

**PAGES
MISSING**

CANADIAN GROCER

Only Weekly Grocery Paper Published in Canada.

THE MACLEAN PUBLISHING COMPANY, LTD.

Vol. XXVIII.

PUBLICATION OFFICE: TORONTO, JULY 10, 1914.

No. 28

The finest sun-ripened tomatoes

best spices, pure vinegar, sugar, salt and onions
only are used in Club House Catsup

(no inferior ingredients, preservative or coloring
matter whatever are used in its preparation)

DOWN by "old Erie," in the most southernly spot in Canada, stands a well-appointed factory situated right in the centre of the finest tomato-growing locality of the Dominion, if not in the world. This is the home of "**Club House**" Tomato Catsup—the finest product of its-kind that experience, conscientious preparation and "A.1." ingredients can produce. Only the choicest, fresh picked, sun-ripened tomatoes, the best spices, pure vinegar, sugar, salt and onions are used, and absolutely no coloring matter, adulterants or preservatives of any kind are employed in the preparation of "Club House" Catsup.

We're taking orders now for the 1914 pack—place yours for "Club House."

Put up exclusively by
GORMAN, ECKERT & COMPANY
LIMITED

London, Ontario

Western Selling Agents

Mason & Hickey,

Winnipeg



If you are now a distributor of
CHASE & SANBORN'S
High-Grade Coffees

you know the satisfaction they give; if you are not, you can't learn too soon.

Chase & Sanborn, - Montreal
 HIGH-GRADE COFFEES

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.
- "BULLY SHINE." A waterproof paste polish for all kinds of black shoes and old rubbers. Blacks, polishes, softens and preserves. Contains oil and waxes to polish and preserve the leather. Also Russet Bully Shine for tan leathers. Large tin boxes. Boxes open with a key. Retail 10c.
- "SUPERB" (a paste) for polishing Patent and Shiny Leather Boots and all Shiny Leather Articles. Boxes open with a key. Retail 10c.
- "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.
- "BOSTON" WATERPROOF POLISH. A black liquid for men's and boys' shoes. Produces a patent leather shine without brushing. Retail 25c.

Send for circulars giving full particulars of our other Polishes to **WHITTEMORE BROS. & CO.**, Boston, Mass., U.S.A. For sale by the Wholesale Grocers in all Canada.

When you can link up profit with quick sales and quick sales with the real thing in seasonable, customer-satisfying goods, then you have something that's worth taking hold of and pushing

—and this is just the boat you're in when you handle the famous beverage

STOWER'S LIME JUICE CORDIAL

This famous cordial has pure squeezed lime juice as the foundation, but it is made 100% more palatable, healthful and refreshing by being scientifically blended so as to please not only the fastidious taste of the lime juice lover, but also meet the demand of the average person.

This cordial keeps the blood and digestive organs in a healthy condition. It is pure.

With Stower's Lime Juice Cordial well displayed, you are sure of a steady sale and good profits.

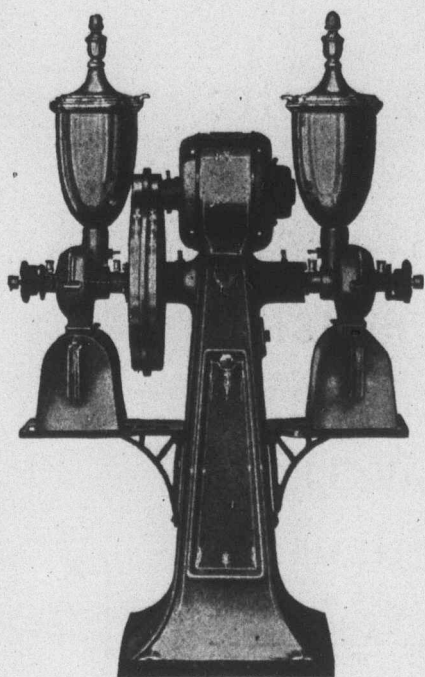
Stock up now.

Arthur P. Tippet & Company

AGENTS

Montreal

Que.



Mr. Grocer:—

What are you doing to give up-to-date SERVICE in selling Coffee?

Are you selling all the Coffee that all the customers whom you serve are consuming?

If not, there is a reason.

If yes, how do you know?

We can safely tell you that you are not selling all the coffee you can or should sell, if you are not properly equipped to give up-to-date Coffee SERVICE.

Write us for Free information for Increasing Coffee Sales.

The Hobart Manufacturing Co.

105 Church St., Toronto, Canada

RYAN BROS., 110 James St. East, Winnipeg, Agents for Manitoba, Sask., and Northern Ont.

Our Seal TUCKETT'S SMOKING *Tobacco*



If fond of a good pipe yourself
smoke "OUR SEAL" Tobacco

This is the supreme result of six years' experimenting in the blending of tobacco leaves to produce an article that is both mild and satisfying—a rich, mellow tobacco, with a pleasing delicate flavor and fragrance, made from the properly grown and ripened leaves of the finest Virginia plants.

Try it yourself and stock it for your best trade. Smokers all appreciate "Our Seal."

Get it from your wholesaler.

TUCKETT LIMITED, Hamilton, Ontario

Be the First!

in your locality
to supply cus-
tomer with the
new pack of
E.D.S. Strawberry
Jam. All orders
filled promptly.



We are telling the public

through attractive street
car, newspaper and maga-
zine advertising of the
purity of E.D.S. Jams,
Jellies, Marmalades, Cat-
sups, Drinks, etc. A
steady demand is assured.
It will pay you to keep a
well-assorted supply al-
ways on hand.

E.D.S. Products (Gov-
ernment inspected) are
100% pure. They are
quality stock that make
profitable selling.



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.
A. P. ARMSTRONG	-	Sydney, N.S.



When fresh milk turns sour

and a fresh supply is not at hand have
your customers a worthy substitute?
This argument alone could be utilized in
introducing

Borden's Eagle Brand

into households that have never used con-
densed milk before. Once the emergency
arrives its real value is established and
the taste is formed.

No household should be without a can or
two of Eagle Brand Milk—the ever-ready
and delicious substitute for fresh milk
and cream.

Start to-day to create a demand. Put
in a window display and draw attention
to the superiority of Borden Milk Pro-
ducts — Eagle Brand Milk, Borden's
Evaporated Milk, Reindeer Brand Caf-
fee, Cocoa and Milk.

Borden Milk Co., Limited

"Leaders of Quality"

MONTREAL

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

JAPAN

TEAS

Furuya & Nishimura
Montreal

RENNIES

PUREST-CLEANEST
MOST RELIABLE
GET CATALOGUE
AT BEST DEALERS
OR DIRECT
TORONTO - MONTREAL
WINNIPEG - VANCOUVER

SEEDS

A store convenience — costs little — gives big service



THE MCGREGOR PAPER BAG HOLDER.

Holds every size bag from ¼ to 10 lbs. Always ready. Saves time, space and waste of bags. Supply of bags is laid in the top; one by one is secured as required. The most practical bag holder made. You cannot afford to be without one. Write for Prices and detailed particulars.

For sale by all first-class jobbers or
The O. P. McGregor Paper Co., Limited
411 Spadina Ave., Toronto

PURITY SALT

Should Go Into Every
Basket of Orders That
Leaves Your Store



When salt is asked for give the customer "Purity," it's everything its name implies. It satisfies the customers every time and allows you a liberal profit. Insist on getting it—recommend it to your patrons.

**The Western Salt Co.
LIMITED**

**COURTRIGHT,
ONT.**



**With SNAP all
hands can be clean**

Snap, the original hand cleaner, easily removes all kinds of grease and dirt from the hands without the slightest injury to the skin—soothes and refreshes. It will pay you to put lots of Snap into your business. A good profit is assured and a big demand is immediately created. Everybody needs it. Get Snap going in your locality. It pays.

**SNAP COMPANY, Limited
MONTREAL**

**Now is the time
to place your order
for new pack strawberries**

Cans filled full and preserved
with an extra

**“Aylmer” Brand
Strawberries**

heavy syrup made of granu-
lated sugar solely—

Have you seen the new style
package for **Aylmer** pure jams?

Dominion Cannery, Limited

Hamilton, Canada



"Who Wants to Cook in Hot Weather, Anyway?"

"There! there's something anybody can make, whether they can cook or not. Who wants to cook in hot weather, anyway?"

Nobody wants to, of course, and we want to help out all we can.

So we tell people about

JELL-O

how easy it is made, without cooking or fussing, how delicious its fruit flavors are, and how *economical* it is.

Your customers will thank you too for recommending Jell-O.

THE GENESEE PURE FOOD CO.,
Bridgeburg, Can.

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



OAKEY'S

The original and only
Genuine Preparation
for cleaning cutlery.

**'WELLINGTON'
KNIFE POLISH**

JOHN OAKEY & SONS, Limited

Manufacturers of

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

Wellington Mills, London, England

ESTABLISHED 1849

BRADSTREET'S

Offices Throughout the Civilized World

OFFICES IN CANADA:

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

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

THOMAS C. IRVING, GENERAL MANAGER
WESTERN CANADA
TORONTO

THE "WANT AD."

The "want ad." has grown from a little used force in business life into one of the great necessities of the present day.

Business men nowadays turn to the "want ad." as a matter of course for a hundred small services.

The "want ad." gets work for workers and workers for work.

It gets clerks for employers and finds employers for clerks. It brings together buyer and seller, and enables them to do business though they may be thousands of miles apart.

The "want ad." is the great force in the small affairs and incidents of daily life.

BEST INCORRODIBLE
TEA LEAD

ALL SUBSTANCES AND SIZES

Grey & Marten, Limited

City Lead Works: Southwark Bridge, London, England

Telegraphic Address: Amalgam, Boroh, London; Code A.B.C., 5th Edition

AGENTS: TORONTO, C. H. Anderson, 50 Front Street East
HALIFAX, Curren, Hart & Co., 45 Bedford Row
ST. JOHN, N.B., S. Norman Sancton

BLACK JACK

**QUICK
CLEAN
HANDY**

½-lb. tin—
\$ doz. in case



TRY IT

**SOLD BY
ALL
JOBBERS**

**"SOVEREIGN"
SALMON**

FINEST BRITISH COLUMBIA

SOCKEYE



QUALITY
IS OUR FIRST
CONSIDERATION

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

GOOD BLUE

OCEAN BLUE is good Blue and people come again and again for it. It leaves linen white as snow; it leaves your shelves freely; it leaves a living profit.

Order from your Wholesaler.

**OCEAN
BLUE**

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

Western Agents:
For Man., Sask. & Alta.
Nicholson & Bais
Winnipeg
Regina, Saskatoon, Calgary and Edmonton. For B.C. and Yukon: Ponkin, Crooked & Avery, 117, Arcade Buildings Vancouver, B.C.



Horseradish Mustard

**BAYLE
Horseradish
Twins**

Want a Home

in



Horseradish Cream

**EVERY JOBBING CITY IN
CANADA**

CANADIAN REPRESENTATIVES:

Winnipeg—Ruttan, Alderson & Lound Co., Ltd.
British Columbia—Hamblin & Breton, Ltd.
Edmonton, Alta.—Geo. J. Benjamin.
Regina—G. C. Warren.
London, Ont.—J. Harley Brown.
St. John, N.B.—Walter W. Chase.
Toronto—Harry Horne Co.

**WE WANT BROKERS AT POINTS
NOT MENTIONED ABOVE.**

MADE ONLY BY

Geo. A. Bayle, St. Louis, U.S.A.

Established 1888—Originator of Horseradish Mustard, Peanut Butter, Horseradish Cream, Etc.

CAN-O-WAX

a household necessity

A pure refined paraffine wax, sweet and clean. A very profitable seller during the preserving season.

CAN-O-Wax makes an absolutely air-tight seal for Jelly, Canned Fruits, Catsups, Sauces, etc., in jars, bottles or glasses. The long, round sticks insure convenience and economy.

For laundry use it is indispensable, makes clothes white (no bleaching), will not injure the finest fabric. Costs little, saves much.

Let us send you a sample tin. Sold through the wholesale trade.



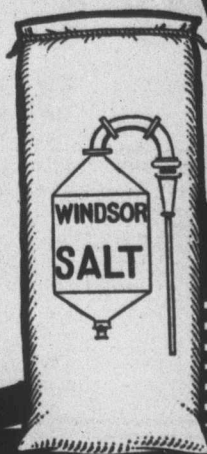
CANADIAN OIL COMPANIES, Ltd.

Toronto, Ont.; Winnipeg, Man.;
Montreal, Que.; St. John, N.B.;
Halifax, N. S.; Regina, Sask.;
Calgary, Alta.; Nelson, B.C.

WINDSOR TABLE SALT

is just clean, pure
Salt, refined to the highest
degree of purity, in the most
modern Salt works
on the continent.

**Canadian Salt
Co., Limited**
WINDSOR, ONT.



Your Women Customers

never think of sealing preserves and jellies
without thinking of

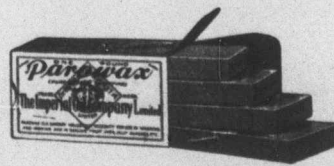
Parowax
(Pure Refined Paraffine)

Parowax insures against moldy, spoiled
jars. The housewife knows it. She knows
that Parowax is the biggest help on wash-
day too.

Order your supply of Parowax now. It
means a steady, profitable trade, a quick
turn-over, well-satisfied customers.

Parowax is put up in 1/4 lb. cakes, packed 4 in a carton;
20, 40 or 100 cartons in a case.

THE IMPERIAL OIL COMPANY, Limited
Toronto Montreal Winnipeg Vancouver
Ottawa Quebec Calgary Edmonton
Halifax St. John Regina Saskatoon



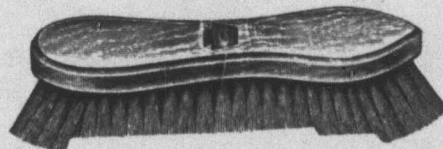
The Best Proofs of the PRE-EMINENCE of the Continental Grocery Bags

are the bags themselves.
Manufactured for those who use the
best.

Ask the man
who uses
them

**The Continental Bag & Paper
Company, Limited**

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



The above cut shows an article of daily use in
every household in Canada. We specialize on

Scrubbing Brushes

and have the cost of this class of goods reduced to
a minimum. The Dealer gets the advantage of this
when he buys our Brushes. We have a large range
in every class of material which show good margins
of profit in lines to retail from 10 cents to 25 cents.
Remember it's the **KEYSTONE BRAND**.

Stevens-Hepner Company
Limited
Port Elgin, Ontario.

Swiss Dairy Brand MILK

(Manufactured in Ireland)

The price is down to

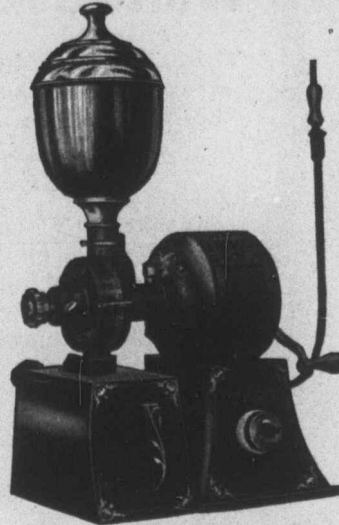
\$3.60

per case of 48 tins

Order from your Jobber

Kirkwood & Sons TORONTO

Don't Buy "An Electric Coffee Mill" Buy a **COLES GUARANTEED ELECTRIC MILL**



There's a tremendous difference — as great as there is between an unsigned check and a signed one.

When the name COLES is on your mill you're certain it's "right."

Have you a copy of Catalogue 913C?

26 models of electric machines. Makers of Hand Coffee Mills for twenty-five years.

COLES MANUFACTURING CO.

1615 North 23rd St.

PHILA., PA.

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



Get this fellow working for you

Right now, during the Spring housecleaning season, Bull Dog Specialties will pull and hold good trade to your store. The profit makes it worth while stocking these lines.

Bull Dog Cleansers

Clean up everything

Bull Dog Ammonia Powder, Bull Dog Chloride of Lime, Bull Dog Borax, Bull Dog Liquid Blueing, Bull Dog Liquid Ammonia.

Order your supply now.

The John B. Paine Co., Ltd. TORONTO, Ont. MONTREAL

AGENTS:—Marshall Brokerage Co., London, Ont.; W. Lloyd Lock & Co., Winnipeg; Jacksons, Ltd., Calgary; Geo. C. Benjamin, Edmonton, and all wholesale houses.

RONUK POLISHES

**RONUK
FLOOR POLISH**

**RONUK
FURNITURE
POLISH**

**RONUK
SHOE POLISH**

**APEX
METAL POLISH**

Consider that every Ronuk Polish is the result of years of chemical research—that it is exactly suited to the requirements of its particular use, and is of real benefit to the material to which it is applied—wood, metal or leather,—and you will understand why Ronuk Polishes are as nearly perfect as it is possible to make them—and why it will pay you not only in money, but in making satisfied customers—"good-will."

Ronuk's extensive advertising will be a help too.

For information, prices, etc., write

RONUK LIMITED

Factory, Portslade
ENGLAND

91-93 Youville St.
MONTREAL

Canadian Head Office

53 Yonge Street, TORONTO

Wholesale Distributors:

Cochrane Hardware, Limited, at Sudbury, Sault Ste. Marie and North Bay, Ont.
The Marks, Clavet, Dobie Co., Limited, Port Arthur, Ont.
Chapples, Limited, Fort William, Ont.
The J. H. Ashdown Co., Limited, Winnipeg, Man.
The Brandon Hardware Co., Limited, Brandon, Man.
Millar Hardware Co., Limited, Portage la Prairie, Man.
Armstrong, Smyth & Downswell, Limited, Regina, Sask.
The Wildren Moir Sales Co., Edmonton, Alta.
Douglas & Co., Limited, Amherst, N.S.
Sumner Co., Moncton, N.B.
Manchester-Robertson-Alison, Limited, St. John, N.B.
Robertson, Foster & Smyth, Limited, St. John, N.B.
W. H. Thorne & Co., Limited, St. John, N.B.

CANADIAN GROCER

A RECORD

has been created by

White-Cottell's Malt Vinegar

The building up of a large Vinegar Business generally takes many decades. Our immense turnover has been reached in a very few years.

THE REASON

is that our Vinegar gives the utmost satisfaction both sides of the counter, i.e., when it is a question of quality and prices we win fairly and squarely. Put us into competition, and see for yourself.

Write us to-day for samples and prices

CANADIAN AGENTS:

Ruttan, Alderson & Lound, Ltd.,
Winnipeg

L. A. Gastonquay,
60 Bedford Row,
Halifax, N.S.

CANADIAN AGENTS:

Nelson, Shakespeare, Watkins, Ltd.,
Vancouver, B.C.

Schofield & Beer,
St. John, N.B.

**WHITE-COTTELL'S
MALT VINEGAR**

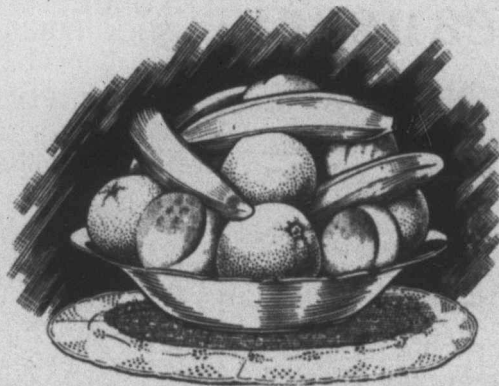
CAMBERWELL, LONDON, ENG.

**WHITE-COTTELL'S
MALT VINEGAR**



These two make each other delicious!

Try a sliced banana, a few berries, a sliced peach or the juice of an orange with "FORCE" for your next breakfast. These crisp, nut-like flakes of wheat-cooked-with-malt make a meal in themselves. Eat bacon and eggs too, if you like, but you don't really need them. Just try "FORCE" and see.



We strongly urge you grocers to eat "FORCE" at your own breakfast tables. We know how good "FORCE" is for men who work hard as you do, and we welcome your own test. You'll understand then what a real difference there is in cereals and why "FORCE," a high-grade WHEAT food, sells for 15 cents and IS WORTH IT.

Made by The H-O Company, Hamilton

IN A CLASS BY THEMSELVES



That is
what we
claim
for



Clark's Pork and Beans

You ask "WHY"?

Because nothing but absolutely the purest and best is used
in their preparation.

Because they enable you to hand your customer the high-
class article at a moderate cost.

Because they have by far the largest sale in the Dominion
of Canada.

DON'T LAG BEHIND. GET YOUR SHARE OF THE SALES.

W. CLARK, LIMITED, MONTREAL

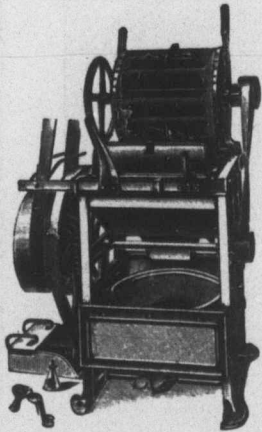
1914 CROP APRIL PICKINGS JAPAN TEA

—the finest sample that comes to Canada, packed by Hellyer & Co., expressly for our trade in 50-lb. boxes and 85-lb. half-chests, to retail at 50c. Branded Tartan Fancy Leaf.

Also 200 half-chests Rob Roy Japan packed by the same firm, to retail at 25c.—the cheapest Green Tea in the world.

Samples on application, or you can consult our travellers.

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



Complete Equipment for Modern Grocery and Allied Trades

As Installed in most of the Leading Houses in the United Kingdom

COFFEE ROASTERS (8 Types, 50 Sizes, 2 oz. to 1000 lbs. Capacity).
MODERN TEA SIFTING, CUTTING and BLENDING MACHINES.
COMPLETE RANGE OF HIGH-CLASS GRINDING MILLS.
THE IMPROVED CURRANT AND SULTANA CLEANER, ILLUSTRATED, GREATLY ENHANCES THE APPEARANCE AND VALUE OF THE FRUIT.

New 1914 Catalogue of all Specialities Free on Request. Mention C. G. Dept.

GROCCERS' ENGINEERING & WHITMEE LIMITED

COLE STREET

SWAN STREET

LONDON, S. E.



Right—Always right

It has never been anything else since we first turned out the goods in 1846. Its absolute purity, full strength and reliability make it always in demand by careful cooks.

COW BRAND BAKING SODA

is the best for satisfaction and profit—as such you should never fail to recommend it.

Get it from your jobber.

CHURCH & DWIGHT

Manufacturers LIMITED

MONTREAL

Profit and demand go hand in hand

The daily increasing demand for Rock City Brands of Tobacco

- King George Navy Chewing
- Maple Sugar Chewing
- Master Mason Smoking
- Rose Quesnel Smoking

is evidence not only of their popularity with the men, but it is also apparent that merchants are pushing them because of the all-round satisfaction they produce in profits and repeat business.

Write for terms and particulars of these tobaccos.

Rock City Tobacco Co.

LIMITED

QUEBEC

WINNIPEG

CANADIAN GROCER

YOU CAN INSURE

Your customers' success in putting down their Fruits, etc., by selling them

St. Lawrence

Granulated
The Sugar that's 100 per cent. pure cane.
Good Sugar means Good Fruit.



Your stock is not complete without

SYMINGTON'S COFFEE ESSENCE

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

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

Thos. Symington & Co., Edinburgh and London

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

Standard Biscuit Case

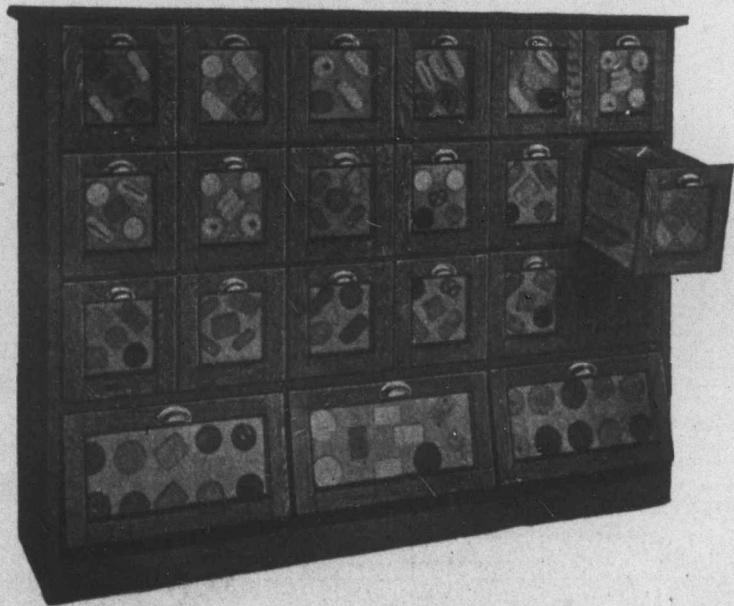
In Sectional Lengths

makes provision for not only your tins, but also large wooden cake boxes which you find difficult to place and show contents to advantage.

This case shown is 6' long and 54" high, having 3 large patent roller bins in base, with bevel front to display cakes or contents of large cake boxes, and above this glass display oak front slides, fitted with rollers to insure easy running,

show your stock of cakes in tins. Every large bin in base adds two feet to length of case.

Stock lengths are 6', 8' and 10', but may be made to order in any length and also fitted with shelving to match regular fixtures. Made in oak to match your fixtures and sell your cakes.



Walker Bin & Store Fixture Co.,

LIMITED

Berlin,

Ontario

Representatives:

Manitoba:—Watson & Truesdale, Winnipeg, Man.

Sask., Alta., and Eastern B.C.:—North-West Specialty Co., 226, 3rd Ave., Saskatoon; 111 Howard Ave., Edmonton; 110 Eastman Chambers, Regina.

Vancouver, B.C.:—R. J. Borland, 1105 Pacific Street.

Montreal:—W. S. Silcock, 33 St. Nicholas St.

Maritime Provinces:—R. R. Rankine, 46 Adelaide St., St. John, N.B.

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.

Established 1859.
GEO. STANWAY & CO.
 TORONTO
 Ontario representative for
 D. S. PARTHENOPULO
 Patras, Currants
 Importers of Texan Rices, White Beans,
 Lentils, Imported Canned Goods, etc.

CHARLES H. COLE
 Agent for McVitie & Price, Jas. Pascall,
 T. W. Beach, Johnston-Baird Co., etc.
 New Address:
 33 Front Street East - Toronto
 Montreal Office: 501 Reade Bldg.

MORROW & COMPANY
 CEREALS
 TORONTO, CANADA.
 Rolled Oats, Oatmeal, Rolled Wheat, Split
 Peas, Pot and Pearl Barley, Graham Flour,
 Buckwheat Flour, Potato Flour, Wheatlets,
 Cornmeal, Lentils, Beans and Peas, Domestic
 and Imported; Sal Soda, etc., etc. Write for
 prices and samples, carloads and less.

"Canned Foods Ltd."
W. H. Millman
& Sons
 General Sales Agents
 for Canada

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

AGENCIES SOLICITED
 Excellent connection with Grocers,
 Druggists and Confectioners—wholesale
 and retail.
M. D. BEARD
 50 Front St. East TORONTO

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

ONTARIO (Continued)

HENRI DE LEEUW
 28 Front Street E. TORONTO
**RICE, COFFEE, DRIED FRUITS, SEEDS,
 CANNED and FRESH FISH, CHEESE;
 EDAM, STILTON, ROQUEFORT; CON-
 FECTIONERY, ETC.**

COLLECTIONS
 Accounts and claims of every nature
 collected everywhere. Send for free
 booklet C and forms.
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 77 Victoria St., Toronto, Ont.

WESTERN PROVINCES.
H. P. PENNOCK & CO.,
 Limited
 Wholesale Grocery Brokers
 and Manufacturers' Agents.
 WINNIPEG.
 We solicit accounts of large and pro-
 gressive manufacturers wanting live
 representatives.

G. C. WARREN, REGINA, SASK.
 Importer, Wholesale
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 Trade Established, 15 years.
 Domestic and Foreign Agencies Solicited
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 LIMITED
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 Grocery Brokers and
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 Importers and Manufacturers' Agents.
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**We call on the Jobbing and Retail
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WINNIPEG
 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
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Ruttan, Alderson & Lound, Ltd.
 Successors to
RUTTAN & CHIPMAN
 Commission Brokers
WINNIPEG. MAN.

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

O'Loane, Kiely & Co., Ltd.
 Wholesale Grocery Brokers and Commission
 Merchants, Canned Goods, Dried Fruits, Cer-
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 Representatives and General Agents. Inspectors
 and Shippers of Canned Salmon. Truckage,
 common and cold storage warehouse facilities.
RELIABLE ACCOUNTS SOLICITED.
 References: Bank of Montreal, Bradstreet and
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NEWFOUNDLAND.
T. A. MACNAB & CO.
ST. JOHN'S, - NEWFOUNDLAND
MANUFACTURERS' AGENTS
and COMMISSION MERCHANTS
 Importers and exporters. Prompt and care-
 ful attention to all business. Highest Cana-
 dian and foreign references. Cable address:
 "Macnab," St. John's.
 Codes: A, B, C. 5th edition, and private.

QUERREC.

SPLENDID CONNECTION
 Amongst the Jobbers and Retailers
 I am open for a few more agencies,
 and can handle them to advantage.
 Have You a Line of Candy Gross
 Goods?
CLAUDE BEAUCHAMP
 223 Commissioners St., Montreal.

The
Condensed Ad.
 page
 will interest you

ARE YOU SHARING

with us the steadily
 growing popularity of

MAPLEINE

ORDER FROM
**Frederick E. Robson &
 Co., 25 Front St. E.,
 Toronto, Ont., Canada,**
 Or
**Mason & Hickey,
 287 Stanley St.,
 Winnipeg, Man., Can.**
CRESCENT MFG. CO.
 SEATTLE, WASH.



Every Merchant who handles—
Mathieu's Nervine Powders

knows that they sell themselves. So effective are they in all cases of headaches that when once tried they are immediately recommended. Every merchant can with perfect safety recommend Mathieu's Nervine Powders as a perfectly safe and harmless remedy in all cases of headaches. Any merchant may try Mathieu's Nervine Powders at our expense, as per coupon attached. *Mathieu's*

Syrup of Tar and Cod Liver Oil is a specific in all forms of colds.

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)
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 City or townProv.....

BRAND  STUHR.

**STUHR'S
 CAVIARE
 FILLETED ANCHOVIES**
 (In Brine).
ANCHOVY PASTE
 (In Tubes).
 Sold by all High-Class Provision Dealers.
G. F. STUHR & CO., Hamburg.

BUY
STARBRAND
 Cotton Clothes Lines
 AND
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 Cotton Lines are as cheap as Sisal or Manila and
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 For Sale by All Wholesale Dealers
SEE THAT YOU GET THEM



For You!!
 Have you investigated our Turkish
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 A few dealers thought there was
 "nothing to it" until they got
 prices and samples. Then they
 started to sell, and have been in-
 creasing all along.
 Sultana Turkish Delight is really
 rich, and a profit-winner.
 Write
Oriental Produce Co., Montreal

John Duncan & Co.
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TEAS
 of all grades from every tea producing
 country in the world.
 Ask us for Samples.

Clothes washed without a rub!
 In twenty minutes a boiler of clothes is ready for the
 clothes line, clean, pure and white without even a rub if
"VIG-NOL"
 —the wonder-working tablet cleaner is used. Once used it
 is always used as a saver of soap, saver of time, saver of
 labor. Introduce it to-day. Sure sales.
 Learn more about "Vig-Nol." There's a special offer
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H. NAGLE & CO., P.O. Box Montreal
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 Jobbers—Write for Discounts
 Distributors—Young Co., Ltd., Sudbury, Ont.
 Will Hill & Son, Vancouver, B.C.

Domolco Molasses is more wholesome than clover honey

It finds favor in the household—on the table and for cooking—ten times to the one of honey. Domolco Molasses is made from the finest quality Barbadoes sugar cane and is put through our own special process, which makes it as pure as pure refined clover honey and much more wholesome.

Our extensive advertising has placed Domolco in thousands of Canadian homes and built up a steady increasing demand.

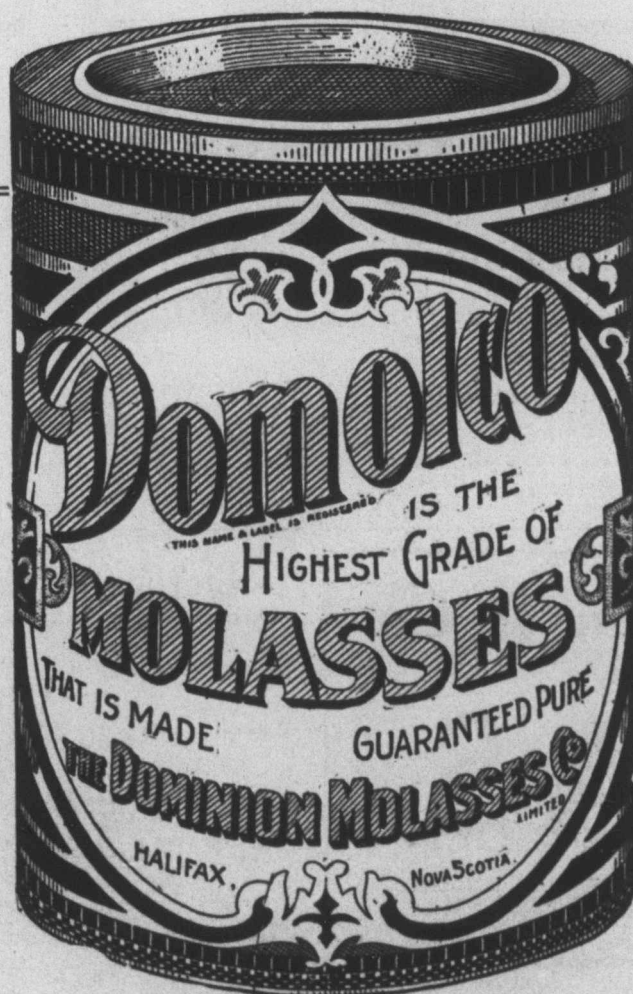
Why not take advantage of the popularity of Domolco and increase your revenue? Write to-day for prices.

Distributors for Manitoba and Saskatchewan
Messrs. The W. H. Escott & Co. Limited, Winnipeg

The Dominion Molasses Co., Limited

Halifax

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The widely advertised molasses

*Pure in quality,
delicious in flavor*

JOHN BURGESS & SON, Limited

Sauce and Pickle Manufacturers
LONDON, ENGLAND

The firm was established in 1760 and for
over 150 years has been manufacturing
goods which have stood and still stand
PRE-EMINENT IN QUALITY.

TRY MM PICKLE
A Sure Seller

THERE MAY BE GOODS AT LESS PRICES, BUT THERE ARE NONE OF EQUAL VALUE.

Write to or call on the Sole Agents in Canada

DAVIDSON-BOWLES, LIMITED
86 Wellington Street West, - - TORONTO

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CHRISTIANIA, NORWAY

NORWEGIAN SARDINES
IN PURE OLIVE OIL

We can offer you the finest quality at the lowest price

Write to or call on the Sole Agents in Canada,

DAVIDSON-BOWLES, LIMITED
86 Wellington Street West
TORONTO



**For INFANTS,
INVALIDS and the AGED.**

GOLD MEDAL AWARDED

**Health Exhibition, London,
Adelaide and Melbourne.**

The "LANCET"
describes it as:
"Mr. Benger's admirable
preparation."

The "BRITISH MEDICAL
JOURNAL" says:
"Benger's Food has by its
excellence established a
reputation of its own."

Circulars & Showcards on application.

Benger's Food and other Preparations
may be obtained through all Wholesale
Jobbers in Canada.

BENGER'S FOOD, LIMITED,
Otter Works, ——— MANCHESTER, Eng.

100 C

**Century salt put the
cents in the profits**

Century Salt is not combined
with cheap ingredients, the
housewife gets full value for her
money. Pure Salt goes further
and gives infinitely better re-
sults.

Century Salt is refined and
purified to the
last degree.
The dealers
who handle
get the
profits.

THE DOMINION SALT CO LIMITED
SARNIA, ONT.

Whittaker's English-made Jams and Marmalade

New Season's Whole Fruit Strawberry

New Season's Whole Fruit Raspberry

New Season's Black Currant

Quality unsurpassed. Competitive prices

ORANGE JELLY MARMALADE

Brilliant in Colour

Delicious in Flavour

A big seller wherever introduced

Please call on or write to the Sole Agents in Canada,

DAVIDSON-BOWLES, Limited

86 Wellington Street West

TORONTO



GEE! BUT IT'S SWEET

SO are profits; aren't they, Mr. Grocerman? Have some! Sharp's Kreemy Toffee is just a Pied Piper for Profits. They follow it everywhere. The Kids can't leave it alone—the grown-ups buy it. There's a bit of a hustle for your Store when Kreemy's on the counter.

Try a 100-lb. lot. Packed in 4-lb. boxes. It won't last long, but it will set the ball rolling.

Sells in 5-cent and 10-cent bars.

Made at Kreemy Works, Maidstone, Eng.
By

EDWARD SHARP & CO.

MAIL YOUR ORDERS DIRECT TO

The HARRY HORNE CO., of Toronto—For Ontario. Howe, McIntyre & Co., of Montreal—For Quebec. Geo. S. De Forest & Sons, of St. John—For New Brunswick. J. S. Creed, of Halifax—For Nova Scotia. Leadlay, Ltd., of Winnipeg, for Manitoba and Saskatchewan. Hamblin & Brereton, of Vancouver, for British Columbia and Alberta.



Keep Up Your Stock of "Redpath" Packages

When you, yourself, go to purchase a particular kind of collar or tie or hat, you know the unfavorable impression created if the clerk says, "we are all out of that kind."

Don't let that happen in your store. Keep up your stock of

Redpath

EXTRA GRANULATED Sugar

Give your customers what they want. Carry plenty of the 2 and 5-pound Sealed Cartons as well as the 10, 20, 50 and 100-lb. Cloth Bags. They are in constant demand the year round—and especially so during the preserving season. Look over your reserve stock and order what you lack.

CANADA SUGAR REFINING CO., Limited
MONTREAL

CANADIAN GROCER

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W. H. ESCOTT CO., Limited

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and Commission Merchants*

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and Commission Merchants*

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REGINA, Saskatchewan CANADA

Phone: M. 6802

W. H. ESCOTT CO., Limited

WHOLESALE

*Grocery Brokers, Manufacturers' Agents
and Commission Merchants*

326 Eighth Ave. West

CALGARY, Alberta CANADA

Phone: 5503

W. H. ESCOTT CO., Limited

WHOLESALE

*Grocery Brokers, Manufacturers' Agents
and Commission Merchants*

405 Telger Bldg.

EDMONTON, Alberta CANADA

Competent salesmen, also excellent storage accommodation (at a minimum charge) at the different wholesale centres. We make a specialty of pooled cars and straight carload business

We Get Results

Correspondence Solicited

Artificial Vinegar Recognized by the Government as Wholesome

ON December 29th, 1913, the Dominion Government passed certain Standards for Vinegar, briefly as follows:—

“Vinegar is a liquid consisting essentially of IMPURE DILUTE ACETIC ACID, obtained by the oxidation of wine, beer, cider or other alcoholic liquid.

VINEGAR SHALL CONTAIN not less than 3.5% and not more than 10.5% of ACETIC ACID. Concentrated Vinegar is a liquid containing more than 10.5% of ACETIC ACID whose ACETIC ACID is entirely the product of the acetous fermentation of alcohol.

Concentrated Vinegar shall not be offered for sale when the acetic acid content is above 25% unless labeled in such a way to show plainly that the article is poisonous unless diluted with at least an equal amount of water. (This applies to all vinegars.)

Solution of PURE ACETIC ACID within the limits of strength of vinegar may be sold.

This mixture of pure acetic acid with water has been sold for years as vinegar and is absolutely wholesome, but according to the new standards, because this solution of pure acetic acid is not made by fermentation of wine, beer, cider or other alcoholic liquid, may not be called “Vinegar” (Vin-aigre) (sour wine) and has therefore to be called “Artificial Vinegar.”

The Laboratory of the Inland Revenue Dept. at Ottawa in bulletin No. 235 states “That there has grown up in recent years a demand for the recognition of a diluted acetic acid. Since acetic acid is the most component of vinegar, why may not refined acetic acid be employed in vinegar manufacture? Why may not acetic acid produced otherwise than from alcohol be regarded as a further improvement in vinegar production?”

This report of the Chief Analyst suggests that pure dilute acetic acid with necessary flavors, would make a satisfactory Artificial Vinegar, fulfilling every requisite of healthfulness.

Under the amendment of the Adulteration of Foods Act, foods especially intended for invalids or infants, acetic acid may be used as a preservative.

Manufacturer



The New Welch Plant at St. Catharines
WILL BE READY FOR GRAPES IN OCTOBER

Work is progressing nicely on our new, thoroughly modern, splendidly equipped plant at St. Catharines, Ont. By the time the Concord grape crop is ripe and ready for us to select the best, as is our custom, our new plant will be in shape to begin the pressing of

Welch's
Grape Juice

Welch's is now sold by the leading jobbers throughout the Dominion.

Dealers who are unfamiliar with the advantages in handling Welch's are requested to write us at once.

Our dealers' helps, store advertising, etc., are supplied gladly and free.

The Welch Grape Juice Company
WESTFIELD, N.Y.



If you have a business for sale, a position open or want a position, try a condensed ad. in Canadian Grocer. For two cents a word you can speak across the continent.

Build up a bigger, better Tea Trade

By selling this famous tea from England —the tea that makes quick sales and brings in steady repeat orders—

DICKESON'S TEA
 "The Beverage of the Old Country"

The Original Aluminum Packet



Dickeson's Tea is the BEST Tea

Write to any of the following Canadian Agents:

- Toronto, Frederick E. Robson Co. Hamilton, C. G. Walker & Co. Ottawa, H. N. Bates & Sons, Ltd. Windsor, G. Clair Bliss, Detroit, Mich. London, R. Donaghy. St. John, N.B., E. T. Sturdee. Quebec, A. Francois Turcotte. Winnipeg, Man., W. Lloyd Lock & Co., Ltd.

YOUR customers will be glad to welcome **DICKESON'S TEA**. Its strength and purity — the richness of its flavour — its fine quality will appeal to everybody. You will find it the most sought after—the best-liked tea you ever had in your store.

GOODS WORTH BUYING

Singapore Tapioca

500 bags "September delivery"
140 lb. bags per 100 lbs. \$3.85

California Canned Fruits

G & S STELLA BRAND

Apricots	2½'s	Extra Standard, doz.	\$2.65
Peaches	2½'s	Yellow Cling "	2.70
Peaches	2½'s	Yellow Sliced "	2.75
Peaches	2½'s	Yellow Free "	2.50
Pears	2½'s	Bartlett "	2.95
Strawberries	2½'s	Heavy Syrup "	3.30
Raspberries	2½'s	" " "	3.60
Cherries	2½'s	Royal Ann, H.S. "	3.40
Plums	2½'s	Greengage "	2.25

All guaranteed 1914 pack

Swells and leaks one year

COMPARE OUR PRICES

Imported Patna Rice

Finest quality without doubt

1000 bags 112 lbs. per lb. .05

IT IS REAL CHEAP

New Pack Lobsters now in Store

1's flat 1's tall ½'s flat ¼'s flat

BEST PACKERS

Guaranteed fine quality

New Japan Teas

Don't forget our offer of ten days ago. IT IS WORTH WHILE.

WE HAVE THE STOCK,

WE GIVE THE QUALITY

OUR PRICES ARE CORRECT.

L. CHAPUT, FILS & CIE, Limitée

Wholesale Grocers and Importers,

MONTREAL

Not until July 25

The Big Window Dressing Contest
Closes July 25 instead of July 18

SUNLIGHT
PANSHINE
LIFEBUOY
LUX

The "Big Four"
advertised
Trade-Winners.

Lever Brothers, Limited, announce that their great window-dressing contest will be held open for an extra week. Photograph of your display may be sent in up to July 25th, instead of by July 18th, as formerly announced. This is by request of many friends in the trade, and will make it more convenient all round.

If you haven't entered this great contest, you are missing a big money-making opportunity. Write in at once for advertising matter and full particulars, which we have ready to mail you by return.

\$495 in cash

48 Grand Prizes for Grocers and their assistants in Ontario, Quebec and the Maritime Provinces.

LEVER BROTHERS, LIMITED

Sunlight Soap Works, Toronto, Canada



Air-tight Seals for Glass

The only fault you can find with glass containers is the difficulty in obtaining a satisfactory seal. We have it. And will be glad to prove it to you in your own factory under your own local conditions.

Used and indorsed by most of the leading food packers of the United States and Canada. Anchor caps are the final word in air-tight closures for all varieties of bottles, jars and tumblers.

Made in Canada for the Canadian trade.

Write us for catalogue and price list.

Anchor Cap & Closure Corporation of Canada, Ltd.

Sudbury St. West, Foot Dovercourt Road

TORONTO, ONT.

Diamond Cleanser

Has no equal as a cleaner.
Perfectly odorless.
Harmless to hands.

COSTS \$3.00 PER CASE
for four doz. cans to case

SELLS at 3 for 25c
or 10c a can

giving the grocer a good profit. Five case lots cost \$2.85 a case.
Handled by all jobbers.

Manufactured by
Stephens, Welch & Co.

7 Ossington Av., Toronto



ARCTIC

How is your refrigerator standing the 80°-100° days ?

When "Old Sol" begins to smile too brightly then it is that you can judge the real merits of your refrigerator. If your provisions do not come out perfectly fresh, or your ice bill seems exorbitant, enquire about the dry cold circulating air refrigerator—the Arctic—(just as cold as its name).



Write for catalog.

John Hillock & Co., Limited
TORONTO

Agents:—Western Ontario: J. H. Galloway & Co., Hamilton.
Saskatchewan: Western Butchers' Supply Co., Regina, Sask.

Not an Enterprise for the "Quitter"

¶ "If there is one enterprise on earth," says John Wassmaker, "that a 'quitter' should leave severely alone, it is advertising. To make a success of advertising one must be prepared to stick like a barnacle on a boat's bottom."

¶ "He must know before he begins it that he must spend money—lots of it."

¶ "Somebody must tell him that he cannot hope to reap results commensurate with his expenditure early in the game."

¶ "Advertising does not jerk; it pulls. It begins very gently at first, but the pull is steady. It increases day by day and year by year, until it exerts an irresistible power."

WARRANTY

We hereby warrant the contents of this package, as manufactured by us, to be pure and unadulterated in accordance with the warranty provided for in the third Schedule to the Adulteration Act, chap. 133 of the Revised Statutes.

WARNING

Any person or persons found guilty of substituting the contents of this package with inferior or impure goods will be prosecuted according to law.

White Swan Spices & Cereals, Limited
Toronto, Canada

Demand Protection!

from the manufacturer—do not be prosecuted for selling adulterated goods that you may have purchased as "pure."

Every package of White Swan Brand bears the above Dominion Government Warranty. This protects you absolutely, as the Government will proceed against us in case of trouble. We are willing to take the responsibility, for we know our goods are what we claim for them.

This is the reason why you should handle nothing but White Swan Spices, Baking Powder, Cereals, etc. — the goods that bear the "Surety of Purity"—Write for catalog.

SPECIALS in CANNED GOODS

We are offering the following
at attractive prices

3,000	Cases	Canned Tomatoes	- -	3's
2,000	"	Standard Peas	- -	2's
500	"	Pumpkins -	- - -	3's
300	"	Lombard Plums	- -	2's
300	"	Red Pitted Cherries	-	2's, H.S.
200	"	Gallon Pumpkins	- -	-
500	"	Red Star Salmon	-	1's, Tall
300	"	Oregon Red Salmon	- -	-
200	"	Bartlett Pears	- -	2's, H.S.
300	"	Crawford Peaches,		2's, H.S.

Don't buy before getting our prices

EBY-BLAIN, LIMITED

Wholesale Grocers

TORONTO

CANADA

Still increasing the Increase!

The history of "SALADA" is not an occasional increase at intervals, but a steady, sure increase, week after week, year after year, that proves its merit and must eventually result in the entire absorption of the recognized tea trade of the Dominion.

The average increase per week, during the first six months of 1914, over the corresponding weeks of 1913, has been 23,351 pounds. And we have every confidence that the year's average will be even more wonderful.

In these competitive days, our existence and yours, depends on serving the public with the quality they expect. We are filling our part—figures prove that—can you say the same? Do you keep a free-moving stock of "SALADA," or are you losing business by trying to sell ordinary tea?

"SALADA"

"The Sale is Guaranteed."

LONDON, ENG. BUFFALO NEW YORK TORONTO MONTREAL BOSTON CHICAGO DETROIT
 41 Eastcheap 78 W. Genesee St. 100 Hudson St. 32 Yonge St. St. Paul St. 34-35 S. Market St. 361 N. River St. Shelby Block

Branches also in Pittsburg and Philadelphia.



Larger Orders


for Macaroni come to the dealer who sells the high quality

BERTRAND'S MACARONI

For profit and steady demand it holds the pride of place. Customers appreciate its wholesomeness, deliciousness and economy. Since 1825 it has given the better satisfaction. Three immense factories in France are kept busy supplying the demand. Let us send you our quotations.

Henri Jonas & Co.
 MONTREAL
 Sole Agents Canada and U.S.A.

Remember



There is none "just as good." For over 28 years we have been building up a reputation for our product, as a result of which there are a greater number of Eureka Refrigerators being used throughout the Dominion. There's a good reason for this popularity.

The

owner of a Eureka knows by experience that its capabilities at a minimum of cost has given it a lead far ahead of any rival in the refrigerator field. Let us tell you why the Eureka is so popular. A postal will bring you points about the Acme of Refrigerators that may surprise you. Write now to the

Eureka
 Refrigerator Company, Limited
 31 Brock Avenue Toronto



The brand new, and delicious appetizer Colman's *SAVORA*

One of, if not the most delicate and delicious condiment for meat, fish, etc. This entirely new preparation introduces the brand new taste—the taste that once tried always pulls. It is a sales-maker from the word "go."

Let us send you small trial order—be the first to introduce "Savora" in your town.

Magor, Son & Co., Limited

AGENTS FOR DOMINION OF CANADA

403 St. Paul St., Montreal

Toronto Office: 30 Church Street

Sing-a-song-a-Sixpence, a Pocket full of Rye,
Four and Twenty Black Birds Eaten in a Pie.
When the Pie was opened the King began to sing:
"That's the way I want my chef to sweeten
everything."

Crown Brand Corn Syrup

So many kinds of delicacies can be made with Crown Brand Corn Syrup—Delicious Candies that are simple to make! Good to eat, too, because Crown Brand Syrup is absolutely pure. Think of the fun of making them, and how little the cost. Kiddies love Crown Brand Syrup on bread. It is an excellent sweetener and lends a delicious flavor to cakes, puddings and pastry.

Our Free Recipe Book tells how to use it in a host of dainty dishes. Send for it. Address Montreal Office.

The Canada Starch Co. Limited
Manufacturers of The Edwardsburg Brands

MONTREAL CARDINAL TORONTO BRANTFORD VANCOUVER

MINCE PIE

1 Pound of Lean Boiled Beef
1 Cup of Currant Sauce
1 Pound of Rye Syrup
One Half-pound Raisins
One Half-pound chopped Dates
1 Spoonful of Spiced Brandy
One-quarter Pound of Cloves, cut up
fine.

One-half Pound of Brown Sugar
One-half Pint of Cider
1 Teaspoon each of Salt, Pepper, Mustard,
Allspice, Cloves and Nutmeg.
1 Teaspoon Cornstarch.

1 Cup of Brandy and one of Wine.

Mix all thoroughly, and warm on stove until heated through. Remove from fire, and when nearly cool, add lemony and white. Put in a tin, cover it tightly. Keep perfectly cool, but do not let it freeze. Will keep good all winter.

"Sing-a-Song of Sixpence," a pocket full of Profits

That's the happy frame of mind of the merchant who carries the long famous and ever popular

Crown Brand Corn Syrup

The best table syrup—well advertised in great big space twice as wide and twice as high as this small reproduction. No wonder it is a great profit-bringer. Write us for prices.

Canada Starch Co., Ltd.

Montreal Cardinal Brantford

CANADIAN GROCER

VOL. XXVIII

JULY 10, 1914

No. 28

Getting Out of Fruits With a Net Profit

Many Dealers Find it Difficult on Bananas and Berries, but Handle Them to Accommodate Customers and Draw Trade—Methods of Others to Insure Safety—Buying, an Important Part in Profits.

A Symposium of Ideas From Canadian Grocers.

SO important has the problem of making a profit commensurate with the investment, care and work in handling fruits become, that a number of dealers feel that more attention and more system should be exercised in watching this department of the business. There are a great many merchants who have been making a fair net profit on fruits; there are those who think they are making a profit, and there are many who have the feeling that some fruits are unprofitable and yet necessary goods to handle.

That fruit can be handled at a profit has been proven by a large number. Canadian Grocer took up this question with a number of dealers in different parts of the country to ascertain just what the difficulties are, and whether fruits could be handled with fair success. Among the replies which are published below will be found cases where profits have been good and bad. All of these will be worth while the serious consideration of and careful perusal by the trade, who are desirous of making the most out of this important department.

Culls Decayed Fruit.

J. R. BROWN, WOODSTOCK, N.B.—My system is to exercise the utmost care on receipt of a shipment of fresh fruits to see that their condition is satisfactory. If any are found to be in bad condition, I pick them over and charge the loss up to the shipper. In my opinion the losses are greater on bananas and berries than on oranges, lemons, pineapples, peaches, etc. I have never thought I made a profit on bananas, but I do on the majority of the other lines. On berries I figure on 2c a box.

The banana is a very delicate fruit, and unless shipped green is liable to bruise and decay. All goods are counted

on arrival, the freight added, and a fair profit placed on them. We usually set our price on oranges, lemons and grape fruit after counting them. The grocers here have often discussed the banana problem, and many of us are of the opinion that we do not make a sufficient profit.

THOS. LANGLAIS, RIVIERE DU LOUP STA., QUE.—In purchasing bananas as well as several other lines of

SUCCESSFUL METHODS WANTED.

Do you make a profit on bananas? If you do, there are many in the trade who would like to hear of your methods. In this article several dealers tell of their experiences with bananas and other fruits, and it will be observed that in a number of instances, it is difficult to sell them at a profit. If you are doing so, your methods will be of great assistance. If, too, you can give any suggestions that will help place the fruit trade on a better basis, they will be appreciated.

fruit I try to get them in a partially green condition. I figure that I make a profit on bananas, oranges, lemons and peaches. I do not handle berries and only a few pineapples. As soon as I receive a shipment of fruit I endeavor to dispose of it as early as possible by pushing the sale hard.

T. B. RIDER & SON, FITCH BAY, QUE.—I pay only for sound fruit. I

examine all on arrival, and where the shipper is at fault, I do not pay for the fruit. On oranges, lemons and pineapples I make a net profit, but I cannot say the same of bananas, berries, or peaches. Bananas seldom arrive in perfect condition, and there is usually a loss on fruit at the top of the stem.

Bananas Sell Rapidly.

PORTERS, WHITE, PETERBOROUGH, ONT.—We cut the bananas off the bunch and place them inside up on the counter. We count them closely to see at what price we require to sell them to make a profit. On almost every bunch it is necessary to figure on getting only an average of from 10 to 15 cents for the two top hands. We find by putting the bananas on the counter in this way that we sell three or four bunches to one formerly.

We find the best margin in oranges of any of the green fruits. We endeavor always to have a good display of them. With lemons we are careful not to expose too many to the atmosphere at once, as sometimes they dry out. During the winter, when lemons were not so high, we maintained our price at 30c, knowing that in the summer it is hard to get more than that price when the market is high. Our price is, therefore, usually maintained throughout the year, always, of course, purchasing the best possible fruit.

Between June 17th and the 29th we sold over 1,000 boxes of berries, but it is difficult to make more than 2c a box gross profit on this fruit. Peaches we find are fairly easy to handle, because a good showing can be made of them; with pineapples we do not have the same success.

It seems to us that to make a success of fruit one must have a good showing

all the time. When fruit is properly arranged and looked after, sales can be readily created. The best results are obtained from display when the window is built so that a good circulation of air is made permanent.

In regard to keeping lettuce and perishable vegetables overnight, a good plan is to sprinkle them very lightly with water, cover them with a wet paper and place in a cool spot. We think that the trade should not be afraid of asking a good margin on fruits when they are freshly opened. Later on after they have been picked over, many of them have to be sold at a loss.

Fresh Stock Daily Helps.

E. McLAREN, COLLINGWOOD, ONT.—To create new business in fruits we usually give one window display over to them, and whenever a customer comes into the store we mention what we have for sale. In Collingwood we can secure stock every day, so that we do not have to carry any more than we can safely get rid of during any one day. We calculate to make a net profit on all the fruits we carry. Overstock it seems to me is the chief reason why there is so much loss.

FLEMING BROS., BLOOR STREET W., TORONTO.—“Always keep the oldest stock cleaned up” is our advice in handling fruits. We buy only the best we can find, and we make a net profit on them all.

T. H. KNIGHT, BOWMANVILLE, ONT.—While it is difficult sometimes to make much money out of fruit, it is an interesting line to handle, and if the stock is kept looking well all the time, it brings business to the store. We use our windows to good advantage, and make them do the advertising and selling for us.

J. A. STEWART, EXETER, ONT.—We buy often and in such lots as we are sure to sell before they have any chance to decay. We do not handle bananas, but we make a profit on oranges, lemons, berries, pineapples and peaches. By clean counter displays and judicious introduction of fruits to our customers, and because we purchase only choice stock, we dispose of quite a large quantity.

BARNSDALE TRADING CO., STRATFORD, ONT.—We maintain that as soon as the fruit men can get into a plan to ship only at prices according to quality and the same price to all dealers, the better it will be for the trade. It is often noticed that berries, for instance, are sold for less than they can be pur-

chased from the grower. Who is the loser in such a case? On bananas, oranges, lemons and pineapples we make a fair profit. The reason very often why a net profit is not made on some fruits is because so much is sent onto the market to be sold on commission, and when fruit is bought as per price lists we are up against the commission men who slaughter goods.

OSCAR SIGSWORTH, PAPE AVE., TORONTO.—Our selling methods are reminding customers on their trips to the store and over the telephone. In this way we sell quite a quantity. It seems to me that the street pedlars have much to do with cutting down the net profits on many fruits, particularly bananas.

Get a Profit When You Can.

BEVERLEY McDONALD CO., PICTON, ONT.—“Buy good fruit in small quantities—poor fruit is dear at any price,” are my suggestions to the retail trade. Competition, poor buying, and poor fruit are often the means of preventing the making of a profit. We sell fruit by good displays, and we sell for the highest reasonable price, regardless of cost. The retail dealer should not be afraid to get a good profit when he can to make up for the losses which are always met with more or less in any store.

BROWN BROS., ARKONA, ONT.—We are always very careful not to overbuy in purchasing fruit. We make a net profit on oranges, lemons and pineapples, but it is questionable if we make any on peaches, berries or bananas. When bananas are retailed at 20c a dozen, and with a few spoiled ones it is difficult to get your cost out of them. To sell fruit we use effective displays on the counter.

EDGAR BAILEY, VANCOUVER, B.C.—We make an average gross profit of about 20 per cent. on the cost price, which means a profit of 16 2/3 per cent. on the selling price.

GROCCERS ELECT DOMINION OFFICERS.

Montreal, July 7.—(Special.)—At the Dominion conference of the Grocery Section of the Retail Merchants' Association being held here, the following officers were elected:

- President—W. J. Mellen, Brantford.
- First Vice-President—A. Laniel, Montreal.
- Second Vice-President—F. C. Higgins, Toronto.
- Secretary—E. M. Trowern, Toronto.
- Treasurer—J. A. Beaudry, Montreal.
- Auditor—D. W. Clark, Toronto.

THE CIGAR CORNER

With this issue is begun a series of short, crisp articles on the manufacture of cigars and tobaccos, on the attention they receive before leaving the factory and the attention that should be given them when they reach the retail store. The articles will be written from actual observations in a modern factory and in large and small retail stores visited by the writer.

Did you ever have the pleasure of going through a cigar factory and seeing for yourself just how the plant that soothes the feelings of the smoker, is transformed into the sharp-tipped, fragrant cigar? Did you ever realize that carefulness, rapidity, system, and science, perform important parts in the turning out of this product that has commanded such an extensive worldwide recognition?

If not this series of articles will be of assistance to the retail dealer who stocks cigars and who has the desire and aggressiveness to make a good profit on a line for which a good demand ever exists. The next best thing to seeing is reading. These articles will endeavor not only to conduct the reader in an imaginary journey through a modern cigar factory, but to throw out selling hints and present suggestions that will help the dealer make more sales and therefore better profits.

Every cigar is composed of three parts. These are:—

- 1.—The WRAPPER, or outside cover which gives the cigar color and appearance.
- 2.—The BINDER, which is an inside covering next to the wrapper.
- 3.—The FILLER, the interior leaves, which really give the flavor to the cigar and on which the quality so largely depends.

In the factory visited by the writer, each of these three parts came from different countries. The leaf for the Wrapper was imported from Sumatra in the East Indies via Holland; the Binder came from the State of Wisconsin, U.S., and the Filler from Havana, Cuba. The raw leaf arrives in large bales or boxes containing around 140 to 170 lbs.

The next article will deal with the actual manufacture of the cigar — how the leaf for each part is made ready for the workers and how the cigar is rolled into the attractive form we see it on opening a box.

Eric C. Jamieson, a Hamilton, Ont., grocer, and secretary of the Hamilton R.M.A., was in Montreal this week attending the Dominion conference of the Grocery Section of the R.M.A.

R. T. Gray, Madoc, Ont., writes: I consider Canadian Grocer a first-class instructor.

At the Weekly Conference



Summer Desserts Were Accidentally Selected For This Conference. Selling Points on Corn Starch, Jelly Powder, Junket, Etc., Were Discussed Effectively.



Conference No. 7.

IT was one of those afternoons when the thermometer which reads ninety-five in the shade seems an insult to one's feelings. One of those real hot days in the season generally known as the dog days—although it is hard to imagine why any self-respecting canine entitled to his day, which every dog has according to the old saying, should pick such a time of the year.

But, however, it was one of those real summer time days and Frank Hastings was mopping away at his forehead like the wounded hero in a motion picture drama. He was glad that it was closing time in the Lawrence grocery, and his mind was divided between consideration as to what his wife was likely to have for the evening meal in such sweltering weather and some topic for discussion at the weekly conference. And while more with his eyes than his mind he followed the gymnastic exercises of a traveling troupe of flies which had located for the time being on the outside of the screen doors and were engaged in the fruitless task of trying to find some crack through which they could enter—he even smiled, almost unconsciously, for he knew that the manner in which he had fitted that door meant that the fly circus would have to perform on the outside.

Don't think that these day-dreams were a habit with Frank, but he was only human and just at the moment there was hardly a person on the street, for nearly everybody was either home or homeward bound and the business places were just closing up; the boys were carrying in some stuff which had been unloaded at the rear and the last customer had passed through those tight-fitting screen doors after what had been a good day's business for the season of the year.

The Idea Picked Up.

Then the phone rang.

Frank answered quickly. It was his wife. From his end of the conversation one could gather that she had been wrestling with the housekeeper's problem of what to put on the table when

the heat is such that the stomach seems to rebel at heavy hot food.

Frank.—“Oh anything.... That's right—don't put on a hot fire and roast yourself to death.... Ham?... Just what I would have suggested.... Blanc-mange with strawberries?... Fine.... Good-by.”

There were a number of other dishes for that summer evening meal which were waiting Frank, but it seemed to be the last item which attracted him the most, for it was the basis of an idea for the weekly conference which he immediately made up his mind to bring up.

Naturally he considered Mrs. Hastings to be the best little wife in the world, and a little different from any other man's better-half, but he did not think

this difference had anything to do with preparing meals in the sweltering summer weather—if his wife did not like working over a hot stove with the temperature at ninety or so, then he came to the conclusion that other wives would not like it either. Also, if he had a taste for cooling desserts surely other husbands might be the same. Having ordinary intelligence he saw an avenue for increasing summer sales and going back to the office he picked up a small recipe book which had come some time before and began to get ideas to keep up his end of the talk.

Henry Lawrence was not so young as he used to be—not quite anyway—and the strings of his apron were now somewhat longer than they were when he started into business—not much, but some. When the staff gathered around he was just a trifle wilted after a perspiring afternoon and his collar seemed inclined to slightly conform to the shape of his chin. The others no doubt felt very much the same way although they did not show it to the same extent, with the possible exception of the drivers on whose perspiring brows there were some slight evidences of the dust through which they had been driving.

Summer Desserts It Was.

When Frank made his suggestion that they have a little chat on summer dishes which the grocer can press for the dessert number on the program, the thought was picked on right away, and the meeting was thrown open for ideas.

One of the junior clerks got the credit for the first suggestion when he introduced jelly powder, which is naturally one of the leading of the summer desserts. At his home, he said, they used a great deal of it and there was a great many ways in which different fruit combinations could be made. His mother found it very simple to use.

“When you have a small family—” commenced one of the clerks, but he had to stop long enough to let the laugh go round, for though married, it was but

(Continued on page 39.)

SUMMER DESSERT SUGGESTIONS.

ICE CREAM.—Use corn starch.

CORN STARCH PUD-DING.—Can be made baked, or boiled and in a number of varieties with cocoanut, chocolate, etc.

JELLY POWDER.—Served clear or with fruit or cake.

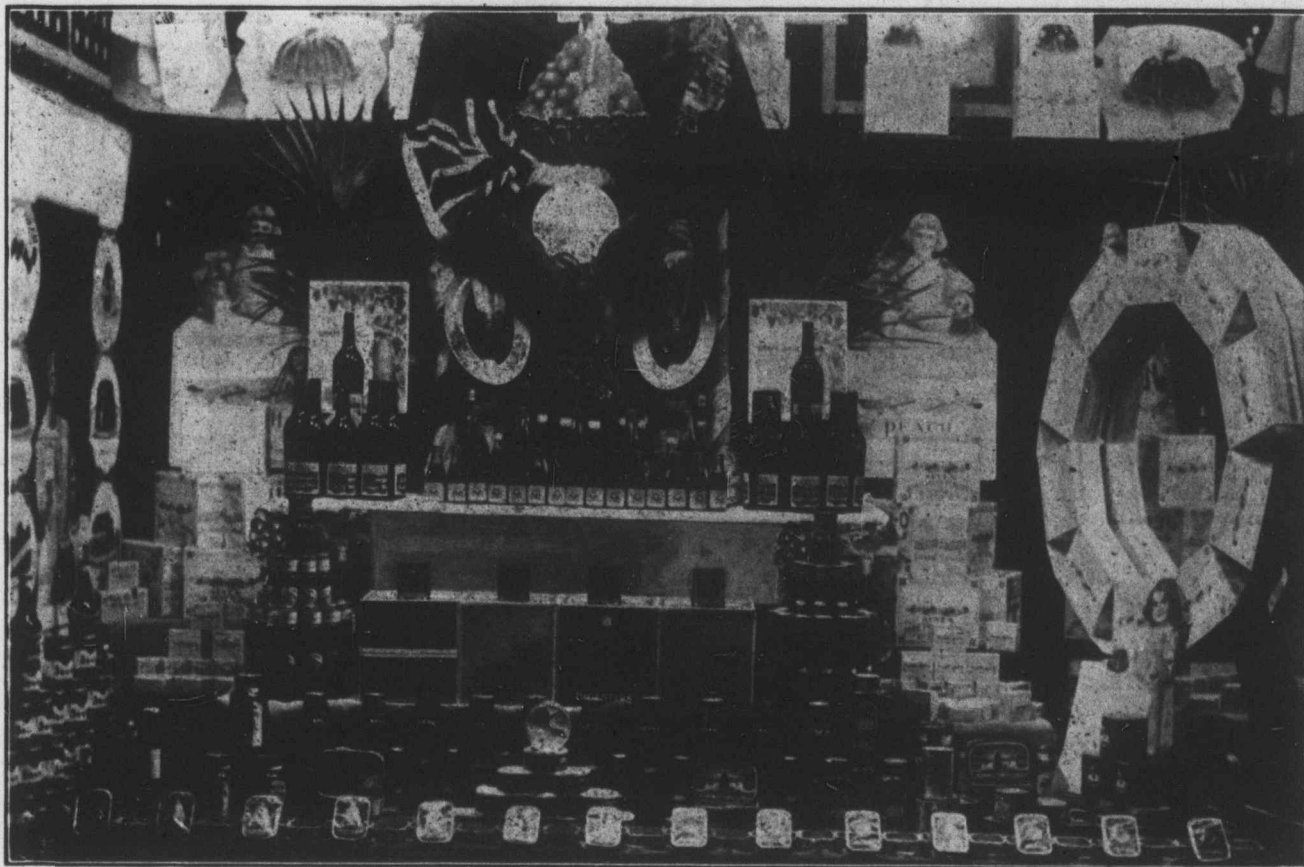
BLANC-MANGE.—Served with raspberries, strawberries, or cherries fresh, or with any preserved fruit.

HOT WEATHER POINT-ERS.

PREVENT SALT FROM LUMPING.—A teaspoon of corn starch to six of salt.

PREVENT ICING RUN-NING.—Dust lightly with corn starch.

INFANTS' FOOD.—Boil corn starch with milk and sweeten.



A handsome summer-goods grocery window made last week by Bruce McDougall, of Ingersoll, Ont.

A Clever Sales-Producing Summer Trim

Sample of What Can be Done to Interest the Passerby During the Warm Weather—Lines That Are Easily Sold Now.

THAT there is splendid scope for good Summer Goods window displays of groceries is amply evidenced by the one shown above. This was a trim made last week by Bruce McDougall, with F. McDougall, Ingersoll, Ont.

The window contains, among other goods, jelly powder, grape juice, fancy biscuits, unfermented wines, olives, canned peas, sardines, herrings and other tinned fish, pickles, canned soup and fresh fruit. Note the artistic way the sardines and herring are displayed at the front of the window. How much better this looks than if they were piled two and three high as in some windows! Note the pyramids of bottles of olives at either side of the biscuits, the circular display of jelly powder, the elevated shelf with grape juice and wines, and the handsome basket of fruit above all. Last week being week of July 1, a flag is neatly draped above center of the trim.

Mr. McDougall's window is entirely inclosed. It has a "plate" rail at the top which is used to good advantage. Here is a splendid suggestion for a summer goods trim. There should be many of them during the "dog days," and if so, the business shouldn't suffer any. Does any one say that this trim would not sell goods?

Equipment Makes the Modern Provision Store

The Contrast of the Up-to-Date Meat Store and the Old-Time Butcher Shop—Everything in the Way of Modern Appliances and Fixtures Should be Installed That the Business Will Stand — Scales and Refrigerators are Very Important.

Twelfth Article of Provision Series.

ONE feature of the provision department, whether it is operated on a big scale or as an adjunct to meet the requirements of the customers of the corner grocery, that requires very careful consideration on the part of the grocer and provision dealer is the equipment. In this connection there is comparatively little advice of a definite nature that can be given for the reason that each merchant will have to decide upon the equipment of his store or department in relation to the business he has or may be making an effort to get. Generally, however, one point can be made, and made strongly, which covers the whole situation, and that is to get everything in the way of up-to-date equipment that the business can stand—and it will soon be found if this policy is carried out, that the increase in the volume of trade will justify some very progressive steps. Modern business demands modern methods and modern equipment—it is the modern store that usually gets the modern customer.

The old idea of the butcher shop was merely a place where meat was sold. There would be some rough blocks, an ice box, which was often far from the ideal as to construction, some meat hooks, a scale and a till. With its saw-

dust-covered floor and strong meaty odors, the old-time meat shop was far from an inviting place to buy food supplies—and the provision store was often not much better. But the old idea has changed. There is no reason why meats and provisions cannot be sold in a store that is just as clean as a pastry shop, and the public opinion is demanding service of this kind.

Fine Western Store Equipment.

To illustrate the idea of modern equipment and what can be done to fit up a provision department that will draw trade, we show in the accompanying photo the interior of the establishment of the Fort Garry Market Co., Limited, Winnipeg, one of the finest in Canada. Of course, this represents to the ordinary dealer an ideal which would be beyond the possibilities of their business, but it is a good thing to have ideals in view, and to go as far towards them as trade and prospects will warrant—and it does not do to be too conservative.

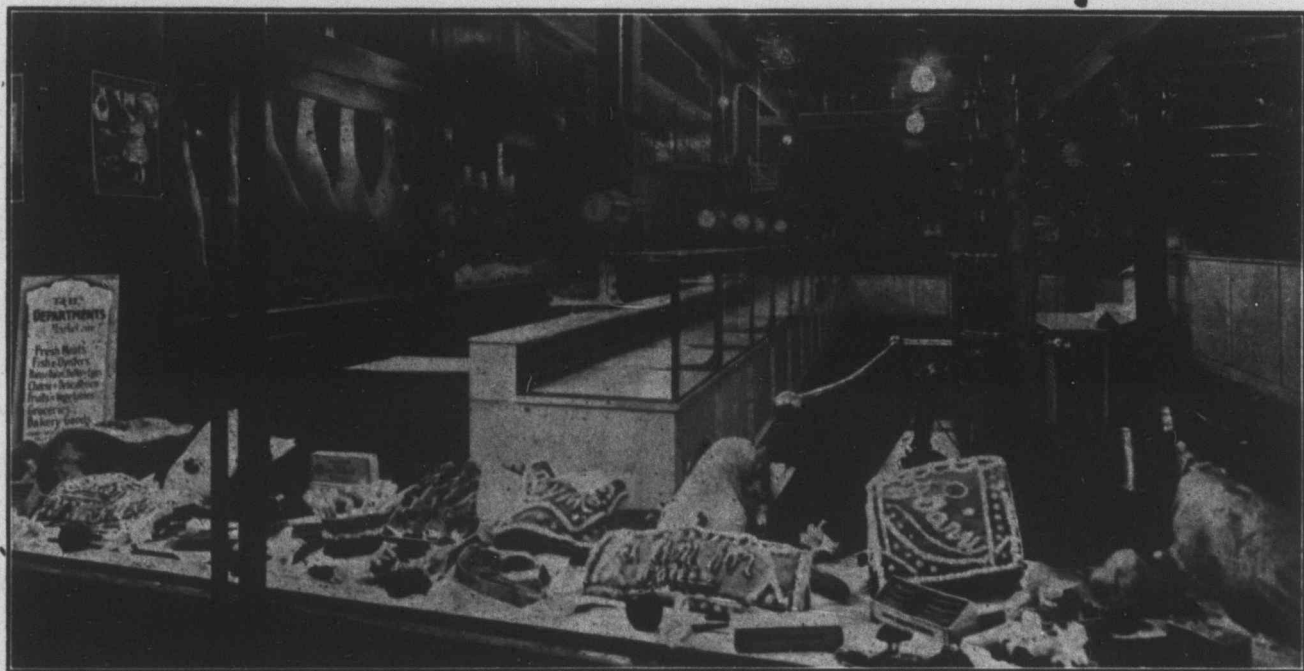
Some of the outstanding features of this store are the special refrigerator show cases of marble and glass, the number of automatic scales in use, the carriers which are above the clerks to take the meats cut to the wrapping and de-

livery department, and the large refrigerators with the plate-glass fronts which show the fresh quarters of beef to splendid advantage. But above anything else is the whole effect. Merely to go into such a store is to create an appetite—and the window display is one that will draw trade off the street. Other features to which attention might be called are the telephone desk, which at once represents service, while to the right may be noticed a settee, where customers can rest. Just for a moment let your mind go back to the old-time butcher shop. What a contrast!

Artificial Ice System.

In this Winnipeg establishment there is an artificial system of refrigeration; the pipes may be seen in the marble show case. For a modern store of this kind the ice machine is a great improvement, but it is only in such places that these systems have been installed up to the present time, and there is some question whether for the smaller man the saving in ice at the price it can usually be secured in most parts of Canada is sufficient to make the investment a desirable one. There are a number of different systems by which artificial ice

(Continued on page 55.)



Interior view of the highly attractive provision department of the Fort Garry Market Co., Winnipeg.

CANADIAN GROCER

Established 1886.

Only Weekly Grocery Paper Published in Canada.

THE MACLEAN PUBLISHING CO., LIMITED

John Bayne MacLean - - President

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1914 CANNED GOODS PROSPECTS.

THE STRAWBERRY PACK in Canada is now over. In the Niagara Peninsula the crop has been fairly good, the rains of the past couple of weeks prolonging the yield. In the Oakville district there was not an average crop, but nevertheless there were many berries shipped from there.

At what prices will strawberries open? That is a question many in the trade are asking. Last year the opening price for canned strawberries 2's, in heavy syrup, was \$1.92½ per dozen. The year before it was \$2.15. It is not likely that this year the price will be reduced, and if a No. 2 tin of strawberries is to sell at 20 cents it will not be exceeded to any extent. Strawberries this year were more moist than usual, and a quart in a tin with heavy syrup will not generally open out as much solid fruit as the same quantity last year.

Prices on peas are also being awaited. Cannerymen state that generally speaking the outlook is bright for a good crop in Ontario. The pack is progressing steadily and it is likely the issuing of prices on strawberries and other earlier fruits will be held back until the pea pack is more accurately known. Standards opened last year at 82½c, whereas in 1912 the opening price was \$1.25.

All indications point to a record crop of tomatoes this year unless future weather conditions are very contrary. In one or two cases reports show that frost did damage but this is not general. In many peach orchards, growers have planted tomatoes between the rows, which they would not have done had the peach outlook been bright.

Red currants and gooseberries are a good crop generally and raspberries promise well. One grower told Canadian Grocer last week that the weather was ideal for raspberries and most other fruits up to that time. A rainy day, followed by a comparatively cool one, and then warm weather, was good for raspberries, he said. Black currants are scarcer than usual.

Prices on new peas, beets, carrots, spinach and asparagus tips and on cherries, strawberries, currants, gooseberries, pineapples and rhubarb may be expected soon.

FLOUR AND CEREAL REGULATIONS.

DURING THE LAST session of the Dominion Parliament several amendments of interest to the trade were made to the Inspection and Sale Act. One of these dealt with

flour and other cereals. Among other regulations net weights in Dominion Standard Pounds for the barrel and half-barrel were made. A barrel of flour or meal shall henceforth consist of 196 lb. net; of rolled oats 180 lb. net; and of rolled wheat 100 lb. net. The half-barrel shall be half of the above in each case.

In future, too, every barrel or half-barrel of flour, meal, etc., must be branded on one end with the name of the packer (or firm) or the person for whom he packs the contents, and place of business of the packer or person. It must also have the brand and weight, and the tare of the barrel. Every bag of such goods shall also be plainly marked with similar information.

There are exceptions to this. If the goods are placed in the barrel or bag in the presence of the purchaser, or if they are exported out of Canada and the purchaser doesn't wish to have the marks appear, the act does not apply.

UNIVERSITY TO STUDY GROCERIES.

A THOROUGHGOING, country-wide study of the retail grocery trade, in co-operation with the grocers themselves, has been undertaken by the Bureau of Business Research of Harvard University in the United States. A preliminary study, as a result of which this decision was reached, has already been made in Massachusetts and Rhode Island. This investigation will follow the same general lines as the University's successful study of the retail shoe trade which has been in progress since the fall of 1911, and for which detailed information has already been obtained from over 650 retail shoe stores in 26 states and Canada. The object is to collect real facts about business, the actual costs of retailing, and the policies adopted by retailers in handling their problems.

For establishing standards a uniform system of accounts is essential. Hence such a system, similar to the Harvard system of accounts for shoe retailers is being prepared for the grocery trade. In its preparation the advice of successful grocers will be followed. The cumulative experience of the Bureau of Business Research in its exhaustive study of the shoe trade and in its preliminary investigations of several other commodities will be utilized. The system will be practical and sufficiently

simple for any retailer to use. It will be adapted for stores of all sizes.

Stock-keeping methods and means for increasing the rate of turn-over will be studied. And there will be a comprehensive inquiry into the other special problems of the grocery trade.

Agents will be sent out to gather information directly from the retail grocers. When sufficient progress has been made, a summary of the results will be published. Thus the experience of many grocers of varying degrees of ability will be summarized on a comparable basis and standards set up for the practical assistance of each individual grocer.

The greatest service of the University will be in the collecting, tabulating and publishing of figures and other information in such form that intelligent comparisons can be made by individual retailers. For doing this work the University has a particularly strategic position as a non-competing and trusted third-party. The system of accounts and the published results of the research will be furnished absolutely free to all grocers who co-operate by giving the bureau their own figures.

CHEAPER BUTTER—NONE GOING WEST.

EARLIER IN THE season Canadian Grocer made the prediction for cheaper butter this summer, basing this forecast on the situation in the United States and throughout Europe where the prices were generally down; this was particularly true across the border where large losses were sustained by importers. To-day we find that the basis is two cents under a year ago and the market is weak. For a time it looked as if the demand of the packers was going to take the surplus in quick order, but now that June is passed, there is not the same demand and there is not sufficient spread in prices to warrant export to either England or the States.

Another important factor has been the falling off of the Western demand and nothing could more emphatically prove the change in agricultural conditions in that country. A year ago an importer from the East, the West to-day is not only supplying itself, but is doing so at lower prices than are prevailing in the East.

What the West is doing is noticed by a recent report of the Department of Agriculture of the Province of Saskatchewan which shows that for the winter of 1912-13 in the co-operative creameries, production was about 112,000 pounds as compared with 235,000 pounds during the past winter—an increase of 109 per cent.

EDITORIAL NOTES.

A SERIES OF short articles on cigars and tobaccos begins in this issue.

A WELL-DRESSED window is a powerful magnet for custom during the dog-days.

RETAILERS' STATEMENTS in this issue show that fresh fruits need attention to produce a net profit.

MANY PEOPLE ARE hanging on to their money because of talk of a trade depression. Give them good reasons for spending it and you'll get some of it.

THE CHAFLIN system of stores which recently failed in New York with millions of liabilities was really a chain store concern. This should be a warning to the man whose business gets so large that he cannot keep a personal watch over it.

Prices of a Price-cutter

IT IS GENERALLY conceded that price-cutting in groceries is gradually on the decline. That it will disappear entirely is, of course, beyond the hopes of the most ardent of price-maintainers; but there is undoubtedly much room for further improvement. Some dealers are to-day selling goods—big selling staples at that—for prices that scarcely cover the invoices, without taking into consideration 15 or 16% necessary to cover cost of doing business before a net profit begins to show itself.

Canadian Grocer has been handed a dodger which an Ontario dealer sent out recently and which contains some very interesting information along price-cutting lines. Here are some of the quotations found in it:—

CANNED PEAS—Two tins for 15c.

GOLDEN WAX BEANS—3 tins for 25c.

NO. 1 STANDARD GRANULATED SUGAR—20-lb. cotton bags for 95c.

22 LB. BEST GRANULATED SUGAR (Pure Cane) for \$1.

BEST SOCKEYE SALMON, 1-lb. Tall Tins, for 22c.

6 BARS LAUNDRY SOAP for 25c.

These and other "bargains" were offered for 3 days only—Thursday, Friday and Saturday—the dodger being headed "Week-End Grocery Bargains."

It is difficult to believe that a grocer who frequently does this sort of cut-throat trade can long remain in business. At the present time there are no faster selling goods on the market than canned goods, sugar and soap, and yet at a time when these goods can be easily sold by applying salesmanship and service methods, we have the spectacle of a merchant cutting the heart out of prices and preventing not only himself but his competitors from making any money on these goods.

If this man has bought too heavily in any of these lines, there might be some excuse for these cut prices. Even at that it demonstrates he is a poor buyer—he cannot gauge his capacity as a salesman or the capacity of his customers.

The present wholesale market price on those peas is 85 cents a dozen, whereas he only gets 90 cents, leaving a 5-cent margin on 90 cents, or about 5½% gross margin. On the beans the gross margin is better at 13½%, but insufficient to cover his cost of doing business. Twenty pounds of sugar at 95 cents with sugar at \$4.51 a hundred only allows of a gross margin of about 5.1-3%. Of the six items taken from the dodger the salmon shows up the best in the matter of gross profit with 15%, probably just about sufficient to cover its share of overhead expenses. But if the soap were purchased at \$4.05—the lowest market price of the brands mentioned—the invoice cost would be barely covered.

Just how any merchant figures out that he gains by cutting prices even on a few articles is difficult to fathom. The average consumer, if she does purchase from him, usually confines herself to the goods cut, and bargain-hunting customers usually are all the time waiting for cut prices before they make their weekly purchases. Theoretically, price-cutting sells only the goods cut and curtails regular buying. That this theory is pretty nearly correct can be judged from the few successes made in the mercantile field to-day by the price-cutter.

Les Epiciers de Saint Boniface, Manitoba

A French City and Customs in Western Canada—Something About the Grocers There—The Immaculate Store of J. N. Senez and How He Began Business for Himself.

Although St. Boniface is one of the largest cities of Manitoba, coming next to Winnipeg and Brandon for size, commercially it is not large, due, no doubt, to its close proximity to Winnipeg. Its population is given as 10,000, yet its grocery business is almost negligible. The fact that it is near the Manitoba metropolis is no reason

why its commercial district should be so small. Much smaller suburbs of Winnipeg can boast of modern and splendidly equipped stores. It follows that much business must cross the river to Winnipeg. Nevertheless St. Boniface has some good merchants.

There are several splendid industries here, industries that should attract a big trade. Of special interest to the grocery business are the two macaroni factories located there—those of H. Constant and Marius et Cie. Recently, a new shopping district has opened up in what is really a suburb of St. Boniface, bearing the name of Norwood, in which the stores are quite attractive. But the real shopping district of St. Boniface is located at the corner of Tache and Provencher avenues, at the point where the bridge spanning the Red River reaches the St. Boniface side.

At this corner L. J. Collin is equipping a rather pretentious grocery store, with separate departments for flour and feed, and crockery. Collin and Pelletier are the two oldest grocers in the city, and have enjoyed a good share of the business for thirty years. With Mr. Collin, J. N. Senez was employed as clerk for many years. He was a plasterer by trade, but did considerable clerking fifteen years ago, later returning to the building. A year ago he went back to Mr. Collin, and eventually started a store of his own, at 82 Provencher St.



An interior view of the store of Senez & Son, in the French-Canadian City of St. Boniface, Man.

Bankers Change to Grocers.

Apropos of Mr. Senez' connection with the building trade, it is interesting to know that Mr. Maher, of Lamontagne & Maher, who does a good trade on Provencher street, was, until a short while ago, a clerk in the Bank of Hochelaga, Winnipeg, and even now leaves his business practically in the hands of two clerks. Mr. Marius, the macaroni manufacturer, has been an accountant for eighteen years, and only commenced his new business a month ago. Before becoming an accountant, however, he operated a macaroni plant on Main street, Winnipeg, but the demand for his product eighteen years ago, was so small, it became necessary for him to try another means of securing a livelihood.

When Mr. Senez decided to go into business, he secured a store that had formerly been used by a tailor and gents' furnisher. The fixtures were like the store, of an old-fashioned nature, but he took them as they were, even retaining the counters. The only change made was in the rear, where he built a partition to provide room for reserve stock.

The population of St. Boniface is practically all French-Canadian, and to a stranger it is somewhat of a novelty to find business being conducted so far out West entirely in French. A woman en-

ters the store, says a few nice things to Monsieur Senez and in the same language asks for a packet of "Brown's green peas," or a jar of "Jones' ideal jam." Except for these English brand names continually "butting in," one could believe he was in Provencher, France, instead of in the "wild and woolly" West, for the surroundings

have a pronounced old world flavor.

There are many features to these old world establishments that are admirable, and while Monsieur Senez has not the beautiful bin fixtures of his fellow grocers across the river, in other ways he is well up to the front.

There is one interesting feature to business in St. Boniface. Quite a number of old country French and Belgians reside there. They are a class of people who have had an inborn antipathy to canned goods. French-Canadians eat as much canned stuff as the English-Canadian, but the Frenchman will pay almost any price to secure fresh fruit and vegetables. They are not so particular about jam. The antipathy to canned goods is of course passing.

Much Local Produce.

M. Senez handles quite a lot of local produce. The farmers bring in their supplies, and considerable trading is done right at the doors of the western metropolis. He also handles French cooked meats made locally, such as pate de foie gras.

The floor is old and rough, like the fixtures, but is spotlessly clean. That is the outstanding feature of this store, it is immaculate. There are several modern touches which detract from its old world appearance—the computing scale, the cheese cutter, and the cash register.

Guild President Reviews Trade Conditions

Grocery Trade, Says Zeph. Hebert, is One of Most Stable, and Depression Hasn't Affected it as Much as Others—Financial Conditions Improving, But Care is Still Required.

Special Staff Correspondence.

MONTREAL, Que., July 8.—On Monday and Tuesday the sessions of the annual convention of the Dominion Wholesale Grocers' Guild were held with President Zeph. Hebert, of Hudson, Hebert & Cie., Limited, in charge of the proceedings. Several outside wholesalers were also in attendance; but since the last convention three prominent members have passed to the Great Beyond and their passing was referred to in a graceful tribute to their memories by F. T. Smye, of Hamilton. The three members who died during the year were J. F. Eby, of Toronto, Jas Gilmore, of Brockville, Jno. Marrin, of Winnipeg. Mr. Beckett moved a resolution of condolence and made fitting comments on their careers and sterling worth to the Guild.

Improved Financial Conditions.

In his opening address, President Hebert said:

"In July last, in Quebec, you did me the honor of electing me President of the Dominion Wholesale Grocers' Guild.

"At first I demurred, as I felt that maybe I would be equal to the task.

"However, on second thought, it occurred to me that where there is a will there is a way, and confiding in whatever energies I may have in force, I willingly accepted, relying upon the support that would be forthcoming from all members at opportune times.

"A retrospective glance over general conditions of business during the last year discloses the fact that the financial situation has considerably improved.

"In my humble opinion, the direct and local causes of the depression that we have been suffering from are: First, overconfidence in the possibilities of our country which have led us to develop somewhat too rapidly; Second, over-indulging in real estate speculation has been too prevalent.

"However, experience makes everyone wise, and, since some time, owing to great caution having been exercised, things are gradually coming back into shape.

"Our resources of wealth are unbounded, but, on the other hand, our expansion has been so quick that it is well that we should pause for a certain length of time, and await propitious circumstances to forge ahead again.

"Of course, it goes without saying, that, fundamentally, business conditions

are sound, but they should be put upon a still firmer basis before any further development takes place.

The Hardy Grocery Trade.

"Of all the different branches of commercial activities, I will say that the grocery trade has been the one which has stood the weather the best, as it has been less affected than all others.

"One may say that it is due to its particular nature, which I readily admit, nevertheless there is no doubt that facts bear out fully my assertion.

"I will further state that, at all times, our line of business has been the most stable, and therefore, the one that can be relied upon, whatever may come.

"We, undoubtedly, feel hard times also, but not to the same extent as others who are dependent upon varying factors. Yet, we should not infer any upon those rules which judiciousness dictates, and which must ever be the guidance of the watchful.

Cartage Question Solved.

"That vexed question of railway cartage was after all settled in a satisfactory way to all concerned. Our railways could not well afford to do away with the service that, of their own volition, they had organized 30 years ago, without creating great perturbation and inconvenience to shippers.

"Our remonstrating to them also that

any change would require proportionate facilities at their terminals, which they could not give at the time, had quite a resultant effect. Of course, it was only reasonable that the rate had to be commensurate with the actual increased cost of all commodities. The matter seems to be adjusted for some time to come, as everything works smoothly and beneficially to both parties.

"Our Association has been instrumental in placing our business on a sounder basis, in that it has eliminated many elements of perturbation and given it any amount of stability. However, the essential point is the success we have achieved as regards our relations with manufacturers.

"There was a time when we were left to our own resources, and whatever we organized or devised lacked proper foundation, as it was not backed up by the one who had the authority of proprietorship. Later on, the manufacturers realized how closely their interests were identified with ours, and, therefore, they felt it was incumbent upon them to take such action as would give us proper support.

"There is much to be done yet in this respect, and that is why we should better our organization, enlarge its scope and influence.

"Courage can accomplish most things, and, therefore, if we all display the necessary energy and aggressiveness, bring into action an unflinching enthusiasm and a united front, we will realize our fondest hope.

"I will point out that our American confreres, although they have organized since a few years only, have reached such a degree of efficiency that they are enabled to follow up the very smallest details which can redound to their advantage.

"Let us, therefore, take the example our friends across the line have set for us, and we will be following the path that insures success.

Importance of Concerted Action.

"I do not wish to make any disparaging remarks, but I beg leave to say that, perhaps, some of our members do not concern themselves enough about our general welfare, and are content to leave matters in the hands of a few. Concerted action is required, and I make a strong appeal to each of you to fall into line.



ZEPH. HEBERT, Montreal,
Who as President of the Dominion Guild for
1913-14, conducted the affairs at
annual convention.

"I would suggest that, in the future, the Executive and a few delegates from each province should meet twice or three times a year, so as to discuss and take action upon all such questions that may be brought up. I feel that this would be conducive of good results, and I cherish the hope that the incoming Executive will look upon my suggestion favorably.

"The Dominions Commission is coming over to Canada, in August. There are many questions to be brought up that are of great concern to us. It is to be hoped that everything possible will be done so as to put into the hands of the Commission all data that may help our interests.

"As competition is very keen in these days, I beg to be allowed to say a word of business ethics in this respect. There is no doubt that competition is one of the component parts of business. Nevertheless, there are rules one cannot disregard, as, if he does, he may be then infringing upon those principles of uprightness by which he must ever govern himself.

"Business must be made on broad, loyal and generous lines, and one must feel that the particular methods he uses do not prove unfair to his confreres, and are not derogatory or unworthy of a conscientious business man.

"I wish to revert to that part of my address where I state that our relations with manufacturers are the *raison d'être* of our Association. Following upon these lines, we have thought advisable to devote the whole of to-morrow morning's sitting to such matters. I know how pleased you will be when I will say that to-morrow, addresses will be delivered by Mr. E. F. B. Johnston, our eminent legal adviser, Mr. Huntly Drummond, President of the Canada Sugar Refining Co., who stands high in financial and commercial circles, and Mr. H. C. Beckett, who, everyone knows, is the heart and soul of our Association.

"Gentlemen, as President of the Dominion Wholesale Grocers' Guild, I wish to extend to you my most cordial thanks for this large attendance, and my earnest desire is that much good may result therefrom for us all.

"In my capacity, as President of the Montreal Guild, I beg leave, on behalf of all members and myself, to state how pleased we are to have you with us, and how highly flattered we feel that such an important meeting should take place in our city."

The Status of the Broker.

One of the addresses given on Monday was that of A. H. Paffard, of Davidson, Hay, Toronto. It was on the subject: "The Relation of the Broker to the Trade." Mr. Paffard was unavoidably absent, and his address was read by S.

A. Sewell, of Perkins, Ince & Co., Toronto, as follows:

"I presume that it hardly requires any reference from me to the important and very valuable place the broker occupies as a factor in the distribution of merchandise. While we are getting accustomed to hearing from those who are deploring 'the higher cost of living,' and who are perhaps overlooking somewhat 'the cost of higher living,' that this and that element in the distributing machinery should be eliminated; nevertheless those whose fingers are on the pulse, and are consequently in a position to form a reliable opinion, must admit that the function of the broker is a most important and necessary one in the economics of food distribution.

"By the term 'broker' we all understand, I think, one who finds a buyer and seller of any commodity and brings them together to their mutual advantage

DOMINION GUILD OFFICERS.

President—H. B. Gordon, Winnipeg; Provincial Vice-Presidents—for Quebec, Armand Chaput, Montreal; for Ontario, F. T. Smye, Hamilton; for Alberta, Lloyd Mewburn, Calgary; for Saskatchewan, C. S. Burton, Regina; for British Columbia, J. D. P. Malkin, Vancouver; for New Brunswick, W. C. Cross, St. John.

The next convention will be held in Winnipeg.

in consideration of a brokerage or commission to be paid to him by either, as the circumstances of the transaction may warrant. Without the services of the broker in many instances holders of merchandise would have no means of disposing of surplus stock without disclosing their technical position to competitors, which naturally one is averse to doing. Nor would those anxious to acquire stock be able to do so as advantageously were it not for the services of the broker. He is the intermediary; the scout of the trade; the adjuster—filling a deficiency here from an unwieldy surplus over there, saving losses thereby on perishable commodities, and, therefore, I think, performing a very valuable part in the process of distribution. Over and above this, do we not all derive from him very valuable information as to the market position of the many commodities carried in the grocery trade, all of which assists us to an intelligent and consequently an economical marketing of goods.

"When your president was rash

enough to ask me to contribute a paper, and I selected this subject, I had in mind, however, certain conditions existing in the trade which I thought deserved your consideration. Therefore, for the purposes of this paper permit me to include in the general term 'broker' manufacturers' agents, representatives of foreign and domestic shippers, and those conducting a general agency business. It has become the custom to term all these as 'brokers'—although they are hardly such under a strict definition. However, the designation is apparently considered an attractive one with which to appeal to the retail trade, as it has been appropriated to cover numerous vocations, and I am sorry to add in some cases 'to cover a multitude of sins,' looking at it from the standpoint of the legitimate broker and the wholesaler.

Channels of Trade Defined.

"I think that we are all agreed as to the desirability from every standpoint of having the channels of trade clearly defined; and that any other course does not make for the most efficient and economical distribution of goods, inasmuch as it involves the safety of invested capital and creates unfair preferences, where such are least warranted, to the general detriment of the great body of retail and wholesale distributors. Exception is taken, and quite properly so, to the wholesaler selling direct to consumers; to the manufacturer using the wholesale channel of distribution, and also selling direct to a few preferred retailers—and, by the way, the latter is no more justifiable than were the manufacturer to sell direct to the consumer, and I would suggest that a certain element of the retail trade might well consider this feature.

"It is, of course, granted that any agent is at perfect liberty to decide for himself if the goods that he has to offer for his principals can be marketed to the best advantage direct to the retail trade or through the medium of the wholesale grocer. That choice is the undoubted privilege of either the manufacturer or agent to select. It is, however, equally clear to those who have given this matter any consideration that the broker, agent or manufacturer who solicits business from the wholesale grocer should confine his business to wholesale channels.

"In recent years an evil has crept into the trade which it is in the interests of both retail and wholesale trade to eliminate so far as possible. I refer to the action of certain agents or brokers who solicit and secure business from the wholesale grocer and make sales as well of the same goods, often at the same

(Continued on page 45.)

AT THE WEEKLY CONFERENCE.

(Continued from page 31.)

recently. He continued: "The idea is this that jelly powder is a great help to give variety to cake. When the wife bakes a cake it is usually more than we need and so she takes a portion of it and places it in pieces in the bottom of the jelly mold and adding some fresh fruit puts the jelly over it. It's fine," he concluded, and one could almost imagine that his lips smacked—but perhaps that was not correct.

Mr. Lawrence handed out a compliment for this idea, but added with a smile that it might be a little better business to encourage the use of wafers in the jelly mold instead of the cake.

There was some discussion of keeping junkets and some of the other prepared desserts in mind for suggestions to customers, and then Frank came in with the comment that there was one dessert that appealed to him that had not been mentioned, and which he felt there was a chance of being overlooked by the customers as well, because it required cooking. He referred to corn starch.

Usefulness of Corn Starch.

"There is a corn starch dessert waiting for me when I get home," he said, "and I do not know of anything I would rather have this night. But here is the point. Corn starch needs a little cooking—but it is essentially a summer dessert, and there is any number of ways in which it can be made up, especially if fruit is used in connection with it. My wife tells me that no matter how hot the day is she nearly always has to have the fire on for a short time in the mornings, and that in a few minutes she can prepare the starch, put it to cool and have it all ready for dinner, without the least trouble."

Then he brought out the recipe book which one of the starch manufacturers had sent and called attention to some of the dishes which could be readily prepared.

Here is what the book had to say about preparing starch with fruit—and the number of varied dishes would only be limited by the fruit supply:—

Put the fruit on in a double boiler and stir until quite soft, strain, put back in boiler and add a cup of sugar, and 2 tablespoons of corn starch (previously dissolved in a little water) after it begins to boil, and continue boiling for fifteen minutes. Then pour into mold wet in cold water and set away to cool. If more than a pint of juice is extracted, add more corn starch. Canned fruit can also be used. Serve with cream and sugar.

This was only one. The little book told of such dishes as golden cream, snow cream, chocolate cream, etc.:

"Here is a good one," said Frank, and he pointed out the following:—

Reserve half a cup of milk from the quart, put remainder on the stove in a double boiler. Mix the salt and corn starch in the half cup of milk. Stir the mixture into the milk when it has reached the boiling point. Stir constantly for 2 or 3 minutes. Cover the boiler and cook for fifteen minutes. Then pour it into a mold previously rinsed out in cold water, corn starch, 4 tablespoonfuls; milk, a quart; salt, $\frac{1}{4}$ teaspoon.

Running through the book it was also found that corn starch could be used in coconut pudding, Rebecca pudding, prune pudding, cream pie, lemon pie, chocolate and vanilla sauces, tomato, oyster, celery and other kinds of soups; several gravies and sauces; velvet, white ribbon, and cream cakes, vanilla wafers, lady fingers, molasses, gingerbread, etc.

"Well," said Lawrence, "I am something like the fellow with the can of dynamite with regard to a package of corn starch; I never knew what powerful stuff it was—but thank heaven I am not seriously affected with the knowledge as he was."

"But that is not all," said Frank, who was still busy with the little book, and he struck a popular note when he mentioned ice cream. Here is what the little book said:—

Ice Cream.—Two tablespoons corn starch, 1 pint milk, 1 pint cream, 2 eggs, 4 tablespoons powdered sugar. Heat the milk to boiling point, and add corn starch previously dissolved in part of the milk. Then add the eggs well beaten with sugar, and flavor to taste. Boil for ten minutes, stirring briskly. When cold add the cream and freeze.

Then on another page there was a discovery made of some of the little tricks of housekeeping which can be worked out with corn starch, such as preventing salt from lumping, preventing the icing from running off a cake, etc.

Tom Pepper had been an interested but silent member of the group throughout, but he had been thinking.

"I can make a swell window for these summer goods," he remarked finally. "the packages are good looking and they are very easily arranged into tasty designs. And then the companies send out very attractive cards and other advertising material." Tom did not usually have much to say, and from this statement it was at once taken that he would be in line with the window display.

The Plans Perfected.

And so after some more minor suggestions as to ways and means the plot was completed, and it was decided that the Lawrence estab-

lishment should endeavor to capture the popularity of the customers of the establishment for summer desserts. It was decided to put in the window, to put up cards in the store, and to use the persuasive suggestion in connection with orders; the latter was considered a very important feature of the effort because at this time of the year the housewife is usually open to suggestions when her ideas seem to be pretty well played out, and the men folks are calling for something different without knowing what they want.

Frank had still another idea before the gathering broke up and that was to try and get hold of some recipe books similar to the one he had. He said he understood that the manufacturers would send some on if they were assured that good use would be made of them, or it might be a good idea to get some cards printed with some of the more important recipes and suggestions which could be handed over the counter.

Mr. Lawrence promised to write at once to the manufacturers for some recipe books and asked Tom Pepper to think up something suitable for a small sheet to be handed over the counter also.

NEWS OF FOREIGN CROPS.

Advices from Denia, Spain, respecting the raisin crop are to the effect that the vines are in a highly satisfactory condition, and the prospects are that the yield should cover the 20,000 tons of last year.

Reports from the Mediterranean are to the effect that the new crop of currants will be a little later than last year. High prices are due to the smallness of the quality offered on the one hand, and to the higher current prices in the original markets on the other, being the result of small stocks and reports of irreparable damage in some districts.

There have been reports circulated to the effect that the olive crop prospects in Seville, Spain, are very discouraging, and that the yield of 1914 may be as light as that of 1912, which was considered practically a failure.

Despite the increased acreage for almonds this year in Spain, and the rains of April, which came in time to relieve the drought of the previous month, the crop seems likely to fall short and may be no more than last year. With the ever-increasing demand for nuts, which is growing even faster than the orchards can be increased, the prospects, therefore, are for high prices.

The onion crop of Spain is in a somewhat backward state, but has been improving, and, generally speaking, the net result is likely to be about an average yield.

The Postmaster General versus the Merchant

A Complete Review of the Events Following an Attempt by Hon. L. P. Pelletier, Postmaster-General, to Secure Power Over the Press of Canada and Thus to Discriminate in Favor of the Big Papers Which Circulate Mail Order Advertising.

A BILL to amend the Post Office Act of Canada was introduced into the House of Commons by the Postmaster-General, Hon. L. P. Pelletier, during the session of Parliament recently closed. After certain amendments had been proposed and the bill had been passed back and forth between Commons and Senate, it was found that a satisfactory agreement could not be reached and the bill was not passed. The Postmaster-General has since, in a statement sent broadcast throughout the Dominion, made the charge that his bill was killed by the Liberal majority in the Senate, laying stress on the fact that thereby some 1,400 postal employees are deprived of an increase of salary provided for in one clause of the bill.

Under the circumstances it is felt necessary that a full explanation should be given to the public, not only in regard to the terms of the proposed legislation, but also with reference to the manner in which it was introduced. The explanation will serve to make clear the attitude of the press of Canada in opposing the bill, and, if it bears hard on the Postmaster-General, it must be borne in mind that he has forced the press into a defensive attitude. The question has never been a political one in any sense of the word—which is attested by the fact that the publishers of Canada, Conservative and Liberal alike, have opposed the measure—and it is largely to remove the impression that it is a political issue that this explanation is made. It is felt also that the public, being directly interested, should be fully informed in the matter. If legislation detrimental to the publishing business were put into force, the public would suffer either through a curtailment of service rendered by newspapers and periodicals or the other alternative of higher subscription and advertising rates.

A Plea For Higher Rates.

In order to give a clear understanding of the case, it will be necessary to review the matter from the very beginning. During the administration of Sir John A. Macdonald, newspapers and periodicals were carried in the mails free in recognition of the educational and national work they were doing. As the expense of distribution grew, however, the Post Office Department felt that this privilege could no longer be extended, and during the tenure of office of Sir William Mulock rates were fixed of $\frac{1}{4}$ cent and

$\frac{1}{2}$ cent a pound on all second-class matter. Later the Senate reduced this to $\frac{1}{4}$ cent all round. It was recognized that this change would completely upset the plans on which publishers had been basing their operations, and accordingly some papers were allowed five years in which to adjust themselves to the new conditions.

Nearly two years ago the Postmaster-General, Hon. Mr. Pelletier, notified the Canadian Press Association (which includes in its membership a very large majority of the publishers of Canada) that a higher rate of postage would be necessary on second-class matter. The publishers promptly informed him that, if it were found that conditions warranted it, they would cheerfully comply with whatever Parliament in its wisdom and after careful investigation found was right. In order to secure information on the relation of the increased cost of mail service to the carrying of second-class matter, the publishers employed M. E. Nichols, then the editor of a Winnipeg Conservative daily, to prepare a report for them. This report was submitted at a special joint meeting of the Canadian Press Association and Canadian Press Ltd., held in Toronto on November 20, 1913. In it Mr. Nichols dealt with the congestion in the mail service. He went further and appended a series of recommendations as to new rates and regulations which the Canadian Press Association should, in his opinion, suggest to the department. After some discussion, the Canadian Press Association accepted some of his recommendations, amended others and struck out others altogether, agreeing on the whole to an arrangement that would mean a very considerable increase in rates. The report as thus amended was submitted to Mr. Pelletier at once by Hal. B. Donly, president of the Canadian Press Association, and J. F. MacKay, president of Canadian Press Ltd. It is reported that Mr. Pelletier expressed the opinion that the suggested arrangement was generally quite satisfactory, but that there were some features included in the original report which he wanted re-inserted. As the original report had been a strictly confidential one, the question may be asked how information as to its contents had become known to the postal authorities. Finally, the Postmaster-General stated that the recommendations would be con-

sidered and the views of the department submitted in a short time, when, he urged, another meeting of the Press Association should be called at once to consider his proposition.

The promised memorandum was never supplied although the Association made repeated requests for the information.

Before going any further it will be necessary to show what excuse Mr. Pelletier had for not fulfilling his promise. The Canadian Press Association heard nothing from him until it was discovered that on May 4 bill No. 147 had passed the House of Commons containing a clause which took the fixing of postal rates on second-class matter out of the hands of Parliament and vested it in the person of the Postmaster-General. Prompt steps were taken to oppose the measure in the Senate—the only recourse left—and in the course of the fight which ensued a deputation waited upon the Premier, R. L. Borden and the Postmaster-General to protest. Mr. Pelletier defended his action in bringing the bill forward before carrying out his promise to submit a proposition to the Canadian Press Association by stating that, at the conference with the two presidents, they had agreed to have M. E. Nichols prepare a supplementary report for him, and that as a result of the non-receipt of this report he had not been able to submit the promised memorandum. In reply, President Donly expressed his clear understanding that neither he nor the president of Canadian Press Ltd. had agreed to have Mr. Nichols, who was present, prepare a supplementary report. He remembered that during the interview the Postmaster-General had asked Mr. Nichols to secure some information regarding the custom in certain countries of grading newspaper rates according to the proportion of advertising to reading matter. This request was proffered by the Postmaster-General himself in quite an incidental manner, and it was clearly the understanding of the two presidents that this report had nothing whatever to do with the arrangement that the department was to submit an early memorandum to the Canadian Press Association covering the official proposals. That the supplementary report was to be prepared for the Post Office Department has since been confirmed by Mr. Nichols himself.

Clearly, therefore, in failing to keep to his arrangement with the Canadian

Press Association and in seeking to put through legislation which would give him the whip hand over the publishers before submitting his proposals to them, the Postmaster-General was not playing fair.

The Introduction of the Bill.

This charge of unfairness will seem mild when the circumstances surrounding the introduction of Bill No. 147 are reviewed. The newspaper parliamentary reports of May 5 contained an item to the effect that on the preceding day a bill to amend the Post Office Act had been given its third reading and passed in the House of Commons. That was all that was said. No references were to be found as to the nature of the amendments. But when the Hansard reports came to hand it was found that Bill No. 147 contained a clause which took out of the hands of Parliament the right to fix the rates on second-class matter and transferred that power to the Postmaster-General. No notices had been sent out of this bill. The members themselves were ignorant of what it was for. When the House went into committee on the third reading, Hon. Mr. Graham asked the Postmaster-General what changes were to be effected, receiving the following reply:—

"The main object of the first change—that is, in paragraph E—is to make it clear that the right of looking at newspapers, parcels, and so on, is absolutely confined to those, and that there is no right to open letters. The section as it stands at present, as my hon. friend from Rouville (Mr. Lemieux) knows, leaves the question open as to whether or not it is right to open letters. I want to make it clear that the right does not exist. We are amending the clause so that there is no possibility of doubt, by inserting the words, 'except in the case of letters.' **There are other matters of detail, but this is the main object of the clause.**"

Now let us see exactly how clause E reads:

(E) "Established the rates on postage on all mailable matter, not being letters, and prescribe the terms and conditions on which all mailable matter shall, in each case or class of cases, be permitted to pass by post; and, except in the case of letters, authorize the opening thereof for the purpose of ascertaining whether such conditions have been complied with."

It will be noted that the "main object of the clause" is added at the bottom, while the "other matters of detail" include the right to arbitrarily fix rates on second-class matter in each case or class of cases. A mere "matter of detail," this power vested in the hands of one man which would enable him to fix, if he so desired, prohibitive rates, to put any or all classes of publications out of business!

Mr. Pelletier's misleading explanation of this clause in the House can be accep-

ted as proof of either one of two things.

First, he did not himself realize the importance of the first part of the clause.

Second, he was deliberately endeavoring to deceive the members and rush the bill through before its real importance became known.

The first explanation is not tenable. Mr. Pelletier is an able man, a man of broad experience and considerable astuteness. No one would insult his intelligence by assuming that he really believed that the question of taking from Parliament a power which had been vested there since Confederation, a power which might involve millions of dollars, was a mere "matter of detail"—an item of minor importance as compared with the rest of the clause which fixes that the Postmaster-General can open newspapers but not letters! It is not to be thought for a moment, we repeat, that the head of the most important administrative department could be deluded into actually believing anything of the kind.

But, further, if the right he was thus prepared to assume of fixing second-class postal rates was a mere "matter of detail," why did he hold up the whole bill when he found that this one "matter of detail" was not acceptable? The bill also provided increases for some 1,400 employees of the department, who are badly in need of the raise, he says. If a little "matter of detail" could not be adjusted, why did he not accept the amendments and let the bill go through this session? The "matter of detail" could be fixed to his satisfaction at the next session and, not being of sufficient importance to be worth explaining even to the members of the House, it could not matter much either one way or the other.

No. The Postmaster-General's subsequent course bears convincing testimony to the fact that this mere "matter of detail" was to him the most important part of the whole bill. Why, otherwise, should he permit his whole bill to be shelved because of it?

If further proof of the purpose of the astute Postmaster-General is required, the following facts will serve to establish the contention that he deliberately attempted to rush the bill through before interested parties would have a chance to stop it.

When it was learned through the Hansard reports that this bill had been passed in the Commons, the secretary of the Canadian Press Association sent a request to the Post Office Department for a copy. The reply received from Dr. Coulter, Deputy Minister, was dated May 8 (the bill passed May 4) and read in part:

"With reference to your letter of the 6th inst. asking for copy of the Postmaster-General's Bill to amend the Post

Office Act which passed its third reading in the House of Commons the other day, permit me to say that none of these will be printed until the bill has been signed by the Governor-General, and when this has been done, I will be pleased to immediately send you a copy."

Yet the fact remains that hundreds of copies of the bill had been printed.

The secretary of the Canadian Press Association received copies of the bill from another source, the day before he received this letter from Dr. Coulter in which the latter states that the bills were not yet printed!

Why had not a copy been sent to the Canadian Press Association? Surely the interest of newspaper publishers in the proposed change was sufficiently great to entitle them to a copy of the bill pending! Why was the request for a copy refused?

Why Fight Was Carried to Senate.

If the purport of the bill had not been discovered, almost by an accident, the measure might have passed through the Senate in the same quiet way that it slipped through the Commons, before the publishers received copies of the bill. They would not have learned of the new power acquired by the Postmaster-General until it was too late to even protest. Can it be that this contingency had been foreseen, had in fact been counted upon?

Mr. Pelletier at various stages of the fight complained of what he termed the unfairness of publishers in carrying the fight before the Senate, a body politically opposed to the Government and himself. By skilful manipulation of this complaint he has endeavored to create a political issue out of it and to make it appear that his bill was thrown back through the caprice of a hostile second chamber instead of as a result of the opposition of a united press.

As a matter of fact, the bill had passed the House of Commons before the publishers knew that such a piece of legislation was even contemplated. What course was left but to fight it in the Senate in sheer self-defence?

The publishers of Canada would have much preferred to have fought the bill on the floor of the House, where the question could have been thrashed out without any suggestion of partyism creeping in. Mr. Pelletier was afraid to have the bill discussed in the House. He has openly avowed his fear. If he felt that his measure would be beaten in the Commons, where any party bias would be in his own favor, why does he charge that its practical defeat in the Senate was due solely to political animosity?

As a matter of fact, the press has presented a united front on this question. P. D. Ross, editor of the Ottawa Journal, who led the fight for the Canadian Press Association, is perhaps the foremost

newspaper supporter of the Government and who because of this very justly commands the respect and confidence of the Prime Minister, more perhaps than any journalist in Canada. Many of the publishers who went to Ottawa to protest were strong Conservatives. Opposition in the Senate did not come from the Liberal side of the House alone.

What is more, if the issue is reviewed next session, the publishers of Canada will go before the House of Commons to present their case, and if Mr. Pelletier relies upon carrying his point by appealing to sheer party loyalty, he will undoubtedly meet a series of surprises.

The amendments proposed in the Senate, which Mr. Pelletier refused to accept, were framed with an earnest desire to make the bill workable in the interests of both departments and press. It is not stretching a point to assert that the objections raised by the Senators were precisely what Mr. Pelletier would have encountered in the House had the members been aware of the purport of the bill when it was first introduced.

Objection Based on Principle.

The publishers of Canada objected to the bill purely on principle. It is contrary to the spirit of the British constitution for arbitrary powers to be vested in one man, without the right of appeal to Parliament. What sane man would suggest that the fixing of the tariff should be placed in the hands of one member of the Cabinet? In a lesser degree this is exactly what was contemplated in the postal amendment. It would rest with the Postmaster-General to say what rate must be paid on the printed matter circulated throughout the Dominion.

The danger would be two-fold. Not only could an unscrupulous official unfairly penalize any paper or class of paper, and discriminate against papers for party purposes, but the man responsible for the fixing of the rates would himself be placed in an invidious position. He alone would have to bear the brunt of discussion and criticism. On that man alone would all the influence of competing interests be brought to bear. Would it be wise to place such power in the hands of one man?

A significant admission was made by Mr. Pelletier before the Senate committee when the matter was first discussed. He had pointed out that the new rates suggested by the Canadian Press Association bore heavily on the metropolitan daily newspapers. "I cannot fight these big papers," he declared. If he feels unable to withstand the influence and power of the metropolitan dailies when the question rests with Parliament, would he not have been even more impotent if the sole responsibility of fixing

the rates had been placed in his hands, thus making him the target against which such influence would be directed? In view of this admission, what could the smaller paper, whose interests are almost diametrically opposed to that of the big "dollar daily," expect if the adjustment of rates rested with one man—and that man professedly afraid of the big fellows in the publishing world?

But it is not necessary to go on conjecture alone in considering the effects that the measure would have. At the same session of the Senate committee Mr. Pelletier declared that the publishers need not anticipate any arbitrary use of the power he was seeking to get into his hands. Colonel MacLean, publisher of class papers with a combined circulation of over 100,000, including Printer and Publisher, the organ of the publishing industry, spoke before the meeting, objecting strongly to the proposal. In the course of the discussion that ensued, the Postmaster-General, forgetting his pledge that the power would not be used in an arbitrary way, stated that, if Colonel MacLean would not consent to the proposals, he would impose a rate of 8 cents a pound on class publications.

What more telling proof could have been adduced of the use that might be made of the arbitrary power that the Postmaster-General sought?

A rate of 8 cents a pound would put every magazine, trade, technical, and farm paper in Canada out of business. Thus would one man have the power to cripple, kill or, on the other hand, to unfairly foster by privilege any particular paper or class of papers.

The Status of the Class Press.

One of the main points of contention since the question of increasing the postal rates first came up has been the status of the class press. Despite the fact that trade and technical papers have become a necessity in every line of industry, despite their acknowledged worth as an educational factor, despite finally, the fact that the governments of Canada spend large sums of money annually to send out free printed matter of an instructive nature to the farming community, thereby performing the same work for the farmer that the trade paper does for the engineer, the mechanic and the merchant; despite this, there has long been a prejudice in the Post Office Department against trade and technical papers, a prejudice which has manifested itself in close surveillance, dogmatic interpretation of statutory details and open threats of a higher rate than is placed upon daily newspapers. As soon as it was announced that postal rates would be advanced, it became known that it was intended to seize the opportunity to penalize the trade press. The report submitted by the daily newspaper-

man, commissioned to report on postal matter, contained recommendations to that effect—recommendations bolstered up with reasons couched in terms so concisely the same as employed by the postal officials that one trade publisher was impelled to exclaim: "It's the hand of Esau, but the voice of Jacob."

The Canadian Press Association, with loyal appreciation of the real value and the just claims of the trade press, refused to countenance the suggestion that the newspapers escape their due share of the advanced cost of postal transportation by putting a larger load on the trade press, voting with practical unanimity to throw out the resolution.

It was not the intention of the writer to enter into a discussion of the position of the trade press at this time, but the above explanation was necessary in order to show the next inconsistency into which the worthy Postmaster-General strayed. At the meeting of the Senate Committee already referred to, Mr. Pelletier stated, in replying to Colonel MacLean, that in the course of the interview he had had with the presidents of the Canadian Press Association and Canadian Press Ltd., when they laid before him the report as adopted in November, he was told by these gentlemen that it was the spirit of the meeting of the Canadian Press Association and Canadian Press Ltd. that a higher rate should be placed on the trade press. As the instructions of the two presidents had been to merely wait upon the Postmaster-General and lay before him the findings of the meeting, it was inconceivable that they could have made such a statement. **Printer and Publisher at once communicated with both Mr. Donly and Mr. MacKay and received their unreserved and emphatic denial of the statements imputed to them by the Postmaster-General.**

The Position of the Postmaster-General.

Throughout the whole course of the fight, the representatives of the press made it their earnest endeavor to keep the personal element in the background. It was made very clear that their objection was not to Mr. Pelletier having the power he sought, but to any man having that power; that it was too dangerous a power for one man to have from the standpoint of the good of the country as well as the good of the press. But as the matter progressed and the part that Mr. Pelletier was playing became more transparent with each move that he made, the conviction was driven home that it would be a particularly dangerous policy for such a man as Mr. Pelletier to exercise. He convicted himself of inability to exercise that power with absolute fairness to all concerned by his own

statements in the course of the debates. On several occasions he voiced the opinion that he could not antagonize the powerful metropolitan newspapers. At the meeting of the Senate Committee on Banking and Commerce, on May 29, he said: "But I cannot afford to have all the papers in this country banded against me." If one proceeds to analyze this statement, it becomes apparent that the man who made it is not a proper person to hold a power which would enable him to summarily penalize the press and, moreover, would put him in the position of having the influence of all sections of the press focused upon him. Let us proceed upon a supposition. If he "cannot afford to have all the papers banded against him," he could not be expected to do what was right if the interests of the country at large should at any time demand that he take such action as would cause all papers to band against him. He has tacitly acknowledged that his fears would not permit him to exercise his power in a way that the interests of the country would demand. If he does not feel that he has the backbone to withstand any kind of influence which might be brought to bear, why does he endeavor to take a position where his lack of backbone might some time constitute a menace to the country at large?

The Postmaster General has wide powers now. It is part of his duty. He would have to decide, for instance, how far the metropolitan papers can go in dumping their products in all parts of the country at ridiculously low subscription prices, thus seriously jeopardizing the local press. The investigation made by Mr. Nichols showed conclusively that the congestion in the mails, which had created the necessity for higher rates, was chiefly around the big cities and was due to the enormous quantities sent out by the "dollar dailies." In recognition of this fact, the Canadian Press Association recommended that a minimum subscription price be set for daily newspapers with a view to preventing the "dumping" of big city dailies and thus reducing the congestion.

Before the Senate Committee on May 27 Mr. Pelletier said that "he was not prepared to put into effect the recommendation of the two associations in respect to a minimum subscription price for daily newspapers." Before the same committee on May 29 Mr. Pelletier said: "Fifteen days ago we took eight carloads of one paper in Montreal out to the coast, and they gave us \$84.50 as a revenue, though it cost us \$502.00." This instance shows that the Government loss is sustained through the circulations built up by the "dollar dailies" through their low outside prices. But Mr. Pelletier, calmly ac-

knowledging the truth of this, had nevertheless announced his intention not to apply the obvious remedy, preferring to make up the deficit by making all papers pay a higher rate, and specially penalizing trade and technical newspapers.

And that is exactly why one man should not be allowed to decide such big problems without any right of appeal beyond him. Individuals are too prone to errors of judgment. Mr. Pelletier's error of judgment in this matter is but a foretaste of what might happen if he were permitted to gather the reins of arbitrary power into his own hands.

The Progress of the Fight.

All that remains is to recount the events following on the fight in the Senate.

On June 2 the Senate Committee on Banking and Commerce passed the bill, with an amendment as follows: "Provided always that the maximum rate which the Postmaster-General may fix as the postage of newspapers and periodicals defined by section 53 of this act shall in no case exceed — cent for each pouch pound weight or fraction of a pound weight, however the rates may be graded according to distance and zones of transportation, and said rates so fixed and levied shall be submitted to Parliament at the ensuing session for revision or ratification."

As thus amended, the bill was passed by the Senate and sent back to the House. The executive committee for the Canadian Press Association were not satisfied, however, as it was felt that when the principle was wrong, the curtailment of powers as per the amendment would not suffice. A deputation, therefore, waited upon Hon. R. L. Borden and Hon. Mr. Pelletier, requesting that "(a) the clause of Bill No. 147 which amends present newspaper postage regulations be withdrawn for the present session, inasmuch as a delay of a few months in amending the present conditions which have existed for nearly 20 years can matter little. Or (b) that the schedule of rates suggested by the Canadian Press Association in December last be adopted until the Postmaster-General can submit revised rates next session."

A promise to consider the request was received from the Premier. In view of the promise of the Premier, it was deemed advisable to place the facts before a number of representative newspapers throughout Canada, in order that they might, if thought advisable, wire their views to the Premier and other members of the Government, and thus make it clear that the position taken by the Executive Committee of the Association was the position of the individual newspapers throughout Canada. To this end night lettergrams were sent on Wednesday evening to approximately 125

representative newspapers throughout Canada, and it is known to the officers of the Association that on Thursday a large proportion of these newspapers wired the Premier and other members of the Government, urging the principle that newspaper postage rates should be fixed by Parliament.

On the evening of Thursday, June 4, it was intimated to the Chairman of the Postal Committee that the Premier wished to discuss the matter further with him. Mr. Ross, chairman of the Postal Committee of the Canadian Press Association, had an audience with the Premier that evening, and Mr. Borden expressed the willingness of the Government to meet the views of the Association to the extent of having the rates fixed by the Treasury Board instead of by the Postmaster-General, with the provision that in no case should the rate exceed one and one-half cents per pound, and with the understanding that the Association would be consulted before the increase in rates now proposed was fixed by the Treasury Board.

After the interview with the Premier and again on the morning of Friday, June 5, Mr. Ross consulted the president and other members of the Executive Committee who were in Ottawa regarding the Premier's suggestion. All were agreed that it would be inadvisable to agree to the compromise suggestion, first because it was contrary to the principle that newspaper postage rates should be fixed by Parliament, and, second, because consent to the provision of a minimum rate of one and one-half cents per pound might be interpreted at a future time as an admission by the Association that the Post Office Department would be justified in imposing any rate of postage up to the rate specified as a maximum.

However, Mr. Pelletier introduced a resolution in the House of Commons making an amendment to the Senate amendment that the fixing of the rate be vested in the Treasury Board, the rates fixed to be put before Parliament for ratification or revision.

On June 10 the bill again came before the Senate and was passed with still a further amendment which practically re-established the old order, inasmuch as it provided that rates fixed by the Treasury Board should not come into force until revised or ratified by Parliament.

The bill as thus amended was returned to the House of Commons, and, on the motion of Mr. Pelletier, a message was ordered to be sent to the Senate that the House would agree to the amendment if it were again amended by striking out the words "and shall not take effect until so revised or ratified." Mr. Pelletier's contention was that these words would have the effect of preventing the

Association
News

HAMILTON GROCERS READY.

Hamilton, Ont., July 9.—(Special).—Everything looks bright for another successful Grocers' picnic. At the last meeting of the R.G.A. everything was shown to be in readiness.

Sixty cars have been obtained from the T., H. & B. The Ninety-First Band, together with the pipe band and the "rube" band, will also make the trip and enliven the day's proceedings. Twenty-eight games and different sporting events have been arranged. Everyone attending the picnic will be supplied with pails and cups and all the milk, tea, coffee and lemonade will be free as the water of the cataract.

After the meeting the members present were introduced to William Perkins, who is a wholesale grocer at Oldham, Lancashire, England. Mr. Perkins told of the trade in the Old Country, and characterized the co-operative stores as a hindrance to the nation.

PETERBORO' BRANCH OF R. M. A. ACTIVE.

Peterborough, Ont., July 9.—(Special).—Since our last report of two weeks ago on the doing of the Peterborough Branch of the R. M. A. some very important things have happened.

At a general meeting of the Association held on June 22, the following resolution was indorsed:—

"That owing to the radical conditions in all lines of discounts by manufacturers and wholesalers affecting the dry goods and kindred trades, the conditions that made it possible in former years to give certain persons and those engaged in certain occupations, a discount on their purchases, have so changed that it becomes necessary to discontinue for the future these discounts. On and after July 1 all such discounts will be discontinued by the Peterborough merchants."

Since the above resolution was carried the Secretary, N. C. Cameron personally interviewed each merchant and made it unanimous. The greatest discounts were being given by the dry goods merchants to nurses, ministers, dressmakers and employees from other stores. The discount was 10 per cent. Since the 1st of July all these discounts have been discontinued and it is estimated that the merchants will save at least \$6,000 per year on it alone.

Secretary Cameron is still after the transients who sell on the market and in

the city without the proper licenses. Recently a traveling jeweler arrived here and after announcing from a wagon on the streets the bargains he had, located on the market. Mr. Cameron got after him and he was arrested.

GROCERS' PICNICS NEXT WEEK.

London R. G. A. go to Toronto by train on Wednesday, July 15.

Hamilton R. G. A. and Brantford Retail Grocers' and Butchers' Association picnic at Niagara Falls on Wednesday, July 15. They travel T. H. & B.

Toronto R. G. A. go to Queenston Heights by boat on same date, July 15.

Many of the London grocers will take in the baseball game at Hanlan's Island. This will be the chief attraction for the ball fans.

The committee of the Hamilton R.G.A. met last week and made final arrangements for their big event. T. Brown was chairman. The Ninety-first regiment band, a rube band and the highland pipers will all be on deck and supply the musical programs. The program will include 30 sport events.

Secretary Thorne, of the Toronto R.G.A. announces everything ready for the cruise to Queenston Heights. There will be sports this year and he says there is a fine list of prizes to be competed for.

A dispatch from London, Ont., says that British and Canadian capitalists have just completed a deal for the opening at Kenilworth, near New Orleans, of a million-dollar sugar manufacturing concern. D. A. Gordon, M.P., of Wallaceburg, will be president, and Samuel Gibbs and M. H. Hazeldon will represent British interests. Work will commence at once. A large part of the product will be shipped to the Canadian market.

GOOD N.S. APPLE CROP.

St. John, N.B., July 8.—(Special.) — Donald Johnson, fruit commissioner of the Dominion Department of Agriculture, after a visit to Nova Scotia, reports that conditions for the apple crop in the Annapolis Valley are most promising. The expectations are that at least 1,250,000 barrels of apples would be harvested this fall even though frost had done much damage. About 750,000 barrels had been lost in the whole province by frost.

Post Office Department from collecting postage.

This the Senate refused to do, leaving the amendment as it had been drafted, but providing a clause to leave old rates in force, thus getting around the Postmaster-General's technical objection. Mr. Pelletier refused to accept the Senate amendment and the bill thus automatically died.

He thereupon issued a statement to the press in which he claimed that his bill had been killed by the Liberal majority in the Senate.

And now comes his last move, a ludicrous finale to a comedy of errors. Mr. Pelletier has publicly announced his intention of going back to the system that prevailed before '67. He states that he will leave the rate at a quarter of a cent a pound on all second-class mail matter mailed in bulk, but that he will collect one cent on every paper that is delivered to the subscriber by the mail man. This right he claims under Clause 71 of the Post Office Act. This clause gives him the power to collect one cent postage from the subscriber, so apparently this is what the Postmaster-General, beaten and confuted at every turn, purposes doing!

Finally, let it be stated that, to those who have followed the whole course of the fight, the reason for the stand taken by the Postmaster-General is quite clear. He is standing by the big daily papers against the weekly papers and the trade and technical press. He has allied himself with the big interests which circulate mail order advertising and thus work to the detriment of the smaller communities, as against the weekly newspapers, and the trade newspapers which foster the local merchant and thus help to keep trade at home, to the immeasurable benefit of the small cities and towns.

That is the issue—the issue which may perhaps have to be fought out at the next session of Parliament.

CONFLICTING ADVERTISING REFUSED.

The Sentinel of Kamloops, B.C., says: "The Kamloops Retail Merchants' Association of this City has signified its approval of our action in absolutely refusing outside advertising where local interests would be likely to suffer and while this involves substantial monetary consideration 'The Sentinel' is prepared to maintain a firm stand, relying as they feel they can confidently upon the merchants of this city to demonstrate in turn in a practical manner their support of the daily paper. Advertisements are the life blood of a newspaper—without them it would die a natural death."

GUILD PRESIDENT REVIEWS TRADE

(Continued from page 38.)

price, to the retail grocer. If such brokers would clearly define their policy no wholesale grocer would willingly or knowingly place business with an agent who enters into direct competition with him, and who is probably selecting the best retail accounts to sell direct to, leaving the smaller and weaker accounts to be taken care of by the wholesaler. This course of action is equally detrimental to the interests of the retail trade, inasmuch as the retailer who buys direct at wholesale cost can well afford, and very often does sell at prices low enough to be ruinous to the retailer who is buying through the regular channels.

A Method Considered Unfair.

"That a large retailer is able to buy large, or so-called wholesale quantities is no justification for selling him direct. been able to get an almost universal distribution of their goods by selling the retail stores direct, especially those situated in the larger centers, and relying upon the wholesale grocer to distribute to the small and weak accounts and to reach the outlying districts which they find too expensive to work themselves. In many instances but for the fact that the wholesale trade have submitted to this condition of affairs it would have been impossible for the agent to operate the agency in this way to the detriment of all interests in the trade but his own.

"Personally I know a number of reputable brokers who take the correct position that a retail counter constitutes a retail store irrespective of buying capacity and confine their business exclusively to wholesale channels. On the other hand I know, as you all probably do, of a number of very decent men who have drifted into doing a part or all of their business with the retail trade. I attribute this as much to a lack of understanding between the broker and the wholesale trade as to anything else. When we consider that all, or very nearly all, of the goods that we handle are of necessity bought through a broker or agent the importance of a clear understanding between these two branches of the trade is paramount.

Suggest Brokers' Association.

"Are we not each of us more or less to blame for this unbusinesslike and unfortunate situation? Could we not all do a great deal individually to effect a remedy? From every broker with whom we transact business let us get a declaration of his policy as to whether he sells the wholesale trade only, or to both wholesale and retail. Then, by giving preference to the broker who confines his business to the wholesale trade much will be done to bring about a clear definition and the protection of sound busi-

ness. Further: I consider that it would be in the best interests of the wholesale trade, as well as in the interests of the legitimate broker, is a Grocery Brokers' Association could be formed wherein the qualification for membership would require a declaration of policy along the lines that I have suggested. Such an association should, I think, be organized on Dominion lines, with say Provincial groups, thereby carrying an assurance or guarantee of policy into any territory where the broker might desire to do business, because we know of cases where an agent in conducting his business on legitimate lines in one territory, and getting the required support of the wholesalers in that territory, because his business there has not yet developed sufficiently to pay him to do otherwise, whereas at home—to quote the classic—"He is a devil in his own home town."

"In conclusion may I urge the very serious consideration of the trade to this matter, believing that in our own interests, in the interests of the retail trade, and in the interests of good, sound, honest business some action is necessary."

Conferences To Be Held.

At one of the sessions on Tuesday a resolution was passed, appointing H. C. Beckett, Hamilton, Ont.; Hugh Blain, Toronto; Fred T. Smye, Hamilton; Zeph. Hebert and Armand Chaput, both of Montreal, as a committee of five to act in conjunction with similar committees of five from the manufacturers' and from the Retail Merchants' Associations of Canada in evolving a policy that will improve trade relations.

In the morning representatives of the manufacturers joined in the deliberations of the guild. Addresses were made by E. F. B. Johnston, K.C., Toronto, counsel for the guild; H. C. Beckett, H. Drummond of the Canada Sugar Refining Company, and Mr. Rowley, General Manager of the E. B. Eddy Company, Hull, Que.

A CREDIT LIMIT POLICY.

A certain grocer in Connecticut, U.S.A., has a time and amount limit for each customer. In order that all the clerks will know when this limit has been reached, and thus not oversell the customer, every sales slip carries the total amount, and a filing cabinet is used the same as an account register. To each customer's slips is attached a piece of red cardboard showing the time limit of this customer and the line of credit to which he is entitled. "When a customer comes in and places an order which overruns this credit arrangement, the clerk quietly informs me, and I draw the man over into a corner and explain my credit policy."

OUTSIDE FISH DISPLAY.

For an effective display of fresh fish, J. A. McCrea & Son, at Guelph, Ont., have a sanitary glass-covered case which sits outside in front of the window of the grocery store. With proper care in icing, the fish are kept in good condition and make a tempting showing for shoppers looking for a seasonable variety to the meat list. At the back of the store a cement-floored chamber is being installed for better handling of the fish supply and here the stocks will be kept in their shipping boxes with additional icing as required. The advantage of this chamber will be that it will permit of convenient and frequent fishing.

A GREAT MAPLE DAY.

Montreal, July 9.—Products of the maple were scattered far and wide here on Dominion Day through the efforts of the Provincial Government to make the national holiday a distinctive reminder that one of Canada's important industries is the culture of the tree whose leaf is the Canadian emblem. Paris, London, Glasgow, Dublin and Liverpool shared the twenty-three thousand samples of maple sugar which had been turned out at the expense of the Government. Canadian music—"O, Canada," and "The Maple Leaf Forever"—formed part of the program in many restaurants and on many ships bound for the Dominion or sailing out.

Canada herself was well reminded too, of the succulent sap of the maple, especially in the Northwest, where the greater part of the samples were distributed. On every railway in the Dominion, the dining cars had special maple menu cards and the chefs produced maple ice-cream, maple plum-pudding, and used the syrup in every dish where possible. The inland ships followed the example of the railways, and on the broad Atlantic every C.P.R. and Allan liner gave its passengers samples of the sugar, etc.

Under the presidency of John I. Brown, who has been organizing the maple propaganda for the Government, a special maple dinner was held on July 1 at one o'clock in the Windsor station dining rooms, which had been specially decorated for the occasion. Among those present were Hon. W. B. Wood, former premier of Ontario; Rev. Dr. W. J. Clark and Mrs. Clark, Thomas W. Barrington, John H. Grimm, A. L. Robertson, Geo. Finlayson and James H. Flett.

All the hotels of the Grand Trunk Railway System also celebrated Maple Day by special music. The Place Viger Hotel distributed sample bottles of syrup to all its guests.

CURRENT NEWS OF THE WEEK

Quebec and Maritime Provinces.

Sydney Mackenzie, broker, of Toronto, was in Montreal this week calling on the trade.

C. L. Sypher, general merchant, Blackville, N.B., has been succeeded by J. E. Morehouse.

Sampson & Chaisson, grocers, etc., has been registered at Halifax, N.S. The members are Joseph J. Chaisson and Norman Sampson.

Mr. Tedford, formerly representing W. H. Dunn & Co., of Montreal, in Toronto, is calling on the trade here in the capacity of special representative of the Dominion Canners, Ltd.

The annual excursion of the Montreal grocers was held at Cornwall on Wednesday. A special train over the Grand Trunk took the members of the Retail Merchants' Association to the Ontario town.

James Haslett has bought the grocery stock of J. M. Burton, Waterloo street, London, Ont. Mr. Haslett has been traveling for Holbrooks, Ltd., of late, but at one time was in the grocery business on Dundas street, and sold out to Summer Bros.

Maple Day menus were specially prepared for all railway dining cars in Montreal on Dominion Day, supplied by the government of the Province of Quebec, and ten thousand booklets, descriptive of Quebec's maple products, and samples of maple sugar were distributed in the cars.

W. C. Cross, general manager of the wholesale grocery firm of Hall & Fairweather, St. John, N.B., this week observed his thirtieth anniversary in the service of that concern. He entered the employ of the firm when a mere lad fresh from school. On the day of his anniversary he sailed for England, where he will visit his old home, and also represent the Y.M.C.A. as the sole delegate from Canada at the World's Y.M.C.A. Convention. W. L. Doherty will act as general manager during his absence.

Ontario.

D. W. Elsley, grocer, Galt, Ont., has sold out to R. E. Niebel.

James Graham, grocer, Toronto, has sold out to Effie May Buntz.

The Welland Co-operative Society of Welland, Ont., is selling shares.

Lawrence Bros., general merchants, Duart, Ont., suffered loss by fire.

This will be Peace Year at the Canadian National Exhibition, Toronto.

Bradt & Co., grocers, Niagara Falls, Ont., suffered considerable loss by fire.

W. W. Locke has purchased the grocery business of R. C. Rose, Newmarket, Ont.

J. M. Ballantyne, of Grimsby, Ont., has opened a grocery store in Listowel, Ont.

A charter has been obtained for the Hedley Shaw Milling Company at Toronto.

Prescott, Ont., merchants will close Wednesday afternoon during July and August.

James Fleming has purchased the grocery business of Jas. Mackness, Chatham, Ont.

Welland, Ont., merchants will observe Wednesday half holiday during July and August.

Burglars got some \$20 from the store of J. F. Richardson, grocer, Elora, Ont., the other day.

R. J. McDermott, grocer and confectioner, Todmorden, Ont., has sold to Buckland & Smart.

A charter has been obtained for the Niagara Falls Pickles, Ltd., to be established at Niagara Falls, Ont.

Brockville, Ont., merchants, will observe a half holiday on Wednesday afternoons during July and August.

A. E. Shaver, a Brockville, Ont., grocer, has installed a white tile entrance to his store with his name in black.

The Retail Merchants' Association of Peterborough, Ont., will picnic down the Otonabee River on Thursday next, July 16.

H. Spicer, who conducts a grocery and butcher shop at Hamilton, Ont., has sold the meat end of the business to Young & Moir.

The style of the wholesale produce and commission company of Rutherford, Marshall, Ltd., has been changed to Marshall Co., Ltd.

George Foone will in future conduct the grocery store which has been run by Daniel Sullivan, at Peterborough, Ont., he having purchased the business.

H. Whissell has taken over the agency for Lindners, Limited, Toronto, in the Province of Quebec, including Montreal.

He is a brother of Mr. Whissell, of Bergeron, Whissell & Co., wholesale grocers, Montreal, and previous to joining Lindners, Limited, was a salesman with the E. W. Gillett Co. He will reside at 2928 Drolet street, Montreal.

Western Canada

D. H. Moore has opened a general store in Roleau, Sask.

Brake & Vane, general merchants, Treesbank, Man., are selling out to Max Fauser.

H. A. Heather, general merchant, Grayson, Man., is succeeded by Behl & Harvey.

Victoria, B.C., merchants are conducting a July sale week, extending from July 2 to 11.

During July and August Lethbridge, Alta., merchants will close on Wednesday afternoon.

The Ochre River Trading Company, general merchants, Ochre River, Man., was burned out. Insured.

W. J. Larson has purchased the general stock of the Amundson & Quale estate at Weldon, Sask.

A. J. King has just opened up a new grocery store on Broadway, near the corner of Yonge street, Winnipeg, Man.

The Moose Wholesale Grocery and Fruit Co., of Moose Jaw, Sask., are considering opening a branch at Kerrobert.

The merchants of Weyburn, Sask., will as usual close their stores Wednesday afternoon during July and August.

The grocery stock of the T. D. Stickle estate, Carberry, Man., and the general store stock of the R. A. McCallum estate, Melfort, Sask., have been sold to Max Finkelstein.

H. C. Andrew, formerly with Nicholson & Bain, Calgary, Alta., is now in charge of that company's new offices at Vancouver, B.C. His territory will also include Victoria, Prince Rupert and Nelson.

The Kelowna Grocery, Limited, Kelowna, B.C., has been gazetted as an incorporated company, with a capital of \$10,000, divided into one hundred shares, to acquire and take over as a going concern the business now carried on under the style of the "Kelowna Grocery Company." Another recently incorporated Kelowna concern is the "Kelowna Produce Company, Limited," also with a \$10,000 capital.

Outlook for Continued Cheap Canned Goods

Prospects for Good Packs of Peas, Beans, Tomatoes and Corn, with Tendency to Keep Prices Down—High-grade Salmon Will be Expensive—Beans Are Getting Dearer—Ceylon and Indian Teas Easier, but Japans Are Up.

OFFICE OF PUBLICATION, Toronto, July 9, 1914.

WITH the prospects that the cost of living is going to continue to be a live problem with many classes of society for several months to come, the attitude of the canners with regard to staple lines is important and Canadian Grocer has assurance from several sources that the tendency will be to keep the prices for peas, tomatoes, beans and corn down as low as possible and chief attention will be given to getting a pack of average quality rather than the fancy lines. Business in canned goods for several months past throughout Canada has indicated that the people generally are taking advantage of the cheap prices.

The indications generally are that the pack will not be as large as a year ago on account of smaller acreage, which applies to most of the staple crops, with the exception of tomatoes in the Niagara district. Strawberries are now finished and attention is being given to peas which show an average yield of good condition, although in some districts there is the complaint that there are pods which are only partly filled and also that the hot weather is inclined to hurry the ripening too much. For tomatoes the prospects are still good, especially in the Niagara district, and the hot weather will do no harm if there are occasional rains. The raspberry pack will commence in about a week and should be up to the average. It is yet too early to talk of corn prospects. The spinach pack has been completed, this business showing a good normal increase.

The wheat situation shows little change, although there are reports from some sources that conditions are not so good in the West as had been indicated. It is hard to believe, however, that the damage in the West has been general and reports from private sources indicate that after unusual heat about the first of the month, there have been general rains and that with the exception of some districts there is a good growth, and that the head is beginning to show. In Ontario the wheat harvest is at hand, and conditions are good. So well have things improved within the past month that the estimates of the crop have risen from 60 to 75 per cent.

There is a distinctly easy feeling with regard to Ontario flour, and although millers do not seem inclined to cut prices, there have been reductions of as much as 20c reported on some large transactions by jobbers. During the week oatmeal took a temporary decline for a couple of days, and with continued favorable reports of the new crop, a permanent reduction may be looked for as well as easier quotations for cornmeal.

The outlook is for high potato values and old stocks are now selling as high as \$2.25 a bag, wholesale. Quotations for new are also higher, and it is said that there is a short crop in the States and that damage has been done in Canada. Generally, fruits and vegetables are coming in good supply.

Hogs are firmer and lard easier if anything on very low quotations, an increase of 50,000 tierces in world's supply being shown over even date a year ago. Butter is cheaper in the East than the West, and prices, while about 2c under a year ago are out of line for export to either England or the States.

Canned salmon will come in dear compared with a year ago, one authoritative estimate being on a basis of \$2.35 or \$2.50 per dozen, compared with \$1.90 a year ago, for the better quality.

Business conditions show little change, and in fancy groceries the demand is weak. Wholesalers do not see favorable prospects for immediate improvement, although hopeful of the effect of the crop.

Markets in Brief

QUEBEC MARKETS.

FISH AND OYSTERS—
Market well supplied; salmon at its cheapest now.
New salt fish appearing.

FLOUR AND CEREALS—
Flour market continues quiet.
Temporary decline in rolled oats.

FRUITS AND VEGETABLES—
Height of strawberry season passed.
Old potatoes up to \$2 a bag.
New native vegetables coming in freely.

PRODUCE AND PROVISIONS—
Markets generally quiet; no change in butter, eggs or cheese.
Poultry slightly cheaper.

GENERAL GROCERIES—
Another advance in canned salmon.
Markets generally show little change.

ONTARIO MARKETS.

GENERAL GROCERIES—
Low prices for canned staples.
Canadian beans are up in price.
Some varieties of rice cheaper.
Canned salmon to be dear.

FLOUR AND CEREALS—
Lower prices by jobbers on big orders.
Oatmeal situation easier.
Mill feeds holding prices.

PRODUCE AND PROVISIONS—
Market generally steady.
Lard tending still easier.
New honey expected.

FRUITS AND VEGETABLES—
Old potatoes \$2.25 a bag.
Strawberries out and raspberries in.
Vegetables generally cheaper.

QUEBEC MARKETS.

Montreal, Que., July 9.—Recent heavy rains have had a beneficial effect on crops, and reports from country districts are much more encouraging than for some time past. Business has been fairly good, but nothing exceptional. Markets have been very quiet lately, the principle changes being in canned goods which are being well cleaned up and are the most active line at present.

SUGAR.—Demand has been fairly good and situation locally is practically unchanged from last week. Refiners have ample supplies of raw and are manifesting no anxiety as to replenishment. Advices from New York are to effect that raw sugar during last week was under pressure and sales were made at a slight reduction. There seems little prospect of any downward change in refined, as market here is still firm.

Extra Granulated Sugar—	Per 100 lbs.
100 lb. bags	4 45
20 lb. bags	4 55
2 and 5-lb. cartons	4 75
Second grade, in 100 lb. bags	4 30
Yellow Sugar—	
No. 3	4 00
No. 2	4 50
No. 1	4 10

CANADIAN GROCER

Extra Ground Sugars—	
Barrels	4 85
50 lb. boxes	5 15
20 lb. boxes	5 25
Powdered Sugars—	
Barrels	4 85
50 lb. boxes	5 05
25 lb. boxes	5 05
Paris Lump—	
100 lb. boxes	5 20
50 lb. boxes	5 40
25 lb. boxes	5 50
Crystal Diamonds—	
Barrels	5 25
100 lb. boxes	5 40
50 lb. boxes	5 50
Cartons and half cartons	7 05
Crystal Dominos, cartons	7 15

DRIED FRUITS.—A fair demand continues for raisins and currants and stocks are being well cleaned out, in fact, sales are better than jobbers anticipated at this season. Seeded raisins have been selling particularly well. With the advance of fresh fruit season there has been a falling off in demand for evaporated fruits.

EVAPORATED FRUITS.		Per lb.
Apples, 50-lb. boxes	0 10%	0 11
Nectarines, choice		0 11
Peaches, choice	0 08%	0 11
Pears, choice		0 12
Apricots	0 18	0 20
DRIED FRUITS.		
Candied Peels—		
Citron	0 16%	0 17%
Lemon	0 10%	0 11%
Orange		0 11%
Currants—		
Amalias, loose		0 07
Amalias, 1-lb. pkgs.	0 07%	0 08%
Philatras, fine, loose	0 08%	0 07
Dates—		
Dromedary, package stock, per pkg.		0 06%
Faris, choicest		0 11
Hallowes, loose		0 05
Hallowes, 1-lb. pkgs.		0 07%
Figs—		
Finest, 6 crown, about 12 lbs.	0 11	0 13%
Same fruit, 5 and 4 crown, 1 and 2 cents less.		
Prunes—		
40 to 50, in 25-lb. boxes, faced	0 12%	0 13
50 to 60, in 25-lb. boxes, faced	0 11%	0 12
70 to 80, in 25-lb. boxes, faced	0 10	0 10%
80 to 90, in 25-lb. boxes, faced		0 09%
90 to 100, in 25-lb. boxes, faced	0 08	0 08%
60 to 70, in 25-lb. boxes, faced	0 10%	0 11
Raisins—		
Malaga table, box of 22 lbs., according to quality	3 75	6 00
Muscata, loose, 3 crown, lb.		0 08%
Sultana, loose		0 10
Lower grades Sultana, 1 lb. pkgs.		0 07
Valencia, new		0 08
Seeded, fancy		0 10%
Seeded, choice		0 10

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

TEAS.—Demand has been steady for all grades of teas and market continues strong. The high prices paid in the primary markets, which were originally viewed with apprehension, according to some observers, now find justification. In addition to the fact that stocks are very low, the crops of first teas in Japan and China markets promise to be smaller.

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
Garden grown	0 75	1 00
India—		
Pekoe Souchongs	0 19	0 20
Ceylon Greens—		
Young Hysons	0 24	0 28
Hyson		0 22
Spanish No. 1		0 12%
Virginia, No. 1		0 12%
Gunpowders	0 19	0 25
China Greens—		
Pinguey gunpowder, low grade	0 14	0 18
Pinguey gunpowder, pea leaf	0 20	0 20
Pinguey gunpowder, pinhead	0 30	0 50

COFFEE.—There is a quiet market and prices, if anything, show an easier tendency, owing to report that a cable had been received stating that the Santos receipts for July would be 900,000 to 950,000 bags, as compared with 847,000 last year and 651,000 in 1912. Locally there has been a fair demand and

business is about as usual at this season of the year.

Coffee, Roasted—		
Bogotas	0 27	0 30
Gautemala	0 25	0 28
Jamaica	0 24	0 25
Java	0 25	0 25
Maricao	0 25	0 25
Mexican	0 27	0 28
Mocha	0 30	0 32
Rio	0 22	0 22
Santos	0 22	0 23
Chiocry, per lb.	0 08	0 10

MOLASSES.—There is little activity in molasses at present. Most of the dealers are apparently stocked up and sales are slow. One cargo is unloading here now and there are several more cargoes to arrive, mostly for late fall delivery. Prices have not changed, but there is still some business being done below the figures quoted.

Barbadoes Molasses—		
Punchoons	0 30	0 35
Barrels	0 33	0 31
Half barrels	0 35	0 33
For outside territories prices range about 3c lower per gallon than for delivery, Island of Montreal.		
Carload lots of 20 punchoons or its equivalent in barrels or half barrels, to one buyer, may be sold at "open prices." No discounts will be given.		
Corn Syrups—		
Barrels, per lb., 3/4c; 1/2 bbls., 3/4c; 1/4 bbls. 0 04		
Pails, 3 1/2 lbs., 81.55; 25 lbs. 1 35		
Cases, 2 lb. tins, 2 doz. in case 2 50		
Cases, 5 lb. tins, 1 doz. in case 2 85		
Cases, 10 lb. tins, 1/2 doz. in case 2 75		
Cases, 20 lbs. tins, 1/4 doz. in case 2 70		
Maple Syrups—		
Pure, per 8 1/2 lb. tin 0 75		
Pure, in 15 gal. kegs, 8c per lb., or per gal. 1 00		
Maple sugar, pure, per lb. 0 10	0 11	

SPICES.—Business in this department keeps satisfactory and grinders say they have no cause to complain. Generally speaking their sales are well up to last year and with firm markets in almost every line they view the outlook with considerable favor. Prices are being maintained as last reported.

	5 and 10 lb.	1/4 lb.	1/2 lb.
	Tins, pkgs., doz.	tins, doz.	pkgs., doz.
Allspice	14-17	50-0 70	70-0 80
Cassia	22-27	72-0 80	80-0 90
Cayenne pepper	25-30	72-0 80	80-1 05
Cloves	30-35	1 00-0 95	1 15
Green tartar	25-35	1 00	
Curry powder	15-20		
Ginger, Cochon	15-20		
Ginger, Jamaica	22-27	65-0 85	75-0 95
Mace	75-1 00		2 75
Nutmegs	25-30	80-0 00	1 00-2 50
Peppers, black	15-20	67-0 75	80-0 90
Peppers, white	25-30	85-1 10	1 10-1 20
Pastry spice	30-37	65-0 85	75-1 10
Pickling spice	14-18	65-0 00	75-0 00
Turneric	15-18		
Range for pure spices according to grade. Pails or boxes 2 cents per lb. below tins. Barrels 3 cents			
Cardamom seed, per lb., in bulk	1 80	2 25	
Carraway—			
Canadian, per lb.		0 10	
Dutch, per lb.		0 15	
Cinnamon, Ceylon, per lb.		0 50	
Mustard seed, per lb., in bulk		0 15	0 18
Celery seed, per lb., in bulk		0 30	0 35
Cayenne Chillies		0 25	
Shredded cocoanut, in pails		0 18	0 20

RICE AND TAPIOCA. — Quietness rules in this market, as is usual at this time of year. Lines that require a lot of cooking are not generally favored at this time and consequently there is little demand for rice and tapioca just now. Prices are about as low as they can be expected to go and no change is looked for at present.

Rangoon Rices—		Per cwt.
Rangoon "B"		2 90
C.C.		2 80
India bright		3 05
Lustré		3 15
Fancy Rices—		Per cwt.
Polished		4 30
Pearl		4 50
Imperial Grace		4 80
Sparite		5 70
Crystal		5 90
Snow		5 20
Ice drip		5 25
Carolina head		7 00
Prices are per 100 lbs., packed in bags (200 lbs.), half-bags (100 lbs.), and quarter-bags (50 lbs.); add 10c per		

100 lbs. for pockets (25 lbs.), and 20c for half-pockets (12 1/2 lbs.)	
Imported Patna—	Per lb.
Bag, 25 lbs.	0 05%
Half bag, 12 1/2 lbs.	0 05%
Quarter bag, 6 1/4 lbs.	0 05%
Velvet head Carolina	0 00
Sago, brown	0 04%

NUTS.—There is no change in the nut market so far as the present stocks are concerned. As for new crop, advice from Spain indicates that there will be a good supply of filberts and from France the information comes that walnuts should be a satisfactory crop. Shelled nuts are still selling freely to the retail trade.

Shelled walnuts, per lb.	0 40	0 42
Shelled almonds, 28-lb. boxes, per lb.	0 45	0 46
Finest filberts		0 13
Pecan		0 17
Almonds	0 15%	0 20
Walnuts, Grenoble		0 18
Walnuts, Marbots		0 15
Brazils, new	0 13%	0 14%
Peanuts, No. 1, 13c; No. 2		0 11
Peanuts, No. 3 (3/4c; No. 4		0 00

DRIED VEGETABLES.—This market is without any special features at present. There is a moderate trade and market is steady.

Beans—		
Hand picked, per bush.	2 40	2 50
Canadian white, per bush.	2 10	2 25
Yellow, per bush.		2 75
Yellow eyes, per bush.		3 25
Lima, per lb.		0 05%
Peas, per bushel	2 25	2 40
Peas, Imperial green, per bush.		2 50
Barley, per bag		3 00

ONTARIO MARKETS.

TORONTO, July 8.—Business conditions remain in about the same channel, with opinions running from "fair" to "quiet," although there is general satisfaction in the trade in relation to the state of business in general. A leading wholesale house makes the statement that during the past two months their turnover represented a substantial increase over a year ago, but it was explained that this included a heavy volume of sugar business and on this of course the profit is close. Speaking generally of the effect of the financial depression on the grocery business, it has affected the business in fancy groceries, while there is practically no change in the demand for staples. It is also interesting to note that in most departments prices are inclined to be higher if anything, which shows that the grocery business generally is being conducted on close lines.

SUGAR.—The raw market after passing through a period of depression for the last two weeks, has recovered its tone and quite a number of sales have been made at fractional advances over the recent lowest. The decline on this side of the Atlantic was brought about by the downward tendency in Europe which brought beet sugars down to New York parity, and forced sales of Cuban to refiners, who were only indifferent buyers, at from a sixteenth to an eighth decline from the previous high quotation for prompts. During the past week a change to stronger sentiment has taken place with Europe up 3rd per cwt., and indications are good for the consump-

CANADIAN GROCER

tion of refined. Refiners have felt warranted in coming into the market again and have bought heavily of crystals at 2½¢ off New York, which records an advance of a sixteenth over the recent lowest. This means a duty paid price at New York of 3.39 with refined selling at \$4.30 less 2 per cent. In Canada there are no changes of importance to record. The demand on account of the poor strawberry crop has been disappointing but it is believed that there are not heavy stocks in the country, and that a normal consumptive demand can be anticipated. Prices remain unchanged with no special indications for the immediate future.

Extra Granulated Sugars, Montreal Refined—Per 100 lbs.	
100 lb. bags	4 61
50 lb. bags	4 61
10 lb. bags	4 66
2 and 5 lb. cartons	4 81
Second grade granulated, 100-lb. bags	4 41
Nova Scotia refined, 100-lb. bags	4 41
Western Ontario refined, 100-lb. bags	4 41
Extra Ground Sugars—	
Barrels	4 91
50 lb. boxes	4 11
25 lb. boxes	5 31
Powdered Sugars—	
Barrels	4 71
50 lb. boxes	4 91
25 lb. boxes	5 11
Crystal Diamonds—	
Barrels	5 26
100 lb. boxes	5 26
50 lb. boxes	5 36
Paris Lump—	
100 lb. boxes	5 26
50 lb. boxes	5 36
25 lb. boxes	5 56
Cartons (30 to case)	7 31
Cartons (50 to case)	7 31
Crystal Dominoes, cartons	
No. 1	7 50
Barrels granulated and yellow may be had at 5¢ per cwt. above bag prices.	4 11

DRIED FRUITS.—There is not much activity in the dried fruits market but prices are strong. Some reports indicate damage to the new currant crop but these are not generally accepted and the new stock should come in on prices which will be in reasonable comparison with those of last year. The stocks of Valencia raisins are on close compass and wholesalers are shifting stocks among themselves.

Apples, evaporated, new per lb.	0 10½	0 11
Apples, evaporated, old, per lb.	0 09	0 10
Apricots—		
Standard, 25 lb. boxes	0 18½	0 18
Choice, 25 lb. boxes	0 19	0 19½
Fancy	0 23	0 24
Candied Peel—		
Lemon	0 10	0 12
Orange	0 10	0 12
Citron	0 18	0 17
Currants—		
Fillatras, per lb.	0 06½	0 07½
Amalax, choicest, per lb.	0 07	0 07
Patras, per lb.	0 07½	0 07½
Yostimas, choice	0 09	0 09
Yostimas, shade dried	0 10½	0 11
Cleaned, ½ cent more.		
Dates—		
Fards, choicest, 12-lb. boxes	0 08½	0 09½
Fards, choicest, 60-lb. boxes	0 08	0 08½
Package dates	0 06½	0 09
Hallowees	0 08½	0 08
Fruits—		
30-40s, California, 25 lb. boxes	0 14	0 15
40-50s, 25 lb. boxes	0 13	0 14
50-60s, 25 lb. boxes	0 12½	0 13½
60-70s, 25 lb. boxes	0 12	0 11
70-80s, 25 lb. boxes	0 10	0 10½
80-90s, 25 lb. boxes	0 09½	0 10
90-100s, 25 lb. boxes	0 08½	0 09½
25-lb. boxes, ¼¢ more.		
Peaches—		
Standard, 50-lb. boxes	0 07½	0 08
Choice, 50-lb. boxes	0 09	0 10
25-lb. boxes, ¼¢ more.		
Raisins—		
Sultana, choice, new	0 06	0 10
Sultana, fancy, new	0 10	0 12
Valencia, new stock	0 07	0 08
Seeded, fancy, 1 lb. packets	0 10½	0 11
Seeded, choice, 1 lb. packets	0 09	0 10
Seeded, choice, 12 oz. packets	0 10½	0 11½
Seedless, 12 oz. packets	0 08½	0 11
Seedless, 12 oz. packets	0 08½	0 09

SPICES.—This is the season for hot weather quietness in the spice market, and the trade is now beginning to take

some interest in the fall demand. Reports indicate that crops are about normal, and, while prices are firm, there are no indications of any shortages as yet.

Spices—	Compound, per lb.	Pure, per lb.
Allspice, ground	0 10	0 15-0 18
Allspice, whole	0 12-0 15	0 20-0 25
Cinnamon, whole	0 20-0 25	0 20-0 25
Cinnamon, ground	0 17-0 18	0 20-0 25
Cinnamon, Batavia	0 25-0 35	0 25-0 35
Cloves, whole	0 25-0 30	0 25-0 30
Cloves, ground	0 15-0 20	0 25-0 30
Cream of tartar	0 15-0 21	0 35-0 34
Curry powder	0 15-0 15	0 15-0 21
Ginger, Cochin	0 15-0 15	0 18-0 21
Ginger, Jamaica, ground	0 15-0 18	0 22-0 25
Ginger, Jamaica, whole	0 23-0 25	0 23-0 25
Ginger, African, ground	0 15	0 15
Mace	0 75-1 00	0 75-1 00
Nutmegs, brown, 6½, 50¢; 6½, 40¢; 100¢		0 35
Nutmegs, ground, bulk, 65¢; 1 lb. tins		0 55
Pastry spice		0 25
Peppers, black, ground	0 10-0 14	0 17-0 20
Peppers, black whole	0 18-0 20	0 18-0 20
Peppers, white, ground	0 15-0 23	0 27-0 30
Peppers, white, whole	0 25-0 28	0 25-0 28
Pickling spice		0 15
Turmeric		0 25-0 35

SYRUPS AND MOLASSES.—With the hot weather there is a slackening of the demand in this market, and market is especially easy, with a tendency towards a weakness in corn, which, however, is still dear.

Syrups—	Per case.
2 lb. tins, 2 doz. in case	2 50
5 lb. tins, 1 doz. in case	2 25
10 lb. tins, ½ doz. in case	2 70
20 lb. tins, ¼ doz. in case	2 70
Barrels, per lb.	0 03½
Half barrels, lb.	0 03½
Quarter barrels, lb.	0 04
Pails, 39¼ lbs. each	1 85
Pails, 25 lbs. each	1 35
Molasses, per gallon—	
New Orleans, barrels	0 26
New Orleans, half-barrels	0 26
West Indies, barrels	0 22
West Indies, half barrels	0 24
Barbadoes, fancy, barrels	0 45
Barbadoes, fancy, half barrels	0 47
Maple Syrup—Compound—	
Gallons, 6 to case	4 40
½ gals., 12 to case	4 70
¼ gals., 24 to case	4 70
Pints, 24 to case	2 80
Maple Syrup—Pure—	
5 gallon cans, 1 to case	6 45
Gallons, 6 to case	6 00
½ gallons, 12 to case	6 95
¼ gallons, 24 to case	7 00
Pints, 24 to case	4 00
Maple Sugar—	
Pure, per lb.	0 12½
Maple Cream Sugar—	
24 twin bars	1 80
40 and 48 twin bars	3 00
Maple butter, lb. tins, dozen	1 90

BEANS.—There is a firm market for beans, and higher prices are prevailing. Hand-picked and prime Canadians are very scarce, the farmers' stocks having been cleaned up, while the new stock will not be until about the 1st of November, and in the immediate present there is practically nothing on which to figure a basis for the crop yield.

Beans—	Per bushel.
Canadian primes	2 30
Canadian H. P.	2 40
Canadian, extra H. P.	2 50
Yellow eyes	3 00
Brown	3 25
Lima	0 07
Peas, green Canadian, per bush.	2 00
Peas, blue, imported, bush	2 40

RICE AND TAPIOCA.—With hot weather there is a weaker demand for rice and tapioca. Rangoon rice is at the bottom, and is not likely to be cheaper; but other varieties are coming freely, and lower prices are quoted for some grades of Patnas, Japans and Javans.

Rangoon, per lb.	0 03	0 04
Rangoon, fancy, per lb.	0 04	0 05
Patna, per lb.	0 05	0 06½
Japan, per lb.	0 05	0 07
Java, per lb.	0 05	0 07
Carolina, per lb.	0 10	0 11½
Sago—		
Brown, per lb.	0 05	0 05½
White, per lb.	0 05	0 05
Tapioca—		
Bullet, double goat	0 08½	0 08
Medium pearl	0 04½	0 05
Seed pearl	0 05	0 05½
Flake	0 05	0 05½

NUTS.—Demand for shelled nuts continues strong, and prices are firm, with stocks within comparatively narrow compass.

In shell—	Per lb.
Almonds, Tarragona	0 18
Brazil, medium, new	0 11
Brazil, large, washed, new	0 12
Chestnuts, peck	1 75
Filberts, Sicily, new	0 12
Peanuts, Jumbos, roasted	0 12½
Peanuts, hand-picked, roasted	0 10½
Peanuts, fancy, roasted	0 09½
Pecans	0 17
Walnuts, Grenoble, new	0 16
Walnuts, Bordeaux	0 13
Walnuts, Marbots	0 14
Shelled—	
Almonds	0 44
Filberts	0 26
Peanuts	0 11
Pecans	0 56
Walnuts, new	0 45

COFFEE.—Market generally maintains its strength in face of the weaker hot weather demand, although there is some easiness reported in Brazilians.

Coffee, Roasted—	Per lb.
Bogotas	0 25
Guatemala	0 26
Jamaica	0 24
Java	0 30
Morillonbo	0 25
Mexican	0 25
Mocha	0 29
Rio	0 17
Santos	0 19
Chicory, per lb.	0 10

TEAS.—There is a distinctly easier feeling in primary markets for Ceylons and Indians, but on other hand, Japans are selling 2 to 3 cents above a year ago, and prices, therefore, are nearer top of the range. In sympathy with the Japans, Chinas have advanced about a cent.

Japans—		
Choicest	0 40	0 50
Choice	0 30	0 40
Fine	0 30	0 35
Medium	0 25	0 30
Good common	0 15	0 18
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
Indian Pekoes	0 20	0 24
Ceylon Greens—		
Young Hysons	0 24	0 26
Hyson	0 22	0 24
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
Moyime, gunpowder, pinhead	0 33	0 45

CANNED GOODS.

MONTREAL.—There was another advance in canned salmon this week, as intimated in last week's report. Coho's are up 5 cents, and are now quoted at \$1.45 a dozen; red spring advanced 10 cents to \$1.65, and red sockeye (outside of fancy brands) are up 10 cents to \$2 a dozen. Gallon corn on cob has been a success, and last year's pack is already exhausted. For the last two months it has sold at a considerable advance on the opening prices. Demand has been very active for all kinds of canned goods, and jobbers report that stocks are being well cleaned up.

TORONTO.—Packers are finished with strawberries and spinach, the former being rather a short pack, and the latter showing a substantial, although, normal, increase. Peas are going up in good shape, but there are some complaints of unexpected shortage from the fact that pods are only partly filled; hot weather, too, is likely to interfere with the quality, which has been very good up to

CANADIAN GROCER

the present. Tomato prospects are good, with large acreage in the Niagara district. Acreage generally is said to be less than a year ago, but packers are making an effort to get up large stocks of medium-price goods, and with anything like average yields the prices of staples will remain on a low basis. It is yet early to speak of corn and beans.

Salmon is now pretty well cleared up, so far as the better qualities are concerned, and the new stock will come in about 25 to 30 per cent. above a year ago, one dealer placing the basis at \$8 or \$8.50, as compared with \$6 last year and \$9.25 in 1912.

MANITOBA MARKETS.

Winnipeg, July 9.—The business outlook for July seems to promise a better month than was experienced in June. It is, however, a common occurrence for the first two weeks of a month to be better than the last two, and things may run a little more quietly later on. The volume of business at present being transacted, however, is highly satisfactory.

Crop conditions, upon which so much depends, are remarkably good. Business men are being a little alarmed by the long continued dry spell being experienced here. There has been no real rain since the 24th of May. Fortunately, however, Winnipeg is peculiar in this respect. Southern Manitoba has been blessed with more showers than in the last five years. Such also is the cheering word which comes from various centres. Saskatchewan and Northern Alberta have been visited by regular rainfalls. For a time Southern Alberta seemed to be in the same position as Winnipeg—unable to get any showers. A change came there, however, in time to save the crop, though it is hardly likely the yield from this district will be as large as from Northern Alberta.

SUGAR AND SYRUP.—Sugar is stronger. While New York raws weakened somewhat early in last week, they have now recovered, and there seems every chance of their going higher even than on the last advance. If this happens, there is little doubt but that Canadian prices will move upward.

	Per cwt. in sacks
Sugar, Eastern—	
Extra standard granulated	4 90
Extra ground or icing	5 40
Powdered	5 20
Lumps, hard	5 85
Montreal, yellow	4 80
Sugar, B.C.—	
Yellow sugar	4 25
Bar sugar	5 05
Icing sugar	5 25
Powdered sugar	5 65
H. P. lumps	5 75
Sugar packed in barrels, 5c per cwt. more.	
Sugar, Western Ontario—	
Sacks, per 100 lbs.	4 80
Barrels, per cwt.	4 75
Halves, 50 lbs., per cwt.	4 80
Bales, 20 lbs., per cwt.	4 85
Powdered, barrels	5 10
Powdered, 50s	5 45
Powdered, 25s	5 75
Icing, barrels	5 40
Icing, 50s	5 65
Icing, 25s	5 80

Icing, pails	5 70
Cut loaf, barrels	5 80
Cut loaf, 50s	5 75
Cut loaf, 25s	6 00

Corn Syrups—	
Barrels, per 100 lbs.	4 25
Cases, 20-lb. tins, ¼ doz. in case	2 77
Cases, 10-lb. tins, ½ doz. in case	2 76
Cases, 5-lb. tins, ¼ doz. in case	2 88
Cases, 2-lb. tins, 2 doz. in case	2 48
American, 2-lb. tins, 24 tins case, case	2 40
American, 5-lb. tins, 12 tins case, per case	2 76
American, 10-lb. tins, 6 tins case, per case	2 85
American, 20-lb. tins, 3 tins case, per case	2 66

B. C. Cane Syrups—	
2-lb. tins, 2 doz. to case, per case	2 85
5-lb. tins, 1 doz. to case, per case	3 20
10-lb. tins, ½ doz. to case, per case	3 00
20-lb. tins, 3 tins to case, per case	2 95

(These prices prevail in Winnipeg, Calgary, Regina, Moose Jaw and Lethbridge. For Edmonton and Saskatoon they are 5c case higher.)

Molasses—	
Barbadoes	Per gal. 0 40
New Orleans	0 31

Maple Syrups—	
Imperial quart, case 2 doz.	Per case. 5 40
Imperial ½ gal., 1 doz.	5 55
New, pure, ½ gal., case	9 00
New, pure, ¼ gal., quarts, case 2 doz.	9 70
New, pure, quart bottles, case 2 doz.	9 75

DRIED FRUITS.—The only price change noted here is in prunes—an advance in all lines of a ¼c per lb. having been struck. From California there continues to come word of a large peach crop. Everything points towards a low price for this line. Apricots are not yet on the market, but are expected in a very few days. They will be quoted at the prices listed below.

Apples, evaporated, new, per lb.	0 11
Apricots, choice, 25's	0 15½
Apricots, choice, 10's	0 16½
Apricots, standard, 25's	0 14
Currents—	
Dry clean	0 07
Washed	0 07½
1 lb. package	0 08
2 lb. package	0 16
Ventizas, 1 lb.	0 10½
Dates—	
Hallowi, loose, per lb.	0 05½
Hallowi, 1 lb. pkgs.	0 07
Fard dates, 12-lb. boxes	1 00

Peaches—	
Standard, 25-lb. boxes	0 07½
Choice, 25-lb. boxes	0 07½
Extra choice, 25-lb. boxes	0 08½
Prunes, in 25-lb. boxes—	
30 to 100	0 07½
80 to 90	0 08½
70 to 80	0 10½
60 to 70	0 11½
50 to 60	0 12½
40 to 50	0 13½

Raisins, Valencia—	
Extra select Valencia, 25's, box	2 15
Raisins, Sultan—	
California	0 08½
Smyrna	0 08
Raisins, Muscatel—	
3 crown, loose, 50s	0 08½
3 crown, loose, 25s	0 08
Choice seeded, lb.	0 08½
Extra fancy seeded, lb.	0 10
Raisins, Australian—	
Lexias, 56-lb. boxes	0 08½

BEANS.—Beans are still strong, having advanced about 10c a bushel in the Ontario market. This advance will take place here as soon as present stocks are exhausted. Any dealers whose stocks of beans are low would do well to buy now. Such a purchase could hardly fail to yield a good profit.

Beans—	
Austrian, hand picked	2 30
3 lb. picker	2 10
Cal. Lima, per lb.	0 07
Peas—	
Pot., per sack, 95 lbs.	3 10
Pearl, per sack, 95 lbs.	4 60
Split peas, sack, 95 lbs.	3 30
Whole peas, bushel	2 00

NUTS.—No change whatever in this market—very little ordering of this line.

Almonds, Tarragona	0 15½
Brazils	0 14½
Filberts, Sicily	0 12½
Peanuts, Jumbos, roasted	0 11½
Peanuts, choice, roasted	0 10½
Peanuts, fancy, roasted	0 11½
Peanuts	0 09½
Walnuts, Grenoble	0 17
Walnuts, Marbot	0 14
Shelled—	
Almonds	0 44
Walnuts	0 41

Saskatchewan Crops and Market Situation

REGINA, July 8 (Special by wire).—Encouraging crop reports continue to come in from almost all sections of Saskatchewan. In some instances it is stated that the crop will not be up to the average, but generally speaking the growing grains are doing splendidly. The present warm spell following the showery weather has rapidly advanced the growth of the crops in this province. On the light sandy soils of the southwestern portion, the crops are suffering from lack of rain and in that territory, wheat will not exceed seventeen bushels to the acre. Elsewhere the showers of last week have left the soil in good condition.

Wheat is from fifteen to twenty inches high and is beginning to head out. In the North Battleford district fields of Marquis wheat are thirty-four inches in height and headed out.

Crops on summer fallow and new breaking are making the best showing, especially on well prepared summer fallow. No damage has been sustained from any cause except drifting by high winds and a slight frost on the 25th of June. Fifty-five per cent. of the summer-fallow acreage is now already plowed.

From some districts come reports to effect that the grain in some instances shows signs of being short in the stalk, this being especially true of the coarser grains. Gophers are said to be very plentiful this season and doing some damage.

July 1 was ushered in by an exceptionally warm wave, which continued for some days. Following as it did upon a time of considerable rainfall, the effect upon the crops of Saskatchewan has been magical, growth having been very rapid in some instances. Since the last report, no more damage to the crops has been reported by hail, and at this time of year this is looked upon as most encouraging.

General Market Conditions.

The Saskatchewan market continues quiet. Business, however, is good. Dealers declare that little or no strawberries are being canned this year by householders. The general movement of fruit is slow, owing largely to the tight money markets. Heavy shipments of British Columbia small fruits into the Saskatchewan market are expected. B.C. cherries will be in the market about July 10, at about \$2.25 to \$2.50 case.

A very big crop of cherries is re-

CANADIAN GROCER

ported in British Columbia, and local dealers say there will be all kinds of fruit on market for canning purposes between July 10 and 15. Cherries which reach the Saskatchewan market are grown largely in the Okanagan Valley.

The largest crop of raspberries ever grown in British Columbia is reported this year. A car left the fruit fields at the end of last week for the Saskatchewan market, with nothing else but raspberries. This is the first time that this commodity has ever been shipped from the B.C. market in car lots. It is expected that between 15 and 20 car loads will be disposed of in the West this summer. The prevailing price will probably be about \$3 per case, retailing at about 15 cents per pint. American raspberries are already on the market bringing between \$3.50 and \$3.75 per case.

Okanagan new potatoes are in the market this week, and potatoes in car lots are on their way from B.C. Washington small fruits are commencing to arrive and will give place to a large extent to the California small fruits now on the market.

Produce and Provisions—	
Butter, creamery, per lb.	0 26
Butter, dairy, No. 1, 2; No. 2	0 15
Cheese, per lb.	0 15
Eggs, fresh, per doz.	0 22
Lard, 3's, per case	7 50
Lard, 5's, per case	7 45
Lard, 10's, per case	7 40
Lard, 20's, each	2 45

Dried Fruits—	
Apricots, choice, Cal., 25 lb. boxes	2 30
Currants, gulf cleaned	0 08
Figs, natural 5's	0 08
Evaporated apples, per lb.	0 11 1/4
Dried peaches, 25s	0 08
Dried peaches, choice, 25s	0 09 1/2
Prunes, 70-80, 25s	0 11 1/4
Raisins, muscats, 50s	0 08 1/2
Raisins, muscats, 25s	0 09
Raisins, Valencia, select, 25s	2 35
Raisins, seeded, choice	0 07 1/2

Green Fruits and Vegetables—	
Apples, American box	3 25
Apples, B.C., box	3 00
Celery, Cal., doz.	1 25
Grape Fruit, Florida	6 00
Lemons, Messina	6 90
Lemons, California	7 90
Oranges, navel	3 75
Onions, Australian	5 25
Rhubarb, 40-lb. box	1 75
Raspberries	3 50
Potatoes, new	2 50
Potatoes, old	1 25
Pineapples	5 00
Strawberries	3 75
Tomatoes, Cal., case	2 39
Tomatoes, Florida	5 00

Nuts—	
Almonds, whole	0 17 1/4
Brazil	0 18
Pilberts	0 14 1/4
Walnuts, shelled, 40c; in shell	0 19

General—	
Beans, Ontario, per bushel	2 00
Beans, Austrian	2 25
Coffee, whole roasted, Rio	4 75
Potatoes, per bushel	1 00
Flour, 90's, 22.75; rolled oats, 90's	1 00
Rice, per cwt.	3 90
Sugar, standard, gran., per cwt.	5 27
Sugar, yellow, per cwt.	4 87

ALBERTA MARKETS.

(By Wire.)

CALGARY, Alta., July 9.—A number of price changes are recorded. Lard has followed the eastern market downwards. Dried fruits are up substantial fractions and the supplies are small. Locally there

is some cutting in the prices of canned goods as indicated.

Produce and Provisions—	
Butter, creamery, per lb.	0 28
Butter, dairy, No. 1, 2; No. 2	0 21
Cheese, per lb.	0 16 1/4
Eggs, fresh, per case	7 10
Lard, 3's, per case	7 80
Lard, 5's, per case	7 75
Lard, 10's, per case	7 65
Lard, 20's, case	9 90

Dried Fruits—	
Apricots, choice	2 25
Currants, gulf cleaned	0 08
Figs, natural 5's	0 08
Evaporated apples, per lb.	0 11 1/4
Dried peaches, 25s, choice	0 08 1/2
Dried peaches, 25s	0 08 1/2
Prunes, 70-80, 25s	0 12
Raisins, muscats, 50s	0 08 1/2
Raisins, muscats, 25s	0 09
Raisins, Valencia, select, 25s	2 35
Raisins, seeded, choice	0 08 1/2

Green Fruits and Vegetables—	
Apples, Wash., box	3 25
Celery, Florida, per crate	4 00
Grape Fruit, Florida	6 75
Lemons, California	7 00
Oranges, navel	3 25
Onions	5 00
Tomatoes, crate	6 50

Nuts—	
Almonds, whole	0 17 1/4
Brazil	0 18
Pilberts	0 14 1/4
Walnuts	0 19

General—	
Potatoes, per cwt.	2 00
Potatoes, new	4 25
Beans, Ontario, per bushel	2 00
Beans, Austrian	2 65
Coffee, whole roasted, Rio	0 17
Rice, per cwt.	0 04
Sugar, standard, gran., per cwt.	5 80
Sugar, yellow, per cwt.	4 85

Canned Goods—	
Apples, gals., case, doz.	4 00
Corn, standard, per 2 dozen	2 40
Peas, standard, per 2 dozen	2 00
Plums, Lombard	2 40
Peaches	4 00
Strawberries and raspberries	4 50
Tomatoes, standard, per dozen	2 50
Salmon, Sockeye, 4 doz. case, ls.	8 75
Red spring, ls.	7 00
Coches, 1's, \$5.50; hump back, 1's	3 60

Produce and Provisions—	
Bacon, breakfast, per lb.	0 22
Bacon, roll, per lb.	0 17
Beef, barrel	23 75
Beef, corned, 1 lb.	2 85
Beef, corned, 2 lb.	4 25
Pork, American clear, per bbl.	24 25
Pork domestic, per bbl.	29 50
Butter, dairy, per lb.	0 21
Butter, creamery, per lb.	0 25
Cheese, new, lb.	0 14
Eggs	0 22
Lard, compound, per lb.	0 11 1/4
Lard, pure, per lb.	0 13 1/4

Flour and Cereals—	
Cornmeal, gran.	5 80
Cornmeal, ordinary, bags	1 80
Flour, Manitoba, per bbl.	6 45
Flour, Ontario, per bbl.	5 65
Roll'd oats, per bbl.	5 40
Oatmeal, standard, per bbl.	5 95

Fresh Fruits and Vegetables—	
Lemons, Messina, box	3 50
Oranges, Val., case	4 00
Potatoes, barrel	2 25

Bright yellow	4 40	4 80
No. 1 yellow	4 10	4 20
Paris lumps	5 30	5 60

FISH AND OYSTERS.

MONTREAL.—Market is fairly active and on the whole prices have a tendency to sag. All the seasonable varieties of fish are arriving in good quantities, except dore and brook trout. Salmon has come down this season to a level in price which has not been seen for a number of years, but as the bulk of the fish are now up the rivers, the arrivals will be much lighter from now on and as a consequence prices will advance. Catches of mackerel have also been exceptionally large, and both United States and this market have been glutted for a time. Now fishing has been stopped in many places, so that production is reduced and prices will improve. The first salt fish of the season have put in an appearance and the height of the season will be here in a few weeks. Until then prices will be high, though the arrivals on the American market are fairly good. Shell fish, bulk and shell oysters, and clams are without any special feature and selling in a moderate way at sustained prices.

TORONTO.—There is only a hot weather business being done in fish, some of the fresh varieties being in fair demand. Prices are unchanged from last week.

FRESH FISH.

	Montreal	Toronto
Hallibut, fancy, express, per lb.	0 11	0 10
Haddock, fancy, express, lb.	0 04	0 06
Steak cod, fancy, express, lb.	0 07	0 07
Market cod, per lb.	0 05	0 05
Flourishers, fancy, express, lb.	0 05	0 05
Gaspe salmon, per lb.	0 13	0 13
Buck shad, fancy, express, each	0 30	0 30
Roe shad, fancy, express, each	0 30	0 30
Shad herring (Gaspereaux), each	0 02 1/4	0 03
Dressed bullheads, per lb.	0 12	0 12
Brook trout, per lb.	0 30	0 30
Whitefish, per lb.	0 12	0 12
Pike trout, per lb.	0 12	0 12
Bluefish, per lb.	0 12	0 12
Herrings, per 100 count	1 80	1 75
Herring	0 07	0 07
Dore, per lb.	0 14	0 14
Mackerel	0 11	0 11
Striped bass, per lb.	0 12	0 15
Pike, per lb.	0 08	0 08
Perch, per lb.	0 06	0 07
Sea bass, lb.	0 08	0 12

SMOKED FISH.

	Montreal	Toronto
Haddies, per lb.	0 08	0 08
Haddies, 15-lb. and 30-lb. boxes, lb.	0 07 1/2	0 08
Haddies, fillets, per lb.	0 11	0 11
Haddies, Nisho, non-leaf, per lb.	0 10	0 10
St. John bloaters, 100 in box	1 00	1 20
Yarmouth bloaters, 60 in box	1 20	1 30
Smoked herrings, medium, box	1 15	1 15
Smoked boneless herrings, 10-lb. box	1 00	1 15
Kipper herrings, selected, 60 in box	1 00	1 25
Kipper herrings, ordinary, 60 in box	1 10	1 20
Smoked salmon, per lb.	0 22	0 22
Cisco herrings, basket of 15 lbs.	1 75	1 80
Smoked eels	0 12	0 10
Smoked halibut	0 20	0 20

FROZEN FISH—SEA FISH.

	Montreal	Toronto
Salmon—Gaspe, large, per lb.	0 12	0 12
Salmon, red—steel heads, per lb.	0 12-13	0 12-13
Salmon, red—sockeyes, per lb.	0 10-11	0 11
Salmon, red—Coches or silvers, lb.	0 10	0 11
Salmon, pale qualla, dressed, per lb.	0 07-07 1/2	0 08 1/2
Salmon, pale qualla, dressed, per lb.	0 07-07 1/2	0 08 1/2
Hallibut, white western, large and medium, per lb.	0 07-08	0 08
Hallibut, eastern chicken and medium, per lb.	0 10-11	0 10
Mackerel, bloater, per lb.	0 07-08	0 08
Haddock, medium and large, lb.	0 06-06 1/2	0 07-08
Market codfish, per lb.	0 05-05 1/2	0 07-08
Steak codfish, per lb.	0 05-07	0 08
Canadian sole, per lb.	0 08-10	0 09-10
Blue fish, per lb.	0 15-17	0 15

FROZEN—LAKE AND RIVER.

White fish, large, per lb.	0 10-11	0 10-11
White fish, small tailbone, per lb.	0 06 1/2-07	0 06 1/2
Lake trout, large and medium, lb.	0 11-12	0 12
Dore, dressed or round, lb.	0 08-10	0 09-10
Pike, dressed and headless, lb.	0 04-07	0 06
Pike, round, per lb.	0 06-06 1/2	0 07-08

FLOUR and CEREALS

Lower Prices on Some Big Orders,
But Prices to Grocer the Same

The Flour Situation is Easier and Reductions May be Looked for When the New Crop Comes in—Rolled Oats Took a Temporary Slump and Prices May be Lower if Crop Prospects Hold.

MONTREAL.

FLOUR.—Export trade is reported very quiet, prices in the English market being so low as not to warrant shipping flour to the other side. In the local market there is still an easy feeling, but prices are still the same as at last report. Sales are very light, and it is evident that most of the dealers are pretty well stocked.

Manitoba Wheat Flour—	per bbl.	Car	Small
First patents	5 60		
Second patents	5 10		
Strong bakers'	4 90		
Flour in cotton sacks, 10 cents per barrel more.			
Winter Wheat Flour—		Car	Small
Fancy patents	5 25	5 60	
90 per cent.	4 90	5 10	
Straight roller	4 70	4 90	
Blended flour	4 85	5 25	

CEREALS.—There was a reduction of 10 cents in rolled oats last week, but it was only in effect for a few days, for 60-day delivery. Quite a number of orders were booked at reduction. Prices have now gone back to former figure. Cornmeal is quiet and business in all lines of cereals is rather dull at present.

Cornmeal—	Per 95-lb. sack
Kiln dried	2 10
Softer grades	1 95
Rolled Oats—	90's 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 90s, in jute.	
Small lots	100-lb. bbls. 2 85
Hominy, per 95-lb. sack	3 80

MILL FEEDS.—All grades of feed are a little easier though there has been no actual change in quotations. Recent heavy rains have had the effect of improving grass crops and there has been an easing off in the demand for feeds in consequence.

Mill Feeds—	Car lots, per ton
Bran	25 00
Shorts	25 00
Middlings	25 00
Wheat monies	
Feed flour	35 00
Mixed, chop, ton	30 00
Crushed oats, ton	30 00
Barley, pot, 95 lbs.	2 75 3 00
Oat chop, ton	30 00
Barley chop, ton	30 00

TORONTO.

FLOUR.—Although millers are maintaining prices, lower quotations on wheat are having their effect and big jobbers report that within the past week or so declines of about twenty cents have taken place. Some cutting has been done but millers report that they do not see why prices should go down. It is

quite evident, however, that there will be no export business done on the present basis with the prevailing conditions in the States. Manitoba quotations remain unchanged but with present crop prospects holding there should be lower prices with the new wheat. Rain is needed in some sections but generally the country has not suffered. In Ontario the harvest season is at hand and a 75 per cent. crop is now estimated as compared with a 60 per cent. yield of a month ago. Rains have benefited the country greatly and the spring crops are all looking good.

Manitoba Wheat Flour—	per bbl.	Small	Car
First patent	5 70	5 50	
Second patent	5 20	5 00	
Strong bakers'	4 90	4 80	
Flour in cotton sacks, 10c per bbl. more.			
Winter Wheat Flour—	per bbl.	Small	Car
Fancy patents	5 20	5 00	
90 per cent.	4 90	4 80	
Straight roller	4 70	4 50	
Blended flour	5 05	4 65	

CEREALS.—Prices continue on same basis although there was a flurry during latter part of last week when price of rolled oats went down ten cents a barrel, but the decline was only temporary. The future situation is now almost entirely under the influence of the new crop and if reports continue favorable lower prices may be looked for. Cornmeal is still within the same range although there is an easier tone to the market.

Barley, pearl, 95 lbs.	4 90
Barley, Dutch pearl, 95 lbs.	4 75
Buckwheat grits, 95 lbs.	4 75 5 00
Corn flour, 95 lbs.	2 50
Cornmeal, yellow, 95 lbs.	2 30 2 45
Graham flour, 95 lbs.	2 90 2 60
Hominy, granulated, 95 lbs.	2 50 2 60
Hominy, pearl, 95 lbs.	2 50 2 60
Oatmeal, standard, 95 lbs.	2 50 2 65
Oatmeal, granulated, 95 lbs.	2 50 2 65
Peas, Canadian, boiling, bush.	2 00 2 25
Peas, split, 95 lbs.	3 35 3 45
Rolled oats, 90-lb. bags	2 30 2 40
Rolled wheat, 100-lb. bbl.	3 15 3 30
Rye flour, 95 lbs.	2 75 3 00
Wheatflour, 95 lbs.	2 90 3 10
Whole wheat flour, 95 lbs.	2 50

MILL FEEDS.—Prices for mill feeds are continuing to hold although they have for some time been easier within the same range and this refers particularly to bran. Millers are finding some consolation in this department for the easier prices in flour on the easy wheat situation.

Mill Feeds—	Mixed cars, per ton
Bran	25 00 25 00
Shorts	25 00 27 00
Middlings	27 00 28 00
Wheat monies	28 00 30 00
Feed flour, per bag	1 55 1 00

WINNIPEG.

FLOUR AND CEREALS.—The demand here continues steady. No change in prices are noted, and none are expected immediately.

Manitoba Wheat Flour—	Per bbl.
First patents	5 90
Second patents	4 70
Strong bakers'	3 90 4 00
Cereals—	
Rolled oats, per 80 lbs.	1 75 1 80
Oatmeal, fine, standard and gran'd, 95 lbs	2 25

CATERING TO CHINESE TRADE.

It is not an uncommon sight to see a notice in Chinese characters displayed in bank windows. This must attract a lot of business. S. G. Freeze goes one step further, and pulls the Chinese trade to his store in Calgary, Alta. It is one of the policies of his store to treat everybody alike. The clerks are instructed to be, if anything, a little more polite to colored people, as they are apt to be more sensitive than white people.

In a prominent place in the Freeze store a Chinese sign is prominently displayed. It tells the Chinaman that his countrymen are treated the same in this store as the white man, and that he can be supplied with everything required for the laundry, or for a Chinese restaurant.

Behind this notice is a price list, containing prices of blaine, starch, washing soda, soaps, clothes pins, chloride of lime, etc., the names and prices appearing in both Chinese and English characters. He can order from this, and the clerk can see at a glance what he requires. This is an excellent plan, because many Chinese in laundries cannot speak English beyond uttering the words soap, soda, etc.

There is another value in this method. It is stated that Chinamen have been "stung" so often, when they go to a store and place their orders, they ask that it be sent C.O.D. In such cases it is only necessary to show them this sign to assure them that they will get square dealing.

C. H. Nash, general merchant, was among those to suffer loss by fire in a big blaze at Carbon, Sask.

Two of Cobourg's corner grocery stores were victimized by bogus cheque artists. Both the victims were women, one being swindled out of \$10 and the other \$20.

Health, habits, study, ambition, work are the five most important things we all should watch and strive for.

FRUIT & VEGETABLES

Old Potatoes Now \$2.25 a Bag;
Fruits and Vegetables Plentiful

Situation Shows Old Tubers to be About Cleaned up and Outlook for a Short Crop This Year—The End of the Strawberry Season, But Raspberries and Blueberries are in.

MONTREAL.

GREEN FRUITS.—Strawberries have been in good supply lately though the price has not fallen much below 13 cents a box, except for "shorts," which have sold as low as 10 cents. The height of the season has now been passed so far as native berries are concerned. Lower province berries will likely be along now. Pineapples are up 75 cents since last week but otherwise there has been little change in prices. There is a good business in general at present and the outlook is considered satisfactory.

Apples—		
Ben Davis, No. 1	.....	8 00
No. 1 Cooper's Market, box	.....	3 00
No. 1 Winesaps, box	.....	3 00
Bananas, crate	.....	2 50
Grapefruit, 54-64-80 size, case	.....	4 00 5 50
Cocoanuts—		
100 to 150 size	.....	4 25
Lemons, Messina—		
Extra fancy, 300 size	.....	5 50
Fancy, 300 size	.....	4 50
Choice, 300 size, bags	.....	4 00
Limes, small boxes	.....	1 15
Oranges—		
Sorrentos, 200 size, per box	.....	3 00
California, late Valencia, 178-200-216-250-288	.....	3 50
California, 126-150 size, box	.....	3 75
California, 80 and 96 size, box	.....	3 00
Pineapples—		
24 size	.....	4 75
30 size	.....	4 25
Canadian strawberries, per box (qts.)	.....	0 14
California cantaloupes, per crate of about 45	.....	4 00
Watermelons, each	.....	0 50
Peaches, per box	.....	1 50
Plums, per crate	.....	1 75
Apricots, per crate	.....	2 00
Cherries, California, box	.....	3 00
Pears, California, half box	.....	2 75
Pears, Cal., box	.....	4 50

VEGETABLES.—Old potatoes are scarce and New Brunswick stock are now being held at \$2 a barrel, while Quebec tubers are worth \$1.50 to \$1.75. Native vegetables are coming in more freely all the time and the tendency in most cases is for lower prices. Among the new arrivals this week are native beans and peas and cauliflower. Jersey tomatoes, in bushel crates, are being offered at \$2.25 to \$2.50.

Asparagus, Canadian, per doz.	.....	3 00
Asparagus, small bunches—		
3/4 doz. (baskets)	.....	1 50 1 75
Beans, wax, basket, Maryland	.....	2 50 2 75
Beans, green, crate, Maryland	.....	2 50
Beans, native, bushel, 17-20 lbs.	.....	3 00
New beets, doz.	.....	0 75
Cabbage, per dozen	.....	1 00
Cabbage, new, per crate	.....	2 25 2 50
Carrots, new, doz.	.....	0 40 0 50
Cauliflower, native, doz.	.....	1 50 3 00
Wash. celery, per doz.	.....	1 50
Cucumbers, baskets	.....	1 75 2 00
Egg plant, per dozen	.....	2 50 3 00
Lettuce, Boston, box	.....	1 75
Canadian lettuce, per box, 3 to 4 doz.	.....	1 00
Mushrooms, basket, 4 lbs.	.....	2 50
Onions—		
Spanish, per case	.....	5 25
New Egyptian, per lb.	.....	0 05 0 06
Texas white and yellow, crate 50 lbs.	.....	3 00 3 50
Shallots, per dozen bunches	.....	0 50 0 60
Parsnips, bag, per doz. bunches	.....	2 50
Parsnips, new, per doz. bunches	.....	3 00
Parsley, Canadian, per doz. bunches	.....	0 50 0 60

Peas, native, bushel, 17-20 lbs.	.....	1 00 1 25
Peppers, green, 3/4 qt. basket	.....	0 75
Potatoes—		
New potatoes, Virginia, barrel	.....	5 00
Green Mountains, 2: Quebec	.....	1 50 1 75
Potatoes, new, sweet, Jersey, hpr.	.....	2 50
Radishes, per doz. bunches	.....	0 10 0 25
Rhubarb, dozen	.....	0 15 0 25
Spinach, Montreal, in boxes	.....	0 00
Sour grass, per box	.....	1 00 1 25
Turnips, Quebec, bag	.....	1 50
Turnips, Canadian, bag	.....	1 00
Tomatoes, Mississippi (4-bkt. crate)	.....	1 35 1 50
Tomatoes, Jersey, bushel crates	.....	2 25 2 50

TORONTO.

GREEN FRUITS.—Market is now at its height and heavy consignments are being received. Crops are reported to be good, with exception of peaches; cherries are particularly cheap. Blueberries and raspberries have been added to the list and the last of strawberries are being cleared up. Raspberries promise to show a good yield.

Apricots	.....	1 75 2 00
Apples—		
American, box	.....	2 00 2 25
Bananas, per bunch	.....	1 50 2 00
Blueberries	.....	0 16
Cantaloupes, crates	.....	4 00
Cocoanuts, sack	.....	3 00
Cherries, cooking, basket	.....	0 50 0 75
Cherries, eating, basket	.....	1 25
Cherries, case	.....	2 25 2 50
Grapefruit, Florida, case	.....	3 75 4 50
Oranges—		
California late Valencias	.....	3 25
Oranges, M. sweets	.....	3 00
Lemons, Verdilla	.....	5 00 5 00
Limes, per 100	.....	1 50
Pineapples, Cuba, case	.....	3 50 3 75
Plums, crate	.....	1 50 1 75
Peaches, crate	.....	1 75
Peaches, Georgia, 6 bas. crate	.....	3 50
Strawberries, Canadian	.....	0 13 0 15
Gooseberries, medium fruit, basket	.....	0 50 0 60
Gooseberries, large fruit, basket	.....	1 25
Raspberries, quart	.....	0 16 0 18

VEGETABLES.—The weather for vegetables has been splendid and there are changes practically throughout the entire list. The feature of the market is the price to which potatoes have soared, the last of the old stock bringing in \$2.25 a bag. New potatoes too, instead of getting cheaper, are inclined to go up in price on reports that there is only about a two-thirds crop in the States and that the frost did considerable damage to the Canadian plants. Canadian tomatoes are now coming by the basket and will be plentiful from now on with declining prices.

Asparagus, Canadian, basket	.....	1 50 2 00
Beets, Canadian, new, per doz. bchs.	.....	0 25 0 30
Beans, Canadian, basket	.....	1 00
Green and wax beans, hamper	.....	2 25
Cabbage, new, Southern, case	.....	2 00 2 25
Cabbage, Canadian, crates	.....	2 50
Cabbage, Canadian, bush.	.....	1 15
Carrots, Florida, hamper	.....	1 50
Carrots, Canadian, new, doz. bunches	.....	0 35
Cauliflower, crate	.....	1 50
Cucumbers, Florida, hamper	.....	2 00
Cucumbers, Canadian hothouse, bkt.	.....	1 25
Celery, doz.	.....	1 35
Lettuce, doz.	.....	0 25 0 50
Mushrooms, per lb.	.....	0 60 0 75
Onions—		
Egyptian, bag	.....	5 00 5 25
Green, doz.	.....	0 10 0 15

Green, long, box	.....	1 50
Green peppers, basket	.....	1 25
Potatoes, New Brunswick, per bag	.....	2 25
Potatoes, rew, bbl.	.....	5 50 5 60
Peas, Canadian, basket	.....	0 75
Parsley, basket	.....	0 65
Rhubarb, per dozen	.....	0 30
Spinach, Canadian, bush	.....	0 40 0 50
Tomatoes, Mississippi, crate	.....	1 35
Tomatoes, Canadian, basket	.....	1 25
Radishes, Can., per doz.	.....	0 25
Watermelons	.....	0 50

WINNIPEG.

FRUITS.—A number of price changes are noted, perhaps the most important being a further advance in lemons, now being quoted at \$7. There is a big demand for lemons, and the supply seems far from plentiful. Raspberries are now being quoted at \$2.50 per crate. They are fairly plentiful. California peaches are down in price 25c. Plums also have taken a drop, and cherries, too, tend downward. Indications are that peaches will go considerably lower, for the California crop is evidently going to be very large.

Apples—		
Wine saps, Spitz, ex. fancy, box	.....	3 00
Fresh Cal.	.....	2 00
Bananas, lb.	.....	0 04
Cherries, Wash.	.....	1 50 2 00
Grapefruit, 54-64-80 size, case	.....	5 00 5 50
Lemons—		
California	.....	7 00
Messina	.....	6 00
Melons, per dozen	.....	6 00
Oranges—		
California Valencias	.....	4 00
Pineapples, Florida, crate	.....	4 50 5 00
Peaches, fresh, Cal.	.....	1 50
Plums, fresh, Cal.	.....	1 50 2 00
Raspberries, per crate	.....	2 50

VEGETABLES.—Little change is noted here, except that potatoes are even scarcer than they have been. Onions are more plentiful, a number of cars reaching Winnipeg during the past week. Asparagus has been advanced as quoted.

Asparagus, doz.	.....	1 25
Beets, new, bag	.....	3 50
Cabbage, Mississippi, crate	.....	3 00
Carrots, new, bag	.....	3 50
Florida celery, crate	.....	5 00
Cucumbers, extra fancy, hothouse, doz.	.....	1 25
Green peas, lb.	.....	0 12 1/2
Green pepper, crate	.....	5 00
Head lettuce, Minnesota, hampers	.....	3 50
Head lettuce, Cal., crate	.....	4 50
Leaf lettuce, doz.	.....	0 25
Onions—		
Cal., bag	.....	5 00
Parsley, per doz. bunches	.....	0 60
New potatoes, per bbl.	.....	6 00
Potatoes, old, Southern, bush	.....	1 40
Radishes, doz.	.....	0 25
Tomatoes, Florida, per crate, 6 bks.	.....	4 50
Turnips, new, bag	.....	3 50
Shallots, per doz.	.....	0 60

WAREHOUSE TO BE LARGER.

The Boston Globe of June 4 contains a reference to a Canadian firm which has invaded the United States market—The Salada Tea Co. It will be remembered that some time ago this company purchased land in Boston for the erection of a warehouse. The Globe of that city says that P. C. Larkin "has purchased another lot of land in the Back Bay from Laurencé Minot, trustee for the New York, New Haven and Hartford Railroad, containing 1,300 square feet. It is situated on Stuart street adjoining his other purchase of 5,200 square feet, and will be added to that site for the large warehouse to be erected by Mr. Larkin."

PRODUCE & PROVISIONS

Hogs are Firmer, Lard Easier; Produce Market Remains Steady

Not Much Ontario Stock Being Offered on the Market—Prices For Butter and Cheese Are Not in Line For Export Business—Spring Chickens Are Now Coming in Better.

MONTREAL.

PROVISIONS.—Market is exceptionally quiet at present time and there is an easier trend in practically all lines. There has been no change in quotations for lard yet but market is in very easy position.

	Per lb.	Per cwt.
Hams—		
Medium, per lb.	0 18	0 19
Large, per lb.	0 17½	0 18
Bacon—		
Plain, bone in	0 22	
Light, per lb.	0 19	
Boneless	0 25	
Peameal	0 25	
Bacon—		
Breakfast, per lb.	0 17	0 18
Roll	0 17	
Shoulders, bone in	0 15	
Shoulders, boneless	0 16½	
Cooked Meats—		
Hams, boiled, per lb.	0 27	
Hams, roast, per lb.	0 26	0 27
Shoulders, boiled	0 26	
Shoulders, roasted	0 27	
Dry Salt Meats—		
Long clear bacon, 50-70 lbs.	0 15½	
Long clear bacon, 80-100 lbs.	0 14½	
Flanks, bone in, not smoked	0 15½	
Barrelled Pork—		
Heavy short cut mess	25 50	
Heavy short cut clear	25 50	
Clear fat pork	27 50	
Clear pork	25 50	
Lard, Pure—		
Tierces, 375 lbs. net	0 13	
Tubs, 50 lbs. net	0 13½	
Boxes, 50 lbs. net	0 13½	
Pails, wood, 20 lbs. net	0 13½	
Pails, tin, 20 lbs. gross	0 13	
Cases, 10-lb. tins, 60 in case	0 13½	
Cases, 3 and 5-lb. tins, 60 in case	0 14	
Bricks, 1 lb. each	0 14½	
Lard, Compound—		
Tierces, 375 lbs. net	0 10½	
Tubs, 50 lbs. net	0 10½	
Boxes, 50 lbs. net	0 10½	
Pails, wood, 20 lbs. net	0 11	
Pails, tin, 20 lbs. gross	0 11	
Cases, 10-lb. tins, 60 in case	0 11½	
Cases, 3 and 5-lb. tins, 60 in case	0 11½	
Bricks, 1 lb. each	0 12½	
Hogs—		
Dressed, abattoir killed	12 75	13 00

BUTTER.—There is little change in butter situation and prices are unchanged from last week. Price paid at Cowansville board on Saturday last was 22⅞, and at St. Hyacinthe, 23c, which is a fraction cheaper than the week previous. Market here is getting narrower, as the western buyers are taking less each year, as their local supplies increase. Quebec will now have to depend almost entirely on this province, Ontario and the Maritime Provinces, and possibly the United States, if the price there should get down within range. Present tendency seems to be for easier prices.

	Per cwt.
Butter—	
Finest creamery, new milk	0 25½
Dairy butter	0 20

EGGS.—There is only a fair volume of business. Prices are being maintained and dealers report that stock is standing up well this season. Supplies are just about sufficient to meet the demand.

	Per dozen.
Eggs, case lots—	
New laids	0 27
Selects	0 25
No. 1s	0 23
Splits	0 20

CHEESE.—There has been little of interest in the cheese market this week. Prices have not altered and buying has not been heavy. Quotations have not been such as to promote export sales and little has been done in this way as yet. Locally there has been a good demand.

	Per lb.	Per doz.
Cheese—		
New make	0 14½	0 15
Old specials, per lb.	0 15	0 16
Stilton	0 17	

POULTRY.—There has been an improved supply of poultry lately and prices have sagged a trifle for fowl and spring chickens. Business generally has been quite satisfactory.

	Live.	Dressed.
Fresh stock—		
Broilers, per lb.	0 16-0 18	0 15-0 19
Ducks, milk fed	0 16-0 18	0 15-0 19
Fowl	0 15-0 17	0 15-0 18
Geese	0 15-0 16	0 15-0 16
Turkeys, spring	0 15-0 16	0 14-0 16
Turkeys, old Tom	0 15-0 16	0 14-0 16
Milk fed chickens, lb.	0 15-0 16	0 14-0 16
Milk fed broilers, lb.	0 15-0 16	0 14-0 16

HONEY.—Business in this market is quiet and there has been no change in quotations.

	White Clover	Buckwheat
Honey—		
Barrels	0 11½	0 08½
Tins, 60 lbs.	0 12	0 09
Tins, 30 lbs.	0 12½	0 10
Tins, 5 and 10 lbs.	0 12½	0 10
Comb, 15-14 oz. section	0 20	0 15-0 18

TORONTO.

PROVISIONS.—Just fair business is reported in provisions, with situation firm so far as hams and bacon are concerned. Hogs have advanced during the past week, and carcasses are up 25 to 50 cents, with a proportionate increase for live. Lard continues very easy, and there are reports of sales being made at figures cut below the quotations, which are unusually cheap.

	Per lb.	Per cwt.
Hams—		
Light, per lb.	0 17½	0 18
Medium, per lb.	0 17	0 17½
Large, per lb.	0 15	0 15
Bacon—		
Bacon, per lb.	0 22	0 23
Boneless, per lb.	0 23	0 25
Pea meal, per lb.	0 23	0 24
Bacon—		
Breakfast, per lb.	0 17	0 18
Roll, per lb.	0 15	0 16
Shoulders, per lb.	0 14	0 14½
Pickled meats—1c less than smoked.		

	Per lb.	Per cwt.
Dry Salt Meats—		
Long clear bacon, light	0 14½	0 15
Cooked Meats—		
Hams, boiled, per lb.	0 26	0 27
Hams, roast, per lb.	0 25	0 26
Shoulders, boiled, per lb.	0 23	0 23
Shoulders, roast, per lb.	0 23	0 23
Barrelled Pork—		
Heavy mess pork, per bbl.	25 00	25 00
Short cut, per bbl.	27 50	28 00

Lard, Pure—		
Tierces, 400 lbs., per lb.	0 11½	0 12
Tubs, 50 lbs.	0 11½	0 12½
Pails, 20 lbs., per lb.	0 12	0 12½
Tins, 3 and 5 lbs., per lb.	0 12½	0 13½
Bricks, 1 lb. each	0 13½	0 14½
Lard, Compound—		
Tierces, 400 lbs., per lb.	9½	0 10
Tubs, 50 lbs., per lb.	0 09½	0 10½
Pails, 20 lbs., per lb.	0 10	0 10½
Hogs—		
F.O.B., live, per cwt.	8 00	8 10
Live, fed and watered, per cwt.	8 40	8 50
Dressed, per cwt.	11 25	11 75

BUTTER.—Now that June has passed, the market for butter is a little easier, although prices remain within the same range. General rains have kept the pasture in fair condition, and the quality continues very good. Packers are still taking the surplus so far as this market is concerned, and nothing is being done with regard to export.

	Per lb.	Per doz.
Butter—		
Creamery prints, fresh made	0 25	0 25
Separator prints	0 23	0 23
Dairy prints, choice	0 25	0 25
Dairy, solids	0 19	0 20

EGGS.—The market for eggs continues steady at the same prices, although there is a considerable range so far as the quality is concerned, and this is usual at this time of year.

	Per dozen.
Eggs, case lots—	
Strictly, new laid, in cartons	0 26
Selects	0 25
Straights	0 23
Trade eggs	0 21
Splits	0 19

HONEY.—Situation continues without activity, although there is some speculation regarding the clover honey outlook. This is due to reports that white clover made a poor showing this summer. But against this it should be remembered that there are other flowers which enter into the white honey crop, and all white honey goes to the trade as clover.

	per lb.	per cwt.
Honey—		
Clover, bbls., per lb.	0 08	0 08½
60 30-lb. tins, per lb.	0 08½	0 09½
10, 5-lb. tins, per lb.	0 08½	0 10
Buckwheat, bbls.	0 08½	0 07
Buckwheat, tins	0 07	0 07½
Comb	1 75	2 00

CHEESE.—Cheese is firm again on smaller receipts, and the price continues out of line for export business. Exports are something like 30,000 cases behind those of a year ago.

	Per lb.	Per doz.
Cheese—		
Old, large	0 18½	0 17
Old, twins	0 18½	0 18½
New, large	0 13½	0 14½
New, twins	0 14	0 14½

POULTRY.—There is a fair demand for poultry, and more spring chickens are coming in, the price remaining strong.

	Live.	Dressed.
Fresh Stock—		
Fowl	0 13	0 14
Spring chicken, lb.	0 22	0 25
Turkeys, young	0 15	0 18
Turkeys, old Tom	0 13	0 15

WINNIPEG.

PROVISIONS.—It seems likely that eggs will take a somewhat upward movement, despite the fact that farmers are getting less for these than formerly. No other changes are expected immediately, except in the case of lard. A weakness

has developed here. In cured meats there has been no change.

Cured Meats—	
Hams, per lb.	0 21
Shoulders, per lb.	0 13
Bacon, per lb.	0 26
Long clear, D.S., per lb.	0 14
Mess pork, bbl.	28 00
Lard—	
Tierces, per lb.	0 11 1/4
20 lb. tubs	6 00
20 lb. pails	2 48
3 lb. tins, cases	7 85
5 lb. tins, cases	7 97 1/4

BUTTER.—Little change is noted. Prices are holding steady, though buyers are very anxious to secure a good supply.

Creamery, Manitoba	0 27
Dairy	0 19 0 24
Cooking	0 12 0 16

EGGS.—There is no great likelihood that a very large supply will be received now, and because of the losses caused by weather conditions the stock on hand is less than seems necessary to take care of the demand. As has been said, an advance is likely.

Eggs—	
Extra first	0 24
Checks	0 17
Extras, in cartons	0 27

EQUIPMENT MAKES THE MODERN PROVISION STORE.

(Continued from page 33.)

is made, but the general principle is much the same, ammonia being forced through the pipes creating a low temperature, the pipes usually becoming covered with a coat of frost. These systems are now being generally installed in the more elaborately equipped stores.

But it is not necessary to have an ice plant to have practically the same effect so far as the appearance of the interior of the store is concerned, and there are arguments advanced that the ice system of refrigeration is more effective and much cheaper in the long run. Refrigerators of any size are built to order, and there are many standard sizes for the smaller department. These are made with glass fronts so as to show the meats and specialties to the best advantage.

There are many styles of refrigerator show cases for the store, where it is desired to make a tasty showing, and the opinion of many of those who have gone to the extra expense of installation is that they draw sufficient trade to warrant the investment. Cases of any size can be made to order from about six feet up. These are very attractively made of plate glass, with a compartment in the center which holds a block of ice and the whole appearance is one of freshness and coolness.

Computing Scales

The scales shown are a distinct feature of the Winnipeg store. Practically nothing else is now to be found in a modern grocery or meat or provision store, and there are also six scales in this department. The number of scales in the provision department should be decided by the requirements, but wherever there is need for a scale, then

it is good business to have one installed. The merchant should not consider a scale as part of his equipment merely because the law demands it, but because it is an essential part of his store service. Scales should be installed with the idea of creating a weighing system which will eliminate extra steps on the part of the clerks so far as possible and prevent the salesmen standing around waiting their turn to weigh purchases. Also scales should be installed which will reduce the time taken in weight adjustments to the minimum. This is the great advantage of the computing scale over the old balance design; and not only is the weight at once registered, but the price is estimated not only for the clerk, but in the full view of the customer—and the customer knows that with the protection now given by the law that these figures are absolutely correct.

The effect of the modern scale upon the customer should be fully considered. With the balance scale there is the time lost in making adjustments to a balance, and the merchant usually occupies the role of miser while he is doing so; if the weight goes over he is losing money; if it goes under he is likely to lose a customer.

The Slicing Machine.

Any provision department which has a fair volume of business should have a slicing machine; it would be hard to encounter two different opinions on this point. There is the advantage of being able to cut the meat at any thickness and to make every slice the same. There is the great saving of time and labor. And perhaps more important than all, there is the influence of the customer, for the provision man who cuts his ham and bacon with an up-to-date slicer is certain to get trade from the fellow who cuts it any old way with a knife.

In this article we have considered equipment largely from the standpoint of the larger provision departments. Next week there will be something of interest for the dealer in a smaller way.

CO-OPERATIVE STORE QUILTS AFTER 40 YEARS' CAREER.

An interesting outcome of a co-operative grocery movement which has been in operation for more than forty years is reported from New Bedford, Mass., in the decision of the Central Union Grocery Association to liquidate and quit the grocery business. The Central Union Association started many years ago in much the same way the present co-operative movements start, and for years it operated a general grocery store of the better type—one of the best stores in the city—selling to the general public, but giving certain preferences to its shareholders. Its store was in the center of

the city, where it enjoyed every opportunity to have the best class of trade. Yet competition has driven it out of the field.

EARLY CLOSING IN MONTREAL.

At a recent meeting of the Grocers' Section of the Retail Merchants' Association of Montreal, the question of early closing was discussed. The by-law provides for the closing of all stores at 1 o'clock on Wednesday and Thursday evenings, with an exemption in favor of those which deal in fruit, tobacco, confections and soft drinks, as well as saloons and drug stores.

The meeting was called to consider what action the grocers should take regarding Ald. O'Connell's notice of motion to repeal the by-law. The motion of A. Laniel, seconded by J. I. Lussier in favor of the retention of the by-law met with no sign of disapproval at first from the meeting, and considering the principle adopted, G. A. Archambault, president of the section, invited a discussion of the practical means of enforcing the by-law.

In the meantime, some grocers had been making up their minds that a return to the old system was desirable, and G. H. Depelteau moved in amendment that the grocers take no action to oppose Ald. O'Connell's notice of motion. The president ruled the amendment out of order on the ground that the principle had already been adopted by the meeting, but was reminded that he had neglected to take a formal vote.

The president, however, decided that the opposition was serious enough to warrant a re-opening of the question, but when the vote was taken, only four grocers out of the thirty present stood up to voice discontent with the existing law.

The meeting then passed on to consider the best means of making the law effective. L. Jacob advocated complete and uncompromising closing on the two middle nights of the week. He was against any lax interpretation of the law by which a store that kept groceries could place them behind a thin partition and keep open for the sale of fruits. "Why," he remarked, "I had a neighbor who put up a curtain. The husband was in front, the wife behind. When the customers came in he gave the orders through the curtain. I laid a complaint after he had been doing that for two years, and he was fined one dollar."

On a motion of O. Fournier, it was decided to interview the controllers on the question of strict observance while the resolution in favor of retaining the by-law will be forwarded to the council.



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("La Coquille")

**Genuine Imported French
Castile Soap.**

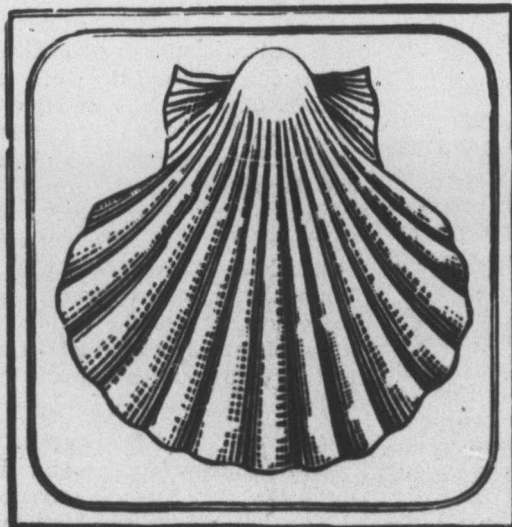
*The Standard of Purity
A Pure Oil Soap*

Has the largest sale of any Castile Soap in the Dominion. This Soap is especially manufactured by Messrs. Couret Freres, Marseilles, France, for Messrs. Estrine & Co.

For sale by all wholesale houses.

GENERAL AGENTS

P. L. MASON & CO.
TORONTO



QUOTATIONS FOR PROPRIETARY ARTICLES

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

BAKING POWDER.

COOK'S FRIEND BAKING POWDER.

In Cartons—	
No. 1 (25c size), 4 doz.....	\$ 2 25
No. 1 (25c size), 2 doz.....	2 25
No. 2 (10c size), 6 doz.....	0 80
No. 2 (10c size), 3 doz.....	0 80
No. 3 (5c size), 4 doz.....	0 45
In Tin Boxes—	
No. 13, 1-lb., 2 doz.....	3 00
No. 14, 8-oz., 3 doz.....	1 75
No. 15, 4-oz., 4 doz.....	1 10
No. 16, 2½ lbs.....	7 25
No. 17, 5 lbs.....	14 00

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—5c tin, 40c per doz.; 4-oz. tin, 65c per doz.; 6-oz. tin, 90c per doz.; 8-oz. tin, \$1.20 per doz.; 12-oz. tin, \$1.60 per doz.; 16-oz. tin, \$2.25 per doz.; 3-lb. tin, \$5 per doz.; 5-lb. tin, \$9.50 per doz.

FOREST CITY BAKING POWDER.

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

BLUE.

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

COUPON BOOKS—ALLISON'S.

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

UN-NUMBERED.

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

For numbering cover and each coupon, extra per book, ¼ 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 doz., \$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 heavy 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 55
Gooseberry	1 85
Grape	1 55

Marmalade.

Orange jelly	1 55
Green fig	2 25
Lemon	1 60
Pineapple	2 00
Ginger	2 20

Pure Preserves—Bulk.

	5 lbs.	7 lbs.
Strawberry	0 69	0 95
Black currant	0 69	0 95
Raspberry	0 69	0 95

14's and 30's per lb.

Freight allowed up to 25c per 100 lbs.

Strawberry	0 69	0 95
Black currant	0 13	
Raspberry	0 13	

COCOA AND CHOCOLATE.

THE COWAN CO., LTD.

Cocoa—

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

Special quotations for Cocoa in barrels, kegs, etc.

TO RENT

IN OUR

New Edmonton Warehouse

3 FLOORS 50 x 130

Building—Solid Mill Construction

Insurance—Very Low

Trackage Facilities

WILL LEASE FOR A TERM OF YEARS—OR RENT BY THE MONTH.

For Particulars Write

NICHOLSON & BAIN

Wholesale Commission Merchants and Brokers

Head Office, WINNIPEG, MAN.

Branches, Regina, Calgary, Edmonton, Saskatoon,
Vancouver

A tip on the side, Mr. Grocer

Did it ever occur to you that you can make more money selling Malcolm's lines of Condensed Milk and Condensed Coffee than any other line on the market? Malcolm's lines of Milk and Coffee are making new and satisfied customers every day. For quality and deliciousness they are unsurpassed. Our Condensed Coffee, with milk and sugar added ready for use, is a seller from the start. No other brand can equal it for flavor.

PRICES:

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

Order them 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 50c. per 100 lbs.

Malcolm's Condensing Co.

St. George, Ontario





McLAREN'S INVINCIBLE EXTRACTS

are higher grade than Government standard

They are true essences thoroughly processed under the most sanitary conditions by operators of recognized experience and merit and backed by our quality policy which enables us to *guarantee every drop* of extract that leaves our laboratory.

McLaren's Invincible Extracts
are made from the finest materials procurable.

McLarens Limited, Manufacturers
HAMILTON, CAN. WINNIPEG, CAN.

"Club House" Olives

recommend themselves

by their perfection of
color, size and taste.

Our guarantee of qual-
ity behind each bottle.

The profit is good.

Need we say more

Order from your wholesaler

Gorman, Eckert & Co.
Limited

London, Ontario

Western Selling Agents
MASON & HICKEY, WINNIPEG



Cooked Hams

This is the Season for
Cooked Meats. Are
you cultivating this
trade on your pro-
vision counter? You
will find it both pro-
fitable and attrac-
tive. Let us send
you particulars.

F. W. FEARMAN CO., Limited
Hamilton, Ont.



A Kingly Food for your customers

King Oscar Brand Sardines are truly a Kingly food—so tasty, nutritious and wholesome. They are carefully selected and packed in pure olive oil a few moments after they come from the water.

KING OSCAR BRAND SARDINES

Extensive advertising and superior quality has made them popular. It will pay you to keep them to the front. Place your order now for the new pack.

If your jobber can't supply you, write us direct.

CANADIAN AGENTS

J. W. Bickle & Greening

(J. A. Henderson)

Hamilton, - - - Canada



Cantaloupes Tomatoes New Potatoes Cherries Gooseberries Strawberries

Everything in imported and local
Fruits and Vegetables

WHITE & CO., Limited, Toronto

Branch at Hamilton

BOAR'S HEAD LARD COMPOUND.

N. K. FAIRBANK CO., LTD.

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

F. O. B. Montreal.

MARMALADE.

SHIRRIFF BRAND.
"SHREDDED."

1 lb. glass (2 doz. case)	\$1 90	\$1 80
2 lb. glass (1 doz. case)	3 20	3 30
4 lb. tin (1 doz. case)	5 50	5 25
7 lb. tin (1/2 doz. case)	8 60	8 25

"IMPERIAL SCOTCH."

1 lb. glass (2 doz. case)	\$1 60	\$1 55
2 lb. glass (1 doz. case)	2 80	2 70
4 lb. tin (1 doz. case)	4 80	4 65
7 lb. tin (1/2 doz. case)	7 75	7 50

MUSTARD.

COLMAN'S OR KEEN'S.

Per doz. tins.	
D. S. F., 1/4-lb.	\$1 40
D. S. F., 1/2-lb.	2 50
D. S. F., 1-lb.	5 00
F. D., 1/4-lb.	0 85
F. D., 1/2-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.

Prices for Quebec.

1 lb. pks. Loose.	
Vermicelli, Macaroni, Spaghetti, Macaroni (short cut), Animals, Stars, Alphabets, Small Paste Assorted, 30 lbs., cases	7 6 1/2
Egg noodles, case 10 lbs., loose; cases 60 pks., 1/2 lb. each	7 1/2 7

Marguerite Brand.

Same assortment as above	6 1/2 6
--------------------------	---------

Catelli Brand.

Vermicelli, Macaroni, Spaghetti, 30 lbs. (loose)	5 1/2
30 lb. cases, 1 lb. pks.	5 1/2

Terms, Net 30 days.

Ontario.

L'ETOILE (STAR) BRAND.

Freight Prepaid.

1 lb. pkg., 25 cases or more	.07 1/2
1 lb. pkg., less than 25 case lots	.07 1/2
5 lb. box, loose, per lb.	.05 1/2
10 lb. box, loose, per lb.	.05 1/2
21 lb., loose, long, per box	1 50

Terms net 30 days.

JELLY POWDERS.

JELL-O.

Assorted case, contains 2 doz

Straight.	1 80
Lemon, contains 2 doz.	1 80
Orange, contains 2 doz.	1 80
Strawberry, contains 2 doz.	1 80
Chocolate, contains 2 doz.	1 50
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

Straight.	2 50
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 90
Five cases or more 4 95

STARCH.

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

BRANTFORD BRANDS.

Boxes.		Cents.
Laundry Starches—		
40 lbs., Canada Laundry	..	.06
40 lbs., Boxes Canada white gloss 1 lb. pks.	..	.06 1/2
48 lbs., No. 1 white or blue, 4 lb. cartons	..	.07
48 lbs., No. 1 white or blue, 3 lb. cartons	..	.07
100 lbs., kegs, No. 1 white	..	.06 1/2
200 lbs., bbls., No. 1 white	..	.06 1/2
30 lbs., Edwardsburg silver gloss, 1 lb. chrome pks.	..	.07 1/2
48 lbs. silver gloss, in 6-lb. tin canisters	..	.08
36 lbs., silver gloss 6-lb. draw lid boxes	..	.08
100 lbs., kegs, silver gloss, large crystals	..	.07
28 lbs., Benson's Satin, 1-lb. cartons, chrome label	..	.07 1/2
40 lbs., Benson's Enamel (cold water), per case	..	3 00
20 lbs. Benson's Enamel (cold water), per case	..	1 50
Celluloid—boxes containing 45 cartons, per case	..	3 00

Culinary Starch.

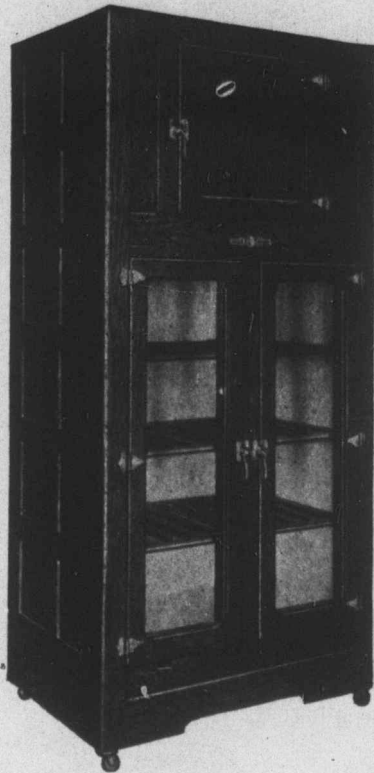
40 lbs. W. T. Benson & Co.'s prepared corn	..	.07 1/2
40 lbs. Canada pure corn starch	..	.06
(120-lb. boxes 1/2c higher.)		
Casco Potato Flour, 20-lb. boxes, per lb.	..	.10

BRANTFORD STARCH.

Ontario and Quebec.

Laundry Starches—		
Canada Laundry—		
Boxes about 40 lbs.	..	.60
Acme Gloss Starch—		
1-lb. cartons, boxes of 40 lbs.	..	.06 1/2
First Quality White Laundry—		
3-lb. canisters, cs. of 48 lbs.	..	.07
Barrels, 200 lbs.	..	.06 1/2
Kegs, 100 lbs.	..	.06 1/2
Lily White Gloss—		
1-lb. fancy cartons, cases 30 lbs.	..	.07 1/2
8 in case	..	.07 1/2
6-lb. toy trunks, lock and key, 6-lb. toy drum, with drumsticks, 8 in case	..	.08
Kegs, extra large crystals, 100 lbs.	..	.07
Canadian Electric Starch—		
Boxes containing 40 fancy pks., per case	..	3 00
Celluloid Starch—		
Boxes containing 45 cartons, per case	..	3 60
Culinary Starches—		
Challenge Prepared Corn—		
1-lb. pkts., boxes of 40 lbs.	..	.06
Brantford Prepared Corn—		
1-lb. pkts., boxes of 40 lbs.	..	.07 1/2
"Crystal Maize" Corn Starch—		
1-lb. pkts., boxes of 40 lbs.	..	.07 1/2
(20-lb. boxes 1/2c higher than 40's.)		

Visit Us When at the Fair



No. 100

It has been impossible to arrange a display of our lines at the Exhibition this year, but you will be down town—near our office and warehouse.

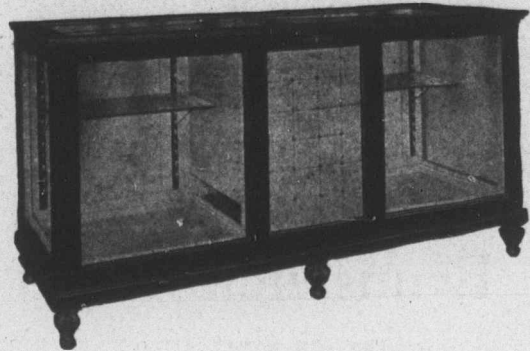
Drop in and inspect our "Eclipse" Refrigerators and Display Cases. Remember, even though it is late, you can get good delivery from us. Let us quote you on your requirements.

"Eclipse" Refrigerator

here shown is our No. 100, a handsome grocers' refrigerator that gives perfect satisfaction.

"Eclipse" Display Case

Not a luxury in store fitting, but a real necessity—for the displaying of perishable goods. Write for catalog.



Manufactured by

RYAN BROTHERS, - WINNIPEG

Agents for Toledo Scales.

Hobart Coffee Mills.



Counter Cabinet Register—Closed

The Barr Account Register

system increases efficiency, saves labor, shows the customer's account posted to the last purchase, makes collections easier and should be reckoned with by every wide-awake merchant to-day.

The Barr Account Register is the most practical Account Register System on the market to-day—it has effectively solved the problem of the quick handling of credit accounts—it has new, exclusive and practical features that are not to be found in any other account system to-day — Install the "BARR."

The Barr Account Register requires less space—is more convenient and quicker to operate—it is built in two styles—the floor cabinet and the counter cabinet. The Barr Account Register is built to accommodate from 100 to 1,000 accounts. The Barr Register is mechanical skill applied to practical common sense. Your business needs it. Install the **BARR.**

SPECIAL NOTICE

The Barr Register is a bona-fide Canadian invention, fully protected by valid patents. There never have been any legal proceedings against above patents. Notwithstanding all competitors' talk to the contrary, we make this announcement as we understand that some merchants have been imposed upon and induced to buy other Account Registers through such talk. (Signed) Barr Registers, Limited.

Write to-day for full information

Barr Registers, Limited
TRENTON, ONTARIO

GREAT BRITAIN—Head Office, Dacre House,
5 Arundel St., Strand, London, W.C.
FACTORY—Birmingham, England.

Keeping up summer sales

is a problem with dealers who do not stock standard pack goods. Why not keep up your summer sales by handling the high quality, satisfaction-giving Brunswick Brand Sea Foods? Fish is a very desirable summer food—so easily digested, and healthful.

Brunswick Brand

has set the standard in fish foods. Fish freshly caught in the famous Passamaquoddy Bay are scientifically packed a few moments after leaving the water. They are steady sellers and allow a good profit.

Look over this list and fill in your stock to-day:

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

Connors Bros., Limited
Black's Harbor, N.B.



OCEAN MILLS, MONTREAL.

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

**SOUPS—CONCENTRATED
CHATEAU BRAND.**

Vegetable, Mutton Broth, Mulligatawny, Chicken, Ox Tail, Pea, Scotch Broth, Julienne, Mock Turtle, Vermicelli, Consomme, Tomato.

No. 1's, 95c per dozen.
Individuals, 45c per dozen.
Packed 4 dozen in a case.

SODA—COW BRAND.

Case of 1-lb. containing 60 packages, per box, \$3.20.
Case of 1/2-lb., containing 120 packages, per box, \$3.40.
Case of 1-lb. and 1/2-lb., containing 30 1-lb. and 60 1/2-lb. packages, per box, \$3.30. Case of 5c packages, containing 96 packages, per box, \$3.20.

COW BRAND BAKING SODA.

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

SYRUP.

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

2-lb. tins, 2 doz. in case ... 2 50
5-lb. tins, 1 doz. in case ... 2 85
10-lb. tins, 1/2 doz. in case ... 2 75
20-lb. tins, 1/4 doz. in case ... 2 70
Barrels, 700 lbs. 3 1/2
Half barrels, 350 lbs. 3 1/4
Quarter barrels, 175 lbs. ... 4
Pails, 38 1/2 lbs. 1 95
Pails, 25 lbs. each 1 35

LILY WHITE CORN SYRUP.

2-lb. tins, 2 doz. in case ... 2 05
5-lb. tins, 1 doz. in case .. 3 20
10-lb. tins, 1/2 doz. in case.. 3 10
20-lb. tins, 1/4 doz. in case.. 3 05
(5, 10 and 20-lb. tins have wire handles.)

BEAVER BRAND CORN AND MAPLE SYRUP.

Quart tins (wine measure), 2 doz. in case, per case . 4 70

MOLASSES.

**THE DOMINION MOLASSES COMPANY, LTD.
Gingerbread Brand.**

2s, Tins, 2 doz. to case.
Quebec, per case \$1 35
Ontario, per case 1 50
Manitoba, per case 2 30
Saskatchewan, per case ... 2 60
Alberta, per case 2 70
British Columbia, per case. 2 40

DOMOLCO BRAND.

2s, Tins, 2 doz. to case.

Quebec and Ontario, per case 2 95
Manitoba, per case 3 40
Saskatchewan, per case ... 3 65
Alberta, per case 3 75
British Columbia, per case. 3 55

SAUCES.

PATERSON'S WORCESTER SAUCE.

1/2-pint bottles 3 and 6 doz. cases, doz. 0 90
Pint bottles, 3 doz., cases, doz. 1 75

H. P.

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

STOVE POLISH.

JAMES DOME BLACK LEAD.

2a size, gross 2 50
6a size, gross 2 40

NUGGET POLISHES.

Polish, Black and Tan Doz. 0 35
Metal Outfits, Black and Tan 3 65
Card Outfits, Black and Tan 3 25
Creams and White Cleanser 1 15

TOBACCO.

IMPERIAL TOBACCO COMPANY.

(Empire Branch)

Black Watch, 6s 1/2 butts, 9 lbs., boxes 5 lbs. 0 45
Bobs, 5s, 1/2 cada, 12 lbs., boxes 6 lbs. 0 30
Bobs, 10s, 1/2 butts, 12 lbs., boxes 6 lbs. 0 30
Currency, 5s, 1/2 butts, 9 lbs., boxes 6 lbs. 0 30
Currency Navy, 10s, 1/2 cada, 12 lbs., boxes 6 lbs. 0 30
Stag Bars, 5 1-3s, 1/2 butts, 12 lbs., boxes 6 lbs. 0 30
Old Fox, 10s, 1/2 butts, 12 lbs., boxes 6 lbs. 0 40
Pay Roll, thick, 7 1/2s, 1/2 butts, 10 lbs., boxes 5 1/2 lbs. 0 50
Pay Roll, thin, 7 1/2s, 1/2 butts, 10 lbs., boxes 5 lbs. 0 50
Pay Roll, 7 1/2s, 1/2 cada, 12 lbs., 1/4 cada, boxes 6 1/2 lbs. 0 50
Shamrock bars, 6 2-3s, 1/2 butts, 12 lbs., boxes 6 lbs. 0 50
Empire, 6s, cada 15 lbs., 1/4 cada, boxes 6 lbs. 0 44
Empire, 12s, cada 15 lbs., 1/4 cada, boxes 6 lbs. 0 44
Ivy, 7s, butts, 17 lbs., 1/2 butts, 8 1/2 lbs. 0 50
Great West, 8s 0 50
Regal, 9s, 0 70
Starlight, 7s, 1/2 butts, 8 1/2 lbs. 0 50

TEAS.

THE SALADA TEA CO.

East of Winnipeg.

Whole-sale, R't'l.
Brown Label 1s and 1/2s 25 30
Green Label, 1s and 1/2s 27 35
Blue Label, 1s, 1/2s, 1/4s, and 1/8s 30 40
Red Label, 1s and 1/2s . 36 50
Gold Label, 1/2s 44 90
Red-Gold Label, 1/2s ... 55 80

LUDELLA.

In 30, 60 and 80-lb. cases.

Black, Green or Mixed.

Blue Label 1/2s 0 21
Blue Label, 1s 0 20
Orange Label, 1s 0 23
Orange Label, 1/2s 0 24
Brown Label 1s and 1/2s .. 0 23
Brown Label, 1/2s 0 30
Green Label 1s and 1/2s 0 35
Red Label, 1/2s 0 40

UPTON'S KETCHUP

is steadily making friends for itself.

A friend made is always retained—because it is absolutely the best value on the market.

Write us for prices or ask your jobber.

THE T. UPTON CO.

Limited

Factory at Hamilton,
Sales Dept. at St. Catharines.

RASPBERRIES

Fresh picked berries every morning. Nothing held over night. Let us look after your preserving orders.

CHERRIES

The poor strawberry crop just over and shortage of peaches will make big demand for cherries. Ask us for special quotations on large lots.

**BANANAS, ORANGES, LEMONS,
DOMESTIC and IMPORTED**

FRUITS and VEGETABLES

THE HOUSE OF QUALITY

HUGH WALKER & SON

Established 1861

GUELPH and NORTH BAY



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

Retails at 10 Cents per Cake.

JOHN P. MOTT & CO.

MANUFACTURERS

HALIFAX, NOVA SCOTIA

Hot Weather Special

on

Brooms

only while they last.

4 String, No. 100, \$3.00 line at \$2.40

4 " " 200, \$3.20 " \$2.60

4 " " 300, \$3.60 " \$3.00

Regular goods.

Walter Woods & Co.
Hamilton



D.W.C.

Spanish Olives

meet every require-
ment of the hard-to-
satisfy

Those three letters "D.W.C." mean more to the quality of olives than you may imagine — your patrons who have tried D.W.C. and other brands know the difference and appreciate it.

Push D.W.C. for the acme of satisfying results — good profits and satisfied patrons.

Rowat & Co.
Glasgow, Scotland

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

ORANGE MARMALADE.

BANNER BRAND.

	Shipping Price	Weight
	Doz.	Lbs.
12-oz. Glass Jars, 2 doz. to case	\$1.00	33
Special Tumbler, 2 doz. to case	0.95	30½
2-lb. Gold Lacquered Tins, 2 doz. to case	2.10	49
		Pail. Lbs.
5-lb. Gold Lacquered Tins, 8 tins to case	0.42½	41
7-lb. Gold Lacquered Tins, 8 tins to case	0.59½	56
Freight prepaid up to 25c per 100 lbs. on five case lots and over.		

MELAGAMA TEA.

MINTO BROS., LIMITED.
45 Front St. East.

We pack in 60 and 100-lb. cases.
All delivered prices.

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

JELLY POWDERS.

WHITE SWAN SPICE AND CEREALS, LTD.
White Swan, 15 flavors, 1 doz. in handsome counter carton, per doz. \$ 0.90
List Price.
"Shirriff's" (all flavors), per doz. 0.90
Discounts on application.

YEAST.

White Swan Yeast Cakes, per case 3 doz. 5c pkgs. 1.15

TEA LEAD

(Best Inconceivable)

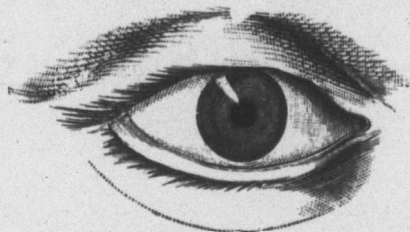
Buy "PRIDE OF THE ISLAND" Brand as extensively used for years past by most of the leading packers of Tea in Canada.

ISLAND LEAD MILLS Ltd.

Tel. Address: "Laminated," London. LIMEHOUSE
A.B.C. Codes used 4th & 5th Editions LONDON, E., Eng.

Canadian Agents:

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



Keep Your Eye on Distil

COFFEE ESSENCE

The Price is Low and the Quality High

Compare these figures with what you pay.

2½ oz. Bottles, 6 Doz. in Case, at	-	\$.95 Doz.
5 " " 4 " " " at	-	1.40 "
10 " " 4 " " " at	-	2.75 "
27 " " 1 " " " at	-	6.50 "
40 " " 1 " " " at	-	9.00 "

The 2½ and 5 oz. are the popular selling sizes



MADE AT LONDON, ENGLAND, BY **Distil Mfg. Co., Ltd.**

Canadian Agents,

THE HARRY HORNE CO.

Toronto

Early Vegetables

*Tomatoes, Celery,
Lettuce, Radishes,
Etc.*

Fresh shipments arriving daily. Our prices are exceptional—let us quote. Prompt shipment assured.

Write, phone or wire.

LEMON BROS.

Owen Sound, Ontario

Ain't this great
weather for

"St. Nicholas"

"The utmost in Lemons"

J. J. McCabe

AGENT
TORONTO, ONT.

CIGAR EXCELLENCE BEN BEY

10 Cents Worth of Delight

Your customers will appreciate your stocking this leader. Not only look good in the case but smoke good. Give them the best.

Write us or ask your jobber.

Ed. Youngheart & Co., Limited
MONTREAL

You can talk across the Continent for two cents per word with a want ad. in this paper.

The reason

grocers help sales of Fels-Naptha is that Fels-Naptha soap helps the grocers' sales.

Most every grocer appreciates the fact that standard, popular merchandise makes a popular, progressive store. Uniform, unique quality keeps Fels-Naptha a popular leader.



Partner Wanted

Advertiser desires to enter into a partnership with manufacturers' agent or commission broker who has an established business or is about to start a business of this character.

The advertiser has a thorough business experience and has been closely identified with the brokerage business for a number of years. Address, Box 54 Canadian Grocer.

Raw Materials and Equipment

Some of the largest bakers in America are placing the buying of their materials and equipment in our hands. They know that they get better value through us.

The Biscuit & Cracker Mfrs. Co.
105 Hudson St. New York City

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.

PRIZES

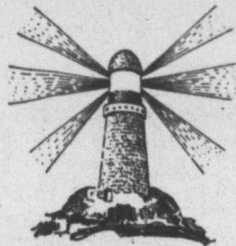
First prize and three medals in four entries to the open air horse parade in Toronto on July first, delivery outfit class.

This affords an illustration of the scrupulous cleanliness of our delivery and of everything sold under our brands.

The F. T. James Co. LIMITED

FISH DISTRIBUTORS

BEACON



BRANDS

Buyers' Guide

Write us for New Price List of
WINDSOR SALT

TORONTO SALT WORKS
TORONTO, ONT. GEO. J. CLIFF, Manager

You Want This
Taylor's Prepared Mustard
IN JARS
Over 100 years of success. A great deal different and a great deal better. Royalty has used it.
Agents Wanted
H. P. Taylor, 14 Place Royale, Montreal

COMTE'S

Satisfaction and profits with every sale. We want more agents. Write

Augustin Comte & Co., Limited, P. O. Box 2963, MONTREAL
COFFEES

SUCHARD'S COCOA

The Highest Quality Most Reasonably Priced "Quality" Cocoa. On Sale Anywhere.
FRANK L. BENEDICT & CO.
Agents Montreal

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.
842 Cambie Street VANCOUVER, B.C.

COMBINÉ BARRAL

Preparation for preserving freshness of eggs. A very simple process for preserving eggs from one laying season to another without losing any of their qualities.
REFERENCE AND CIRCULAR FREE.
Octavie Rolland, P.O. Box 2363, Montreal

HOLLAND RUSK

have an established reputation for uniformity of quality and general excellence. Keep it displayed on your counter and watch the demand grow.

HOLLAND RUSK COMPANY
HOLLAND, MICH.



TANGLEFOOT

The Sanitary Fly Destroyer—Non-Poisonous

Gets 50,000,000,000 flies a year—vastly more than all other means combined. Poisons are dangerous.

YOU CAN TALK ACROSS THE CONTINENT FOR TWO CENTS PER WORD WITH A WANT AD. IN THIS PAPER.

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.

When they ask for credit give them

ALLISON COUPON BOOKS

Please Them—Make Yourself Safe

Don't let the credit customers put you out of business, as they have done many a man. Control the situation yourself—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.

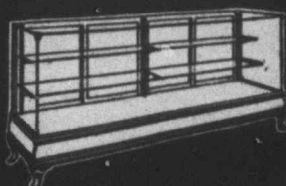


For sale by the jobbing trade everywhere.

Manufactured by

ALLISON COUPON COMPANY
Indianapolis, Indiana, U.S.A.

Before placing YOUR ORDER for
SHOW CASES, STORE FRONTS ETC.



Write us for full particulars and estimates

KENT, SON & CO.
261 King St. West
TORONTO

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.

MISCELLANEOUS

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

COPELAND - CHATTERSON SYSTEMS — Short, simple. Adequate to all classes of business. The Copeland-Chatterson Co., Limited, Toronto and Ottawa.

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott-Fisher, Ltd., Room 134, Stair Building, Toronto.

GOOD STENOGRAPHERS ARE WHAT every employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

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.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (1f)

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.

WANTED

WANTED—A RELIABLE, AMBITIOUS MAN in every town, to look after the circulation of magazines. Work very remunerative. MacLean Publishing Company, 143-151 University Ave., Toronto, Ont. t.f.

WANTED—RELIABLE RETAIL GROCER in Toronto or Montreal to handle a weekly supply of fresh eggs. Box 49, Canadian Grocer. 295

MANUFACTURERS' AGENT WITH FIRST rate British connection wishes to secure partner or amalgamate with other responsible agent who will undertake office management. Apply Box 52, Canadian Grocer. (710)

WANTED—A FEW EXCLUSIVE LINES IN grocers' and bakers' specialties. We are well known to the trade in B.C. for over ten years. References. W. Hill & Co., Mfrs. Agents. 847 Beatty St., Vancouver, B.C. Phone Sey. 7360. (724)

WANTED—A GROCERY CLERK — ONE who can handle sign brush preferred. Steady position for the right man. Booze and cigarettes prohibited. Apply A. Ferguson, Port Arthur, Ont.

A PRACTICAL BUSINESS MAN, 18 YEARS' experience in the biscuit and confectionery trade in the cities of Quebec and Levis, Que., solicits representation of a first-class manufacturer of those lines. Best references. Address Adj. Gosselin, 155 3rd St., Limoulin, Que. (710)

A CANADIAN GENTLEMAN AT PRESENT managing tea, coffee and manufacturing department of a wholesale grocery in South-western States wishes similar position with a British Columbia firm. Can furnish best of Canadian and U.S.A. references. Have been connected with wholesale grocery business all my life and have filled every position from office boy to buyer. Write Box 53, Canadian Grocer, Toronto. (717)

BUSINESS FOR SALE

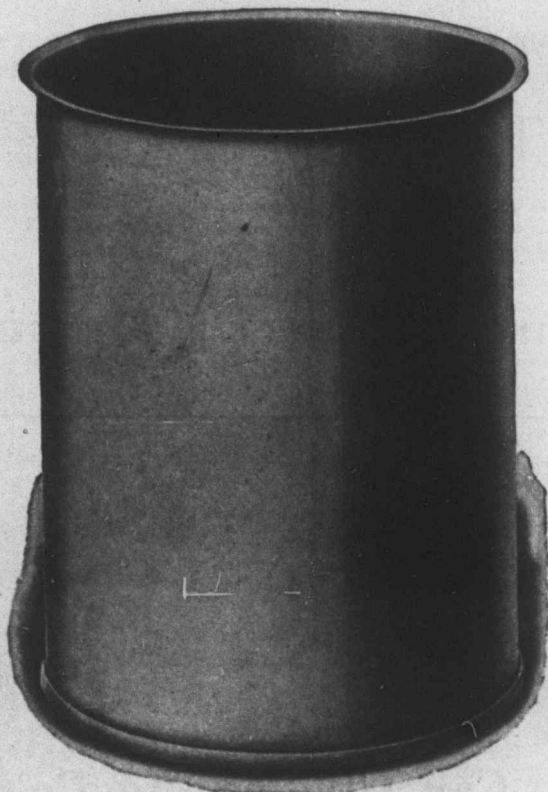
FOR SALE — CASH GROCERY BUSINESS. Splendid location. A particularly well-paying business. Turnover of \$19,000 per year. Good reasons for selling. Apply Box 51, Canadian Grocer.

WANTED, INFORMATION REGARDING good grocery or meat market for sale. Send description and price.—North-Western Business Agency, Minneapolis, Minn.

FOR SALE

MOTOR TRUCK—BRANTFORD DELIVERY truck, planetary transmission, hard rubber tires, 22 h.p., in 1st class condition; capacity, one ton. Has been used in general delivery service. Cost \$1,500, for quick sale \$500. J. A. McCrea & Son, Guelph, Ont. (626)

FIRM OF MANUFACTURER'S AGENTS, with excellent connection among grocers and hardware stores in British Columbia, is open for an additional Agency. Must be good reliable house. Address H. J. Gardiner & Co., Fairfield Bldg., 445 Granville, Vancouver, B.C. 612



Sanitary Cans

"The Can of Quality"

Baked Beans,
Soups,
Meats and Milk.

Sanitary Can Co., Ltd.,

NIAGARA FALLS, ONT.

Jackson's Real English Camphorated Wax Polish

THE ORIGINAL and GENUINE PREPARATION for producing a beautiful and lasting lustre on STAINED, PARQUET and HARDWOOD FLOORS, FURNITURE, FIXINGS, WOODWORK of every kind and wherever refined and durable polish is desired. Used on LINOLEUM, HARNESS, CAR and CARRIAGE HOODS, BROWN BOOTS, LEGGINGS—and all kinds of LEATHER it gives a BRILLIANT and WATERPROOF POLISH and so nourishes and preserves the material that the durability is greatly increased.

Packed in Patent Double-Lidded, Air-tight Tins.

5 SIZES.

Decorated enamel finish, Yellow, Blue and Black.



NO PAPER LABELS USED.

NO SOILED LABELS.

Will keep fresh and good for any length of time.

MANUFACTURED BY

T. S. JACKSON & SONS, Corner Wharf, Malt St., London, S.E.

Contractors to H.M. ADMIRALTY, WAR OFFICE, CROWN AGENTS to the COLONIES, etc. ESTABLISHED 1852.

Messrs. B. R. HARRISON & CO., 505 Welton Building, VANCOUVER; Messrs. HARRISON, WHITE & BARKEN, 439 Lougheed Building, CALGARY; W. B. BATE & CO., 172 King St. West, TORONTO, will furnish PRICE LISTS, SAMPLES, etc., or direct correspondence to JACKSON & SONS' WORKS will receive prompt attention.

The Sherer Grocery Counter MADE IN CANADA

This splendid grocery counter is in use in hundreds of progressive Canadian stores.

BIGGS BROS. LIKE THEIRS.

Sherer-Gillett Co.,
Chicago, Ill.

Regina, Sask., Canada.
December 1st, 1913.

Dear Sirs:—

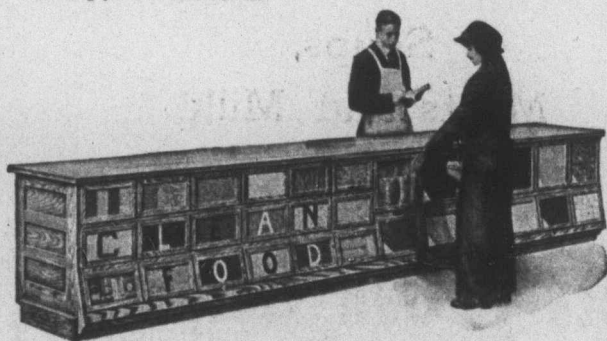
We are very well satisfied with your counter; in fact we don't know how we could get along without it now. It is clean, dust-proof and is well built as good furniture, and we do not hesitate to say that it has paid for itself.

Next year we intend to enlarge our store and we will be in the market for another counter, and it will be a Sherer.

Yours very truly,

BIGGS BROS.,
per Chas. A. Biggs.

Give us—please—the opportunity to tell you some of the many ways in which our counter will increase your net profits. A request for catalog C10 will bring you free information.



PATENT PENDING

SHERER-GILLETT COMPANY

Head Office: Chicago, Ill.

Canadian Office and Factory: Guelph, Ont.

The 7-20-4 CIGAR

THE proposition which we offer you in this splendid brand of Cigar is worth considering. There is a satisfying smoke for your customers in each 7-20-4 that they cannot hope to get out of other brands at the same money. The profit you make for yourself is an important consideration when you are looking for a good stock cigar for your tobacco department.

Write for particulars.

THE SHERBROOKE CIGAR CO., LIMITED

Sherbrooke, P.Q.

A New Quartette

Unique (Brand) Polishing Oil
Unique (Brand) Sewing Machine Oil
Unique (Brand) Insect Chaser, and

Zu-tro-zu Laundry Starch.

The above oils are really remarkable. We know that there are oils and oils on the market, but just sample these and then you'll agree that we are your people.

Agents Wanted.

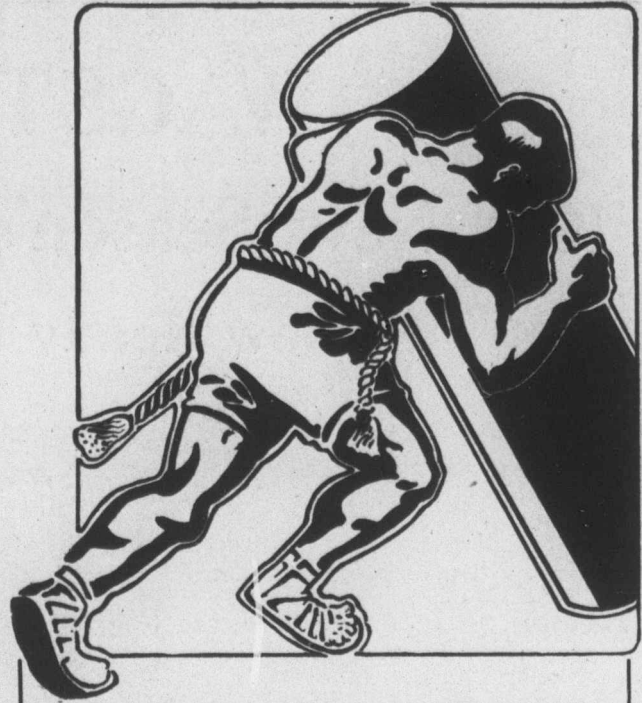
Can. Utilities Mfg. Co.

549 Visitation Street

MONTREAL

INDEX TO ADVERTISERS

A		Leeuw, Henri de	14
Allison Coupon Co.	68	Lemon Bros.	67
Anchor Cap and Closure Co.	24	Lever Bros.	24
Anglo-B.C. Packing Co.	7	Lindners, Ltd.	58
B		M	
Baker Co., Walter	68	MacNab, T. A., & Co.	14
Balfour-Smye & Co.	12	McCabe, J. J.	67
Bayle, Geo. A.	7	McGregor, O. P.	4
Barr Register	63	McLarens, Limited	61
Beard, M. D.	14	Magor, Son & Co.	28
Beauchamp, Claude	15	Malcolm & Son, John	37
Benedict, F. L.	63	Manufacturer	21
Benger & Co., Ltd.	18	Mason & Co., P. L.	56
Bickle, J. W., & Greening ..	62	Mathieu & Co., J. L.	15
Biscuit & Cracker Co.	67	Millman, W. H., & Sons ..	14
Borden Milk Co.	3	Morrow & Co.	14
Bradstreets	6	Mott, John P., & Co.	65
Burgess & Co.	17	N	
C		Nagle & Co.	15
Campbell Brokerage Co.	28	Nicholson & Bain	57
Canada Shredded Wheat Co.	60	Nickel Plate Stove Polish Co.	6
Canada Starch Co.	28	O	
Canada Sugar Co.	19	Oakey & Sons, John	6
Canadian Oil Co.	7	Oriental Produce Co.	15
Canadian Salt Co.	8	Overseas Export Co.	17
Can. Utilities Mfg. Co.	70	O'Loane, Kiely & Co.	14
Chaput, Pills & Cie.	23	P	
Chase & Sanborn		Paine Co., Ltd., John B.	9
Inside front cover		Peek Frean Co. Inside front cover	
Church & Dwight, Limited ..	12	Pennock, H. P., Co., Ltd.	14
Clark, Ltd., W.	11	Q	
Cockburn, Nolan & Co.	14	Quaker Oats Co.	
Coles, Chas. H.	14	Inside back cover	
Coles Mfg. Co.	9	R	
Commercial Collection Co.	14	Rennie, Wm.	4
Comte's Coffee	68	Rock City Tobacco Co.	12
Connors Bros.	64	Rolland, Octavien	68
Continental Bag & Paper Co.	8	Ronuk, Limited	22
Crescent Mfg. Co.	15	Rowat & Co.	66
D		Ruttan, Alderson & Lound.	14
Dickeson Tea	22	Ryan Bros.	63
Distil Mfg. Co.	66	S	
Dominion Cannery, Ltd.	5	St. Lawrence Sugar Refining	
Dominion Molasses Co.	16	Co.	13
Dominion Salt Co.	18	Salada Tea	27
Duncan & Co.	15	Sanitary Can Co.	69
E		Sharp & Co.	19
Eby-Blain, Ltd.	26	Sherbrooke Cigar Co.	70
Eckardt, H. P., & Co.	59	Sherrer-Gillett Co.	70
Emerson, Bamford & Co.	68	Smith & Son, E. D.	3
Escott & Co., W. H.	20	Snap Company, Limited ..	4
Eureka Refrigerator Co.	27	Societe S. P. A.	22
F		Spurgeon, H. G.	14
Fearman, F. W., Co.	61	Stevens-Hepner Co.	3
Fels & Co.	67	Stevens, Welch Co.	25
Frontenac Breweries, Ltd.		Stuhr, C. F.	15
Inside back cover		Symington & Co., Thos.	13
Furuya & Nishimura	4	T	
G		Tanglefoot	65
Genesee Pure Food Co.	6	Taylor's Mustard	68
Gorman, Eckert & Co.		Thum Co., O. & W.	68
61 and front cover		Tippet, Arthur P., & Co.	1
Grey & Martin	6	Toronto Salt Works	68
Gratton & Co.	68	Tucketts, Limited	2
Grocers', Engineering and		U	
Whitnee Co.	12	Upton & Co.	65
Guggenblime & Co.	54	W	
H		Wagstaffe, Limited	72
Hamblin, Brereton Co.	14	"ker Bin & Store Fixture	
Hamilton Cotton Co.	15	Co.	13
Hargreaves (Canada), Ltd.	7	Walker, Hugh, & Son	65
H-O. Co.	10	Warren, G. C.	14
Hendry, J. A.	60	Watson & Truesdale	14
Hillock & Co., John	25	Weich Grape Juice Co.	22
Hobart Mfg. Co.	2	Wellington Mills	6
Holland Rusk Co.	62	Western Salt Co.	4
I		White, Cottell & Co.	10
Imperial Oil Co., Ltd.	8	White & Co.	62
Island Lead Mills	66	White Swan Spices & Cereals,	
Irish Grocer	68	Ltd.	25
J		Whittaker, Sons, & Purdy ..	18
Jackson, Thos. S.	79	Whittemore Bros.	
James, F. T.	67	Inside front cover	
Jonas & Co.	27	Wiley, F. H.	14
K		Wilson Fly Pad Co.	
Kent, Son & Co.	68	Outside back cover	
Kirkwood & Son	9	Woods & Co., Walter	65
L		Y	
Lambe & Co., W. G. A.	14	Youngheart & Co.	67
Laporte, Martin & Co.	71		
Leadlay, Ltd.	14		



The strength of a business depends only on the quality of the goods you have for sale. A line that is always up to the mark is the

**"Victoria"
Red Sockeye
Salmon**

The Brand with a call
**ON HAND A LARGE STOCK OF
THE FOLLOWING BRANDS:**

- Sovereign 48 1 lb.
- Autumn Leaf 48 1 lb.
- Eagle 48 1 lb.
- Rainbow 48 1 lb.
- P.P.P. 48 1 lb.

To arrive in September

5,000 c/s—1914 pack—Order Now.
**HOW ABOUT YOUR STOCK OF
SARDINES?**

Have you on your shelves the popular
**"VICTORIA"
BRAND
SARDINES?**

IF NOT! WHY NOT?
No better quality at the price.
\$8.00 a case.

Phone, Write or Wire.

Laporte, Martin, Limitee
568 St. Paul Street - MONTREAL, Que.

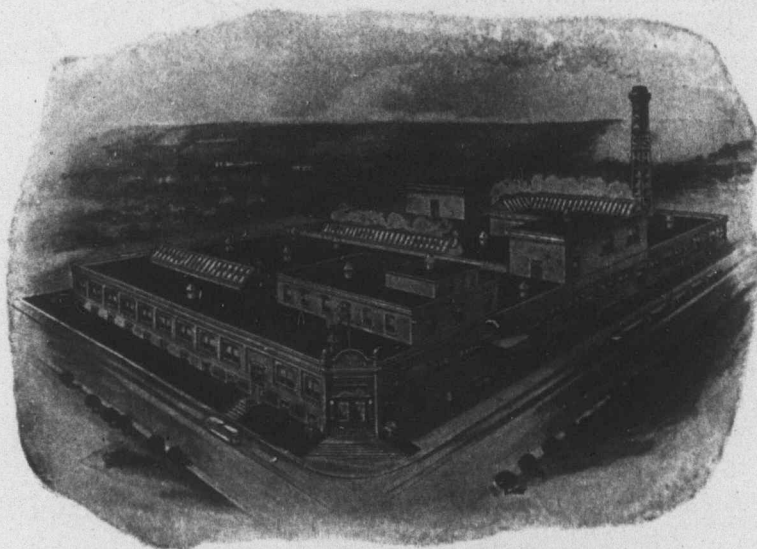
WAGSTAFFE'S

1914 New Season's Strawberry Jam

Now Ready For Delivery

Copper.
Prepared in
Copper
Kettles.

Silver.
Boiled in
Silver Pans.



Gold.
Packed in
Gold-Lined
Pails and
Glass.

THE MOST UP-TO-DATE FRUIT PRESERVING PLANT IN CANADA

Mr. Grocer, we have made selection of only the richest, luscious red berries, full of flavor, obtainable in the Southern States and Ontario. Our agents from Hamilton have superintended the shipping of same, so that we can guarantee every jar and tin of Wagstaffe's Strawberry Jam, to be of the finest quality. Guaranteed fruits and sugar only.

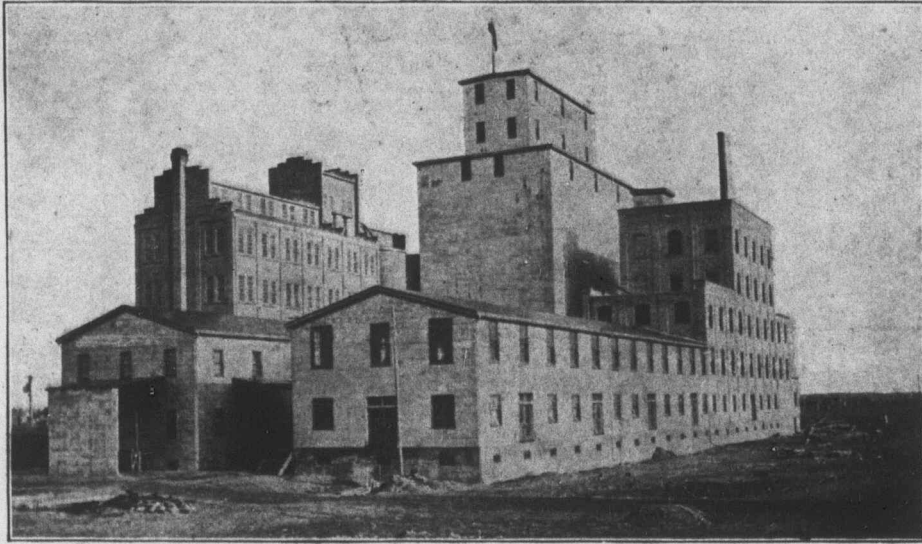


WAGSTAFFE LIMITED

PURE FRUIT PRESERVERS

Hamilton

Canada



In Western Canada Quaker Flour is made at Saskatoon; in Eastern Canada, at Peterborough. One or the other of these plants is splendidly located for your business.

This is an illustration of our Saskatoon Mill—modern in every detail—ready to serve you.

Total Flour Capacity 5,000 Barrels Per Day

Sold the World Over

The Quaker Oats Company

Made by the Manufacturers of

Quaker Oats, Puffed Wheat, Puffed Rice, Etc.

Peterborough, Ont., and Saskatoon, Sask.

(624)



Length, 425 feet.

Height, 115 feet.
Capacity: 200,000 Barrels a year.

Depth, 120 feet.

THE FRONTENAC BREWERIES, the finest, largest and best equipped in Canada

Frontenac Beer is Selling

Have you a stock? The new $\frac{1}{2}$ -doz. or full dozen cardboard package enables customer to carry it home under the arm. An idea appreciated both by latter and retailer.

Canada's Largest Brewery wants to do business with you.

THE FRONTENAC BREWERIES LIMITED, MONTREAL

80%

of the yearly output of

**WILSON'S
FLY PADS**

is sold between the 15th of July and
the 15th of October.

We are spending over \$7,000 in adver-
tising this year.

Keep a box on your counter and they
will sell themselves.

The Wilson Fly Pad Co.
Hamilton