

**PAGES  
MISSING**

THIS IS THE 1,338th ISSUE OF

# CANADIAN GROCER

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

Vol. XXVII.

PUBLICATION OFFICE: TORONTO, AUGUST 1, 1913

No. 31

Cigarettes De Luxe for Your Finest Trade



# MASPERO

The Perfect EGYPTIAN CIGARETTE

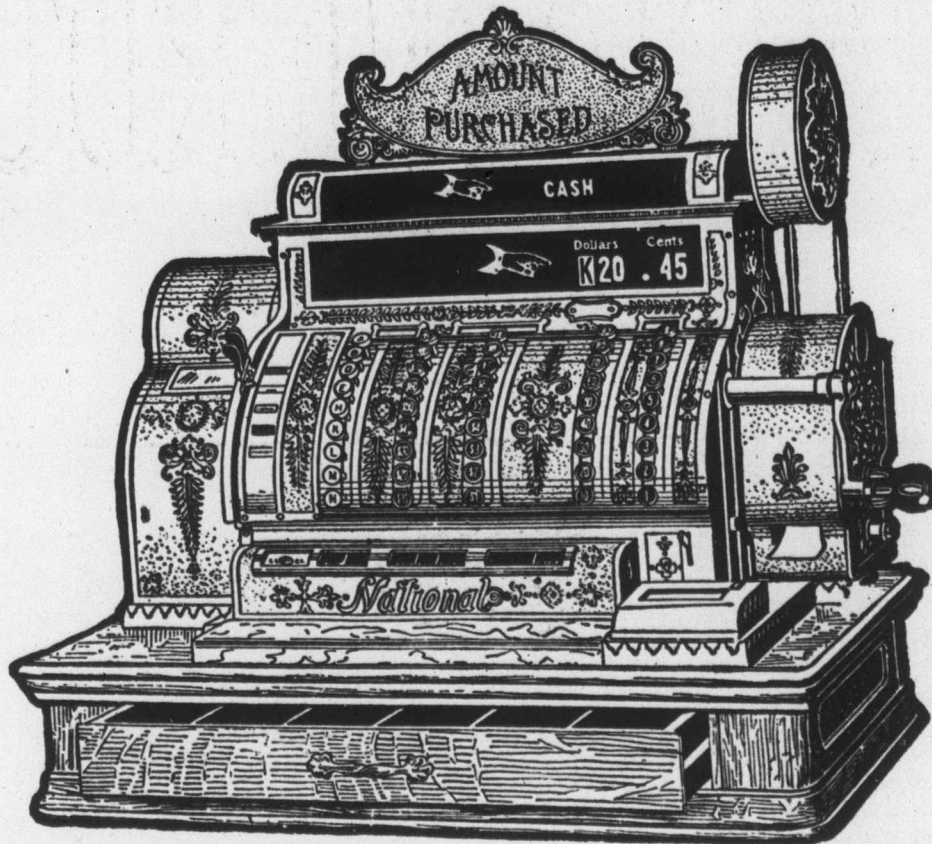
In a variety of shapes and sizes to  
appeal to the most critical tastes.

HANDLED BY ALL THE WHOLESALE TRADE

Write For Price List



THE CANADIAN GROCER



# Make Every Sale Count

## Get all the Profit from Your Summer Trade

No merchant can fail to overlook the profit on even a single sale.

The National Cash Register will enable you to get all your profit by stopping losses from mistakes and carelessness.

It compels every clerk to make correct unchangeable records of each transaction.

It prevents the failure to charge goods sold on credit.

It enforces accurate records of money received on account and money paid out.

It keeps you in touch with the details of all departments of your business and enables you to manage it to better advantage.

*It Will Increase Your Profits—Write For Information.*

**The National Cash Register Company**  
285 Yonge Street, TORONTO  
Canadian Factory: Toronto, Canada

## New seamless tins for "Thistle Brand" Haddies



*—the finest catch, packed right  
—attractively labelled*

Thistle Brand Haddies are selected from the finest catch for their excellent quality. They are prepared and packed right where they are caught and while the fresh ocean flavor still clings to them.

Besides being prepared in a most scientific manner they are packed in improved seamless tins which further helps to preserve their excellent flavor.

This is a strong selling point for you, Mr. Grocer. They are put up in half and one pound sizes.

*Stock up now.*

**Arthur P. Tippet & Company**

Agents

Montreal

Toronto



Prepared in Cop-  
per Kettles Boiled  
in Silver Pans  
Packed in Gold  
Lined Pails and  
Glass.

Mr. Grocer:—

We have the price  
and quality.

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



## WAGSTAFFE PURE JAMS

New Season's Strawberry, Rasp-  
berry, Black Currant, etc., now  
ready for delivery.

Kindly get your orders in  
quickly, to avoid disappointment.

**Wagstaffe Limited - - Hamilton, Can.**

# BORDEN'S

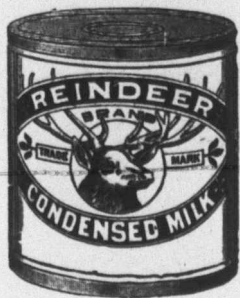
Reindeer Brand Condensed Milk

is in demand the year round for household and nursery purposes.

It is most carefully prepared and sterilized by the most modern processes — There is no danger of impurity.

Borden lines sell the year round because the quality brings the people back for more as their supplies get low.

The summer season is a particularly desirable time to put these lines to the front, as ordinary milk cannot be kept for any length of time without "turning"—a supply of Reindeer Brand can always be kept on hand and used as desired.



## BORDEN MILK COMPANY, Limited

"LEADERS OF QUALITY"

MONTREAL

Branch Office: No. 2 Arcade Building, Vancouver

# White Swan

## Satisfaction Guaranteed

The housewife who bakes her own bread has no scientific reason for using **White Swan Yeast**—she doesn't try to figure out the "why" of its superiority—it is enough for her that with it her bread rises higher, more evenly and regularly.



WHITE SWAN NEVER FAILS

Surety  
of  
Purity

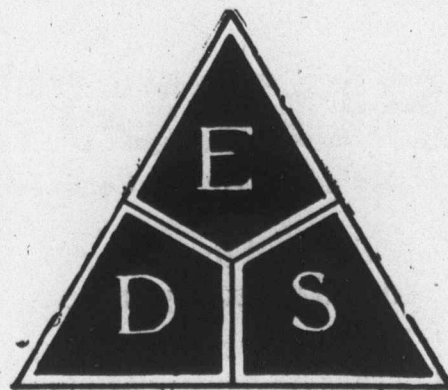
Order From Your Wholesaler or Direct

**WHITE SWAN SPICES & CEREALS LIMITED**  
TORONTO ONTARIO



# Mr. Grocer

You know we have the quality. Our prices below speak for themselves. They knock the bottom out of the talk about the high cost of living.



## E. D. SMITH & SON'S Pure Jams, Jellies, Marmalade, Catsups, Grape Juice.

Note especially those prices starred below

These prices are F.O.B. WINONA with a freight allowance of 25c. per 100 lbs. to points where the freight is over 25c. per 100 lbs., to other points are delivered if ordered in three case lots or over.

PURE JAMS.	GLASS		TIN		WOOD 30 lb. palls. per lb.
	12 oz. 24 in case per doz.	16 oz. 24 in case per doz.	No. 5's 9 in case per pall.	No. 7's 6 in case per pall.	
*Red Raspberry .....					
Black Raspberry .....					
*Black Currant .....	1.50	1.90	.61	.85	.11
Blackberry .....					
Cherry .....					
Pineapple Marmalade .....					
Red Raspberry and Red Currant .....					
Red Raspberry and Gooseberry .....	1.40	1.80	.55	.80	.10½
Pear .....					
Blueberry .....					
Assorted .....					
*Gooseberry .....	1.35	1.75	.52	.75	.10
*Peach .....					
Red Currant .....					
Green Gage .....					
Grape .....	1.30	1.50	.48	.69	.08
*Orange Marmalade .....	1.20	1.50	.47	.67	.08
*Plum Red .....	1.15	1.45	.46	.66	.07½
Strawberry .....	sold	sold	sold	sold	sold
JELLIES.					
*Crab Apple .....	1.00	1.45	.45	.64	.07
Quince .....					
Strawberry .....	1.40	1.85	.57	.80	.10½
Grape .....					
Assorted .....	1.50	1.90	.60	.83	...
*Red Currant .....	1.75	2.20	.69	1.00	.13
Red Raspberry .....					
Black Currant .....	1.75	2.30	.74	1.00	.15½

### TOMATO CATSUP.

E.D.S. Brand, in 10 oz. Bottles, 24 in case .....	\$1.55	per dozen
E.D.S. Brand, in 10 oz. Bottles, 5 case lots .....	1.45	per dozen
E.D.S. Brand, in Pint Bottles, 24 in case .....	2.00	per dozen
E.D.S. Brand, in Pint Bottles, 5 case lots .....	1.90	per dozen
E.D.S. Brand, in Stone Jugs holding an Imperial Gallon, 6 in case, 90c per gallon, package included		
E.D.S. Brand, in No. 10 Tins (Nominal Gallons), with screw top, 6 in case .....	5.50	per dozen
E.D.S. Brand, in 2 lb. Tins, 24 in case .....	1.10	per dozen
Ben Hur Brand, in 10 oz. Bottles, 24 in case .....	1.00	per dozen
Ben Hur Brand, in Pint Bottles, 24 in case .....	1.40	per dozen
Ben Hur Brand, in 2 lb. Tins, 24 in case .....	.75	per dozen
Ben Hur Brand, in No. 10 Tins (Nominal Gallons), 6 in case .....	4.00	per dozen

## E. D. SMITH & SON, Limited Winona, Ontario

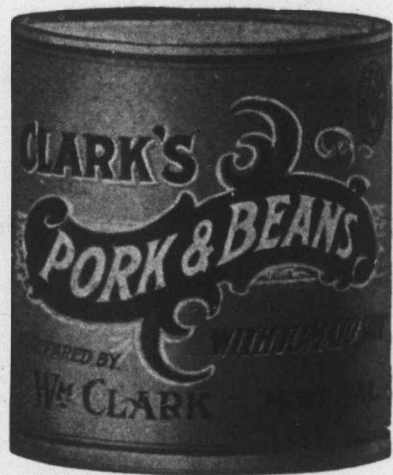
AGENTS:—Newton A. Hill, Toronto; W. H. Dunn, Montreal; Mason & Hickey, Winnipeg; R. B. Colwell, Halifax, N.S.; J. Gibbs, Hamilton.

# Does It Pay You

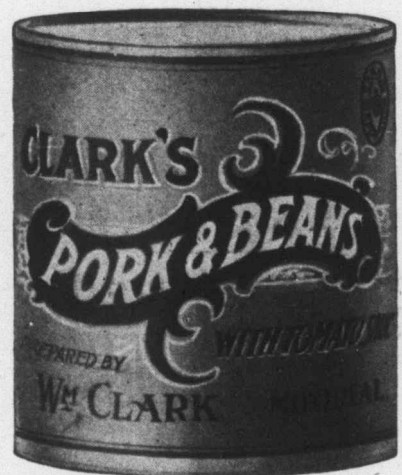
Mr. Grocer, to crowd your shelves with goods which **REMAIN** there?

Would you not rather see them emptied **BY YOUR CUSTOMERS** each day and re-loaded for your next day's business?

The **READY SALE**, the **QUICK TURN-OVER** and the **SATISFIED CUSTOMER** are what spell **SUCCESS** to you.



A  
SHELF  
OF



## Clark's Pork and Beans

will empty more quickly, more frequently, and with better results than any other brand.

CLARK'S label and **QUALITY** are synonyms.

**W. CLARK,** **MONTREAL**



# CANNED

## Increase your margin of profit

There is an impression in some quarters that Canadian Peas are not procurable in the finer grades. This, of course, is an entirely erroneous idea,—Dominion Canners, Limited, pack Peas in four grades, all Peas of these grades being thoroughly sieved, washed, and carefully picked over.

Dominion Canners' (Ltd.) Peas are graded as follows:

**First, finest grade, sieve No. 1, sometimes sold as "Petits Pois," "Extra Sifted," "Petits Pois Fin" or "French Sifted."**

**Second, next finest grade, known as sieve No. 2, and generally labelled "Sweet Wrinkle," also sometimes known as "Little Gem."**

**Third, sieve No. 3, generally labelled "Early June." Also occasionally as "Sifted June."**

**Fourth, sieve No. 4, generally known as "Standards," and occasionally as "Marrowfats," "English Garden," etc.**

NOTE—The finer the grade the smaller and more tender the Pea.

Years ago Peas were sold under one grading, the Peas in the cans being of all sizes, and it was impossible to produce a good product. Even yet some packers, not having the necessary machinery, pack their Peas in this way.

A great deal of expensive machinery is required to facilitate the sorting out the Peas according to their proper grades, and that is one of the reasons why the finer grades cost more than the coarser.

The 'Dominion Canners' operate the most complete Pea can-

# Dominion Canners,

# PEAS

by selling the finer grades.

ning plants in the world, and their process is mechanical from the field to the can.

The 'Dominion Canners' claim for their Peas, that they are greatly superior to the Green Peas, which the ordinary householder is able to secure on the market or from the greengrocer, because they are **canned, almost without exception, within a few hours after they are picked**, whereas the other Peas are usually several days' old before reaching the householder, and consequently they are hard and tasteless.

**It will pay you well to study the "Pea Question" closely and to figure out for your own satisfaction, that you can make a far better margin of profit by selling your customers the finer grades.** Therefore, you should **instruct your salesmen** in all cases where householders ask for Peas, to call their attention to the superior quality of the finer grades, and the better satisfaction they will have by paying the small additional price for the better quality.

Note particularly that you will pay only  $2\frac{1}{2}$ c. per dozen tins more for 'Dominion Canners' "Early June" Peas than for their "Standards," and  $2\frac{1}{2}$ c per dozen more for their Sweet Wrinkles than for their "Early Junes." Suppose you ask only 1c. more on each can of "Early Junes," your profit is  $9\frac{1}{2}$ c. per dozen tins, over and above what you would make by selling "Standards." If you sell the "Sweet Wrinkles" at a price of 2c. per tin over "Standards" you make an additional profit over what you would make by selling "Standards" of about 19c per dozen, and you have the satisfaction of knowing that your customer is getting excellent value for her money.

When placing your orders for Peas, see that you order a liberal supply of the finer grades.

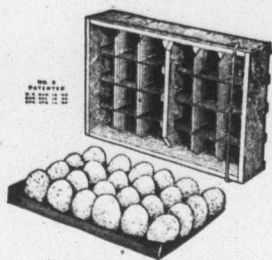
The 'Dominion Canners, have made the difference in prices between these grades as small as possible, in order to **encourage the consumption of the finer grades.**

If you will write the 'Dominion Canners' Limited,' Hamilton, they will send you samples and explain to you more fully how you can make more money by selling the finer grades of Peas.  
Yours faithfully,

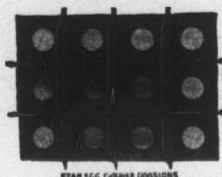
**Limited,** Hamilton, Canada



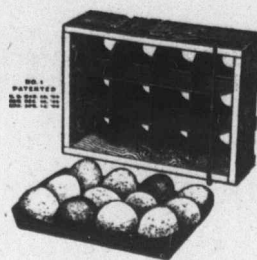
# Better Store Service



TWO DOZ. SIZE



STAR EGG CARRIER DIVISIONS



ONE DOZ. SIZE

This is the aim of the modern, up-to-date grocer. He knows also that Store Service does not stop at the best values in merchandise and courteous treatment, but that in order to build up his trade and hold it, he has got to have a satisfactory and economical DELIVERY SYSTEM.

## Star Egg Carriers and Trays

are made expressly for the SAFE DELIVERY OF EGGS, and brace up your entire store service, because they show your clerks the value of system in producing speed and accuracy.

## Star Egg Carriers and Trays

have proven the most economical egg delivery also, as they pay for their installation, and then become an asset and a profit-maker to you.

**IF YOUR JOBBER CANNOT SUPPLY YOU, WE WILL.**

**Star Egg Carrier and Tray Mfg., Company**  
1500 JAY STREET, ROCHESTER, N.Y., U.S.A.



# ROYAL SHIELD SPECIALTIES

Behind the **Royal Shield** label is a quality of goods that is appreciated by the better trade—unparalleled service for the grocer. Our offices and warehouses are situated at central distributing points as mentioned below.

Among our lines are: Royal Shield Tea, Royal Shield Coffee, Royal Shield Jelly Powders, Shield Baking Powder, Royal Shield Extracts.

Drop a card to-day for a trial order. It will pay you to get in touch with us.

**CAMPBELL BROS. & WILSON, LIMITED**  
WINNIPEG

**CAMPBELL, WILSON & ADAMS, LIMITED**  
SASKATOON

**CAMPBELL, WILSON & HORNE, LIMITED**  
CALGARY, EDMONTON & LETHBRIDGE

**CAMPBELL, WILSON & STRATHDEE, LTD.**  
REGINA

Wholesale Grocers and Importers.



THE CANADIAN GROCER

# Fresh British Columbia

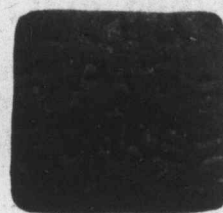
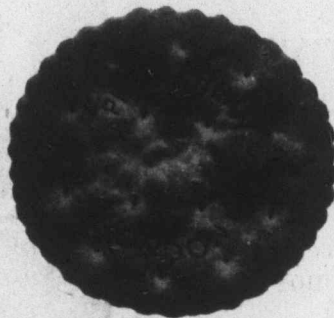
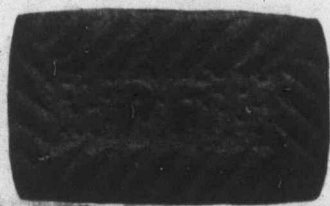


H. Bell-Irving & Co.,  
Limited (Agents)  
Vancouver, B.C.

# SALMON

Selected Fish  
Early Run

## THREE VERY POPULAR BISCUITS



### P.F. SHORTCAKE

Delicious shortbread biscuits.  
About 32 to pound.  
About 325,000,000 sold first year.

### GOLDEN PUFF

Very light and flaky.  
About 42 to pound.

### PAT-A-CAKE (reg'd)

Dainty shortbread squares.  
About 60 to pound.  
Over 425,000,000 sold in one year.

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

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



## MODERN GROCERY EQUIPMENT

Adds an air of distinction to your store  
—and

**ATTRACTS TRADE.**

### The "Walker Bin" System

will save 25% of your floor space and also of your expense for skilled salesmen.

Is this worth your consideration?

We manufacture the best in show cases and refrigerator counters.

Write now for illustrated catalogue and estimates.

### Walker Bin & Store Fixture Co.,

LIMITED



Berlin,

Ontario



**REPRESENTATIVES:**

Manitoba: Watson & Truesdale, Winnipeg, Man.  
Northern Sask.: North-West Specialty Co., Saskatoon, Sask.  
Southern Sask. and Alta.: J. N. Smith, Box 695, Regina, Sask.  
Vancouver: Western Plate Glass Co., 318 Water St.  
Montreal: W. S. Silcock, 33 St. Nicholas Street.  
Maritime Provinces: R. R. Rankine, 4 Wright St., St. John, N.B.



# TWO CENTS PER WORD

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

## MEADOW CREAM SODAS

**Delicious and Crisp**

The value to the merchant and the satisfaction to the customer depends very largely on the length of time sodas stay fresh. Then, too, the ready sale of the sodas ensures quick turnover, and incidentally no stale stock.

Meadow Cream Sodas retain their crisp deliciousness indefinitely, and therefore sell readily. Have you tried them out? If not, introduce them to your patrons now. Send to-day.

The

**W. J. Crothers Co.**

**Kingston, Ontario**

**THE BEST OF THEM ALL.**

By Royal



Letters Patent

# NELSON'S Crystal Leaf GELATINE

Unrivalled in the kitchen,  
can be obtained from

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

St. Paul St.,

Montreal.

York St.,

Toronto.



**BOVRIL  
TAKEN**

**The  
Body-Building  
Power  
of  
BOVRIL  
Taken**

## **Greatly increased demand for BOVRIL**

Since the publication of the remarkable experiments with Bovril upon Human Subjects recently reported by the British Medical Association, the demand for Bovril has enormously increased. By these experiments the Body-Building Power of Bovril was proved to be from ten to twenty times the amount taken.

It will pay you to stock Bovril. Bovril sells itself. Send your order to-day and secure a share of this rapidly growing trade.

There is also an increasing demand for

## **Bovril Cordial**

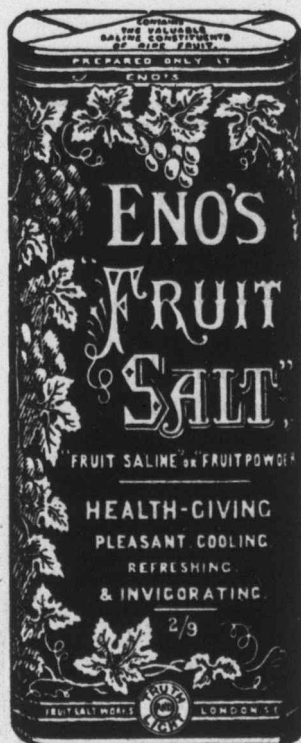
Bovril Cordial has the same Body-Building Power as Bovril, and is even more quickly soluble in hot water.

**BOVRIL, LIMITED,  
27 St. Peter Street, MONTREAL.**

An amount of Bovril proportionate to the small black circle has been proved to produce an increase in flesh and muscle corresponding to the large white circle, showing the Body-Building Power of Bovril to be from 10 to 20 times the amount taken.



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



A gentle natural aperient that stimulates the organs of elimination.

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

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

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

**ENO'S "FRUIT SALT"**

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

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

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

Sold by Chemists and Stores throughout the World

Prepared only by

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

**Carr & Co.'s Carlisle Biscuits**

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



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

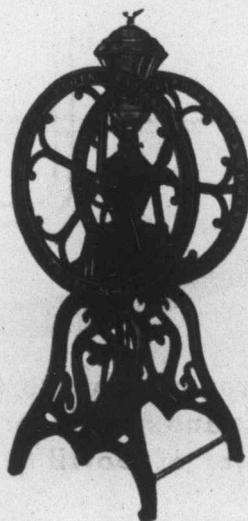
For prices, etc., write to-day

**CARR & CO. CARLISLE ENGLAND**

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

**A Few Turns---Your Coffee is Ground**

**NO EXPENSE TO OPERATE**



This feature, along with the lifetime durability of the mill and the perfection of the work it does is good reason why you should install one of the ELGIN NATIONAL COFFEE MILLS.

Write to-day to any of these jobbers for our illustrated catalog:

- MONTREAL—The Canadian Fairbanks Co. (and branches).
- TORONTO—Eby, Blain, Ltd.; R. B. Hayhoe & Co.
- HAMILTON—James Turner & Co.; Balfour, Smye & Co.; McPherson, Glasco & Co.
- LONDON—Gorman, Eckert & Co.
- ST. JOHN, N.B.—G. E. Barbour & Co.; Dearborn & Co.
- WINNIPEG—Blue Ribbon, Limited (and branches); the Codville Co. (and branches).
- REGINA, Sask.—Campbell, Wilson & Strathdee, Ltd.
- SASKATOON—Campbell, Wilson & Adams, Ltd.
- EDMONTON, Alta.—The A. MacDonald Co.
- CALGARY—Campbell, Wilson & Home, Ltd., and P. D. McLaren, Ltd.
- VANCOUVER—The W. H. Malkin Co., Ltd.; Wm. Braid & Co.; Kelly, Douglas Co., Ltd.; Empress Manufacturing Co.

MADE BY

**Woodruff & Edwards Co.**

ELGIN, ILL., U.S.A.

## A ROYAL TEA HOUSE

The United Kingdom Tea Co. are now starting to open up Agencies in all Towns and Cities of Canada, with only ONE HOUSE in each place that will control this TEA. Apply now to Kirkwood & Sons, 176 Dupont Street, Toronto. U. K. TEAS are put up mixed and black, in 1/4, 1/2 and 1 pound packages; each case contains 30 lbs. Terms 90 days, freight allowed on 5-case lots for all import orders from London, England; full freight allowed from stock in Toronto.

30 cent quality will cost you .....	23 cents
40 cent quality will cost you .....	27 cents
50 cent quality will cost you .....	33 cents
75 cent quality will cost you .....	46 cents
\$1.25 quality will cost you .....	75 cents

Figure your profits and compare with other Package Teas.  
The \$1.25 Tea is used by King George V.

In one sense this may be said to be a Royal Tea House. The United Kingdom Tea Company, Ltd., London, England, hold Warrants of Appointment to H.M. King George V., and H.M. Queen Alexandra, H.R.H. the Duke of Connaught, and others, of the Royal Family; and are, likewise, Tea Merchants to both the House of Lords and House of Commons. The Company's tea is regularly supplied in the hotels and restaurants of the London and North Western Railway Company, the Great Western Railway Company, the Great Northern Railway Co., and the Great Eastern Railway Co., in upwards of three thousand other hotels and institutions, in numerous clubs, colleges, schools and hospitals, and to many of the canteens and messes of the Army, as well as to thousands of customers all over the world. The directors are Messrs. C. E. Ayshford, C. V. Henderson, and J. H. Morpew, and the continued success of the house is primarily due to these gentlemen, supported, as they are, by a picked staff, like themselves, of practical men. A long list of gold medals and awards carried off at great exhibitions attest to the value of the Company's output. There are branches at Dublin and Bombay, and Continental depots at Paris, Vienna, Berlin, Milan, Buearest, and Galatz, whilst agencies exist in almost every part of the civilized world.

**Do your customers sometimes complain that the coffee "wasn't quite the same last time"—that it "didn't seem quite so fresh as usual?"**

**You can prevent these complaints once for all by keeping only Coffees that never vary.**

**CHASE & SANBORN'S  
Coffees**



# 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.**

**Brantford Cold Storage Co., Limited**  
Wholesale Produce Merchants.  
Dealers in Eggs, Butter, Cheese,  
Honey and Poultry.  
In Car Lots a Specialty.  
A Modern Cold Storage for Public  
Storing.  
**BRANTFORD, ONT.**

**Japan Teas on Spot**  
**Congou Teas on Spot**  
Ask for samples.  
  
**W. H. MILLMAN & SONS**  
Wholesale Grocery Brokers  
Toronto, Ont.

Import-Export 'Phones { Office 2190  
Residence 1556  
**NORMAN D. McPHIE**  
MERCHANDISE BROKER  
COMMISSION MERCHANT  
MANUFACTURERS' AGENT  
  
Handling General Grocery, Spice and  
Produce Lines  
Federal Life Building  
**HAMILTON, - Ont., Canada**

**W. G. PATRICK & CO.**  
Limited.  
Manufacturers' Agents  
and Importers  
77 York St. - Toronto

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

**CONVENIENT, MODERN,  
WAREHOUSING**  
at Ottawa, tracks at the door, connec-  
tion with steamers. Fireproof. Excise  
Bond Free. Write for low rates.  
**DOMINION WAREHOUSING CO.,**  
45-51 Nicholas Street - Ottawa

**FIREPROOF WAREHOUSE**  
We solicit your business for Storage  
and as Forwarding Agents.  
**The FIREPROOF WAREHOUSING  
CO., LTD., London, Canada.**

**WESTERN PROVINCES.**

**ORR & McLAIN**  
Importers, Buyers  
and  
Manufacturers' Agents  
Domestic and Foreign Agencies Solicited  
507 Confederation Life Building, Winnipeg

**H. P. PENNOCK & CO.,  
LTD.**  
Wholesale Grocery Brokers & Manufac-  
turers' Agents,  
WINNIPEG  
We solicit accounts of large and progres-  
sive manufacturers wanting live represen-  
tatives.

**WESTERN DISTRIBUTORS LIMITED**  
Wholesale Commission Merchants, Cust-  
oms Brokers and Manufacturers'  
Agents. Cars Distributed Warehoused  
and Forwarded. Warehouse on Transfer  
Track. Business solicited. Our position  
is your opportunity.  
Saskatoon - Western Canada

**Eastern Manufacturers Limited**  
Manufacturers' Agents,  
Saskatoon, Saskatchewan.  
Cover Northern Saskatchewan completely.  
The jobbing trade in Saskatoon, Yorkton,  
North Battleford and Prince Albert is vis-  
ited daily. We want to represent you in  
this large and growing territory.

**G. C. WARREN**  
Box 1888, Regina  
**IMPORTER, WHOLESALE  
BROKER and MANUFACTURERS'  
AGENT.**  
Trade Established. 15 Years  
Domestic & Foreign Agencies Solicited

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

**WESTERN PROVINCES—Continued.**

**HOLLOWAY, REID & CO.**  
Cor. Vermillion Ave. and 5th St.  
**EDMONTON - ALBERTA**  
Importers and Manufacturers' Agents  
We specialize in Biscuits and Candies  
We are still open for a few good Agencies

**NORTH-WEST SPECIALTY CO.**  
Manufacturers' Agents  
Cover Saskatchewan completely. All  
large centres visited monthly. Open for  
agencies for all kinds of Store Fixtures  
and Specialties. Warehousing facilities.  
Suite 109 Willoughby-Sumner Stock  
Saskatoon, Saskatchewan.

**JOHN J. GILMOR & CO.**  
Wholesale Manufacturers' Agents and Com-  
mission Brokers  
**WINNIPEG, MAN.**  
Covering Manitoba, Saskatchewan and Alberta.  
We can give special attention to a few more  
first class lines. Domestic and Foreign agencies  
solicited.

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

**H. G. SPURGEON**  
**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  
GROCERY BROKER  
757-759 Henry Ave., WINNIPEG

**RUTTAN & CHIPMAN**  
WHOLESALE GROCERY BROKERS  
and  
MANUFACTURERS' AGENTS  
Fort Garry Court, Main Street.  
Winnipeg - Canada

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

# Manufacturers' Agents and Brokers' Directory

(Continued.)

Western Provinces—Continued.

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

**LEADLAY LIMITED**  
332 Bannatyne Ave.,  
Winnipeg, Man.

Grocery Brokers & Importers.  
"Eiffel Tower Lemonade."  
"Foster-Clarks Cream Custard."

BRITISH COLUMBIA.

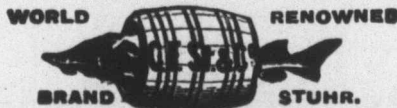
**McLEOD & CLARKSON**  
Manufacturers' Agents and Wholesale Commission Agents  
282-6 Cambie St., Vancouver, B.C.

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

**O'Loane, Kiely & Co., Ltd.**

WHOLESALE GROCERY BROKERS  
CANNED GOODS, DRIED FRUITS, ETC.  
CANNED SALMON A SPECIALTY

We cover British Columbia and Alberta  
Head Office - - - Vancouver, B.C.  
Reference: The Bank of Montreal.



**STUHR'S**  
GENUINE CAVIARE,  
ANCHOVIES IN BRINE  
(Salted Sardels).

In Tins and Glasses.

"Please ask for our offer"

C. F. STUHR & CO., HAMBURG.



**Oakey's**

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

'WELLINGTON'

**KNIFE POLISH**

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

## SHIP YOUR CARS TO FERGUSON'S SIDING

Cars continually loading for all cities in the West and Northwest.

Inland Revenue and Customs Bonds.

Our siding is on G.T.P. and C.N.R., inter-switching with C.P.R. and Midland Railway. Cars distributed carefully.

**FERGUSON BROS., Warehousemen,**  
123 Bannatyne Ave., WINNIPEG, Can.

We have records in our vaults covering ten years' satisfactory service.

**C. E. DISHER & CO.**

WHOLESALE GROCERY BROKERS AND  
COMMISSION AGENTS

CANNED AND DRIED FRUITS,  
BEANS, SALMON

Victoria VANCOUVER, B.C. Calgary

**The CAMPBELL BROKERAGE CO.**

Manufacturers' Agents and Commission Brokers.

We have our own warehouse and truckage. Shipments stored and distributed. Can give special attention to a few good agencies.

857 Beatty Street Vancouver B. C.

**The CHAMBERLAIN-DOWNEY  
Company, Limited.**

Wholesale Jobbers & Manufacturers' Agents.  
Grocery, Confectionery and Tobacco Specialties.  
Correspondence solicited on Domestic and Foreign Lines.

TRUCKAGE AND WAREHOUSE,  
1214 Homer Street, Vancouver, B. C.

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

**E. O. CORNISH**

COMMISSION AGENT

Canned Goods a Specialty

821 Pender St. W., Vancouver, B.C.

**McCANN & LANGFORD**

Winch Building Victoria, B.C.  
Manufacturers' Agents and Commission Brokers.

We can give special attention to a few good agencies. Anything we handle we push  
References: Bradstreets, Royal Bank, Union Bank.

NEWFOUNDLAND.

**T. A. MACNAB & CO.**

ST. JOHN'S NEWFOUNDLAND  
MANUFACTURERS' AGENTS  
and COMMISSION MERCHANTS

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

## Mathieu's Nervine Powders



are a simple but effective remedy in all forms of headaches—a remedy which every merchant can recommend as a quick and sure cure.

Try *Mathieu's Nervine Powders* yourself at our expense as per coupon attached, if you don't know them and are a sufferer from headaches.

As a remedy for colds and bronchial troubles Mathieu's Syrup of Tar and Cod Liver Oil has become famous and this sister preparation—Nervine Powders—is rapidly winning its way.

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

Please send regular box of Mathieu's Nervine Powders to the following address:—

Name .....  
With (Name of firm) .....  
Street .....  
City or town ..... Prov.....



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

**COFFEE**

GROWN, ROASTED AND BLENDED FOR GROCERS WHO  
 VALUE SATISFIED CUSTOMERS

<b>Royal Stewart</b> A blend of the highest grade to satisfy particular people. Retails at 45c.	<b>Gordon</b> A blend of high grade Coffees, pleasant and satisfying. Retails at 40c.	<b>Highland Lassie.</b> A blend of good Coffees to retail at 35c.	<b>Rob Roy</b> Cheap in price but worthy in quality. To retail at 30c.
---	---	--	--

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



**Have No Hesitation**

in recommending to your best customer

**'Bluenose' Butter**

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

SOLE PACKERS

SMITH & PROCTOR, - HALIFAX, N.S.

**SMITH  
 AND  
 PROCTOR**

SOLE PACKERS

Halifax, - N.S.

**A Seasonable Line**

OUR NEW

**Sandwich and Salad  
 Olive**

all ready for the table

**Pimento Stuffed  
 Celery Stuffed  
 Plain Pitted**

in salad form

Ask your wholesaler for this 8 oz. bottle.

Retails at 25c.

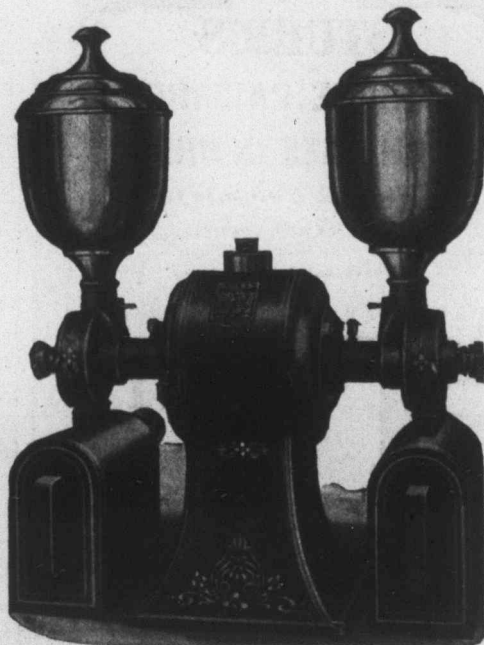
**Gorman, Eckert & Co.**

LONDON, ONTARIO

Western Selling Agents:  
**MASON & HICKEY, Winnipeg**

**More Than Ever in a Class  
 by Itself**

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



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

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

# THIS IS THE SEASON

when so much depends on prompt shipment of all sugar orders.

Order

# St. Lawrence

## Sugars

and you will get shipment same day.

### Messina Lemonade Powder

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

Each Tin a Repeater,  
And a Tin of Profit.

**Henri Jonas & Co., Montreal**

### TEA LEAD

(Best Inconrodible)

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**

BUY  
"Redona" and "Matador"  
SHELLED  
**ALMONDS**

The most popular amongst the Grocery and  
Confectionery Trades

**COSMELLI & COMPANY**

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

Monument Buildings, London, England



## L. & B.

**BANNER BRAND JAMS AND JELLIES**

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

**LINDNERS LIMITED**

340 Dufferin St., TORONTO Phone Park 2985

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



THE MCGREGGOR PAPER BAG HOLDER.

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

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

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

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



# CANNED GOODS

We are overstocked in Tomatoes 3's, Canned Peas, Standard Brand, Sweet Wrinkle, Early June, Canned Corn, 2's. Get our prices on these lines before purchasing elsewhere.

**Canned Salmon**, Red Sockeye, Fraser River, Cohoe and Pinks, Popular brands, 1 lb. tall tins. We have a big stock which we are anxious to dispose of.

**Macaroni**, in 25 lb. boxes. We have a large quantity on hand which we are selling at special price.

**Domestic Sardines**, for new pack direct shipment, when ready, at \$2.85 per case, freight prepaid, in 5 case lots and over. For prompt shipment from our warehouse at \$3.00 per case.

**Currants**, Fine, Filiatras dry cleaned in Patras, Greece, in H/C loosely packed at 6½c per lb.

**Molasses**, in half barrels, quality guaranteed, at 28c per gallon.

On the first of next month, we commence our annual stock taking, and our travellers have two weeks holidays and get credit for the business that comes off their various territories. Our values will speak for themselves. Send us your order per mail or telephone at our expense. We wish to thank our numerous customers for their valued orders.

## ROBT. SIMPSON & COMPANY

*Wholesale Grocers, Importers of Teas, Coffees, Spices, Etc.*

29-31 CHARLES ST.,

HAMILTON, ONT.

## Why Run This Risk?

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

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

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

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

*The*  
**Pure Gold**  
**Manufacturing**  
*Company*  
**TORONTO**

"The Truth and Nothing but the Truth"

## Glassco's Invite Comparison and Guarantee Supreme Quality

*in* **JAMS, JELLIES, MAR-  
MALADES and CATSUPS**

Made only from the ripe, sound fruit of the choicest variety. Preserved with perfect cleanliness and care.

*Guaranteed to be the best Product  
in Canada*

A trial shipment will convince you—otherwise your money back and charges paid.

MR. MERCHANT:—

Before ordering any of the above foods—write or wire (collect) us for samples or a trial shipment. Don't order or don't keep it unless it is everything we claim. All our foods are fresh—**No held-over stock**



Remember, quality helps demand and makes the goods more readily marketable.

We invite correspondence.

*We use nothing but the  
Famous Oakville Strawberries*

**GLASSCO-LIMITED**  
HAMILTON and OAKVILLE

Preserving Plant                      Oakville, Ont.

A complete stock kept in Winnipeg

Messrs. H. W. Glassco & Co. Agents—Confederation Life Building.

"One Grade Only and that the Highest"



# JAPAN TEAS

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

## FURUYA & NISHIMURA

### PURE STRAWBERRY JAM CHIVERS' QUALITY

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

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

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

### FENWICK, HENDRY & CO.

Manufacturing Wholesale Grocers  
KINGSTON, ONTARIO



### Please the Taste of Refined Canada

as well as the discriminating British Isles. Cairns' Scotch Jams are made of the purest cane sugar and fresh, ripe fruits only—they're of a distinct British quality.

Try Cairns'.

**ALEXANDER CAIRNS & SONS**  
PAISLEY, SCOTLAND

Canadian Agents:— SNOWDON & EBBITT,  
Montreal. McLEOD & CLARKSON, Vancouver.



### Litster Goods

are made good enough to guarantee. They recommend themselves and sell themselves wherever introduced. Is the best any too good for your trade?

**Litster Pure Food Co.,**  
Limited

TORONTO

# THE VERY FINEST CEYLON TEA

IS USED TO UPHOLD THE UNEXCELLED REPUTATION ENJOYED BY



To fully satisfy your customers give them "SALADA." Each grade contains the finest tea possible and is of absolutely uniform quality. Remember the sale is guaranteed.

## "SALADA"

LONDON, ENG. 41 Eastcheap    BUFFALO 11 Terrace    NEW YORK 198 W. Broadway    TORONTO 32 Yonge St.    MONTREAL St. Paul St.    BOSTON 34-35 S. Market St.    CHICAGO 361 N. River St.    DETROIT Shelby Block

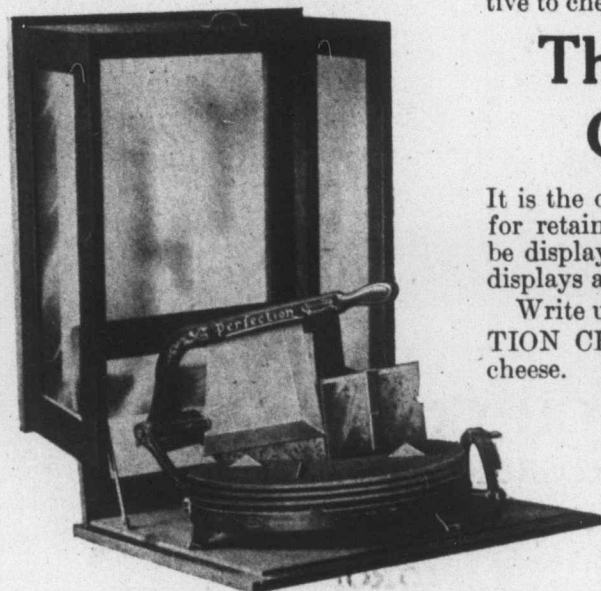
Branches also in Pittsburg and Philadelphia

## Protection from the Summer Heat

This is not an advertisement of a summer resort, but a straightforward talk to grocers who are not observing the best method to big cheese profits.

Summer heat, flies, and insects go together—all are destructive to cheese and deteriorating to its value. This is the remedy—

### The Perfection Cheese Cutter and Cabinet



It is the only properly sanitary and absolutely practical device for retaining cheese in a store in summer. *CHEESE* has to be displayed well to sell it. Get a wood and glass cabinet that displays and protects the cheese at the same time.

Write us to-day for further convincing proof of the PERFECTION CHEESE CUTTER as a summer guardian of your cheese.

## American Computing Co. of Canada

Hamilton

Canada

Made in Canada





## No Bitter Flavor To These

When you hear a housewife complain that the mustard is bitter you can rely upon it that it is neither

### COLMAN'S or KEEN'S MUSTARD IN SQUARE TINS

They are always uniform in quality and flavor and of superior strength. The trade demands the best; these brands supply it.

### Magor, Son & Co., Limited

Agents for the Dominion of Canada  
403 St. Paul Street, Montreal  
Toronto Office, 30 Church Street

## The Grocer on the 'Phone!

"Corn Starch, Madam — yes — BENSON'S, of course—it certainly is useful for lots of dishes —The Best? It has been the leader for over 50 years!

"STARCH FOR WASH DAY? SILVER GLOSS is the Home Laundering Starch, Madam — yes, it is easily soluble in hot or cold water — it comes in large crystal lumps.

*"I'll send you BENSON'S and SILVER GLOSS, Madam—  
Thank you!"*

### THE CANADA STARCH CO., LIMITED

Manufacturers of the EDWARDSBURG BRANDS

Montreal Cardinal Toronto Brantford Vancouver



# Hooking Up With Parcels Post



*This is the second of a series of articles on methods retailers may use to get business when the Parcels Post system comes into vogue in January next. With the protection of the zone plan, dealers doing business with farmers will be able to build up a good extra business outside the city if they put some ginger into the plans. A file where these articles may be kept until required is suggested. A Parcels Post campaign should, however, be arranged before the Christmas rush, as there will be little time afterwards to work up anything effective.*

Have any of your country customers phones?

Have you rural free mail delivery in your district?

If so, you have a splendid chance to increase sales with country trade when the new Canadian Parcels Post system comes into effect on January 1 next. By means of the zone system, which allows parcels to be posted at the minimum rate at any post office for delivery anywhere twenty miles away, the retail dealer has a distinct advantage over the mail order houses.

But each retailer will have the competition of his fellow-members of the trade, so that if he is going to more than hold his own, he must be the first to point out to his customers the value to them of the new system.

### Lists On Rural Mail Routes.

One of the first things to do is to get lists of all farmers who have telephones, and where there is rural mail delivery. Here are two very important assistants. The names can easily be secured from friends on the various mail routes. These can be looked up in the phone directory for phone numbers and the lists completed.

The accompanying card is one suggestion that might be used to good advantage when the list had been prepared. A card of this character could be printed at little cost, and it would be a permanent advertisement in every farm house in which it was hung up. This reminds the customer that parcels post has come into effect, and points out that goods can be sent through the post office up to 11 lbs. in weight. It

suggests that the order be gotten in early, so that it will be ready for the post office rural delivery man, and also gives a list of goods which might be required at any time by a customer in the country.

### Curiosity Will Help.

The trade should remember that with the 1st of January those who know of parcel post will be curious to try it.

A little suggestion such as the card will make them still more curious, and a good deal of business will be done during the first few weeks. Care then, at the first, must be duly exercised to see that there is no room for complaint from any customer. Otherwise the experiment is going to be distasteful, and will result in loss rather than gain.

(Continued on page 44.)

## ORDERS DELIVERED BY RETURN MAIL.

Mr. ....  
.....

With January 1 the Post Office Department begin their new Parcel Post system. Any time you cannot come to town ring us up and we will have goods sent by next mail. Please remember rural mail delivery leaves post office at 10.30 each day. Have your order in by 9.30. Parcels up to 11 pounds may be sent. Hang this card up by the phone—it will save time and money.

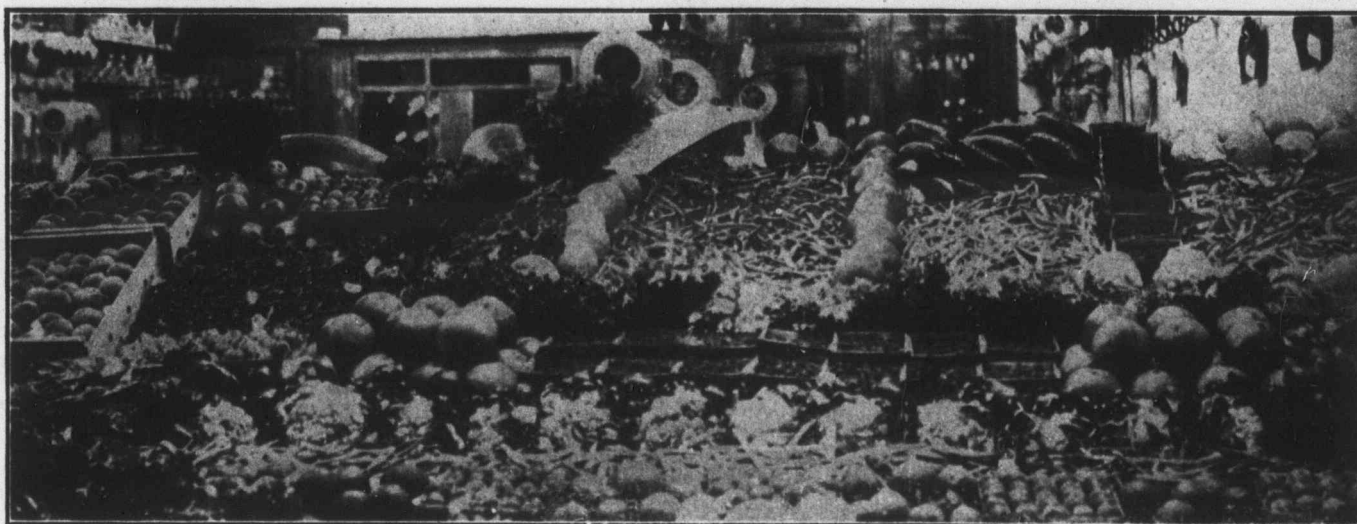
### SOME GOODS YOU WILL WANT.

- |                      |               |                 |
|----------------------|---------------|-----------------|
| Sugar                | Starch        | Syrups          |
| Tea                  | Stove Polish  | Molasses        |
| Bread                | Rice          | Buckwheat Flour |
| Bacon                | Tapioca       | Cream of Tartar |
| Rolled Oats          | Sago          | Figs            |
| Cereals of all kinds | Oranges       | Dates           |
| Salt                 | Lemons        | Peels           |
| Spices               | Cheese        | Almonds         |
| Canned Vegetables    | Salmon        | Walnuts         |
| Raisins              | Herring       | Chocolates      |
| Currants             | Sardines      | Candy           |
| Coffee               | Clothes Lines | Dried Peaches   |
| Cocoa                | Clothes Pins  | Apricots        |
| Soap                 | Wash Boards   | Canned Pumpkin  |
| Ammonia Powder       | Washing Soda  | Cocoanut        |

Please ask us about others not on list.

**H. H. HUNTER,**  
111 MAIN ST. PHONE 720. JONESVILLE.





An attractive fruit and vegetable display, shown by the retail department of the Laing Matthews Co., Montreal.

## Getting Most from Fruits and Vegetables

Methods Employed by Montréal Firm—Make Big Feature of Saturday Sales and Therefore Always Show Good Window—Importance Attached to the Refrigerator—Getting Rid of All Vegetables on Saturday Night.

No line of goods handled by the grocer allows of such great possibilities in striking and attractive color combinations being worked out in window displays as fresh fruits and vegetables. In them are found some of the richest of nature's tints which alone, if well arranged, would form a strong appeal to the eye, but when these colors are contained in something which makes at all times and seasons a strong appeal to the appetite, the drawing power of the clever display is well-nigh unlimited.

### Fine Color Combination.

The window display reproduced above is one from the Matthew Laing market at 629 St. Catherine St. W., Montreal. Trimmed on a Friday night the idea was to catch the transient trade, and make a special bid for the week-end trade, and to do this the trimmer sought to catch the eye of the passing public by presenting a window of striking color effect. To this end note the various combinations of green and yellow (which in nature always present a restful effect) here brought out by lettuce, watermelons, cucumbers, green beans, apples, in the green, placed with cantaloupes, grape fruit, wax beans, and peaches in the yellow. Red, which is probably the most popular color of all, is introduced in various places. Though scarcely discernible in the photo, rich red tomatoes were placed at frequent intervals amongst the lettuce all along the front, and again red and green are introduced through cherries and cherry leaves.

Probably one of the greatest objections to a wealth of display of this nature is the fact that it takes only the first-class fruit, and that fruit in a win-

dow rapidly deteriorates. In this store, M. E. Burnick, the manager, states that only fresh fruit is displayed, and only when it first comes in. Afterwards it is placed in the refrigerator from which it cannot again be put on display as deterioration would immediately set in, very soon rendering it unfit for human consumption.

### Refrigerator a Necessity.

This to Mr. Burnick is one of the strongest arguments why men in the meat business should handle fruits, namely that they have the ice and all the facilities for keeping stock fresh and sweet. To make a success of the fruit business, he assumes that a refrigerator is a necessity, and thus meats and fruits should naturally be combined.

Then again there is the fact that whoever wants meats, wants fruits and vegetables as a "chaser." "Our regular trade," states Mr. Burnick, "is largely done over the phone. Many of our customers we don't see from one week's end to the other. Thus it is only natural that when these people call up they demand that we supply them with everything. We maintain then that we owe it to our customers' convenience to carry a full line of all these accessories."

This window, however, as already stated, was arranged to catch the transient trade. All day Saturday a special run is made on all fruits and vegetables to clear out stock on hand, and avoid holding anything over Sunday. In this Mr. Burnick claims that the loss occasioned by holding fruits over two nights and one day is greater than that met by selling at reduced prices on Saturday evening, and in addi-

tion this system gives the benefit of being in a position to get entirely fresh stock on Monday morning. This fact he states cannot be too strongly emphasized.

### Greens Displayed on Platters.

A word might also be stated here regarding care of greens in the store, and the delivery system. All lettuce, cress, mint, parsley, and all such greens on display are kept in platters filled with water so that they always show up at their freshest. Also anything going any distance is always iced so as to keep in perfect condition. With over 30 retail stores in Montreal, and some 100 delivery rigs, Matthews-Laing have many advantages not common in the average store. For example they keep at all times a special delivery for rush orders, and have ice in such quantities from handling meats, that freshness in fruits and vegetables is almost always assured.

### NEW NICHOLSON & BAIN BUILDING.

The contract has been let in Edmonton Alta., and work has been commenced, for the construction of a six-storey building, costing \$70,000, upon the south-west corner of Eight Street and Peace Avenue, for Nicholson & Bain. With headquarters at Winnipeg, this company now maintains branches at Edmonton, Regina, Saskatoon, Calgary and Lethbridge. The structure will be similar to that built in Calgary last year, being fully modern. It will have ground floor dimensions of 50 feet by 130 feet with trackage at the rear. It is anticipated that it will be completed in three months' time.



# Canned Peas 42c. Below Last Year Year

Great Reduction From Standpoint of Opening Prices in 1912—Three and a Half Cents Per Can Less on Standards—Practically All Other Vegetables Lower Also—Every Early Canned Fruit, Including Strawberries, Below Last Year—Opening Prices Out.

The eagerly sought-for event of the midsummer trade has happened. The canners' prices are out on early canned fruits and vegetables. As was anticipated, these in many cases are below last year.

Particularly is this the case with regard to peas. Last year, peas (2's) standard size, opened \$1.22½ to \$1.25 per dozen; Group B and Group A respectively, for Ontario and Quebec. This year the opening prices are 80c to 82½c—a reduction of 42½ cents per dozen.

## Reductions All Along.

Comparisons of vegetables made with 1912 will be interesting. There is no difference in asparagus; beets are a shade lower this year; cabbage shows reduction of 2½c dozen; carrots the same; and peas are practically a third less.

The most important of these is, of course, peas. The trade generally knows the cause of this big reduction. Last year's pack was below the average and prices went up so that the best the retailer could do was to sell at two for a quarter and if he desired making a fair margin 14 or 15 cents for standards would have been a fair price. This kept down consumption to a certain extent and together with fairly large importations caused a heavy hold-over. The result was that many in the trade have almost sufficient quantities for next season's business without going into the market. Just what effect the present low opening prices will have on imported peas remains to be seen.

## Fruit Price Comparisons.

Notwithstanding the fact that the strawberry crop this year was not any too encouraging, Canners' prices are lower on No. 2's. Last year quotations were \$2.12½ to \$2.15 per dozen, heavy syrup for Group B and A respectively. This year they are \$1.90 to \$1.92½, a reduction of 22½c per dozen. There is not such a great difference between No. 2's preserved. Last year they were \$2.27½ to \$2.30, whereas this year they are \$2.25 to \$2.27½.

## All Fruits Lower.

A glance at the other opening prices on fruits shows cherries to be from 2½c to 5c per dozen lower; black and red currants 2½c lower; gooseberries, No. 2's from 22½ to 27½ cents lower; pineapples are lower by 12½ cents and more; and canned rhubarb is down 2½ cents per dozen.

There is, therefore, not a single instance, in so far as both opening prices on early vegetables and fruits are concerned, in which quotations are higher than a year ago and in some cases they are much lower. This is along the lines forecaste during the past month or two in Canadian Grocer.

## DOMINION CANNERS' VIEWS.

In giving the advance opening retail prices to The Canadian Grocer this week, the Canners pointed out that retailers who placed their orders prior to May 1 obtained a reduction of 2½ cents per dozen.

"After spending thousands of dollars," a representative of the firm stated, "in new plants and new ma-

chinery, we have at last succeeded in putting up a pack that enables us to make a full delivery. Consequently our overhead charges are reduced proportionately, and we have made our prices this year along the lines of our general policy of naming prices that should insure the goods getting into consumption in the year of their pack, under normal conditions.

"On the basis of the present prices there will undoubtedly be a very large consumption of peas, especially as the quality is excellent this year, the weather conditions having been ideal.

"The prices we have named enable the retailer to supply the consumer in Ontario and the East with three cans for 25 cents.

## VEGETABLES.

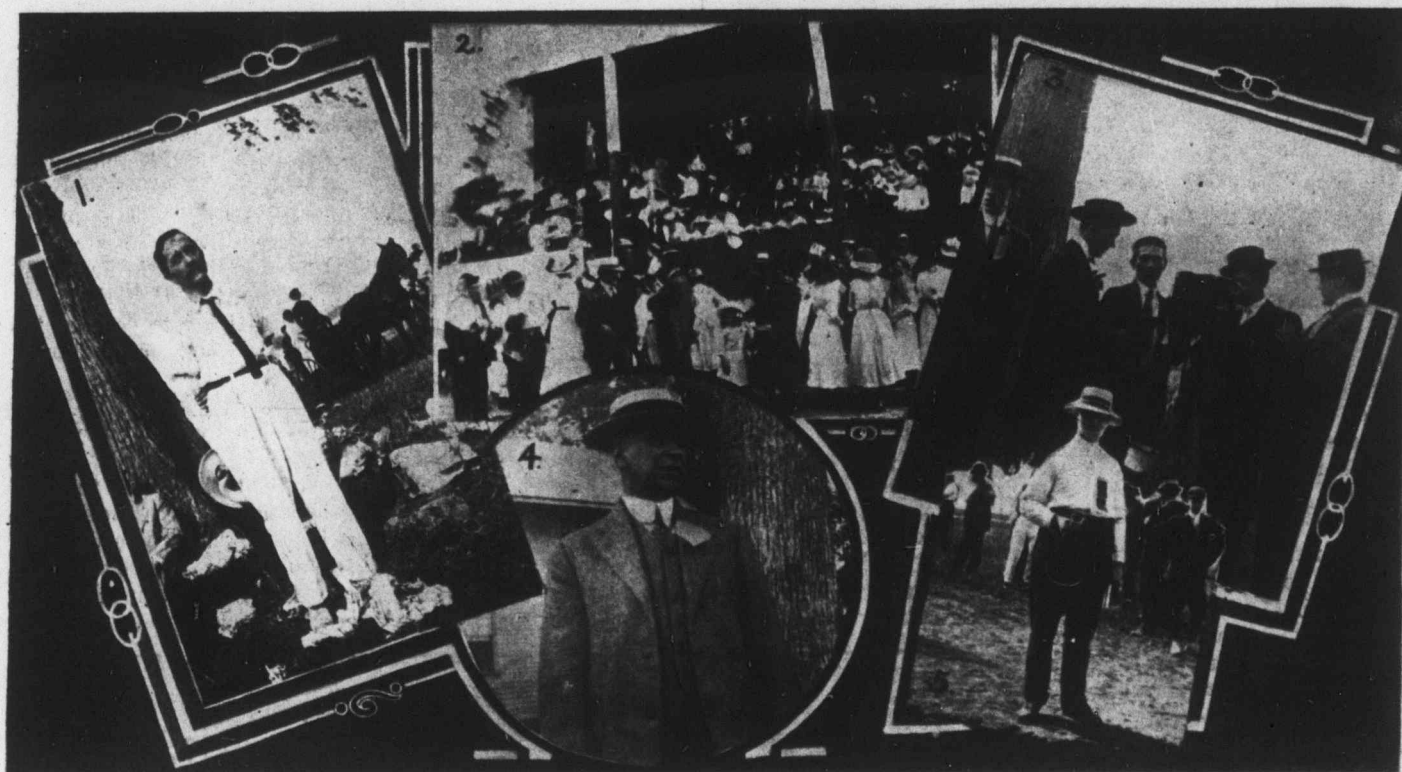
	1913.	1912.	1913.	1912.
	Per Dozen.		Per Dozen.	
	Group B.		Group A.	
2's Asparagus tips, .....	\$2.25	\$2.25	\$2.27½	\$2.27½
2's Asparagus butts .....	1.40	1.40	1.42½	1.42½
2's Beets, sliced blood red, Simcoe .....	.95	.97½	.97½	.97½
2's Beets, whole blood red, Simcoe .....	.95	.97½	.97½	.97½
2's Beets, whole blood red, Rosebud .....			1.27½	1.30
3's Beets, sliced blood red, Simcoe .....	1.30	1.32½	1.32½	1.32½
3's Beets, whole blood red, Simcoe .....	1.35	1.37½	1.37½	1.37½
3's Beets, whole blood red, Rosebud .....		1.55	1.52½	
3's Cabbage .....	.95	.97½		1.00
2's Carrots .....	.95	.97½	.97½	1.00
3's Carrots .....	1.25	1.27½	1.27½	1.30
2's Peas, standard size 4 .....	.80	1.22½	.82½	1.25
2's Peas, early Junes, size 3 .....	.82½	1.27½	.85	1.30
2's Peas, sweet wrinkles, size 2 .....	.85	1.32½	.87½	1.35
2's Peas, extra fine sifted, size 1 .....	1.25	1.72½	1.27½	1.75
	1913.	1912.	1913.	1912.
	Group B.		Group A.	
Gals. peas, standards .....	4.00	5.00	4.02½	
Gals. peas, Early Junes .....	4.10	5.25	4.12½	
Gals. peas, sweet wrinkles .....	4.25	5.35	4.27½	
2's Spinach .....	1.25	1.27½	1.27½	1.30
3's spinach .....	1.75	1.77½	1.77½	1.80
Gals. Spinach .....	5.27½	5.30	5.30	5.32½

## FRUITS.

	1913.	1912.	1913.	1912.
	Group B.		Group A.	
2's Blk. cherries, pitted, H.S. ....	1.90	1.95	1.92½	1.97½
2's Blk. cherries, not pitted, H.S. ....	1.50	1.52½	1.52½	1.55
2's Red ptd. cherries, H.S. ....	1.90	1.95	1.92½	1.97½
2's not ptd. red cherries, H.S. ....	1.50	1.52½	1.52½	1.55
Gals. ptd. cherries .....	8.50	8.52½	8.52½	8.55
Gals. not ptd. cherries .....	8.00	8.02½	8.02½	8.05
	1913.	1912.	1913.	1912.
	Group B.		Group A.	
2's Cherries, white ptd. H.S. ....	1.90	1.95	1.92½	1.97½
2's Cherries, white, not ptd. H.S. ....	1.50	1.52½	1.52½	1.55
2's Black Currants, H.S. ....	1.90	1.97½	1.92½	2.00
2's Preserved blk. currants .....	2.25	2.27½	2.27½	2.30
Gals. blk. currants, st'd. ....	5.25	5.27½	5.27½	5.30
Gals. blk. currants, solid pack .....	8.25	8.27½	8.27½	8.30
2's Red currants, H.S. ....	1.90	1.97½	1.92½	2.00
2's Red preserved currants .....	2.25	2.27½	2.27½	2.30
Gals. red currants, standard .....	5.25	5.27½	5.27½	5.30
Gals. red currants, solid pack .....	8.25	8.27½	8.27½	8.30
2's Gooseberries, H.S. ....	1.75	1.97½	1.77½	2.00
2's Gooseberries, preserved .....	2.00	2.27½	2.02½	2.30
Gals. gooseberries, standard .....	7.00	7.00	7.02½	7.02½
Gals. gooseberries, solid pack .....	8.75	8.77½	8.77½	8.80
2's Pineapples, sliced, H.S., white .....	1.90	2.02½	1.92½	2.05
2's Pineapples, grated, H.S., white .....	1.45	2.02½	1.47½	2.05
2's Pineapple, whole, H.S., white .....	1.90	2.25	1.92½	2.27½
3's Pineapple, whole, H.S., white .....	2.45	2.75	2.47½	2.77½
	1913.	1912.	1913.	1912.
	Group B.		Group A.	
2's Rhubarb, preserved .....	1.50	1.52½	1.52½	1.55
3's Rhubarb, preserved .....	2.25	2.27½	2.27½	2.30
Gals. rhubarb standard .....	3.50	3.50	3.52½	3.52½
2's Strawberries, H.S. ....	1.90	2.12½	1.92½	2.15
2's Strawberries, preserved .....	2.25	2.27½	2.27½	2.30
Gals. strawberries standard .....	7.50	7.50	7.52½	7.52½
Gals. strawberries, solid pack .....	9.75	9.75	9.77½	9.77½



# Montreal Grocers Have Jolly Picnic



CAMERA STUDIES FROM THE PICNIC.—(1) A. Laniel. An excursion would be no good without him. (2) Many sought the Grand Stand to get away from Old Sol. (3) Their pictures were taken twice at once. (4) A. T. Favreau, one of the interested visitors. (5) G. A. Archambault, the President, on whom the success of the day largely depended.

## Go to St. Scholastique and Indulge in Healthy Sports—Many Travellers in Attendance—Banquet an Enjoyable Affair—Notes on Some of the Amusing Incidents.

(Special Staff Correspondence.)

Montreal, July 30.—“Bon! Bon!” That about summed up the general opinion on the weather when it came up for discussion before the big special train was ready to move on with Montreal’s retailers on July 23rd to St. Scholastique. Quite an encouraging crowd gathered at the Place Viger Station and were sent off with “Bon voyage” from Past President J. D. Boileau, who found it impossible to attend this year.

At the Mile End Station in the north end another goodly gathering awaited the first contingent, but when the train was slow in pulling up the grade on time, it was conjectured that the C. P. R. sign really meant that day, “Can’t Pull Retailers.”

St. Scholastique, noted for its natural beauty, but more so for its racetrack, was reached in good time, and a more than hearty “Bienvenu” was extended by the village celebrities, amongst whom were: Mayor Presseau, the man who built the town, the “millionaire contractor”; Louis Gratton, merchant and village humorist; Donat Lalonde, the learned “avocat,” the man who put the law in lawyer. Yes, and J. A. Montagne was there with

a big cigar, looking as if he is fit and strong for another big session at Ottawa. J. A. regrets that St. Scholastique is not by the seaside, so if Contractor Presseau would undertake to move the seaside to St. Scholastique there would be the great rejoicing.

### The Sports.

J. A. Beaudry, did not even wait to have a thirst quencher before getting busy at the races and between his voice and that of husky G. A. Archambault, the president, ably assisted by megaphones, the crowd assembled on the race track and a start was made with the committee presidents’ race. This was advisable because at the end of the day the busy presidents would be too tired to race.

A. Laniel, who some thought was a deserter from “Tiny Town,” did the 150 in record time, but that good galloper, J. Gascon, took little dust from him. G. A. Archambault, out of courtesy, took fifth place and was presented with an electric lamp. (Some would have been glad of a little light going home.)

H. Longtin, translated into English “Longboat,” had to take second place

in the committee members’ race to J. A. Sansregret, who veritably was “without regret.”

The travellers’ race brought out some Indians. They were all trained to the minute, having had so much running after orders. E. Daoust of Hudon Hebert, Ltd., bounded away like a frightened deer, and scattered plenty of dust for the others. Where was Friend Wood

### Some Damage Done.

The fat men, “les-gros,” ploughed up the racetrack terribly. J. A. Debien came in for honors with H. Longtin and A. Landreville, the others “chewing the fat” over their bad start and affliction.

J. B. Newman, of Mooney Biscuit Co., entered his wife in the married ladies’ race. She proved quite a successful runner.

The National Breweries, Ltd., were represented by A. T. Favreau. He put on a special egg and spoon race. This proved a fun-maker. It’s a good job the eggs were “new drops” for there was more than one broken. Some had the gumption to go slow and retain the egg, but the man who had the gum shone and set a most “eggsacting” pace.

**At the Banquet.**

The dinner was an entire success and most enjoyable. A good meal was discussed with lively music, and then G. A. Archambault addressed the gathering, expressing his appreciation of the good work done by the officers during the year. Having a long list of speakers to call on he made way for J. A. Ethier, M.P., who aroused enthusiasm, not so much by his kind welcome, but by his spirited words on the "rouge

Messieurs et Mesdames, et M. le President, je regrette de ne pouvoir vous adresser la parole en Français parceque je n'ai pas l'honneur d'être Canadien Français, quoique je suis fils d'Irlande et que les Irlandais aient introduit la langue Française en Quebec. (Risée à part).

De nouveau je regrette de ne pas être épicier, car si je l'étais je serais un homme bien plus important que je suis aujourd'hui, en dépit de la place preponderante de l'"Epicier Canadien."!!!

Cependant Messieurs et Mesdames, il va sans dire que chaque fois que j'ai le plaisir de rencontrer les Canadiens Français je m'amuse bien. Je les trouve toujours ouverts et hospitaliers et je dois vous remercier de m'avoir fait l'invitation chaque année. Je me suis toujours fait plaisir d'y assister.

Comme les orateurs distingués qui m'ont précédé, je dois dire que "l'Epicier Canadien" sera toujours heureux d'écouter les suggestions que messieurs les épiciers auront à faire, en effet tous les bons journaux de commerce sont publiés pour vous et pour l'amélioration des conditions reglantes les épiceries. Merci bien, Messieurs et Mesdames.

In reply to the toast to the Press, O. S. Johnston, representing Canadian Grocer, gave the above address in French.

and bleu" question. It is to be hoped that Mr. Ethier will have an easy time with "Deux Montagnes" and not be obliged to climb any more mountains at Ottawa, although it is only natural that St. Scholastique has its problems like every other district. Amongst others who spoke were: J. O. Marchand, J. A. Langlois, M. le Maire Presseau, J. Bigras, A. Laniel, J. A. Beaudry, secretary Retail Merchants' Association; Jos. Gascon, P. Filion, J. A. Debien, L. Livrette and O. S. Johnston (Canadian Grocer).

**Sidelights on the Fun.**

Some of the good fellows were absent. A wire of regret from Armand Chaput from Ottawa was read. Pity there is no airship service from Ottawa.

Some came by motor. J. Ethier, Laporte, Martin, Ltee, was among them. It takes a big car to carry Joseph.

Who were the grocers who went twenty miles out of their course by motor on return journey? St. Placide may be O.K., but its not exactly on the highway to Montreal.

Again, who was steering the machine which damaged a telegraph pole, which in turn twisted the car?

Among the Hudon Hebert travellers were noticed A. Charest, I. Genest, H. Archambault, H. Bertrand, A. Charland, H. Jeannotte and E. Daoust.

J. B. Jodoin, Aetna Biscuit Co., was on the job and had a good time.

Drummer Woods spoke on behalf of the voyageurs. There was some snap to what he had to say.

The dance hall was well patronized. The latest dances there were the

"Banana Slip" and the "Grocery Clerk." J. Gaseon said if it had been Thanksgiving Day he would have allowed the "Turkey Trot."

A. Laniel looked well in his white outfit. Of course, he's a "white" fellow anyway.

G. A. Archambault carved the jambon nicely. He cuts at home, too, but not in the store.

Arthur Phaneuf, six foot in his bare feet, paid more attention to individuals of the human race this year than to the foot races. Still, it was hard to keep him out of the dance hall.

It was hoped that an array of pictures would have been secured, but some one broke the camera. And no police around.

F. X. Robert and L. Geoffron represented L. Chaput Fils & Cie the picnic.

**Co-operative Society Fails and Poor Lose**

**Death of the Proprietor Followed by Insolvency of the Association—Many Savings Completely Gone—The Sad Story of One of the Investors.**

Montreal, Que., July 30.—There was a very bright future promised the Home Co-Operative Association when first organized some six months ago, with headquarters at 1319 St. Andre Street. The association which dealt in groceries, was to be a growing investment. People would get good returns for their money and would be more satisfied. The result was that many of the poorer people residing in the North End were tempted to invest a portion of their weekly savings in the proposition. Every week they placed various sums of money ranging from twenty-five cents to \$1, with the association, with dreams of big returns in the future and congratulating themselves on how lucky they were to be able to invest their small savings.

But death intervened. The bright future has become blurred, and the hopes of the small investors gone. The proprietor of the association, W. Weller, died suddenly, and the organization which he had built went out of existence. In other words the Home Co-Operative Association has become insolvent.

The small investors are in trouble. They are not in the position where they can afford to lose even a few dollars. It is known that many were caught in the failure, but as yet it is impossible to tell just what the liabilities will total.

Mrs. George Dalglish, of 547 Marquette Street, was one of the investors in the association. Speaking of the benefits of the association Mrs. Dalglish stated that practically all the neighbors had gone into the proposition, with the hope of saving money.

Mr. Weller came around to our houses and asked us to subscribe," she said: "The plan was that we put from 25 cents to \$1 a week in the association which was a grocery business. When we had paid up for six months we were given an interest of six per cent. on the goods we had purchased, but we could not touch our capital. When we had paid up for two years we could draw out our capital in goods if we wished, but not in cash. It was only at the end of ten years that we could draw out our capital in cash.

"The other day we were informed not to pay in any more capital on account of the death of Mr. Weller the proprietor of the association, and now find that the organization has gone insolvent and our money has gone."

Others tell the same sad story.

**ANOTHER CO-OPERATIVE FAILS.**

**One at St. Thomas, Ont., Has Become Insolvent—Some Reasons Given.**

St. Thomas, Ont., July 30.—The Ideal Co-operative Association here is insolvent. This association opened a grocery store in the city about two years ago, mainly supported by the labor organizations, whose members subscribed for much stock.

One reason given by some of its stockholders for the insolvency is the refusal of wholesalers to give credit or to do business with the society in any way, as well as the old trouble of members breaking away and dealing at other stores.



# The CANADIAN GROCER

Established 1886.

Only Weekly Grocery Paper Published in Canada.

THE MACLEAN PUBLISHING CO., LIMITED

John Bayne MacLean - - President.

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## OPENING PRICES ON CANNED GOODS.

The attention of the trade is directed to the announcement of the opening prices on early canned fruits and vegetables appearing elsewhere in this issue. One of the biggest changes in recent years will be observed in the reduction on canned peas. A year ago, standards opened at \$1.25, whereas this year the opening price of the same line is 82½ cents. This difference of forty-two and a half cents a dozen or over 3½ cents per can is considerable, but not unexpected, as has been seen from recent market reports in The Canadian Grocer. Those who contracted for peas before May 1 last secured 2½ cents per dozen off these opening prices. At 80 cents per dozen (Group A) the retailer would have, therefore, a 20 per cent. margin on selling price if he sold 3 cans standards for a quarter. This is going to mean a much greater consumption of canned peas this year than last.

All along the line, and in every case but that of asparagus, reductions have been made in vegetables so that from all appearances consumption during the coming twelve months should be greatly increased. It remains, however, to see what corn and tomatoes will do. Should weather continue favorable the pack ought to be large and so far as tomatoes are concerned there might be considerable reduction in such a case.

Canned strawberries are lower also than last year and the same applies to several other small early fruits. Raspberry prices are not yet out.

The comparisons made with 1912 which will be found on another page are of particular interest just now and should be carefully noted by every member of the trade.

## FRUIT AND VEGETABLE OUTLOOK.

Apples, according to reports received by the Fruit Division of the Department of Agriculture at Ottawa, are not going to be an extra good crop considering the country as a whole. There has been a serious falling off in prospects due to early spring frosts, adverse weather at blossoming time and plant diseases.

In the Niagara district peaches escaped the May frosts and a fair crop, probably a large one is expected.

Early varieties have been reported better than late ones, Rivers, Champions and Triumph looking particularly well. St. John's, however, are rated at only 50 per cent. of a full crop.

The grape crop of Western Ontario is about up to the average. The large commercial vineyards escaped any serious damage from frost and are growing fairly well, but the weather has scarcely been favorable for the best results. Grapes, however, are a uniform crop, though it is not likely the crop will be as good as last year.

The plum crop is expected to be a fairly good one with exception of the lower mainland of British Columbia where almost a total failure is expected. In the inland valleys there is a fair crop.

The weather has not been favorable for tomato plants. Nevertheless, the growth is fair and the acreage much larger than last year. It is not expected though that the yield per plant will be nearly so large as last year. The demand from canners is fairly good, but from the reports received by the Fruit Branch their wants are more likely to be supplied this year than last.

## ENTER WINDOW DRESSING CONTEST.

August 8 is the latest date on which photographs for our Summer Goods window dressing competition may be mailed. There is, therefore, only one more week during which to send in entries for the contest.

Summer is a time of splendid sales for hot-weather lines and many dealers are already experiencing better sales now than they will during the winter months. The window is a big factor in these sales. Every dealer, therefore, should have several well trimmed displays during the summer months; and it is to help develop more interest in such publicity that Canadian Grocer established this competition.

Those who have had good summer windows and who have not already sent in a photograph, should do so without delay. Twenty dollars in prizes are being distributed and dealers and clerks in the smaller places do not compete with the larger cities. There is a good opportunity for everybody. Get a good picture, give a brief description of this window, on the back, and mail at your earliest convenience. You have a good chance to win, your store will secure additional advertising and you increase your sales—three sound reasons why you should be identified with this competition.

## FALSE STATEMENTS NOW CRIMINAL.

The issuance of a false or fraudulent statement has now become an offence against the Criminal Code. One of the associations which has been working to have this legislation passed is the Canadian Credit Men's Association.

The following is the amendment to the Criminal Code covering the matter:—

"407a.—Every one is guilty of an indictable offence and liable to one year's imprisonment and to a fine of two thousand dollars, who

(a) Knowingly makes or causes to be made, either directly or indirectly, or through any agency whatsoever, any false statement in writing with intent that it shall be relied upon, respecting the financial condition or means or ability to pay of himself, or any other person, firm or corporation in whom he is interested, or for whom he is acting, for the purpose of procuring, in any form whatsoever, either the delivery of personal property, the



payment of cash, the making of a loan or credit, the extension of a credit, the discount of an account receivable, or the making, acceptance, discount or endorsement of a bill of exchange, cheque, draft, discount or endorsement of a bill of exchange, cheque, draft or promissory note, either for the benefit of himself or such person, firm or corporation; or

(b) Knowing that a false statement in writing has been made respecting the financial condition or means or ability to pay, of himself, or such person, firm or corporation in which he is interested, or for whom he is acting, procures upon the faith thereof, either for the benefit of himself or such person, firm, or corporation, any of the benefits mentioned in paragraph (a) of this section."

**INTERESTING SALMON NEWS.**

Canadian Grocer received this week from a large broker and commission house in Vancouver, B.C., the following information on the progress of the salmon pack:—

"The 1913 pack is developing slowly; there has been a good run of springs on the Naas and Skeena Rivers, but this has gone mostly into mild pickle for smoking and is exported in 400 lb. casks to Europe, principally to Germany.

The Sookeye catch to date in the north is a disappointment being less than 50 per cent. of what it was up to same date last year.

"In regard to Fraser River salmon, the run to date has been light, but is improving. All of the canneries have started, but it is too early for anyone to arrive at an accurate estimate of this pack.

"Most packers have sold for export from 25 to 75 per cent. of their estimated pack; according to contract, these orders must be completed before new business can be shipped; therefore, under existing conditions, high-grade salmon for prompt shipment is very scarce."

It had been expected all along that the salmon pack would be large this year and hence that prices would be much lower. Just what the change in the complexion of affairs will be, from the above conditions, is something well worth watching.

**EDITORIAL NOTES.**

Outside mail order houses and peddlers fatten on the neglects of the retailer. . . .

If a man does not make new acquaintances as he advances through life, he will soon find himself left alone. A man should keep his friendship in constant repair. . . .

A United States spice company thinks 13 1-3 per cent. gross margin sufficient for the retailer. And there are some dealers over there fools enough to handle their goods. . . .

In order to awaken the people of Revelstoke, B.C., early on the morning of the merchants' picnic, the committee conceived the unique idea of setting off a huge dynamite blast on the mountain at six o'clock. Some employers would possibly like to see this happen every morning.

**Western Prospects Encouraging**

**W** RITING from Wolseley, Sask., a representative of this paper sends a hopeful message regarding Western crops, and at the same time expresses the anxiety felt over the ripening crops. He has been traveling over Western Canada for years so that his information is gathered first hand.

"Wherever I have been," he says, affected adversely Saskatchewan, the crops have greatly improved during the last two weeks with the help of abundant rains. They are now making rapid progress in all parts but will, generally, be a little later ripening than last year. There, of course, is much anxiety felt throughout the country about them yet as they are still liable to be effected adversely by a number of things that may happen between now and harvest time. These dangers, however, are mostly local and it is improbable that they would affect wide areas.

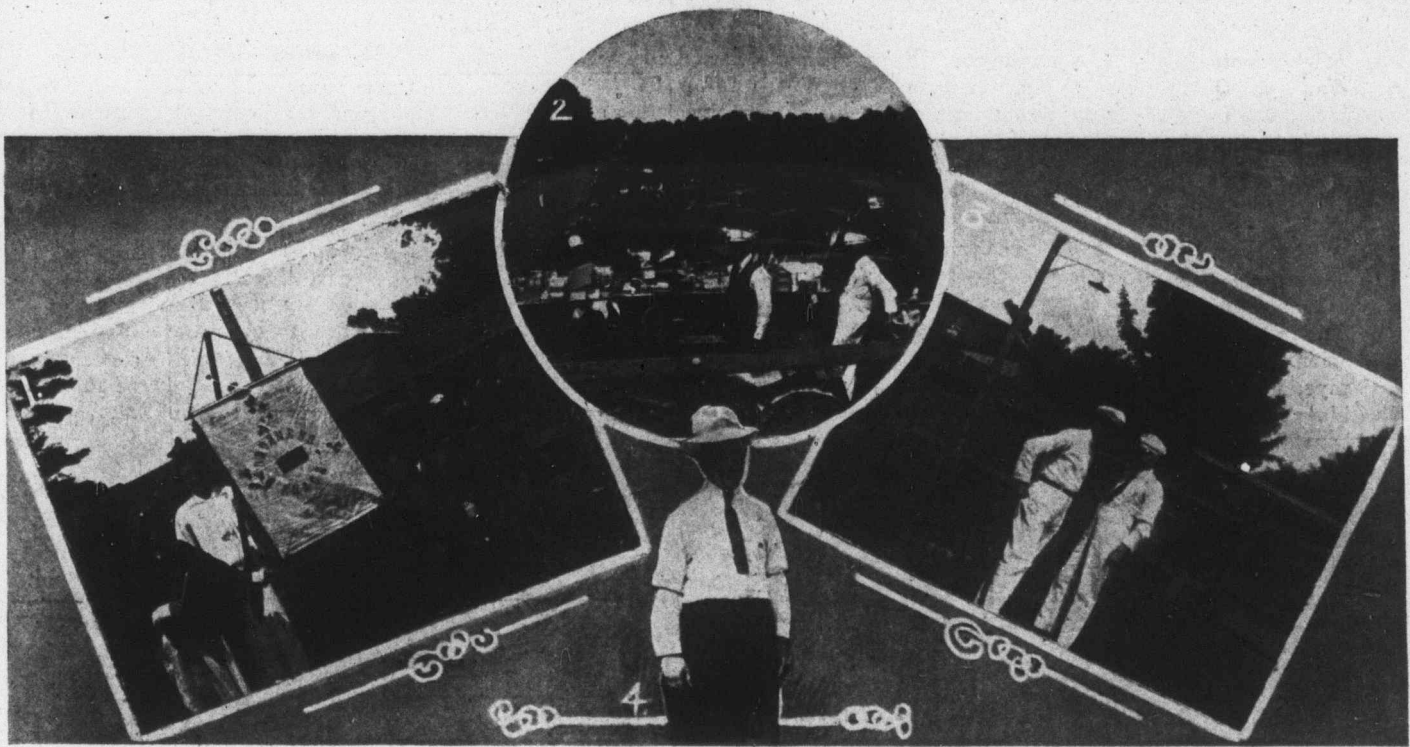
"This does not relieve the anxiety of the farmers and merchants because it is impossible to tell just where a hail storm, a frost, or a blighting wind may strike and destroy or sadly damage their hopes and it would be little consolation to them that in other sections there was prosperity.

"So far as the general yield of the crop is concerned a large yield is now almost assured. The country is so big and the grain district is spread over so vast a region, there is little doubt of an abundant harvest. Conditions on the whole point to a better return than last year. For the reasons cited above, however, business has not greatly improved yet and will not till the grain is in stook. The merchant and business people in each district will be cautious in their buying until they know results in their individual localities. Manufacturers and wholesalers should, on the other hand, be prepared for a good season's business in the fall. Money still remains somewhat tight and the banks are loath to part with it if they have it, even upon the best security. There is very much complaint among farmers on this account and it is probable many of them have some reason for doing so.

"On the whole, however, the stringency may have a good effect in checking the tendency to so much speculation which for a few years past has been carrying many off their heads and as a consequence a great deal of money that should be in circulation is tied up in unproductive property. Many of the worst offenders in this were farmers; the craze of speculation raged among them as much as among other classes, while the effect in their case was often more injurious.

"It is alleged that numbers used their ready money, that should have been employed to liquidate their debts with the local merchants, in speculative schemes of buying land they could not profitably work, or tied it up in town lots that are now bringing them no return. Other classes such as mechanics would no doubt have done the same thing but it was not as easy for them. There is no need to say, however, that the West is as sound financially to-day as it ever was and values in all legitimate businesses and properties are better than ever."





Some Views From the Front—(1) The Snack banner carried by the daughter of "Bay" Hill and the twin sons of Wm. Meen; (2) Looking over the picnic table from the judge's stand; (3) Sec. McIntosh and Vice-Pres. Geo. Campbell, talking over business; (4) E. C. Smye, the new president.

## Men of Drummer's Snack Again Hold Forth

*This was the twenty-first annual outing of this historic body of travelers. For a night and a day it was given the freedom of Georgetown and a great time for everybody was the result. The events included a bowling game, a concert, a ball game, Calithumpian procession, and sports of various kinds. The Canadian Grocer's representative on the grounds gives here a few of his impressions on the great outing.*

*Special Staff Correspondence.*

Georgetown, Ont., August 1.—Once again have the Drummers had their Snack. As regularly as the cycle of moons go round and the month of July comes upon us, then will ye find that annual pilgrimage to this fair town, which has now welcomed these happy and care-free men-of-the-grip for three successive years.

Last Friday night and all day Saturday the fun ran high. The Drummers' Snack Club outing was celebrated for the twenty-first time. It had become of age, and why shouldn't there be a good time? The fun was of the healthy, wholesome, above-board variety, as it always is, and no one could mingle with these Drummers without feeling that his life had been lengthened by the contact. That feeling of happiness—that life is more than worth the struggle—penetrated to the remotest frontiers of everyone, even the bulkiest individual that donned a pleasure seeker's garb for the outing. There were no bits and curbs to the current of enjoyment. The fun was unconfined, free as the ozone, and it was drunk deep to the lees.

### A Time of Double Pleasures.

The mere mention of the Drummers' Snack outing recalls to the memory of anyone who has ever been there two outstanding features. They are the entertainment of "the night before" and the sports of "the day after." Pleasures, it is said, come to us singly. But not so with the Snack. No sooner is the one over than every preparation is made to get the most from the second. And the 1913 outing was no exception. Past President Wm. Meen and his able staff of adjutants know just as much about human nature from an entertainment standpoint as Eve did of the likes and dislikes of Adam from a dietetic standpoint. The art has been carefully handed down through the long ages.

The programme on Friday night was good to look upon. Some of the best talent from Toronto and Hamilton had been secured. A number of the soloists and entertainers were old friends of the Snack. The latch-string is always out for them, and they are always there. When they appeared on the big platform, bedecked with flags and fancy

illuminations, and shaded from the falling dew by overhanging foliage of nature's own construction, they were given "the glad hand of fellowship" in the form of Drummers' applause. A new feature was the presence of the Xylophone, on which a Toronto male quartette disported themselves gallantly. The study in expression was as varied as four faces could make it. Miss Margaret Park Wilson, the favorite Toronto contralto of the Drummers, was again present, and in her solo, "Killarney, My Home O'er the Sea," which was interspersed with applause, delighted the throng of 2,000 good folk in attendance. "Some Time, Dear Heart, Some Time," was a happy selection as an encore. Ernest Bowles played the accompaniment for Miss Wilson and the other soloists, and became the "Professor" when Harry Bennett danced upon the scene.

Then there were the Lauder songs of Harry Bennett; a monologue entitled "The German Soldier," by Billy Dore, which in itself contained the proverbial barrel of fun; solos by Miss Isobel Groves, of Hamilton, which were fur-



ther bright spots in the entertainment; the Watlings Quartette of Hamilton; Harry Eckstein as Madame Drummer Snackinski, the Russian hypnotist; Charley Smye and Frank Boles in the same skit, and Jules Brazil, the piano monologist. Here was an array of artists unsurpassed before any vaudeville footlights, who for almost three hours held every listener to his chair. That there is much talent among the Drummers, from the new president, C. C. Smye, on down through the ranks, was clearly evidenced from the concert that night, as well as in concerts of the past.

**From Romantic to Prosaic.**

A night's sleep, or the absence of it, found the inhabitants of the town in their merriest moods in the morning. With fond recollections of the pleasing entertainment of the night before and anticipations of the coming events of the day, it was difficult to settle down to the prosaic function of an annual meeting. President Meen collected his cohorts in the Georgetown Club Rooms, where the business of the year was concluded, where officers were elected, bouquets were passed around, together with wit and wisdom, not the least of the latter being the oratory of Michael Malone. In one of his ardent flights he expressed the "gratification, the pleasure and the gratitude" of the Snack to the talent of the night before, and in this he had good backing.

The election of officers by the Drummers' Snack Club runs as smoothly as "Bay" Hill talks to a prospective customer, or "Billy" Dore sings a German song. The analogy might be still further drawn to include the smoking of a cigar by "Billy" Colville. The unanimous choice of the meeting for president was C. C. Smye, traveller for Balfour Smye, who had been vice-president last year, and a Snack member of long standing. Geo. Campbell, traveller for Pugsley, Dingman & Co., Toronto, is vice-president. The entire list of officers is given elsewhere.

**Case of Too Much Smith.**

It is said there are more "Smiths" playing baseball and preaching the Gospel in America to-day than representatives of any other name. Those who lined up in the ball game on Saturday morning under the captainship of Wm. Meen will believe without further proof the truth of the former. Charley Smye as leader of the Presidential team signed up one, Vernon by name, but the team was all Smith. He occupied the box. As those who faced him will affirm, it was about as difficult to get a base hit off his delivery as to prevent a snowball from melting on the other side of the Stygian

Flood. Harry Eckstein, the erstwhile woman impersonator of the previous night, had made many conquests in his accordion-pleated costume, but when he donned the mail attire to pitch a baseball game he was clearly out of his element. Nevertheless the game was an interesting one—apart from the disparity of the score, which for press purposes was given as 4 to 3, but which was really much more appalling. The President's team consisted of V. Smith, P. Coffin, R. Rattenbury, G. Griffith, Sol. Walters, J. Clark, W. J. Bryans, Pop. Somerville, and C. C. Smye.

The Vice-President's line up included: R. Asher, H. Eckstein, O. Wilder, G. McKenzie, B. T. Huston, T. Hickey, R. Thurston, T. Faulkner, and W. Meen.

The umpire was Chas. Smith, who, contrarywise—as Alice in Wonderland would be prone to say—and unlike the

**A Lively Nest of Hornets.**

Once again the scene is changed. This time the spotlight is turned upon the arena in front of the grand stand and the judges' stand as well. Things were lively that afternoon, particularly so far as the latter was concerned. Unconscious of the fact that there was to be a large celebration there, and oblivious of the attendance of the knights-of-the-road, a colony of hornets had selected that same judges' stand as a nesting place. Somewhere in its lower recesses was located the miniature house of mud, but no one took the time to locate it and annihilate it. Therefore every little while, a sentry from the insect family darted out, pierced the ear, cheek, neck or some other part of the anatomy and as mysteriously disappeared again. The hornets had just as good a time as the rest of the crowd. And why shouldn't they? It wasn't every day the prosperous drummers were on hand.

**A Display of Bravery.**

No sooner had George Smye and Michael Malone mounted the high steps with the megaphone than the button was pressed and things began to move. Despite repeated warnings and pleadings, Jim Hooper and Sol Walters essayed to judge the babies. And as it afterwards turned out, they acted properly as there was no after disturbance. Some say that men should not be baby judges—that they are inclined to judge the mothers rather than their offspring—and that this is a woman's right. Be that as it may the decision was a popular one judging from grand stand applause. By the way, first prize was captured by Master Jack, son of Mr. and Mrs. Alex. Earle of Creemore, Ont. Mr. Earle is a merchant there, is an honorary member of the Snack and an old reader of Canadian Grocer.

**No Time for Recreation.**

No sooner was the baby show a matter of history when the foot-races and the small boy held sway. The track was black and white with him and it required jail and revolver threats from Mr. Malone to keep him to the opposite side. The megaphone worked overtime. Soon, however, his voice began to give way and was succeeded by the stentorian tones of Charles Smye who finished the performance. It was a busy day for Geo. Campbell, "Pop" Somerville, "Billy" Colville and Charley Silver. They handed out the trophies won and as every baby got a prize and sometimes every boy and girl in the races—and some had to be run on the relay plan—they had scarcely time to light a cigar or wet their whistles with a tint of ginger ale or pop. On the arena below Jim Hooper, Wm. Mills, Sol

**OFFICERS FOR 1913-14.**

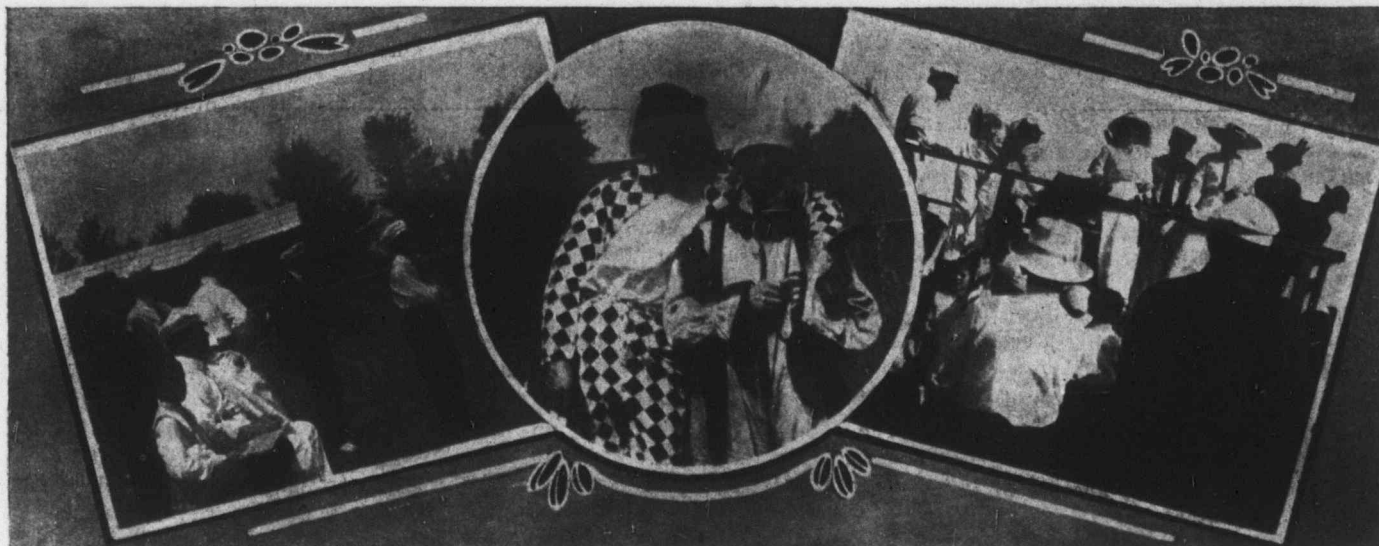
President.—Chas. C. Smye.  
 Vice-Pres.—Geo. Campbell.  
 Gen. Sec.—Treas.—P. McIntosh.  
 Toronto Sec.—Chas. Silver.  
 Hamilton Sec.—Pop. Somerville.  
 Home Sec.—Jack Willoughby.  
 Executive (Toronto).—Sol. Walters, Wm. Miller, C. A. E. Colwell, Wm. Madill, Geo. McKenzie, Wm. Colville.  
 Hamilton Executive.—W. J. Dore, Geo. Griff'n, H. Eckstein, R. J. Rattenbury, V. Smith, Jno. Hyslop.  
 Executive at Large.—Col. Stoneman, Hamilton; O. Wilder, Orangeville; Bert Groskurth, Toronto; R. J. Thurston Bronte; J. D. Abram, Durham; Hugh Rennie, London.  
 Auditors.—Robt. Algie and Capt. W. G. Read.

majority of "Their Umps," handled the game carefully, correctly and fearlessly. His son was the aforementioned pitcher who brought fame to the family.

**The Calithumpian Parade.**

After the mid-day meal the sports were next on the bill of fare with the big Calithumpian parade as a forerunner. Here was an item to make the heart of the small boy glad. Almost every department of the human race was represented. "'Tis funny the difference a few clothes make." There was the Japanese, the Chinaman, the clown, the German, Mexican, the Irishman at the Donneybrook Fair with his big shillaly and a brown duster, aged 13, that was too small for the owner thirteen years ago; there was the representative from the zoo; the well laden float of happy, care-free children and the cart that must have come through the Battle of Waterloo. This brief reference must suffice to describe—through lack of space—the passing of the great Calithumpian parade. It captured the town and everybody came to see the sports.





From left to right:—(1) Watching the ball game, Wm. Mills, scorer; others include W. J. Dore and M. Malone; (2) In the Callthumpian parade—Billy Dore & Charley Smye; (3) The stand of the prize distributors with some prizes already captured.

Walters, Billy Dore and a few more sweltered in the sun and longed for a few moments by the breezes of the Humber or Hamilton Bay.

A little circus touch was worked in on the track by Roy Rattenbury, Harry Eckstein and Frank Boles. The former, as a descendant of Uncle Tom, created considerable fun by his "graceful" gait. Nevertheless when the 100-yard travelers' event was run he took the scalps of Robert Robinson and W. J. Dore and galloped in a nick or two in advance. He must have had some practice stealing chickens and watermelons. Harry Eckstein appeared in his daintiest frock—catchy sunbonnet, wind-blown veil, low neck and, and—(but alas! The society editor has disappeared and we are at a loss to describe the remainder of the paraphernalia). Frank Boles in the garb of an evangelist, or something similar, was the escort. And a difficult time he had of it. Ask the clerks of the course.

#### Drummers Can Travel Some.

This same Mr. Rattenbury—he with the dusky countenance—won the fat travelers' race. Wm. Mills and Jack Hyslop were the runners-up. These travelers are "some" goers. It would be safe to say that any of them could on that day have sold ice cream cones to the white Esquimaux or full length furs to the inhabitants of the tropics.

Had Billy Dore and Jack Hyslop won the pick-a-back contest they would have been disqualified, so the judges said, for not completing the full distance. Mr. Hyslop was surely the white man's burden on that occasion.

For ten years back, so some one affirmed, Michael Malone has been the famous barrel pugilist. All comers have

had to succumb to his mighty first punch. Could he come back? Did Jeffries? No. Same answer applies here. Mr. Malone had a sore hand—burnt by the "devil-among-the-tailors" fireworks—but so had Geo. Griffith. Billy Dore also fell before the onslaught of Mr. Griffith.

#### The Women Kickers.

When a woman kicks a football as far as a man, then woman's suffrage should not be far distant. It requires kickers to win things. Miss Walters was an easy winner in this football event. Mrs. Geo. Smye was also in the money and for just one kick carried home sufficient tea for a year's social functions.

Even if they won nothing else, travelers should always easily capture early call races. But in this instance the best they could do was second prize, which went to Jack Hyslop. With two suits of pyjamas for his day's outing, and being in need of one at least, he went home very happy.

The broom ball contest was what the ladies might term a "scream." A dozen women, brooms, a football, a whistle, and dust, without any dustless sweeping powder—and, gentle reader, you may imagine the rest!

Women's handiwork was tested in the needle threading contest and here were two travelers' wives in the limelight—Mrs. Geo. Smye and Mrs. E. L. Aiken, winners of first and second respectively. Drummers have evidently an eye out for the experts among the feminine sex.

#### Contest of the Artists.

Laying down his megaphone and deliberately removing his glasses, Charles C. Smye, president elect, after due con-

sideration, went into the talent race against William "Jennings" Dore. At one time it was thought to be a walk-away for the German soldier, but such was not the case. Heels and knees close. It may have been that Mr. Smye, who was said to have had a curious dream the night before, was a little unnerved. He roomed with Mr. Eckstein, that woman impersonator, who is just as liable to effect a transformation at unexpected times as during an entertainment.

#### The Tug of War.

From a pulling standpoint, Georgetown citizens have the bulge on the travelers. This was demonstrated by the tug of war which was really the only evidence of everyone not pulling together during the day. With such men as Chas. Smith, W. J. Dore, Wm. Meen, Pop Somerville, Geo. Smye, Bob Asher and Anchor S. Walters, better results were to be expected.

In the fat man's race, open, father and son of the Walters' family were prize-winners, with the son trimming the father.

#### A Friend of the Juveniles.

The philanthropist of the picnic was undoubtedly W. J. Colville. From the vantage point of the prize stand he kept throwing out samples of cocoa, shoe-polish, cleansers, etc., etc., to swarms of the coming generation. At times there appeared to be an inexhaustible supply. But all things must have an ending and soon after the trees against the western sky began to throw their long shadows, the supply came to an end, the afternoon's fun was over, and the famous outing for the twenty-first time had come to a close. God save the King.



## NOTES ON THE OUTING.

To Georgetown next year again.

An ear trumpet and a hat was all "Bob" Asher required Friday night.

Bed at two o'clock Saturday morning was considered early. Some missed it the Snack.

When "Bay" Hill and the tin photography man talk Italian, you would actually think you were in Venice.

The ball game was a real tragedy. Eighteen to —, but then we were asked not to mention the actual score.

If Mayor Moore conducts his municipal affairs as he did those of the concert we should all like to live in Georgetown.

Where were Col. Stoneman, Jno. Wildfong, Russell Smith and Bert Groskurth? It is a long day since these missed the snack.

For many of the travelers there was an extra, if unofficial, bright spot in the outing—a pleasant time at the home of Mrs. Coffin.

Chas. Smye was not the only one who didn't know Harry Eckstein in female attire. He fooled even the chief of police and Billy Meen.

General Secretary Phineas McIntosh must once have been in the mail order business. He is compiling mailing lists for the benefit of the Snack.

The Drummers' Snack is one place where the tired traveler does not have to rise early to catch a train. He comes during the day and leaves when he wishes the next.

For three years previously W. J. Colville missed the Snack on account of his work taking him to Montreal. He is now back in Toronto and is still one of the keenest of members. Absence surely makes the heart grow fonder.

It was about as difficult to get news of the bowling contest from travellers as to extract secrets from a dumb waiter. With Georgetown citizens, however, it was different. They won the bowls presented by the president, C. C. Smye.

## CATALOGUES AND BOOKLETS.

S. F. Bowser & Co., Inc., Fort Wayne, Ind., and Toronto, are sending out attractive booklets and literature regarding their self-measuring oil outfits. One of these, "For Your Store," shows half-tone cuts of the various outfits manufactured by the firm, as well as illustrations of how these are made. A booklet entitled "More Profit With Least Effort" is illustrated with pen drawings as well as engravings demonstrating how the pumps are used. Another booklet of the folding type deals further with operation of the system; while a fourth shows cuts of stores in which it is installed.

## Merchants' Picnics

Brantford, Ont., July 28.—Wednesday last saw a good crowd at Agricultural Park. The seventh annual excursion of the West Toronto Business Men was run to this city, bringing 700, the events being held at the park, and the St. Mary's intermediate lacrosse team, which played Brantford in the afternoon, brought 200 supporters. The Toronto excursion, with which there were many grocers, arrived in the city at 11.30, and went at once to the park.

The first of the sports was the baseball game, C. P. R. firemen vs. West Toronto Business Men. The score was 18-10, with the merchants on the long end.

In the afternoon a big list of races was run off. There were twenty-nine events on the programme, and the number was supplemented by several others.

Previous to the lacrosse match, Mayor Hartman welcomed the Toronto excursionists and the St. Mary's team and supporters.

## GALT HAS GOOD PICNIC.

Galt, Ont., July 30.—The Merchants' picnic of 1913 is now a thing of the past and all that remains are memories of a most successful excursion.

Last Wednesday's outing was the sixth annual, and it proved to be the largest excursion party that has ever left Galt, between 1,800 and 2,000 people being aboard the two special trains. The crowd did not get home until the early hours of the morning, physically tired out, but all expressed themselves as being thoroughly satisfied with the day's enjoyment.

The attraction on the programme for the morning was the annual ball game between teams representing the North and South sides of Main Street for the championship of Galt. The South side team gave the followers of the game a big surprise when they finished victors by the close margin of 6 to 5.

There were sports of all kinds, and a splendid day was the result. The officers of the association and committees are:—

President—Frank Blair.

1st Vice-President—J. H. Laird.

2nd Vice-President—W. W. Wilkinson.

Secretary-Treasurer—G. T. Hamilton.

Asst. Secretary—A. Windell.

Transportation Committee—T. E. McLellan, T. A. Rutherford.

Advertising Committee—R. L. McGill, L. H. Cant, Dr. Deans.

Sports Committee—Hy. Dakin, Leon Shupe, A. S. Taylor, Mel. Willard, Jas. Fraser, C. D. Worthington, Dr. McKay, M. Mundy, G. B. Elliott, D. McNaught, John Alison, J. H. Laird, John Tait, Ed. Kinzie.

Music Committee—N. L. Moore, G. MacFarland, A. Willard, C. Head, S. L. Clark, F. MacDonald, C. Despond, R. Darragh, A. Dykeman, H. Willard.

Refreshment Committee—R. L. McGill, J. H. Laird, R. Meikleham, J. Walton, W. C. Glennie, J. Skoyles, A. C. Macauley.

## GOOD CROWD ON SHORT NOTICE.

Regina, Sask., July 30.—By far the largest and most successful picnic party yet given this year was the picnic organized by the retail grocers of the city and held at Saskatchewan Beach last week. Fully 600 people took passage on the C. P. R. train. The day was all that could be desired so far as the weather was concerned and nothing occurred to mar the enjoyment of the occasion.

Taking into consideration the fact that only a week ago the picnic was first considered, the success with which every detail of the programme was carried out was nothing less than remarkable. As soon as the project was first talked of everyone went to work with a will to make the affair the best yet, and the result has been most gratifying to the committee in charge.

It is understood from those in authority that the event will be made an annual affair, and that next year the picnic will exceed that held this year in point of numbers at least by many hundreds.

## UNIVERSAL HALF HOLIDAY.

Calgary, Alta., July 30.—"The biggest on record." That is what is claimed for the Retail Merchants' picnic held at Lowry Park, on the Bow River, last week. Fully 15,000 people, it is claimed, took in the outing. There were speeches, a baby show, foot races, potato and sack races, obstacle, egg and spoon races, a tug-of-war, a whistling race, etc., etc.

The result was a splendid time for everybody. One of the speakers, R. B. Bennett, M.P. for Calgary, advocated a universal weekly half holiday, not only in Calgary, but throughout Canada for merchants. He claimed that it was merely a question of all the workers getting together on the subject, and they could bring a universal weekly half holiday about. It need not necessarily be on Saturday; it might be Wednesday or Tuesday of the week; but if the people demanded it they could have it.



# The Clerks' Page

By the Cub Reporter

## ETIQUETTE FOR CLERKS.

By Harrold Haggan, Aylmer, Ont.

Every clerk is, or should be, desirous of increasing his or her selling powers and salary. In order to do this he must try to study out a plan whereby he can profit by it—not by dishonesty, but by honesty, as honesty is the best policy.

To this plan there is no limitations. He must meet the conditions just as they happen to fall in his path. Don't wait until it is too late, and then say: "If I had only done better yesterday, I would be worth more to-day."

There are some suggestions which I would like to make, which are as follows: Always greet the customer, if you are not busy with another customer, with a cheery "Good morning, Mrs. —," and, with a smile, step up to the counter, book in hand, and proceed to take her order. When the order has been taken, it would be a wise plan to read over your list and see that she hasn't missed anything; then introduce any fresh fruit or vegetables which you have for sale, or some article which you have for display on the counter.

If the customer complains of the price try to give some feasible reason for it. This often makes a sale, which otherwise would be lost.

If the customer decides to carry her parcels after you have offered to deliver them for her, step to the door, and, opening it, dismiss her with a gentle "Good morning" or "Good-bye."

When business is not rushing, see that all of the bins are filled and enough soap unpacked, etc., etc. One instance which shouldn't have happened comes to my mind. A woman came into a grocery store and sat down on one of the stools at the side of the counter. The clerk was sitting on a box at the back end of the store reading a newspaper. He glanced up when the customer entered, but sat still and continued to read.

At last she became tired waiting and started to go out. Then the clerk was aroused to action. He jumped off the

box and yelled after her: "Did you want anything?" The lady returned and asked if they had a certain kind of toilet soap. "Yep, we've got it somewhere. You just wait a minute and I'll see for sure."

He then proceeded to the warehouse like a mechanically-driven toy, and, after spending some time there, went to the cellar, and returned in a few minutes to say that "he guessed they didn't have any."

If this clerk had been wide awake he could have told the customer in a minute whether or not they had the article, and if they did, he should have known exactly where it was.

## CLERK WHO SPEAKS GERMAN.

A Western merchant inquired from Canadian Grocer last week for a clerk who wanted to go West and who was capable of taking charge of a department. He preferred one who could speak German as well as English. His name and address will be given on application by letter to our Toronto office.

## PERSONAL ATTENTION.

Clean linen.  
A clean shave.  
A shoe shine.

"These three things should form part of the attention of every clerk every morning." So says a prominent salesman with one of the largest store equipment houses in Canada and the United States.

This man believes greatly in the selling power of cleanliness. A clerk, he maintains, before assuming his duties each day should see that the linen he is wearing is unsoiled; he should see that his beard—if he is old enough to grow one—has been shaved, and that his shoes are carefully shined.

"Customers appreciate these things," he declared, "even if they do look small.

They give the idea that here is a clerk who desires to give good service, clean goods and courteous treatment. They are business builders of no mean standing."

Personal attention is surely an important requisite in a good salesman.

## OBSERVATIONS OF THE CUB REPORTER.

Wisdom is worth more than riches.

There is no defeat except from within.

A salesman sells; a clerk waits on customers.

If a clerk is worth his salt he must be a worker.

The man who does best what the multitude does well is to be envied.

Personal cleanliness is part of the service to which customers are entitled.

Longfellow says that great is the art of beginning, but greater is the art of ending.

Happiness, some one has said, is a fruit that grows low along the ground. Little children and wise men pick it, while fools are looking up at the trees."

Chas. James Simmons, for many years in the retail and wholesale grocery business in St. Vincent, B.W.I., has passed away. The business will be carried on in future by James Kernahan and his son, C. J. Simmons, as Gregg & Co.



# Current News of the Week

## QUEBEC AND MARITIME

The storehouse of Auld Bros., general merchants, Charlottetown, P.E.I., was destroyed by fire.

John A. Moir, tea broker, Montreal, had a visit from J. C. Whitney & Co., Chicago, last week.

A. G. Snowdon, Snowdon & Ebbitt, Montreal, has returned from an extended trip through to coast.

T. N. Anderson, of Montreal, Canadian sales manager of the American Can Co., visited New York last week.

J. E. Hawkins of E. Hatton Co., Montreal, P.Q., is spending a few days at his summer home, Woodlands, P.Q.

A. H. Brittain, Maritime Fish Corporation, Limited, Montreal, paid a visit to Toronto last week with his wife and baby.

Geo. R. Adams, Richard Dickenson Co., Limited, London, Eng., was in Montreal all last week opening up agencies. He left on Saturday for Maritime Provinces.

A. W. Forsyth, assistant manager of the grocery department of Goodwins, Ltd., Montreal, returned last week from a two weeks' holiday at his camp at Johnston's Point, P.Q.

Augustin Comte & Cie, Limitee, Montreal, have suffered heavy loss from fire. Their premises were gutted, correspondence and everything having been lost. Those who have lately written them would do well to correspond again.

Laporte, Martin, Limitee, Montreal, intimate that "La Lune" and "Le Soleil" are their brands of castille soap, and are not to be confused with "Minerva," their olive oil mark, as might be inferred from their advertisement in last week's issue.

## Ontario.

E. Vatcher, grocer, Toronto, is succeeded by W. G. Bagley.

Mr. Fox, of Fox & Brady, Lindsay, has gone into business for himself.

R. B. Hayhoe, Toronto, is spending two weeks' vacation in Muskoka.

David Bell, general merchant, Rockton, Ont., died recently at the age of 62.

Samuel Taber & Son, Norton, Ont., have disposed of their general store to F. S. Harrison.

Capt. Wm. J. Ramsay, an old-time wholesale grocer in Toronto, passed away last week.

Jas. Burns, grocer, Brantford, Ont., spent a few days in Toronto towards the end of last week.

The annual picnic of the D. S. Perrin Co., London, Ont., was held last week to Port Stanley, Lake Erie.

The McCormick Manufacturing Co., London, Ont., held their annual picnic last week at Springbank Park.

C. R. Furness, representing Red Rose Tea, started again on the "road" this week, after an extended vacation.

Thomas Kinnear, of Thomas Kinnear & Co., Toronto, has returned after a five weeks' tour of Western Canada.

Burglars entered the grocery stores of O. L. Kreitner and Campaigne Bros., Niagara Falls, Ont., last week. The former lost only 62 cents, but the latter were less fortunate, the robbers getting \$30 in cash and a watch.

The Grocers' section of the Retail Merchants' Association of Woodstock, Ont., met recently, and decided to change the closing hours from 7 to 6.30 p.m. except Saturday which will be 10 o'clock, with no orders taken for delivery after 8 p.m. The Ministerial Association was consulted and were quite in favor of this change for the summer months. Fred Millman is the president.

## Western Canada.

Andrew Murray, grocer, Vancouver, is dead.

Heaney Bros., grocers, Winnipeg, are succeeded by Gadway & Co.

B. Grand, grocer, Winnipeg, has been succeeded by Grand & Gilfix.

A. C. Waller, grocer, St. Boniface, Man., is succeeded by Howat & Trum-pour.

Joseph H. Payne has purchased the grocery stock of the A. & W. Sales Co., Wetaskiwin, Alta.

W. C. Norris, grocer, Nokomis, Sask., has installed a new silent salesman and a large cash register.

Rubin & Grand, Maple Creek, Sask., have taken over the Maple Creek Supply Co. and will retain the latter name.

The employes of the F. R. MacMillan departmental store, Saskatoon, Sask., held their first annual picnic last week.

A \$16,000 fire occurred recently in the general store of S. W. Dawson, Earl Grey, Sask. Loss was partly covered by insurance.

A Retail Merchants' Association has been formed in Battleford, Sask. The officers are:—A. J. McCormack, president; F. E. Duxbury, 1st vice-president; M. H. Argue, 2nd vice-president; G. H. Guzzwell, treasurer; and G. T. Young,

secretary. Sixteen members were obtained at the meeting, and these also became members of the provincial organization with which the local association is affiliated.

The Railway Commission of Saskatchewan has ruled in favor of the Retail Grocers' Association in Prince Albert to the effect that the railway companies cannot collect here from consignees cartage for transporting goods from premises of the shippers in any Western city to the cars. Up to the present it has been the custom to have on the freight bills what is called an "advance charge." This means that the railways were collecting from the local consignee the charges of the cartage company in another city for transporting the goods from the premises to the car.

At the meeting of the Kelowna, B.C., Merchants' Association recently the subject of giving credit to "slow payers" was discussed. For a long time it has been felt that some combined action should be taken to stop the increasing burden of bad debts and the doubtful accounts with which the merchants have to contend, and steps are being taken which will help to reduce these to a minimum.

The need of legible signs at the corners of the streets was also brought up, and a resolution passed that the council be urged to provide these. The assistance of the board of trade was invoked in pressing the matter upon the council.



To ALBERT HUDON, of Hudon & Orsali, Montreal. Mr. Hudon was born in Montreal on August 1, 1872, and has been seventeen years with the above business.

To JAMES LANGSKILL, president of White & Co., wholesale fruit dealers, Toronto. Mr. Langskill was born in the Orkney Islands, Scotland, August 7, 1864. He has been connected with White & Co. for the past seven years, and previously was in the grocery business for 15 years.



# Opening Canned Goods' Prices are Out

Early Vegetables and Fruits Generally Lower Than Year Ago—Big Consumption of Sugar at Present, Due to Preserving Season—Some Dried Fruit Advancements.

## MARKETS IN BRIEF

### QUEBEC.

#### PRODUCE AND PROVISIONS—

Cooked meats higher by ½ to 1 cent. Butter continues to show easiness. Decline of 1 cent anticipated. Cheese firming up at country points.

#### FISH AND OYSTERS —

Gaspé salmon advance 2 cents. Doree up another cent. Domestic canned sardines up about 10 per cent.

#### FRUITS AND VEGETABLES—

Heavy season for raspberries and cherries now over. Blueberries coming forward slowly. Potato and tomato markets appear to have become settled once more.

#### FLOUR AND CEREALS—

Rolled oats drop to \$2.10 for 90s. Crop prospects excellent. Higher prices looked for on mill feeds.

#### GENERAL GROCERIES—

Opening prices announced on canned goods. Several advances recorded in nuts. Molasses firm; stocks in retailers' hands light. Coffee keeps easy. Cotton seed oil registers a still further advance.

### ONTARIO.

#### PRODUCE AND PROVISIONS—

Hams and backs advance again. Increase of 10 to 25 cents in hogs. Compound lard up ½ cent. Eggs have firmer tendency; butter falls off.

#### FISH AND OYSTERS—

Trout and whitefish advance 1 to 2 cents, both scarce.

#### FRUIT AND VEGETABLES—

Cucumbers, potatoes and tomatoes more plentiful, with cucumbers cut in two. Raspberries and cherries retain prices and crop will be over in a week.

#### FLOUR AND CEREALS—

Advance of 10 cents in cornmeal, and a drop of 5 cents in rolled oats and oatmeal. Wheat reports continue favorable. Ninety per cent. of Ontario fall wheat harvested.

#### GENERAL—

Big reductions in many lines of canned goods, particularly peas. Advance in new crop of prunes. Better grades of new tea higher. Canadian beans drop 30 cents.

## QUEBEC MARKETS.

Montreal, July 29.—As this is now the between seasons period, and approaching the time when a great number of travellers will be taking their holidays, trade is seasonably dull. No complaints are heard, however, so that the dullness would appear in no way abnormal. Remittances, too, are fair, and with fine growing weather rushing on an early harvest, dealers are more hopeful than ever for a good healthy fall business.

Another advance has been recorded in cottonseed oil, which is now quoted at \$1.20 to \$1.35, according to quantity. Dealers are beginning to ask if it will ever stop advancing.

**SUGAR.**—Demand for sugar continues heavy. Refiners are working to full capacity, and in one case are said to be still behind with orders. Stocks on hand are light, so that with heavy preserving ahead there appears no possibility of demand letting up. On the other hand, prospects for European beet crop are exceptionally good. Though rumors have said that sugars are to-day below cost of production, some hesitate to believe it on the ground of observations in the past. Dealers, however, anticipate no change in immediate

future until something more definite can be ascertained with regard to new crop and available supply for future.

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

Barrels granulated and yellow may be had at 5c per cwt. above bag prices.

**MOLASSES.**—There is little change in the molasses situation this week. Market holds firm, and with a shortage in the crop of about 20,000 puncheons, as compared with last year, conditions would appear to favor an advance rather than a decline. Further, molasses came out on bare market, in one dealer's estimation the barest in 25 years. Retailers have been buying, but not heavily, so that dealers look for a heavy demand in the fall, and under these conditions anticipate an advance.

Barbados Molasses—	Prices for Island of Montreal.		
	Extra	Fancy	Choice
Puncheons	.44	.41	.39
Barrels	.47	.44	.42
Half Barrels	.49	.46	.44

For outside territories prices range about 2 cents lower per gallon than for delivery, Island of Montreal. Carload lots of 20 puncheons or its equivalent in barrels or half barrels, to one buyer, may be sold at "open prices." No discounts will be given.

Corn Syrups—	
Barrels, per lb. .03¼; ¼ bbls. .03½; ½ bbls. .03¾	
Pails, 38½ lbs. 1.75; 25 lbs.	1.25
Cases of 2 doz. 2-lb. tins, per case	2 40
Cases of 1 doz. 5-lb. tins, per case	2 75
Cases of ½ doz. 10-lb. tins, per case	2 65
Cases of ¼ doz. 20 lb. tins, per case	2 60
Maple Syrups—	
Pure, per 8½ 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

**DRIED FRUITS.**—There is much skirmishing with regard to raisins. Question arises as to whether California loose will be able to hold the business they captured last year if Valencias can be bought at ½ to ¾ cheaper than 3-crown Californias at prices quoted by the combination. It has been suggested that in some quarters a special price should be made for Canada in order to meet outside competition. Whether the Canadian trade will stand by the California raisins or not is a question, but with Valencias at a lower figure the temptation to swing over would be strong.

EVAPORATED FRUITS.	Per lb.
Apples, 50-lb. boxes	0 08
Nectarines, choice	0 11
Peaches, choice	0 09½
Pears, choice	0 12½

DRIED FRUITS.	
Candied Peels—	
Citron	0 17
Lemon	0 11
Orange	0 12
Currants—	
Amalias, loose	0 07
Amalias, 1-lb. pkgs.	0 07½
Filiatras, fine, loose	0 06½
Dates—	
Dromedary, package stock, per pkg.	0 10
Paris, choicest	0 11
Hallowee, loose	0 05
Hallowee, 1-lb. pkgs.	0 06½
Figs—	
Finest, 6 crown, about 12 pounds	0 15
Same fruit, 5 and 4 crown, 1 and 2 cents less.	
Prunes—	
40 to 50, in 25-lb. boxes	0 13
50 to 60, in 25-lb. boxes	0 12
60 to 70, in 25-lb. boxes	0 11
70 to 80, in 25-lb. boxes	0 07½
80 to 90, in 25-lb. boxes	0 07
Raisins—	
Malaga table, box of 22 lbs., according to quality	2 50 5 25
Muscateles, loose, 3 crown, lb.	0 05½
Sultana, loose	0 10
Sultana, 1 lb. pkgs.	0 11
Valencias, old stock	0 04
Seeded, fancy	0 05½
Seeded, choice	0 03

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

**TEA.**—Market for Japans is keeping firm for second and third crop leaf. There is a cable quotation of 13¾ car load lots of fourth crop leaf, and shows clean, good made tea, of excellent quality at that figure.

An advice recently received from Japan states that teas bought in May could not be bought to-day except at an advance.

High grown good liquoring teas in Ceylon greens are also up. One of the biggest shippers refuses to take orders



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owing to being filled up for some weeks to come. This scarcity would tend to predict even higher prices.

Japan—		
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
Pekoe .....	0 20	0 22
Pekoe Souchongs .....	0 20	0 22
India—		
Pekoe Souchongs .....	0 19	0 20
Ceylon Greens—		
Young Hysons .....	0 24	0 26
Hyson .....	0 22	0 24
Spanish No. 1 .....	0 12 1/2	0 13 1/2
Virginia No. 1 .....	0 19	0 20
Gunpowders .....	0 19	0 20
China Greens—		
Pinguey gunpowder, low grade .....	0 14	0 18
Pinguey gunpowder, pea leaf .....	0 20	0 30
Pinguey, gunpowder, pinhead .....	0 30	0 50

COFFEE.—Market on lower grades still shows a declining tendency, and there is every reason to believe that a decline will shortly follow. In every case manufacturers are reducing prices where they can afford to do so, but as yet have made no change in list prices.

Coffee, Roasted—		
Jamaica .....	0 21 1/2	0 23 1/2
Java .....	0 30	0 40
Maracaibo .....	0 22 1/2	0 24 1/2
Mexican .....	0 25	0 28
Mocha .....	0 28	0 29
Mio .....	0 19 1/2	0 21 1/2
Santos .....	0 21 1/2	0 23 1/2

SPICES.—Revision of prices following reviewing of stock on part of some jobbers here has dropped maximum prices on ground cloves and white ground pepper each 1 cent. Otherwise prices continue steady, with no change.

Spices—		
Allspice, ground .....	0 13	0 15
Allspice, old .....	0 08	0 10
Cinnamon, whole .....	0 18	0 20
Cinnamon, ground .....	0 18	0 20
Cinnamon, Batavia .....	0 25	0 30
Cloves, whole .....	0 25	0 28
Cloves, ground .....	0 30	0 33
Cream of tartar .....	0 25	0 30
Ginger, Cochin .....	0 18	0 21
Ginger, Jamaica .....	0 22	0 25
Ginger, Jamaica, whole .....	0 17	0 20
Mace .....	0 75	0 80
Nutmegs, brown, 64s, 50c; 80s, 40c; 100s .....	0 60	0 60
Nutmegs, ground, pure, 1 lb. tins, 70c; bulk .....	0 16	0 18
Peppers, black, ground .....	0 15	0 17
Peppers, black, whole .....	0 22	0 27
Peppers, white, ground .....	0 25	0 27
Peppers, white, whole .....	0 25	0 27
Seeds—		
Canary .....	0 05 1/2	0 06
Caraway .....	0 09	0 10
Cardamon .....	0 05	0 06
Celery .....	0 35	0 40
Hemp .....	0 05	0 05 1/2
Rape .....	0 07	0 07 1/2

RICE AND TAPIOCA.—Quite a moderate amount of both these lines is selling, but as demand is simply that of usual midsummer, no change is anticipated in very near future.

Carolina Rice—		
Canadian .....	7 10	
Imported hand-picked .....	8 00	
Imported fancy .....	8 00	
Patna Rice—		
Polished .....	4 40	
Finest imported, 224 lb. bags .....	5 37 1/2	
For prices on 112 and 56 lb. lots add 12 1/2 and 25c respectively to 224-lb. price.		
Rangoon Rice—		
Grade B, bags of 50 and 250 lbs. ....	3 15	
Grade B, pockets and 1/4 pockets .....	3 25	
Grade CC, bags of 50 and 250 lbs. ....	3 05	
Grade CC, pockets (25 lbs.) .....	3 15	
Grade CC, 1/4 pockets (12 1/2 lbs.) .....	3 25	
Rices, other grades—		
Crystal .....	5 10	
Ice dips .....	5 45	
Imperial glace .....	4 50	
India, bright, 250-lb. bags .....	3 30	
Lustre, loose, 250-lb. bags .....	3 60	
Pearl .....	4 60	
Snow .....	5 30	
Sparkle .....	5 10	
Sago—		
Brown .....	0 04 1/2	0 05 1/2
White .....	0 04 1/2	0 05 1/2
Tapioca—		
Medium pearl .....	0 05 1/2	0 06
Seed pearl .....	0 06	0 06 1/2

NUTS.—All nuts are on upward

trend. Marbot walnuts in shell are now up to 14c and 15c; Tarragona almonds have advanced 1/2c to 15 1/2c and 17 1/2c; Brazils in shell are now quoted at 20c to 21c, an advance of 1c; polished pecans, large, in shell, have gone up 1c to 18c and 19c, and shelled walnuts are up to 29c and 30c. Virginia peanuts are also strong, and liable to get the advancing habit also.

In shell—		
Almonds .....	0 17	
Brazils .....	0 20	0 21
Filberts .....	0 13	0 14
Peanuts, American, according to qual. ....	0 08 1/2	0 11 1/2
Peanuts, French .....	0 08	0 09
Pecans, polished, large .....	0 18	0 19
Walnuts, marbots .....	0 14	0 15
Shelled—		
Almonds, Tarragona, soft .....	0 15 1/2	0 17 1/2
Almonds .....	0 33	0 34
Almonds, Valencia .....	0 37 1/2	0 39
Peanuts .....	0 08	0 09
Walnuts, new .....	0 29	0 30

ONTARIO.

Toronto, July 30.—With most of the travellers taking next two weeks off for holidays, and summer outing season at its height, it could not be expected that business would be very brisk this week. Many in the trade report the "dog days" season. Some city travellers report a larger proportion of people away at the resorts than usual, with a resultant dropping off in family trade that the increased number of transients fails to even up. There is, moreover, practically no speculative business carried on, and a large percentage of early spring orders for fall shipment are being deferred by the retailers pending a better knowledge of conditions. Collections this week are perhaps not as favorable as a short time ago, as grocers report many bills left unpaid by pleasure-seekers, who preferred to let monthly debts stand aside until their outing had been assured.

The head of a wholesale Canadian firm, who has returned from an extensive tour, was inclined to a slight feeling of pessimism about present conditions in Western Canada, but he was quite cheerful about the coming crop and the stimulating effect it would have on the financial situation. Conditions throughout the province of Ontario he reported as "healthy," and said he had found very little difference over last year in payments.

Market prices generally show fewer changes than for several weeks.

SUGAR.—The heavy demand continues, and market is fractionally up. Some expect an increase, as the present rates, it is said, are conceded to be below the cost of production and far lower than two years ago. As off-setting this tendency in another direction, beet sugar has dropped 25 cents per cwt.

Extra granulated, bags .....	4 40
Extra granulated, 20-lb. bags .....	4 50
Extra granulated, 5-lb. cartons .....	4 70
Extra granulated, 2-lb. cartons .....	4 70
Second grade granulated .....	4 25
Yellow, bags .....	4 00
Barrels of granulated and yellow will be furnished at 5 cents above bag prices.	
Extra ground, bbls. ....	4 50

Powdered, 50-lb. boxes .....	4 80
Extra ground, 50-lb. boxes .....	5 00
Extra ground, 25-lb. boxes .....	5 20
Powdered, bbls. ....	4 80
Powdered, 25-lb. boxes .....	5 00
Crystal diamonds, 5 lb. boxes .....	7 20
Crystal Dominicos, 5 lb. boxes .....	7 20
Paris lumps, in 100-lb. boxes .....	5 15
Paris lumps, in 50-lb. boxes .....	5 25
Paris lumps, in 25-lb. boxes .....	5 35
Paris lumps, cartons, 20 to case .....	4 45

MOLASSES AND SYRUP.—The market continues dull, and no changes in prices have occurred this week.

Syrups—		
2 lb. tins, 2 doz. in case .....	2 45	
5 lb. tins, 1 doz. in case .....	2 75	
10 lb. tins, 1/2 doz. in case .....	2 65	
20 lb. tins, 1/4 doz. in case .....	2 60	
Barrels, per lb. ....	0 03 1/2	
Half barrels, lb. ....	0 03 1/2	
Quarter barrels, lb. ....	0 03 1/2	
Pails, 32 1/2 lbs. each .....	1 75	
Pails, 25 lbs. each .....	1 25	
Molasses, per gallon—		
New Orleans, barrels .....	0 27	0 29
New Orleans, half barrels .....	0 29	0 31
West Indies, barrels .....	0 28	0 30
West Indies, half barrels .....	0 30	0 32
Barbados, fancy, barrels .....	0 45	0 47
Barbados, fancy, half barrels .....	0 49	0 50
Maple Syrup—Compound—		
Gallons, 6 to case .....	4 80	
1/2 gals., 12 to case .....	5 40	
1/4 gals., 24 to case .....	4 80	
Pints, 24 to case .....	2 70	3 00
Maple Syrup—Pure—		
5 gallon cans, 1 to case .....	1 25	
Gallons, 6 to case .....	6 00	6 00
1/2 gallons, 12 to case .....	7 25	7 25
Quarts, 24 to case .....	7 25	7 25
Pints, 24 to case .....	4 70	
Maple Sugar—		
Pure, per lb. ....	0 14	0 15
Maple Cream Sugar—		
24 twin bars .....	1 80	
40 and 48 twin bars .....	3 00	
Maple butter, lb. tins, dozen .....	1 90	

NUTS.—An increase in Brazils and a similar tendency in almonds and walnuts mark the situation in nuts. The new walnut crop is very small, and almonds, while plentiful in Spain, will be a small crop in Italy.

In shell—		
Almonds, Formigetta .....	0 15	0 16
Almonds, Tarragona .....	0 17	0 17
Brazils .....	0 15	0 15
Filberts, Sicily .....	0 12 1/2	0 12 1/2
Filberts, Barcelona .....	0 10	0 10 1/2
Peanuts, green, per lb. ....	0 12	0 14
Peanuts, roasted .....	0 18	0 20
Pecans .....	0 18	0 20
Walnuts, Bordeaux .....	0 13	0 13 1/2
Walnuts, Grenoble .....	0 16	0 16 1/2
Walnuts, Marbots .....	0 14	0 15
Walnuts, Cornes .....	0 13	0 14
Shelled—		
Almonds .....	0 40	0 40
Filberts .....	0 27	0 27
Peanuts .....	0 09	0 10
Pecans .....	0 08	0 08
Walnuts .....	0 34	0 35

RICE AND TAPIOCA.—Tapioca is easier this week, and medium pearl and seed pearl dropped 1/2c each.

Rangoon, per lb. ....	0 03 1/2	0 04
Rangoon, fancy, per lb. ....	0 05 1/2	0 05 1/2
Patna, per lb. ....	0 05 1/2	0 05 1/2
Japan, per lb. ....	0 05 1/2	0 05 1/2
Java, per lb. ....	0 05 1/2	0 05 1/2
Carolina, per lb. ....	0 08	0 08
Sago—		
Brown, per lb. ....	0 05	0 05 1/2
White, per lb. ....	0 05	0 05 1/2
Tapioca—		
Bullet, double goat .....	0 09 1/2	0 09 1/2
Medium pearl .....	0 05 1/2	0 05 1/2
Seed pearl .....	0 05 1/2	0 05 1/2
Flake .....	0 09 1/2	0 09 1/2

SPICES.—The market for the most part continues steady, with cloves slightly higher, and white peppers exhibiting the same feeling.

	5 and 10 lb.	1/4 lb.	1/2 lb.
	Tins.	pkgs.	tins doz.
Allspice .....	14-17	60-70	70-80
Cassia .....	22-27	72-80	80-90
Cayenne pepper .....	23-28	72-80	80-115
Cloves .....	30-35	100-105	100-105
Cream tartar .....	30-31	100-105	100-105
Curry powder .....	22-27	65-85	75-85
Ginger .....	22-27	65-85	75-85
Mace .....	75-100	0-2 75	0-2 75
Nutmegs .....	25-30	90-100	100-110
Peppers, black .....	19-22	67-75	80-90
Peppers, white .....	27-29	90-105	105-115
Pastry spice .....	20-27	65-85	75-110
Pickling spice .....	14-15	75-90	75-90
Turmeric .....	18-19		
Reason for pure spices according to grade. Pails or boxes 2 cents per lb. below tins. Barrels 3 cents below tins.			
Cardamon seed, per lb., in bulk .....	1 25	1 30	
Cinnamon, Ceylon, per lb. ....	0 09	0 09	
Mustard seed, per lb., in bulk .....	0 10	0 10	
Celery seed, per lb., in bulk .....	0 09	0 10	
Shredded cocconut, in pails .....	0 17	0 20	



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COFFEES.—The fall in Rios and Santos was not so marked this week, but prices in these cheaper grades are even easier than one week ago. The better grades keep the same level and many predict a slight advance.

TEA.—No further details are to hand of the damage by floods in India and Ceylon, and the markets generally are very firm. A cable received in Toronto on Wednesday of this week stated "that the quality of Ceylons in London has improved. Common teas are steady; good teas slightly higher." Japan teas opened easier.

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

DRIED FRUITS.—Futures rather than the present market conditions are the most interesting features this week. A wire to a firm of importers on Wednesday morning from San Francisco announced that the new crop of prunes would be 3/4c a pound higher than last year's, and that peaches would follow suit. Another quotation for the latter made them 1/2c a lb. higher, and, with raisins 2c more, the prediction of a fortnight ago has been verified.

A further wire from San Francisco states that the markets are advancing with the heavy demand and the "unfavorable outlook for the new crop." This condition is due to unseasonable rains following an unusually hot spell.

Apricots have been gradually advancing owing to the poor crop, and are quoted at from 1c to 2c higher than two weeks ago. Fancy seeded raisins are a shade more.

The date crop is reported good, and warlike conditions do not seem to matter much. "The belligerents rub off their war paint and start picking dates when the right time comes," remarked an importer.

Apples, evaporated, per lb. ....	0 07 1/2	0 08
Apricots—		
Standard, 25-lb. boxes .....	0 15	0 17
Choice, 25-lb. boxes .....	0 17	0 19
Fancy .....	0 20	0 22
Candied Peels—		
Lemon .....	0 11	0 12 1/2
Orange .....	0 12	0 13
Citron .....	0 15	0 18
Currants—		
Filigras, per lb. ....	0 07	
Amalas, choicest, per lb. ....	0 07 1/2	
Patras, per lb. ....	0 07 1/2	
Vostizas, choice .....	0 10	
Vostizas, shade dried .....	0 10 1/2	0 11
Cleaned, 1/2 cent more .....		
Dates—		
Fards, choicest, 12-lb. boxes .....	0 08 1/2	0 09 1/2
Fards, choicest, 50-lb. boxes .....	0 07	0 07 1/2
Package dates, per pkg. ....	0 08 1/2	0 07 1/2
Figs—		
Natural figs, in bags, lb. ....	0 05	0 07
Comadre figs, in bags, per lb. ....	0 04	0 04 1/2
Eleme figs, in boxes, according to size, lb. ....	0 10	0 15
Peaches—		
Standard, 25-lb. boxes .....	0 10	
Choice, 25-lb. boxes .....	0 09	0 10
Choice, 50-lb. boxes .....	0 08 1/2	0 09
Prunes—		
30 to 40, in 25-lb. boxes, faced .....	0 12 1/2	0 13 1/2
40 to 50, in 25-lb. boxes, faced .....	0 11 1/2	0 12 1/2
50 to 60, in 25-lb. boxes, faced .....	0 09	0 10
60 to 70, in 25-lb. boxes, faced .....	0 07 1/2	0 08 1/2
70 to 80, in 25-lb. boxes, faced .....	0 07	0 07 1/2
80 to 90, in 25-lb. boxes, faced .....	0 06 1/2	0 07 1/2
90 to 100, in 25-lb. boxes, faced .....	0 05	0 06
Same fruit in 50-lb. boxes, unfaced, 1/2c less .....		

Raisins—		
Sultana, choice .....	0 10	0 12
Sultana, fancy .....	0 12	0 14
Valencia, old stock .....	0 08	0 08 1/2
Seeded, fancy, 1 lb. packets .....	0 09	0 09
Seeded, choice, 1 lb. packets .....	0 08	0 08

BEANS.—The new crop is coming in fairly freely, and the price has dropped 35c a bushel.

Beans, Canadian, H.P., per bushel .....	1 90
Austrian pea beans, H.P. ....	2 85

CANNED GOODS.

Montreal, July 29.—Opening prices on a number of canned goods have finally been announced, and reductions are general all along the line, the most important of which was on peas. Among those who made predictions, some can now congratulate themselves on having come pretty close to the mark. The others—well, there was something unforeseen that could not be reckoned upon.

A reduction has also been made in clover leaf salmon, so that prices now quoted are as follows:

Flats, 1s. ....	2 65	2 67 1/2
Talls, 1s. ....	2 60	2 62 1/2
Flats, 1/2s. ....	1 50	1 52 1/2

Casareo brand sardines have this week been advanced \$1 on 1/4 lb tins, and \$2 on 1/2 lb. tins, an advance of about 30 per cent. Niobe brand also have moved up about 10 per cent.

Opening prices on fruits and vegetables follow:

Group A, per doz.		
2's Asparagus Tips .....	2 27 1/2	
2's Asparagus Butts .....	1 42 1/2	
2's Beets, Sliced, Blood Red, Simcoe .....	0 97 1/2	
2's Beets, whole, Blood Red, Simcoe .....	0 97 1/2	
2's Beets, Whole, Blood Red, Rosebud .....	1 27 1/2	
3's Beets, Sliced, Blood Red, Simcoe .....	1 32 1/2	
3's Beets, Whole, Blood Red, Simcoe .....	1 37 1/2	
3's Beets, Whole, Blood Red, Rosebud .....	1 52 1/2	
3's Cabbage .....	0 97 1/2	
2's Carrots .....	0 97 1/2	
3's Carrots .....	1 27 1/2	
2's Peas, Standard, sieve 4 .....	0 82 1/2	
2's Peas, Early Junes, sieve 3 .....	0 82 1/2	
2's Peas, Sweet Wrinkles, sieve 2 .....	0 97 1/2	
2's Peas, Extra Fine Sifted, sieve 1 .....	1 27 1/2	
Gals. Peas, Standards .....	4 02 1/2	
Gal. Peas, Early Junes .....	4 12 1/2	
Gal. Peas, Sweet Wrinkles .....	4 27 1/2	
2's Spinach .....	1 27 1/2	
3's Spinach .....	1 77 1/2	
Gals. Spinach .....	5 30	
(Group B is 2 1/2c doz. less in each case.)		

FRUITS.

2's Black Cherries, pitted H.S. ....	1 92 1/2
2's Black Cherries, not pitted H. S. ....	1 52 1/2
2's Red, Ptd, Cherries, H.S. ....	1 92 1/2
2's Not ptd., Red Cherries, H.S. ....	1 52 1/2
Gals., Ptd., Cherries .....	8 52 1/2
Gals. Not Ptd. Cherries .....	8 02 1/2
2's Cherries, White Ptd., H.S. ....	1 92 1/2
2's Cherries, White, Not Ptd., H.S. ....	1 52 1/2
2's Black Currants, H.S. ....	1 92 1/2
2's Preserved, Black Currants .....	2 27 1/2
Gals. Black Currants, Standard .....	5 27 1/2
Gals. Black Currants, Solid Pack .....	8 27 1/2
2's Red Currants, H.S. ....	1 92 1/2
2's Red Preserved Currants .....	2 27 1/2
Gal. Red Currants, Standard .....	5 27 1/2
Gal. Red Currants, solid pack .....	8 27 1/2
2's Gooseberries, H.S. ....	1 77 1/2
2's Gooseberries, Preserved .....	2 02 1/2
Gals. Gooseberries, Standard .....	7 02 1/2
Gals. Gooseberries, solid pack .....	8 77 1/2
2's Pineapple, sliced, H.S. White Bahama .....	1 92 1/2
2's Pineapple, grated, H.S. White Bahama .....	1 47 1/2
2's Pineapple, whole, H.S., White Bahama .....	1 92 1/2
3's Pineapple, whole, H.S. White Bahama .....	2 47 1/2
2's Rhubarb, Preserved .....	1 52 1/2
3's Rhubarb, Preserved .....	2 27 1/2
Gals. Rhubarb Standard .....	3 52 1/2
2's Strawberries, H.S. ....	1 92 1/2
2's Strawberries, Preserved .....	2 27 1/2
Gals. Strawberries, standard .....	7 52 1/2
Gals. Strawberries, solid pack .....	9 77 1/2
(Group B is 2 1/2c doz. less in each case.)	

Toronto, July 30.—The street wears the "canned" brand of a smile this week that has been missing for a twelve-month. The new prices issued by the canners have been received with evidences of satisfaction; in fact, in peas and one or two other lines the quotations are below what was even hoped for. A

full comparison with last year appears elsewhere in this issue.

"The canners have done pretty well by us, I think," said one wholesaler to Canadian Grocer. "They seem to have reduced prices even beyond what you might call the legitimate relation of supply and demand. A drop was badly needed to put the business on a better footing with the consumer. Prices this year ought to result in much larger business, and the crop appears large enough now to make a 40 per cent. reduction in orders necessary."

In the remaining lines such as corn, tomatoes and peaches, a similar slashing is looked for.

While the American canners have begun to quote, and at rates higher than last year, the Canadian figures are not likely to be out until well on in August. The American run has fallen far below the normal, but the Canadian so far has been quite satisfactory.

The canners' quotations on fruits and vegetables for Ontario are similar to those for Quebec quoted above.

MANITOBA MARKETS.

POINTERS—

- Prunes.—Advance 1 cent.
- Evaporated Apples.—Advance 1 cent.
- Shelled Almonds.—Advance 1 cent.

Winnipeg, July 30.—Your correspondent has just returned from a prolonged tour of the grain fields of Manitoba during which some 3,000 miles were travelled by rail and auto and thousands of acres of wheat and other grains examined. To sum up the results of this trip of inspection would say:

(1) Manitoba has a good average crop which with a continuation of present ideal weather conditions will be somewhat above average.

(2) Harvesting wheat will commence August 15 and be general August 20.

(3) With good harvest weather there will be more high grade wheat than last year and prices will be a little better.

This cannot but be considered an encouraging outlook and there are evidences everywhere of an improved tone in business. Western retailers all look for good fall and winter business and are not complaining of dull times at present.

Wholesale grocers report orders as coming for larger quantities than has prevailed for some time and country merchants at last seem inclined to carry heavier stocks. Collections are fair but there is money coming in all the time in small amounts. There are some changes in prices of staples of interest. Dried fruits are dearer and several proprietary articles are slightly advanced.

SUGARS.—There is, as is usual, a heavy consumptive demand for sugar at this time of year but stocks have so far



# THE CANADIAN GROCER

been adequate for requirements. Prices are steady but the Eastern market is said to be a shade weak and unsettled.

Extra standard granulated, per bbl.	4 85
Montreal yellow, per bbl.	4 45
B.C. yellow, per barrel	4 45
Icing sugar, per barrel	5 45
Powdered, per barrel	5 25
Lumps, hard, per barrel	5 75
Sugar in sacks, 5 cents less.	

**SYRUPS.**—Trade in syrups is dull and featureless as is usual at this season of year. No changes in prices.

Corn Syrup—	
2 lb. tins, per case	2 25
8 lb. tins, per case	2 45
10 lb. tins, per case	2 51
20 lb. tins, per case	2 62
Barrels, per 100 lbs.	3 82
Molasses, New Orleans, gal.	0 33
Molasses, Barbados, gal.	0 45
Maple syrup, quarts, per case	5 20
Maple syrup, 1/2 gals.	5 85

**DRIED FRUITS.**—Trade in dried fruits is quiet for present as green fruits are abundant and reasonable in price. Some sizes of prunes have advanced 1/4 cent and evaporated apples are also up 1 cent per lb.

Prunes—	
Prunes, 80 to 90, 25 lbs.	0 06
Prunes, 90 to 100, 25 lbs.	0 05 1/2
Prunes, 70 to 80, 25 lbs.	0 06 1/2
Prunes, 60 to 70, 25 lbs.	0 07 1/2
Prunes, 50 to 60, 25 lbs.	0 08 1/2
Prunes, 40 to 50, 25 lbs.	0 10 1/2
Apricots—	
Choice	0 15 1/2
Standard	0 13 1/2
Slab	0 11 1/2
Nectarines	0 11 1/2
Cooking Figs—	
Choice boxes	0 05 1/2
Half boxes	0 05 1/2
Half bags	0 05 1/2
Valencia Raisins—	
Fine, f.o.s., 22s, s.p., per box	2 75
Fine, selected, 22s, s.p., per box	2 70
4-crown layers, 22s, s.p., per box	2 65
4-crown layers, 17s, s.p., per box	1 35
4-crown layers, 17s, s.p., per box	0 75
Ne plus ultra, 82s, s.p., per box	2 20
Sultanas—	
California	0 09 1/2
Smyrnas	0 14
Currents—	
Dry clean, per lb.	0 07 1/2
Washed, per lb.	0 07 1/2
1-lb. package	0 08 1/2
2-lb. package	0 17 1/2

**TEAS AND COFFEES.**—World's visible supply and stocks of coffee would seem to indicate that coffee prices are as low as they will go but much depends on volume of the Santos crop which will be on market in August and September.

Coffee—	
Green Rio, No. 5	0 14 1/2
Roasted Rio	0 20
Green Santos	0 15 1/2
Roasted Santos	0 22
Chicory	0 11 1/2
Teas—	
China blacks, choice	0 25
India and Ceylon, choice	0 32
Japans, May picking	0 35
Japans, choice	0 35

**NUTS.**—A further advance in shelled almonds hardly comes as surprise as everything points to them being scarce and dear. There is a fair trade in all lines.

Brazil	0 19
Tarragona almonds	0 15 1/2
Peanuts, roasted, Jumbos	0 13
Peanuts, choice	0 11
Pecans	0 22
Marbot walnuts	0 13 1/2
Grenoble walnuts	0 16
Siilly alberts	0 11 1/2
Shelled almonds	0 25
Shelled walnuts	0 21

**BEANS.**—Trade in white beans and kindred lines continues normal with prices unchanged.

Beans—	
Hand picked	2 35
3 lb. picker	1 45
Peas—	
Split peas, sack, 90 lbs.	2 11
Whole peas, bushel	2 75
Barley—	
Pot barley, per sack 90 lbs.	4 75
Pearl barley, per sack 90 lbs.	3 65

**FLOUR AND CEREALS.**—The domestic demand for flour is satisfactory; export trade dull. Prices unchanged. Net prices cotton bags to Manitoba:

Best Patents, bbl.	5 60
Second class	5 10
First class	5 20
Low grade	2 90
Jute bags 10 cents less.	3 10
Cornmeal, 98 lbs.	1 95
Rolled Oats, 80 lbs.	1 65
Wheat granules, bale, 16.60	3 25
Granulated Oatmeal, 98 lbs.	2 15

**FRESH FRUITS AND VEGETABLES.**

—The beautiful weather of past two weeks has greatly stimulated trade in fresh fruits and as there is little wild fruit this year there is good demand for preserving varieties. Local vegetables are plentiful but not so cheap as might be expected.

Ring Cherries, 24 quarts	5 00
Raspberries	4 00
Bananas, per bunch	2 50
California lemons, crate	10 00
Messina lemons	8 00
Egyptian onions	3 50
Valencia oranges	6 50
Watermelons, dozen	7 50
Evaporated Cranberries	6 00
California plums, crate	2 00
California peaches, crate	1 90
Imported honey, box	5 50
California Bartlett pears	4 00
California cantaloupes	6 00
Ontario tomatoes, basket	2 25
Blueberries, basket	1 75
Red Currants, case	4 00
California tomatoes, per case	1 50
New Virginia Potatoes, bbl.	5 00
Manitoba potatoes, bushel	0 50
Carrots	0 45

**PRODUCE AND PROVISIONS.**—

There is fairly active trade in cured meats at prices unchanged this week and lard remains at recent decline. Fresh eggs selected are in demand and stiffer in price. Ontario cheese is in fair demand at 15 1/2 c. Butter is plentiful and prices steady.

Butter—	
Creamery	0 28
Dairy, best	0 22
Dairy, No. 1	0 17
Dairy, No. 2	0 16
Cooking	0 12
Eggs, per doz.	0 18
Cheese—	
Ontario, large	0 15 1/2
Ontario, twins	0 15 1/2
Lard—	
Tierces, per lb.	0 13 1/2
50 lb. tubs	6 75
30 lb. tubs	2 75
3 lb. tins, cases	8 55
5 lb. tins, cases	8 50
10 lb. tins, cases	8 40
Cured Meats—	
Hams	0 19
Bacon	0 21 1/2
Long, clear, D.S.	0 14 1/2
Shoulders	0 16
Mess Pork, bbl.	28 00
Seneca root, new crop, per lb.	0 50

**NEW BRUNSWICK MARKETS.**

By Wire.

St. John, July 30.—General situation in New Brunswick shows little change. Haying season throughout province is usually dull, but this year scarcely a money-maker. Collections are somewhat difficult; requests for extension are being received from firms which have always been prompt pay, and wholesalers say they are carrying heavier financial loads than usual. Approach of season for new canned goods shows, in many cases, small stocks on hand, purchases having been rather light last year owing to high price. But prices are lower to clear. First of new canned peas is expected in next week.

Pork products and lard are high and no reduction is expected before fall. Feed shows an upward tendency which is expected to continue for present. Cheese is higher and rice shows falling off. So far, threatened raise in tea and coffee has not shown here and wholesale dealers say that they see little prospect of increased price changes.

Bacon, roll	0 15	0 16
Bacon, breakfast	0 18	0 20
Beans, Austrian, bushel	2 30	2 65
Beans, yellow eye, bushel	3 45	3 50
Butter, dairy, per lb.	0 24	0 25
Butter, creamery, per lb.	0 25	0 25
Buckwheat, W., grey, bag	2 75	2 85
Cheese, new, lb.	0 13 1/2	0 14
Currants, 1's, lb.	0 07 1/2	0 08
Canned Goods—		
Beans, baked	1 30	1 35
Beans, string	1 02 1/2	1 05
Corn, doz.		0 97 1/2
Peas, No. 4	1 25	1 27 1/2
Peas, No. 3	1 35	1 37 1/2
Peas, No. 2	1 40	1 42 1/2
Peas, No. 1	1 80	1 85
Peaches, 2's, doz	1 55	1 60
Peaches, 3's, doz.	2 35	2 40
Raspberries, doz.	2 20	2 25
Strawberries	2 20	2 25
Tomatoes	1 65	1 70
Cornmeal, gran.		4 85
Cornmeal, bags		1 55
Cornmeal, bbls.		3 20
Eggs, henney		0 25
Flour, Manitoba		6 45
Flour, Ontario		5 95
Lard, compound, lb.		0 11 1/2
Lard, pure, lb.	0 15 1/2	0 16
Lemons, Messina, per box	3 50	4 00
Molasses, Barbados, fancy	0 38	0 39
Oatmeal, rolled		6 25
Oatmeal, std.		5 80
Pork, domestic mess		29 00
Backs, American clear, bbl.		27 00
Potatoes, barrel		1 40
Raisins, California, seeded		0 08
Rice, per cwt.	3 60	3 70
Salmon, Case—		
Red Spring	9 25	9 50
Cohoos	8 50	8 75
Sugar—		
Standard granulated		4 50
United Empire		4 40
Bright yellow		4 30
No. 1 yellow		4 00
Paris lumps		5 50

**LEAKS IN THE GROCERY STORE.**

A retailer called the writer's attention the other day to the waste in wrapping paper that goes on in many stores. His contention was that sufficient judgment is not always used to get the best results from the different weights of paper.

"For instance," he said, "a certain heavy paper may cost 3 or 3 1/2 cents per pound and a lighter variety 5 cents in ton lots. But because one can get more yardage from the latter and because there is less breakage it really becomes the cheaper in the long run. The former may run only 30 yards to the pound while the latter would probably run 38 to 40 yards. For bread, canned goods and a great many other articles the lighter paper would be not only the better to use but the cheaper as well."

Waste in paper also occurs where too much is torn off to wrap a parcel and where a wide roll is used when a narrow one would be sufficient. It would therefore seem that quite a fair sized leak could be eliminated if retailers secured full value from the money expended in the purchase of wrapping paper.



# FLOUR & CEREAL DEPARTMENT



## Oatmeal Drops, but Cornmeal Goes Up

Belated Reduction of 15 Cents in Montreal and 5 Cents in Toronto Due to Enormous Quantity of Oats on Hand and Heavy Crop in Sight—Corn Crop a Partial Failure—Wheat Market Lower for the Week as Western Crop Estimates Continue Optimistic.

The wheat market which for several days had seen a decline of from 2 to 3 cents rallied on Tuesday and in Winnipeg closed at  $\frac{5}{8}$  to  $2\frac{1}{4}$  cents higher, chiefly in coarse grains. This was attributed partly to reports from the West that weather last few days has been rather too hot. However, the earlier confidence in the yield remains almost unchecked, particularly as first cutting is expected to begin in about ten days.

Unfavorable reports from Kansas have caused a rise in corn market, as crop there, it is said, will be the smallest in 11 years owing to the drought. Arkansas, Tennessee and Kentucky also report heavy losses in earlier estimates, and damage has resulted in Illinois, Indiana and Missouri. The Chicago market rose 2 cents on Tuesday as consequence.

Ontario fall wheat is 90 per cent. cut and the favorable reports of last week are borne out. The price has dropped from 90 to 80 and 85 cents.

Rolled oats and oatmeal have declined as supply is very heavy.

### MONTREAL.

**FLOUR.**—Prospects for the new crop now look brighter and better than ever. Last few days have been excellent growing weather, even to forcing weather, so that it would now appear as if an early harvest were likely to be general. It is reported that harvesting of fall wheat has already set in in Southern Alberta, which makes an unusually early start even for that district.

For some time prices both on wheat and flour have been so far above prices in States at competitive centres that exporting here has been almost nil. This condition appears to be righting itself, however, as our October wheat is now on a parity with American September, and our December even lower than Chicago or Minneapolis December. Thus it is expected that as soon as the July auction closes things will adjust themselves.

Following encouraging crops reports, wheat is easing off somewhat, October closing Monday at  $90\frac{1}{2}$  and December at  $87\frac{7}{8}$ , showing a drop of  $1\frac{1}{2}$  cents on the former and of  $2\frac{1}{4}$  cents on the latter on the week.

From this, and from fact that demand for flour is now only fair, it would appear that there is little likelihood of any further advance, although wheat can still drop a lot before a decline would be warranted.

	Car lots, in bags, per bbl.	
Manitoba Wheat Flour—		
First patents	5 00	5 75
Second patents	5 10	5 45
Strong bakers'	4 90	5 25
Flour in cotton sacks, 10 cents per barrel more.		
Winter Wheat Flour—		
Fancy patents	5 00	5 20
90 per cent.		5 10
Straight roller		4 90
Blended flour	5 00	5 40

**CEREALS.**—In face of bumper oat crop causing an easier tendency in oat market, the fact that demand of late has been rather inclined to be dull, and also that only some few weeks ago prices advanced, this week has witnessed a decline of 15c in rolled oats to \$2.10 on 90's. All these conditions had a bearing on future market, so that millers preferred to reduce price now, and thus stimulate immediate buying.

Cornmeal holds firm at prices quoted last week, and with no sign of change.

	Per 90-lb. sack
Cornmeal—	
Kiln dried	1 95
Softer grades	1 85
Rolled Oats—	90s, in jute.
Small lots	2 10
25 bags or more	2 00
Rolled oats in cotton sacks, 5 cents more.	
Oatmeal—Fine, standard and granulated, 10 per cent. over rolled oats in 90s, in jute.	
Rolled wheat—	100-lb. bbls.
Small lots	2 85
Hominy, per 90-lb. sack	2 05

**MILL FEEDS.**—Demand for all mill feeds continues good, and in order to make up profits warranted all round by price of wheat, millers look for an advance on all bran, shorts, and middlings. To state how much this would be is, of course, a matter of guesswork but millers look for something fairly substantial.

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

### TORONTO.

**FLOUR.**—The flour market is stagnant with near approach of the harvest, and will remain so. Increased buying will await some definite information, naturally, as to the new crop and prices dependent upon it.

The new Ontario flour is quoted at \$4 to \$4.20 for August delivery.

	Car lots, in bags, per bbl.
Manitoba Wheat Flour—	
First patent	5 50
Second patent	5 00
Strong bakers'	4 80
Flour in cotton sacks, 10c per bbl. more.	
Winter Wheat Flour—	
Fancy patents	5 00 5 20
90 per cent.	4 80 5 00
Straight roller	4 60 4 80
Blended flour	5 05 5 35

**CEREALS.**—For the first time in many weeks cereal market has witnessed a movement. The drop in oat products which was expected months ago has taken place and Toronto prices are down five cents a bag with a possibility of a further drop.

“There is an enormous amount of oats stored in the West; double what there was last year,” said the head of a milling firm, “and the drop was due a month ago, but the market dragged along with idea that new crop might be smaller and justify a retention of prices.”

Cornmeal, on the other hand, is up 10 cents with the rise in corn.

Cornmeal, per 90 lb. bag—	
Kiln dried, 25 bag lots	1 85 2 00
Softer grades, 25 bag lots	1 70 1 75
Rolled oats, per 90 lb. sack, in jute—	
Small lots	2 20 2 25
25 bags to car lots	2 10 2 15
Rolled oats in cotton sacks, 5 cents more.	
Oatmeal, standard and granulated, 10 per cent. over rolled oats in 90 S, in jute.	
Rolled Wheat—	
50 lb. boxes	1 50
100 lb. barrels, small lots	2 85
100 lb. barrels, 5 bbl. to car lots	2 70

**MILL FEEDS.**—The market continues without a change, the demand for bran being as steady as before.

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





## Home Grown Are Now Getting Control

Canadian Tomatoes, Potatoes, Cucumbers and Onions More  
Plentiful—Pears at 40 to 75 Cents—Dry Weather Injuring  
Raspberry Crop—Peach Crop Expected to be Good.

### MONTREAL.

**GREEN FRUITS.**—Prices on all California fruits have been high for past two weeks or more, but owing to big demand and supplies none too free, prices are expected to continue at about present level for some time.

Heaviest week for raspberries is now over, and though a price of 16 to 18 cents was quoted Monday, it is expected that before end of the week this will be somewhat higher, ranging around 20 cents.

New Brunswick blueberries are offering somewhat more freely this week, and in another week or so should be quite plentiful.

Cherries are now nearing a finish, and as result prices have begun to advance rapidly.

On Monday's auction St. John peaches were lacking almost entirely, only Crawford's being offered. Some St. John's are still expected, but quantities will be small and irregular.

Bananas and oranges are moving only slowly owing both to high prices and to great popularity of Ontario and California fruits.

#### CANADIAN SEASONABLE FRUITS.

Blueberries, New Brunswick, per qt. ....	0 20
Currants, red or white, per qt. ....	0 12
Currants, black, per gal. ....	0 60
Cherries—	
Red, 11-qt. baskets .....	1 25
Red, 6-qt. baskets .....	0 16
Gooseberries, per gal. ....	0 60
Grapes, per 25 lb. box .....	4 00
Raspberries, black, per qt. ....	0 15
Raspberries, black, per qt. ....	0 15

#### CALIFORNIA SEASONABLE FRUITS.

Cantaloupes, 45s, per crate .....	4 00	4 50
Peaches, Crawford's, box .....	2 00	2 25
Pears, Bartlett, box .....	3 00	3 25
Plums, Wickson and Burbanks, 4 bkt. carriers .....	2 00	2 50
Plums, Tradedies, 4 bkt. carriers .....	2 00	3 00

#### STAPLE LINES.

Apples—	
Spies, first grade, per bbl. ....	9 00
Harvest, Illinois, per hamper .....	2 50
Bananas, per crate .....	2 00
Grapefruit, Jamaica, case .....	6 00
Lemons, Verdelli, new, case .....	6 00
Limes, Florida, box of 100 .....	1 25
Oranges—	
Jamaicas, 126s to 250s .....	3 00
Sorrentos, 90s .....	4 00
Sorrentos, 160s .....	4 50
Sorrentos, 200s .....	5 00
Messina, 100s, half boxes .....	2 75
Messina, 80s, half boxes .....	2 50
Late Valencia .....	5 50
Watermelons, Watsons .....	0 75

**VEGETABLES.**—Effects of last week's fluctuations in tomatoes have

now almost totally disappeared, so that market holds in quite a settled state once more. A few Tennessee tomatoes are still hanging around, but for the most part Jerseys are being sold. These range in price from \$1.50 to \$2, according to quality.

Domestic potatoes are daily making stronger feature, and tending to hold more steady the prices on imported. On Monday both sold at same price, \$3.50 per barrel.

Beans, wax, per hamper .....	2 25
Beets, new, dozen .....	0 35
Beans, green, per hamper .....	2 25
Cabbage, new, crate of 4 to 5 doz. ....	4 00
Cabbage, domestic, per doz. ....	1 25
Carrots, new, dozen .....	0 25
Cauliflower, hothouse, per dozen .....	1 50
Celery, domestic, dozen .....	0 80
Cucumbers, domestic, per doz. ....	0 40
Egg plant, box .....	3 50
Lettuce, domestic, heads, doz. ....	0 25
Mushrooms, basket of 4 lbs. ....	3 00
Onions—	
Egyptian, bag of 110 lbs. ....	2 00
Spanish, per case .....	2 25
New, green, per bunch .....	3 00
Peppers, green, per hamper .....	0 25
Peas, green, per hamper .....	3 00
Potatoes—	
Virginia, per bbl. ....	1 25
Domestic, new, barrel .....	3 50
Radishes, per dozen .....	0 15
Tomatoes, New Jersey, bushel crate. ....	0 50
Tomatoes, Canadian hothouse, per lb. ....	1 50
Tomatoes, Canadian hothouse, per lb. ....	0 15

### TORONTO.

**GREEN FRUITS.**—The market shows changes in nearly every line this week. The dry weather has slackened the supply of raspberries, and for poor lots as low as 12½ cents is accepted. If the rain comes the crop is expected to continue over a week longer. Thimbleberries have dropped about 1 cent to 14 and 16 cents. Blueberries continue high, and \$1.75 a basket is the usual quotation.

The red Astrachan apple has appeared, and is sold readily from 50 to 65 cents for the cookers; 35 to 40 cents is the ruling price.

Niagara cling stones still come in, but are not eagerly sought at 50 or 60 cents. Canadian pears have made their appearance at from 30-40c for 6 qts., and 40-75c for the 11-qt. basket.

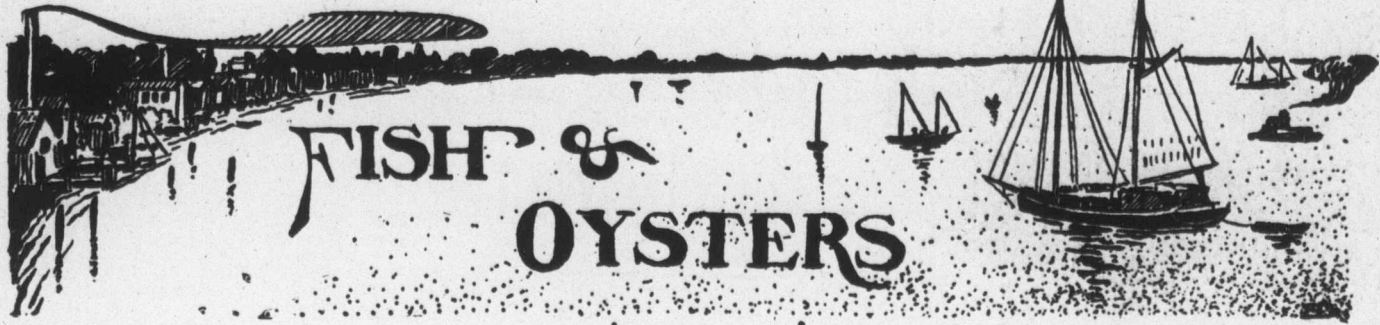
Apples, Canadian, basket .....	0 30	0 65
Bananas, per bunch .....	1 50	2 25
Blueberries .....	1 50	1 75
Cantaloupes, California, bush. ....	2 00	2 00
Currants, red, per qt. ....	0 10	0 10
Cherries, Canadian, 11-qt. bkt. ....	0 90	0 90

Cherries, Canadian, 6-qt. bkt. ....	0 50	
Cocoanuts, per sack of 30 .....	5 00	5 00
Gooseberries—		
Smalls, 6-qt. basket .....	0 50	
Smalls, 11-qt. basket .....	1 00	1 50
English, 6-qt. basket .....	0 45	
English, 11-qt. basket .....	1 25	
Lemons, Verdelli, new .....	5 50	6 00
Oranges, California Valencia .....	5 50	6 25
Limes, per box of 100 .....	1 25	1 25
Peaches, St. John and Crawford's, box of 8-10 dozen .....	2 00	2 25
Pears, California, boxes Bartlett's .....	3 25	3 50
Pears, Canadian, 6 qt. ....	0 30	0 40
Pears, Canadian, 11 qt. ....	0 40	0 75
Peaches, Georgia, 6 bkt. carriers .....	4 00	4 00
Plums, Clyman, box .....	2 25	2 25
Plums, Tradedy, box .....	2 50	2 50
Raspberries, per qt. ....	0 14	0 16
Thimbleberries .....	0 14	0 15
Watermelons, 23 to 35 lbs. ....	0 35	0 50

**VEGETABLES.**—An increase in the proportion of home-grown vegetables and gradual disappearance of imported was marked feature of market on Tuesday. Noticeably so in connection with cucumbers and onions; while Canadian potatoes, though not plentiful enough to warrant barrel quotations, are coming in steadily. Cucumber market had the bottom knocked out of it this week. A few days ago a hamper brought \$1.75 to \$2; early this week Canadians sold for 90c to \$1.20, or 30c to 40c a basket. Potatoes were influenced by the home crop, and the \$3.50 of last week for imported would seem to be high level, as it continues there without any rise this week. Peas still keep high values, a shipment of five bags unshelled being offered for \$2.50. Canadian tomatoes have dropped from \$1.75-\$2.00 to \$1.25-\$1.85; only a slight difference, however, on the larger kinds. Corn is still scarce; a ten-dozen lot was sold for \$1.75. Beans are getting plentiful, and market was cut in two, dropping to 40 cents a basket.

Beans, wax, 11-qt. per basket .....	0 40	
Beets, Canadian, new, per basket .....	0 25	0 30
Carrots, Canadian, new, doz. bechs. ....	0 25	0 25
Cabbage, Canadian, crate of 30 .....	3 25	3 25
Cauliflower, Canadian, cs. of 2 doz. ....	1 25	1 25
Celery, domestic, doz .....	1 10	1 25
Corn, new, doz .....	0 17	0 18
Cucumbers, Canadian, basket .....	0 30	0 40
Lettuce, domestic heads, basket. ....	0 30	0 35
Mushrooms, per lb. ....	0 75	0 75
Onions—		
Green, imported, per doz. ....	0 25	0 30
Canadian, basket .....	0 50	0 50
Parsley, large bunches, doz .....	0 75	0 75
Peas, green, 11 qt. bkt. ....	0 50	0 50
Potatoes—		
New, per barrel .....	3 50	3 50
Ontario, new, per basket .....	0 50	0 50
Radishes, doz. bunches, domestic .....	0 20	0 20
Rhubarb, domestic, doz. bunches. ....	1 75	2 00
Tomatoes, Canadian, basket .....	1 75	2 00
Tomatoes, Mississippi, 4-bkt. carriers. ....	1 25	1 25
Tomatoes, New Jersey, bushel, crate. ....	1 50	2 00
Water cress, domestic, 11-qt. basket .....	0 25	0 50





## Scarcity Causes Rise in Price of Fish

Trout and Whitefish Up 2 Cents in Toronto, and Gaspé Salmon on Montreal Market—Nine Boats Employed in Fishing—Increase in Halibut Catch—Canned Sardines Pp 10 Per Cent.

### MONTREAL.

FISH.—Trade just now has all the features of vacation time, but as fish form popular food during hot weather, there is always a certain quantity sold. Volume altogether, however, is about as small at present as at any time in year. Only two changes are noted in price this week—an advance of 2c in Gaspé salmon and an advance of 1c in Doree. Supplies of salmon are getting short, and as consequence prices are stiffening. Closed season on salmon will begin August 1.

Lake and river fish in general are still scarce. During hot weather these fish get into deep water, where it is hard for fishermen to get at them. Brook trout, too, are coming in in insignificant quantities.

Live lobsters are in good demand and steadily advancing in price, as available supplies are getting reduced owing to closed season being now on in every part of country.

A statistical report re halibut received Monday states: The take of fish in June was 4,300,000 lbs., as against 3,750,000 lbs. for June, 1912, showing a gain of 550,000 lbs. for the month. Deliveries for the first six months of 1913 total 19,750,000 lbs., as against 18,150,000 lbs. for the same period of 1912. This increase can be explained by fact that many additional boats have this year been employed in fishing. However, price is about steady now, and if fishing keeps up till end of season there is no reason to believe prices will be higher than last year.

Regarding prepared, salted and pickled, trade is small, though there is a wakening in imported and domestic pickled herrings. Canned fish is moving fairly well, and there is an advance in domestic canned sardines of about 10 per cent. This is owing to small quantity of fish that have been available

during season, and to high prices paid for green fish across the border.

Fresh Stock—	
Barbotte, dressed, lb.	0 09 0 10
Bluefish, per lb.	0 16 0 18
Carp, 100 lb. boxes, per lb.	0 07 0 08
Cod, market, 250 lb. cases, per lb.	0 05 0 05
Doree, 100 and 150 lb. cases, per lb.	0 13 0 14
Flounders, per lb.	0 06 0 07
Frogs legs, large, per lb.	0 50 0 50
Frogs legs, small, per lb.	0 25 0 25
Haddock, per lb.	0 04 0 05
Halibut, per lb.	0 11 0 12
Herring, per 100 fish	1 80 1 80
Perch, dressed, per lb.	0 09 0 10
Pike, dressed, per lb.	0 07 0 08
Salmon, B.C., red, per lb.	0 15 0 16
Salmon, Gaspé, per lb.	0 18 0 20
Steak cod, per lb.	0 06 0 06
Smelts, per lb.	0 12 0 12
Trout, brook, per lb.	0 30 0 30
Trout, lake, per lb.	0 11 0 12
Turtles, small, per lb.	0 07 0 15
Whitefish, per lb.	0 11 0 12
Frozen Stock—	
Haddock, per lb.	0 04 0 05
Herring, per 100 fish	1 50 1 50
Pike, per lb.	0 06 0 06
Smelt, fancy, per lb.	0 12 0 13
Smelts, No. 1, per lb.	0 08 0 09
Salmon, fancy, Spring, per lb.	0 14 0 15
Salmon, Gaspé, per lb.	0 15 0 16
Salmon, Qualla, per lb.	0 07 0 08
Whitefish, per lb.	0 07 0 10
Prepared Stock—	
Boneless fish, 20 lb. pkgs.	0 07 0 08
Cod, pure, ca. of 20 tablets, per lb.	0 10 0 10 1/2
Cod, pure, 3 lb. box, per lb.	0 15 0 15
Cod, boneless strip, 30 lb. box, lb.	0 10 0 10
Cod, boneless strip, 2 lb. blks., in 20 lb. pkgs., lb.	0 07 0 08
Cod, shredded, box of 2 doz.	1 80 1 80
Cod, skinned, per 100 lb. box.	6 00 6 00
Cod, dried, per 100 lb. bundle.	6 50 6 50
Fallock, dried, per 100 lb. bundle.	6 00 6 00
Salted and Pickled Stock—	
Cod, green, ordinary, per 200-lb. bbl.	7 00 8 00
Cod, green, white napes, per 200-lb. bbl.	8 00 9 00
Haddock, No. 1, green, per 200 lbs.	5 00 6 00
Herring, Holland, per keg, 70 to 75c; per 1/2 bbl., \$5.00 to \$6.00; per bbl.	9 00 10 00
Herring, Labrador, 1/2 bbl., \$2.75, bbl.	5 00 5 00
Herring, Scotch, keg of 12 lbs. net, \$1.10, 1/2 bbl.	7 00 7 00
Mackerel, No. 1, 20 lb. kits, \$1.75, 1/2 bbl., \$7.50, bbl.	15 00 15 00
Salmon, Labrador, 1/2 bbl., \$8.00 to \$9.00, bbl.	15 00 16 00
Trout, lake, kegs	7 00 7 00
Trout, sea, half barrels	6 50 6 50
Smoked Stock—	
Bloaters, per box	1 00 1 10
Fillets, regular and fancy, lb.	0 10 0 12
Haddies, regular and fancy, lb.	0 06 0 08
Herring, new, per box	0 13 0 15
Kippers, small, box of 50 fish.	1 00 1 25
Salmon, per lb.	0 22 0 22
Shell Fish, Fresh—	
Clams, per barrel	7 00 7 00
Crab, meats, per gal.	2 50 2 50
Lobsters, live, per lb.	0 26 0 26
Lobsters, boiled, per lb.	0 27 0 29
Meats, bulk, standards, gal., \$1.50; selects	1 80 1 80
Meats, solid, standards, gal., \$1.80; selects	2 00 2 00
Oysters, Cape Cod, shell	12 00 12 00
Periwinkles, per bushel	2 50 2 50
Prawns, per gal.	2 00 2 00
Scallops, per gal.	2 75 2 75
Shrimps, per gal.	2 00 2 00

### TORONTO.

FISH.—Local market can be described as in a condition where supply is not

equal to demand. Run of whitefish is over, and price has advanced from 1c to 2c as result of scarcity. Trout are in similar position, and 12c is the ruling price. Herring are also hard to get.

Frozen Stock—	
Roe shad, weight 3 lbs., each.	1 00 1 25
Whitefish, per lb.	0 09 0 10
Fresh Caught—	
Haddock, per lb.	0 06 1/2 0 07
Halibut, per lb.	0 10 0 11
Herring, per lb.	0 05 0 06
Lobsters, live, per lb.	0 40 0 60
Mackerel, weighing 1 1/2-3 lbs., each.	0 15 0 25
Pickrel, yellow, per lb.	0 10 0 10
Pike, per lb.	0 05 0 07
Roe shad, weight 3 lbs., each.	1 00 1 50
Salmon, Restigouche, per lb.	0 18 0 20
Salmon, B.C., per lb.	0 19 0 19
Steak, cod, per lb.	0 07 0 08
Trout, per lb.	0 10 0 12
Whitefish, per lb.	0 10 0 12
Smoked—	
Finnan haddie, per lb.	0 08 0 08
Kippers, box of 40	1 10 1 25
Bloaters, box of 60	1 25 1 25
Prepared—	
Cod, 1 lb. tablets, case of 20.	2 00 2 00
Salted and Pickled—	
Herring, Holland, per keg	0 60 0 60

### ST. JOHN, N.B.

FISH.—Prices in fish, so far as fresh lines are concerned, at least, have been a little higher this season than in other years, due to fact that shipments have been below the average on several lines, and the consequent run on more plentiful stocks has caused a tightening in price. A wholesale dealer states he had not remembered such a scarcity of halibut in several years as was the case this season, and the same was true regarding the herring catch. The salmon season has been one of the best on record. Stocks of smoked and pickled lines are plentiful.

### HALIFAX, N.B.

FISH.—Local fresh fish trade is brisk, but there is not much doing in dry or pickled lines. Reports coming to hand from various points along coast state that herring and mackerel continue fairly plentiful, some districts reporting as high as seventy-five barrels of mackerel daily. Cod and haddock, and also halibut, are fairly plentiful. The smoked fish trade is quite satisfactory. There is a fair demand for oysters mostly American, in bulk.





# Produce & Provisions



## Lard and Ham Continue to Make Advances

Compound Goes up Another 1/2 Cent in Toronto—Hams and Backs and Cooked Ham Show Increases—Buyers Declare They Will Not Go Higher—Butter Inclined to Sag, But Eggs Are Firmer.

The prediction in Canadian Grocer last week of a further rise of half a cent in compound lard has been justified and the market early this week registered three-quarters of a cent higher than two weeks ago. Cotton seed oil advanced again, carrying up its produce with it.

Live hogs continue at \$9.65 and some lots went as high as \$9.75. The dressed article is now close to \$15 per cwt. Hams again advanced in Toronto half a cent all round, and backs as well. On the Montreal market cooked ham was quoted up to 32 cents.

The market for butter is weak and one lot of fine solids sold on the Toronto exchange for 23 cents, although this was slightly lower than the prevailing price. Eggs and cheese were unchanged.

The offerings on the Toronto Produce Exchange on Monday of this week were as follows:

**BUTTER.**—Dairy none; creamery, 50 box solids, finest, 24c, no offer; 100 box solids, finest, 23c, sold; 40 box prints, 24 1/2c, no offer.

**EGGS.**—25 cases rots out, 22 1/2c, no offer; 25 cases rots out, 22 1/2c, no offer; 50 cases rots out, 22 1/2c, no offer; 200 cases, storage candled, fall delivery, 28c, no offer; 15 cases, 2's, candled, 17c, no offer.

**CHEESE.**—25 to 50 large, new, 13 1/2c, no offer; 25 to 50 twins, 13 3/4c, no offer; 25 triplets, September, 14 1/2c, no offer.

**HONEY.**—20 tins, 60's, clover, 10 3/4c, no offer; 25 cases, 10's, clover, 11 1/4c, 10 1/2c offered; 30 doz. Combe fancy, \$3, no offer.

### MONTREAL.

**PROVISIONS.**—Owing to extremely high prices on hogs, meats of all kinds hold firm with good prospects for an advance. This week cooked meats moved up from 1/2 to 1 cent per pound. Speaking of future prices one dealer stated this week to Canadian Grocer:

"Meats cannot go much higher now. While people will pay the price in order to have them, still more hogs will be coming in shortly, which will tend to ease off the market."

While cotton oil still continues to hold at high prices, no further advance has as yet been made on compound lard. Market, however, holds firm with some tendency to advance.

	Per lb.
<b>Hams—</b>	
Light, under 12 lbs. ....	0 21
Medium, 12 to 20 lbs. ....	0 20 1/2
Large, 20 to 40 lbs. ....	0 19 1/2
<b>Backs—</b>	
Plain, bone in ....	0 23 1/2
Boneless ....	0 26
Peasmeat ....	0 26
<b>Bacon—</b>	
Breakfast ....	0 21
Roll ....	0 17
Shoulders, bone in ....	0 16
Shoulders, boneless ....	0 16 1/2
<b>Cooked Meats—</b>	
Hams, boiled ....	0 31
Hams, roasted ....	0 32
Shoulders, boiled ....	0 27
Shoulders, roasted ....	0 28
<b>Dry Salt Meats—</b>	
Long clear bacon, 50-70 lbs. ....	0 15 1/2
Long clear bacon, 80-100 lbs. ....	0 14 1/2
Flanks, bone in, not smoked ....	0 15 1/2
<b>Barrelled Pork—</b>	
Heavy short cut mess ....	Per 29 00
Heavy short cut clear ....	29 00
Clear fat pork ....	28 00
Clear pork ....	27 00
<b>Lard, Pure—</b>	
Tierces, 375 lbs. net ....	Per lb. 0 13 1/2
Tubs, 50 lbs. net ....	0 14
Boxes, 50 lbs. net ....	0 14
Pails, wood, 20 lbs. net ....	0 14 1/2
Pails, tin, 20 lbs. gross ....	0 13 1/2
Cases, 10-lb. tins, 60 in case ....	0 14 1/2
Cases, 3 and 5-lb. tins, 60 in case ....	0 14 1/2
Bricks, 1 lb. each ....	0 15 1/2
<b>Lard, Compound—</b>	
Tierces, 375 lbs. net ....	0 11
Tubs, 50 lbs. net ....	0 11 1/2
Boxes, 50 lbs. net ....	0 11 1/2
Pails, wood, 20 lbs. net ....	0 11 1/2
Pails, tin, 20 lbs. gross ....	0 11
Cases, 10-lb. tins, 60 in case ....	0 11 1/2
Cases, 3 and 5-lb. tins, 60 in case ....	0 12
Bricks, 1 lb. each ....	0 12 1/2
<b>Hogs—</b>	
Live, f.o.b. ....	Per cwt. 9 60
Live, fed and watered ....	10 75
Dressed ....	15 00

**BUTTER.**—"Down is the word on the butter market. Cowansville on Saturday quoted 23 to 23 1/8 and St. Hyacinthe 22 1/4 cents, which shows a decline of about 3/4 cents at the former, and fully 1 cent or 1 1/4 cents at the latter. Under such conditions, dealers locally are confident that a decline will follow here about Wednesday, and will amount to about 1 cent a pound all round. Heavy stocks are being held, and with little outlet. The fact also that dealers are fairly well loaded up and that their line of credit is almost all taken care of makes it impossible for them to dig in

and take hold of things as in former years. The situation, however is quite healthy, and dealers welcome this condition now with much better grace than they would in the fall or winter.

	Per lb.
<b>Butter—</b>	
Creamery prints, fresh ....	0 26 1/2
Creamery solids ....	0 26
Dairy prints ....	0 23
Dairy solids ....	0 23
Separator prints ....	0 23
Separator solids ....	0 23

**EGGS.**—Eggs are fairly plentiful for this time of year. The majority of dealers are paying 18 and 19 cents f.o.b. country points, buying by the loss off system, but some continue to pay 20 cents. These, however, are not falling in with the quality basis buying. Market generally is supposed to hold about where it ought to be under present conditions.

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

**CHEESE.**—Cheese has been rather firmer in the country lately owing to a better export demand. Prices now run about 13 to 13 1/8 in the country, as compared with 12 7/8 to 13 1/8 on Friday last, while a rather better feeling prevails, however, no predictions are being made as to the future of the market.

	New.	Old.
<b>Cheese—</b>		
Large ....	0 13	0 14 1/2
Twin ....	0 13	0 15
1/2 Twin ....	0 13 1/2	0 15
Stillton ....	0 17	0 17

**POULTRY.**—Poultry is at present rather quiet with much of the demand for live fowl to supply the Jewish trade. In dressed lines, frozen stock is meeting with most favor, owing to usual inferior quality of summer fowl being offered.

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

**HONEY.**—The report is being spread here that this year's crop is again short,



and even to a greater degree than that of last year. This, according to one dealer, seems incredible, but if such should prove to be the case, it will mean that dealers will again import honey. Up to the present almost no buying has been done.

**TORONTO.**

**PROVISIONS.**—Buyers declare that the upward rush of hogs is at an end. At least if the prices continue to soar, they must do so all by themselves. "We will not follow them any higher, for the figures to-day are all the buying market will stand," declared an extensive buyer. Receipts have been fairly heavy. Hams are up 1/2 cent., and backs took a similar course. Bacon remains firm at last week's quotations.

<b>Hams—</b>			
Light, per lb.	0 21 1/2		
Medium, per lb.	0 21 1/2		
Large, per lb.	0 18 1/2		0 19
<b>Backs—</b>			
Plain, per lb.	0 24 1/4	0 25 1/4	
Boneless, per lb.	0 25 1/2	0 25 1/4	
Pea meal, per lb.	0 24 1/4	0 25 1/4	
<b>Bacon—</b>			
Breakfast, per lb.	0 20	0 21	
Roll, per lb.	0 16	0 16 1/2	
Shoulders, per lb.	0 13 1/2	0 14 1/2	
Pickled meats—1c less than smoked.			
<b>Dry Salt Meats—</b>			
Long clear bacon, light	0 15 1/2	0 16	
Long clear bacon, heavy	0 15	0 15 1/2	
<b>Cooked Meats—</b>			
Hams, boiled, per lb.		0 30	
Hams, roast, per lb.		0 30	
Shoulders, boiled, per lb.		0 22 1/2	
Shoulders, roast, per lb.		0 23 1/2	
<b>Barrelled Pork—</b>			
Heavy mess pork, per bbl.	24 00	25 00	
Short cut, per bbl.	28 50	29 00	
<b>Lard, Pure—</b>			
Tierces, 400 lbs., per lb.	0 14	0 14 1/4	
Tubs, 60 lbs., per lb.	0 14 1/4	0 14 1/4	
Pails, 20 lbs., per lb.		0 14 1/4	
Pails, 3 and 5 lbs., per lb.		0 15 1/2	
Bricks, 1 lb., per lb.		0 15 1/2	
<b>Lard, Compound—</b>			
Tierces, 400 lbs., per lb.	0 10 1/2	0 11	
Tubs, 60 lbs., per lb.	0 11	0 11 1/4	
Pails, 20 lbs., per lb.	0 11 1/4	0 11 1/4	
<b>Hogs—</b>			
Live, f.o.b., per cwt.	9 65	9 75	
Live, fed and watered, per cwt.	10 00	10 10	
Dressed, per cwt.	14 50	15 00	

**BUTTER.**—The butter market, while weak, is not quotably lower. The supply is fairly heavy. Some dealers, it is claimed, are coming to the conclusion—too late—that they paid 1 cent too high for the June make.

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

**EGGS.**—The market is steady, and few, if any, are putting in storage. Receipts are sufficient to fill requirements, and quality is still very poor. City dealers are not paying for bad eggs, but are buying on the "loss off" basis. Fresh gathered rose 1 cent during the week, and are now being quoted at 24c to 25c.

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

**CHEESE.**—At the outside boards the tendency has been for slightly firmer prices, but quotations are unchanged.

<b>Cheese—</b>		
Old, large	0 15	0 15 1/4
Old, twins	0 15 1/4	0 15 1/4
New, large	0 14 1/4	0 14 1/4
New, twins	0 14 1/4	0 15

**POULTRY.**—Dealers report the supply better than for a number of years.

Not only has the season been favorable, but the reports are that more farmers are going in constantly for poultry raising. This will ensure a larger source of supply and the slight falling off in prices that may result would be welcomed by the trade. The present high prices keep the profits low in order to retain the market.

<b>Frozen Stock—</b>		Per lb.
Broilers, dressed	0 22	0 25
Chicks, milk fed, dressed		0 25
Chickens, dressed	0 20	0 22
Ducks, dressed	0 16	0 20
Fowl, dressed	0 17	0 18
Turkeys, dressed	0 24	0 25
<b>Fresh Stock—</b>		
Broilers, Spring, live	0 28	0 30
Broilers, Spring, dressed, 2 lbs. and over	0 28	0 30
Ducks, Spring, live		0 13
Ducks, Spring, dressed, lb.	0 17	0 18
Fowl, live		0 13
Fowl, dressed	0 14	0 15
Fowl, dressed	0 14	0 15
Turkeys, Old Tom, dressed	0 18	0 20
Turkeys, Old Tom, live	0 14	0

**HONEY.**—The supply is coming in slowly with the price ranging from 10 3/4 to 11 1/2. Some of the dealers take the ground that the beekeepers' rates as decided upon last week are a trifle high and are disposed to hold off for a time. For fancy comb \$3.00 is still asked, while \$2.50 to \$2.75 is the prevailing price for a dozen of ordinary quality.



Following items are from Canadian Grocer of August 4, 1893:—

"The Montreal provision market is dull and neglected. Pork is moving slowly at unchanged prices, and smoked meats are only in fair enquiry. Whether the disturbance in Chicago will have any appreciable effect on this market remains to be proved. We quote: Canadian short cut, per barrel, \$21 to \$21.50; mess pork, Western, new, per barrel, \$22.50 to \$23; hams, city cured, per lb., 12c to 13 1/2c; lard, Canadian, in pails, 11c to 12c; bacon, per lb., 11 1/2c to 12 1/4c; lard, com., refined, per lb., 9 1/2c to 10c."

Editorial Note.—A glance at the above prices and at those quoted in this issue will show a big difference.

"The over-production of canned fruits of past years seem to have taught packers a lesson, for this season they are reputed to be putting up less fruit in the way of strawberries, raspberries and cherries. In fact, in regard to the last named a scarcity is threatened. There is less disposition to sell futures than a week ago, and no one seems anxious to buy. There is nothing new to report in toma-

atoes, although there seems to be more lying around at 80c."

Editorial Note.—The above is from the Toronto market report of August 4, 1893.

**NEW BARBADOES INDUSTRY.**

**It Is Anticipated That Fishing Will Become an Important Means of Livelihood.**

Bridgetown, Barbadoes.—Barbadoes has always been connected in the minds of grocers with molasses and sugars. Sugar cane is the natural product of the land and throughout the ages the people of Barbadoes have stuck by it in fair weather and foul. But in later years another great possibility has been recognized for this island. As cane is the natural product of the land, so is fish the natural product of the surrounding seas, and upon the fishing trade do thousands depend for a livelihood.

Some of the more energetic capitalists are now devoting their attention to developing this fish trade and making the island of Barbadoes known in still another connection, the world over. Among these is E. Mitchell, who has taken a keen interest in the molasses trade, and is now turning his attention to the perfecting of a special fish-curing process.

The idea of introducing a fish-curing industry here is far from new, but up to the present, difficulty has always been found in producing a product up to the standard required for safe exportation. With a new power now put into the development of this industry, however, it is thought that Barbadoes will soon become a second Newfoundland, finding employment, and providing a staple market for thousands of fishermen who now eke out a mere existence on these shores.

**HOOKING UP WITH PARCELS POST.**

(Continued from page 23.)  
**Return Postcard System.**

In cases where there is rural delivery but no telephone system, customers and prospective customers could be advised to send in their orders the day before the goods are required on a postcard. In fact, the dealer could not do better than have a number of cards printed in the form of an order, with blank spaces for names of goods and a blank for the name of the customer, with his or her rural order route. These cards would be received first thing in the morning and orders filled in time to catch the post office delivery.

The next article will give a different method for getting after this business. All should be kept on file.



# QUOTATIONS FOR PROPRIETARY ARTICLES

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

### BAKING POWDER.

#### ROYAL BAKING POWDER.

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

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

#### WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Baking Powder—5-lb. size, \$8.25; 1-lb. tins, \$2; 12-oz. tins, \$1.60; 8-oz. tins, \$1.20; 6-oz. tins, 90c; 4-oz. tins, 65c; 5c tins, 40c.

#### BORWICK'S BAKING POWDER

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

#### COOK'S FRIEND BAKING POWDER.

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

#### In Tin Boxes—

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

#### FOREST CITY BAKING POWDER.

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

#### BLUE.

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

#### COUPON BOOKS—ALLISON'S.

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

#### UN-NUMBERED.

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

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

### CEREALS.

#### WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Breakfast Food, 2 doz. in case, per case, \$3.00.

The King's Food, 2 doz. in case, per case, \$4.80.

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

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

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

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

White Swan Flaked Rice, \$1.

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

### DOMINION CANNERS.

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

#### Jellies.

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

#### Marmalade.

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

#### 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.

Strawberry	0 13
Black currant	0 13
Raspberry	0 13

Freight allowed up to 25c per 100 lbs.

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

#### Cocoa—

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

Special quotations for Cocoa in barrels, kegs, etc.

#### Unsweetened Chocolate—

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

#### Icings for Cake—

Chocolate, white, pink, lemon orange, maple, almond, coconut, cream, in ½-lb. packages, 2 doz. in box, per doz.	0 90
Chocolate Confections—per lb.	
Maple buds, 5-lb. boxes	0 37
Milk medallions, 5-lb. bxs.	0 37
Chocolate wafers, No. 1, 5-lb. boxes	0 31
Chocolate wafers, No. 2, 5-lb. boxes	0 26
Nonpareil wafers, No. 1, 5-lb. boxes	0 31
Nonpareil Wafers, No. 2, 5-lb. boxes	0 26
Chocolate ginger, 5-lb. bxs.	0 31
Milk chocolate wafers, 5-lb. boxes	0 37
Coffee drops, 5-lb. boxes	0 37
Lunch bars, 5-lb. boxes	0 37
Milk chocolate, 5c bundles, 3 doz. in box, per box	1 36
Royal Milk Chocolate. 5c cakes, 2 doz. in box, per box	0 85

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

### EPPS'S.

Agents—F. E. Robson & Co., Toronto; Forbes & Nadeau, Montreal; J. W. Gorham & Co., Halifax, N. S.; Buchanan & Gordon, Winnipeg.

In ¼, ½ and 1-lb tins, 14-lb. boxes, per lb.	0 35
Smaller quantities	0 37

### JOHN P. MOTT & CO'S.

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

Elite, 10c size (for cooking) dozen	0 90
Mott's breakfast cocoa, 2-doz. 10c size, per doz.	0 85
Nut milk bars, 2 dozen in box	0 80
" breakfast cocoa, ¼'s and ½'s	0 36
" No. 1 chocolate	0 30
" Navy chocolate, ¼'s.	0 26
" Vanilla sticks, per grs.	1 00
" Diamond chocolate, ¼'s	0 24
" Plain choice chocolate liquors	20 30
" Sweet chocolate coatings	0 20

### WALTER BAKER & CO., LTD.

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

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



# THE CANADIAN GROCER

## CONDENSED AND EVAPORATED MILK.

### BORDEN MILK CO., LTD.

East of Fort William, Ont.

Preserved— Per Case.

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

Evaporated (Unsweetened)—

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

## WHITE SWAN SPICES AND CEREALS, LTD.

### WHITE SWAN BLEND.

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

Presentation (with tumblers) 28c per lb.

### MINTO BEANS.

### MELAGAMA BLEND.

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

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

## FLAVORING EXTRACTS. SHIRRIFFS

### Quintessential.

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

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

Discount on application.

## CRESCENT MFG. CO.

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

## GELATINE.

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

## CLARK'S PORK AND BEANS

### IN TOMATO SAUCE.

Per doz.	
No. 1, 4 doz. in case	0 60
No. 2, 2 doz. in case	0 95
No. 3, flats, 2 doz. in case	1 15
No. 3, talls, 2 doz. in case	1 35
No. 6, 1 doz. in case	4 00
No. 12, ¼ doz. in case	6 50

## LAPORTE, MARTIN, LIMITEE.

Montreal Agencies.

## BASIN DE VICHY WATERS.

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

## VICHY LEMONADES.

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

## CASTILE SOAP.

"Le Soleil," 72 p.c. Olive Oil.	
Cs. 25 11 lb. bars, lb.	0 08½
Cs. 200 3½ lb. pieces, cs.	4 00
Cs. 12 3 lb. bars, lb.	0 10½
Cs. 50 ¼ lb. pieces, cs.	3 75
Cs. 50 1 lb. sq. pieces, cs.	4 50
Cs. 50 1 lb. long pieces, cs	4 50
Cs. 200 300 grs. pieces, cs	12 00
Cs. 100 300 grs. pieces, cs	6 00
Cs. 200 200 grs. pieces, cs	7 50

## ALIMENTARY PASTES.

### BLANC & FILS.

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

## DUFFY & CO. BRAND.

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

## Motts Golden Russett—

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

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

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

## MINERVA PURE OLIVE OIL.

Case—	
12 litres	8 00
12 quarts	6 00
24 pints	6 50
24 ½-pints	4 25
Tins—	
5 gals. 2s	2 00
2 gals. 6s	2 05
1 gal. 10s	2 10
20s, ¼ gal.	2 60

## CANNED HADDIES "THISTLE" BRAND.

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

## INFANTS' FOOD.

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

## BOAR'S HEAD LARD

### COMPOUND.

N. K. FAIRBANK CO., LTD.	
Tierces	0 10½
Tubs, 60 lbs.	0 10½
Palls, 20 lbs.	0 10½
Tins, 20 lbs.	0 10½
Cases, 8 lbs., 20 to case.	0 11½
Cases, 5 lbs., 12 to case.	0 11½
Cases, 10 lbs., 6 to case.	0 11

## F.O.B. Montreal.

## MARMALADE.

## SHIRRIFF BRAND.

### "SHREDDED."

1 lb. glass (2 dz case).	\$1.90 \$1.80
2 lb. glass (1 dz case).	3.20 3.00
4 lb. tin (1 dz case)....	5.50 5.35
7 lb. tin (½ dz case)..	8.60 8.35
"IMPERIAL SCOTCH."	
1 lb. glass (2 dz case).	\$1.60 \$1.55
2 lb. glass (1 dz case).	2.80 2.70
4 lb. tin (1 dz case)...	4.80 4.65
7 lb. tin (½ dz case)...	7.75 7.50

## MUSTARD.

## COLMAN'S OR KEEN'S.

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

## VERMICELLI AND MACARONI

C. H. CATELLI CO., LIMITED. Hirondele Brand

1 lb. pkgs. Loose

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

Catelli Brand.	
Vermicelli, Macaroni, Spaghetti, 5, 10, 30 lbs. (loose)	5½
30 lb. cases, 1 lb. packages	6
Terms, Net 30 days.	

## D. SPINELLI CO., Registered.

Globe Brand.	
Vermicelli, Macaroni, Spaghetti, Macaroni (short cut), Alphabets 30 lb. case	7 6½
Spinelli Brand.	

Vermicelli, Macaroni, Spaghetti, 5, 10, 30 lb. cases (loose)	5½
30 lb. cases, 1 lb. pkgs.	6
Terms—Net, 30 days.	

## JELLY POWDERS.

### JELL-O.

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

## JELL-O ICE CREAM POWDER

Assorted case, contains 2 doz.	2 60
Straight.	

Chocolate contains 2 doz.	2 60
Vanilla contains 2 doz.	2 60
Strawberry contains 2 doz.	2 60
Lemon contains 2 doz.	2 60
Unflavored contains 2 doz.	2 60
Weight 11 lbs. to case. Freight rate, 2nd class.	

## SOAP AND WASHING POWDERS.

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

## RICHARDS PURE SOAP.

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

## FELS NAPTHA.

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

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# The Confidence of Your Customers

in you and your merchandise is one of the most valuable assets in your business. The superior quality, excellence and purity of

# Melagama Tea & Coffee

are well established in the minds of the public. They have led for 39 years.

We guarantee sales and pay the freight. Order a case of each TO-DAY!

Packed By

**Minto Bros.**  
**TORONTO**

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**ROYAL**  
  
**BAKING  
POWDER**

**Absolutely Pure**  
**The only baking powder**  
**made with Royal Grape**  
**Cream of Tartar**  
**No Alum, No Lime Phosphate**

ALL grocers should carry a Full Stock of Royal Baking Powder.

It always gives the greatest satisfaction to customers, and in the end yields the larger profit to the grocer.

**THERE IS NO SUBSTITUTE**



# THE CANADIAN GROCER

## "SOCLEAN."

### THE DUSTLESS SWEEPING COMPOUND.

25c Pail, 2 doz. in case (4½ lbs.) enlarged size .....\$4 50  
 40c Pail, formerly 50c, 2 doz. in case (8 lbs.) ..... 7 20  
 75c Pail, formerly \$1.00, 1 doz. in case (17 lbs.).... 6 75

### "ANTI-DUST" SWEEPING POWDER.

2 lb. tins, 3 doz. crates, doz. 1 40  
 5 lb. tins, 1 and 2 doz., crates, per doz. .... 3 90

### STARCH.

#### THE CANADA STARCH CO., LTD.

#### EDWARDSBURG BRANDS and

#### BRANTFORD BRANDS.

Boxes.	Cents
Laundry Starches—	
40 lbs. Canada Laundry....	.05½
40 lbs., Canada white gloss, 1 lb. pkgs. ....	.06
48 lbs., No. 1 white or blue, 4 lb. cartons .....	.06½
48 lbs., No. 1 white or blue, 3 lb. cartons .....	.06½
100 lbs., kegs, No. 1 white. ....	.06
200 lbs., bbls., No. 1 white. ....	.06
30 lbs., Edwardsburg silver gloss, 1 lb. chromo pkgs. ....	.07½
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, chromo label ....	.07½
40 lbs. Benson's Enamel (cold water), per case....	3 00
20 lbs. Benson's Enamel (cold water), per case....	1 50
Celluloid—boxes containing 45 cartons, per case....	3 60

#### Culinary Starch.

40 lbs. W. T. Benson & Co.'s prepared corn .... .07½  
 40 lbs. Canada pure corn starch .....

#### BRANTFORD STARCH.

##### Ontario and Quebec.

Laundry Starches—  
 Canada Laundry—  
 Boxes about 40 lbs. .... .05½  
 Acme Gloss Starch—  
 1-lb. cartons, boxes of 40 lbs. .... .06  
 First Quality White Laundry—  
 3-lb. canisters, cs of 48 lbs. .... .06½  
 Barrels, 200 lbs. .... .06  
 Kegs, 100 lbs. .... .06  
 Lily White Gloss—  
 1-lb. fancy cartons, cases 30 lbs. .... .07½  
 6-lb. toy trunks, lock and key, 3 in case .... .08  
 6-lb. toy drum, with drumsticks, 2 in case.... .07½  
 Kegs, extra large crystals, 100 lbs. .... .07  
 Canadian Electric Starch—  
 Boxes containing 40 fancy pkgs., 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. .05½  
 Brantford Prepared Corn—  
 1-lb. pkts., boxes of 40 lbs. .07½  
 "Crystal Maize" Corn Starch—  
 1-lb. pkts., boxes of 40 lbs. .07½  
 (20-lb. boxes ¼c higher than (40's.)

### OCEAN MILLS, MONTREAL.

Chinese starch, 48, 1 lb., per case, \$4; Ocean Baking Powder, 3-oz. tins, 4 doz. per case, \$1.60; 4-oz. tins, 4 doz. per case, \$3.00; 8-oz. tins, 5 doz., per case, \$6.50; 16-oz. tins, 3 doz. per case, \$6.75; 5-lb. tins, 10 tins a case, \$7.50; 1-lb. bulk, per 25, 50 and 250 lbs., at 15c per lb. Ocean blanc mange 48 8-oz., \$4; Ocean borax, 48 8-oz., \$1.60; Ocean cough syrup, 36 6-oz., \$6.00; 36 8-oz., \$7.20; Ocean corn starch, 48 1-lb., \$3.60.

### SOUPS—CONCENTRATED.

#### CHATEAU BRAND.

Vegetable, Mutton Broth, Mulligatawny, Chicken, Ox Tail, Pea, Scotch Broth, Julienne, Mock Turtle, Vermicelli, Tomato, Consomme, Tomato.  
 No. 1's, 95c per dozen.  
 Individuals, 45c per dozen.  
 Packed 4 dozen in a case.

#### SYMINGTON'S SOUPS.

Quart packets, 9 varieties, doz. .... 0 90  
 Clear soups, in stone jars, 5 varieties, doz. .... 1 40

#### SODA—COW BRAND.

Case of 1-lb., containing 60 packages, per box, \$3.00.  
 Case of ½-lb., containing 120 packages, per box, \$3.00.  
 Case of 1-lb. and ½-lb., containing 30 1-lb. and 60 ½-lb. packages, per box, \$3. Case of 5c packages, containing 96 packages, per box, \$3.00.

### SYRUP.

#### THE CANADA STARCH CO., LTD.

CROWN BRAND CORN SYRUP.  
 2-lb. tins, 2 doz. in case... 2 40  
 5-lb. tins, 1 doz. in case... 2 75  
 10-lb. tins, ½ doz. in case. 2 65  
 20-lb. tins, ¼ doz. in case. 2 90  
 Barrels, 700 lbs. .... 3¼  
 Half barrels, 350 ..... 3½  
 Quarter barrels, 175 ..... 3¾  
 Pails, 38½ ..... 1 75  
 Pails, 25 lbs. each ..... 1 25

#### LILY WHITE CORN SYRUP.

2-lb. tins, 2 doz. in case... 2 75  
 5-lb. tins, 1 doz. in case... 3 10  
 10-lb. tins, ½ doz. in case. 3 00  
 20-lb. tins, ¼ doz. in case. 2 95  
 (5, 10 and 20-lb. tins have wire handles.)

#### BEAVER BRAND MAPLE SYRUP.

2-lb. tins, 2 doz. in case.... 3 50  
 5-lb. tins, 1 doz. in case.... 4 00  
 10-lb. tins, ½ doz. in case.. 3 95  
 20-lb. tins, ¼ doz. in case.. 3 90  
 (5, 10 and 20-lb. tins have wire handles.)

Terms: 30 days net. No discount for repayment.

Freight prepaid on 5-case lots, to all stations in Quebec and Ontario (east of North Bay), and during navigation to ports as far

as Sault Ste. Marie, inclusive.

To points beyond North Bay we prepay freight to North Bay only.

### MOLASSES.

#### THE DOMINION MOLASSES COMPANY, LTD.

##### Gingerbread Brand.

2s., Tins, 2 doz. to case.  
 Quebec, per case .....\$ 1 85  
 Ontario, per case ..... 1 90  
 Manitoba, per case ..... 2 30  
 Saskatchewan, per case.... 2 60  
 Alberta, per case ..... 2 70  
 British Columbia, per case 2 40

##### DOMOLCO BRAND.

2s., Tins, 2 doz. to case.  
 Quebec & Ontario, per case 2 60  
 Manitoba, per case ..... 3 00  
 Saskatchewan, per case ... 3 20  
 Alberta, per case ..... 3 30  
 British Columbia, per case. 3 10

### SAUCES.

#### PATERSON'S WORCESTER SAUCE.

½-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 00  
 H. P. Pickles—  
 Cases of 2 doz. pints.... 3 35  
 Cases of 3 doz. ½-pints.. 2 25

### STOVE POLISH.

JAMES DOME BLACK LEAD.  
 6a size, gross .....\$ 2 40  
 2a size, gross ..... 2 50

#### NUGGET POLISHES. Doz.

Polish, Black and Tan .... 0 85  
 Metal Outfits, Black and Tan ..... 3 65  
 Card Outfits, Elack and Tar ..... 3 25  
 Creams and White Cleaner 1 10

### TOBACCO.

#### IMPERIAL TOBACCO COMPANY OF CANADA.

Chewing—Black Watch, 6s... 45  
 Black Watch, 12s ..... 45  
 Bobs, 5's and 10's ..... 39  
 Bully, 6s ..... 44  
 Currency, 6½s and 12s .... 39  
 Stag, 5 1-3 to lb..... 39  
 Old Fox, 6 lb. boxes .... 40  
 Pay Roll Bars, 7½s ..... 59  
 Pay Roll, 7s ..... 59  
 War Horse, 6s ..... 42  
 Plug Smoking, Shamrock, 6s, plug or bar ..... 45  
 Rosebud Bars, 6s ..... 45  
 Empire, 6s and 12s..... 44  
 Ivy, 7s ..... 50  
 Starlight, 7s ..... 50  
 Cut Smoking — Great West  
 Pouches, 8s ..... 59  
 Regal Cube Cut, 9s ..... 70

### TEAS.

#### THE "SALADA" TEA CO. East of Winn'peg.

Wholesale R't'l  
 Brown Label, 1s and ½s .25 30  
 Green Label, 1s and ½s .27 35  
 Blue Label, 1s, ½s, ¼s, and ⅛s ..... 30 40  
 Red Label, 1s and ½s .. 36 50  
 Gold Label, ½s ..... 44 60  
 Red-Gold Label, ½s .... 55 60

### LUDELLA CEYLON TEA.

Orange Label, ½s ..... 24 30  
 Brown Label, ½s and 1s. 28 40  
 Brown Label, ¼s ..... 30 40  
 Green Label, ½s and 1s 35 58  
 Red Label, ½s ..... 40 60

#### MELAGAMA TEA.

##### MINTO BROS.

45 Front St. East.  
 We pack in 60 and 100-lb. cases.  
 All delivered prices.

#### Wholesale R't'l

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 .... 70 100

#### JAMS AND JELLIES. T. UPTON & CO.

Pure Fruit Jams—Raspberry & apple, Strawberry and apple, peach and apple, plum and apple, red currant and apple, black currant and apple, cherry and apple, apricot and apple, gooseberry and apple, huckleberry and apple, fig and apple, 12 oz. glass jars, 2 dozen in case \$1.00 per doz.; No. 2 tins, 2 dozen in case, \$1.90 per doz.; No. 5 tin pails, 9 pails in crate, \$7 1-2c per pail; No. 7 tin pails, 6 pails in crate, 52 1-2c per pail; No. 7 wood pails, 6 pails in crate, 52 1-2c per pail; 30 lb. wood pails, 7 1-4c per lb.

Packed in assorted cases or crates if desired.

Pure Fruit Jellies — Raspberry, strawberry, black currant, red currant and pineapple flavors, 9 - oz. glass tumblers, 2 doz. in case, 95c per doz.; 12-oz. glass jars, 2 doz. in case, \$1.00 per doz.; No. 2 tin, 2 doz. in case, \$1.90 per doz.; No. 5 tin pails, 9 pails in crate, 37½c per pail; No. 7 wood pails, 6 pails in crate, 52½c per pail; No. 7 tin pails 6 in. crate, 52½c; 30-lb. wood pails, 7¼c per lb. Packed in assorted cases or crates if desired.

Pure Orange Marmalade — Guaranteed finest quality. 12-oz. glass jars, 2 doz. in case, \$1.10 per doz.; 16-oz. glass jars, 2 doz. in case, \$1.50 per doz.; pint sealers, 1 doz. in case, \$2.25 per doz.; No. 2 tins, 2 doz. in case, \$2 per doz.; No. 4 tins, 2 doz. in case, 35c per tin; No. 5 tins, 9 in. crate, 42¼c per tin; No. 7 tins, 12 in. case, 57¼c per tin; No. 7 wood pails, 6 in. crate, 57¼c per pail; 30-lb. wood pails, 8c per lb.

### JELLY POWDERS.

#### WHITE SWAN FLICE AND CEREALS, LTD.

White Swan, 15 flavors, 1 doz. in handsome counter carton, per dozen ..... \$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 packages ..... 1 15



**Yelling Certainly**



**Attracts Attention**

**BUT YOU MUST ACT**

**AS WELL AS YELL**

No spier methods of attracting attention will be resultful in putting your goods on the Western market unless you are prepared to follow up your efforts with a personal man to man campaign. This means you must keep the territory covered constantly, regularly. Put your products in our hands, Mr. Manufacturer, and let us handle your Western accounts. Our large and efficient staff covers the ground regularly. Our five large warehouses situated at the central Western distributing points are at your service.

*Let us know your lines.*

## **Nicholson & Bain**

**WHOLESALE COMMISSION MERCHANTS AND BROKERS**

**Winnipeg, Manitoba**

**Branches: REGINA, SASKATOON, EDMONTON, CALGARY, LETHBRIDGE**

# **BACON**

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

Made under Government inspection.

**F. W. FEARMAN CO.**

LIMITED

HAMILTON

Established 1854

What is nicer for the camper  
than a tin of

## **UPTON'S**

**Pure Fruit Jam or  
Orange Marmalade**

Keep up your stock.

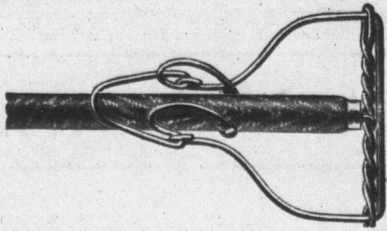
Don't neglect your opportunities.

Sold by all Jobbers

**T. UPTON CO., Limited**

Sales Office:                      Factory at:  
St. Catharines, Ont.      Hamilton, Ont.





**ELY'S No. 23**

has no sharp corners  
to mar baseboards  
or furniture

The head and slide being made of No. 9  
tinned wire, and the lever and spring of No.  
10 tinned, spring tempered wire, this mop is  
extremely light, yet unbreakable and rustless.  
No sharp corners to mar baseboards and fur-  
niture. The head is twisted to make it stiff  
and stronger than any cast iron head. A  
sample gross will convince you that Ely's No.  
23 is the best.

Write for gross to-day.

*Theo. J. Ely Mfg. Co.*

Manufacturers of 23 styles of Mop Heads

*25th and Ash Streets  
Erie, Pennsylvania*

**TOMATOES,  
CELERY,  
PINEAPPLES,  
ORANGES,  
BANANAS.**

Shipments of Fruits and  
Vegetables arriving daily.

—Get our quotations.

Prompt shipment assured.

**LEMON BROS.**

Owen Sound, Ontario

**Very Fine**

No lemons on the market  
the equal of

“St. Nicholas”

“Home Guard”

“Puck”

“Queen City”

“Kicking”

Mention in your order  
the brand you want.

**J. J. McCABE**

Agent

Toronto, Ont.

**Every Little Helps.**

It may not seem important to pay much attention



to selling small articles,  
but there is all the  
difference between a  
satisfied customer who

has bought Reckitt's Blue, and another who  
has not got “The Best.”

# Local Fruits

Consisting of  
**Berries, Cherries,  
 Gooseberries, Currants**

## Imported

CANTALOUPE	WATERMELONS
PEACHES	PLUMS
CHERRIES	APPLES
TOMATOES	CUCUMBERS

Direct importers from Everywhere.

The World Our Market.

### WHITE & CO., LIMITED

Wholesale Fruit and Fish

TORONTO

HAMILTON

# BANANAS

The uniform high quality of our fruit and the satisfactory condition in which it arrives at your store, is the reason we are known as

## BANANA SPECIALISTS.

We buy only the best fruit imported, and offer you

**Constant Supply, Fair Prices,**

**Prompt Attention.**

Send us a standing order to-day.

The House of Quality.

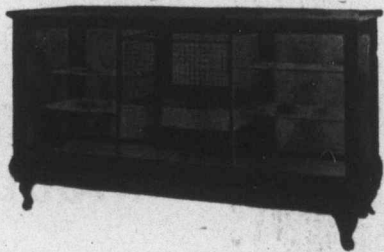
## HUGH WALKER & SON

Established 1861

GUELPH

and

NORTH BAY



*The Arctic Silent-Salesman*  
 the sanitary way of displaying perishable goods

There's a limit to everything—fresh goods won't stay fresh for ever, and people are not going to ask for them if they do not know you have them in stock. The best way is to show your perishable goods in the Arctic Silent Salesman Refrigerator. It keeps them in perfect condition and promotes quick sales. You'll save its price in a short time. Write for catalog.

### JOHN HILLOCK & CO., LIMITED

TORONTO, ONTARIO

Agents in West: J. UPRICHARD - - - Regina, Sask.

Quebec and Maritime Provinces: WOLF, SAYER & HELLER



## THE CHEESE WITH THE FLAVOR.

Our stock of Old Canadian Cheese was properly made, which is the first point. It is properly cured, which is the main point and every order means a repeat order.

Our Elgin Brand Pure Pork Sausage and other pork products are just as carefully looked after.

For convenience let us send you one of our post card order books.

We are also open to receive your consignments for cold storage.

### The St. Thomas Packing Co. LIMITED

Pork Packers and Provision Merchants, Pork, Pork Products and Beef, Butter, Eggs and Cheese.

ST. THOMAS, ONT.

Wholesale Branches at Windsor and London, Ont.

Let us send you one of our Post Card Order Books.



# MASON'S 'O.K.' SAUCE

THE ORIGINAL



As purveyed by appointment to the House of Lords. As supplied to the House of Commons, H.M. Navy & Army, Government Offices and the Leading Hotels and Caterers throughout the World.

CAUTION—No connection with any firm or company trading in a similar name.

THE MARK OF QUALITY

An introductory size and a certain leader to the larger size. Price

## 10cts.

Sole Manufacturers:  
**GEORGE MASON & CO. LIMITED,**  
LONDON, ENGLAND.

Represented by:—

The Lind Brokerage Co., 49 Wellington St. E., Toronto.  
G. H. Gillespie, 437 Richmond Street, London, Ont.  
J. T. McBride, 82 Canadian Life Chambers, Montreal.  
Nelson Shakespeare Watkins, Limited, 800-804 Cambie Street, Vancouver.  
David Brown, 328 Smith St., Winnipeg, Man.  
W. C. Mullins & Co., 25 King St., St. John, N.B.  
Fenwick Hendry & Co., Wholesale Distributors, Kingston and District.

## D. & J. McCALLUM PERFECTION SCOTCH WHISKEY

is known throughout the Canadian trade as the finest flavored Scotch on the market. It hasn't that smoky flavor of most Scotch Whiskies. It represents customer satisfaction and good profits.

**Wm. E. McIntyre, Limited**  
23 Water Street, St. John, N.B.  
GENERAL AGENT

### CHOICE ONTARIO APPLES

In car lots, packed in barrels or boxes, straight or assorted varieties. Guaranteed full Government standard.

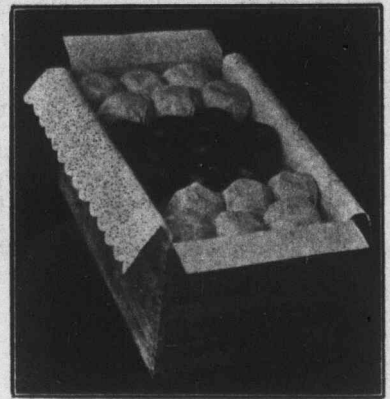
Fruit all grown in our own orchard and packed in our own packing house at Waterdown, Ontario.

**WRITE FOR PRICES**

We also want a good connection in every town or city to take orders for Xmas box apples, delivered to any address in Great Britain or Ireland. Liberal commission.

Choice evaporated apples always on hand from our own evaporators.

**THE WENTWORTH  
ORCHARD CO., LIMITED**  
Dundas, Ontario



## BLACK JACK

**QUICK  
CLEAN  
HANDY**

½-lb. tins—  
3 doz. in case



**TRY IT**

**SOLD BY  
ALL  
JOBBER'S**

## A Large Mouth



This is one of the features of the **QUEEN SQUARE FRUIT JAR**. Made in clear white flint glass, with seamless rubber base and smooth polished top with adjustable fastener. The biggest selling Lightning style Jar in the United States or Canada. This Jar is much superior and should not be confused with the ordinary type of jar.

Sell the Quality Jar during 1913—the "QUEEN."

Manufactured by

**Smalley, Kivlan & Onthank**  
BOSTON, U.S.A.

For sale by all first class dealers in Canada and United States.

# THE NAME "FAIRBANK" MEANS SOAP SURETY



## FAIRY SOAP

When we tell you that you can depend on FAIRY SOAP as a lively, steady seller, sure to satisfy your customers, it's because we know positively that the white, sweet, floating oval cake is the BEST soap a nickel ever bought, and because YOUR CUSTOMERS know it.

We've advertised FAIRY SOAP so extensively that the slogan "Have you a little 'Fairy' in your home?" stands for the "BEST SOAP I CAN BUY" in the minds of women everywhere.

Be sure FAIRY SOAP is prominently displayed—it sells on sight.

"HAVE YOU A LITTLE FAIRY IN YOUR HOME?"

**The N. K. Fairbank Company,  
LIMITED, MONTREAL**

Canadian  
Tobaccos  
of Merit



Rose Quesnel  
—Smoking

King George  
Navy Plug  
—Chewing

Tobacco users everywhere praise the delightful "Rose Quesnel" fragrance and fine flavor. It is a pure Canadian smoking tobacco, deliciously cool and sweet.

King George Navy Plug Chewing Tobacco meets the most stringent requirements of the epicure tobacco user.

**Rock City  
Tobacco Co.,  
Limited  
QUEBEC**

## It Will Pay You to Sell SNAP

Every dealer will eventually realize that it will be to his best interests to sell SNAP—then why not get in line at once. There is a good profit to be made in SNAP and the sales multiply rapidly. SNAP is the best hand cleaner on the market, it cleans effectively all dirt, grease and grime, leaving the skin smooth and soft. It will not injure the most delicate hands.

Everybody has use for SNAP.

**SNAP COMPANY, Limited**  
Montreal, Quebec







EVERY POUND OF  
**ANCHOR BRAND FLOUR**

easily makes good bread

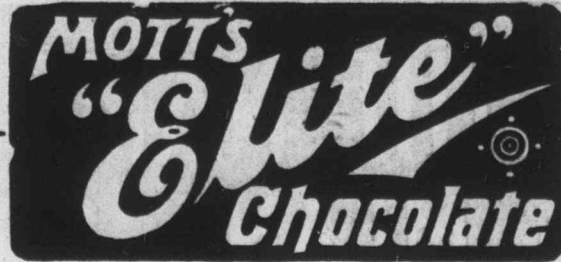
such as you will be told everywhere it is used. "I simply set it in the evening away from any stove, and, next morning, I take and knead the dough a little bit, add a little more flour, let it stand for about an hour and a half, then shape it and put it in the oven without closing the oven door for a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

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

**Leitch Brothers' Flour Mills, Ltd.**

Makers of "ANCHOR BRAND FLOUR"

Oak Lake, - - - Manitoba



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

**JOHN P. MOTT & CO.**

MANUFACTURERS

HALIFAX, NOVA SCOTIA

**A SLIGHT DIFFERENCE**

in price on a cheap article like

**SAL SODA**

should not count when quality is considered

**BRUNNER, MOND & CO.'S**

**ENGLISH SAL SODA**

is the **PUREST**, contains **LEAST MOISTURE** and therefore **GOES FURTHEST** of any Washing Soda Sold.

**WINN & HOLLAND, LIMITED**

SOLE AGENTS  
**MONTREAL**

**We have them**

*Giant*

*Prince*

*Globe*

*Beaver*

**Fruit Jar Rings**

Quality Guaranteed

**Walter Woods & Co.**

HAMILTON and WINNIPEG

## The quality makes a repeater of Wonderful Soap—

With quality and results backing you up in every sale you will find this famous soap a money-making proposition for your soap department. It produces a steady profit and brings repeat orders every time you sell it to a new customer.

We quote the following prices for Wonderful Soap and other standard lines:

	Per case.
WONDERFUL SOAP (100 cakes) .....	\$4.15
ROYAL CITY BAR (24 bar) .....	2.85
PEERLESS BAR (30 bar) .....	2.45
STANDARD SOAP (100 cakes) .....	2.30
CRYSTAL SOAP CHIPS (100 pkg.) .....	3.75

FREIGHT PAID 5 CASE LOTS.

Crystal Soap Chips (200 lb. bbls.) 5½c. Freight paid.

YOURS FOR QUALITY.

**GUELPH SOAP CO.**  
GUELPH, ONTARIO



## Imported Biscuits

There are THREE ESSENTIALS in purchasing imported biscuits;—

**Quality  
Freshness  
Service**

Our quality is the finest.

Our tins are hermetically sealed.

Our agents are progressive and obliging.

**McVitie & Price, Limited**  
Biscuit Manufacturers  
EDINBURGH (SCOTLAND)

AGENTS:

Manitoba and Saskatchewan.

**RICHARDS & BROWN**, James Street, WINNIPEG

Alberta

**CAMPBELL, WILSON & HORNE, Limited**, Calgary, Edmonton and Lethbridge.

British Columbia and Yukon

**KELLY, DOUGLAS & CO., Ltd.**, Water St., VANCOUVER.

## PARAFFINE Wax Candles

A Favorite Line of Staples

Made of pure paraffine wax, in all popular sizes. Specially desirable for home use.

Our Paraffine Wax Candles are guaranteed to give satisfaction to your customers.

If you are not carrying them already, write to-day for complete list of prices.



**The Imperial Oil Co., Limited**

Toronto, Winnipeg, Montreal,  
St. John, Halifax

## Those Who Know Cane's Washboards Always Specify Them

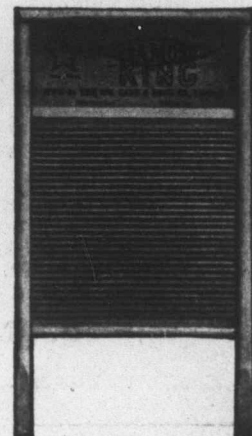
Because They are Right in Price and Give the Best Service

Cane's Washboards stand in a class by themselves for neat construction, quality and durability, and pay an attractive profit.

Among the 13 different styles and grades you will have one to meet every demand.

If you haven't our catalog on "Cane's" Wash-day woodenware, we will be pleased to send you one.

**WM. CANE & SONS CO.**  
LIMITED  
NEWMARKET, ONT.





**"KING OSCAR"**

The Hall Mark of Quality in Sardine-dom

**"KING OSCAR"**

S  
A  
R  
D  
I  
N  
E  
S



By Royal Permission

You can offer "KING OSCAR" Sardines to your most fastidious patrons without the least misgiving. They are of the highest quality and of uniform size, prepared and packed under the most sanitary conditions, and with the most painstaking care.

KING OSCAR Sardines are packed in the finest quality Olive Oil in solderless cans. Canadian people know these widely advertised sardines as the "Sardines that make Stavanger famous." Take advantage of our wide-spread advertising, and introduce the real sardines of quality in your town.

They will help you win. Ask your wholesalers.

CANADIAN AGENTS

**J. W. BICKLE & GREENING**

(J. A. Henderson)

HAMILTON, CANADA

THE  
**British Columbian Fisheries, Limited**

**Salmon Packers**

SALMON BRANDS:—

"Location"  
"Dreadnaught"  
"Aliford Bay"

**FRESH FISH**

FISHING STATIONS:—

Skidegate  
Aliford Bay  
Cumshewa

Manufacturers of

**FISHMEAL, FERTILIZER, and SKIDEGATE DOG FISH OIL and RAT FISH OILS**

OFFICES—  
Bank of Ottawa Building  
VANCOUVER

25 Victoria St.  
LONDON, ENG.

Telegrams "Fishfoods" Vancouver



**Three Lines You Should Know and Introduce to Your Customers**

Tone up your stocks of Condensed Milk by adding these three lines—New Ones and Good. They will bring you new customers and quick returns.

St. George Evaporated Milk, 4 dozen in case	- \$3.60
Princess Condensed Milk, 4 dozen in case	- \$4.50
Banner Condensed Milk, 4 dozen in case	- \$5.25

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

**J. MALCOLM & SON**

St. George, Ontario

**Paterson's Worcestershire**



—the sauce that makes the dinner

It is a delicious complement to any fish, fowl or steak. Any kind of meat is made more delicious and has that appetizing tang so much desired by the English country gentleman at his hunting dinners and which is growing in great favor in Canada.

STOCK PATERSON'S FOR GOOD BUSINESS.

**Rowat & Co.**  
Glasgow, Scotland

CANADIAN DISTRIBUTORS

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

## Pacific Coast Fish

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

**The Canadian Fishing Company, Limited**  
VANCOUVER, BRITISH COLUMBIA

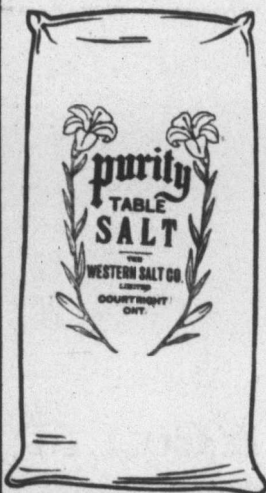
Producers and shippers of all varieties of fish — fresh, frozen, smoked, salted and kippered.

Write us for prices and information.

**Quality and Service Unequaled**

## Link Your Business To Quality Products

The good housewives appreciate quality, be it even in so common a product as salt. The superiority in the quality of PURITY SALT is noticeable, and the dealer who supplies this staple condiment in the Purity Brand links the trade of the good housewives to his store.



The  
**Western Salt Co., Limited**  
COURTRIGHT,  
ONTARIO



## BRUNSWICK

BRAND

## FINNAN HADDIES

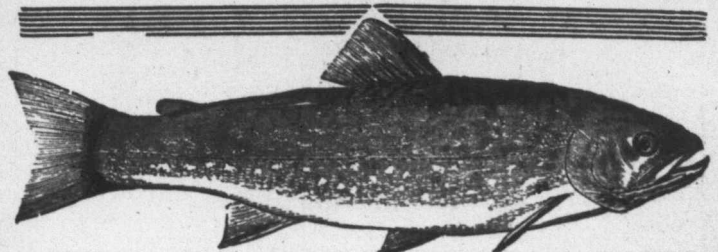
Only the most carefully selected and sweetest fish caught in the famous Passamaquoddy Bay are used in the packing of the Brunswick Brand sea foods.

The high quality of our goods has given us a large trade, which, by the exercise of conscientious business methods, is constantly increasing. When you handle Connor Bros' Brands you sell goods that are trade winners.

Our plant is operated under the most ideal conditions, and our goods come perfect to the consumer.

**CONNORS BROS., LIMITED**  
Black's Harbor, N.B.

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





## Certainly You Need a Refrigerator

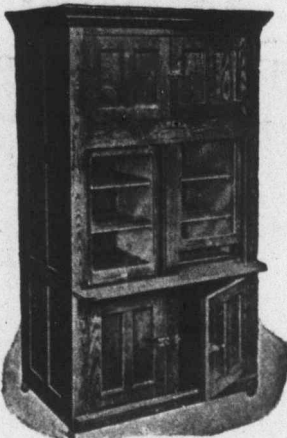
The heat of summer makes it necessary that every Grocery store be equipped with a refrigerator.

# EUREKA

## REFRIGERATORS

are backed with over twenty-seven years of manufacturing experience, which serves to make this line the standard on the Canadian Market.

The Eureka contains no zinc or galvanized iron to rust and corrode. It is the sanitary dry cold circulating air way that makes perfect refrigeration possible with minimum ice expense.



Catalog and prices sent on request.

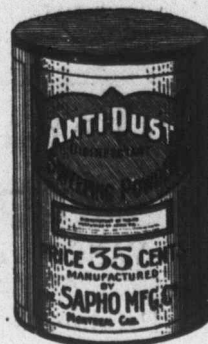
**Eureka Refrigerator Co., Limited**  
54 Noble Street, TORONTO

Montreal Representative  
**JAMES RUTLEDGE,**  
Tel. St. Louis 3076

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

# ANTI-DUST

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



We want a distributor in Western Canada.

**Sapho Mfg. Co., Limited**  
MONTREAL

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

## Western Products

SOAP SPECIALTIES THAT PRODUCE GOOD PROFITS

### UNCLE TOM TAR SOAP

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

### "YOUNG-TOM" WASHING POWDER

for washing clothes, floors, dishes, windows, etc., performs a maximum of service with minimum labor. It does not injure the hands.

### GLYCERINE PUMICE, a

soap which thoroughly cleanses the hands without injury to the skin.

### "PURITY" LAUNDRY SOAP

a cake soap for those who prefer soap in the lump form. Gives splendid satisfaction.

### PURE OLIVE OIL SOAP.

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

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

GET OUR PRICES.

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

## PACKARD'S WHITE "O" Shoe Polish



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

PUT UP IN FOUR STYLES—viz:

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

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

**L.H. Packard & Co. Ltd**  
MONTREAL

Watch your profits

# Blossom

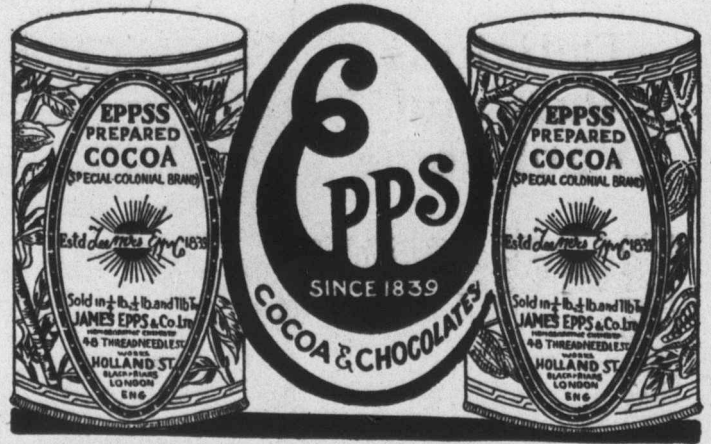
When you handle

**RED ROSE** BAKING  
POWDER,  
JELLIES,  
EXTRACTS.

There is no fading, no  
dropping in quality  
with Red Rose goods

Try

**A. W. Hugman, Limited, - Montreal**  
Western Agents: Orr & McLain, Winnipeg



## EPPS COCOA

"THE BEST EVER SINCE 1839"

**EPPS COCOA** IS MADE FROM THE FINEST  
SELECTED COCOA BEANS AND  
BY OUR SPECIAL PROCESS THE HIGHLY NUTRITIOUS  
BUTTER OR OIL CONTAINED IN THE NATURAL COCOA IS  
MADE SOLUBLE AND EASY FOR DIGESTION.

We have just received a supply of most attractive  
advertising matter and samples.

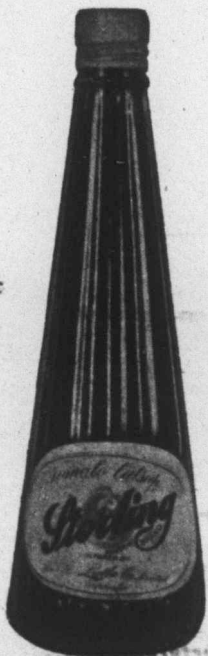
Write to-day—for YOUR share.

**SAMPLES AND SPECIAL ADVERTISING FREE**

**JAMES EPPS & CO., Limited, LONDON, ENG.**  
25 East Front Street Toronto



in name and  
quality—too



With a most modern factory, scienti-  
fically equipped and properly light-  
ed, at our command, we are enabled  
to give the service that has been the  
key-note of our success.

This service is carried into the  
quality of our product and is reflect-  
ed in the growing demands for Ster-  
ling Goods.

Sterling Tomato Catsup is made  
of the first quality fresh ripe toma-  
toes and purest spices only.

Send for prices.

THE  
**T. A. LYTLE CO.,**  
LIMITED

Sterling Rd., Toronto

## "TARBOX BRAND, TORONTO"

### Chemically Treated Dry Dust- ing Mops and Cloths

Appeal to every housewife. They are rapid sellers.  
They fill a long felt want.

The absorbing process is absolutely sanitary, as the  
dust particles are collected—not scattered—and are  
disinfected by the chemicals. The chemicals are  
germicides.

Handy to use and economical as the absorbing  
qualities last as long as the fibre. No subsequent  
treatment needed.

Sell the line that is wanted—push the line that is  
popular with your customers. **YOUR PROFIT IS 40%.**

Indicate your interest by sending us your address.  
Goods supplied through the jobbers.



**DUSTLESS  
DUST  
CLOTHS**

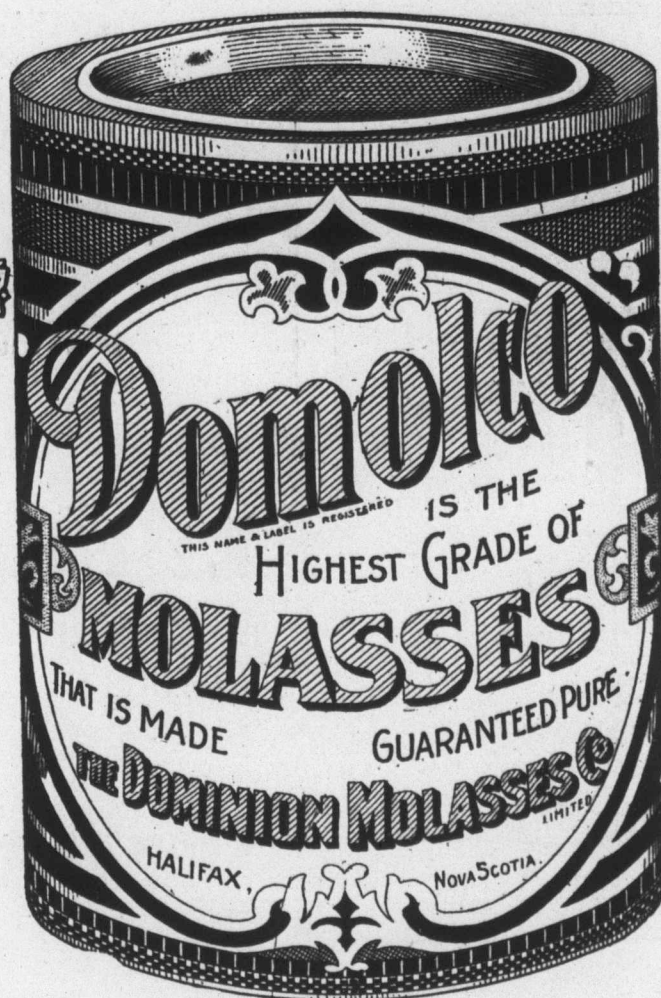
No. 1 Size, Retail ..... .25  
No. 1½ Size, Retail ..... .35  
No. 2 Size, Retail ..... .45  
Size numbers indicate yards in  
each.

**Tarbox Bros.**  
Toronto, Ontario



Delicious  
Pure and  
Wholesome

A High  
Grade  
Molasses



---

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Note the  
registered  
label

---

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The people  
will ask  
for it

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## THE TASTE THAT GROWS

Domolco is a high grade table molasses, especially delicious, pure and wholesome. It has a refined definite flavor all its own that grows on your trade and places it on the regular grocery list.

Domolco Molasses is especially healthful and has been proven to be a body builder.

We have spent and are spending a great deal of money in putting this molasses before the public — advertising it in various ways. Will you take advantage of this advertising and fill the people's requirements?

Write to-day for prices, etc.

---

---

## The Dominion Molasses Co., Limited

HALIFAX, N.S.

# HIRONDELLE

(Swallow)

## Macaroni, Vermicelli, Spaghetti

Made in Canada for Canadians.

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

### "Hirondelle" Brand

has taken the lead and will hold it.

**C. H. Catelli Limited**  
MONTREAL

## John Gray & Co., Limited

Glasgow

Scotland

### 1 lb. Floral Glass

Samples and Prices from

Maritime Provinces, Quebec, Manitoba, Saskatchewan and Alberta, W. H. Dunn, 396 St. Paul Street, Montreal; Toronto, Lind Brokerage Co., 47 Wellington, St. East; Ottawa, E. M. Lerner & Sons, 11 York Street; British Columbia and Yukon, Kirkland & Rose, 312 Water Street, Vancouver.



## There's scarcely an Up-to-date Grocer in England

who doesn't make an important line of Brown & Polson's Corn Starch. English grocers know how good it is, how rapidly it sells, and how well it pays them, so they keep it to the fore, and recommend it whenever they can. It will pay you to stock and display

## Brown & Polson's Corn Starch

for it is in good demand all over Canada, and the demand is rapidly increasing.

### Canadian Agents:

HAMLIN & BRERETON, LTD.,  
149 Notre Dame Avenue, E. WINNIPEG.  
519 Ninth Avenue West, CALGARY.  
842 Cambie Street, VANCOUVER.

### Proprietors:

BROWN & POLSON,  
Paisley and London, England.

S.H.B.



## THE LEADING HAND CLEANER



ZIP finds a place in the best stores everywhere. Not a resting place, though. It sells. No dead stock about ZIP.

Zip was the first hand cleaner made in Canada.

Is made from more costly material than any other.

Contains a most generous supply of Glycerine, the healing properties of which are so well known.

If you are not stocking it your customers are being supplied elsewhere.

ASK OUR AGENTS OR WRITE DIRECT

**The Zip Mfg. Company, - Sutton, P. Q.**

AGENTS:—R. E. Boyd & Co., Montreal; The Harry Horne Co., Toronto; Leadley & Company, Winnipeg; A. Francois Turcot, Quebec, Que.; C. O. Genest & Fils, Sherbrooke, Que.

## STORE MANAGEMENT—COMPLETE

16 Full-Page Illustrations

ANOTHER NEW BOOK

By FRANK FARRINGTON

A Companion book to Retail Advertising Complete

\$1.00 POSTPAID

"Store Management—Complete" tells all about the management of a store so that not only the greatest sales but the largest profit may be realized.

### THIRTEEN CHAPTERS

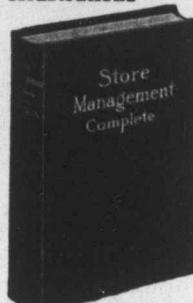
Here is a sample:

CHAPTER V.—The Store Policy—What it should be to hold trade. The money-back plan. Taking back goods. Meeting cut rates. Selling remnants. Delivering goods. Substitution. Handling telephone calls. Rebating railroad fare. Courtesy to customers.

ABSOLUTELY NEW JUST PUBLISHED

Send us \$1.00. Keep the book ten days and if it isn't worth the price return it and get your money back.

Technical Book Dept., MacLean Publishing Co. TORONTO



272 Pages Bound in Cloth



**CLASSIFIED ADVERTISING**

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

Contractions count as one word, but five figures (as \$1,000) are allowed as one word. Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

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

**FOR SALE**

**NEW ARCTIC REFRIGERATOR, SIZE 7 ft. x 9 ft. x 10 ft. high (up-to-date), bargain for quick sale. Also new Toledo Scale. Apply Box 322, Simcoe, Ont.**

**FOR SALE—BAKE SHOP, STORE AND house located on Portage Ave., Winnipeg, two miles from centre of the city, in the thriving suburb of St. James. \$3,000 cash down will handle, or arrangements can be made for rental. Box 489, Canadian Grocer, 34 Royal Bank Bldg., Winnipeg.**

**A LARGE WHOLESALE RETAIL AND MAIL order business situated in Western Ontario well established for years and doing an increasing and profitable business all over Canada, many lines being exclusive with unlimited opportunities for expansion. If you are a progressive business man and cannot expand where you are this is one of the best opportunities in Canada to-day. Address Post Office Box 223, London, Ont. (33)**

**GROCERY FOR SALE**

**HIGH-CLASS GROCERY AND PROVISION business and fixtures for sale. Situated in Toronto, on corner in rapidly growing locality. Modern equipment; 2 delivery outfits, coffee mill, computing scales and interior fittings. Lease can be renewed at reasonable terms. Communicate direct with us, D. M. Johnson & Co., Real Estate, 948 Gerrard St. E., Toronto.**

**REPRESENTATIVES WANTED**

**A SIDE LINE FOR COMPETENT SALESMEN—a commission of 25% will be paid to salesmen of ability calling on grocery, drug, cigar stores, confectionery stores, etc., throughout Canada. Strictly high-grade goods manufactured by largest concerns in Canada. Only men of ability need apply, and by letter only. H. Jackson, Room 724, 64 Wellington St. W., Toronto.**

**SIDE LINES WANTED**

**TRAVELLER CALLING ON THE RETAIL trade and mines in Northern Ontario would like some good side line. Address A. L. Box 155, Byng Inlet, Ont.**

**WANTED**

**WANTED—GROCERY BUYER FOR BUSINESS of \$250,000 a year. Address, Box 487, Canadian Grocer, 143 University Ave., Toronto.**

**WANTED—YOUNG MAN WITH SOME EXPERIENCE in grocery business to travel for grocery specialty line. Must be a worker. Apply Box 490, Canadian Grocer.**

**MISCELLANEOUS**

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

**DOUBLE YOUR FLOOR SPACE. AN OTIS-Fensom hand-power elevator will double your floor space, enable you to use that upper floor, either as stock room or as extra selling space, at the same time increasing space on your ground floor. Costs only \$70. Write for catalogue "B." The Otis-Fensom Elevator Co., Traders Bank Building, Toronto. (1f)**

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

**COPELAND - CHATTERSON SYSTEMS—Short, simple. Adequate to all classes of business. The Copeland-Chatterson Co., Limited, Toronto and Ottawa.**

**GOOD STENOGRAPHERS ARE WHAT every employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.**

**COUNTER CHECK BOOKS—WRITE US to-day for samples. We are manufacturers of the famous Surety Non-Smut duplicating and triplicating counter check books, and single carbon pads in all varieties. Dominion Register Co., Ltd., Toronto.**

**ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott-Fisher, Ltd., Room 134, Stair Building, Toronto.**

**PENS—THE VERY BEST PENS MADE ARE those manufactured by William Mitchell Pens, Limited, London, England. W. J. Gage & Co., Limited, Toronto, are sole agents for Canada. Ask your stationer for a 25c. assorted box of Mitchell's Pens and find the pen to suit you.**

**THE "KALAMAZOO" LOOSE LEAF BINDER is the only binder that will hold just as many sheets as you actually require and no more. The back is flexible, writing surface flat, alignment perfect. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto.**

**YOU CAN BUY A REBUILT TYPEWRITER from us. We have about seventy-five typewriters of various makes, which we have rebuilt and which we will sell at \$10.00, \$15.00 and \$20.00 each. We have also a large stock of better rebuilds at slightly higher figures. Write for details. The Monarch Typewriter Co., Ltd., 46 Adelaide St. W., Toronto, Canada.**

**COUNTER CHECK BOOKS—ESPECIALLY made for the grocery trade. Not made by a trust. Send us samples of what you are using, we'll send you prices that will interest you. Our holder, with patent carbon attachment, has no equal on the market. Supplies for binders and monthly account systems. Business Systems, Limited, Manufacturing Stationers, Toronto.**

**WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (1f)**

**EGRY BUSINESS SYSTEMS ARE DEvised to suit every department of every business. They are labor and time savers. Produce results up to the requirements of merchants and manufacturers. Inquire from our nearest office. Egru Register Co., Dayton, Ohio; 123 Bay St., Toronto; 258 1/2 Portage Ave., Winnipeg; 308 Richards St., Vancouver.**

**BUSINESS-GETTING TYPEWRITTEN LETTERS and real printing can be quickly and easily turned out by the Multigraph in your own office—actual typewriting for letter-forms, real printing for stationery and advertising, saving 25% to 75% of average annual printing cost. American Multigraph Sales Co., Limited, 129 Bay St., Toronto.**

**FIRE INSURANCE. INSURE IN THE HARTFORD. Agencies everywhere in Canada. THE NATIONAL CASH REGISTER COMPANY guarantee to sell a better register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 285 Yonge St., Toronto.**

**ACCURATE COST KEEPING IS EASY IF you have a Dey Cost Keeper. It automatically records actual time spent on each operation down to a decimal fraction of an hour. Several operations of jobs can be recorded on one card. For small firms we recommend this as an excellent combination—employees' time register and cost keeper. Whether you employ a few or hundreds of hands we can supply you with a machine suited to your requirements. Write for catalogue. International Time Recording Company of Canada, Limited. Office and factory, 29 Alice street, Toronto.**

**LIKE EVERY SUCCESS**

**MAPLEINE**

has been followed by imitations and would be substitutes, but remains pre-eminent as

**AN ORIGINAL FLAVOR**

It won't cook or freeze out. Order from your Jobber, or:

Frederick E. Robson & Co., 25 Front St. E., Toronto, Ontario.  
Mason & Hickey 287 Stanley St., Winnipeg, Man.

**The Crescent Mfg. Co. SEATTLE. WASH.**



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

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.

**Let Us Collect Your Accounts**

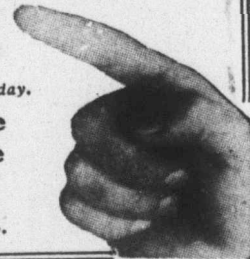
that have been standing for some time. You cannot afford to throw this money away without giving us a chance to redeem it. We make

**Absolutely No Charge**

if we do not collect the money.

Send for forms to-day.

**The Nagle Mercantile Agency**  
Westmount, Montreal, Que.



**Do You Sell on Credit?**

If so you need

**ALLISON Coupon Books**

for SAFETY, for CONVENIENCE, for ACCURACY. Most of the risk of credit selling is eliminated where Allison Coupon Books are used.

**HERE'S HOW THEY WORK**

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

**ALLISON COUPON CO., Indianapolis, Indiana**





# Buyers' Guide

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.

**O. E. Robinson & Co.**  
Manufacturers and Buyers of Dried,  
Evaporated and Canned Apples.  
Ingersoll, - - - - - Ontario  
Established 1886.

**Biscuits and Confectionery**  
Big range from which to choose your  
Christmas stock. Only the highest grade  
goods made. Prompt attention given all  
orders.  
See Our Travelers.  
**THE AETNA BISCUIT CO., LTD., MON-  
TREAL.**

**Coffee Agents Wanted**  
We want manufacturer's agents in all  
parts of Canada to investigate our pro-  
position.  
Package More than attractive  
Quality. We act second to none.  
**Augustin Conte & Co., Montreal**

Keep in mind the dominant fact that  
mankind from its first appearance on  
the earth has been schooled by nature  
to look for signs; for invitations to  
taste; for suggestions as to what to  
wear; Tell your story briefly, forcibly,  
truthfully, and address it through the  
proper media and you can successfully  
apply advertising as a means to in-  
creased distribution.

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

Importers and Agents Wanted  
in Canada for  
**FINCH'S PATENT FLY CATCHERS,  
OLD COUNTRY TOFFEES, ETC.**  
APPLY  
**EDWARD KIDD & CO.**  
1090 Hamilton Street, Vancouver, B.C.

## HOLLAND RUSK

The many ways in which it can be served make it a quick seller  
—a fast repeater. Keep it where your customers can see it,  
and watch the sales grow.

**HOLLAND RUSK COMPANY**  
HOLLAND, MICH.



**GRATTAN & CO., LIMITED**  
ESTD. 1825  
The Original Makers of  
**BELFAST GINGER ALE**  
Agents in Western Canada  
**EMERSON, BAMFORD CO.**  
843 Cambie Street VANCOUVER, B.C.

**SUCHARD'S COCOA**  
The Highest Quality  
Most Reasonably Priced  
"Quality" Cocoa.  
On Sale Anywhere.  
**FRANK L. BENEDICT & CO.**  
Agents Montreal

**Readers of The Grocer, Let Us  
Know Your Wants**

The Canadian Grocer is in a position to secure information  
on new lines in the grocery trade, and of novelties occas-  
ionally asked for in the grocery store.

Don't hesitate to write us. As a subscriber of The Canadian  
Grocer you are entitled to this service.

**Add "Vol-Peek" to Your  
Specialty Counter**  
and make extra profits without ex-  
tra expense.  
Vol-Peek is needed in every house  
for mending kitchenware, made of  
Granite, Iron, Tin, Aluminum, etc.  
Simply draw the attention of your  
customers to Vol-Peek, and you will  
make many sales. Sample and terms  
from  
**H. NAGLE & CO., Montreal**  
or  
**Fenwick, Hendry & Co., Kingston**  
Eastern Ontario Agents

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

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





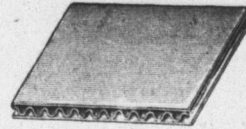
# For Quick Packing, Room Saving

*use the T. & N. Folding Cellular Board Freight Boxes*

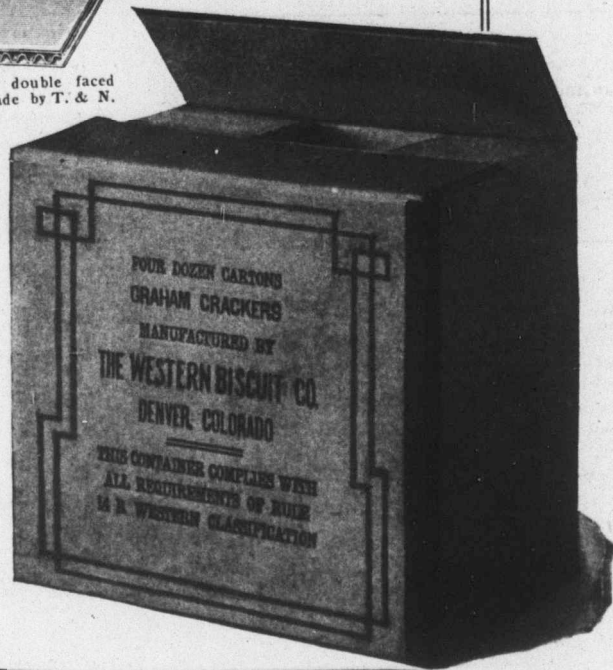
If you pay freight charges on the goods you ship, why not save by using T & N folding cellular board Freight Boxes? If your patrons pay, why not make yourself strong with them by saving half the weight on the packing case.

These boxes are strong, withstand the shock of freight shipping, are quickly and easily packed without nailing or wiring. They come "knocked down" and therefore take up the minimum amount of room in your shipping department. They are cheaper than wood boxes too.

They're worth looking into. Let us know your requirements. Fill out coupon and send to us to-day.



Cellular Board double faced corrugated. Made by T. & N. special process.



## The Thompson & Norris Co. of Canada, Limited

NIAGARA FALLS, Ont.

Brooklyn, N. Y.      Boston, Mass.      Brookville, Ind  
London, England      Jülich, Germany

The THOMPSON & MORRIS Co. of Canada, Limited, Niagara Falls, Ont  
Send particulars.

Name .....

C.G.      Address .....



## This cut shows the Brantford Cheese Cutter and Cabinet

This CHEESE CUTTER cuts pounds or fractional pounds or money value with a single stroke of the lever. It is the best machine on the market, and will last a business lifetime. The price is \$25.00, and cannot be sold for less.

The CABINET is of solid Oak, well ventilated and beautifully finished, fitted with Brass trimmings and extra heavy glass. It is good value at \$10.00.

**Free for one month only.** With each Cheese Cutter we will give absolutely free one of these Cabinets. Remember we are not cutting the price of the Cheese Cutter. We can't; the price will never be less. Just to test the value of advertising in this Journal we offer this Oak Cabinet free. Terms \$5.00 cash with the order, balance of \$20.00 in four monthly payments of \$5.00 each, f.o.b., Brantford. Send in your order, it is only good for one month, and will be your last chance. Mention this paper.

## The Brantford Scale Co., Limited

Brantford Ontario

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# You Don't Sit At The Fire

during summer nor does the housewife care to hang around the hot stove cooking. Her aim is to produce a satisfying meal with as little trouble as possible. That's why you should

## PUSH CANNED GOODS

We have a large assortment of Canadian Canned Goods all top-notch quality. Select from

<b>VEGETABLES</b>	<b>FISH</b>	<b>FRUITS</b>
Tomatoes	Salmon	Apples
Corn	Sardines	Raspberries
Peas	Lobsters	Strawberries
Haricots	Herring	Pears
Beets	Oysters	Peaches
Asparagus	Cod Fish	Plums
Etc.	Etc.	Etc.

## Imported Canned Goods

### LE SOLEIL BRAND

is the leader. Has been for years past. The pack of most reliable people whose efforts on behalf of "Highest Purity in Canned Goods" has won for them a world-wide reputation.

**Petits Pois Extra Fins, Tres Fins, Fins, Mi-Fins, Moyens No. 2, Moyens No. 3.**

**Vegetables Asparagus, Haricots, Macedoines Flageolets, Artichokes, Spinach, Brussels Sprouts, etc.**

**Assorted Soups Julienne, Cherville, Concentrated Tomatoes.**

### MUSHROOMS

**F. LeCourt Paris**

—Quality— The Taste Lingers—  
**Extra Choice First Choice Choice**  
**Gallipedes (Hotel)**

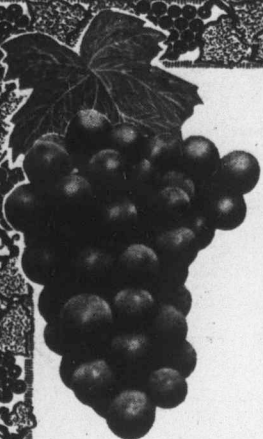
Get on the Long-Distance. Or wire at our Expense.

**Laporte, Martin, Limitee**

**568 St. Paul St., - Montreal**

Telephone Main 3766





No "dead stock" on your shelves if you sell

# Welch's

## Grape Juice

Canadian Grocers find Welch's sells on Sight

Once you introduce **Welch's Grape Juice** to your trade you are assured of three things—your stock will move **rapidly**, you will receive a fair profit, and the quality **Welch's** is fully guaranteed to you and your customers.

We secure the best grapes obtainable—and in our entire process of washing, rinsing, pressing and sterilizing, neither grapes nor juice are touched by human hands.

Write to-day for prices and names of Canadian distributors. We furnish attractive display material.



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

# COOK'S FRIEND BAKING POWDER

on the market for over 50 years. Only best quality ingredients used—contains no alum.

If you want your customers to come back and send their friends, give Cook's Friend all the prominence you can.

*Ask Your Wholesaler*

**W.D. McLaren, Ltd., Montreal**

THE YELLOW TIN—BUT NO YELLOW STREAK



No, sir.

## GILMOUR'S ANTISEPTIC HANDCLEANER

can stand up against any competitive line. It has been in the ring for years but never knocked out.

### GILMOUR'S KNOCKS THE DIRT OUT

When you back Gilmour's you are sure of a winner. There's the punch about Gilmour's that counts

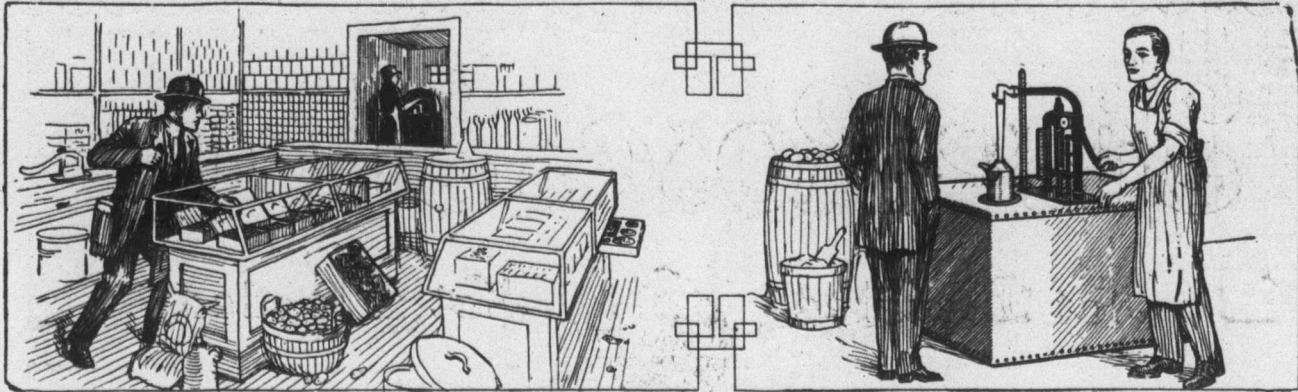
Write

**THE GILMOUR COMPANY**

604 Papineau Ave., MONTREAL

AGENTS:

E. O. Cornish, Vancouver; Watson & Trussdale, Winnipeg; Fenwick & Hendry, Kingston; F. E. Reberge, Ottawa; G. W. Gorham, Halifax; Edward Lacroix, Commission Agent, North Sydney for Cape Breton and District.



## The Bowser Safe Self-Measuring Oil Tank Can Be Kept in a Convenient Part of the Store

because it is clean and there is no dripping of oil to stain the floor or spoil other articles of food. The old style of tank must be kept in the shed or cellar, which necessitates leaving the store to draw oil. The BOWSER is equipped with an automatic cut-off that checks the flow of oil as soon as pumping ceases, and prevents dripping; it does away with the nasty, oily measure and funnel. The Computer shows how much to charge for, and the Float Gauge shows how much oil is left in your tank. In fact, to sell oil in a cleanly and profitable way you need a BOWSER. Write for FREE BOOK full of information about handling and selling oil.

**S. F. BOWSER & COMPANY, Inc.**

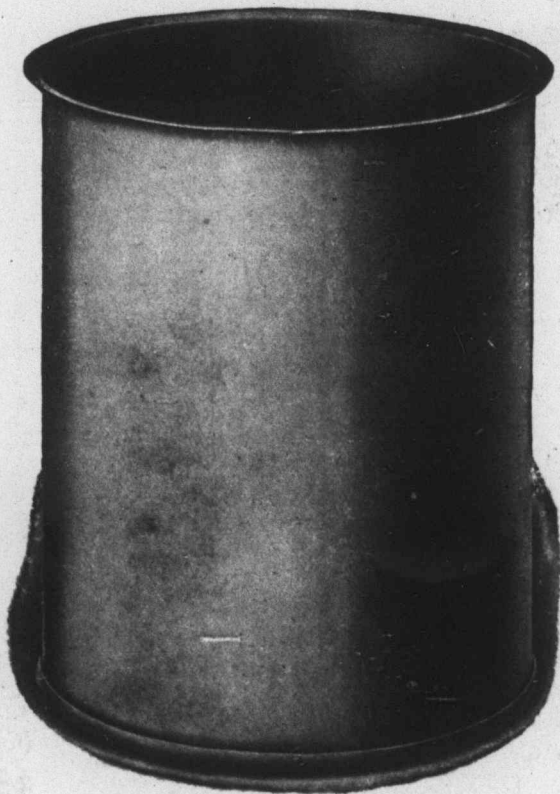
66-68 Frazer Avenue

Toronto, Ont., Canada

Made by Canadian Workmen and Sold by Canadian Salesmen.

Sales Offices in all Centres and Representatives Everywhere.

Original patentees and manufacturers of standard, self-measuring hand and power driven pumps, large and small tanks, gasoline and oil storage and distributing systems, oil filtering and circulating systems, dry cleaner's systems, etc.  
Established 1886.



# Sanitary Cans

*"The Can of Quality"*

---

Tomatoes, Peaches, Pears,  
Plums, Apples.

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

---

**Sanitary Can Co., Ltd.,**

NIAGARA FALLS, ONT.



# FIVE ROSES FLOUR

No. Blended



No. Blended

## Selecting the Right Flour

I can say without contradiction, that for the past 20 years I have used the best brands of flour manufactured in the U. S. and Canada, and no other brand has given me the same satisfaction as FIVE ROSES. — Mrs. M. A. D., Roundwood, Ont.

FIVE ROSES makes the most bread out of a barrel than any other. Have kept house for 20 years and it has given me the best satisfaction for bread and pastry. — Mrs. J. E. L., Woodstock, N. B.

Used FIVE ROSES for about 10 years and find it the best for bread or any kind of pastry you would want. — Mrs. S. F. O., Parry Sound, Ont.

Used FIVE ROSES for a number of years. Can guarantee its success for bread and pastry. — Miss E. H., Cushing, Que.

I use a barrel of FIVE ROSES every month. Have been using the same for 21 years and it beats all other flours for me. — Mrs. H. J., Bridgetown, N. S.

I would not be without FIVE ROSES flour in my home for any price. Would not trade one bag of FIVE ROSES flour for 3 of any other. — Mrs. R., Birdhill, Man.

Have used your flour for 7 years and find it splendid for bread, cakes and pastry. I always refuse the "just as good" as I am not sure about their being good, but I am sure of FIVE ROSES. — Mrs. J. I., Edmonton, Alta.

FULL NAMES ON REQUEST

NO GROCER really knows the possibilities of a flour till his customers have given their verdict. Then will he find them in perfect accord with the thousands of other Canadian housewives who for a full generation have proved FIVE ROSES perfect in bread and pastry making.

While we are not in the habit of using testimonials, we ask your attention this once to these few simple, sincere commendations taken from a host of *unsolicited* statements received from the satisfied customers of grocers selling FIVE ROSES.

If we had only reports from one locality, only a limited conclusion could be drawn; but when we have reports from *all over Canada*, from housewives who have been using FIVE ROSES for years and years, are we not justified in concluding that FIVE ROSES offers the retailer his best opportunity for a consistent profitable flour trade?

The right flour for you to buy to sell again is the one that enthusiastic consumers advertise so eagerly to one another, the flour that sells best to-day while assuring to-morrow profit on a larger scale.

Ask your jobber or write our nearest office.

LAKE OF THE WOODS MILLING COMPANY, LIMITED

Montreal Ottawa Toronto London St. John Keewatin Winnipeg Vancouver

"The House of Character"

Capacity 11,500 bbls.