeks. Don't delay looking into this. Write now.



The Brantford Showall Window Fitting Company
67 WILLIAM ST., BRANTFORD

THE CANADIAN GROCER

YOU CAN REACH



SUCCESS

BY HANDLING ONLY

GAZELLE Goods



When NOAH sent out the Dove it brought back an Olive Branch—

The Emblem of Peace and Safety.

When WE sent out the GAZELLE it brought many repeat orders—

The Sign of Satisfaction and quality.

Watch your business leap ahead when you
handle GAZELLE goods. They are backed
up by an irreproachable reputation.

Hudon, Hebert & Co., Limited
MONTREAL

THE MOST LIBERALLY MANAGED FIRM IN CANADA.

Established A.D. 1839

HIRONDELLE

(Swallow)

Macaroni, Vermicelli, Spaghetti

Made in Canada for Canadians.

Once your customers taste this line they will never ask for any imported make. Our goods are unequalled for quality, and then there is the saving of duty. Just talk them up and you'll soon agree with us that

"Hirondelle" Brand

has taken the lead and will hold it.

C. H. Catelli Limited
MONTREAL

Tea Hints for Retailers

By John H. Blake

This book, written by a practical tea man, contains information which will be of great value to every grocer. There are ten chapters, one being devoted to each of the following subjects:

The Tea Gardens of the World
Tea from Seed to Leaf
Tea from Leaf to Cup
The Tea Marts of the Orient
How to Test Teas
Where to Buy Teas
Is it Wise to Place an Importation Order?
Bulk versus Package Teas
HOW TO ESTABLISH A TEA TRADE
Tea Blending

(275 pages)

(24 full-page Illustrations)

Sent to any address on receipt of \$2.00

MacLean Publishing Company

(Technical Book Department)

143-149 University Ave.,

TORONTO



Brand's A.1. Sauce

and Invalid Specialties

AWARDED "The GRAND PRIX"

at the Festival of Empire Exhibition Crystal Palace, London, in 1911—this being the highest possible award.

If you have a particular trade and not only want to hold it, but to increase it, we would suggest that you stock Brand's A 1 Sauce. This is the famous sharpener of British appetites—the sauce that adds zest to any dish of meat, fish or fowl.

Stock up now.

Brand & Co., Ltd., MAYFAIR, LONDON, Eng.

Purveyors to H.M. the Late King Edward VII

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

THE CANADIAN GROCER



KEEN'S OXFORD BLUE is known and appreciated where the cleanest and whitest washing is done, and is to-day the favorite of the modern housewife, as it was the choice of her parents and grandparents.

FOR SALE BY ALL THE CANADIAN JOBBING TRADE

MAGOR, SON & COMPANY, Limited

403 St. Paul Street, Montreal

30 Church Street, Toronto

Agents for the Dominion of Canada

Your Customers Return
For These Two Leaders!

BENSON'S
Prepared Corn
FOR CULINARY PURPOSES

SILVER GLOSS
Home Laundry Starch
THE WASH-DAY FAVORITE

Standards for over half a Century

IT'S THE QUALITY THAT BRINGS THE REPEAT ORDERS

THE CANADA STARCH CO., LIMITED

Manufacturers of the EDWARDSBURG BRANDS

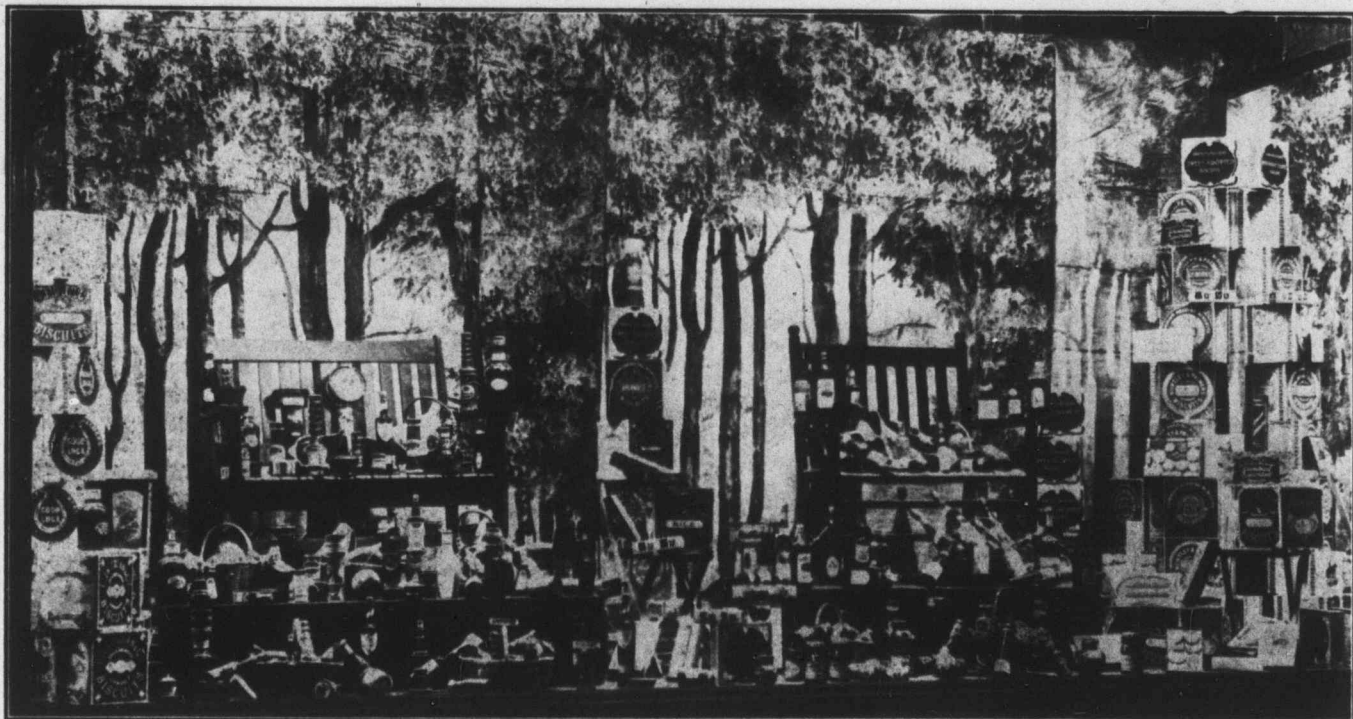
Montreal

Cardinal

Toronto

Brantford

Vancouver



Attractive window with canvas background shown recently in the grocery department of Goodwin's, Limited, Montreal.

Connecting Up Background with Display

An Attractive Montreal Window Trim With Canvas Painted Background—Outdoor Scenes Suitable for Picnic or Camp Goods Display—Some Expressions of Opinion From Window Trimmers.

The window reproduced above appeared recently in the store of Goodwin's, Limited, Montreal. Commenting upon it from a professional standpoint, H. Gagnon, head window trimmer in the store, states: "For a window put in in haste, this one is possessed of splendid drawing and selling powers. But the chief criticism that could be offered is that the display proper, and the background are not entirely suitable to one another. The background is exterior and should call for articles which have a distinctly outside, or picnic appearance. With this background of trees and foliage, the spirit of picnics, and afternoon outings is conveyed and following out this idea the same spirit should be enlarged upon by means of the groceries on display."

Purpose of the Background.

Just here it might be stated that this background was not prepared especially for a grocery window, but is only a part of a large background extending along behind some half dozen windows with the intention of conveying a general summery, outing, and even a restless, travelling, touring, appearance. Farther down, club bags, suit cases, steamer trunks, and all such leather goods are displayed, and for these the background pictures trains and boats at a wharf,

Background from the standpoint of the goods on display has not been studied so closely by grocers—apart from the Christmas season—as by dry goods dealers. A horse show, for instance, gives a cue to the dry goods man to have an "equine background" so to speak. Spring goods have always a bright foliage background; Christmas is a time for a wealth of evergreens, etc., etc.

It would seem that the grocer could with profit give more attention to background. An appropriate one means the attraction of more customers. Those who have tried them will endorse that statement. Watch the background in the summer goods, Thanksgiving, Christmas, Easter and spring goods displays.

and travellers hastening to and fro carrying hand baggage.

However, this section of the background is quite suitable to displays of picnic goods, and with this idea the window has been arranged.

Correct Display and Background.

Mr. Hart states that before putting in any window, careful study should be made of the relation between background

and display. While to the common eye this might not make such a difference, still even a layman looking closely at any window is always more greatly attracted if harmony is followed throughout, than he otherwise would be.

The Goods Shown.

In attempting to bring out harmony in display in this window note the outdoor benches, the camp stools, picnic baskets, and general picnic character of the goods displayed. Here are olives, pickles, canned meats in glass, and a great variety of summer drinks.

One line at a Time.

Speaking of displaying goods in general, J. Bailey, manager of the grocery department, advocates strongly showing one line only at one time on the ground that when a number of lines are shown attention is scattered, and no definite impression left; but when only one line is presented there is greater drawing power through greater concentration and centralization. However, from the standpoint from which this window was designed, Mr. Bailey considers it one of great drawing power, and feels that it has been productive of direct results for their department.

Veterans in the Grocery Trade

Number Six—
E. J. Cody

Subject of This Sketch Has Been In Business For Himself For Forty-eight Years—Was Grocery Clerk Six Years Before That—Gives Some Interesting Comparisons Between Conditions Half a Century Ago and To-day.

Some few weeks ago there appeared in Canadian Grocer an old invoice received by a grocer in 1876. That was when he began business—thirty-seven years ago. Almost four decades is a long time to be connected with one business.

When E. J. Cody, of Embro, Ont., saw the item he was prompted to send along a still older one. It was dated May 15, 1865—forty-eight years old—and, although requests have been made for more ancient ones, none have arrived.

Are we to assume, then, that Mr. Cody has been longer in the grocery business than any other grocer in Canada? This, of course, may be assuming too much, but it is undoubtedly a fact that there are few active men in the retail business to-day who were grocers forty-eight years ago. If there are any, Canadian Grocer would appreciate knowing them.

Fifty-four Years Altogether.

Mr. Cody is truly, then, a Veteran in the Trade. Prior to 1865 he clerked for six years in a grocery store, making a total of 54 years' continual service. Here is a record hard to beat.

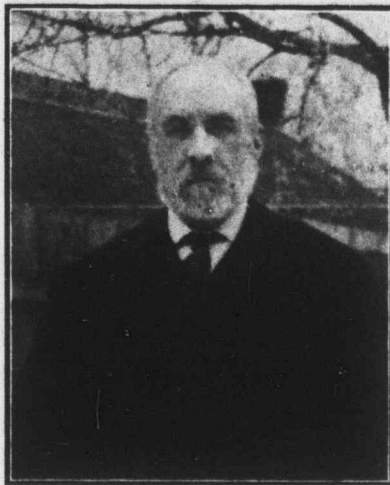
There is little similarity in the methods of conducting a grocery business half a century ago and to-day. A few minutes' conversation with a man like Mr. Cody would convince one of this.

Looks Humorous Now.

"Mercantile life," he observed recently, "is greatly changed since I started in the business 54 years ago. You would be amazed to know the peculiar things that customers would bring in to exchange for goods. Among them were skim milk, cheese, maple sugar, horse hides, calf skins, sausages, etc."

It is evident that in "the good old days" a merchant had to be equipped with a wide knowledge to follow so many markets. All these goods had to be disposed of at prices which would allow a margin on the groceries given in exchange. What would the young men of to-day think of it if a customer asked for a "calf skin's worth of sugar," "Groceries to the value of a horse hide," or if he heard the question, "I want a pound of tea and will you take it out in skim milk?"

To-day practically the only produce exchanged is butter and eggs, and even these are gradually finding their way into consumption by other routes.



E. J. CODY.
Merchant in Embro, Ont., who has been in business for forty-eight years.

One to Two Years' Credit.

"Business forty and fifty years ago," Mr. Cody states, "was fully 90 per cent. one to two years' credit. Now it is the very reverse."

Here, again, is another vast change wrought by Father Time. Merchants then had only about one harvest time. That was when the grain was threshed in the autumn or winter. Then the farmers paid their debts contracted throughout the year. This has been one great transformation for the better. The merchant of to-day, however, might consider the business a little more ethereal in character if he were sure even of getting some people's money within a year.

Increase in Package Goods.

In the matter of package and branded goods, every dealer knows how great has been the change. "It was a very difficult problem those days to keep the grocery side of the store filled with shelf goods," declares Mr. Cody, "because there were so few package goods to be secured. A poor grade of Nova Scotia salmon, sardines and cornstarch were about all we could get. There were no canned vegetables and fruits in those days."

By the addition of canned goods with attractive labels and bottle goods showing the character of the fruit, the trade to-day have a great help in making the shelving and window more inviting, and hence more sales are made.

Sugar Three Times as Dear as Now.

In 1865 dry crushed sugar (now called granulated) sold to the retail trade at

12½ cents per lb. To-day it is around 4½ cents—almost three times cheaper. Package sugar is another forward step. Tea, another staple, could not then be found in a package. A good Young Hyson sold at 85 cents in 1865, which now could be bought for about 35 cents. Many other staples were fully double the price of to-day. In produce, however, prices then ruled low compared with now. Eggs were common at 6 cents a dozen, and the best dairy butter 10 cents per pound. On the average, Mr. Cody thinks living is less to-day than 54 years ago.

In Municipal Life.

This veteran has not interested himself in his business alone. For 34 years he has been clerk and treasurer of the village of Embro—a record that few municipal men can equal.

Mr. Cody is, of course, a reader of Canadian Grocer. It has, he says, been worth many dollars to him in his business career.

UNPROMISING APPLE CROP.

St. John, N.B., July 19.—(Special)—Apples will probably be dear this fall. Reports from various parts of New Brunswick and Nova Scotia are to the effect that the harvest is expected to be one of the most discouraging in years, while advices from Ontario are none too cheerful. In Annapolis Valley, famed for its growing of apples of the choicest variety, the crop will be below the standard as owners of orchards are looking forward to an output of not more than 750,000 barrels, whereas in past years there has been an approximate output of 1,500,000.

Farmers coming to the city say that other crops will be well up to the average, and hay, grain, and potatoes particularly look promising at the present time. New potatoes are now arriving, but are quite stiff in price, from \$1.60 to \$1.75 a bushel being asked for them. Berries are conceded a failure so far as straws are concerned, but the other kinds may come better. Grocers have felt the failure of the strawberry harvest very keenly.

OPENING OFFICE IN BOSTON.

Canadian Grocer opens on Monday next an office in Boston, Mass. This will be in charge of C. L. Morton, and is located at 643 Old South Building.

How Other Grocers Do Things

LARGEST AD. ON RECORD.

The credit for the largest advertisement that ever appeared, for any one store in any Canadian newspaper, belongs to R. H. Williams & Son, Limited, "The Glasgow House," Regina, Saskatchewan, who had twenty pages filled with store news in a recent issue of the Regina Leader. Across the top of each page was thrown the slogan, "Glasgow House Made-in-Canada Week." In many cases a whole page was devoted to a single product of a grocery line, a dry goods, boots and shoes, etc., in the cost of which the various manufacturers whose goods were advertised bore a share. Half pages, and a few quarter pages were treated in a similar way. At the foot of each "ad." were displayed prominently in a black, the words, "R. H. Williams & Sons, Limited, The Glasgow House," driving home the two-fold idea of the article and the place of sale. The magnitude of the undertaking, the attractiveness of the individual advertisements in the paper, and the assistance of displays in the windows combined to make the novel sale the "talk of the town" and the results were most encouraging.

CONCENTRATING SELLING POWER

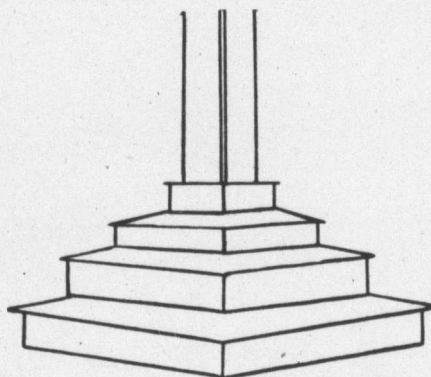
Concentration and specialization are just as essential to make a first-class salesman as anything else and the man who has an idea that he can look after pushing every line at the same time usually finds that in the end he has done little more than an average trade all round.

In the grocery department of Goodwin's, Ltd., Montreal, it has become a practice to concentrate selling power on special lines each day. Sometimes the goods thus pushed are advertised, but more often they are simply arranged on special display in the department. For example on one occasion catsups and pickles were displayed in connection with the meat department. For one day five barrels of tomato catsup, and two barrels of pickled onions were set out to be sold, "and we'll sell them all before the day is over," stated J. Bailey, manager of the department. "If we didn't get right behind these lines there wouldn't be a bottle a day sold, but in this way we manage to get away with large quantities of many lines of stock.

"When a customer comes into a store she comes to look around, and in most cases is not a regular purchaser with us. Our regular customers do most of their business by phone and so never come near the store. Thus upon the appearance of our store depend to a great extent our chances for adding new and regular customers to our list. This is our purpose in window displays, namely to get people inside. When once we get them inside, however, then it's up to the salesmen to make use of all their powers of salesmanship, satisfy those prospects, and turn them into the habit of buying at this store regularly.

THE PILLAR SHELF DISPLAY.

In their endeavor to use every available spot in the store for display purposes, several grocers have had constructed shelving about the store pillars. On these fruits in glass can be shown to splendid advantage. Because of the fact that they are usually in the



Display shelves around pillars can be advantageously used.

centre of the store or the grocery department no buyer can enter without seeing them. Attention is concentrated on them therefore so that this shelving is a splendid place to show lines one is anxious to move out. Preserved fruits, pickles, olives, meats in glass and canned goods can be arranged very effectively.

The Robt. Simpson Co., Toronto and David Bell, a Yonge St., Toronto grocer, have shelving similar to that described in the drawing.

NEAT COUNTER DISPLAYS.

T. A. Rowat, a London, Ont., grocer believes strongly in the value of small

neat counter displays for selling goods. His store is always the picture of cleanliness and the counters give strong invitations to the customer to purchase the goods shown. Counter space is frequently given to new goods that arrive from time to time. Mr. Rowat maintains that an attractive counter display always starts inquiries, which, when followed up with a judicious talk, result in introducing the goods. It remains for their merits to make repeat sales.

SEPARATE DELIVERY COUNTER.

The store of Peebles Hobson Co., Hamilton, Ont., stands on a corner allowing for front and rear doors. To the rear of the store is a separate delivery counter at which all goods are parcelled and sent out.

This counter always keeps the selling counters free from parcelled goods. It gives every advantage to goods for sale that are shown on the front counters. As this delivery counter is in charge of a young man it allows the store salesman full opportunity to attend to sales only, in busy periods. All goods too are delivered from the rear door, thus eliminating considerable confusion.

SAND IN THE PEPPER.

Three More Grocers Convicted of Selling Adulterated Pepper—Fourteen Others on Trial.

Seventeen Montreal grocers were arraigned last week on the charge of selling adulterated spices. The evidence showed that a large quantity of sand had been mixed in the pepper. Three pleaded guilty and were fined \$5 and costs each, and the rest will be tried later. The Dominion Food Inspector, J. J. Costigan, said that sand was being sold in black pepper to an alarming extent and the co-operation of the local health officers and the Provincial Board of Health had been requested.

It cannot be maintained, however, that He sells the goods as they are bought. He sells the goods as they are brought from the manufacturer, neglecting in many instances to inquire as to their purity. But if every dealer made it a firm rule in buying to know exactly what he was getting there would not be so many of these fines registered against the retail trade.

The CANADIAN GROCER

Established 1886.

Only Weekly Grocery Paper Published in Canada.

THE MACLEAN PUBLISHING CO., LIMITED

John Bayne MacLean - - President.

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Subscription: Canada, \$2.00; United States, \$2.50; Great Britain and Colonies, 8s. 6d. Elsewhere, 12s.

PUBLISHED EVERY FRIDAY.

TORONTO, JULY 25, 1913

A NEW CITY SEMI-MONTHLY.

The slight money tightness that has been making itself felt a little throughout Canada is not at all dampening the enthusiasm of Western merchants. In conversation with C. H. Hitchins, of Hitchins & MacLean, Battleford, Sask., who was in Toronto during the week, Canadian Grocer learned that the West is looking forward to big things next year. The crops throughout Saskatchewan were exceedingly promising and recent rains had helped things along in Manitoba. Alberta, too, would have a splendid yield.

Mr. Hitchins touched upon one point in particular that is making the people of the West so optimistic. "Every week," he said, "from 5,000 to 7,000 new people arrive in or pass through Winnipeg and when you consider that hundreds come up from the United States by way of Moose Jaw, you have a good idea of the growth of the West—a new city comes in every two weeks."

One of the most interesting items in the list of the past year's imports into Canada, as shown by the latest Department of Trade Bulletin, is settlers' effects brought in by immigrants. During the twelve months ending April 30, this year, the value of these from the United States was \$10,296,265, as compared with \$4,900,274 from Great Britain.

HOPEFUL BUSINESS SIGNS.

The signs for good business during the remainder of the year are very hopeful. Manufacturers of grocery staples and specialties, without exception so far, have expressed to Canadian Grocer most encouraging reports on the past six months' trade.

"Our business is thirty per cent. ahead of last year," remarked one, "and prospects for the future are for an even greater increase." Still another: "Our business is splendid this year; we could not expect anything better and collections have been right up to the mark." This is from a firm doing business all over Canada.

Retailers, too, are experiencing good business. One stated last week that his June business had been away ahead of any June in his history. Other large dealers

have given similar reports. It would seem, therefore, that apart from real estate and other speculative investments, business is in a good condition generally. Collections are the only weak feature.

Dealing with the Business Situation, The Financial Post says: At Montreal more business is being done than in previous years. Prices generally are holding firm and the manufacturers continue to be busy. Hamilton merchants and manufacturers state that they have no complaint to make with respect to prevailing business or the outlook for the year. The only indication of any weakness with respect to wages is the report from Montreal as to the failure of the Bell Telephone to grant increases to employees as planned. This decision was arrived at because of money conditions. Though business generally is proceeding satisfactorily, the complaint as to money and high rates is very general, but so far business has not been embarrassed by the more cautious policy being adopted by bank managers.

An indication of more active business is the very large amount of traffic East to West, which exceeds the volume of last year, and indicates the urgent necessity of adding to the facilities for handling the great traffic in this direction.

NO GARBAGE FED HOGS.

It is a strange thing, says Farmer's Magazine, rightly, to read in the daily papers of a prominent medical health officer of an Ontario town advocating an establishment of municipal piggeries for the disposal of garbage. This looks like a return to the savage period, and it is to be hoped that no town will seriously entertain this proposal.

This is what has done the pork business more harm than anything else. Who wants to eat garbage pork? Let the garbage be turned into a fertilizer plant, where it can be disposed of just as profitably. Feeding hogs in summer is a simple matter for the person who goes at it in the proper way. A movable fence, clean pasture, and good water are the secrets of success.

THE VALUE OF THE ANNUAL PICNIC.

Acting on the principle that the mill will never run by the water that has past, the Hamilton, Toronto and Brantford grocers strained every sinew to make their picnic this year a success. And it was a pronounced success. Altogether, there were probably 10,000 of their own followers in Victoria Park, Niagara Falls, on Wednesday of last week. While Hamilton and Brantford usually picnic together, it was the first occasion, for many years at least, that Toronto joined them.

Picnics among grocers' associations cannot be too strongly encouraged. They are the best means of making acquaintances. Men who scarcely ever see their neighbors and competitors meet on familiar grounds on picnic day. They enjoy themselves and see others doing the same. They forget their worries and cares and return home with a better knowledge of their fellow workers and with a better opinion of them as competitors.

Years ago, picnics among the trade were not very numerous. It was difficult to get a committee together to make arrangements. But since organization has forged ahead, men are seeing the folly of looking cross-eyed at their competitors. They are more anxious to meet and know better their next door neighbors. This removes antagonistic feelings, disperses prejudices, prevents petty quarrels and price wars, and makes life happier.

THE CANADIAN GROCER

AMENDMENT TO FRUIT MARKS ACT.

The Dairy and Cold Storage Commissioner has just issued a circular giving the recent amendments to the Inspection and Sale Act with the new Regulations. The amendments chiefly concern imported fruit.

Hereafter the words "Packed by" must precede the name and address of the packer as marked on any closed package of fruit intended for sale.

A new section is added empowering the Governor in Council to make regulations regarding the branding, marking, and inspecting of imported fruit. Persons violating such regulations are liable to a fine of not more than fifty dollars and costs or, in default of payment, to imprisonment for a term not exceeding one month. The packages of fruit not properly marked may be confiscated.

According to the Regulations every importer of fruit must have all grade marks found on closed packages containing imported fruit erased or obliterated when such marks are not in accordance with the Act or the new Regulations. This must be done when the packages are being taken from the railway car, steamship or other conveyance in which they have been brought into Canada. The importer must place on the end of such packages the proper grade marks, the correct name of the variety of fruit, and his own name and address.

GETTING THE PEOPLE'S EYES.

The manager of one of America's largest department stores is the authority for this business maxim: "You've got to get the people's eyes before you can reach their money." He illustrated his meaning by telling of a personal experience in his own great establishment. A certain commodity of standard make had piled two counters for some weeks without moving. The owner of the store himself was finally attracted to this dead weight merchandise. At once he diagnosed the trouble.

"Put those goods," ordered he, "upon a special counter four feet nearer the aisle than they are now." This was done, and in less than a day the entire lot of goods had been sold. "All that was needed," said the manager, "was to get the eyes of the women. They didn't hesitate to give us their money."

Therein lies a good sermon which, although preached a good many times in this paper, is worth repeating. Goods under the counter or in the warehouse, if they are not strong selling staples will not sell. They must be seen.

A STORE'S REPUTATION.

Some time ago the owner and active head of one of the largest departmental stores in America was asked how he had built up his business. His answer was: "By building up the reputation of my store."

A wise answer, indeed, for a store's reputation covers every phase of merchandising effort. It is through the efforts that it makes to get business and to hold it after it has been secured that a store makes its reputation. A good reputation is equal to the assurance of increasing patronage and sure growth; a bad one spells ultimate failure unless steps are taken to rectify it.

The general policy of a store with regard to returned goods, breakages, omissions and collections goes a long way in forming the public estimate. If courtesy, willingness to oblige and business-like promptness and exactitude are shown, people form a favorable opinion. They decide that they like to deal there and they comment on the

store favorably. Ranking fully as important is the kind of service given. If the salesmen are efficient, courteous and obliging, the store can depend upon holding customers and winning new ones. A rude or lazy clerk can do a great deal toward undermining the reputation of a store, a reputation which may have taken many years to build up.

The man who writes the advertising copy also has it in his hands to make or mar in no small degree the reputation of the firm he is employed with. If he introduces into the matter that he places before the public palpable exaggerations and claims which the store cannot back up, he puts people in a skeptical frame. Advertising matter should be strictly based on facts. Any claim or offer made should be backed up to the letter.

There are many other ways in which a store's reputation can be affected by every day operations. Everything undertaken should, therefore, be judged on the basis of how it will make the store appear in the eyes of that ever watchful body, the public.

EDITORIAL NOTES.

Last week was a great picnic time. May there be more.

* * *

Keeping expenses down is one of the secrets of successful business men.

* * *

Hoping alone does not avail much in business. Planning and working are necessary to get results.

* * *

People naturally buy attractively displayed goods. Every available spot should be utilized without crowding.

* * *

The Summer Goods window dressing competition is going to be a lively one. Get your photograph in early.

* * *

It is repulsive to think of hogs being fed on garbage. Yet this is the suggestion of a municipal official. What next!

* * *

Dry weather has done great injury to crops in many parts of Ontario. The Eastern Ontario pea crops have suffered much.

* * *

Now that the rotten egg is becoming obsolete as a mode of attack, one wonders why so many of them are still allowed to collect.

* * *

Some manufacturers have used sand to adulterate pepper. The color and size were there allright, but with an overabundance of grit.

* * *

The parched pastures in many parts of the country have been greatly helped by the recent rains. This will help the butter production.

* * *

Every week from five to seven thousand people enter Winnipeg—the gateway of the West—hunting for new homes. That is one good reason for the optimism of Western men.

* * *

It does not take the labor union long to see that a politician or a newspaper takes back an adverse rash statement. Why should not the retailers' association be in the same situation?

Grocery Stores Closed for Fun at the Falls

Enormous Crowds Leave Hamilton, Toronto and Brantford to Answer the Call of the Cataract—A Big Army on the Grounds—Thrilling Ball Game Captured By the Hamiltonians—Sidelights on Some of the Humorous Incidents.

Special Staff Correspondence.

Niagara Falls, Ont., July 23.—Forgetful of their cares and worries—past, present or to come—members of the Retail Grocers' Associations of Hamilton, Brantford, and Toronto came here on Wednesday last with a great retinue. It was the occasion of their annual picnic. The gigantic cataract was in its most picturesque mood for the reception of the throng and smiled benevolently on the 15,000 or more good folk who peopled Victoria Park during the day.

Over in Hamilton "Grocers' Picnic" has become a bye-word among the population. From the crowd sent by the Ambitious City alone, one could quite easily believe that children there are taught to lisp those words among their earliest adventures in the realms of oratory. Eight thousand persons, the officials claim, deserted Hamilton and basked themselves in the spray of the Falls upon that day. Toronto, too, had a goodly crowd, with probably 1,500 souls, while Brantford grocers calculated that pretty close to a thousand of their followers were on hand. In addition to that other picnics swelled the crowd a few thousand more.

There Were Many Features.

But they say statistics are not always interesting and often exaggerated; so let us turn to the actual occurrences of the day—its pleasures and profits. Among the outstanding features were the ball game between Brantford and Hamilton in the morning; the dinner of

the faithful; the competitive events and the judging thereof; the "side shows" and the farewells. Presidents Ed. Hazell, of Hamilton; D. W. Clark, of Toronto; and Jno. Kew, of Brantford, may well feel elated, and still remain modest, over the success of the joint event. The Toronto contingent arrived at the Falls before eleven, and were greeted with acclaim from the joint committee of Hamilton and Brantford men located in a cupola of the Victoria Park house, overlooking the Horseshoe Falls. This was the ideal "committee" room and the place where the officials of the various associations fraternized during the day. In fact, no matter how high the fun ran out on the grounds, if one sneaked into the committee room during the day he was sure to find an occupant or two of the soft-seated chairs.

'Twas a Famous Victory.

A word about the ball game! This was a pitched battle between two picked teams from the Brantford and Hamilton trade, respectively. The final score stood: Hamilton, 8; Brantford, 7.

History again repeated itself. It was that old, old story of giving away a won game. Brantford seemed an easy winners up to the eighth inning, with the long end of a 6 to 2 score, but in a few moments of weakness permitted the erstwhile trailers to tally four and sew up the game. Then followed a battle royal. Neither could dent the home pan in the ninth, and the game ran into extra innings. Brantford got one in the tenth, but the Hamiltonians went them one better, and the game was lost and won.

Jack Knox watched the newspaper that was called first base in big league style. He got his share of the base knocks, runs, cigars and glory, but in the face of that he was heard to remark that "anyone who played ball at a picnic on a hot day was a fool." This remark—on second thought—was made when Brantford led in the race for the pennant. J. M. Semmens pastured around third base for the winners, and, apart from grass-staining his "white ducks" in chasing for the elusive ones, had nothing to complain of. Contrary to general expectations, the heavy bitter of the Brants was undoubtedly Hammar. Seldom it is that one runs across a Bell who is a sexton, a Harp

who is a musician, a Carpenter a carpenter, a Mellen a melon, a Miller who grinds grain, a Thorne who is anything but a rose, or a Church that is orthodox; but here was a Hammar that could hit.

The phalanxes in full of the opposing contestants were as follows:—

BRANTFORD.—Herb Maxwell, c.; N. Welsh, p.; M. Marton, 1b.; Reg. Welsh, 2b.; Thos. Hammar, 3b.; Bert Smiley, s.s.; Fred Biggs, c.f.; Geo. Adams, l.f.; Harry Hagey, r.f.

HAMILTON.—A. Hobson, c.; W. Smith, l.f.; N. Blowie, s.s.; M. Semmens, 3b.; Jack Knox, 1b.; J. L. Brown, c.f.; E. Henderson, r.f.; Art Lavis, 2b.; F. Blowie, p.

Liners.—This was indoor ball. Jno. Kew was scorer. No one was actually injured, but one or two were toppled over by the force of the ball. Errors were somewhat numerous, the chief of which was the inability of the outfield to gauge distances of the fly balls—errors in judgment.

About the Banquet Board.

A word or two will suffice for the dinner. Some were inclined to think that the waiters thought so too. Be that as it may, the bill of fare looked healthy enough, and it was just a matter of time in the serving of same.

Those members of the committees of the various associations present left with the firm conviction that service is a strong factor in the holding of trade and in the creation of that reputation that brings back the customer.

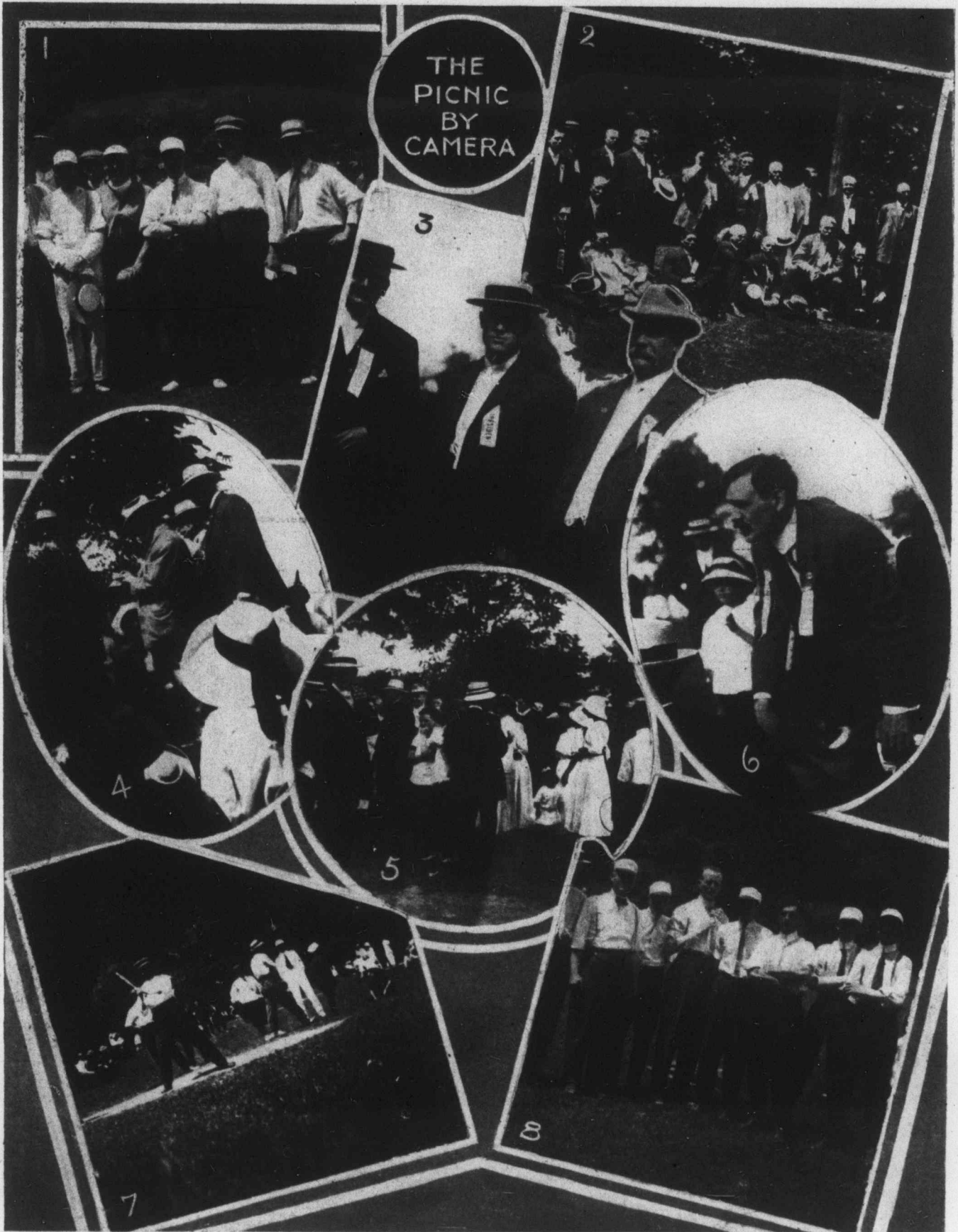
Babies Cause Inconvenience.

In the midst of the luncheon came the cry from the babies that they were prepared to be judged. It has been ever thus. If there is one thing more than another that has taken people from their downy couches, their dinner tables or from other pleasures, it is the cry of the coming generation. David Clark and Neil Carmichael, the judges, lost their dessert in this instance, and probably other good things—to accommodate the babies. In fact, it broke up the dinner party. If "Dad" Mellen had not brought a fancy biscuit lunch with him it might have gone seriously with those who had work to do during the afternoon. As usual, however, Mr. Mellen saved the situation so far as all but Wm. Smye was concerned.

At another table, however, some did



Above cut is from the Hamilton programme. —Looks as if he meant business.



1—Vanquishers, Hamilton ball team. 2—Waiting for lunch—group of Hamilton, Brantford and Toronto officials. How many do you know? 3—Three of a kind—Presidents Hazell, Kew and Clark. 4—Judging on the grand stand—D. W. Clark, J. A. McIntosh, and Nell Carmichael. 5—Group of spectators watching the running contests. 6—First aid to the injured—W. C. Miller fanning a woman who has fainted. 7—During the ball game—Jack Knox at bat. 8—Eyes front—Brantford ball players after the strenuous game.

not fare so well. The fatted calf, it was said, had to be killed for Sam McGiffin, who insisted on veal. That meant a long delay and a serious handicap in regard to witnessing the baby show.

In the majority of shows of this character the judges have usually to make a rapid exit from the grand stand the moment the decisions are made. Every woman seems to think she has the only offspring on earth. But with Grocers' passing judgment—men who are accustomed to smoothing out ruffled tempers—it becomes a different situation. "You can't beat a man at his own game," is an old adage, true in the past and present, and good for posterity.

The judges continued judging, and there next appeared on the scene, in grim contrast to the little folk, human beings at the eventide of life, who must sooner or later "shuffle off this mortal coil."

Good Samaritans.

So far as the events on the green were concerned there was just one little accident. A woman fainted. It was at the conclusion of a backward running race and it is supposed she fell over one of the grocers at the line and struck her head on the ground. As will be seen in the accompanying camera study of the picnic, "Billy" Miller rendered first aid by fanning her with his panama hat. In the picture he is anxiously looking for the water pail from the Red Cross tent. The next picture aimed to show another good Samaritan, Mr. Clark, in the act of assisting the again conscious woman from the grounds, but Wm. Smye or Jno. Forth or some other individual of above the normal stature stepped in front of the camera leaving the negative, like a shadow after twilight.

Gracefulness in Vaulting.

The pole vaulters had one big difficulty to overcome. Their accompaniment—the pole—was what might be termed a young tree with a river-man's spike in the end of it. It was enough in the majority of cases to carry it to the rope without considering elevating one'sself against the force of gravity. Probably the most graceful vaulter was J. M. Semmens. On one occasion he raised himself some six feet from the earth and like a professional pole climber slid perpendicularly down the tree again. From the standpoint of A. Coulbeck, however, the vaulting item lasted too long. He was commissioned to hold up one end of the string. This was a taller man's job—Jack Knox for instance.

A Premature "Arrest."

One little untoward incident occurred to mar to some extent the fat men's race. Just as the line-up was completed, W. Smye was taken from it by

the Park policeman assisted by a plain-clothes man. Exactly what the trouble was no one could make out—probably professionalism—but anyway the race proceeded without Mr. Smye. T. Wren of Hamilton was the winner. In rapid succession followed Jno. Forth, of Hamilton, D. W. Clark, Toronto, and O. W. Robbins of Hamilton.

Another important, if unofficial, race scheduled was that between Mr. Fitzpatrick of Lambton Mills and Mr. Raymond, a soap traveler. But here again was further trouble. It was another hunt of Evangeline and Gabriel. Mr. Fitzpatrick traversed the picnic grounds for hours but of no avail. The soap man was to have given his competitor one foot handicap for every pound heavier. Mr. Fitzpatrick weighed, so here was an interesting event that went by the boards.

It was somewhat difficult to find buffers to take charge of the winners in the fat woman's race; but eventually W. C. Miller and David Clark were pressed into service. This was another interesting finish. No. 4 did not finish and the aforementioned judges separately and secretly decided to waylay the winner. Whom do you think made the capture?

A Feminine Ball Toss.

Jack Knox looked with envious eyes on the winner of the women's ball throwing contest. Had it not been for the fact that the game was over with Brantford, she would undoubtedly have been signed up as an outfielder. "It was some throw" as the street boy would be prone to observe.

Ed. Hazell was lost on the grounds once and when located he was taking in, along with "Bay" Hill, a tea man sending up fancy balloons.

Some youth, intently watching the balloon soaring high up towards the Falls, asked "Dad" Mellen what kind of tea it was.

"It must be Hy-son," was the obvious reply.

In addition to the regular races there were soap races and tea races in which the women folk took a prominent part. Without doubt the soap picked up in the former was sorely needed on wash-day as there was considerable lingerie, hosiery, etc., etc., badly scarred during the day.

The picnic was the 24th annual for Hamilton grocers, the 16th for Toronto, and the 12th for Brantford.

Hamilton as usual gave free refreshments to picnickers. To show the magnitude of the event it is only necessary to say that some 100 gallons of milk, 50 of lemonade, 300 lbs. of tea and coffee, and 300 lbs. of sugar were consumed. A hundred cars were necessary to bring down the crowd. Hamilton

was surely "the deserted village" on picnic day. The officers in charge of the picnic were:—J. Knox, chairman; J. Kirkpatrick, chairman of the transportation; W. Smye, chairman of printing; H. Taylor, chairman of music; A. G. Bain, chairman of refreshments; J. M. Semmens, chairman of games.

The executive of the Toronto Retail Grocers' Association was in charge of their end of the picnic.

The various return trips were made without serious mishap terminating an all-round enjoyable and happy time.

"SPRAYS FROM THE FALLS."

The Highland pipers loomed large in J. A. McIntosh's eye.

A. E. Ford performed the arduous duties of announcer.

President Ed. Hazell, of Hamilton, wore his happiest smile.

From a millinery standpoint, one would say that "Dave" Clark is the keenest observer.

It takes "Dad" Mellen to point the moral; but please allow "Bay" Hill to adorn the tale.

John Curtis, the soap traveler, was fortunate in that his race was late in starting. He had a comfortable seat all afternoon on a soap box.

Arthur Coulbeck believes in giving correct statistics. He audited carefully Jno Forth's figures to the press on the refreshment disbursements.

The finish of the fat man's race was too rapid for the camera. A moving picture machine would have been much better.

Toronto grocers and followers went over on two boats. Fred Thorne, "Dick" Matthews and "Bob" Davies piloted the second contingent.

The Toronto excursionists on the way over whiled away the time counting biscuits in a jar and trying to make a piece of tin go both ways at once.

A new coat if not a new suit will be among the new purchases of Harry Garland, a soap traveller—a smoke, a smouldering pipe, a pocket, a blaze and a hole.

The 13th Royal Band of Hamilton held forth on the grand stand when the babies were removed. Otherwise the opposition might not have been harmonious to the spectators.

Canadian Grocer hoped to be able to show among the photographs, R. Matthews, R. Davies and W. C. Miller enjoying their afternoon cigars. But the fates decreed otherwise. Mr. Davies' hat moved.

Everyone wanted to see the ball game between the Hamilton and Toronto trade. Somehow or other, it didn't get going, but it is hoped the pleasure for the spectators—has merely been deferred.

NEW COLLECTING SYSTEM.

R. M. A. Have Completed Work And Are Sending Out Forms.

The Retail Merchants' Association have just completed their Collection and Credit Reporting system for the benefit of their members.

Herewith is reproduced a sample of the form being sent out to members. This, it will be seen, is divided into two sections by a perforation so that they can easily be separated.

The bottom portion is torn off, the date filled in with a statement of the amount owed the merchant, is signed by him and sent out to the delinquent.

The top part is held by the merchant but must be returned, as stated, to the head office within a month from a date which is marked on the corner of each as it is mailed to members. Before being returned the information called for by the blank lines is required to be filled in for the Association's use.

It will be noted in the letter that the delinquent is called upon to pay the debt within fifteen days from the date. Otherwise the name will be passed along to the head office of the Association.

Second Letter From Association.

When this is done the latter sends another letter to the delinquent. This is on blue (summons) paper gotten out particularly for the Credit Reporting Department. This letter reads as follows:—

Dear Sir,—

John Jones, grocer, member of our Association, has forwarded to us a letter, stating that you are justly indebted to him, in the sum of \$—, and after repeated requests for the same, you have failed to make a settlement—either in part or in full. We now beg to notify you that unless you make a satisfactory settlement with our member, within fifteen days from the above date, and notify us in writing within five days from the date that you make the settlement with them, we will, without further notice to you, place your name on our DELINQUENT DEBTORS' BOOK—which gives the names of all those who do not pay—and which goes into the hands of every member of our Association in Canada, which is formed for mutual protection, and which is comprised of all classes of retail merchants.

We dislike to believe that you purchased the goods with the intention of not settling for them, and we trust that you will make an effort to avoid being reported; but if you make no attempt to comply with this notice, we have no other alternative but to report you, and place your name on our Delinquent Debtors' List.

IMPORTANT These Letter-Forms are the property of The Retail Merchants Association of Canada, and they are loaned to the members for their exclusive use only. Anyone allowing them to be used by anyone else will have their privileges in the Association cancelled without further notice. They must be used by the members within Thirty Days from the date thereon, and whether you use these Letter-Forms or not, or only one or two of them, the entire stub and the unused letters must be returned to the Head Office of the Association, 21 Richmond Street West, Toronto, at the expiration of thirty days from the date thereon. No letter must be detached, or sent out, unless the stub is filled in.

The Retail Merchants Association of Canada

Incorporated by Special Act of the Dominion Parliament

Local and Long Distance Phone—MAIN 2316

21 RICHMOND ST. WEST, TORONTO

CREDIT REPORTING DEPARTMENT

\$ 191
Date sent out to Debtor

Debtor's Name
Give correct initials if possible.

Occupation

Address (City or Town) **Province**

If a Settlement has been made after this Letter-Form was sent out, state when and how

..... 191
Put here date that you return this to Head Office.

Member's Name

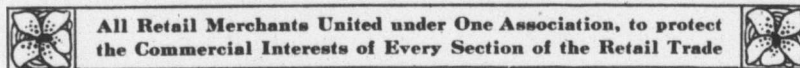
Business

Address (City or Town) **Province**

The Authority to use this Letter Certifies that we are Members of

The Retail Merchants Association of Canada

Incorporated by Special Act of the Dominion Parliament



EXECUTIVE OFFICES AND BOARD ROOM

21 RICHMOND ST. WEST, TORONTO, CANADA

Local and Long Distance Telephone—Main 2316

Amount of Acct. \$ 191

Sample only

Dear

The Retail Merchants Association of Canada, of which we are members, and which includes among its membership nearly all the Retail Merchants of the Cities, Towns and Villages of Canada, and which is formed for the purpose of mutual protection, have requested us, as members of the Association, to forward to the Head Office a list of any of our customers who have not paid their accounts, and who have allowed them to remain unpaid after having been requested to pay the same. These names must be submitted by us within fifteen days from the above date.

Your name appears on our books as owing us the above sum, which is past due; but before we send in your name we desire to give you an opportunity to settle this account with us, or arrange for it in a satisfactory manner.

We hope that you will see the imperative necessity of attending to this within fifteen days from the above date, so that we will not be compelled to include your name, as you can understand that this will be the only course open to us.

Trusting that you will give this matter your immediate attention, we remain, Yours truly,

Member of THE RETAIL MERCHANTS ASSOCIATION OF CANADA

Harold F. Ritchie & Co., Ltd., Installed in their Handsome New Building on McCaul St.

The Tale of a "Gripman's" Grip on Canada's Business. How Perseverance, Pluck and Square Dealing Built up an Enormous Business From a Traveler's Grip.

Another successful business run on conservative but sound business methods has come before the writer's notice.

As a preface to what we have to say about what looks like one of the real live business propositions in Canada today, we will outline a transformation that has taken place in McCaul Street, Toronto, and all has happened in the last year.

McCaul Street.

To those who knew McCaul Street five years ago it was known merely as a residential street; its possibilities as a business street were overlooked and absolutely neglected by men who considered themselves wise ones in the real estate business. Business men were afraid of its surroundings, they fought shy of it until property values in the older districts drove them out, and McCaul Street, the new business thoroughfare of Toronto, although only four blocks from the City Hall, running from Queen Street to College, has caused more comment in the last year than any business street in Toronto. To-day McCaul Street is a real business street. Already it has several magnificent business houses, offices and warehouses, and the rapid growth has forced property values to treble themselves all in a few months.

The Ritchie Building.

The building that attracts attention and that is the outstanding feature of the structures placed on McCaul Street during the last year is the building constructed and owned by the firm of Harold F. Ritchie & Co., Ltd., and situated Nos. 10-12-14, just a step north of Queen. This building is not a large one by any means, and by no means a small one. It has a frontage of 66 ft. and a depth of 80 ft., and was designed for the owners by Mr. Charles M. Willmot, one of Toronto's young and prominent architects. The building is constructed of buff pressed brick with cut stone trim, and the building im-

mediately gives the public an idea that there is a firm doing business here that amounts to more than the average business house of to-day. The interior of the building impresses one, and when the caller walks in the door he immediately comes to the conclusion that the exterior of the building only represents a small part of the amount of thought that was given to the details in general. The entrance is large and finished in quartered oak. The large massive doors and the beautiful Yale hardware is only the beginning of what represents absolutely the finest structure of its kind in Canada. The wide windows decorated with tan colored shades and linen curtains, and the interior which has been arranged and decorated, show that some person was behind the scheme with artistic taste and skill. They are fitted with oak fixtures and beautiful long silent salesmen cases finished in natural light oak. These were manufactured to suit their particular use for the firm by Messrs. Kent-McClain, Ltd. The electric fixtures which were specially made by the Tungstolier Co. of Canada, Ltd., are of the semi-direct lighting type and are the very latest money could procure.

The General Offices.

The general offices are absolutely the last word in comfort and equipment, so that the greatest amount of work can be gotten out with the least amount of effort. There is nothing in up-to-date office appliances that this firm has not installed, which is bound to convince the caller that the employees are considered as well as the principals.

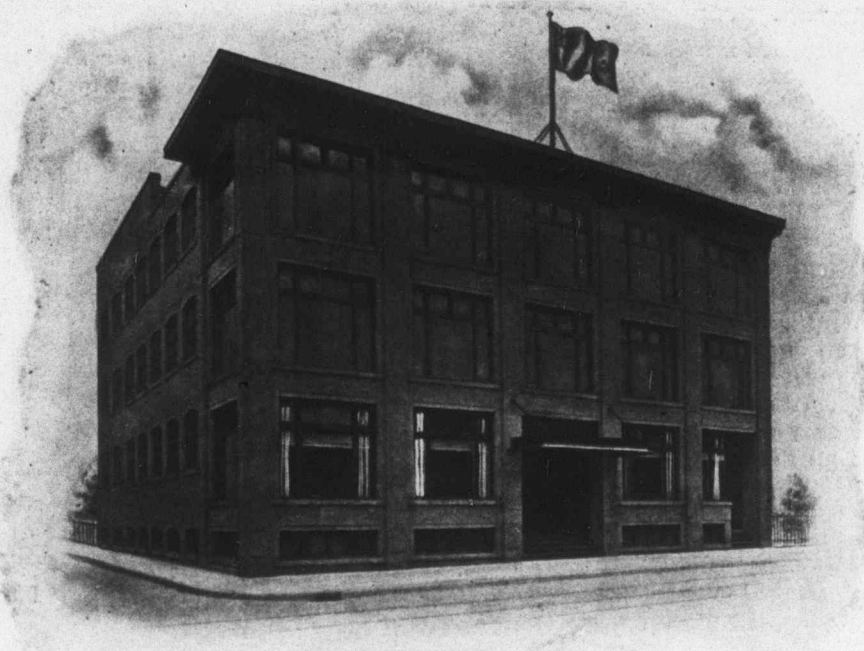
The style of the general office furniture is large, heavy, natural oak desks, manufactured specially for the firm by the Library Bureau of Canada and are finished in natural oak the same as the sample room fixtures so that everything is in harmony, and a color scheme is carried out throughout the entire sample room and offices. Under these

desks are placed suitable Persian rugs that add a great deal of tone to these offices and an extra touch is given by the presence of large ferns.

Behind these offices and sample rooms is one of the most up-to-date shipping rooms to be found. Everything that facilitates the handling of goods in an easy manner is to be found here, and below this is a basement with eleven foot ceiling where numerous car loads of goods can be stored as well as being shipped without bringing them into the shipping room, which naturally shows that this part of the building was designed with considerable thought.

The President's Office.

This office is absolutely the finest possible to produce, and certainly shows that the designer possesses marked ability. As you enter you see a large low roll top mahogany desk and an oval mahogany table specially constructed, and a beautiful mahogany bookcase and large easy chairs. The walls are decorated with a brown leather material, and around the walls are some handsome ornaments, especially on the mantel over the fireplace, and the Turkish rug on the floor shows that trouble was taken in securing one that would carry out the whole color scheme so that everything would harmonize. The visitor cannot help but be impressed and he must realize that it is here in this office that business deals are put through, and anyone can readily see that the man behind, or in other words, that the man who occupies this office, is the man that dictates the policy the business pursues. It is useless for us to undertake to describe the arrangements of this room. We cannot picture for you the coloring, nor we cannot picture for you anything more, but we strongly recommend that you see this office and meet the members of the firm, and we are very sure that if you once call you will surely call again.



Handsome and commodious new quarters of Harold F. Ritchie & Co., Ltd., Nos. 10-12-14 McCaul St., Toronto.

The History of the Firm.

As far as the writer of this article can learn, the history of this firm is somewhat unique, and goes to show that there are men in Canada who started in a very small way that are now bound to be considered among Canada's successful men. Mr. Ritchie, the president, is a native of Little Current, Manitoulin Island. Mr. Ritchie came to Toronto with the idea of taking up a profession, but met an old friend, Mr. Wingrave, who was the owner of the Capstan Manufacturing Company, formerly of Collingwood, but then doing business at 50 Jarvis Street, Toronto, and as they had lost their northern salesman, Mr. Ritchie entered into the employ of this firm as salesman and for three years represented them on the territory from Toronto to Winnipeg. He severed his connection with this firm in 1904 and started in the brokerage business. The first lines he carried were the products of the Imperial Extract Co., manufacturers of Shirriff's famous food products. He also had Stewart's confectionery and two or three other lines. Although this business was really founded on three lines, the firm now represents 34 of the best known lines sold on the Canadian market. Some of these lines have a world wide reputation and the firm have seven travelers covering Canada from coast to coast. Last year this firm was incorporated into a limited liability company under the style of Harold F. Ritchie & Co., Ltd. Mr. S. G. Amsden, of Detroit, Mich., who for some years had been associated with Mr. Ritchie

in the capacity of salesman, was taken into partnership as assistant to the president. Mr. W. J. Millsap, who for 20 years was connected with Lyman Bros., of Toronto, and possibly one of the best known drug salesmen in Canada, was taken into partnership as manager of the drug department of this firm, and Mr. Geo. W. Thorpe, of Bradford, England, who had formerly been associated with Mr. Ritchie, in the capacity of accountant, was taken into partnership and now fills the position of secretary-treasurer. At that time their offices were located at 32 Church Street, in the old Queen City Chambers, and on May 30th of this year they moved to their handsome new quarters at 10-12-14 McCaul Street. A few of the lines that this firm represent, control and market for their principals are:

Alghieri Chef Co., Boston, delicatessen specialties.

S. Allen, Ltd., Norwich. Allen's cider and vinegar.

J. C. Eno, Ltd., London, Eng. Enos' Fruit Salt.

Saml. Hanson & Sons, London, Eng. The largest grocers and fruit house in the world.

Imperial Extract Co., Toronto. Shirriff's Pure Food Products.

Geo. S. McConkey, Toronto. Confectionery.

Moos & Co., New York, Bordeaux and Paris. Olive Oil.

Lamanna, Azema & Farnan, New York and Bordeaux French Groceries.

Connors Bros., Black's Harbor, N. B. Canned Fish.

Crown Perfumery Co., London, Eng., and Paris.

Hy. Marks & Sons, London, Eng., International Sponge Importers

Bidwell, Bidwell & Co., Axminster, Eng. Toilet Brushes.

Cosmelli & Co., London, Eng. Spanish and Mediterranean Products.

Gay-Ola Co., Memphis, Tenn. Gay-Ola Summer Drinks.

McCaw, Stephenson & Orr, Belfast, Ireland. Seecotine.

Meggesson & Co., Ltd., London, Eng. The World's most famous and celebrated Pastille and high grade druggists confectionery.

Odol Chemical Works, London, Eng. Odol Dentifrice.

Miller, Bryant & Pierce, Aurora, Illinois. Carbon Papers, etc.

Wm. Potter & Sons, London. Advertising specialties.

Besides these there are several other important lines that this firm give representation, and at the beginning of the year they added a wool and yarn department. This is in charge of Mr. Matthew Rushforth, of Bradford, England, a man that knows the wool business as few do, and the success of this department has been nothing short of marvellous.

Mail Order Department.

The Mail Order Department of this firm is a big feature. Any person applying to Harold F. Ritchie & Co., Ltd., for quotations or advice regarding shipments are sure to get quick action, and although they have seven representatives, and each one of these are salesmen, not order takers, covering the territory from coast to coast, they are only too pleased to have their customers use the long distance phone or the telegraph wires at their expense. The speedy manner in which the Mail Order Department has developed, is the very best recommendation that any firm could have as it is bound to show that square dealing has been their policy.

Moreover, whether you are a customer or not, when you are in Toronto, we strongly recommend that you call on Harold F. Ritchie & Co., Ltd., and see the most up-to-date show rooms in the Dominion of Canada, and accept their invitation to make their place your headquarters while in Toronto.

London Grocers' Picnic in Detroit Again

Ideal Weather Had Been Ordered for Occasion and Great Day Was Spent—Fun in the Baggage Coach Ahead—City Travelers in Attendance—The Committee in Charge.

London, July 21.—(Special)—Wednesday the 16th day of July was made to order for the grocers' excursion to Detroit. The sun shone brightly, with a delightful breeze, that was passed upon by the Board of Censors, and made it worth while being at the Grand Trunk depot at 7.30 a.m. to see the grocers' wives and daughters, the clerks and their lady friends with their beautiful white dresses and summer millinery, and the boys and their fathers smiling upon everything. It made even the old bachelors feel happy that they were among such a happy throng.

Fourteen vestibule coaches containing eleven hundred people, "the largest crowd the grocers ever carried," left the G.T.R. depot at 8.00 a.m. for the City of the Straits. The train had not gone many miles before the energetic committee started in to pass oranges, bananas, sandwiches, boxes of fancy biscuits, candy and soft drinks to every person on board.

That Baggage Car.

It is hardly necessary to mention that the baggage car ahead was filled with good things for the men. Gordon Drake and Alf. Cave were behind the counter handing out the cigars, filling the olive dishes and various other things. They were even kept so busy they didn't have time to make change.

The quartette consisting of H. P. Rosser, E. J. Ryan, Chas. Mountjoy and Aubrey Baker sang so well that every little while Tom Shaw or Harry Ranahan would give the members something to drown it. The natural result was more singing and everybody joined in the chorus. Cyril Hayes, a former secretary of the Association and Dick Donaghy, for many years on the executive, were along and gave the committee a helping hand. Market Clerk, Chas. Maker, was door-keeper as usual. He gave the boys good assistance.

The Day in Detroit.

Arriving at Detroit at 11.15 a.m. the crowd scattered, some taking the boats for Belle Isle Park; others taking automobiles around the city while many visited friends. In the afternoon the ladies could be seen strolling through the big stores, while the men were at the Windsor running races or the Detroit Baseball Park. The Boston Red Sox, champions of the world, beat the Detroit Tigers 7 to 3. Ty. Cobb did not play as he was under suspension, but High who took his place in centre field, played a great game pulling down a long hit from

Speaker's bat that looked good for a home run, besides having three hits.

Tom Ranahan, Art Connor and Dan Carter are great rooters; they got Collins of Boston up in the air and Bedient replaced him.

John Diprose, ex-president of the association was along with the boys. He thought the score board would be a good spot to advertise tea. Adam Palmer was wishing he had his car along to do up the miles and miles of boulevard, but it did not take Tom Shaw and Gordon Drake long to get theirs. Unfortunately, however, Gordon had a break down at Belle Isle but he had an expert on the job. Geo. Ellis and A. J. McFarlane visited all the best grocery

stores and J. W. Eedy and Jim McKenzie went up on top of the Dime Savings Bank, to see what it felt like to be 32 storeys in the air. "No air ships for theirs." Billy Mullins went over early to take in some of the shows.

Travellers on Hand.

The city travellers were all there and so was Bill Gorman, but he would just as soon see Canadian league baseball now.

The committee who deserve credit for the most successful outing the grocers have had yet, are: president Harry Ranahan; treasurer Thos. Shaw; secretary Jas. McKenzie; A. J. McFarlane, Adam Palmer, Gordon Drake, Geo. Ellis, Alf. Cave, J. W. Eedy, W. V. Charlton.

The committee arranged for street cars to meet the excursion train on its return at midnight and take the tired but happy throng to their homes. It was truly a welcome sight to see those cars.

A First Annual Picnic Attracts Big Crowd

Peterboro R. M. A. Outing Takes City Record for Attendance—Event was Splendid Success Financially as Well as Socially.

Peterboro, Ont., July 23.—(Special).—The first outing of the local Retail Merchants' Association proved a splendid success. The picnic grounds a few miles down the Otonabee river attracted a large crowd of admirers of the merchants and with events as variegated as the acts in a vaudeville, a most happy and healthy day was spent.

President of the Association Thos. Barrie had arranged the magic button to be pressed and the Mayor of the city, figuratively speaking, pressed it and opened up the flood gates.

Foot and boat races, dancing, baseball together with the consumption of ice cream cones were the chief orders of the day. The merchants certainly "delivered the goods" all right without the help of any mail order houses.

This picnic is destined to be the first of an annual series and judging from the success attained in this one, the future looks bright.

Some of the Contests.

The Lady Clerks' Race resulted as follows:—Myrtle Penrose, Elsie Parks, Lily Thompson.

Delivery Men's Race.—Geo. Buller, R. Spiers.

Merchants' Race.—Chas. Thorpe, E. N. McWilliams.

Oldest Merchant on Grounds.—F. Hamilton.

The ball game was between a team representing the dry goods men and one for the combined stores, the latter winning by 8 to 4.

Jas. Connal and J. J. Thompson had charge of the aquatic sports; N. Routley and N. McWilliams were judges in the foot races; A. Gordon and M. Hickey were announcers and starters.

The members of the Transportation Committee were W. J. Oke, Jos. Maher and D. K. Kerneghan.

The ice cream booth was in the hands of W. Merrill and J. T. Braund, and the refreshment booth, was under the supervision of W. J. Kirk, assisted by R. C. Braund, E. Oliver, W. J. Byers, A. Jackson, N. Routley, J. J. Cox, W. Routley.

The Executive Officers of the Association are President, Thos. Barrie; 1st Vice-President, R. C. Braund; 2nd Vice-President, Harry Morgan; Treasurer J. H. Connal; Secretary, N. C. Cameron.

Secretary N. Cameron will be pleased to send programmes to secretaries of other Associations interested in a picnic.

* * *

Editorial Note.—There should be more picnics of this character. Merchants who have never held one do not appreciate its value. It brings together competitors in the trade and drives away prejudice and ill-feeling; it brings together the customer and merchant and elevates them onto more friendly grounds. The picnic of Peterboro merchants, it is said, has netted the Association several hundred dollars as the crowd was somewhere around 4,000 people.

Association News

A branch of the Retail Merchants' Association was recently formed in Campbellford, Ont., with the following officers:—President, W. J. Armstrong, general merchant; 1st vice-president, J. A. Anderson, general merchant; 2nd vice-president, G. W. Thomas, grocer; treasurer, W. S. Russell, flour and feed; secretary, G. A. Smith, grocer.

Recently branches of the Retail Merchants' Association have been formed in St. Catharines, Welland, Cobalt, Haileybury and New Liskeard. The officers respectively are:—

St. Catharines—President, J. T. Petrie, department store; 1st vice-president, E. Poole, photographer; 2nd vice-president, S. Inksater, dry goods; trea-

surer, Ed. Potter, druggist; secretary, E. A. Adams, bookseller and stationer. The association starts off with a membership of about 75.

Welland—President, F. N. McConnell, dry goods dealer; 1st vice-president, Blake L. Booth, hardware dealer; 2nd vice-president, A. Many, general merchant; treasurer, W. T. Britton, grocer, etc.; secretary, G. T. Wright, baker and confectioner. D. Ross was elected hon. president.

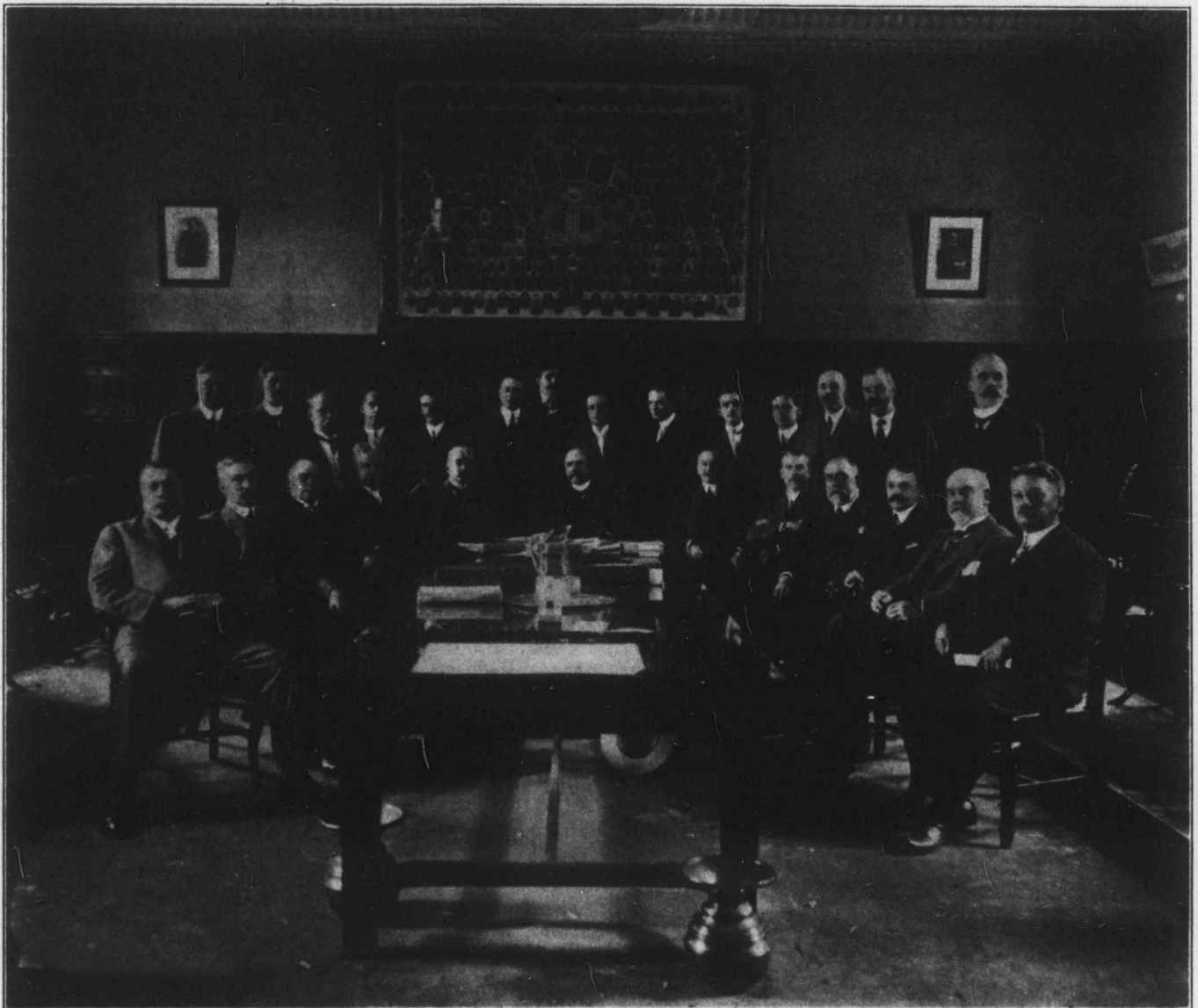
Cobalt—President, J. Pipe, general merchant; 1st vice-president, D. R. O'Gorman, men's wear; 2nd vice-president, R. E. Davis (Davis & Dunn), general merchants; treasurer, P. Morin, grocer; secretary, J. E. Proulx (Proulx Bros.), butchers.

Haileybury—President, A. J. Carson, grocer; 1st vice-president, N. B. Strong,

druggist; 2nd vice-president, W. A. Ferguson, hardware dealer; treasurer, S. Norfolk, hardware dealer; secretary, Bell & Rochester Hardware Co.

New Liskeard—President, S. Greenwood, grocer; 1st vice-president, Binkley & Co., general merchants; 2nd vice-president, Grills & Co., general merchants; treasurer, W. J. Elliott, dry goods dealer; secretary, F. Reasman, general dealer.

Quite a number of complaints have been received from the merchants in the last three places of wholesale houses going into their districts and selling to mining camps, boarding houses, etc., and ignoring the rights of the retail merchants. A request has been made to the Provincial Board to take the matter up at their next meeting.



WHOLESALE GROCERS' GUILD IN CONVENTION IN QUEBEC CITY

Sitting, left to right: Jos. Ethler, R. R. Wilson, R. J. Carson, W. G. Craig, Jno. Dillon, Arch. Miller (past president), Z. Hebert (president), W. C. Cross, P. Z. Bazin, A. Chaput, Hugh Blain, H. C. Beckett.
Standing, left to right: S. C. Burton, A. E. McLean, J. B. Letellier, A. Desroches, G. R. Lloyd, J. Stanley Cook (secretary), E. E. B. Rattray, O. S. Johnston (Canadian Grocer), J. A. Beaudry (R.M.A.), L. A. Langlois, R. L. Innes, W. Turnbull, Jos. Winsfield, V. Garant.

Current News of the Week

Quebec and Maritime Provinces.

Edward Upton, grocer, Montreal, sustained a fire loss recently.

J. G. Reid, general merchant, Bristol, Que., is succeeded by J. A. Little.

A partnership has been registered between B. Watson and Geo. B. True grocers, Woodstock, N.B.

Jas. Patton, sales manager of the Canadian Cereal and Flour Mills Co., Ltd., was in Montreal early this week.

Chas. Chaput, president of the firm of Chaput, Fils et Cie, with his wife, has gone on a five weeks' holiday to Old Orchard Beach, Maine.

B. Trudel, manager of the tea and coffee department of Chaput, Fils et Cie, Montreal, P.Q., is enjoying a two weeks' holiday around Saint Tit.

J. A. Nadeau, Forbes & Nadeau, Montreal, was the guest of the Proctor Gamble Co. at the convention of their Eastern salesmen, held at Hotel Astor, New York.

C. W. King, formerly of Bell, King & MacLaren, Montreal, P.Q., but lately a fruit commission agent in the same city, met death by drowning last Sunday at Hudson, P.Q.

A. W. Hugman, of the A. W. Hugman Co., Ltd., manufacturers of grocery sundries, Montreal, P.Q., left Wednesday on a two weeks' business trip down through the Lower St. Lawrence district.

Geo. W. Chase, tea broker, of Buffalo, N.Y., and agent for Furuya, Nishimura, Montreal, P.Q., was in Montreal this week for a couple of days. Travelling with his wife, he intends visiting Quebec City and the Thousand Islands before returning to Buffalo.

Armand Chaput, general manager of Chaput, Fils & Cie, Montreal, P.Q., found it necessary to go to Ottawa on Wednesday, and thus was deprived of the pleasure of attending the Grocers' picnic at St. Scholastique—the first one he has missed for a number of years.

The first five and a half months of Goodwin's, Limited, department store, Montreal, Que., have shown big increases in business in every department of the store. Sales for the past six months are greatly ahead of those for the same period last year and amount to nearly \$2,000,000 compared with around \$1,500,000 a year ago. This is the small trading half of the year; the greater bulk of the business being done

in the last six months. Present prospects are that earnings will register large increase over last year. It is expected that sales will be around \$5,000,000 for the twelve months, against \$4,000,000 for the preceding twelve.

Ontario.

L. A. Batty, grocer, Toronto, has sold to T. H. Clew.

M. W. Plunkett & Co., grocers, Orillia, Ont., have sold to J. F. Lawson.

J. & D. Ferguson has taken over the grocery business at 19 Danforth Avenue, Toronto, carried on for a number of years by Richard Van Loan.

A. E. Scott, who has for some years conducted a grocery business on First Street, Collingwood, Ont., has taken into partnership James R. Brown.

E. C. Matthews, grocer, on Parliament Street, Toronto, and president of the R. M. A., of Ontario, attended the Peterboro' merchants' picnic last Thursday.

Harry Fennell, Brantford, Ont., who has been in the employ of J. Lewis, grocer, for the past three years, has bought out the grocery business at 104 Erie Avenue, and has taken possession of same.

The Drummers Snack Club outing takes place this week at Georgetown, Ont. The Drummers leave this afternoon (Friday) for the scene of their 1913 triumphs, and return to-morrow (Saturday)—a night and a day of continuous fun. A full report of the proceedings, with a few extras, will appear in next week's issue.

Western Canada.

W. H. Bell, grocer, Regina, Sask., has sold his business.

E. D. Smith, of Winona, Ont., spent several days in Winnipeg recently studying conditions of the trade.

S. C. Morris, formerly salesman for E. W. Gillett & Co., of Toronto, has been appointed manager of W. H. Escoff Co., Ltd., wholesale grocery brokers' branch at Calgary, with office at 1347 First Street.

The retail merchants of Vancouver will hold a picnic on July 30 at Queen's Park, New Westminster, in conjunction with New Westminster, Chilliwack and Eburne. Victoria merchants have accepted an invitation to be present.

FINED FOR EXPOSING FRUIT.

Toronto, July 25.—A number of fruit dealers and some grocers have been fined here for exposing for sale outside their stores certain fruits contrary to a by-law. The law is that no fruits such as berries which are not peeled before using shall be exposed in front of stores. The Medical Health officer maintains that the dust and dirt from the streets settling upon the fruit renders it unhealthy to the consumer.

The Retail Grocers' Association here sometime ago intimated to the Health officer that such legislation would be in the interests of better health and store cleanliness. Retailers should remember this law and in future not run the risk of being fined.



Following items are from Canadian Grocer of July 28, 1893:—

"All peddlers of Victoria, B.C., will now have to pay a semi-annual licence of \$20. Heretofore the licence has varied, peddlars of certain wares being charged less than peddlers of other goods."

"There was no obstacle in the way on the 19th instant when the retail grocers of Montreal held their annual picnic. The weather was as perfect as that which proverbially graces a Queen, and the site selected for the outing, Highgate Springs, an ideal pleasure ground; in fact, everything contributed to make the event as successful as any of the 13 pilgrimages of the association which preceded it."

Editorial Note.—Montreal grocers still make their annual pilgrimages, their picnic day this year having been Wednesday last, July 23.

"The first Canadian peaches for the season arrived on the Toronto market Tuesday, July 25."

Editorial Note.—This year, the first arrived on Saturday last, July 19—six small baskets from the Niagara district.

Advance Estimates on Canned Goods Prices

General Opinion That All Vegetables Will be Lower and Fruits Generally, Except Strawberries—Quotations Out on Preserved Fruits — Growers Advance Price of Raisins—Decline in Lower Grade Coffees.

QUEBEC MARKETS.

POINTERS—

Sugar.—Demand heavy.
Coffee.—Easiness still in lower grades
Shelled Walnuts.—Move up 1 cent.
Canned Goods.—Further predictions as to prices.

Montreal, P.Q., July 22.—Business during past week has been rather on quiet side, but only seasonable dullness. Collections are fair. One salesman concisely put it, "I find lots of people willing to buy but not so many willing to pay." With heavy demand for sugar, however, trade keeps well up to average.

Cotton seed oil has this week jumped away up to \$1.20 and \$1.35 per Imperial gallon, and with it, compound lard has moved up. Fairbanks compound lard, as a result, shows an advance of 5 cents.

SUGAR.—Sugar situation keeps quite firm with heavy seasonable demand which will have effect of keeping prices steady if not putting them up. Though speculating during past week has been almost nil, still people have been buying in round lots anticipating demand. One local refinery is said to be already three days behind with its shipments.

New York holds firm on refined and on raws remains, refiners say, still at price below cost of production. This in local dealers' opinion, is about enough to make raws especially a good buy and should hold fairly good for refined.

European beet crop, though reported a bumper one, is not yet reaped, and as nothing definite will be known for month yet, many things may happen in that time.

Extra Granulated Sugars—	Per 100 lbs.
100 lb. bags	4 30
20 lb. bags	4 40
2 and 5 lb. cartons	4 60
Second grade, in 100 lb. bags	4 15
Extra Ground Sugars—	
Barrels	4 70
50 lb. boxes	4 30
25 lb. boxes	5 10
Powdered Sugars—	
Barrels	4 50
50 lb. boxes	4 70
20 lb. boxes	4 90
Paris Lump—	
100 lb. boxes	5 05
50 lb. boxes	5 15
25 lb. boxes	5 35
Crystal Diamonds—	
Barrels	5 10
100 lb. boxes	5 25
50 lb. boxes	5 35
5 lb. cartons	6 20
Crystal Dominoes, cartons	7 00
Yellow Sugars—	
No. 3	4 35
No. 2	4 25
No. 1	3 95

Barrels granulated and yellow may be had at 5c per cwt. above bag prices.
MOLASSES.—Situation is practically without change and as season is well over no change is anticipated at present. Barbados shippers are all quite firm at 34½c ex wharf.

Reports from Barbados advise that stocks are now depleted. Grocers have stocked rather lightly in past so that later on demand may be heavy in which case grocers would have to pay increased price caused by storage, interest, and other charges. Should the demand be very heavy, however, there would even be possibility of advance all round. At present, market holds firm with fair hand to mouth buying.

	Fancy	Choice
Punchcons	36	35
Barrels	39	38
Half Barrels	41	40
For Island of		
	Montreal	Combined Territories.
	Fancy	Choice
Punchcons	0 41	0 39
Barrels	0 44	0 42
Half barrels	0 46	0 44

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

	0 32	0 33
Antigua	0 32	0 33
Corn syrups, 6bbls.	0 03¼	0 03¼
Corn syrups, half-barrels	0 03¼	0 03¼
Corn syrups, quarter-barrels	0 03¼	0 03¼
Corn syrups, 3¼-lb. pails	1 75	1 75
Corn syrups, 25-lb. pails	1 25	1 25
Cases, 2-lb. tins, 2 doz. per case	2 40	2 40
Cases, 5-lb. tins, 1 doz. per case	2 75	2 75
Cases, 10-lb. tins, ½ doz. per case	2 65	2 65
Cases, 20-lb. tins, ¼ doz. per case	2 60	2 60
Pure maple syrup, in 5½ lb. tins	0 75	0 75
Pure maple syrup, in 15-gal. kegs, 8c per lb., or	1 00	1 00
Pure maple sugar	0 10	0 11

DRIED FRUITS.—Dried fruit market is bare. Apples are scarce, large size prunes scarce and only package raisins in any great supply. Demand is active for peaches, apricots, and pears so that although heavy stocks were laid in, these have been well cleaned up.

Owing to splendid crop of Valencia raisins it is predicted that prices will go lower even yet, and that effect will also be felt in California fruits so that they too will have to come down. There is, however, some talk of raisin trust.

Malaga raisins, too, show promise of a good crop.

EVAPORATED FRUITS.	Per lb.
Apples, 50-lb. boxes	0 08
Nectarines, choice	0 11
Peaches, choice	0 09½
Pears, choice	0 12½
DRIED FRUITS.	
Candied Peels—	
Citron	0 17
Lemon	0 11
Orange	0 12
Currants—	
Amalias, loose	0 07
Amalias, 1-lb. pkgs.	0 07½
Filiatras, fine, loose	0 06½
Dates—	
Dromedary, package stock, per pkg.	0 10
Pards, choicest	0 11
Hallowee, loose	0 05
Hallowee, 1-lb. pkgs.	0 06½
Figs—	
Finest, 6 crown, about 12 pounds	0 15
Same fruit, 5 and 4 crown, 1 and 2 cents less.	
Prunes—	
40 to 50, in 25-lb. boxes	0 13
50 to 60, in 25-lb. boxes	0 12
60 to 70, in 25-lb. boxes	0 11
70 to 80, in 25-lb. boxes	0 07½
80 to 90, in 25-lb. boxes	0 07
Raisins—	
Malaga table, box of 22 lbs., according to quality	2 50
Muscatsels, loose, 3 crown, lb.	0 05½
Sultana, loose	0 10
Sultana, 1 lb. pkgs.	0 11
Valencias, old stock	0 04
Seeded, fancy	0 08½
Seeded, choice	0 08

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

TEA.—Owing to brisk demand on home market for 2nd and 3rd crop leaf,

market has strengthened up somewhat, which now brings price on these same grades to about last year's level. Quality and style continue excellent and owing to these features there has been greater demand for Japan.

Japans—		
Choicest	0 40	0 50
Choice	0 35	0 40
Fine	0 30	0 35
Medium	0 25	0 30
Good common	0 18	0 25
Common	0 15	0 18
Yamashiro	0 75	1 00
Ceylon—		
Broken Orange Pekoe	0 30	0 40
Pekoes	0 20	0 22
Pekoe Souchongs	0 20	0 22
India—		
Pekoe Souchongs	0 19	0 20
Ceylon Greens—		
Young Hysons	0 24	0 26
Hyson	0 22	0 22
Spanish No. 1	0 20	0 12½
Virginia No. 1	0 19	0 13½
Gunpowders	0 19	0 35
China Greens—		
Pingsuey gunpowder, low grade	0 14	0 18
Pingsuey gunpowder, pea leaf	0 20	0 30
Pingsuey, gunpowder, pinhead	0 30	0 50

COFFEE.—Quite a recovery was made in coffee market for lower grades, late last week, but temptation was too great for some holders who, starting to take profits, caused the loss of all recovery made. Thus, this week these coffees hold at same level as has prevailed during past two weeks. Dealers feel that tendency is still really downwards, and some look for drop of as much as one cent. The opinion, however, gained by some retailers that coffee has already dropped is quite erroneous, no announcement of such change having at any time been made as yet. In fact, high grade coffees are as dear and about as firm as two months ago.

Coffee, Roasted—	Per lb.
Jamaica	0 21½
Java	0 30
Maracaibo	0 22½
Mexican	0 25
Mocha	0 28
Rio	0 19½
Santos	0 21½

SPICES.—Market continues firm with little sign of change, and with good summer demand.

Spices—	Per lb.
Allspice, ground	0 13
Allspice, old	0 08
Cinnamon, whole	0 18
Cinnamon, ground	0 18
Cinnamon, Batavia	0 25
Cloves, whole	0 25
Cloves, ground	0 30
Cream of tartar	0 25
Ginger, Cochinchina	0 18
Ginger, Jamaica	0 22
Ginger, Jamaica, whole	0 17
Mace	0 75
Nutmegs, brown, 64s, 50c; 80s, 40c; 100s	0 60
Nutmegs, ground, pure, 1 lb. tins, 70c; bulk	0 18
Peppers, black, ground	0 15
Peppers, black, whole	0 15
Peppers, white, ground	0 25
Peppers, white, whole	0 25
Seeds—	Per lb.
Canary	0 05½
Caraway	0 09
Cardamon	0 09
Celery	0 35
Hemp	0 05
Rape	0 07

RICE AND TAPIOCA.—On primary markets, patna rice advanced 1s. 6d. during week, and ragoon rices dropped about 3¼d. These, however, are considered simply as slight fluctuations

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here, and not likely to bring about any change locally for some time yet.

Tapioca, too, is inclined to be easier, as also is sago, but both with unchanged prices.

Caroline Rice—	Per 100 lbs.
Canadian	7 10
Imported hand-picked	9 00
Imported fancy	8 00
Patna Rice—	
Polished	4 40
Finest imported, 224 lb. bags	5 37½
For prices on 112 and 56 lb. lots add 12½ and 25c respectively to 224-lb. price.	
Rangoon Rice—	
Grade B, bags of 50 and 250 lbs.	3 15
Grade B, pockets and ½ pockets	3 25
Grade CC, bags of 50 and 250 lbs.	3 05
Grade CC, pockets (25 lbs.)	3 15
Grade CC, ½ pockets (12½ lbs.)	3 25
Rices, other grades—	
Crystal	5 10
Ice dips	5 45
Imperial glaze	4 90
India, bright, 250-lb. bags	3 30
Lustre, loose, 250-lb. bags	4 60
Pearl	4 60
Snow	5 30
Sparkle	5 10
Sago—	Per lb.
Brown	0 04½
White	0 05½
Tapioca—	
Medium pearl	0 05½
Seed pearl	0 06

NUTS.—This week shelled walnuts have advanced 1 cent to 29 and 30 cents owing directly to scarcity of supply. Demand for all nuts in shell, but especially for peanuts is quite heavy, with summer trading.

Quite a lot of excitement is being made over filberts, but looks rather like speculation, than actual business.

In shell—	Per lb.
Almonds	0 17
Brazils	0 17
Filberts	0 13
Peanuts, American, according to qual.	0 08¾
Peanuts, French	0 09
Pecans	0 20
Walnuts	0 14
Shelled—	
Almonds	0 33
Almonds, Valencia	0 37½
Peanuts	0 08
Walnuts, new	0 31

BEANS.—Beans continue in good demand. Prices range greatly according to quality but run as a general thing from \$1.80 to \$2.40 for Canadian.

Beans—	Per bushel.
Austrian, H. P.	2 50
Canadian, prime	1 80
Canadian, extra H.P.	2 00
Yellow eyes	3 25
Brown	2 75
Peas, Canadian, per bag of 2 bus.	5 50

ONTARIO MARKETS.

POINTERS—

Canned Goods.—All jams in glasses, except strawberries and blueberries lower in new quotations. Canners' prices expected to follow soon.

Coffee.—Lower grades decline but best quality remains firm.

Nuts.—General advance has begun.

Tea.—Floods injure crops in India and Ceylon.

Sugar.—Consumption remains heavy.

Toronto, July 24.—“Slowly but surely.” That seems to be the impression amongst the majority of the wholesalers as to an improvement of conditions. The head of one firm told The Canadian Grocer that “Somehow or other my business the last couple of weeks has been considerably in advance of May or June. I don't know why; perhaps it has chanced to be; perhaps our travelers are working harder just because times are not as brisk; but anyway

there has been an improvement. And collections are not so bad either.”

That might be an individual instance, but the next one approached had a similar experience to relate, his covering the whole of July. Of course a universal comment is that there is no attempt to stack up. “Bargains won't tempt them,” declared a third wholesaler, adding, “and they are quite right.”

A close check is being kept on new credit accounts and short terms rule almost invariably.

The first two weeks in August there will be a lull in “road” business as most of the travelers will take their holidays.

SUGAR.—The market presents no unusual features this week. Thanks to preserving season which will soon be at its height with advent this week of the later fruits; demand remains quite steady.

Extra granulated, bags	4 40
Extra granulated, 20-lb. bags	4 50
Extra granulated, 5-lb. cartons	4 70
Extra granulated, 2-lb. cartons	4 70
Second grade granulated	4 25
Yellow, bags	4 00
Barrels of granulated and yellow will be furnished at 5 cents above bag prices.	
Extra ground, bbls.	4 80
00 g	4 80
00 s	4 80
00 s	4 80
Powdered, bbls.	4 60
Powdered, 25-lb. boxes	5 00
Crystal diamonds, 5 lb. boxes	7 10
Crystal diamonds, 5 lb. boxes	7 20
Paris lumps, in 100-lb. boxes	5 15
Paris lumps, in 50-lb. boxes	5 25
Paris lumps, in 25-lb. boxes	5 45
Paris lumps, cartons, 25 to case	0 35

MOLASSES AND SYUP.—Prices remain unchanged with a light demand.

Syrups—	Per case.
2 lb. tins, 2 doz. in case	2 40
5 lb. tins, 1 doz. in case	2 75
10 lb. tins, ½ doz. in case	2 65
20 lb. tins, ¼ doz. in case	2 60
Barrels, per lb.	0 03¼
Half barrels, lb.	0 03¼
Quarter barrels, lb.	0 03¼
Pails, 33½ lbs. each	1 75
Pails, 25 lbs. each	1 25
Molasses, per gallon—	
New Orleans, barrels	0 27
New Orleans, half barrels	0 29
West Indies, barrels	0 28
West Indies, half barrels	0 30
Barbados, fancy, barrels	0 45
Barbados, fancy, half barrels	0 49
Maple Syrup—Compound—	
Gallons, 6 to case	4 80
½ gals., 12 to case	5 40
¼ gals., 24 to case	4 80
Pints, 24 to case	3 70
Maple Syrup—Pure—	
5 gallon cans, 1 to case	1 25
Gallons, 6 to case	5 00
½ gallons, 12 to case	7 25
Quarts, 24 to case	7 25
Pints, 24 to case	4 70
Maple Sugar—	
Pure, per lb.	0 14
Maple Cream Sugar—	
24 twin bars	1 00
40 and 48 twin bars	3 00
Maple butter, lb. tins, dozen	1 90

SPICES.—Cloves and pepper alone show a tendency to changes in market this week. The former is considered too high and if new crop is at all fair a drop is predicted. The pepper crop, however, is poor, according to reports, and the present prices are likely to continue.

Apart from crop conditions, as one importer points out, the Government officials are demanding a far higher standard with the result that prices are likely to advance. That is, none of the “dust” is allowed in packages and this regulation will affect cloves, pepper, cinnamon, ginger, allspice, etc. The

present market is not as brisk as one year ago.

	5 and 10 lb. Tins.	¼ lb. pkgs.	¼ lb. tins doz.
Allspice	14-17	60-70	70-80
Cassia	22-27	72-80	80-90
Cayenne pepper	22-28	72-80	80-1 15
Cloves	30-36	1 08-0 95	1 08
Cream tartar	30-31		
Curry powder	35		
Ginger	22-27	65-85	75-95
Mace	75-1 00		0-2 75
Nutmegs	25-30	90-90	1 60-2 50
Peppers, black	18-22	67-75	80-90
Peppers, white	27-29	90-1 05	1 05-1 15
Pastry spice	20-27	65-85	75-1 10
Pickling spice	14-18	75-90	75-90
Turmeric	16-18		
Range for pure spices according to grade. Pails or boxes 2 cents per lb. below tins. Barrels 3 cents below tins.			
Cardamom seed, per lb., in bulk	2 25	1 80	
Cinnamon, Ceylon, per lb.		0 80	
Mustard seed, per lb., in bulk	0 10	0 12	
Celery seed, per lb., in bulk	0 60	0 70	
Shredded cocconut, in pails	0 17	0 20	

COFFEE.—The expected decline in prices continues to extend only to the cheaper grades. Rios and Santos dropped from 1 to 2 cents and price promises to remain easy. One importer states that there is no prospect for the higher grades lowering as many plantations the last few years are being destroyed to make way for the production of rubber, a more profitable business. Chicory fell one cent during the week.

Coffee, Roasted—		
Bogotas	0 27	0 28
Gautemala	0 26	0 28
Jamaica	0 24	0 25
Java	0 32	0 35
Maricao	0 27	0 28
Mexican	0 25	0 26
Mocha	0 30	0 32
Rio	0 18	0 20
Santos	0 21	0 23
Chicory, per lb.	0 10	0 12

TEAS.—The market remains fairly steady, but a shade higher. A report comes of serious floods in South Sylhet and Cachar, and some hailstorms, which riddled the bushes. These are not the finest, but are among the largest and most important districts, and the scarcity resulting, if the reports be correct, will have its effect on the price of the better grades.

DRIED FRUITS.—Dealers are busy estimating the influence of the California growers on the price of raisins. Last year Valencias were abnormally high, and the California fruit lower than it cost to produce it, as one importer states. The result was that three-fourths of the raisins consumed, he claims, were California. Now comes the announcement from an importer that the recently-formed growers' association will advance the price from 3¾c to 5¾c, or two cents, with a guarantee that it will not drop for at least one year. This, under ordinary conditions, would raise the retail price from 10c to 12½c.

Another importer, however, declares that Valencias will be much lower this year, and will pretty well divide the market with the California variety. The following wire was received by an importer on Wednesday of this week from California: “Unseasonable rains have damaged apricots on trays and also the ripening of peaches. Markets extraordinarily strong and advancing as

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result of heavy demand and damage to new crops.''

A second wire declared that there had been great damage to prunes owing to the hot, dry weather, and many had dropped. The loss amounts to 15 to 25 per cent.

Apples, evaporated, per lb.	0 07½	0 08
Apricots—		
Standard, 25-lb. boxes	0 14	0 16
Choice, 25-lb. boxes	0 18	0 22
Fancy	0 18	0 22
Candied Peels—		
Lemon	0 11	0 12½
Orange	0 12	0 13
Citron	0 15	0 18
Currants—		
Filiatras, per lb.	0 07	0 07
Amalas, choicest, per lb.	0 07½	0 07½
Patras, per lb.	0 07½	0 07½
Vostizzas, choice	0 10	0 10
Vostizzas, shade dried	0 10½	0 11
Cleaned, ¼ cent more.		
Dates—		
Fards, choicest, 12-lb. boxes	0 08½	0 09½
Fards, choicest, 60-lb. boxes	0 07	0 07½
Package dates, per pkg.	0 06½	0 07½
Figs—		
Natural figs, in bags, lb.	0 05	0 07
Comadre figs, in taps, per lb.	0 04	0 04½
Eleme figs, in boxes, according to size, lb.	0 10	0 15
Peaches—		
Standard, 25-lb. boxes	0 10	0 10
Choice, 25-lb. boxes	0 11	0 12½
Choice, 60-lb. boxes	0 07½	0 08
Prunes—		
30 to 40, in 25-lb. boxes, faced	0 12½	0 13½
40 to 50, in 25-lb. boxes, faced	0 11½	0 11½
50 to 60, in 25-lb. boxes, faced	0 09	0 09
60 to 70, in 25-lb. boxes, faced	0 07½	0 07½
70 to 80, in 25-lb. boxes, faced	0 07	0 07
80 to 90, in 25-lb. boxes, faced	0 06½	0 06½
90 to 100, in 25-lb. boxes, faced	0 06	0 06
Same fruit in 50-lb. boxes, unfaced, ¼ cent less.		
Raisins—		
Sultana, choice	0 10	0 12
Sultana, fancy	0 12	0 14
Valencias, old stock	0 08	0 08½
Seeded, fancy, 1 lb. packets	0 08½	0 08½
Seeded, choice, 1 lb. packets	0 08	0 08

BEANS.—The better grades remain firm, and prices show no change.

Beans, Canadian, H.P., per bushel	2 25	2 25
Beans, Canadian, cheaper grades	1 80	2 00
Austrian pea beans, H.P.	2 75	2 85

CANNED GOODS.

Montreal, P.Q., July 22.—Fully a week yet, according to present anticipations, will elapse before opening prices are announced on peas, strawberries, etc. Meanwhile, several estimates are being made, the more common about as follows:

Peas, beans and corn	0 85	0 90
Tomatoes	1 05	1 10
Strawberries and raspberries, about	2 00	2 00

Others, however, maintain that strawberries and raspberries cannot open below \$2.25 as owing to short crops goods which sell to-day at \$2.10 are now likely to cost about \$1.97½, and thus will need to move out at \$2.25 to realize any profit.

Whether crop reports on apples are correct or not, the fact that the Government estimate announced the crop as only 50 per cent. average will likely tend to put gallon apples and evaporated apples both on higher basis.

Demand for canned tomatoes is quite brisk owing to scarcity and poor quality of fresh being offered.

Last week California canned fruits advanced to about 30 to 50 cents over last year's prices. It is predicted that some lines of these may go even higher. Market holds quite firm.

Prices on Hawaiian pines have been reduced about 15 to 25 cents owing to exceptionally heavy crop in south.

This was to be the year of the big run

in salmon, but one report received here states that the run is not going to be large, and if so, prices are likely to be as high as ever. This is contradicted by others, however, and definite estimates are being anxiously awaited.

Toronto, July 23.—Expectations of the announcement from the canners were disappointed this week, but it is probable that a few days more will see the list made public. In the absence of a definite statement the wholesalers are indulging in prophecies and The Canadian Grocer gives them, at least as intelligent forecasts, with a comparison with the prices that ruled one year ago.

	1913.	1912.
Strawberries	2 25	2 10
Raspberries	2 00	2 10
Peas, beans and corn	0 90	1 20
Tomatoes	1 10	1 35

From this it will be seen that the only one in the list for which a higher price is expected are tomatoes, owing to the extremely small crop.

Raspberries are booked to be about 10 cents easier. Peas, beans and corn are forecasted for the largest drop, some 35 cents and tomatoes about 20 cents less.

At the close of the week, one of the leading Ontario fruit men issued his list of jams for the season 1912-13. With the exception of strawberries, pears, blueberries and orange marmalade, the quotations are considerably lower. In jellies, crabapple shows a drop of 30 cents. Compound jams and jellies have been lowered ¼ cent a pound.

NEW BRUNSWICK MARKETS.

By Wire.

St. John, N.B., July 23.—Market is quiet with collection good for most part but, locally, below standard. Labor troubles continue to hurt business particularly in the north end. The change which some expected in sugar market did not come. Dealers are now doubtful and are buying scantily.

Meals and feeds are slightly firmer due to crop reports. Molasses is unchanged, but dealers look for higher prices this fall. Pork and beef are still firm. Butter went two cents higher. Eggs are higher by one to two cents. New vegetables are arriving in better quantities. New potatoes are \$1.65 bushel.

Bacon, roll	0 15	0 16
Bacon, breakfast	0 18	0 20
Beans, Austrian, bushel	2 30	2 65
Beans, yellow eye, bushel	3 45	3 50
Butter, dairy, per lb.	0 24	0 25
Butter, creamery, per lb.	0 25	0 26
Buckwheat, W., grey, bag	2 75	2 85
Cheese, new, lb.	0 13	0 13½
Cheese, new, lb.	0 13½	0 14
Currants, 1½ lb.	0 07½	0 08
Canned Goods—		
Beans, baked	1 30	1 35
Beans, string	1 02½	1 05
Corn, doz.	1 00	1 05
Peas, No. 4	1 30	1 32½
Peas, No. 3	1 35	1 37½
Peas, No. 2	1 40	1 42½
Peas, No. 1	1 80	1 85
Peaches, 2's, doz.	1 55	1 60
Peaches, 3's, doz.	2 35	2 40
Raspberries, doz.	2 20	2 25
Strawberries	2 20	2 25
Tomatoes	1 65	1 70
Cornmeal, gran.	4 85	4 85
Cornmeal, bags	3 15	3 15
Cornmeal, bbls.	0 25	0 25
Eggs, henery	0 25	0 25

Flour, Manitoba	6 45	6 45
Flour, Ontario	5 85	5 85
Lard, compound, lb.	0 11½	0 11½
Lard, pure, lb.	0 15½	0 16
Lemons, Messina, per box	3 50	4 00
Molasses, Barbados, fancy	0 38	0 39
Oatmeal, rolled	5 25	5 25
Oatmeal, std.	5 80	5 80
Pork, domestic mess	29 00	29 00
Backs, American clear, bbl.	27 00	27 00
Potatoes, barrel	0 08	0 09
Raisins, California, seeded	0 08	0 08
Rice, per cwt.	3 85	3 85
Salmon, Case—		
Red Spring	9 25	9 50
Cohoos	8 50	8 75
Sugar—		
Standard granulated	4 50	4 50
United Empire	4 40	4 40
Bright yellow	4 30	4 30
No. 1 yellow	4 00	4 00
Paris lumps	5 50	5 50

NOVA SCOTIA MARKETS.

(By Wire.)

Halifax, N.S., July 23.—The local grocery trade is brisk with many prices continuing their upward tendency. Cheese (twins) has been marked up from 14¾ to 15 cents. Lard has advanced half a cent and pork 50 cents to \$1.00 per bbl. Canadian beans are at top prices; yellow eye bring \$3.35 handpicked \$2.40 and prime medium \$2.10.

Fancy Barbados molasses in barrels is 41 cents per gallon; 40 cents in tierces and 38 cents in puncheons.

Flour and meals are firm. Eggs are higher, but there is a decided drop in butter, which is plentiful. Dairy tubs range from 20 to 22 while choice creamery can be had for 25 cents.

Sugar is unchanged from last quotations. The fruit trade is good despite prevailing high prices.

G. H. Campbell, of T. H. Estabrooks Co., Ltd., Toronto, is spending a few days' holidays at Hayes Point, Ont.

FOR SALE BY TENDER

Stock manufactured and in process of manufacture, Raw Material, Plant and Building of THE LEA'S, LIMITED, SIMCOE.

Per Inventory—	
Stock	\$24,304.31
Plant and Machinery	6,114.45
Building	9,000.00
	\$39,418.76

No sufficient tenders having been received by me for the above, in response to previous advertisements asking for same, I have extended the time for receiving tenders from intending purchasers until August 1st, 1913, at 12 o'clock noon. Separate bids to be made for Stock and Building (including Plant). This is a good business proposition. The Pickle Factory is situated in a good district for obtaining supplies, and The Lea's Brand of Pickles is well and favorably known to the trade. There is a spur line of Railway running into premises, good water supply at very low cost. The company has large orders on hand and contracts with growers for season's supplies, which intending purchaser may have advantage of.

Tenders to be sent to the undersigned, accompanied by marked cheque for 10% of tender by the above mentioned date. The highest or any tender not necessarily accepted.

DUGALD HENDERSON, Liquidator.

Simcoe, Ont.

FLOUR & CEREAL DEPARTMENT



Flour Prices Expected to Rule Steady

No Change in Sight so Far as Millers Can See Until New Wheat Comes in—Firmer Market in Cornmeal—August and September Flour From Ontario—Wheat Quoted 30c Lower.

The reports from the West continue most encouraging and the exceptional weather of the last two or three weeks has enabled the wheat to gain in some districts the time it was behind as compared with average years, so that every day the danger of frost upsetting present calculations is being minimized. Some estimates call the crop to exceed all former years but nature has too many instruments in her control to make forecasts of such a nature possess any real market value.

Ontario shares with the West in the good reports, and with the crop farther advanced forecasts are more definite and reliable. Some of the fall wheat has already been threshed and delivered at 90 cents. This is about the same as last year, some 10 cents lower than the quotation for the old crop still on hand. Millers declare that Ontario wheat was never better in quality and the average yield is fair.

MONTREAL.

FLOUR.—Demand for flour from city and country points alike has been heavy, but from an export standpoint little is moving.

With more moisture, and indications for another bumper crop in the West, wheat market has been holding easier. Though there was some talk of prices again stiffening, this has let up and now millers look for no higher prices till new crop. The expectation has been expressed that prices on wheat will have to break soon owing both to heavy crops in the West, and to fact that now prices are altogether too high to allow of much exporting. Thus, as wheat has to be exported, it would look as if lower levels might rule. On the other hand, old wheat is scarce so that no decline is likely to be made until the new begins to offer.

Thus, flour situation is as complicated as ever, and is of necessity a matter which time alone will decide.

	Car lots,	in bags,
	per	per
	bbl.	bbl.
Manitoba Wheat Flour—		
First patents	5 60	5 75
Second patents	5 10	5 45
Strong bakers'	4 90	5 25
Flour in cotton sacks, 10 cents per barrel more.		
Winter Wheat Flour—		
Fancy patents	5 00	5 60
90 per cent.	5 10	
Straight roller	4 90	
Blended flour	5 00	5 40

CEREALS.—Market on cornmeal is firm owing to corn having again moved up slightly. Some mills locally have advanced prices 5 cents, and now quote \$2.05 and \$1.90, but this is the exception rather than the rule. Market, however, is firm with a good trading being done. Rolled oats still continue dull, but with a firm, steady market.

	Per 98-lb. sack
Cornmeal—	
Kiln dried	2 00
Softer grades	1 85
Rolled Oats—	
98s, in jute.	
Small lots	2 25
25 bags or more	2 15
Rolled oats in cotton sacks, 5 cents more.	
Oatmeal—Fine, standard and granulated, 10 per cent. over rolled oats in 98s, in jute.	
Rolled wheat—	
100-lb. bbls.	
Small lots	2 85
Hominy, per 98-lb. sack	2 05

MILL FEEDS.—Biggest demand of all appears to be for these lines, owing directly to dry weather and shortage of pastures. As flour to-day is still considerably below proportionate wheat prices, and considering this heavy demand, there are those who predict still another advance of \$1 all round on mill feed prices. Though flour itself is not likely to go up, millers are considering next best move and may make a change shortly.

	Car lots, per ton
Mill Feeds—	
Bran	19 00
Shorts	21 00
Middlings	23 00
Wheat moulee	25 00
Feed flour	30 00 31 00

TORONTO.

FLOUR.—Purchases remain as before from hand to mouth, and prices are unchanged this week. The entry of new Ontario wheat has drawn forth a quotation from millers for August and September shipments at 30 cents a barrel less than prevailing prices, but this has not tempted any to indulge in speculation.

	Car lots, in bags,
	per
	bbl.,
Manitoba Wheat Flour—	
First patent	5 50
Second patent	5 00
Strong bakers'	4 80
Flour in cotton sacks, 10c per bbl. more.	

Winter Wheat Flour—		
Fancy patents	4 90	5 10
90 per cent.	4 80	5 00
Straight roller	4 60	4 80
Blended flour	5 05	5 35

CEREALS.—Rolled oats continue to have a steady demand, but prices show no change.

Cornmeal, per 98 lb. bag—		
Kiln dried, 25 bag lots	1 85	1 90
Softer grades, 25 bag lots	1 70	1 75
Rolled oats, per 90 lb. sack, in jute—		
Small lots	2 25	2 30
25 bags to car lots	2 15	2 20
Rolled oats in cotton sacks, 5 cents more.		
Oatmeal, standard and granulated, 10 per cent. over rolled oats in 90 S, in jute.		
Rolled Wheat—		
50 lb. boxes	1 50	
100 lb. barrels, small lots	2 85	
100 lb. barrels, 5 bbl. to car lots.	2 70	

MILL FEEDS.—The brisk trade which June usually brings in shorts has given place to bran for July and the demand in this line is heavy. Some mills report a shortage and one firm was forced to order ten car loads from another. However, the advent of the harvest prevents the otherwise probable increase in price.

	car lots, per ton.
Mill Feeds.—	
Bran	19 00
Shorts	21 00
Middlings	23 00
Wheat Moulee	25 00

DEATH OF COCOA PIONEER.

Joseph S. Fry, Bristol, Eng., head of the J. S. Fry & Sons, cocoa and chocolate manufacturers, died recently. Mr. Fry was one of the pioneers of the industry. He was born in 1826, and for 70 years he gave his best endeavors to his business. It is said that each morning at 9 o'clock without exception, he presided over a large devotional gathering of his workpeople, other services of a similar nature being held simultaneously throughout the works.

As a philanthropist, Mr. Fry exhibited a generosity of the highest order. In private life he was distinguished by his kindly old-world courtesy which was extended to rich and poor alike. A world-felt sympathy will be extended to the bereaved family. He was 87 years of age.

A London, Eng., despatch says that the shareholders of Lever Bros., Ltd., soap manufacturers, have authorized an increase in the capital stock from £20,000,000 to £30,000,000, by the issue of 3,000,000 additional 15 per cent. cumulative preferred shares and 200,000 ordinary shares of £10 each.

Imported Potatoes Are Still Soaring

Price Advances to \$3.75 Per Bbl.—Peas and Beans Down—
Ontario Raspberries Decline—First Shipments of Canadian
Apricots, Blueberries, Peaches and Thimbleberries—Cherry
Season Waning.

MONTREAL.

GREEN FRUITS.—California fruits so far have been coming in none too freely, and at prices at which they have been running have not allowed any too great profits. Plums, peaches and pears on local auctions have all been inclined to be higher than week ago, but dealers look forward to more plentiful supplies and better margins of profit.

Raspberries continue to hold high with no sign of any let up for some days anyway. Cherries are a good crop, and have been selling well. Reports on New Brunswick blueberry crop are many and conflicting, but general complaint is rather regarding lateness of crop than shortage. Better supplies are expected within a week or ten days.

Imported Alexander peaches are now off market. St. John's are on in full force, and Crawfords beginning to come freely, but with high prices demand has not been as keen as expected.

Lemons are offering freely, and show slight signs of easing off a little in prices.

CANADIAN SEASONABLE FRUITS.

Blueberries, New Brunswick, per qt.	0 15	0 18
Currants, red or white, per qt.	0 06	0 08
Cherries—		
Red, 11-qt. baskets	1 00	1 25
Red, 6-qt. baskets	0 60	0 75
Gooseberries—		
English, 11-qt. basket	0 60	0 75
English, 6-qt. basket	0 30	0 35
Raspberries, red, per quart	0 17½	0 20
Raspberries, black, per qt.	0 11	0 15
Strawberries, New Brunswick, qt.	0 16	0 20

CALIFORNIA SEASONABLE FRUITS.

Cantaloupes, 4½s, per crate	5 00	
Peaches, St. Johns, box	1 75	2 25
Peaches, Crawfords, box	2 00	2 50
Pears, half case	3 50	3 75
Pears, Bartlett, box	3 50	3 75
Plums—		
Wickson, 4-bkt. carriers	2 25	2 75
Burbanks, 4-bkt. carriers	2 00	2 25
Tragedies, 4-bkt. carriers	2 50	3 00

STAPLE LINES.

Apples—		
Spies, first grade, per bbl.	9 00	
Harvest, Illinois, per hamper	2 75	
Bananas, per crate	2 00	3 00
Grapefruit, Jamaica, case	4 50	6 50
Lemons, Verdell, new, case	6 00	7 00
Limes, Florida, box of 100		1 25
Oranges—		
Jamaicas, 12½s to 25½s	2 75	3 00
Sorrentos, 80s	2 50	2 50
Sorrentos, 160s	4 50	4 50
Sorrentos, 200s	5 00	5 00
Messina, 100s, half boxes	2 75	2 75
Messina, 80s, half boxes	2 50	2 50
Late Valencia	6 50	7 00
Pineapples, Florida—		
30s, per case	5 50	5 50
24s, per case	5 50	5 50
Watermelons, Watsons	0 50	0 75

VEGETABLES. — Tomatoes have been doing some strange fluctuating during past week, and from two causes: first, from manipulation at primary sources raising prices, and manipulation at this end cutting prices. Stocks arriving from Tennessee have been in poor condition, and much below standard set by Mississippi shipments.

An effort was made last week, too, to boost prices on potatoes at primary sources, and daily these went up by

jumps of 10c and 15c. Monday, upon trade here refusing to be tied up, prices dropped 40c. New domestic potatoes are being offered at \$2 per bag, or \$4.25 per barrel. These, while still in short supply, have also had tendency to bring down imported market. All other vegetables continue in good supply and heavy demand.

Beans, wax, per hamper	2 25	
Beans, new, dozen	0 50	
Beans, green, per hamper	2 25	
Cabbage, new, crate of 4 to 5 doz.	4 00	
Carrots, new, dozen	0 25	0 30
Cauliflower, hothouse, per dozen	0 75	2 00
Corn, green, per crate of 6 doz.	3 50	
Cucumbers, hothouse, per dozen	0 75	1 00
Cucumbers, per hamper	2 75	
Egg plant, box	3 50	
Lettuce, domestic, heads, doz.	0 25	0 40
Mushrooms, basket of 4 lbs.	3 00	
Onions—		
Egyptian, bag of 110 lbs.	2 00	2 25
New, green, per dozen	0 10	0 15
Peppers, green, per hamper	2 00	2 50
Peas, green, per hamper	1 25	
Potatoes—		
Virginia, per bbl.	3 25	3 50
Domestic, new, barrel	4 25	
Radishes, per dozen	0 15	0 20
Tomatoes, Tennessee, case	1 00	1 25
Tomatoes, New Jersey, bushel crate	1 75	2 00
Tomatoes, Canadian hothouse, per lb.	0 20	0 20
Water cress, per doz. bunches	1 00	

TORONTO.

GREEN FRUITS.—Past week has seen increased activity in fruit markets. The supply in most lines has been liberal, and Canadian products are coming in to displace imported goods. Raspberries probably reached the lowest point in price on Saturday when the market was loaded up, and 12½c and 13c was the ruling sale. Tuesday morning saw a "recovery" to 14-16c, with most shipments going at the lower figure. The dealers expect the crop to be about finished by the end of next week.

Canadian peaches of the cling-stone variety have begun to appear, and realize from 50c up. Shipments of Alberta peaches brought from \$3.75 to \$4.25. Cherries remain fairly plentiful at from 65c to 90c, some choice baskets bringing \$1. Gooseberries advanced, the smalls from 70c to 90c a basket. Canadian plums are beginning to come in. The specimens of watermelons were not up to last week in size, and the price on Tuesday's market dropped from 5c to 15c. Red currants are 1c higher, while California cantaloupes dropped 50c.

Blueberries have started to come in steadily, and are quoted at from \$1.75 to \$2.00. Thimbleberries also made their appearance this week, opening at 16c and 17c, and one dealer pointed with pride to his first lot of Canadian apricots, 11-quart basket for \$1.25, grown at Jordan; "the finest as a starter that I have seen in five years," he remarked.

Ontario apples are coming in slowly, and are selling at 35c to 40c a basket.

Bananas, per bunch	1 50	2 25
Blueberries	1 75	2 00
Cantaloupes, California, 4½s, case	4 25	4 50
Currants, red, per qt.	0 08	0 10
Cherries, Canadian, 11-qt. bkt.	0 65	0 90
Cherries, Canadian, 6-qt. bkt.	0 40	0 50
Cocconuts, per sack of 80	5 00	5 50
Gooseberries—		
Smalls, 6-qt. basket	0 25	0 35
Smalls, 11-qt. basket	0 70	0 90
English, 6-qt. basket	0 45	
English, 11-qt. basket	1 25	
Lemons, Verdell, new	5 50	6 00
Oranges, California Valencias	5 50	6 25
Limes, per box of 100		1 25
Peaches, St. John and Crawfords, box of 8-10 dozen	2 00	2 25
Pears, California, boxes Bartletts	4 50	
Peaches, Georgia, 6 bkt. carriers	3 25	4 50
Plums, Clyman, box	1 75	2 25
Plums, Tragedy, box	1 75	2 00
Raspberries, per qt.	0 14	0 16
Thimbleberries	0 16	0 17
Watermelons, 23 to 35 lbs.	0 35	0 50

VEGETABLES.—Imported peas and carrots have disappeared before a fair supply of the Ontario product, and only a stray shipment of New Brunswick potatoes could be found. This does not imply that Ontario new potatoes have the field. These can muster only in one-peck lots, and the Virginian and Maryland barrels are enjoying the advantages of one last monopoly of the market. Up, up, up they have gone. Two weeks ago at \$3; one week ago at \$3.25 to \$3.50; now \$3.50 is the lowest quotation, and \$3.75 has been paid, with the prospects of that being the minimum before the close of the week.

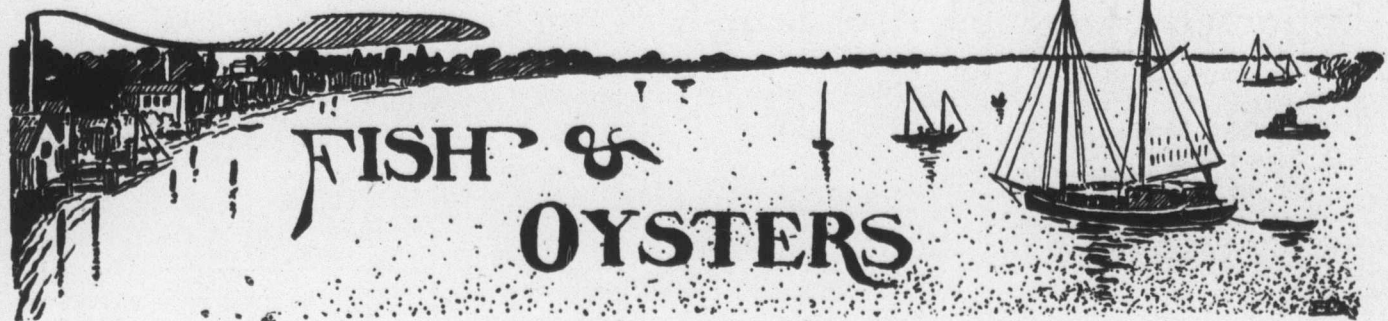
"However," remarked an importer to The Canadian Grocer, "this is mild compared with last year. They opened then at \$6, dropped to \$4, and just before Canadian-grown were plenty rushed up to \$5 and \$5.25. We secured a car of New Brunswick this week, about the only one going, and cleaned out at \$1 a bag."

Canadian cucumbers are selling at \$1.75 a basket, and corn at 15c to 20c, some choice lots reaching 25c. Canadian tomatoes advanced 25c a basket. Beans and peas each dropped 5c to 10c per 11-qt. basket.

Beans, wax, 11-qt., per basket	0 75	0 80
Beets, Canadian, new, per basket	0 25	0 30
Carrots, Canadian, new, doz. bchs.	0 25	
Cabbage, Canadian, crate of 30	3 25	
Cauliflower, Canadian, cr. of 2 doz.	1 25	1 25
Corn, new, crate of 5 doz.	0 75	1 00
Cucumbers, Florida, hamper	1 75	2 00
Lettuce, domestic heads, basket	0 30	0 35
Mushrooms, per lb.	0 30	0 75
Onions—		
American, new, hamper	1 50	
Egyptian, sack of 112 lbs.	2 25	2 50
Texas, Bermudas, 50-lb. crate	1 40	1 50
Bermudas, 50-lb. crate	1 50	
Green, imported, per doz.	0 25	0 30
Parsley, large bunches, doz	0 75	
Peas, green, 11 qt. bkt.	0 50	0 60

Potatoes—		
New, per barrel	3 50	3 75
New Brunswick, per bag	0 75	0 75
Ontario, old, per bag	0 75	0 85
Ontario, new, per peck	0 40	
Radishes, doz. bunches, domestic	0 30	
Rhubarb, domestic, doz. bunches	0 20	
Tomatoes, Canadian, basket	1 75	2 00
Tomatoes, Mississippi, 4-bkt. carriers	1 50	1 75
Water cress, domestic, 11-qt. basket	0 35	0 50

The general store of Ed. D. Lowrey, St. David's, Ont., sustained a fire loss last week estimated at \$5,000. The meat department was the portion that suffered most. The loss is covered by insurance.



Camping Lowers Demand for Fish

Tendency of Prices in Montreal is Higher, but Lower in Toronto—Supply of Gaspé Salmon Not Equal to Demand—Lobsters Still Going Up.

MONTREAL.

FISH.—Owing to people moving out to summer homes, city demand is easing off somewhat, but on other hand the opening of summer hotels has greatly stimulated fresh fish trade.

Following are the price changes of the week. It will be noted that all are in an upward direction. Halibut, doree, carp and lobsters, each up 1 cent per pound; Gaspé salmon up 2 cents per pound; and crab meats up 50 cents per gallon. Two reasons are given for halibut and Gaspé salmon advancing: first, supplies are again giving out, as is customary at this season of the year, and second, demand of late has been increasing at a more rapid rate than volume of fish caught. Thus, higher prices for some time would appear assured.

Fresh haddock is ruling low, and selling in large quantities. More word is expected shortly about supplies of cod. So far, stocks obtained are good, and fishing on whole, has been well up to the average.

Lake fish, particularly doree and pike are in short supply, with very few being caught. Carp, too, which has always had a large sale, is now scarcely available even at high prices which are being requested.

Fresh mackerel is now drawing to an end but a good many are still coming from districts where fish strike late in the season. Trade is quiet, save in lobsters which are in good demand and advancing gradually in price with shortness of supplies. Scarcity of canned lobsters has been so keenly felt that a further advance of 10 per cent. above opening prices was made last week.

Fresh Stock—		
Barbotte, dressed, lb.	0 09	0 10
Bluefish, per lb.	0 18	0 18
Carp, 100 lb. boxes, per lb.	0 07	0 08
Cod, market, 250 lb. cases, per lb.	0 12	0 13
Doree, 100 and 150 lb. cases, per lb.	0 06	0 07
Flounders, per lb.	0 05	0 05
Frogs legs, large, per lb.	0 25	0 25
Frogs legs, small, per lb.	0 04	0 05
Haddock, per lb.	0 11	0 12
Halibut, per lb.	1 80	1 80
Herring, per 100 fish	0 09	0 10
Percch, dressed, per lb.	0 07	0 08
Pike, dressed, per lb.	0 15	0 16
Salmon, B.C. red, per lb.	0 15	0 16

Salmon, Gaspé, per lb.	0 17	0 18
Steak cod, per lb.	0 06	0 06
Smelts, per lb.	0 12	0 12
Trout, brook, per lb.	0 30	0 30
Trout, lake, per lb.	0 11	0 12
Turtles, small, per lb.	0 15	0 15
Whitefish, per lb.	0 11	0 12
Frozen Stock—		
Haddock, per lb.	0 04	0 05
Herring, per 100 fish	1 50	1 50
Pike, per lb.	0 06	0 06
Smelts, fancy, per lb.	0 12	0 13
Smelts, No. 1, per lb.	0 08	0 09
Salmon, fancy, Spring, per lb.	0 14	0 15
Salmon, Gaspé, per lb.	0 15	0 16
Salmon, Qualla, per lb.	0 07½	0 08
Whitefish, per lb.	0 07	0 10
Prepared Stock—		
Boneless fish, 20 lb. pkgs.	0 07	0 08
Cod, pure, cs. of 20 tablets, per lb.	0 10½	0 10½
Cod, pure, 3 lb. box, per lb.	0 15	0 15
Cod, boneless strip, 30 lb. box, lb.	0 10	0 10
Cod, boneless strip, 2 lb. blks., in 20 lb. pkgs., lb.	0 07	0 08
Cod, shredded, box of 2 doz.	1 80	1 80
Cod, skinned, per 100 lb. box.	6 00	6 00
Cod, dried, per 100 lb. bundle.	6 50	6 50
Pollock, dried, per 100 lb. bundle.	6 00	6 00
Salted and Pickled Stock—		
Cod, green, ordinary, per 200-lb. bbl.	7 00	8 00
Cod, green, white napes, per 200-lb. bbl.	8 00	9 00
Haddock, No. 1, green, per 200 lbs.	5 00	6 00
Herring, Holland, per keg, 70 to 75c; per ½ bbl., \$3.00 to \$6.00; per bbl.	9 00	10 00
Herring, Labrador, ¼ bbl., \$2.75, bbl.	5 00	5 00
Herring, Scotch, keg of 12 lbs. net, \$1.10, ¼ bbl.	7 00	7 00
Mackerel, No. 1, 20 lb. kits, \$1.75, ¼ bbl., \$7.50, bbl.	15 00	15 00
Salmon, Labrador, ¼ bbl., \$8.00 to \$9.00, bbl.	15 00	16 00
Trout, lake, kegs	7 00	7 00
Trout, sea, half barrels	6 50	6 50
Smoked Stock—		
Bloaters, per box	1 00	1 10
Fillets, regular and fancy, lb.	0 10	0 12
Haddies, regular and fancy, lb.	0 06	0 08
Herring, new, per box	0 13	0 15
Kippers, small, box of 50 fish.	1 00	1 25
Salmon, per lb.	0 22	0 22
Shell Fish, Fresh—		
Clams, per lb.	7 00	7 00
Crab meats, per gal.	2 50	2 50
Lobsters, live, per lb.	0 25	0 28
Lobsters, boiled, per lb.	0 27	0 29
Meats, solid, standards, gal., \$1.80; selects	1 80	1 80
Meats, solid, standards, gal., \$1.80; selects	2 00	2 00
Oysters, Cape Cod, shell	12 00	12 00
Periwinkles, per bushel	2 50	2 50
Prawns, per gal.	2 00	2 00
Scallops, per gal.	2 75	2 75
Shrimps, per gal.	2 00	2 00

TORONTO.

FISH.—The demand for fresh fish remains fair this week. The heavy supply of halibut has caused the price to sag a cent, and whitefish is a little easier. In fact the whole market shows a tendency to decline owing to the lower quotations which have been received preparatory to winter stocking.

Frozen Stock—		
Roe shad, weight 3 lbs., each	1 00	1 25
Whitefish, per lb.	0 09	0 10
Fresh Caught—		
Haddock, per lb.	0 06½	0 07
Halibut, per lb.	0 10	0 11
Herring, per lb.	0 05	0 05
Lobsters, live, per lb.	0 40	0 50
Mackerel, weighing 1¼-3 lbs., each	0 15	0 25
Pickered, yellow, per lb.	0 10	0 10
Pike, per lb.	0 08	0 07
Roe shad, weight 3 lbs., each	1 00	1 50

Salmon, Restiguse, per lb.	0 18	0 20
Salmon, B.C., per lb.	0 07	0 19
Steak, cod, per lb.	0 07	0 08
Trout, per lb.	0 10	0 11
Whitefish, per lb.	0 10	0 11

Smoked—		
Finnan haddie, per lb.	0 08	0 08
Kippers, box of 40	1 10	1 25
Bloaters, box of 60	1 25	1 25
Prepared—		
Cod, 1 lb. tablets, case of 20	2 00	2 00
Salted and Pickled—		
Herring, Holland, per keg	0 60	0 60

ST. JOHN.

FISH.—The fish market of late has had a wide variety of offerings in fresh stocks. Record catches of salmon were made this week. Two boats brought to port a remarkable record, four hundred large, firm salmon, instead of the usual catch of one hundred and fifty, by the fleet off Lorneville. Despite the greatly increased catches which have been made there has been no lower price than in years when there was a scarcity, this probably being due to the fact that the demand from Boston, Maine, and Upper Canada was much greater than in other years. The salmon run will not last much longer. Haddock have been in good demand at 5 cents, halibut fairly plentiful at 15, and fresh mackerel from 10 to 25 cents each. Stocks of salt fish are not much called for, dealers reporting the run mostly on fresh lines.

HALIFAX.

FISH.—Speaking generally, foreign markets are dull. It is usual in midsummer to have such an experience in fish trade. The 4th of July in Boston used to end spring mackerel purchases and further south the hot weather curtains trade and causes fish to more rapidly deteriorate than during the cooler autumn and winter seasons. Add to this the fact that scarce money is making itself felt the world over, there is little reason to doubt that the fish trade suffers with all other branches of commercial activity.

Considerable catches of dry fish have been secured along the southern coast and these are now being marketed in small lots. Salt mackerel are in fair supply, low prices lately offered for fresh medium and small mackerel having caused nearby fishermen to salt late catches. There is, therefore, quite a few early summer mackerel to be marketed.



Produce & Provisions



Lard Advances; Another Rise in Hogs

Cotton Oil Carried Up Compound Lard—Cooked Meats Promise to Remain Up—Butter Shows Downward Tendency—Eggs Higher on Account of Shrinkage.

The feature of this week's provision market is the sharp advance in compound lard from $\frac{1}{4}c$ to $\frac{1}{2}c$, and a likelihood of a further rise to $\frac{3}{4}c$ and $1c$, as compared with one week ago. Indeed, some packers on Tuesday were quoting at $\frac{3}{4}c$ advance. The cause for the movement was the soaring of cottonseed oil, due, some claimed, to speculation on the coming crop. The Montreal market showed a uniform advance of $\frac{1}{4}c$. The quotations in Toronto ran all the way from $10\frac{1}{4}$ - $10\frac{1}{2}c$ to $10\frac{3}{4}$ - $11c$ for tierces, with tubs and pails $\frac{1}{4}c$ and $\frac{1}{2}c$ higher, respectively.

Live hogs continued their upward movement, and at \$9.65, f.o.b., are \$1.80 per cwt. higher than one year ago.

Butter had a slight decline, while eggs were higher, with cheese easier. The following were boarded on the Toronto Produce Exchange on Monday of this week:—

BUTTER—Dairy, 50 box market prints, $23\frac{1}{2}c$; no offer. Creamery, 25 box solids, finest, $24\frac{1}{2}c$, no offer; 50 box solids, finest, $24\frac{1}{2}c$, no offer; 46 box solids, fresh, $24c$, no offer.

EGGS—25 cases rots out, $22\frac{1}{2}c$, 22c offered; 50 cases rots out, $22\frac{1}{4}c$, 22c offered.

CHEESE—25 box large, new, $13\frac{1}{2}c$, no offer; 25 box twins, new, $13\frac{3}{4}c$, no offer; 80 box twins, new, f.o.b., $13\frac{1}{2}c$, no offer; 50 box Sept., large, f.o.b., $13\frac{1}{4}c$, no offer; 50 box Sept., large, $13\frac{1}{4}c$, no offer.

HONEY—80 tins 60's new clover, $11\frac{1}{2}c$; 10c offered.

100 bags prime beans, \$1.65.

MONTREAL.

PROVISIONS.—Owing to prices on cotton oil shooting away out of sight, prices on compound lard have this week advanced $\frac{1}{4}c$, and hold quite firm at new level. As market on oil is strong, lard prices may advance even further, but on this dealers are not certain. They agree, however, that price of oil would quite justify a further advance.

Pure lard is fairly weak owing to heavy stocks being held locally. Market, however, holds steady.

Meats of all kinds hold quite firm owing to advance in price of raw material, which on week has moved up about a quarter. Demand holds good, and should prices on hogs continue to advance, an upward price movement might be expected.

Hams—		Per lb.
Light, under 12 lbs.	.....	0 21
Medium, 12 to 20 lbs.	.....	0 20 $\frac{1}{2}$
Large, 20 to 40 lbs.	.....	0 19 $\frac{1}{2}$
Bacon—		Per lb.
Plain, bone in	.....	0 23 $\frac{1}{2}$
Boneless	.....	0 26
Peameal	.....	0 28
Bacon—		Per lb.
Breakfast	.....	0 21
Roll	.....	0 17
Shoulders, bone in	.....	0 16
Shoulders, boneless	.....	0 16 $\frac{1}{2}$
Cooked Meats—		Per lb.
Hams, boiled	.....	0 30
Hams, roasted	.....	0 32
Shoulders, boiled	.....	0 26 $\frac{1}{2}$
Shoulders, roasted	.....	0 27 $\frac{1}{2}$
Dry Salt Meats—		Per lb.
Long clear bacon, 50-70 lbs.	.....	0 15 $\frac{1}{2}$
Long clear bacon, 80-100 lbs.	.....	0 14 $\frac{1}{2}$
Flanks, bone in, not smoked	.....	0 15 $\frac{1}{2}$
Barrelled Pork—		Per bbl.
Heavy short cut clear	.....	29 00
Clear fat pork	.....	28 00
Clear pork	.....	27 00
Lard, Pure—		Per lb.
Tierces, 375 lbs. net	.....	0 13 $\frac{1}{2}$
Tubs, 50 lbs. net	.....	0 14
Boxes, 50 lbs. net	.....	0 14
Pails, wood, 20 lbs. net	.....	0 13 $\frac{1}{2}$
Pails, tin, 20 lbs. gross	.....	0 11 $\frac{1}{2}$
Cases, 10-lb. tins, 60 in case	.....	0 14 $\frac{1}{2}$
Cases, 3 and 5-lb. tins, 60 in case	.....	0 14 $\frac{1}{2}$
Bricks, 1 lb. each	.....	0 15 $\frac{1}{2}$
Lard, Compound—		Per lb.
Tierces, 375 lbs. net	.....	0 11
Tubs, 50 lbs. net	.....	0 11 $\frac{1}{2}$
Boxes, 50 lbs. net	.....	0 11 $\frac{1}{2}$
Pails, wood, 20 lbs. net	.....	0 11 $\frac{1}{2}$
Pails, tin, 20 lbs. gross	.....	0 11
Cases, 10-lb. tins, 60 in case	.....	0 11 $\frac{1}{2}$
Cases, 3 and 5-lb. tins, 60 in case	.....	0 12
Bricks, 1 lb. each	.....	0 12 $\frac{1}{2}$
Hogs—		Per cwt.
Live, f.o.b.	.....	9 60
Live, fed and watered	.....	10 75
Dressed	.....	15 00

BUTTER.—Easiness in country finally caused a decline in local prices, so that late last week butter dropped $1c$ all round. On Monday St. Hyacinthe quoted $23\frac{1}{2}c$ and Cowansville $23\frac{3}{4}c$. Under these figures probabilities would be for further decline. Just now, however, situation is considered by dealers as steady, and likely to hold.

There is another point, however, to consider. Though market looks low enough, financial conditions are liable to enter.

Stocks held here are fairly heavy, so that being fairly well loaded, some dealers find their available line of

credit pretty well used up. Should they be forced to sell any quantity market would likely again tumble.

Butter—		Per lb.
Creamery prints, fresh	.....	0 26 $\frac{1}{2}$
Creamery solids	.....	0 26
Dairy prints	.....	0 23
Dairy solids	.....	0 23
Separator prints	.....	0 23
Separator solids	.....	0 23

EGGS.—Some dealers are still paying $20c$ f.o.b., country points, for stuff coming to big centres, but for local centres even higher prices are being realized. This market continues to hold fairly firm.

Quality for season is well above average. Owing to efforts of Department of Agriculture to lessen losses gradually beginning to bear fruit, shrinkage has been less marked, and general quality better than in past seasons.

Eggs, case lots—		Per dozen.
New laid	.....	0 29
Selects	.....	0 27
No. 1s	.....	0 24
No. 2s	.....	0 21
Splits	.....	0 19
New laid eggs, in cartons	.....	0 30

CHEESE.—Cheese continues easier at country points, prices now being about $\frac{1}{4}c$ below last week. Owing to high prices prevailing locally dealers are disgusted with situation, claiming they are making no money at all. Accordingly all efforts are being devoted to hammering prices down.

Cheese—		New.	Old.
Large	.....	0 13	0 14 $\frac{1}{2}$
Twin	.....	0 13	0 15
$\frac{1}{2}$ Twin	.....	0 13 $\frac{1}{2}$	0 15
Stilton	.....	0 13	0 17

POULTRY.—Spring geese are expected on market in about two weeks' time now. Poultry market on whole is only fair. Heavy arrivals are having tendency to bring prices down. Production seems fully as large, if not larger, than last year owing to a larger number of farmers going into chicken raising by incubator system.

Frozen Stock, Dressed—		Per lb.
Broilers	.....	0 24
Broilers, milk fed	.....	0 29
Chickens	.....	0 21
Ducks	.....	0 22
Fowl	.....	0 18
Turkeys	.....	0 23
Fresh Stock—		Per lb.
Broilers, spring, live	.....	0 26
Broilers, spring, 3 lb. pr., dressed	.....	1 25
Ducks, spring, dressed	.....	0 26
Ducks, old, dressed	.....	0 15
Fowl, live	.....	0 16
Fowl, dressed	.....	0 21
Turkeys, old Tom, dressed	.....	0 22

TORONTO.

PROVISIONS.—The advance in compound lard has been noted. Pure lard remains unchanged at last week's prices, but is firmer owing to the rise in hogs. The market in live hogs is taking no rest. Two weeks ago an increase was reported and a slight advance last week, but the upward movement became more active this week, and \$9.65 for live hogs f.o.b. per cwt. was reached, with an even \$10 for fed and watered. The scarcity of the supply is the reason assigned. One year ago live hogs f.o.b. were bringing only \$7.85. The result, naturally, is still more to stiffen prices of hams and bacon. Boiled ham reflected the tendency of the market and 29c ceased to be quoted. Backs advanced 1c.

The high prices of meats are causing some grumbling among the wholesalers, who see a slicing of their margins. All stocks are low at the present time.

Hams—		
Light, per lb.	0 21	
Medium, per lb.	0 21	
Large, per lb.	0 18	0 15½
Bacon—		
Plain, per lb.	0 24	0 25
Boneless, per lb.	0 25	0 26
Pea meal, per lb.	0 24	0 25
Bacon—		
Breakfast, per lb.	0 30	0 31
Roll, per lb.	0 16	0 16½
Shoulders, per lb.	0 13½	0 14½
Pickled meats—1c less than smoked.		
Dry Salt Meats—		
Long clear bacon, light	0 15½	0 16
Long clear bacon, heavy	0 15	0 15½
Cooked Meats—		
Hams, boiled, per lb.	0 30	
Shoulders, boiled, per lb.	0 30	
Shoulders, roast, per lb.	0 22½	0 23½
Barrelled Pork—		
Heavy mess pork, per bbl.	24 00	25 00
Short cut, per bbl.	28 50	29 00
Lard, Pure—		
Tierces, 400 lbs., per lb.	0 14	0 14½
Tubs, 60 lbs., per lb.	0 14½	0 14½
Pails, 20 lbs., per lb.	0 14	0 14½
Pails, 3 and 5 lbs., per lb.	0 15½	0 15½
Bricks, 1 lb., per lb.	0 15½	
Lard, Compound—		
Tierces, 400 lbs., per lb.	0 10½	0 10½
Tubs, 60 lbs., per lb.	0 10½	0 10½
Pails, 20 lbs., per lb.	0 10½	0 11
Hogs—		
Live, f.o.b., per cwt.	9 65	
Live, fed and watered, per cwt.	10 00	
Dressed, per cwt.	14 00	

BUTTER.—Heavy stocks, good weather and plentiful offerings combined to draw the market down somewhat this week. While the best of creamery remained at 28c and a few choice lots at 29c, creamery solids dropped 1c to 24c and 25c. Other lines held steady.

Butter—		
	Per lb.	
Creamery prints, fresh	0 26	0 28
Creamery solids	0 24	0 25
Dairy prints, choice	0 21	0 23
Dairy solids	0 20	0 22
Separator prints	0 23	0 25
Separator solids	0 21	0 22

EGGS.—The inevitable has happened in the egg market. The unfortunate tendency towards carelessness on the part of the producer the last two or three weeks has produced a scarcity in selected eggs, with the great majority of the purchases branded "bad" or seconds. Produce men are receiving angry letters from farmers and merchants, whose cheques were influenced by the rejection process of the candlers, but the fault lies in the producer's direction only. With the supply of the best quality thus cut down, it is not

surprising that 28c was paid for selected stock, with 1c additional in cartons.

Eggs, case lots—			
Selected new laid	Per dozen.	0 26	0 28
Selected new laid, in cartons		0 25	0 29
Fresh gathered		0 23	0 24
No. 2's		0 18	0 20
Splits		0 17	0 18

CHEESE.—In spite of the repetition of local cheese markets selling at prices that averaged half a cent lower than one week ago, the Toronto market refused to recognize them as an authority, and, though transactions went through at a shade easier rates, the tendency was to hold up close to last week's quotations. As one buyer explained it:

"It is the English market that really fixes our prices, and in any case we hardly ever offer cheese for sale in Ontario until it is at least one month old.

"The make now is lighter than a year ago," he added, "partly owing to dried milk cutting a swath in the supply."

Cheese—		
Old, large	0 15	0 15½
Old, twins	0 15½	0 15½
New, large	0 14½	0 14½
New, twins	0 14½	0 15

HONEY.—A fair supply of this season's make is coming in. The price is slightly lower than last year to start with.

Honey, in combs, dozen	2 50	3 00
Honey, strained, per lb.	0 11	0 11½

Merchant Conducting Good-Egg Campaign

Walter Kidd, Indian River, Ont., Gives Strong Talk on Marketing Fresh Eggs Through His Own Store Paper—Tells Customers Frankly About Bad Eggs He Has Bought and Shows Convincingly How Community Loses.

Canadian Grocer has for many years been interested in the marketing of fresh eggs when they are fresh. Suggestions have been repeatedly made that the general merchant buying eggs from the producer should educate the latter towards the best methods for building up the egg trade.

One general dealer who is working successfully along this line is Walter Kidd, Indian River, Ont. A few weeks ago this paper reproduced a news sheet which Mr. Kidd is publishing to talk to his customers. In the third number of this he tells them about eggs. The talk is interesting, straightforward but judicious and undoubtedly should do much good in his district. It is worth reproduction:—

"You have read of the enormous losses caused each year by improper care of eggs. In the United States it sums up into the millions of dollars and in Canada the loss is in proportion. Economists are trying to evolve a plan whereby the loss will fall on the careless one and it will not be long before the one who markets stale and rotten eggs will have to stand the loss. That would very soon improve matters. Now, we have tried to educate our customers to bring in nothing but strictly new laid eggs not over seven days old, clean looking stock one would not be afraid to boil and place on the table. We have succeeded in a measure but there is still need for improvement.

A Reasonable Appeal.

Only a short time ago a certain party sold us eggs, as strictly new laid, which had been taken from an incubator. I presume they were taken out as unfertile in five days. These eggs sent out by us in good faith as new laid

nearly lost us our best customer in Montreal. Had we lost this market it would have meant a loss to every customer in the store, as we would have had to lower the price. Did the party who sold those eggs ever think that it was doing his neighbor an injury? A few days after when packing eggs to ship we picked out four eggs which did not look healthy and upon breaking them found four well developed chickens. We would like to think these eggs were brought in innocently but what do you think? Imagine me guaranteeing my eggs as new laid and having a good customer boil them and place them on the table. Would he ever want any more?

Result Getting Argument.

"Do you know that the price we pay helps to keep up the price at nearby points? Two weeks ago we heard complaints from several points about the high price we were paying and requesting that we get the price down or it was intimated a "price war" would begin. It was said we were causing a great deal of commotion and trouble in the egg market. We are not paying more than we can afford if we get the right kind of stock. Neither do we regulate our prices by what others pay but give what we can and have a living profit for ourselves. It will pay you to gather your eggs as often as possible and market as often as you can. Keep the nests and eggs clean and use china nest eggs. There is money in eggs; get all out of them you can."

A campaign of this character if begun by every general merchant having difficulty with eggs must do a great deal to place this market on a much more sound footing.

QUOTATIONS FOR PROPRIETARY ARTICLES

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

BAKING POWDER.

ROYAL BAKING POWDER.

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

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

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Baking Powder—5-lb. size, \$3.25; 1-lb. tins, \$2; 12-oz. tins, \$1.60; 8-oz. tins, \$1.20; 6-oz. tins, 90c; 4-oz. tins, 65c; 5c tins, 40c.

BORWICK'S BAKING POWDER

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

COOK'S FRIEND BAKING POWDER.

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

In Tin Boxes—

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

FOREST CITY BAKING POWDER.

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

BLUE.

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

COUPON BOOKS—ALLISON'S.

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

UN-NUMBERED.

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

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

CEREALS.

WHITE SWAN SPICES AND CEREALS, LTD.

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

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

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

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

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

White Swan Flaked Rice, \$1.

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

DOMINION CANNERS.

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

Jellies.

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

Marmalade.

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

Pure Preserves—Bulk.

	5 lbs.	7 lbs.
Strawberry	0 60	0 95
Black currant	0 60	0 95
Raspberry	0 60	0 95

14's and 30's per lb.

Strawberry	0 13
Black currant	0 13
Raspberry	0 13

Freight allowed up to 25c per 100 lbs.

COCOA AND CHOCOLATE THE COWAN CO., LTD.

Cocoa—

Perfection, 1-lb. tins, doz.	4 60
Perfection, ½-lb. tins, doz.	2 40
Perfection, ¼-lb. tins, doz.	1 25
Perfection, 10c size, doz.	0 90
Perfection, 5-lb. tins, per lb.	0 35
Soluble, bulk, No. 1, lb.	0 20
Soluble, bulk, No. 2, lb.	0 18
London Pearl, per lb.	0 22

Special quotations for Cocoa in barrels, kegs, etc.

Unsweetened Chocolate—

Supreme chocolate, ½'s 12-lb. boxes, per lb.	0 35
Perfection chocolate, 20c size, 2 doz. in box, doz.	1 80
Perfection chocolate, 10c size, 2 and 4 doz. in box per doz.	0 90
Sweet Chocolate— Per lb.	
Queen's Dessert, ¼'s and ½'s, 12-lb. boxes.	0 40
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, ¼-lb., 6 and 12-lb. boxes	0 35
Diamond, 8's 6 and 12-lb. boxes	0 29
Diamond, 6's and 7's, 6 and 12-lb. boxes	0 25
Diamond, ¼'s, 6 and 12-lb. boxes	0 26

Icings for Cake—

Chocolate, white, pink, lemon orange, maple, almond, coconut, cream, in ½-lb. packages, 2 doz. in box, per doz.	0 90
Chocolate Confections—per lb.	
Maple buds, 5-lb. boxes ..	0 37
Milk medallions, 5-lb. bxs.	0 37

Chocolate wafers, No. 1, 5-lb. boxes	0 31
Chocolate wafers, No. 2, 5-lb. boxes	0 26
Nonparell wafers, No. 1, 5-lb. boxes	0 31
Nonparell Wafers, No. 2, 5-lb. boxes	0 26
Chocolate ginger, 5-lb. bxs.	0 31
Milk chocolate wafers, 5-lb. boxes	0 37
Coffee drops, 5-lb. boxes ..	0 37
Lunch bars, 5-lb. boxes ..	0 37
Milk chocolate, 5c bundles, 3 doz. in box, per box.	1 36
Royal Milk Chocolate, 5c cakes, 2 doz. in box, per box	0 85

Nut milk chocolate, ½'s, 6-lb. boxes, lb.	0 37
Nut milk chocolate, ¼'s, 6-lb. boxes, lb.	0 37
Nut milk chocolate, 5c bars, 24 bars, per box	0 85
Almond nut bars, 4 bars, per box	0 85

EPPS'S.

Agents—F. E. Rebson & Co., Toronto; Forbes & Nadeau, Montreal; J. W. Gorham & Co., Halifax, N. S.; Buchanan & Gordon, Winnipeg.
In ¼, ½ and 1-lb tins, 14-lb. boxes, per lb. 0 35
Smaller quantities

JOHN P. MOTT & CO.'S.

G. J. Estabrook, St. John, N.B.; J. A. Taylor, Montreal, P.Q.; F. M. Hannum, Ottawa, Ont.; Jos. E. Huxley & Co., Winnipeg, Man.; Tees & Perse, Calgary, Alta.; Johnson & Yockney, Edmonton; D. M. Doherty & Co., Vancouver and Victoria.
Elite, 10c size (for cooking) dozen

WALTER BAKER & CO., LTD.

Premium No. 1, chocolate, ¼ and ½-lb. cakes, 34c lb.; Breakfast cocoa, 1-5, ¼, ½, 1 and 5-lb. tins, 39c lb.; German's sweet chocolate, ½, and ¼-lb. cakes, 6-lb. boxes, 26c lb.; Caracas sweet chocolate, ¼, and ½-lb. cakes, 6-lb. boxes, 32c lb.; Auto sweet chocolate, 1-6 lb. cakes, 6-lb. boxes, 32c lb.; Cinqueme sweet chocolate, 1-5-lb. cakes, 6-lb. boxes, 21c lb.; Falcon cocoa (hot or cold soda), 1-lb. tins, 34c lb.; Cracked Cocoa, ¼-lb. pkgs., 6-lb. bags, 31c lb.; Caracas tablets, 5c cartons, 40 cartons to box, \$1.25 per box.

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

THE CANADIAN GROCER

CONDENSED AND EVAPORATED MILK.

BORDEN MILK CO., LTD.

East of Fort William, Ont.

Preserved—	Per Case.
Eagle Brand, ea. 4 doz.....	\$6 00
Reindeer Brand, ea. 4 doz.	6 00
Silver Cow Brand, ea. 4 doz.	5 40
Gold Seal Brand, ea. 4 doz.	5 25
Mayflower Brand, ea. 4 doz.	5 25
Purity Brand, ea. 4 doz...	5 25
Challenge Brand, ea. 4 doz.	4 75
Clover Brand, ea. 4 doz.....	4 75

Evaporated (Unsweetened)—

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

WHITE SWAN SPICES AND CEREALS, LTD.

WHITE SWAN BLEND.

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

Presentation (with tumblers) 28c per lb.

MINTO BIOS.

MELAGAMA BLEND.

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

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

FLAVORING EXTRACTS. SHIRRIFFS

Quintessential.

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

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

Discount on application.

CRESCENT MFG. CO.

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

GELATINE.

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

CLARK'S PORK AND BEANS

IN TOMATO SAUCE.

	Per doz.
No. 1, 4 doz. in case	0 60
No. 2, 2 doz. in case	0 95
No. 3, flats, 2 doz. in case	1 15
No. 3, talls, 2 doz. in case	1 35
No. 6, 1 doz. in case	4 00
No. 12, ½ doz. in case	6 50

LAPORTE, MARTIN, LIMITEE.
Montreal Agencies.

BASIN DE VICHY WATERS.

L'Admirable, 50 qts., cs. 5 00

VICHY LEMONADES.

La Savoureuse Champenoise Cork 50 qts., cs.	8 00
50 pts., cs.	5 00
La Savoureuse "Claret Brown." 100 pts., cs.	9 00
St. Nicholas Champenoise Corks. 50 qts., cs.	7 50

CASTILE SOAP.

"Le Soleil," 72 p.c. Olive Oil.	
Cs. 25 11 lb. bars, lb.	0 08½
Cs. 200 3½ lb. pieces, cs.	4 00
Cs. 12 3 lb. bars, lb.	0 10½
Cs. 50 ¾ lb. pieces, cs.	3 75
Cs. 50 1 lb. sq. pieces, cs.	4 50
Cs. 50 1 lb. long pieces, cs.	4 50
Cs. 200 300 grs. pieces, cs.	12 00
Cs. 100 300 grs. pieces, cs.	6 00
Cs. 200 200 grs. pieces, cs.	7 50

ALIMENTARY PASTES.

BLANC & FILS.

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

DUFFY & CO. BRAND.

Grape Juice, 12 qts.	4 75
Grape Juice, 24 pts.	5 00
Grape Juice, 36 splts	4 75
Apple Juice, 12 qts.	3 75
Apple Juice, 24 pts.	4 50
Champagne de Pomme, 24 p	5 90

Motts Golden Russett—

Sparkling Cider, 12 qts.	4 50
Sparkling Cider, 24 pts.	4 75
Sparkling Cider, 36 sp.	4 90
Extra Fins, 100½	16 00
Apple Vinegar, 12 qts.	2 40

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

	Per case
Extra Fins, 50 1 kilo	14 50
Extra Fins, 100 ½ kilo	15 00
Tres Fins, 100 ½ kilo	13 50
Fins, 100 ½ kilo	11 50
Mi-Fins, 100 ½ kilo	11 00
Moyens No. 2, 100 ½ kilo	9 50
Moyens No. 3, 100 ½ kilo	9 00
Fins 1 Frs Petit & Cie, 100 ½ kilo	10 00
Moyens, 1 Frs. Petit & Cie, 100 ½ kilo	7 50

MINERVA PURE OLIVE OIL.

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

CANNED HADDIES "THISTLE" BRAND.

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

INFANTS' FOOD.

Robinson's patent barley, ½lb. tins, \$1.25; 1-lb. tins, \$2.25; Robinson's patent groats, ½-lb. tins, \$1.25; 1-lb. tins, \$2.25.	
--	--

BOAR'S HEAD LARD

COMPOUND.

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

F.O.B. Montreal.

MARMALADE.

SHIRRIFF BRAND.

"SHREDDED."

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

"IMPERIAL SCOTCH."

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

MUSTARD.

COLMAN'S OR KEEN'S.

	Per doz. tins
D. S. F., ¼-lb.	1 40
D. S. F., ½-lb.	2 50
D. S. F., 1-lb.	5 00
F. D., ¼-lb.	0 95
F. D., ½-lb.	1 45
	Per jar
Durham, 4-lb. jar	0 75
Durham, 1-lb. jar	0 25

VERMICELLI AND MACARONI C. H. CATELLI CO., LIMITED.

Hirondelle Brand 1 lb. pkgs. Loose	
Vermicelli, Macaroni, Spaghetti, Macaroni (short cut), Animals, Stars, Alphabets, Small Paste Assorted, 30 lbs. cases	7 6½
Egg noodles, case 10 lbs. loose; case 60 pkgs, ½ lb. each	7½ 7
Marguerite Brand.	
Same assortment as above	6½ 6
Egg noodles in 10 lb. cases, loose, in 60 pkgs., ½ lb. each	7 6½
Catelli Brand.	
Vermicelli, Macaroni, Spaghetti, 5, 10, 30 lbs. (loose)	5½
30 lb. cases, 1 lb. packages	6
Terms, Net 30 days.	

D. SPINELLI CO., Registered. Globe Brand.

Vermicelli, Macaroni, Spaghetti, Macaroni (short cut), Alphabets 30 lb. case	7 6½
Spinelli Brand.	
Vermicelli, Macaroni, Spaghetti, 5, 10, 30 lb. cases (loose)	5½
30 lb. cases, 1 lb. pkgs.	6
Terms—Net, 30 days.	

JELLY POWDERS.

JELL-O.

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

JELL-O ICE CREAM POWDER

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

SOAP AND WASHING POWDERS.

SNAP HAND CLEANER.	
3 dozen to box	3 60
6 dozen to box	7 20
30 days.	

RICHARDS PURE SOAP.

5-case lots (delivered), \$4.15 each with 20 bars of Quick Naptha as a free premium.	
Richards Quick Naptha Soap. GENUINE. Packed 100 bars to case.	

FELS NAPTHA.

Prices—Ontario and Quebec:	
Less than 5 cases	\$ 5.00
Five cases or more	4 95
SAPHO MFG. CO., LTD., MONTREAL "SAPHO" INSECTICIDE.	
1-16 gall., doz.	\$ 2 00
¼-gall., doz.	6 00
½-gall., doz.	10 80
1 gall., doz.	19 20
1-16 gall., gross lot	20 00

Don't Throw Money Away



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

Why not let us handle your accounts?

Nicholson & Bain, Wholesale Commission Merchants and Brokers

Head Office—WINNIPEG, MAN.

Branches : Regina, Saskatoon, Edmonton, Calgary, Lethbridge

BACON

Do not forget to put a piece of "Star Brand" English Bacon in the order for your customer when going to Camp or Summer Home. Boneless Bacon is the best and at the same time the cheapest line of either fresh or cured meats and will not fail to give your customer the best of Satisfaction.

Made under Government inspection.

F. W. FEARMAN CO.

LIMITED

HAMILTON

Established 1854

Every day—and—
every month

the sale of—

WETHEY'S
Condensed Mince Meat

is increasing.

Don't neglect your summer opportunities to sell our packaged mince meat.

Keep it to the front.

J. H. Wethey, Limited

St. Catharines,

Canada

NATION'S

SPECIALITIES

Egg Powder
Custard Powder
Jelly Powder
Health Saline

Agents required where
not already represented

**E. J. NATION & CO.,
LIMITED**

Bristol,

England

TOMATOES, CELERY, PINEAPPLES, ORANGES, BANANAS.

Shipments of Fruits and
Vegetables arriving daily.

—Get our quotations.

Prompt shipment assured.

LEMON BROS.

Owen Sound, Ontario

Tracuzzi's

Verdellis first to arrive

They're fine

Ask your Jobber for price
now before the real
demand starts.

“St. Nicholas”

“Puck”

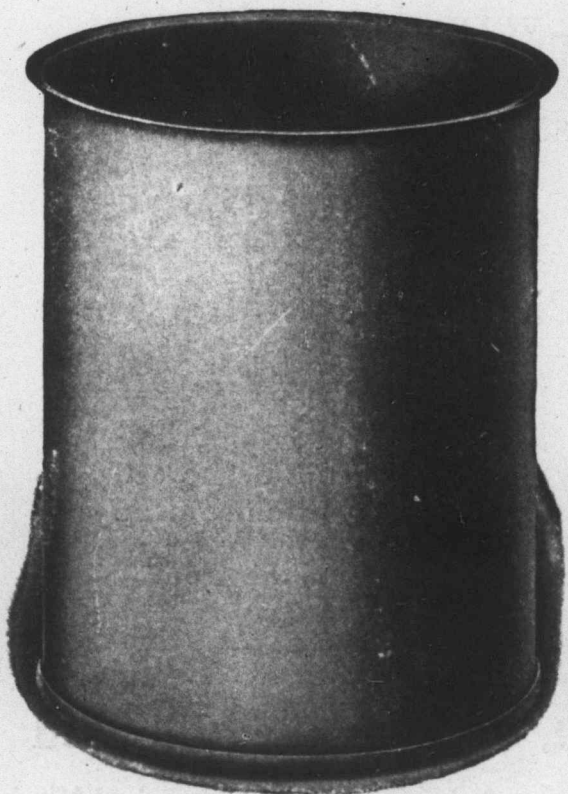
“Home Guard”

“Queen City”

J. J. McCABE

Agent

Toronto, Ont.



Sanitary Cans

“The Can of Quality”

Tomatoes, Peaches, Pears,
Plums, Apples.

Enamel Lined Cans for Straw-
berries, Raspberries, Beets.

Sanitary Can Co., Ltd.,

NIAGARA FALLS, ONT.

Local Fruits

Consisting of

**Berries, Cherries,
Gooseberries, Currants**

Imported

CANTALOUPE	WATERMELONS
PEACHES	PLUMS
CHERRIES	APPLES
TOMATOES	CUCUMBERS

Direct importers from Everywhere.

The World Our Market.

WHITE & CO., LIMITED

Wholesale Fruit and Fish

TORONTO

HAMILTON

Fresh Arrivals

Every day of all

Seasonable Fruits

**Raspberries, Cherries, Currants,
Cucumbers, Beans, Tomatoes,
Peaches, Pears, Plums,
Cantaloupes, Watermelons,
Bananas, Lemons**

The House of Quality.

HUGH WALKER & SON

Established 1861

GUELPH

and

NORTH BAY

THE ARCTIC

A Handsome Refrigerator

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

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

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



JOHN HILLOCK & CO., LIMITED

TORONTO, ONTARIO

Agents in West: J. UPRICHARD
Quebec and Maritime Provinces:

Regina, Sask.
WOLF, SAYER & HELLER

YOUR CUSTOMERS KNOW THAT HEINZ QUALITY MEANS HIGHEST QUALITY IN FOOD PRODUCTS

They know, furthermore, that they can get their money back if any of

HEINZ 57 VARIETIES PURE FOOD PRODUCTS

ever fail to please in any way.

They have confidence in the goods, and that's why the demand for Heinz foods is constantly increasing.

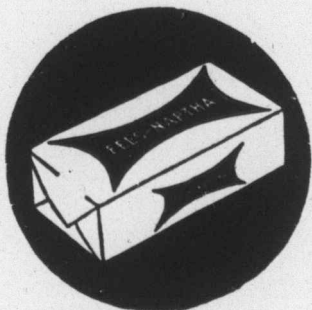
Did you ever stop to think how much you benefit by that established demand?

H. J. Heinz Company

The More

that women understand Fels-Naptha, the greater its popularity and the demand for it.

If all women knew just how much work Fels-Naptha soap so easily saves, few women, indeed, would be without it.



OUR GUARANTEE

If this polish damages your customer's piano, we'll pay for the piano. That's why live Grocers everywhere stock it. It sells, repeats, and brings new faces to a store.



Order from your jobber, or The Harry Horne Co., 309 King W., Toronto. Leadlay, Limited, Bannatyne Ave., Winnipeg, Man. Every package carries above guarantee in detail. Our travellers carry unique propositions.

ESTABLISHED 1849

BRADSTREET'S

Offices Throughout the Civilized World
OFFICES IN CANADA

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

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

THOMAS C. IRVING, General Manager
Western Canada
TORONTO

53 Highest Awards in Europe and America

WALTER BAKER & CO.'S CHOCOLATE & COCOA



Registered Trade-Mark

Our Cocoa and Chocolate preparations are Absolutely Pure — free from coloring matter, chemical solvents, or adulterants of any kind, and are therefore in full conformity to the requirements

of all Pure Food Laws.

Walter Baker & Co. Limited

Established 1780

Montreal, Can. Dorchester, Mass.

A Few Dollars More a Week

makes a big difference in your yearly income.

Have you ever thought how you might add to your weekly salary without interfering with your regular work?

Will you let us solve this problem for you?

So far this year, we have shown seventy-five enterprising and ambitious clerks how to make \$5.00 a week more during their spare hours. They will each make this additional salary every week this year, and longer should they wish.

If you would like us to show you, write to-day.

This is genuine.

THE MACLEAN PUB. CO.
143-9 University Ave., Toronto

D. & J. McCallum Perfection Scotch Whiskey

One of the most widely advertised Scotch Whiskies of the day. McCallum's Perfection Scotch is distinctive in flavor, and is noted for its mellowness of age. It does not have that "smoky" taste of most Scotch whiskies.

Stock McCallum's Perfection
WM. E. McINTYRE, LIMITED

23 WATER STREET

General Agent

ST. JOHN, N.B.

RICE'S SALT

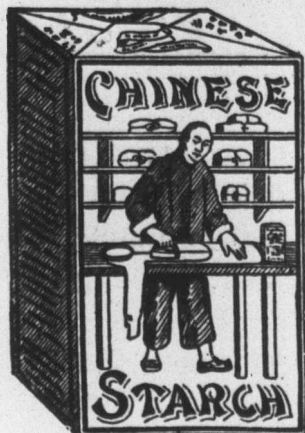
"The Salt That's All Salt"

Pure Salt to the very last grain, uniform and of superior quality. Send for a trial order and prove for yourself that Rice's is all we claim it to be.

Write for prices. Prompt Shipment

THE NORTH AMERICAN CHEMICAL CO., Ltd.
CLINTON, ONT.

No need for the housewife to wilt over the ironing board



Sell her the only starch that contains the secret process oil that makes the iron slide easily.

Chinese Starch

imparts a perfect gloss with least effort, also adds a faint aroma to the linen. Full 16 oz. to the package. Chinese Starch satisfies and keeps on selling.

Ocean Mills, Montreal

O. Lefebvre, Prop.

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



Housecleaning Season is at hand

and with it comes the demand for Whitewash Brushes, in fact Brushes of almost all kinds. See that your stock of Keystone Brand Brushes is complete. They are the most reliable in the market.

Manufactured by

Stevens-Hepner Company Limited

PORT ELGIN, - Ontario

BUY
STAR BRAND
Cotton Clothes Lines
AND
Cotton Twine

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

For Sale by All Wholesale Dealers
SEE THAT YOU GET THEM

The Money Market

GENERAL BUSINESS CONDITIONS.
REAL ESTATE, BOND AND STOCK
DEVELOPMENTS

are discussed every week in

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THE FINANCIAL POST OF CANADA

"The Canadian Newspaper for Investors."

TORONTO

CANADA

Two Lines That Every Dealer Should Support

for good sound business reasons. There are hundreds of men in your neighborhood whom you can muster around to your store for their tobacco supplies if you handle these quality tobaccos.

Rose Quesnel

a pure Canadian smoking tobacco which all smokers pronounce a favorite.

King George Navy Plug

A chewing tobacco made from specially selected tobaccos and perfect in every respect.

See your wholesaler, or drop us a line.

Rock City Tobacco Co.

Limited
QUEBEC



EVERY POUND OF
ANCHOR BRAND FLOUR

easily makes good bread

such as you will be told everywhere it is used. "I simply set it in the evening away from any stove, and, next morning, I take and knead the dough a little bit, add a little more flour, let it stand for about an hour and a half, then shape it and put it in the oven without closing the oven door for a little while—then I close the oven door, using a moderate heat for the baking, and in every instance I can guarantee splendid bread if the flour is 'Sovereign.'

Thousands of householders use **Anchor Brand Flour**, Sovereign grade, and never worry about the quality of their bread.

Leitch Brothers' Flour Mills, Ltd.

Makers of "ANCHOR BRAND FLOUR"

Oak Lake, - - - Manitoba



is the ideal chocolate for cooking and drinking purposes. Is especially suitable for icing cakes, making fudge, etc. Your customers want and should be given only the best—**MOTT'S**

JOHN P. MOTT & CO.

MANUFACTURERS

HALIFAX, NOVA SCOTIA

"COW BRAND"
Baking Soda

For satisfaction and profit there is no line of Baking Soda quite so good as COW BRAND.

It's invariably pure, of full strength, and reliable, and is always in demand by the careful cook!

Order from your jobber



CHURCH and DWIGHT
Limited

Manufacturers
MONTREAL

We have them

Giant

Prince

Globe

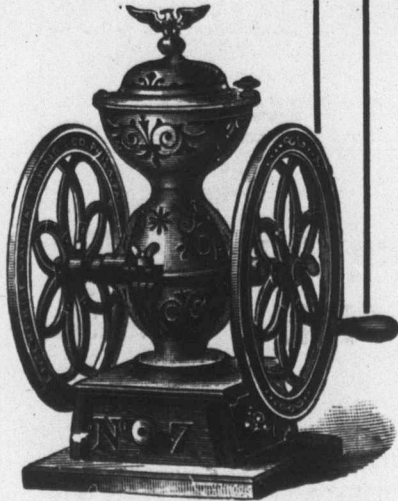
Beaver

Fruit Jar Rings

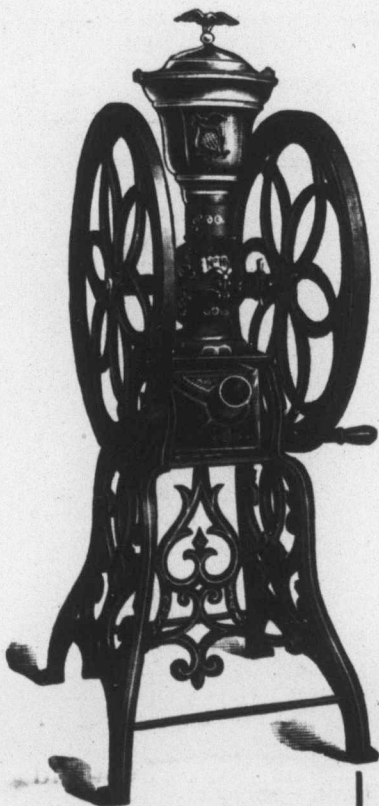
Quality Guaranteed

Walter Woods & Co.

HAMILTON and WINNIPEG



No. 7—Counter Mill



No. 16—Stand Mill

In buying a coffee mill you should consider the character under the brilliant finish.

Enterprise Coffee Mills have proven their character and stability by many years of service. Enterprise Mills have done grinding for dealers the country over for a period of over 40 years. They are quality through and through.

“Enterprise” Coffee Mills

are made under our own patents by expert mechanics. The grinding system gives absolutely uniform, perfect results. There is no crushing of the coffee, but an even grind to the fineness desired, regulated to suit requirements.

The “Enterprise” mills represent both quality and service, and are made in all styles in hand or electric power.

Get our Catalog and prices before ordering.

The
ENTERPRISE MFG. CO.
OF PHILADELPHIA

Patented Hardware Specialties
Philadelphia, U.S.A.

29 Murray St.
New York

530 Golden Gate Ave.
San Francisco

176 North Dearborn St.
Chicago

Sardines with the real sea flavor

"KING OSCAR"



By Special Royal Permission

From the moment the sardine is taken from the water until it is packed in hermetically sealed tins it goes through its several operations in the utmost cleanliness, and so quickly that it still retains its true sea flavor. Being packed in the finest quality olive oil it retains this flavor.

"KING OSCAR" Sardines represent the most tasty and nutritious fish produced on the market to-day.

Get them from wholesalers.

CANADIAN AGENTS:

J. W. Bickle & Greening

(J. A. Henderson)

Hamilton, Ontario

THE
British Columbian Fisheries, Limited

Salmon Packers

SALMON BRANDS:—

"Location"
"Dreadnaught"
"Aliford Bay"

FRESH FISH

FISHING STATIONS:—

Skidegate
Aliford Bay
Cumshewa

Manufacturers of
FISHMEAL, FERTILIZER, and SKIDEGATE DOG FISH OIL and RAT FISH OILS

OFFICES—
Bank of Ottawa Building
VANCOUVER

25 Victoria St.
LONDON, ENG.

Telegrams "Fishfoods" Vancouver



Superlative Quality Consistently Maintained

Malcolm's preserved milk products are noted for their high and unvarying quality—only the richest and purest cow's milk being used.

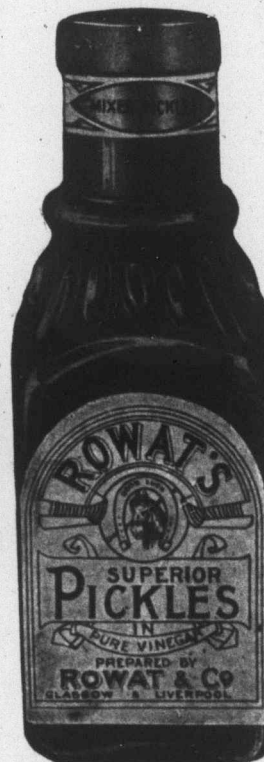
Grocers should tone up their stocks with the Malcolm lines. Your customers will appreciate them.

Order from your wholesaler or direct from the factory. Delivered in 5-case lots to any point in Ontario or East of Halifax. We will prepay freight up to 50¢ per 100 lbs.

St. George Evaporated Milk, 4 doz. in case \$3.00
Princess Condensed Milk, 4 doz. in case.. 4.50
Banner Condensed Milk, 4 doz. in case... 5.25

J. Malcolm & Son, St. George, O n

They're Rowat's



and that is saying much for any pickle. Rowat's pickles, relishes, etc., have that distinctive flavor known only to themselves—the flavor that has made the name Rowat's famous in the pickle world.

They represent good profits for the grocer and extra value for the consumer.

Rowat & Co.
Glasgow, Scotland

CANADIAN DISTRIBUTORS
Snowdon & Ebbitt, 325 Cortina Building, Montreal, Quebec, Ontario, Manitoba, and the Northwest; F. K. Warren, Halifax, N.S.; J. A. Tilton, St. John, N.B.; C. E. Jarvis & Co., Vancouver, B.C.

Pacific Coast Fish

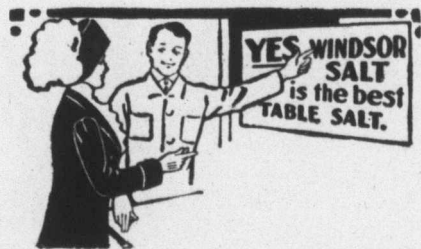
Order your requirements from the most progressive fish concern on the continent.

The Canadian Fishing Company, Limited
VANCOUVER, BRITISH COLUMBIA

Producers and shippers of all varieties of fish — fresh, frozen, smoked, salted and kippered.

Write us for prices and information.

Quality and Service Unequaled



Say This and MEAN IT!

“Madam, this is the best Table Salt we sell—it is always clean, dry and fine—it never cakes, flows evenly from the shaker, and flavors food as it should be flavored.”

**WINDSOR
Table Salt**

is the only salt to use in cooking or baking—pastries are crisp and flaky, with absolutely no trace of a bitter after-taste.

The Salt will prove you to be right.

The Canadian Salt Co., Limited

Windsor, Ontario



**Goods With An Appearance
—Goods With A Reputation
—Goods With A Profit**

CONNOR'S High Class Sea Foods, Brunswick Brand, are prepared in the most modern factories on the Atlantic coast; employ the most skilled help; secure the pick of the fishermen's catches; pack the goods scientifically in the most sanitary tins obtainable, and in consequence have the goods with good appearance, reputation for quality and good payers of profit.

Our aim has always been to co-operate with the wholesale and the retail grocer and to give the consumer a good article at a fair price.

Look over your stock, Mr. Grocer, and see what "Connors'" lines you are short. Then order, of the following list:

- ¼ Oil Sardines,
- ¾ Mustard Sardines,
- Kipperd Herring,
- Herring in Tomato Sauce,
- Finnan Haddies
- (oval and round tins)
- Clams,
- Scallops.



CONNORS BROS., LIMITED
Black's Harbor Limited

AGENTS:—Grant, Oxley & Co., Halifax, N.S.; J. L. Lovitt, Yarmouth, N.S.; Buchanan & Ahern, Quebec, P.Q.; Leonard Bros., Montreal, F.Q.; A. W. Huband, Ottawa, Ont.; A. E. Richards & Co., Hamilton, Ont.; J. Harley Brown, London, Ont.; C. de Carteret, Kingston, Ont.; James Haywood, Toronto, Ont.; Chas. Duncan, Winnipeg, Man.; Shalleross, Macaulay Co., Calgary, Alta.; Johnston & Yockney, Edmonton, Alta.; Shalleross, Macaulay Co., Vancouver and Victoria, B.C.

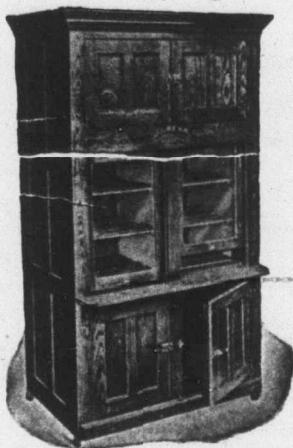
EUREKA

REFRIGERATORS

fill the requirements of the modern store

The experience of over a quarter of a century is behind the manufacture of Eureka Refrigerators. All the most modern improvements for perfect refrigeration on strictest sanitary principles are embodied in the **Eureka**.

Before buying secure one of our catalogs containing prices and explaining in detail the workings of the **Eureka** dry cold circulating air method.

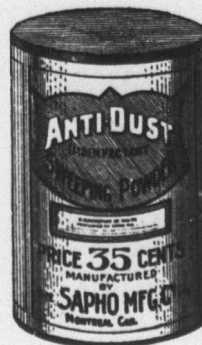


Eureka Refrigerator Co., Limited
54 Noble Street, TORONTO

Montreal Representative
JAMES RUTLEDGE,
Tel. St. Louis 3076

Distributing Agents, Walter
Woods & Co., Winnipeg
Agents at Fort William, Hamilton,
Calgary, Moose Jaw, Saskatoon

ANTI-DUST



Here is a compound with cleansing properties unknown to others. Housewives who use it once never try any other, for the simple reason that the fresh odor left behind proves to her satisfaction that none could be better. Anti-Dust is packed in attractive tins, and allows the retailer a good margin of profit.

We want a distributor in
Western Canada.

Sapho Mfg. Co., Limited
MONTREAL

Ontario Agents: MacLaren Imperial Cheese Co., Limited
Fenwick & Hendry, Kingston, Ont.

Western Soaps

made to suit Western water

Good profits for dealers

"YOUNG-TOM" WASHING POWDER for washing clothes, floors, dishes, windows, etc., performs a maximum of service with minimum labor. It does not injure the hands.

"PURITY" LAUNDRY SOAP, a cake soap for those who prefer soap in the lump form. Gives splendid satisfaction.

GLYCERINE PUMICE, a soap which thoroughly cleanses the hands without injury to the skin.

UNCLE TOM TAR SOAP. A perfect shampoo soap and a boon to roughened complexions and hands. Fragrant and soothing. A most pleasing adjunct to the bath.

PURE OLIVE OIL SOAP. The purest soap made. A splendid cleanser and a toilet delight for particular people. Wash the Baby with Pure Olive Oil Soap.

We also make Liquid Olive Oil Soap, Liquid Olive Oil Shampoo, and Liquid Tar Shampoo.

GET OUR PRICES.

Young Thomas Soap Co., Ltd.
Regina, Sask.

PACKARD'S WHITE "O" Shoe Polish



For Cleaning
White Canvas
Belts, Shoes,
Helmets, Etc.

PUT UP IN FOUR STYLES—viz:

Paper Wrappers at	-	-	-	.50 a doz.
Paper Boxes at	-	-	-	.75 a doz.
Wood Boxes at	-	-	-	1.00 a doz.
Zinc Boxes at	-	-	-	1.50 a doz.

A big seller at this time. For sale by all jobbers.

L.H. Packard & Co. Ltd
MONTREAL

DEALERS HEAVILY FINED.

Convicted of the Charge of Selling Adulterated Pepper—The Retailers' Protection.

In Hamilton, Ont., during the past week three retail grocers were fined for selling adulterated white and black pepper. The fines in each case, including costs, amounted to \$40. The pepper was found to be adulterated with pepper tissues and foreign stone cells.

In Newmarket, Ont., a grocer was charged also with selling adulterated black pepper. The fine imposed was \$30, including costs. He pleaded not guilty, but acknowledged the sale to the inspector who made the prosecution.

Edit. Note.—In this connection retailers should remember that if they demand and secure a warranty that the goods are pure from the manufacturer selling them they are immune from fines. This is their protection, and they should avail themselves of it in buying from houses not known to be reputable.—Canadian Grocer.

SAND IN THE PEPPER.

Three More Grocers Convicted of Selling Adulterated Pepper—Fourteen Others on Trial.

Seventeen Montreal grocers were arraigned last week on the charge of selling adulterated spices. The evidence showed that a large quantity of sand had been mixed in the pepper. Three pleaded guilty and were fined \$5 and costs each, and the rest will be tried later. The Dominion Food Inspector, J. J. Costigan, said that sand was being sold in black pepper to an alarming extent and the co-operation of the local health officers and the Provincial Board of Health had been requested.

It cannot be maintained, however, that the retailer is to blame in all these cases. He sells the goods as they are bought from the manufacturer, neglecting in many instances to inquire as to their purity. But if every dealer made it a firm rule in buying to know exactly what he was getting there would not be so many of these fines registered against the retail trade.—Canadian Grocer.

If you want protection use Todhunter, Mitchell & Co.'s Spices. They manufacture pure spices only.

TODHUNTER, MITCHELL & CO., - Toronto



Sweet Midget Pickles



Small, neatly bottled pickles with the true fresh-from-garden flavor, crisp as the day they were pickled are the "Sterling" qualities of Sweet Midget Pickles.

Have you this distinctive bottle on your shelves? It is a business getter and holder.

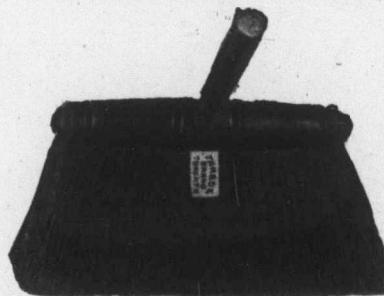
Send for trial order to-day.

THE
T. A. LYTTLE CO.,
LIMITED

Sterling Rd., Toronto

"TARBOX BRAND, TORONTO"

Chemically Treated Dry Dusting Mops and Cloths



Dustless Floor Polisher

Made safe from Marring Room or Furniture—No. 1, 10 in. head, \$1.50. No. 2, 14 in. head, \$2.00.

Stand washing with soap and HOT water. Chemical is a Germicide.

Antiseptic, as the chemicals disinfect the dust particles as soon as collected.

Sanitary, as the dust particles are collected, not scattered.

Economical, as the absorbent qualities last as long as the fibre, renewing themselves after each washing.

The floor is left with a high, dry polish that is neither slippery, greasy, nor yet sticky.

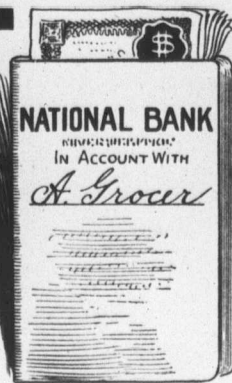
A natural feature of the chemical is to exude sufficient moisture for dusting purposes.

There is a 40% profit in this line. Goods supplied through jobbers, or direct.

Indicate your interest by sending us your address.

TARBOX BROS., Toronto, Ont.

PROFIT FOR YOU



You make a splendid profit out of the fifteen cents per package for which KNOX GELATINE retails. You make this profit OFTEN, because Quality, Quantity, Big. Moneysworth, Satisfied Customers, and Persistent Advertising keep the sales lively. Our advertising features both KNOX SPARKLING GELATINE No. 1 and KNOX SPARKLING ACIDULATED GELATINE No. 3, so, both are easy to sell. The ACIDULATED contains an extra envelope of LEMON FLAVOR, a convenience your customers will appreciate. You are sure of **steady** sales and **good** profits when you

"Make KNOX your gelatine leader".

CHARLES B. KNOX COMPANY
Johnstown, N.Y.



*Twenty-six and a half
cents on every dollar
is yours*

Every dollar you invest in "Richards' Quick-Naptha" and "Richards' Pure Soap" will give you a net profit of 26½c., to say nothing of the tremendous satisfaction you will give your patrons with every sale. This satisfaction means a growth of your soap business and incidentally the development of your other departments. Housewives appreciate the superior quality of these soaps—they are economical and very effective without much rubbing.

Sold through the wholesale trade.

A ROYAL TEA HOUSE

The United Kingdom Tea Co. are now starting to open up Agencies in all Towns and Cities of Canada, with only ONE HOUSE in each place that will control this TEA. Apply now to Kirkwood & Sons, 176 Dupont Street, Toronto. U. K. TEAS are put up mixed and black, in 1/4, 1/2 and 1 pound packages; each case contains 30 lbs. Terms 90 days, freight paid on 5-case lots for all import orders from London, England; half freight allowed from stock in Toronto.

30 cent quality will cost you	23 cents
40 cent quality will cost you	27 cents
50 cent quality will cost you	33 cents
75 cent quality will cost you	46 cents
\$1.25 quality will cost you	75 cents

Figure your profits and compare with other Package Teas.
The \$1.25 Tea is used by King George V.

In one sense this may be said to be a Royal Tea House. The United Kingdom Tea Company, Ltd., London, England, hold Warrants of Appointment to H.M. King George V., and H.M. Queen Alexandra, H.R.H. the Duke of Connaught, and others, of the Royal Family; and are, likewise, Tea Merchants to both the House of Lords and House of Commons. The Company's tea is regularly supplied in the hotels and restaurants of the London and North Western Railway Company, the Great Western Railway Company, the Great Northern Railway Co., and the Great Eastern Railway Co., in upwards of three thousand other hotels and institutions, in numerous clubs, colleges, schools and hospitals, and to many of the canteens and messes of the Army, as well as to thousands of customers all over the world. The directors are Messrs. C. E. Ayshford, C. V. Henderson, and J. H. Morphew, and the continued success of the house is primarily due to these gentlemen, supported, as they are, by a picked staff, like themselves, of practical men. A long list of gold medals and awards carried off at great exhibitions attest to the value of the Company's output. There are branches at Dublin and Bombay, and Continental depots at Paris, Vienna, Berlin, Milan, Bucarest, and Galatz, whilst agencies exist in almost every part of the civilized world.

RED RIDING HOOD BRAND



5 lb.
SLIP
TOP
CAN

5 lb.
SLIP
TOP
CAN

Samples and Prices from

Maritime Provinces, Quebec, Manitoba, Saskatchewan and Alberta—W. H. Dunn, 396 St. Paul Street, Montreal.
Toronto—Lind Brokerage Co., 47 Wellington St. E.
Ottawa—E. M. Lerner & Sons, 11 York Street.
British Columbia and Yukon—Kirkland & Rose, 312 Water Street, Vancouver.



Just PURE Table and Dairy Salt—

and purity in salt means that no foreign substances remain after distillation—means that no form of adulterant is used to increase profit. Century Salt is just pure salt in its purest crystallized form—the salt your trade appreciates. Put up in barrels and bags.

The
DOMINION SALT CO.
Limited

Sarnia, Ontario

CLASSIFIED ADVERTISING

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

Contractions count as one word, but five figures (as \$1,000) are allowed as one word. Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

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

FOR SALE

NEW ARCTIC REFRIGERATOR, SIZE 7 ft. x 9 ft. x 10 ft. high (up-to-date), bargain for quick sale. Also new Toledo Scale. Apply Box 322, Simcoe, Ont.

GROCERY FOR SALE

HIGH-CLASS GROCERY AND PROVISION business and fixtures for sale. Situated in Toronto, on corner in rapidly growing locality. Modern equipment; 2 delivery outfits, coffee mill, computing scales and interior fittings. Lease can be renewed at reasonable terms. Communicate direct with us, D. M. Johnson & Co., Real Estate, 948 Gerrard St. E., Toronto.

REPRESENTATIVES WANTED

A SIDE LINE FOR COMPETENT SALESMEN—a commission of 25% will be paid to salesmen of ability calling on grocery, drug, cigar stores, confectionery stores, etc., throughout Canada. Strictly high-grade goods manufactured by largest concerns in Canada. Only men of ability need apply, and by letter only. H. Jackson, Room 724, 64 Wellington St. W., Toronto.

SIDE LINES WANTED

TRAVELLER CALLING ON THE RETAIL trade and mines in Northern Ontario would like some good side line. Address A. L. Box 155, Byng Inlet, Ont.

WANTED

WANTED—GROCERY BUYER FOR BUSINESS of \$250,000 a year. Address, Box 487, Canadian Grocer, 143 University Ave., Toronto.

MISCELLANEOUS

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

DOUBLE YOUR FLOOR SPACE. AN OTIS-Fensom hand-power elevator will double your floor space, enable you to use that upper floor, either as stock room or as extra selling space, at the same time increasing space on your ground floor. Costs only \$70. Write for catalogue "E." The Otis-Fensom Elevator Co., Traders Bank Building, Toronto. (tf)

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

COPELAND - CHATTERSON SYSTEMS — Short, simple. Adequate to all classes of business. The Copeland-Chatterson Co., Limited, Toronto and Ottawa.

GOOD STENOGRAPHERS ARE WHAT every employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

COUNTER CHECK BOOKS—WRITE US to-day for samples. We are manufacturers of the famous Surety Non-Smut duplicating and triplicating counter check books, and single carbon pads in all varieties. Dominion Register Co., Ltd., Toronto.

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott-Fisher, Ltd., Room 134, Stair Building, Toronto.

PENS—THE VERY BEST PENS MADE ARE those manufactured by William Mitchell Pens, Limited, London, England. W. J. Gage & Co., Limited, Toronto, are sole agents for Canada. Ask your stationer for a 25c. assorted box of Mitchell's Pens and find the pen to suit you.

THE "KALAMAZOO" LOOSE LEAF BINDER is the only binder that will hold just as many sheets as you actually require and no more. The back is flexible, writing surface flat, alignment perfect. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto. (tf)

YOU CAN BUY A REBUILT TYPEWRITER from us. We have about seventy-five typewriters of various makes, which we have rebuilt and which we will sell at \$10.00, \$15.00 and \$20.00 each. We have also a large stock of better rebuilds at slightly higher figures. Write for details. The Monarch Typewriter Co., Ltd., 46 Adelaide St. W., Toronto, Canada.

COUNTER CHECK BOOKS—ESPECIALLY made for the grocery trade. Not made by a trust. Send us samples of what you are using, we'll send you prices that will interest you. Our holder, with patent carbon attachment, has no equal on the market. Supplies for binders and monthly account systems. Business Systems, Limited, Manufacturing Stationers, Toronto.

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

EGRY BUSINESS SYSTEMS ARE DEvised to suit every department of every business. They are labor and time savers. Produce results up to the requirements of merchants and manufacturers. Inquire from our nearest office. Egly Register Co., Dayton, Ohio; 123 Bay St., Toronto; 258 1/2 Portage Ave., Winnipeg; 808 Richards St., Vancouver.

BUSINESS-GETTING TYPEWRITTEN LETTERS and real printing can be quickly and easily turned out by the Multigraph in your own office—actual typewriting for letter-forms, real printing for stationery and advertising, saving 25% to 75% of average annual printing cost. American Multigraph Sales Co., Limited, 129 Bay St., Toronto.

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

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

ACCURATE COST KEEPING IS EASY IF you have a Dey Cost Keeper. It automatically records actual time spent on each operation down to a decimal fraction of an hour. Several operations of jobs can be recorded on one card. For small firms we recommend this as an excellent combination—employees' time register and cost keeper. Whether you employ a few or hundreds of hands we can supply you with a machine suited to your requirements. Write for catalogue. International Time Recording Company of Canada, Limited. Office and factory, 29 Alice street, Toronto.

WE ADVERTISE

MAPLEINE

consistently in the leading women's magazines. Don't risk losing a customer by not having it in stock.

Order of your jobber, or Frederick E. Robson & Co., 25 Front St. E., Toronto, Ont. Mason & Niskey, 287 Stanley St. Winnipeg Man The Crescent Mfg. Co. SEATTLE. WASH.



Your card in our MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY pages will keep you in touch with every manufacturer at home and abroad, who is looking for agents to represent him in Canada.

Many of the best British and foreign agencies in Canada have been secured through the cards on these pages.

Pascall's
ENGLISH

Confectionery
and **Chocolates**

Quality: The Purest and Best

Variety: The Largest

Prices: Right

AGENTS—

Toronto: The Toronto European Agencies 122 Wellington St. West.

Winnipeg: Ruttan & Chipman, Fort Garry Court.

Vancouver: C. & J. Jones.

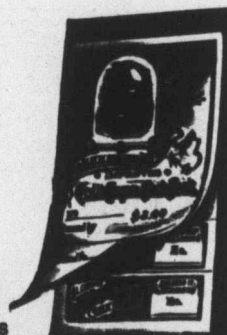
New Brunswick: J. E. Angevine, Hampton

Do You Sell on Credit?

If so you need

ALLISON

Coupon Books



for SAFETY, for CONVENIENCE, for ACCURACY. Most of the risk of credit selling is eliminated where Allison Coupon Books are used.

HERE'S HOW THEY WORK

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

ALLISON COUPON CO.,

Indianapolis,

Indiana

Buyers' Guide

Pure Canadian Tobacco

We can supply any quantity at right price.

Give Your Customers The Best.
Pipes and All Accessories.

J. A. FOREST

189 Amherst St. MONTREAL

The Canadian Milling Agency

FLOUR, GRAIN and Fertilizers of all kinds.
VICTORIAVILLE, - QUEBEC

We have:— The Highest Quality
The Greatest Quantity The Lowest Price
17,500 Barrels per day. Correspondence Solicited

O. E. Robinson & Co.

Manufacturers and Buyers of Dried,
Evaporated and Canned Apples.

Ingersoll, - - - - Ontario

Established 1886.

A CARD WILL BRING PRICES

Our PAPER BAGS

and
WRAPPING PAPER

may please you more than what you are
using now. If so, you want it.

Write To-day.

COUVRETTE & SAURIOL, Montreal

PICKLES TOMATO CATSUP

Our local trade has increased beyond
all expectation. The reason of course is
big value goods at remarkably reason-
able prices.

H. Bourque & Son, Montreal

SHOW CASES

Store Equipment in General

We have originated some of the best
display devices in Canada. Can produce
the most elaborate showcase, if neces-
sary, at a little lower figure than any-
body else.

S. Meunier & Son, Maisonneuve, P.Q.

WRITE TO

10 Garfield Chambers, Belfast, Ireland,
for Sample Copy of the

Irish Grocer, Drug, Provision
and General Trades' Journal

If you are interested in Irish trade.

GRATTAN & CO., LIMITED

ESTD. 1825

The Original Makers of

BELFAST GINGER ALE

Agents in Western Canada

EMERSON, BAMFORD CO.
843 Cambie Street VANCOUVER, B.C.

Biscuits and Confectionery

Big range from which to choose your
Christmas stock. Only the highest grade
goods made. Prompt attention given all
orders.

See Our Travelers.

THE AETNA BISCUIT CO., LTD., MON-
TREAL.

Coffee Agents Wanted

We want manufacturer's agents in all
parts of Canada to investigate our propo-
sition.

Package More than attractive
Quality. We act second to none.

Augustin Conte & Co., Montreal

SUCHARD'S COCOA

The Highest Quality
Most Reasonably Priced
"Quality" Cocoa.
On Sale Anywhere.

FRANK L. BENEDICT & CO.
Agents Montreal

Write us for New Price List of

WINDSOR SALT

TORONTO SALT WORKS
TORONTO, ONT. GEO. J. CLIFF, Manager

Importers and Brokers Wanted

THROUGHOUT THE DOMINION FOR
WELL KNOWN OLD COUNTRY
TOFFEES PRESERVES
BOOT POLISHES HEALTH SALINE
FLY-CATCHERS, ETC.

Apply EDWARD KIDD & CO.
1090 Hamilton St., VANCOUVER, B.C.

HOLLAND RUSK

Attractive advertising matter or window display free on
request. Send for it to-day.

HOLLAND RUSK COMPANY

HOLLAND, MICH.



Add "Vol-Peek" to Your Specialty Counter

and make extra profits without ex-
tra expense.

Vol-Peek is needed in every house
for mending kitchenware, made of
Granite, Iron, Tin, Aluminum, etc.

Simply draw the attention of your
Customers to Vol-Peek, and you will
make many sales. Sample and terms
from

H. NAGLE & CO., Montreal

or
Fenwick, Hendry & Co., Kingston

Eastern Ontario Agents

Readers of The Grocer, Let Us Know Your Wants

The Canadian Grocer is in a position to secure information
on new lines in the grocery trade, and of novelties occasion-
ally asked for in the grocery store.

Don't hesitate to write us. As a subscriber of The Canadian
Grocer you are entitled to this service.

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

Holiday Specialties

Ex. S.S. "LA TOURAINE" from Havre

400 CASES NEW PACK

French Peas and Table Delicacies, Mushrooms, Pates de Foie Gras, Puree de Foie Gras, Royans, Oseille, Mustard, Cherries, Anchovies, Cheese, etc.

From L. A. PRICE & CO., Bordeaux

PINEAPPLES

The crop is large, prices are low. We carry full assortment, quality and size.

HAWAIIAN PINES

SINGAPORE PINES

BAHAMAS PINES

EVERYBODY IS TALKING

CANNED SALMON

We are selling for spot or future at attractive prices.

SPRING SALMON, "Reigning" Brand, Tall	-	for spot	-	\$1.50 doz.
PINK SALMON, finest quality, 1/2 lb. tins	-	" "	-	.60 "

TABLE RAISINS, VALENCIA RAISINS and FIGS

are selling all the time. We have a nice stock.

FINEST SELECTED	-	28 lbs.	-	.06 1/2 lb.
FINE OFF STALK	-	28 lbs.	-	.05 1/2 lb.

CANADIAN SARDINES

1/2 lb. tins, pure olive oil, 100 tins, only - - - - \$7.50 cs.

We have the finest assortment of goods in Groceries, Wines, etc.

GET OUR PRICES

SATISFACTION GUARANTEED

L. CHAPUT, FILS & CIE., LIMITEE

WHOLESALE IMPORTERS

MONTREAL

ESTABLISHED IN 1842

Get After Camping Trade

Don't wait till you are asked for canned goods, create the demand yourself. Make a window display with suggestive showcards in prominent position and watch for results.

We have a full assortment of

Canadian Canned Goods

VEGETABLES.	FISH	FRUITS.
Tomatoes	Salmon	Apples
Corn	Sardines	Strawberries
Peas	Lobsters	Raspberries
Haricots	Herrings.	Pears
Beets	Oysters	Peaches
Asparagus	Cod Fish	Plums
	Etc., Etc., Etc.	

IMPORTANT AGENCIES:

Piper-Heidsieck Champagne. Brut, Sec, Tres Sec.

In cases and baskets.

None Equal. Defies All Competition.

"MINERVA" BRAND OLIVE OIL.

The purest imported from Marseilles. Salad season now on.

"Le Soleil" and "La Lune" Brands

Castile Soap

Marseilles produces none better. That's why we have them.

Write, Phone, Wire.

Laporte, Martin, Limitee
568 St. Paul St., - Montreal
 Telephone Main 3766

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Preserves That Smack
of the Fresh-From-Tree,
Bush *and* Vine Flavor



CAIRNS'

JAMS

Genuine "Old Country" Quality

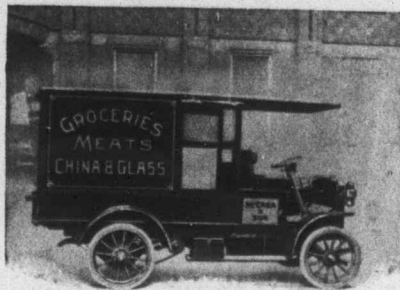
There is to-day an irresistible tide sweeping over the whole civilized universe—the tide of "Pure Food Demand." It is growing so rapidly that dealers and manufacturers who dealt in and manufactured foods that did not come up to the standard are quickly changing over.

Cairns' Jams, Jellies and Marmalades are True British in quality and have satisfied the demands of the better trade, including the Royal Household, for many years. Cairns' products are guaranteed absolutely to be as pure and of as fine flavor as the best known facilities and careful handling can make them.

They please the better trade.

ALEXANDER CAIRNS & SONS
PAISLEY, SCOTLAND

Canadian Agents: SNOWDON & EBBITT, Montreal, Quebec



Brantford

MOTOR TRUCKS

"Commercial Service"

Buy your Motor truck
to-day and pay for it
as it pays for itself

WRITE TO-DAY FOR INFORMATION
ABOUT OUR NEW PROPOSITION

HERE, Mr. Grocer, Mr. Fruitman, Mr. Wholesaler, Mr. Manufacturer, is a proposition that will interest you—the first proposition of its kind offered to the Canadian trade.

We, as manufacturers of the Brantford Motor Trucks, have so much confidence in the quality of our trucks, in their ability to give absolute satisfaction and save every user the amount invested in them in a very short time, that we offer them on the time payment plan.

Ask any Grocer or user of Brantford Motor Trucks if they pay for themselves. You'll get the one reply from all—a **decided YES!**

Whether you are interested or not, write to-day and find out our terms and get our catalog. You may be more interested than you think, or you may be later.

It costs nothing to get in touch with our wonderful proposition. Write now.



Brantford Motor Truck Co., Limited
Brantford, Canada

*Toronto, Service Depot, 13 St.
Nicholas St., North 1129.*



A Table Delight for Old and Young

Jelly, as a sweet at luncheon
or dinner, is unsurpassed—if
it is Chivers.'



Chivers' Table Jellies

owe their immense popularity to the fact that they are flavored with ripe fruit juices, from the finest fruit obtainable, and are prepared with exquisite care and scrupulous cleanliness. Chivers' Gold Medal Jelly is put up in fourteen distinct flavors, every one a wholesome and delicious table delight.

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