

**PAGES
MISSING**

WINNERS IN THE CLERKS' CONTESTS

CANADIAN GROCER

Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXX

PUBLICATION OFFICE: TORONTO, JUNE 25, 1915

No. 26

**WRITE US TODAY for
advertising material to be used**

Welch Week, July 1-8

We are arranging to make the week of July 1-8 "Welch Week" among the leading retailers throughout the Dominion.

Our advertising is suggesting that consumers buy at least one quart of Welch's. You can use this week to boost your sales of Welch's.

Every retailer of Welch's who wants increased sales—new customers and good advertising for his store will display Welch's in his window and *push* it during Welch Week.

\$300 in awards

For photographs or windows which we consider to be the most original and to have most selling influence, we will award the following prizes:

First award	-	\$50	Next ten	-	\$10 each
Next two	-	\$25 each	Next twenty	-	\$5 each

Send in your photograph to reach us not later than August 1st.

Write today for advertising material.

The Welch Co., Limited, St. Catharines, Ontario

The best of Chase & Sanborn's
Advertising is not paid for.

It's the endless repetition of
one satisfied customer telling
a friend how good Chase &
Sanborn's Coffees really are.

Chase & Sanborn, - Montreal

Increase Your Sales in Preserving Time
by displaying

REDPATH
Extra Granulated **SUGAR**

In Original Packages

Group the REDPATH Bags and Cartons with the baskets of fresh fruit. Suggest REDPATH to every customer. The attractive appearance of these REDPATH packages will strengthen your displays, and the REDPATH reputation will strengthen customers' confidence in you and your fruit.

A size for every purchaser—a name that inspires confidence—
REDPATH 2 and 5-lb. Cartons and 10, 20, 50 and 100-lb. Bags.

CANADA SUGAR REFINING COMPANY, Limited
MONTREAL

What You Get—FREE—
when you stock

Lantic Sugar

You get a grade of Granulated Sugar, that has never been equaled in the history of sugar refining.

(We are telling your customers this, in all our advertising.)

You get a guarantee of matchless purity and sweetness, backed by a \$2,000,000 Refinery.

(Our ads. tell this to all your customers.)

You get the full benefit of our newspaper and magazine advertising

(which is telling the story of the superior quality of Lantic Sugar to your customers.)

You get the value of our big Posters, Store Cards and other sales helps

(which are creating an unprecedented demand for Lantic Sugar.)

***Why not take advantage of
these free features?***



Atlantic Sugar Refineries Limited

MONTREAL, and ST. JOHN, N.B.



For washing delicate summer
lingerie there's nothing that equals

11
Gold
Medals
11



11
Gold
Medals
11

You can recommend this soap to your most exacting customers. "Le Calice" is a pure, honest piece of soap. It is the soap for the most sensitive complexion or delicate lingerie.

"Le Calice" Castile Soap

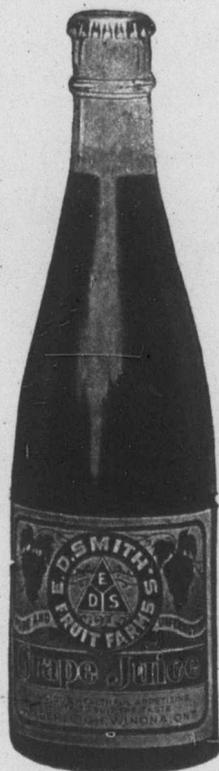
is pure as oil and skill can make it. It is not a tallow soap—positively contains no animal fat of any description.

Le Calice is the soap for quick, easy washing.

Made in France by Srs. D. Leca & Co.,
Marseilles.

Always keep a good supply of this quality
soap on hand.

Arthur P. Tippet & Company
Agents
MONTREAL



There's no drink picnickers will appreciate like the pure juice of Winona Grapes

After a weary trudge with the hamper and luggage a glass of

E. D. S. Grape Juice

will restore the vim and vigor of the tired man, woman and child more than anything else and will set the fun going good.

Now for some splendid extra business, Mr. Grocer—Keep a bottle of E.D.S. right beside your 'phone as a reminder when taking down picnic orders, or any order in fact.

Don't hesitate to suggest and recommend E.D.S. Grape Juice, for it's the pure juice of the proven finest flavored Concord grapes grown in the world.

Fill up your stock of E. D. S. Grape Juice. Keep it on display.

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

Agents:

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



POTATO CROQUETTES



VEAL SOUPS

Serves all Purposes of Fresh Milk—and More

That's the reason Borden's Milk Products have such a heavy run during these summer months.

Besides serving all the purposes of fresh milk, Borden's is not affected by summer heat, is always fresh and ready for instant use.

For camp parties and picnics their deliciousness is firmly established.

Feature Borden Milk products to-day.

Borden Milk Co., Limited

"Leaders of Quality"

MONTREAL

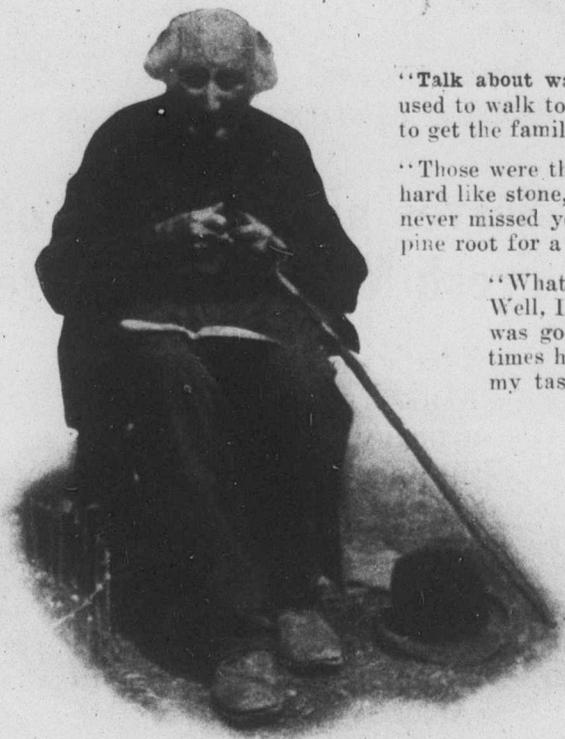
Branch Office: No. 2 Arcade Building
Vancouver, B. C.



No. 3

Chats with "Old Baba"

(Canada's 105-year-old Pioneer)



"Talk about walking a few blocks to work, lad. When I was in my prime I used to walk to London (Ont.), a distance of seven miles, three times a week, to get the family bread and be back in time for breakfast."

"Those were the days, lad, when walking was a pleasure; the roads were not hard like stone, but soft on the feet; the air was pure and invigorating. You never missed your breakfast so long as you had a good chew of tobacco and pine root for a walking stick to help you along."

"What kind of tobacco did we chew? Well, I just can't recall the name, but it was good tobacco stuff for those times; times have changed though. And so has my taste. Don't suppose I could chew that tobacco now at all; 'twas nothing like King George Navy; in fact, y'don't often get as good a chew as this even now-a-days."

"Have another chew, lad? Just got a new plug from the grocer. We order it with the groceries."



Rock City Tobacco Co., Ltd.

Quebec and Winnipeg

Purity

TABLE SALT



the product of the most modern vacuum salt manufacturing plant manned by a staff of efficient workmen. It's absolutely pure.

Put up in sanitary cotton bags and in the handy, free-running Moisture-proof packages—a distinct advantage to the housewife in filling shakers.

They'll make money for you. Show them in your displays.

The
WESTERN SALT CO.
LIMITED
COURTRIGHT,
ONT.



More Than Ever in a Class by Itself

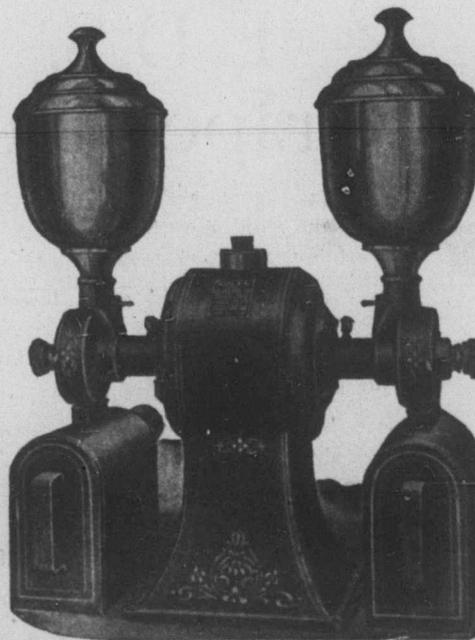
One of our 12 new models.

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.



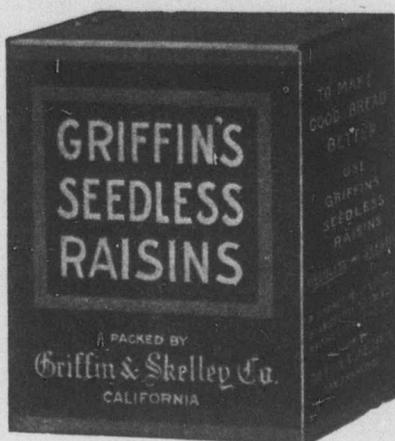
COLES MANUFACTURING CO.

1615 North 23rd St.

PHILA., PA.

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

The cleanliness and quality of Griffin's Seedless Raisins should make their name a buy word wherever Raisins are used



Griffin's Seedless Raisins

Sell them by the dozen

BARE FACTS ABOUT THE ARCTIC

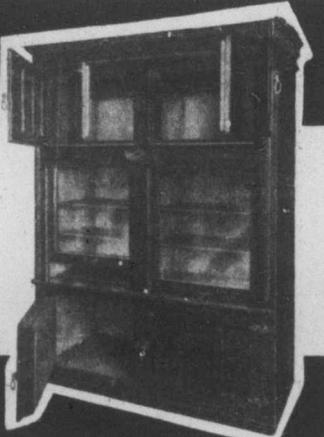


If you're selecting a Piano

Mr. Grocer, you certainly are not going to buy the case alone—you want a good action. Then why not buy a refrigerator the same way?

While the Arctic is a handsome case, finished with solid brass hardware and all that, it has a system of refrigeration unequalled. It produces dry cold circulating air of the lowest temperature with smallest ice consumption.

Send for catalog to-day.



John Hillock & Co. Limited,
TORONTO

TWO CENTS PER WORD

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

Books You Ought to Have

Grocer's Encyclopedia

It is impossible in the small space at disposal to give anything but a vague idea of the tremendous field covered by the "Grocer's Encyclopedia," containing as it does full information on every article handled by the grocery and provision trade, and hundreds of trade "pointers" which are of practical value in buying, selling and caring for goods. An encyclopedia of all foods that you have ever seen or heard of. Food dictionaries in English, German, French, Italian and Swedish. The most complete descriptive wine list ever compiled.

1200 subjects, 500 illustrations, 80 full-page color plates, 748 pages, 11 x 8½ inches in size; printed on fine calendered paper and strongly bound in heavy buckram.

Price only \$10.50, Delivery Prepaid.

"The color pages alone are worth the price. Words are unable to do the work justice."—New England Grocer.

Digest of the Mercantile Laws of Canada

Have you any outstanding accounts you wish you could collect? This book will show you HOW. It is a ready reference for merchants and their assistants in their daily business. Based on Dominion and Provincial Statutes and Court Decisions. Indorsed by barristers, sheriffs, magistrates and conveyancers, and recommended by the Ontario Institute of Chartered Accountants. "Digest of the Mercantile Laws of Canada" is used by more accountants, bankers and business firms than any other work on the subject.

To meet the needs of subscribers in New Ontario and the Western Provinces, where land is under the Land Titles System of Registration, and Appendix of 16 pages, containing a synopsis of the Land Titles Act, has been added to the regular edition, thus constituting a special "Western Edition."

Eastern Edition, Price	\$2.00
Special Western Edition	2.50

Grocery Advertising

By William Borsodi

To the merchant or clerk who wants to put "punch and personality" into his window display cards or advertising copy, he cannot do better than consult the pages of this excellent book.

It contains suggestions for special sales, bargain sales, cash sales, etc., which should be of inestimable value to the go-ahead grocer, also ideas for catch lines or window cards, and many hints for the preparation of real, live advertising copy. In addition there is a collection of short talks, advertising ideas, and selling phrases used by the most successful grocery advertisers.

Price \$3, Postpaid.

No progressive grocer or clerk should be without this book of unquestioned merit.

An Asset to Your Business

Not until you have these books on your library shelf will their worth to your business be fully appreciated. Each book in its particular line supplies just the information you want. They have been chosen by the publishers of Canadian Grocer as being the best treatise of the respective subjects published at the price.

On receipt of remittance we will forward the book desired. Look over it and examine it carefully and if you are not fully satisfied with the purchase, return the book within five days and the amount sent will be refunded.

When remitting by cheque make same payable at par, Toronto.

All orders payable in advance.

Store Management Complete

By Frank Farrington

Dealing in a thorough manner with all subjects relative to the capable management of the average store. It is a book that should be in the hands of every merchant and his clerk.

Thirteen Chapters, 252 pages brim full of sound business logic that can be put to practical use every working day of the year. The different subjects treated are as follows:—

The Man Himself—Where to Start—Store Arrangement—The Buying End—The Store Policy—Clerk Management—Leaks—The Store's Neighbors—Working Hours—Expenses—The Credit Business—What to Sell—Premium Giving.

Price \$1.00, Postpaid.

Contains information on every subject necessary to the efficient management of the store.

How to Buy and Sell Canned Goods

By J. A. Lea

Written by a practical man for practical use and intended to help all distributors of canned foods.

INDEX TO CONTENTS

Origin and History of Canned Foods.
How to Regulate Stocks and Purchases.
Apparent and Real Costs.
How to Handle Swells, Leaks and Rusties.
How to Prevent Business Leaks and Stealages.
Buying and Selling Futures in Canned Foods.
Use and Expense of Samples.
Arrangement of Samples in Salesroom.
Employment and Training of Salesmen.
Selling Points Applied to Canned Foods.
A Model Business Organization.
Advantages and Disadvantages of Private Labels.
Advantages and Disadvantages of Packers' Labels.
Window and Counter Displays; Illustrated.
Hard Work and Hard Play.
Established Standards of Quality; for Corn, Peas, Tomatoes and other articles.
Also standard sizes and kinds of cans used.

How to Buy, Grade and Sell Canned Apples, Artichokes, Beets, Blackberries, Blueberries, Cherries, Clams, Corn, Crabs, Gooseberries, Hominy, Kraut, Lima Beans, Lobster, Meats, Milk, Okra, Oysters, Peaches, Pears, Pineapple, Piums, Pork and Beans, Pumpkin, Raspberries, Red Kidney Beans, Salmon, Sardines, Spinach, Squash, Strawberries, Stringless Beans, Succotash, Sweet Potatoes.

This book contains more than 200 pages, is handsomely bound in cloth, printed in neat, clear type, on eggshell finish paper, completely indexed and well illustrated.

Price \$2.15, Postpaid.

Showcard Lettering, Designing, Etc.

A practical treatise on Up-to-Date Pen and Brush Lettering, giving instruction representing many styles of lettering, position, movement, shading, spacing, designing and arrangement, with illustrations of large and small letters of each alphabet, together with a full analysis and diagram for making neat and prominent figures off-hand for price tickets, etc. Over 400 illustrations of finished show cards and price tickets are given in

Marking Pen Lettering
Soenneken Pen Lettering
Automatic Pen Lettering and
Up-to-Date Brush Lettering

outside of fifty-one page alphabet plates and lettering exercises of a large variety of standard show card alphabets with practical instruction, together with show card designs, showing how to produce neat and fancy border and scroll outlines, tinted backgrounds, etc.

This book is far beyond anything ever published in this line. It contains solid, practical, common-sense instruction—a book that is free from absurd theories and mystifying kinks, and contains 2,000 advertising phrases for Card Signs, Posters, etc.

Price \$1.00, Postpaid.

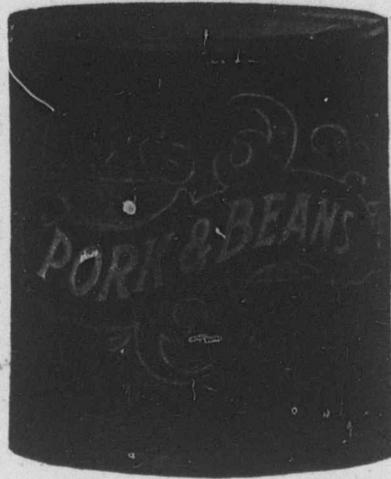
The MacLean Publishing Company, Limited
BOOK DEPARTMENT

143-153 University Ave.,

Toronto, Ontario

CANADIAN GROCER

CLARK'S PORK AND BEANS



MADE
IN
CANADA
BY A

CANADIAN FIRM

FROM
CANADIAN
PRODUCTS

W. CLARK, Limited, Montreal

Clark's

ROBINSON'S

OF BRISTOL, ENGLAND

**TIN FOILS for
TEA WRAPS**

½ lbs. and 1 lbs. (Substitute for TEA LEAD)

**VEGETABLE PARCHMENTS
and GREASE PROOFS**

KRAFT WRAPPING PAPERS
in all colors. Rolls or Sheets.

TEA AND COFFEE BAGS.

**EVERYTHING IN PAPER AND
PRINTING.**

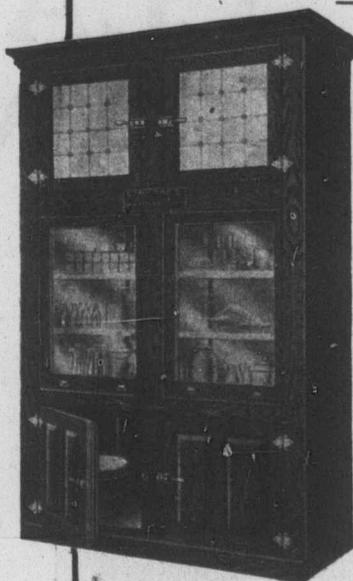
All inquiries to:—

J. W. PINKHAM

73 Boustead Ave. Toronto, Canada

Freeman's Improved Standard

Cold Dry Air **Refrigerator**



for

**Butchers
Grocers
Creameries
Householders
Restaurants
Hospitals
and all
Institutions**

SATISFACTION GUARANTEED
Send for Catalogue, Price List and Discounts

The W. A. Freeman Co., Limited
Hamilton, Ontario



**Takes the cake
but does not
cake—**

If you would smooth out the knotty salt problem of the dinner tables of your community sell your customers a package of

**SIFTO
Table Salt**

—the scientifically prepared, free-running table salt put up in handsome, germ-proof and damp-proof packages. It's the very last word in quality table salt.

SEND TRIAL ORDER TO-DAY

The Dominion Salt Co., Limited
Sarnia, Ontario



Of course housewives CAN be induced to try some other soap, but the soap the majority ask for of their own free will is the soap they find greatest satisfaction in. So well has Wonderful Soap satisfied housewives for years, that wherever it is displayed it is preferred above all others.

Guelph Soap Co.
Guelph, Ont.

SUMMER TIME

is the season for white things, when more OCEAN BLUE will be sold than ever. No other will satisfy your customers so well.

So put in a window display of the attractive 5c. packages. It will draw permanent patronage.

OCEAN BLUE

Order from your Wholesaler.

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

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



"SOVEREIGN" SALMON



**FINEST
BRITISH
COLUMBIA
SOCKEYE**

**QUALITY
IS OUR FIRST
CONSIDERATION**

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

Indian Chief Brand CLAMS



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

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

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

Scores of Your Customers Will Appreciate this Improvement

Once you let them know of the change in CANE Wash Boards, scores of your customers will want this improvement.

War has hampered the shipment and raised the price of zinc to such an extent as to make it almost prohibitive for the manufacture of wash boards.

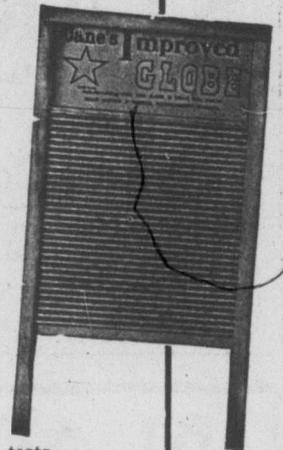
A substitute for the zinc was necessary and so ALUMINUM was the only material strong enough, durable enough, serviceable enough to stand the CANE tests.

Of course, Aluminum is a much better material. Less liable to crack, split or carry defects that will tear the clothing. Easier to keep clean, and its brighter appearance makes it an article that will sell easier.

We are therefore shipping, on request, any of our standard brands with ALUMINUM instead of zinc washing plate—AT THE SAME COST AS FORMERLY.

Surely there are scores of your customers who will appreciate this improvement. Just speak to them to-day and write for trial order.

The Wm. Cane & Sons Company
Limited
Newmarket, Ont.



When you sell
HEINZ
57
VARIETIES
 PURE FOOD PRODUCTS

You give your customers—
 Goods Made in Canada—
 from Canadian Materials—
 by Canadian Employees.

H.J. HEINZ COMPANY

Canadian Factory:—Leamington, Ont.

Warehouse:—Toronto



KEYSTONE BRAND

BRUSHES FOR EVERY HOUSEHOLD USE

"KEYSTONE" Bring the Customers

From shoe brushes to shaving brushes, through every other kind that can be used in the house.

But there is only one quality in all Keystone Brand Brushes and that is the best we can make at the figure—the kind that will bring customers back for more.

For prices, etc., write

Stevens-Hepner Co., Limited
 Port Elgin, Ontario

BUY
STARBRAND

"Made in Canada"

**Cotton Clothes Lines
 and Cotton Twine**

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

FOR SALE BY ALL WHOLESALE DEALERS

See that you get them

BLACK JACK

**QUICK
 CLEAN
 HANDY**

½-lb. tin—
 3 doz. in case



TRY IT

**SOLD BY
 ALL
 JOBBERS**

Money In Salesmanship

The trained salesman is practically independent. Scores of business houses seek his services.

It should, therefore, be the aim of every young man to qualify himself for a higher position. He can accomplish this in his spare time, just as hundreds have done.

No work so quickly develops poise, self-reliance, ease, ability to grasp situations, instinct to meet the demands of the moment, and the capacity to meet men of their own level, as representing MACLEAN'S.

This work puts you in touch with the prominent men of each town, a connection of inestimable value. We require representatives in nearly every town and centre of population in Canada. You can make from \$5 to \$10 per week in addition to your regular salary. We give you a practical training that is worth consideration.

Write us to-day for particulars.

MACLEAN PUBLISHING CO.

143 University Ave. -- Toronto, Ont.

TEA

We are endeavoring to keep our stock well assorted, and notwithstanding the many difficulties, we are still able to offer at market prices many grades of the following kinds of Tea:

Ceylon and Indian Black Tea.
Ceylon Greens (Young Hysons and Gunpowders).
China Blacks (Congou).
China Greens (Young Hysons and Gunpowders).
Formosa Oolongs.
Japans, Crop 1915 and Crop 1914.

Prices and Samples cheerfully submitted on application.

John Duncan & Co.

Established 1866

MONTREAL



INSIST on Anchor
Caps To-day. Make
Easier Selling, More
Attractive Displays
and Better Satisfied
Customers.

Anchor Cap & Closure Corporation of Canada

LIMITED

Sudbury St. West, Foot of Dovercourt Road

TORONTO, CANADA

Sartan
BRAND
THE SIGN OF PURITY

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

Phulcherra Garden Teas

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

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

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



Have No Hesitation

in recommending to your best customer

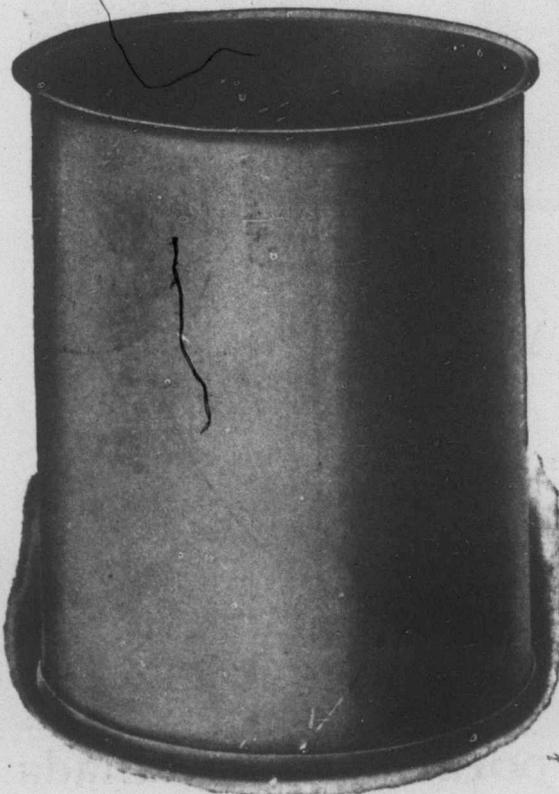
'Bluenose' Butter

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.



Sanitary Cans

"The Can of Quality"

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

Sanitary Can Company

LIMITED

NIAGARA FALLS, ONTARIO

CANADIAN GROCER

YOU CAN INSURE

the success of your customers' efforts in putting down their season's fruit by only supplying

St. Lawrence

Granulated

THE ALL PURE CANE SUGAR.



SYMINGTON'S

(Regd. Trade Mark.)

COFFEE ESSENCE

PEEDS ALES

Brings delight to the busy housewife. So quickly and easily prepared, so delicious—One bottle makes 40 cups. A splendid seller and profit-maker. Your wholesaler can supply you.

Thos. Symington & Co., London and Edinburgh

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



LARGEST MAKERS IN THE WORLD

Tin Foil—all descriptions

Tea Lead—all gauges and sizes

Metal Bottle Capsules—any size,
color or stamping

Collapsible Tubes—plain or colored

ALL BRITISH MADE

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

BETTS & COMPANY, LIMITED

Chief Office:—1 Wharf Road

LONDON N., ENGLAND

RICE

Adopt the "From Mill to Customer" Idea in ordering Rice, Mr. Wholesaler

Here's the idea boiled down into as few words as possible:—

Send your order to us, we will ship direct to the retailer for your account.

No worry, less money tied up in stock, less warehouse space used, no trouble or delay in handling.

This means quicker service for your customers, which reflects to your credit.

Start to-day and talk more rice sales and direct service to the retailer.

We are exclusively rice millers, and as such can offer fresh goods and quick service.

Push Rice, Mr. Retailer, and reduce the cost of living.

If it's "Mount Royal," it's **Milled in Canada.**

Mount Royal Milling & Mfg. Co.

D. W. ROSS CO., Agents

MONTREAL

Canada's Choicest Catsup **AYLMER BRAND**

That delightful tang and flavor found only in Aylmer Brand will create unusual demand—and hold it.

Canadian tomatoes are unequalled anywhere for richness of flavor. Aylmer Brand Catsup brings to your customers these choicest tomatoes, prepared with the utmost care. Ask your dealer to send you a few cases to-day.



*The
Evidence of
Quality*

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 agents wanting agencies.

ONTARIO.

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

Established 1859
GEO. STANWAY & CO.
TORONTO
Agents for "Horseshoe," "Tiger" and "Sunflower" Salmon. Fred. L. Myers & Son, West Indian products. Pritchard Rice Milling Co., Texan Rices. Alexander Molasses Co., New Orleans Molasses.

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

W. H. Millman & Sons
Wholesale Grocery Brokers
Toronto, Ontario

Choice, faced peaches, 25's, on spot at a very low price.

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

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

WESTERN PROVINCES.

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

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

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

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

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

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

BRITISH COLUMBIA.

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

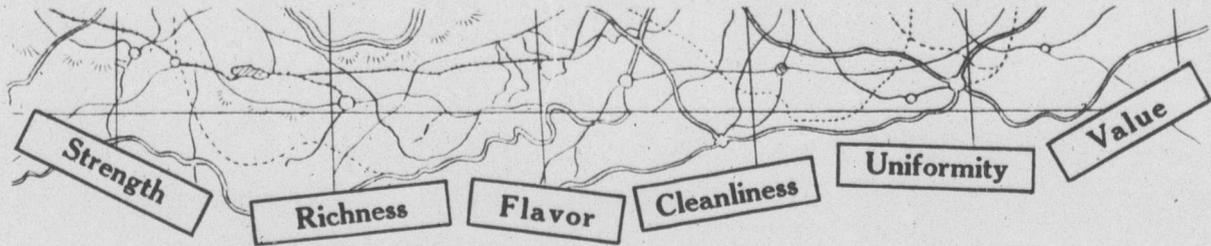
NEWFOUNDLAND.

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

QUEBEC.

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

The firms who advertise are the firms who invite your patronage, and are most deserving of it. A product that is persistently advertised to the critical dealer is a product that can be relied upon to give the satisfaction desired, for the maker behind that product must have confidence that it will earn your approval; otherwise, he would not dream of holding it up for your and your customer's criticism.



The Impregnable Line

See the Red Rose Tea qualities mobilized above. They form an impregnable line—a line of quality that cannot be beaten and one that sweeps ever onward, capturing new trade.

The Indian strength, Indian richness and Indian flavor, due to the large proportion of Assam Indian tea used, give Red Rose Tea characteristics that a straight Ceylon tea lacks.

The absolute uniformity, the perfect cleanliness and the utmost limit of value for the money are other strong qualities, which, joined with the Indian characteristics, make Red Rose Tea your best ally whether you contemplate making a big "drive" ahead in your tea business or just a steady, consistent advance.

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

Custard Powders

We are the selling agents for White's Custard Powders and Jelly Crystals.

Custard Powders in the following sizes:—

6 oz. Tins (c/s 72)	\$.90 Doz.
10 oz. Tins (c/s 72)	1.35 Doz.
16 oz. Tins (c/s 36)	2.10 Doz.

(Vanilla, Lemon and Almond Flavors)

Notwithstanding the extra cost of importation, we are maintaining the old selling prices which are lower than most other lines. The quality is unquestionable, and we will appreciate a trial order.

JELLY CRYSTALS—ALL FLAVORS—
Cartons 1 or 3 Dozen—80c Dozen.

WRITE, WIRE OR 'PHONE AT OUR
EXPENSE—ADE. 1057, 941, 867.

Warren Bros. & Co.

LIMITED

Queen and Portland Sts., TORONTO

HERE ARE A FEW OF

McVitie & Price's BISCUITS

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

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

Recognized Official Agents in the following cities:—
Halifax, Montreal, Toronto, Winnipeg, Calgary,
Edmonton, Lethbridge, Vancouver and Victoria.

Get the Season's First Strawberries

Still glistening with dew when we picked them—large, luscious fellows with the taste and tang that go only with berries well favored by Nature.

All in a few short hours from the time they clung to the bushes, we transfused their full-blown goodness to the air-tight jars and pails. Here their delicious wholesomeness will be preserved intact until occasion requires them.

How many of *your* customers will want to know what really delightful jam the choicest of berries and infinite care can produce?

Better write and mail your order to-day.

Furnivall-New, Limited
Hamilton, Canada



Agents: Ontario—MacLaren Imperial Cheese Co., Ltd., Toronto. Montreal—W. S. Silcock. St. John, N.B.—W. W. Chase, 79 Paradise Row. Halifax, N.S.—B. C. Woodworth, 533 Robie St. Sydney, N.S.—A. E. Sheppard. Hamilton—Grocers' Specialty Co. Winnipeg, Man.—H. P. Pennock & Co. Calgary, Alta.—Jacksons, Ltd. Edmonton, Alta.—Central Brokerage Co.

Retrospective and Objective

Twenty-three years ago we started in the packet-tea business with a fixed determination to serve the public with a tea of consistent good quality at all costs.

To-day, with an output amounting to something like thirty million packets yearly, we can look back and honestly say that we have lived up to the letter of our determination.

Markets and outside conditions have compelled us to advance the minimum price of "SALADA" from 25c. to 30c., to 35c., to 40c. a pound, but the quality has never suffered a particle.

We look forward with a faith in the public who have, in the past, shown their appreciation of our determination to maintain the high standard of quality that has made "SALADA" unique among teas.

"SALADA"

TORONTO MONTREAL LONDON (ENG.) NEW YORK CHICAGO BOSTON
BUFFALO DETROIT PITTSBURG PHILADELPHIA

P.S. Remember there is no other firm or corporation in the world can sell better tea than Salada Quality at Salada Price.

ROYAL SALAD DRESSING

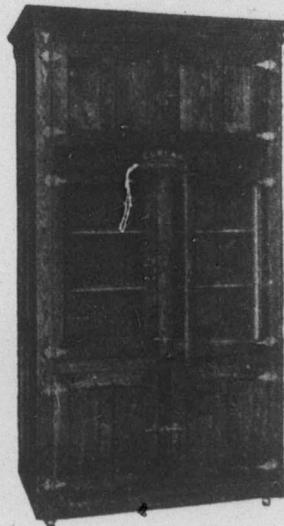
Recommend ROYAL—it will please your most particular customer. When you dress your window with Spring and Summer specialties put in a few bottles of ROYAL SALAD DRESSING.

Made in Canada for Canadian trade.

Made only by

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

Can You Meet Summer's Heat Adequately?



Science and experience have proven there is only one way to meet the demon of spoilage and that is with the dry, cold air circulation refrigerator. This system is embodied most successfully in Eureka Refrigerators.

For thirty years the majority of butchers and grocers have proven by EXPERIENCE the Eureka is the only refrigerator that will keep their perishables as fresh, pure and sweet as their customers insist they must be. Be on the safe side. Get the Eureka. Write for catalogue and prices, free on request.

Eureka Refrigerator Company
31 Brock Ave. Limited TORONTO

The food that nourishes children, mothers and invalids—

Robinson's "Patent" Groats



AGENTS FOR THE DOMINION

Magor, Son & Co., Limited
191 ST. PAUL ST. W., MONTREAL
30 CHURCH STREET, TORONTO



THIS cereal preparation has a wide range of uses in every community—every household will be the better for using Robinson's "Patent" Groats every day whether for the children, the nursing mother or an invalid.

You can see the possibilities of a splendid sale for this famous food. If your stock is low phone your wholesale house.

Is John in Your Employ?



WHO is John? He's the model delivery boy—The Star Egg Carrier boy. Dozens and dozens of eggs are delivered each week by John, and there is never a broken egg. Why? Because his employer provides him with Star Egg Carriers, the most practical, convenient, as well as least expensive System of egg handling ever devised

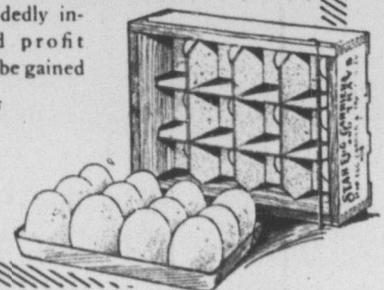
Complaints about broken eggs are unknown to John. And he loses no time in the delivering. It's a cheery "Good Morning," as he

turns the Carrier upside down and leaves the eggs safe and sound in the Tray on the housewife's table—and he's off again.

Did you notice the smile on John's face? It's always there. Broken eggs, disgusted housewives and a disgruntled boss are things of the past with John.

Why wouldn't the Star System for Safe Egg Handling prove an exceedingly good investment in your business? Your customers would appreciate the better service and you the decidedly increased profit that's to be gained

Write us



STAR EGG CARRIER AND TRAY MFG. CO.

Jay Street, Rochester, New York

CANADIAN GROCER

VOL. XXIX

TORONTO, JUNE 25, 1915

No. 26

Clerks Who Are Real Salesmen

Announcement of Salesmanship Contest Shows Possibilities of The Men Behind the Counter—
Young Man Gets 60 Customers for New Brand of Shortening—Another Sells
\$106 Worth of Cereal Products In a Short Time — How Dried
Peaches Were Moved Out.

Introduced New Line of Shortening.

By R. H. Patchett, Parry Sound, Ont.

HAVING received 100 pounds of a certain brand of shortening which was a new article coming into our store for the first time, I decided to spend one week in creating a demand for it.

One bright and sunny Monday morning, a woman walked into our store, and stepping up to the counter, I said to her: "Good morning, Mrs. Thompson, this is an exceptionally fine morning for April," to which she replied that it was grand. She opened her purse and took from it a slip of paper which was an order she requested to be sent to her.

On reading her order, and on excusing myself for interrupting her, I said: "I would like to show you a new line of shortening we have just in. I know you will like it." Taking a package from the refrigerator and opening it to show her, I said: "This is 3c a pound cheaper than lard and you can get better results with one-third the quantity than with lard. If you take this home and do not find it as I say, I will gladly refund you any loss you may have had through it." "All right," she said, "send it along." She came into the store a few days later and told me she never had better pastry. She never did better cooking in her whole cooking experience, and she had told several neighbors about it—she was so enthused about this shortening. I never lost one customer in the week that I pushed the sale and I never had a dissatisfied customer; also through the influence of our customers we sold a quantity to others.

We gained a great deal of trade through this, as people realized I was giving them something good in quality,

and also saving them money, and they appreciated my interest in them by telling me that I gave them pure goods, and at less money when I sold them this brand of shortening. I sold about 60 pounds in five days.

WINNERS IN THE CLERKS' CONTEST

The winners of the three prizes in the Clerk's Salesmanship Contest, which was announced some time ago in Canadian Grocer, are as follows:

First Prize—RUPERT H. PATCHETT, of the Wm. Beatty Co., Ltd., general merchants, Parry Sound, Ont.

Second Prize—G. H. VICCARS, with F. G. Freeze, Calgary, Alta.

Third Prize—MISS E. L. DOWSON, with Robert Dowson, 234 Queen Street West, Toronto.

The articles sent in by the winners are reproduced on this page. The judges decided on Mr. Patchett as winner of the first prize, principally because of the fact that he successfully introduced a new line to his customers which they had never seen nor heard of before. By studying his line carefully and by explaining the principal features of it, to customers, he was able to sell some 60 lbs. of a certain new brand of shortening in five days. The judges of course further considered the future value of this introductory salesmanship. The fact that one customer returned to say that this line made the best pastry she ever had, will no doubt prove to be a strong advertising point which that store will use in future. It is also reasonable to expect that this woman has over and over again passed along the good news to her neighbors and friends. Sixty pounds in five days, means 60 new customers for this particular line—and he had no help from this firm in newspaper advertising. The entry of Mr. Patchett was sent in on May 1st, and it is reasonable to expect that by this time the list of customers for this line has greatly increased.

By selling \$106 worth of the products of a certain milling concern during a contest, G. H. Viccars, of the F. G. Freeze store in Calgary, demonstrates that he is a salesman. In comparing his work with that of the first prize winner, the judges considered the fact that he was working in a contest and that therefore not quite under ordinary natural conditions. Nevertheless, he made a very splendid record and one that shows the possibilities of the retail salesman in the grocery store.

The work of Miss Dowson, the winner of the third prize, showed that she performed a very useful service in selling the dried peaches which were a little off in appearance. It shows ingenuity in disposing of a line which if left unsold would sooner or later have become dead stock. No doubt in every store there are certain lines that could be treated somewhat similarly to get them out of the store and into the hands of customers. If more attention were paid to this feature of grocery selling, there certainly would be less dead stock on the shelves and in the warehouses.

In next week's issue will appear some of the other replies to the contest. Two or three splendid examples of the selling power of the clerk have come in from Quebec Province, and these will appear next week.

The winners of the above contest receive \$3, \$2 and \$1 respectively.

Sold \$106 Worth of Cereal

By G. H. Viccars, Calgary, Alta.

A SHORT time ago a certain milling firm put on in this city a special selling campaign for one week, offering a prize to the clerk in each store, who sold the most of their products during the one week. Their chief lines were flour, farina, and rolled oats. This meant that practically every grocery clerk in the city was out for this prize.

By the following methods I was able to sell \$106 worth of their goods in all. I made it my business to mention these lines to all whose wants I attended to. I explained that the goods were put up here, which meant more work for local help; that the quality was No. 1, and pointed to the fact that these goods were being extensively advertised. I had a sample of each line on the counter, and took good care to show them to all. By this time in almost every case the customer became interested, when I would then mention the prices. Most of the resulting sales were for small quantities, which meant a large percentage of these customers buying.

How Sale of Dried Peaches was Increased.

By Miss E. L. Dowson, Toronto.

A SHORT time ago our firm received a consignment of dried peaches. While the fruit

was appetizing enough to the sense of smell, it did not prove very tempting in appearance. However, it had to be sold, so I cast about for some method of introducing it to the customer other than by the ordinary one of simple display.

Securing a pint sealer, I thoroughly soaked overnight what I considered would be enough of the fruit to fill it. In the morning I was amazed to find how the uninviting peaches had expanded to a surprising size, and great was my de-

light when, on boiling and putting them up in the sealer in the regular way, I discovered how really fresh and tempting they looked.

An equally important discovery was the astonishing fact that only half of the quantity I had at first thought enough, was necessary, and this impressed me as an excellent selling factor.

This sealer of fruit was placed conspicuously on the counter beside the dried peaches, and, frequently, with the

addition of aptly-written and neatly-placed cards, succeeded in making a sale by itself through merely exciting the customer's curiosity and attention, and without any formal introduction from me. Where this was necessary, I rarely failed to convince a woman of the pure economy of this method of providing fruit for her table, when, in this between-seasons period, fresh fruit is so extremely expensive.

Necessity of the Inventory

A Story Which Demonstrates Pretty Conclusively How Beneficial it is to Know Inner Facts of the Business—Goods Not Marked Sufficiently High to Pay Net Profit—Expenses Eating Up All the Margin—Five Years Wasted.

A LEAFLET containing a valuable story for retailers, was recently sent out by Daniel P. Morse, of Morse & Rogers, New York. The subject of it is the annual inventory.

It is the story of a general storekeeper, who, after being in business several years, took an inventory which acted as a sign post pointing to indicate that the broad, straight highway he was on was leading to destruction. The retailer says that he was the most surprised and worried man after he had begun to understand what the inventory figures meant. He had done a good business, increasing a little every year, but there was no net profit even on the books. He realized that he must find where the trouble lay or the sheriff would.

Business Methods Were Wrong.

The inventory showed merchandise in stock costing \$12,000. This was larger than he had ever had before, but the increase was completely offset by increased obligations so that there was no satisfaction in the stock increase. There was something wrong with the management and method of business.

The first discovery was that while sales had shown small increases each year stock had increased even more. Five years ago a business of \$25,000 had been done on a stock of \$7,000, but last year a business of \$30,000 was done on a stock of \$12,000, each year excuses being made for overbuying, on the ground that frequent changes in style and a fickle public made larger purchases necessary.

The big stock was what worried him, for he saw that he would be lucky if he could get 50 cents on the dollar at a forced sale, but there were some other mistakes found upon careful reflection and study of the figures, some small and unimportant in themselves, but amounting to considerable in the aggregate.

How Goods Had Been Marked.

The most important came out in a study of the question how much profit would have been made during the previous year if there had been no loss from overbuying, or from the other leaks discovered. To determine this a comparison of expenses for the year with an estimate of the gross profit of the merchandise sold was made. When he had started in business he had understood that the majority of retailers figured on an average profit of about 20 per cent. This was accepted as standard and merchandise was marked at approximately 20 per cent. over the cost price. When he compared his estimated gross profits with expenses for the year he found, to his surprise, that the expenses about equalled the gross profits. This was a hard jolt because it was perfectly plain that he had not been adding enough profit to his goods, and by going over the case carefully he found that expenses and the cost of doing business had increased all out of proportion to sales, yet there had been no increase in the percentage of gross profit.

The Error Discovered.

Not being able to understand the situation, he took it up with a friend, a banker, who pointed out that his entire method of determining what percentage of profit was necessary was entirely wrong. He showed that expenses were about \$6,000 and sales about \$30,000, and \$6,000 was 20 per cent. of \$30,000. This made it clear that 20 per cent. on the selling price must be made to cover expenses alone, though the retailer had been thinking that he was making 25 per cent. gross profits on sales by adding only 25 per cent. to the cost price. He learned that to come out with 25 per cent. profit on his sales he must add 33 1-3 per cent. to the cost price. The

idea was such a revelation to this retailer that he felt that it must be a mistake many other merchants were making, that comparatively few understand that there is a mighty big difference between 25 per cent. on cost price and 25 per cent. on selling price.

Maximum Business—Minimum Investment.

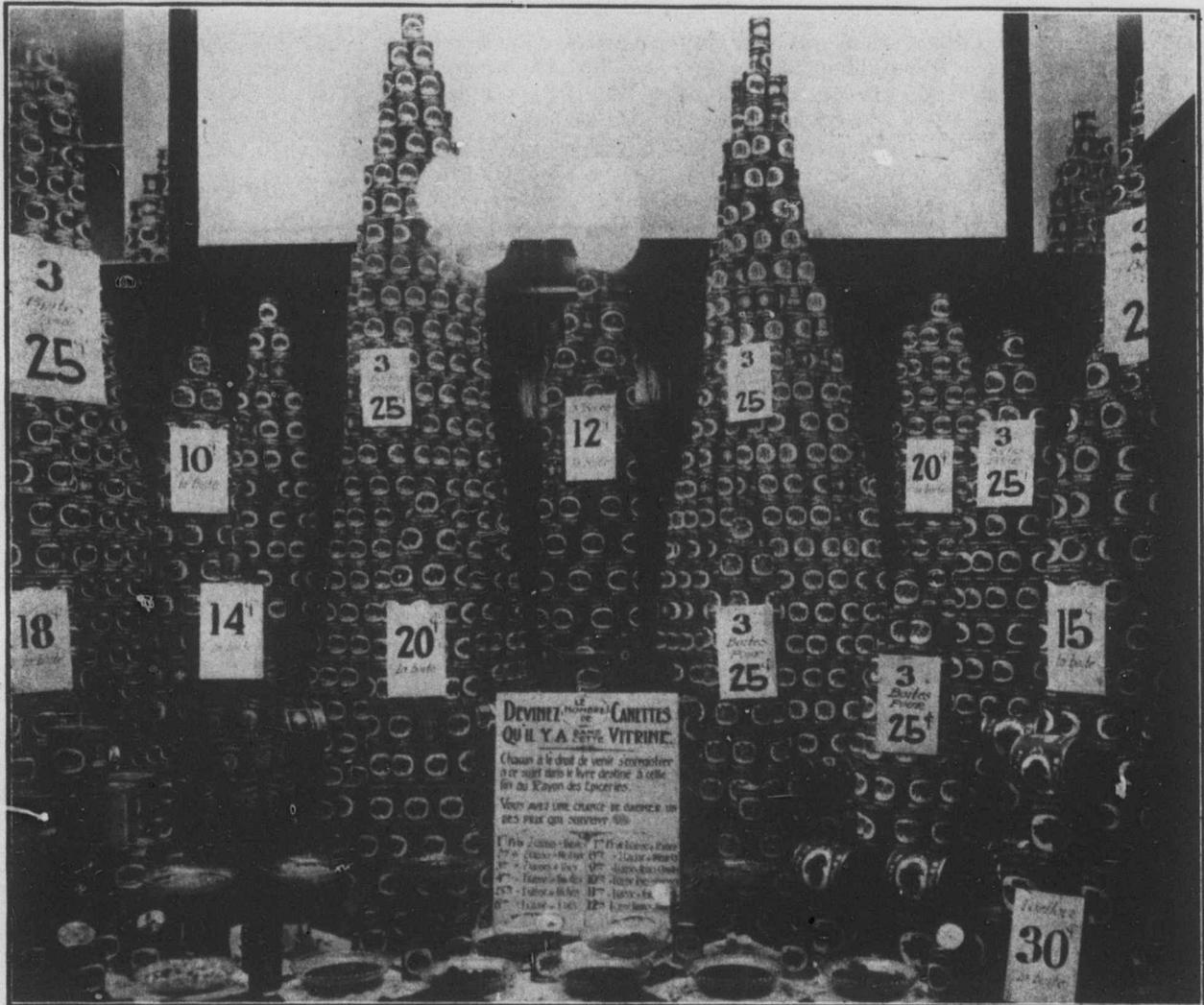
When the retailer had analyzed the situation closely his next step was to clean up and reduce his stock to a reasonable amount, and then adopt the practice of doing a maximum business on a minimum investment. The importance of this had never occurred to him. He had bought all he thought he could sell and without much regard for what he would have left over. He said his profit did not begin until he kept his stock down consistent with the demand of trade, which gives the added advantage of keeping the stock fresh all the time and little risk of getting loaded with styles that go dead. Further, with stock small, bills have been met promptly and cash discounts taken advantage of, which gives an item of profit representing a tidy sum at the end of the year. He said that at one time he had begun to feel, before he understood his business, that the small merchants were being crowded out by the big stores, but now he knows, for his own experience has taught him that his difficulties were all due to personal blindness to the condition of his own business, that competition had nothing to do with five years spent in making a bare living.

Horace Smith, city buyer for H. P. Edkhardt & Co., Toronto, has joined the staff of John Sloan & Co. wholesalers, Church St., Toronto. J. Poyter late of Eby-Blain & Co., Ltd., Toronto, has succeeded Mr. Smith as local buyer.

Sold Car and a Half of Canned Goods

An Achievement of a Retail Firm in Quebec City—Put on Guessing Competition Free To All—Gave Prizes in Canned Goods to Extent Of About \$50—Business Spread Over Early Part of Week.

By C. W. WALTON.



There were 5,286 cans of fruit and vegetables in this display, and it helped to sell more than a carload in a short time.

HOW to get people into the grocery section of a department store when it is located on the top floor, and how to distribute the crowd over a whole week instead of getting them all on Friday and Saturday, are two important problems coming up for solution every week. It is said that a fortune awaits the man who can solve the latter of the two problems. How the first problem was solved by The Paquet Company, the largest department store in Quebec City; is told in this article.

A window display of 5,286 cans of fruit and vegetables was made, and prizes offered to the ones who guessed nearest to the correct number. Over five thousand people entered for the competition, and to enter, it was necessary to go to the grocery department on the top floor, and there register in a book, which was located in the midst of a pyramid of canned goods. The whole

thing had a canned goods flavor to it, and it is not surprising that the store sold a car and a half of canned goods as a result of the interest aroused in this food.

There were no conditions in the competition. It was not necessary to buy anything before entering. That would have spoiled their scheme for getting people to the top floor and would probably have been illegal. There being no obstacles, a woman took the elevator immediately after making her guess on the street below, registered in the book, and then proceeded to wander around the department, purchasing groceries. About twice as much business was done during the first five days of the week as ordinarily.

The prizes were as follows: 1st prize, 2 cases, 2 doz. each, tomatoes; 2nd prize, 2 cases of peas; 3rd, 2 cases of corn; 4th, 1 case tomatoes; 5th—1 case of beans;

7th, 1 case prunes; 8th, blueberry; 9th, pears; 10th, peach; 11th, strawberries; and 12th, apples.

It is not often that department stores devote their windows to the display of groceries, and this illustration shows what can be done when a little ingenuity is displayed. Contents of the various cans were poured into cut glass bowls, and displayed in front of the canned goods display. The empty can standing beside the fruit or vegetables made a tempting sight, and there is no doubt at all that this accounted for much of the success achieved.

Mr. Dubuc, manager of this department, is authority for the statement that the total cost of prizes and newspaper advertising did not exceed fifty dollars. There was some near guessing, the winner being only six cans off the correct number, while the other prize winners were not more than fifty out.

By-law Governing Sidewalk Sweeping

Toronto Merchants in Police Court — One Successfully Defended by Retail Merchants Association—Inconsistencies of the Law—Has a City Power to Enforce Its By-laws?

FROM time to time grocers have been fined in various cities for dry-sweeping their sidewalks, and in some cases, there are municipal by-laws prohibiting them from sweeping at all after 8 o'clock. Recently in Toronto a certain grocer found it necessary to have his delivery boy sweep some peanut shells off the sidewalk in front of his store, which had been thrown there by some youngsters. A police officer happened to see the sweeping operation—which took place after 8 o'clock—and the grocer in question was summoned to appear in court, to answer a charge of sweeping his sidewalk after 8 o'clock in the morning. The incident was placed in the hands of E. M. Trowern, secretary of the Retail Merchants' Association, who has a pretty intimate knowledge of municipal by-laws as well as Government statutes limiting same. It was decided after the entire matter was gone into carefully, to fight the civic authorities, and the Association has won out. Probably a full text of the by-law governing same and the arguments put forward by the secretary of the Association will be of advantage to grocers in other cities where similar by-laws exist.

The Wording of the By-law.

In 1904, just eleven years ago, a by-law, known as by-law No. 4,317, was passed in Toronto and it has remained on the books ever since, more or less dormant. Occasionally it is resurrected and about the 1st of May this year, several prosecutions were instituted, and retail merchants brought before the police magistrate. The by-law reads as follows:

"Every occupant, and in case there is no occupant, the owner of every house, shop, building, lot or parcel of land, and every person having charge or care of any church, castle or other public building, fronting or abutting on any street where the sidewalks are planked or paved, shall water and cleanly sweep and keep clean from obstruction from dirt, snow, ice or other encumbrances, the pavement or sidewalk in front of and about his premises before 8 o'clock in the morning of each day, from the first day of April to the first day of November, and before 9 o'clock each morning during the rest of the year, Sundays excepted."

Now we come to the peanut-shell case. So that the front of his store might look as clean as possible, this grocer had the peanut shells swept off onto the street.

The argument used by the Secretary was that the city council had no power to pass such a by-law as there was no Municipal Act on the Statute Books to compel retail merchants to sweep or clean the public highway, and consequently the by-law was valueless. Coming down to the simple meaning of the by-law, the Secretary's argument is that it means that every retail dealer in Toronto must water and cleanly sweep the sidewalk in front of and about his premises before 8 o'clock in the morning every day of the week except Sunday. If he opens his store at 8.30 or 9 o'clock he must either have it done by contract before 8 o'clock in the morning or not do it at all. If by any reason dirt of any sort accumulates on the sidewalk either by the receiving or delivery of goods, or the taking in of coal, through the front entrance to the cellar, or by persons throwing waste on the pavement, the dirt and dust accumulated must remain on the sidewalk all day and until the following morning before 8 o'clock. To even sprinkle and sweep any time after that hour is a violation of that by-law, and for doing this the merchant is quite apt to be summoned and fined.

Different Law for City Employees.

The street sweepers who are hired by the city and receive their pay out of the taxes paid by the merchants, can and do dry-sweep and clean the pavement any time they like, day or night. They can and do raise volumes of dust, but if the retail merchant is caught sprinkling the sidewalk and sweeping it after 8 o'clock in the morning, he must pay toll again to help provide the police and police court officials with money to enable them to still further procure exactions from the retailer.

Under the circumstances, Mr. Trowern's idea is that the best course to pursue is to let the city, which owns the sidewalks, take care of the sweeping of them itself. His contention is that the retail merchants have been voluntarily sweeping the sidewalks in order to keep the dust and dirt from drifting into their store, and by so doing have been doing the city a service at their own expense. The city now thinks it is a duty the retailers owe to it and if retailers continue it, and run the risk of being fined, very soon the city will be compelling them to get out and clean up the street opposite their stores and to do the one thing is just as reasonable as to do the other.

Mr. Trowern put up a strong case for his client with the result that the action was thrown out.

MERCHANTS CONVENTION IN WINNIPEG.

Winnipeg, June 24.—That a monstear convention to which all the retail merchants of the province of Manitoba are invited will be held in Winnipeg between July 1 and 10, during the Patriotic week, was definitely decided upon by the Retail Merchants' Association at a joint meeting of the Manitoba and Winnipeg executive boards.

C. F. Rannard, the provincial president, states that there are a number of questions of vital importance to the retailers, and it is the intention to discuss these at length at the convention with a view of advancing the interests of the retailers and increasing the membership of the Retail Merchants' Association throughout the province, thus placing the association in a position to handle all questions in a systematic manner.

It is felt that this can only be accomplished by complete co-operation and interchange of ideas and experiences. Arrangements are being made with a number of good speakers from provincial points as well as the city, to deliver addresses.

HAMILTON GROCERS' PICNIC.

By a typographical error the date of the Hamilton Grocers' picnic was given in last week's issue as June 23. This should have been July 21, as was stated in our issue of May 21. Those who have decided to attend this big picnic will therefore remember that it takes place on Wednesday, July 21, to Niagara Falls.

SERVICE DEPARTMENT

Editor Canadian Grocer.—Kindly send us the name of the manufacturer of Olympia Lime Juice.

Yours very truly,

St. Thomas, Ont. THE H— CO.

Editorial Note.—The manufacturer of Olympia Lime Juice is The National Drug and Chemical Co. Their Toronto address is 240 Richmond St. W.

Hot Weather Hints for the Grocer

How to Overcome Some Bad Features of the Hot Weather—Drinking Fountain for Customers' Convenience—Use Plenty of Show Cards in the Window—Combating Destructive Work of Fly—Other Helpful Hints.

Written for Canadian Grocer by W. H. MARRON.

THE good old summer time is here in deadly earnest with its accompanying pleasures and discomforts. The public in general try to make provision as far as possible to throw the heavy side of the balance in favor of its pleasures. They don the lightest and most comfortable apparel; they make the ice cream parlor and soda fountain a favorite haunt; they purchase those foods most suitable to the inflated temperature as well as those that will allow preparation of meals with minimum of labor. It is well that it should be so. The grocer is by no means the least benefited by the change which the weather makes essential.

It is also well that the grocer makes some provision to reduce the handicap under which he works in the summer to a minimum. He will attempt to overcome the bad features which the warm weather tends to bring to his business. This will include not only a determined effort to maintain summer business at a standard by live, progressive methods, but also any innovation which will keep the store in attractive trim, prevent loss of goods through warm weather or the strong days of Old Sol, or any feature which will add to the comfort of the shopper.

There is a grocer I know on the main street of a certain Canadian city who has recently installed a drinking fountain for the convenience of his patrons. It

occupies a prominent position in the store and here there is always a plentiful supply of cool spring water with which customers may quench their thirst. This is something that customers appreciate, even if it should be nothing better than a clumsy jug and glass. On a hot summer day with the thermometer attempting to reach the century mark and the streets sultry and dusty, the shopper will remember the store where a cool drink of water is to had gratis and there they go to make their purchases. At least, merchants who have tried the scheme claim this to be the order of things in a good many cases. The cost is little when compared with results.

Watch Foods in the Window.

The grocer has to be careful during the summer months lest he put goods in the window which heat or sun might damage. "At any rate," states a Western Ontario window trimmer for a large firm "if the sun has any chance it fades and discolors the wrappers on the packages. For this reason during the summer I place less goods in the window, but use more show-cards. A good show-card will often create more interest than the goods themselves."

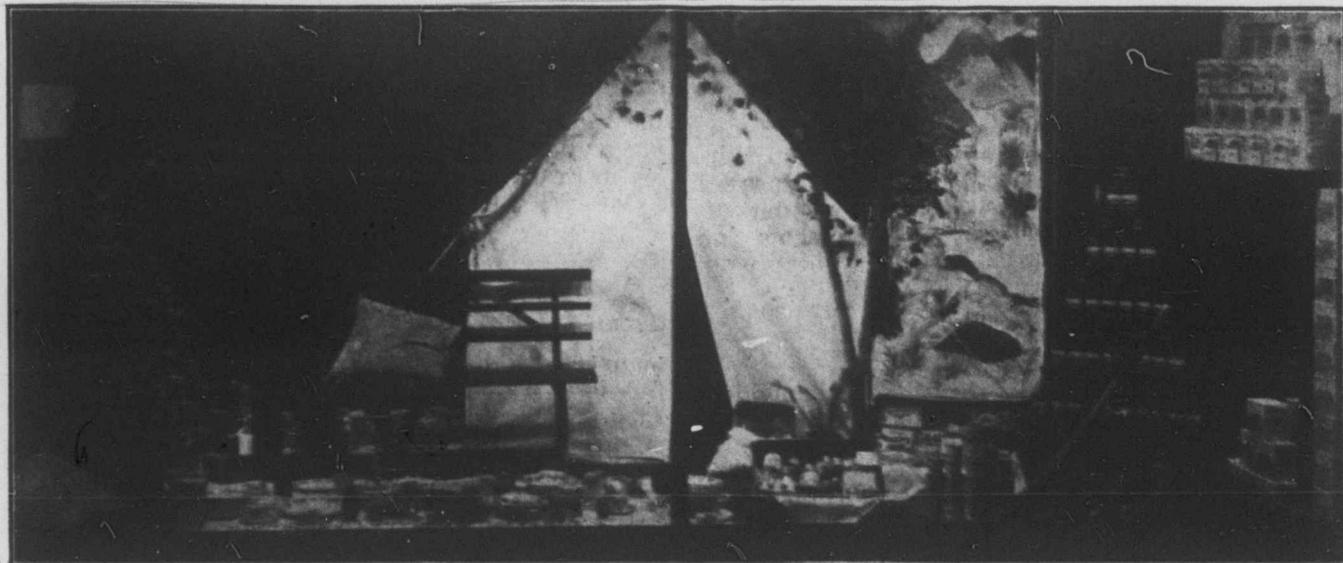
In combating the sun, the value of a good awning should not be forgotten. A certain Manitoba grocer whom I know finds that an awning does not shade the bottom of his window at certain times of

the day. During these hours he stretches a piece of canvas across the bottom of the window on the outside. On this is printed a message which passing customers may read. It is only a foot wide, does not shut off a view of the window, and besides has an advertising value.

Destroy the Fly.

Flies are a troublesome little pest during the summer. One firm found that the mirrors which are ranged along the back of their grocery department were smeared very badly by flies during the warm weather. Mirrors give the store an improved appearance at most times, but during fly time it would sometimes be better if they were not there. To overcome this during the summer months the mirrors are frosted over so that the work of the fly does not show.

Flies are also very destructive to labels of packages on the shelf. A certain New Brunswick dealer found this out three years ago. He put in a vegetable department at this time and this seemed to draw the flies and packages on the shelf were becoming quite unattractive. He placed a netting over the shelves which hung down from the top ledge. The bottom was weighted down by a light rod, so that after it had been raised to get goods off the shelf, it would fall back into place. Similar provisions have to frequently be made to bar the flies from the show window.



A fine suggestion for a summer camp goods window trim.

CANADIAN GROCER

ESTABLISHED 1886

The Only Weekly Grocery Paper Published in Canada.

THE MACLEAN PUBLISHING COMPANY
LIMITED.

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

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

OFFICES:

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Montreal—Rooms 701-702 Eastern Townships Bank Building; Telephone Main 1255. Toronto—143-149 University Ave.; Telephone Main 7324. Winnipeg—34 Royal Bank Building; Phone Garry 2313.

UNITED STATES—

New York—R. H. Huestis, 115 Broadway, New York; Telephone 8971 Rector. Chicago—A. H. Byrne, Room 607, 140 So. Dearborn St., Phone Randolph 3234. Boston—C. L. Morton, Room 733, Old South Bldg.; Phone Main 1024.

GREAT BRITAIN—

London—The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C. E. J. Dodd, Director. Telephone Central 12960. Cable Address: Atabek, London, England.
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TORONTO, JUNE 25, 1915

No. 26

Likely Advance in Vinegar.

OWING to the increased cost of alcohol it is likely we shall see in the near future an advance in the price of vinegar made from alcohol. Readers will appreciate the fact that alcohol is a very necessary article during war time, and during the present period of hostilities in Europe great quantities have been gathered in by the nations at war. Our information indicates that alcoholic vinegar, will be advanced in price about 20 per cent.

Just when this advance will actually take place, is not known, but it is not likely that it will be long deferred.

California Fruit Shipments.

ADVICES from California intimate that shipments of deciduous fruits from that state are considerably below those of last year. It is explained, however, that this difference is not due to any shortening in crop, but to the fact that the state has been visited by some late rains and cool weather which has postponed the ripening period for about a couple of weeks.

The total shipments of deciduous fruits for the last week for which we have figures were 111 cars as against 297 $\frac{3}{4}$ cars in 1914, and the total shipments for the season are only 194 cars as against 523 $\frac{1}{2}$ cars at this time last year. Cherry shipments are rapidly gaining on last year's shipments and during one week recently, exceeded the corresponding week of a year ago.

Fish in B.C. Waters.

IT has been estimated that the value of the product of the Pacific Coast Fisheries for the year 1914, was approximately \$60,000,000. Of this amount British Columbia is credited with over \$11,000,000. The value of the output of the salmon canneries on the coast for the last year, was \$38,622,000 and the total value of salmon marketed from the British Columbia catch was \$10,243,670. This was divided as follows: Used in fresh state \$1,491,419; canned,

\$7,743,399; salted, dry, \$645,450; mild cured, \$215,386 and smoked, \$148,025. This shows that the great bulk of the salmon caught in the Pacific Coast Province is canned.

Next in value to salmon in the British Columbia fishing industry is the production of halibut. The catch of this variety of food fish on the Pacific Coast in 1914 was approximate 65,000,000 lbs. with an aggregate value of \$2,600,000. The market value of halibut landed in British Columbia last year was \$1,734,200 lbs. or more than one-half of the total catch in the coast waters. It is because the fishing grounds on the Pacific Coast are close to the port of British Columbia that halibut can be marketed in Eastern cities, sooner than fish of the same class taken from Atlantic coast waters.

Other fish caught in British Columbia waters include herring, cod fish, and while it may not be generally known, there are a number of whaling stations on the Pacific Coast, four of which are in British Columbia. There were 1,426 whales caught in Pacific Coast waters in 1914 which produced 1,751,830 gallons of whale oil, as well as many thousand gallons of sperm oil and several tons of fish meal, fertilizer and whale bone. These figures give one a glimpse of the importance of the fishing industry in British Columbia waters.

Meeting Obligations

A NUMBER of manufacturers and wholesalers have drawn attention to the failure on the part of some retailers to deal in a judicious manner with drafts that are presented to them. By this it is not meant that they do not meet them. That is implied in the point taken, but this is not the main complaint. It is the carelessness, shall we call it, or neglect or disregard of their commercial reputation which seems to be at the bottom of the attitude, or lack of attitude, of some merchants, particularly at the present time. Some supply houses have been more or less accustomed to wait a little longer than usual for the payment of some of their accounts

since the war began, and collections have not been up to the mark. But it is the manner of dealing with these obligations to which objection is taken, and rightly so. There are some cases where a draft will be sent to the retailer and where it will be refused without any explanation or any promise as to future payment. Surely this is bad business and an action which will surely injure the credit of the retailer. The supply houses, for the most part, have shown themselves very reasonable under present conditions but the least that is due them if payment cannot be made, is that the failure to do so should not be passed over in silence, but an explanation and some information given as to when the creditor will be likely to meet his obligation.

The result of this would be, in the majority of cases, that the manufacturer would retain his respect and faith in the retailer and the latter's credit would not be impaired. The difficulties under which most merchants are laboring now are recognized, and at no time is the element of courtesy and of candor in the relations between the creditor and the debtor more advisable. Letting a draft go by default is the worst kind of practice. The inevitable result is to stiffen the resolution of the wholesaler to cut down on the credit he is giving, and the retailer will be the loser.

New Grading for Eggs.

READERS of Canadian Grocer noticed in last week's egg market report a change in the classes and grades of eggs quoted. For many years different provision houses quoted different classes and grades and it was somewhat difficult to understand exactly what the different names meant. At the last convention of the Canadian Produce Association, standards for Canadian eggs were drawn up and adopted. Eggs were divided into three classes—Fresh gathered, Storage, Cracked and Dirty. The first class was then graded as Specials, Extras, No. 1's and No. 2's. The specials are the "eggs in cartons," the extras were the former "selects" and No. 1's the "strictly new-laid." Storage eggs are now divided in three grades—Extras, No. 1's and No. 2's and the Cracked and Dirty into two grades—No. 1's and No. 2's.

The Association has defined specials under the fresh-gathered class as follows: "Eggs of uniform size, weighing over 24 oz. to the dozen or over 45 lbs. net to the 30-doz. case; absolutely clean, sound and strong in shell; air cells small—not over 3-16 of an inch in depth; white of egg to be firm and clear and the yolk dimly visible. Free from blood clots."

Extras are defined as "eggs of good size, weighing at least 24 oz. to the dozen or 45 lbs. net to the 30-dozen case. Clean, sound in shell, air cell less than 3/8 inch in depth; white of egg to be firm and yolk slightly visible."

No. 1's are "eggs weighing at least 23 oz. to the dozen or 43 lbs. net to the 30-doz. case; clean, sound in shell, air cell less than 1/2 inch in depth, white of egg to be reasonably firm; yoke may be quite visible but mobile, not stuck to the shell or seriously out of place; air cell not necessarily stationary."

No. 2's are "eggs clean, sound in shell, may contain weak, watery eggs and eggs with heavy yolks, and all other eggs sound in shell and fit for food."

The definitions of grades in the class Cracked and Dirties are to be the same as for grades in fresh gathered class, except that the terms referring to soundness and cleanliness are not to apply.

Editorial Notes.

IF THE BUSINESS isn't worth advertising, why not advertise it for sale?
* * *

INFLUENCE WITH customers and permanent profits are secured by selling them good goods.
* * *

NO MERCHANT SHOULD recommend an article in which he has not the fullest confidence.
* * *

WHAT METHODS ARE you using to get the trade of your customers who are going to their cottages?
* * *

A LARGE PORTION of the time of every grocer, should be devoted to holding the trade he has secured.
* * *

SUMMER TIME is cooked meat time. See that a good variety of cooked meats are always kept on hand.
* * *

NOW IS THE TIME to watch the canned goods markets carefully as there should be something doing here before long.
* * *

WHEN ANSWERING customers young or old, it should be the desire of every dealer and clerk to have the person pleased.
* * *

A MAN'S BUSINESS is his first consideration—that is why he should subscribe to and carefully study his trade newspaper.
* * *

DON'T SHAKE the berry box when showing berries to a customer. Show the contents of the box by tipping it over on both hands.
* * *

WHEN A DEALER sells an article of an inferior quality, just because the immediate profit is fairly large, he is simply throwing away his good name.
* * *

THE NATIONAL Coffee Roasters' Association has started a campaign in the United States for a coffee week this autumn and has announced the date for the event as Oct. 18th to 23rd.
* * *

A TRAMP WAS asked one time where he got his bread—his reply was from the bread line. The next question was where he got his clothes and of course the natural answer was from the clothes' line.
* * *

TACT HAS BEEN defined as the ability or power to maintain dignity and courtesy at all times, even though put through the strongest test by argument or complaint. It also includes the power to see your goods as other see them.
* * *

A RIVER-MAN WAS discussing the war in a country general store up north and the conversation turned to the hostilities in Turkey. One of his serious questions was whether the allies had forced the "dandelions" or not.
* * *

ACCORDING TO A cable message from Rome, olive oil is one of the lines included on the embargo list, Information has, however, been received by the Department of Commerce, Washington, D.C., that shipments to the United States will be granted on application through the Italian authorities.

A Traveler at the Front

Writes Letter to His Former Employer, S. W. Ewing, of Montreal—Interesting Details About a Soldier's Life.

THE following is a letter received by S. W. Ewing, of S. H. Ewing & Co., Montreal, from H. W. Lumb, who formerly represented the above firm in Ontario. Many retailers have written to Mr. Ewing for news concerning Mr. Lumb, and will read the letter with interest:

3rd B'n The Suffolk Regt.

Felxtowe, Suffolk, 23rd May, 1915.

My dear Mr. Ewing:

You will wonder how it is that I have not written you ere this, but really I have been so busy that I have not had a moment to myself. I have had to work from 6 in the morning until 12 at night for the past 4 months—this is terribly hard work—trench digging at night (all night) rain or snow, manning trenches all night—night operations—manoeuvres all day under the eyes of the divisional general—lectures, etc., but after all, it has done me a lot of good. I am very fit and well and 10 years younger physically. I expect to go to France in the morning. Leave here at 4 a.m. with a large draft of men, and I take them right into the trenches and expect to be in two or three days at a time. I have a staff appointment—draft-conducting officer to the overseas base and I take over at least 1,000 men at a time. Sometimes I will have a brigade to conduct with all officers. It is better pay—16/- a day, 4/- field allowance, 5½d. a day extra, and travelling allowances about £1 a day. But it takes all I get to live, and with my wife's keep—you see they do not allow officers' wives separation allowance here. I wish they would. It is so hard to keep even.

But I am glad I am going to the trenches at last to do my "bit." I expect we shall have conscription, as there are thousands of "slackers" here. But what can you expect at 25c a day?

It has been a very hard winter here. Bitterly cold and lots of rain, and my wife has been in bed for a month with neuritis, but she is getting better now. She was out for two hours yesterday. I saw Hamilton Gault a few weeks ago. He came to the club to see me, and he is now wounded again. I am glad he got the D. S. O.

I will write you an account of my trips to the trenches if I do not get hit too hard, as I am sure it will be interesting. We had a Zeppelin over here last week. Did a little damage, but not much. We have 30,000 soldiers here, and I have charge of all the bayonet fighting when here. It is one of my pet subjects.

Some two months ago I went up in a biplane 2,000 feet for observation purposes. It is very fine and quite different from what I expected—exhilarating, and one wants to go up again—I do. We have an air station here, and they have promised to take me up again. They have given me a very nice horse, and I do a lot of staff riding. It is very interesting work. We go to a manoeuvres area, and the general asks you questions on attack and defence, and you have to ride like fury all over to indicate positions, etc. I have had a very good five months in military training, and it is very thorough here, all instructors being regular officers. It is all work.

HAROLD W. LUMB.

Address: Major H. W. Lumb, Draft Conducting Officer (Attachd.) 3rd Suffolk Regt., Felxtowe, Suffolk, England.

P.S.—You will see I am attached now to the regular regiment, and in the last scrap at Ypres they went in 1,100 strong with 36 officers, and came out with no officers and only 37 men. This is the third time we have been wiped out. The Colonel (Wallace) was blown clean out of his funk hole with a shell, and the last seen of Major Cantley, D.S.O., he was fighting like hell with only a bayonet and no rifle in his hand. This was the description given by a N. C. O., wounded.

HALF HOLIDAYS.

Maritime Provinces.

Merchants of New Glasgow, N.S., close Wednesday afternoons from June 16 to end of August.

Newcastle, N.B., merchants will close Wednesday afternoons during July and August.

Ontario.

HUNTSVILLE—Thursday afternoon during July and August.

WATERLOO—Wednesday afternoon during June, July and August.

KINGSVILLE—Thursday afternoon at 2.30 during June, July and August.

Rodney, Ont., merchants close Friday at 12.30 in June, July and August.

The merchants of Tara, Ont., are closing Thursday afternoons during the summer.

Merchants of Thorold, Ont., close stores Wednesday afternoons during June, July and August.

Exeter, Ont., merchants will close Thursday afternoons during July and August.

The merchants of Gananoque, Ont., are closing Wednesday afternoons from June 16 to August 25.

Wallaceburg, Ont., merchants close Thursday afternoons during June, July and August.

Merchants of Orillia, Ont., have decided to close at 5 o'clock from June to August 27, Saturdays and nights before holidays excepted.

Western Canada.

The R.M.A. Saskatoon, Sask., have decided to close Wednesday afternoon during summer months.

Vegreville, Alta., merchants close Wednesday afternoons during June, July and August.

Merchants in Wapella, Sask., are closing Thursday afternoon during June and July, beginning June 17.

The merchants of Red Deer, Alta., will close Wednesday afternoons during the hot weather beginning July.

CONDITIONS IN NOVA SCOTIA.

Correspondent There Reviews Situation in Fishing, Lumbering and Agriculture.

Halifax, N.S., June 22.—(Special).—Business in Halifax appears to be about normal. The depression that is to a greater or less extent affecting other business centres through the country is very little felt here. One reason of this, no doubt, is the fact that there has not been as much speculation in the Maritime cities as there has been further west. People here are more inclined to follow the even tenor of their way and probably in the end come out about as well if not better.

The fishery industry, of which one of the seasons is just opening, appears to promise fair. In the lobster business there appears to be considerable difference of opinion as to its prospects. One large firm when spoken to said they had disposed of all their last season's pack, but they were apparently largely sold in Western Canada at a reduced price. Another firm claimed they had disposed of their lobsters in the United States at better figures than they could obtain in the Western Canadian markets. Still another complained of what he called the newspaper talk injuring the business by discussing without knowledge where they were not apparently apprised of the facts. One more firm, a large one whose place of export for lobsters was chiefly Germany, said they had every tin of last season's pack still on hand, and did not view the prospects very encouragingly.

The lumber business all over the Maritimes is flourishing, the demand for export being quite equal to the production. Freight rates, however, across the ocean are high and vessel space hard to get. Every old schooner or bark that is capable of carrying goods across the Atlantic is pressed into commission and their owners must be making money.



OFF TO THE FRONT.

William Marsh, of Peebles-Hobson Co., retail grocers, Hamilton, Ont., has joined the colors. He gives up a good position for King and Empire. Mr. Marsh will not only be missed by his Hamilton friends, but by all readers of The Canadian Grocer, who have seen his splendid window displays and writings from time to time. He has been Mr. Hobson's right hand man for several years. It was always a pleasure to drop into this store when in Hamilton, to have a chat with this young man. He was a first-class retail salesman. We wish him a safe and speedy return to Canada.

VALUE OF CONCENTRATION

Concentration and oneness of purpose are highly important factors in overcoming difficulties.

Kid McCoy demonstrated that once in a manner that has always "stuck" with me.

Some time after he went into the cafe business, a man called on him with a mutual friend and explained that he wanted McCoy to teach him boxing. McCoy said he couldn't accommodate him, as he had long since given up doing that sort of thing.

The man was very insistent, however, stating that he was willing to pay McCoy a good price for his trouble, and finally got him to agree.

That point being reached, McCoy, becoming all business, told his pupil to take off his coat and get ready for lesson number one. The man did so, and put up his hands. They squared off, and at that moment McCoy, in a sharp voice, asked, "Who's that coming in the door?"

His pupil turned his head to look at the door in question, through which, needless to say, no one was entering, and immediately McCoy "handed" him a fine young short-arm jolt on the chin that shook him down to his heels. "Ten dollars," said McCoy; "that's your first lesson. Learn to concentrate. Don't ever take your mind off what your doing, or your eye off the 'guy' you're boxing. If you do, he will get you just like that."—Advertising and Selling.

SOME GOOD HINTS.

Sprinkle the front of the store frequently during the warm weather. It cools the air and keeps the dust down.

Have chairs for customers in which to rest after a long walk to the store.

If you show meats on the counter, have a net to shield them from the flies.

Put your shelled nuts in the cooler.

Allow for free circulation of air in the store: Clerks and customers both need it.

A CLERK'S WAR POEM.

The following splendid lines written by H. Smith, a grocer's assistant at Boon's Stores, Dorchester, England, have been sent to us by a Canadian Grocer reader in Montreal:

"WHAT HAVE YOU DONE??"

The skirl of the pipes, and the roll of the drums.

And thousands marching by, It seems to ask you, "What have you done

To keep the old rag on high?" There's the chaps at the base, and the chaps in the van,

And the chaps in the firing line, They're doing their bit, with a stiff top lip,

Now, "What about yours and mine?"

They left us singing a jaunty song, We slept in our beds that night, They got a soft plank on a transport's deck,

And they say, "It ain't 'alf all right." There's the chaps that go up in the aeroplanes,

And the chaps that go under the sea, They don't have to choose, and they've nothing to lose,

So it's "up against" you and me.

We said we'd "look after" his missus and kids,

To help him bear the wrench, We can all shout "Hooray:" as the troops go away,

But what's that to "the man in the trench?"

There's the chaps at sea, and the chaps ashore,

And the chaps gone to "Kingdom come,"

Now, what will you lack when the rest come back

And ask YOU, "WHAT HAVE YOU DONE??"

The Clerk Not Overlooked

Sales Promotion Manager of Foodstuff Concern Tells His Salesmen to Give Them Every Consideration

THAT the clerk who makes friends between manufacturers' products and the store customers is filling an important mission is evidenced by the following letter which the Sales Promotion Manager of a large Canadian cereal firm has distributed among its travellers:

"Dear Sir:

"Did it ever occur to you what an important factor the grocery clerk is in the distribution of any product? Quite frequently you will hear a commercial man say that he would not be bothered talking to a cheap clerk in a store. This, we consider one of the greatest mistakes any salesman can make. It is quite true that we do not look to the clerk for orders. The proprietor or the manager as a rule does the buying for the store.

"However, one point to be considered, and a very important one, is that no matter how shrewd the buyer, if the sales-

men do not take an interest in displaying all the goods and bringing them to the attention of the buying public, the results are insignificant.

"It is always well to be polite and courteous to everyone in the store, irrespective of what their position may be. From personal observation we have found that many a good line is ignored owing to the treatment given to some clerk by the travelling man. As it is the clerk who meets the general public and takes their orders it is very essential that he should know what he is selling. Make it a point to explain to him all the good talking points in our different products. Show him how to make an attractive display. Let him see that we need and want his co-operation. In this way you make a lasting friend of the clerk, which means that he is going to do all in his power to promote the sale of our products."



CURRENT NEWS OF WEEK



Quebec and Manitoba Provinces

Choquette Freres, Grocers, have registered in Montreal.

Lecours & Frere, Grocers, Levis, Que. have registered.

Chas. P. Logan of the staff of Baird and Peters, wholesale grocers, St. John, N. B., was married last week to Miss J. F. Robertson.

MacLennan and Curtis have registered at Sydney, N.S. as grocers and provision dealers.

At a meeting of the Maisonneuve branch of the Grocers' Association of Montreal on Tuesday, June 15, it was decided that the proceeds of this year's picnic be devoted to charity.

J. L. Freeman, representing H. D. Marshall, commission brokers, has moved his office from Room 18 Berthlot Bldg., Montreal, to Room 21, 55 St. Francois Xavier Street. This firm is now representing the Canadian Cereal and Flour Mills Limited from Kingston to Quebec.

Progress is being made in the efforts to form a Retail Merchants Association in Halifax. At the meeting of the merchants held last week, it was decided to make a canvass of all the retail merchants in the City and to give each an opportunity to become a member. N. C. Cameron, secretary of the New Brunswick Retail Merchants Association, addressed the meeting, and advised the merchants to organize throughout the Province, and secure the advantages that the other Provinces are gaining by having an Association.

Ontario

S. C. Maltby, grocer, Toronto is succeeded by Peter Manuel.

The "Arcade" Hamilton, Ont., department store is enlarging its premises.

The Laurentia Milk Co., Ltd., have opened offices at 41 Lombard St., Toronto.

Robert Watkins a grocer in Toronto for 10 years, for five years on Borden St., died last week.

Grocers of Fert William, Ont., close at 6 o'clock except Saturday and nights preceding holidays.

A. J. Wilson, Thorold, Ont., has taken over the grocery and hardware business conducted for past 40 or 50 years by his uncle James Wilson.

The London Retail Grocers' Association ran their annual excursion this year to Detroit on Wednesday last. A re-

port will appear in next week's issue of Canadian Grocer.

The MacLaren Baking Powder Co., Ltd., have opened offices at 43 Lombard St., Toronto. Mr. Hugman of Montreal is in charge.

A. P. Taylor, of the John Taylor Co., soap manufacturers, Toronto, has been appointed a director of the Union Trust Co., Ltd.

The stores in Sudbury, Ont., close in the evening from 6 o'clock until 7 o'clock, and none are open after that hour, except on Saturdays and days before holidays.

The Nutrient Food Co., is a new company in Canada manufacturing an instant chocolate powder, called "Chocolatta." The company is located in the Lumsden Building.

The merchants of Cache Bay, Ont., have decided to close every night at 6 o'clock, except Saturdays and nights before holidays, instead of three nights a week as formerly. This is for the months of June, July and August.

A large crowd went to Cobourg, Ont., on Wednesday last with the picnic of the Grocers' Section of the Retail Merchants' Association of Toronto. Next week's issue will contain a full report.

The grocers of Wallaceburg, Ont., are discussing the problem of starting a co-operative motor delivery. A committee consisting of Hugh Munroe, Wm. Cousins and Wm. Howard has been in Sarnia, recently, to make investigations.

The E. W. Gillett Co., Ltd., Toronto, will close their plant from Saturday, July 10th, until Monday July 26th, to allow a two weeks holiday to all their employes. In former years, employes took their holidays over an extended period.

The merchants of Sturgeon Falls, Ont. are governed by an early closing by-law, which makes it compulsory for all retail stores, except refreshment parlors, news and cigar stores, to close at 6 p.m. on Monday, Wednesday and Friday, and at 8 p.m. on Tuesdays and Thursdays.

In a baseball game in Chatham, Ont., a team composed of grocery clerks defeated a team from the Austin store, reinforced by players from a number of other dry goods stores in the city by a score of 18 to 9. The game lasted all afternoon and was witnessed by a fair crowd. C. Deloge pitched for the winners.

The No-Vary Products Company, Ltd., has been incorporated with a capital stock of \$50,000, divided into 500 shares of one hundred dollars each. The headquarters of the new company are situated in Toronto.

H. T. Horton, superintendent of Gunn's Limited, West Toronto, whose wedding took place recently, was presented on behalf of the directors with a silver tea service, and on behalf of the employes with a complete cabinet of silver.

A bylaw providing that all bread delivered in Stratford, Ont., be suitably wrapped in a sanitary covering was introduced at the last board of health meeting and after considerable discussion was passed on to the city council. With a request for its passing.

Two stables owned by R. Higgins and Son, grocers, Yonge St., Toronto, were damaged to the extent of \$1,600 by fire last week. When the fire occurred there were eight horses in the building, but they were removed without any difficulty. The loss is covered by insurance.

Sometime ago Canadian Grocer announced that Wagstaffes Ltd., Hamilton, Ont., had secured a large contract to supply jams to the British army and navy. This contract has been enlarged and now this company is completing the shipment of 1,500,000 lbs. to the British Government. This is one of the largest foodstuffs orders that has been received in Canada from Great Britain.

Western Canada.

J. H. McGrath, grocer, Winnipeg, is succeeded by Geo. French.

N. S. McMillan, general merchant, Hewarden, is succeeded by J. B. Mutrie.

J. L. Demels, general merchant, Crichton, Sask., has sold to R. H. Stanley.

T. H. Cecil, general merchant, Trosachs, Sask., is succeeded by C. Wallis.

J. MacDonald, general merchant, Transcona, Man., sustained a fire loss recently.

Lieut. Meikle, a merchant from Penant, Sask., has been killed at the front.

Hallier and Aldridge, grocers, Edmonton, Alta., are succeeded by J. A. Hallier.

Henry Peters, general merchant, Browning, Sask., is succeeded by W. E. Young.

A fruit peddler in Calgary, Alta., was fined and his license cancelled for peddling rotten fruit about the city.

Molasses Advances 3 Cents a Gallon

Situation in Montreal Firm—Tea Strong, Though Not Actually Higher—Sugar Ought to be Higher?—Evaporated Apples Up in Montreal—Sprats and Herrings Scarce—General Business Looking Up.

Office of Publication, Toronto, June 24, 1915.

CHEESE prices are up $\frac{1}{2}$ c again this week from last week. After the continuous advance for several months which cheese showed week by week, the lull in the storm which came a couple of weeks ago was thought to be permanent. The make of new cheese is now very large, as large as ever in fact, but apparently the drop in prices last week of 2c to 3c was only a flash in the pan and we are still going to have high levels in cheese. Some further light is thrown on this by a corroboration of *Canadian Grocer's* opinion as to the extremely large export demand for cheese from Great Britain. Some statistics made public this morning show that during May of this year, cheese to the value of £78,080 sterling was imported into Britain from Canada. During the corresponding month of last year the value of the cheese imported into Britain from Canada was only £23,709, the increase is therefore at the rate of something over 300%. With such an abnormal demand from Great Britain for this product it is no wonder that, though the make is very large, we should not have enough cheese in the country to supply all domestic needs at easy, moderate and reasonable prices.

Further decline has been registered in the prices of flours, both Manitoba and Ontario winter wheat. The former has declined 20c more this week and the latter 40c—or thereabouts. These declines follow reductions last week of about 40c. Once more the reductions which are being made are solely due to the influence of the wheat market and its vagaries. The consistently good estimates of both the Canadian and American crops are proving a bearish factor and there is little inquiry or none from England for export just now. There is still no indication that flour prices have touched bottom and we think that further declines will yet be registered. The market can stand these, however, in view of the fact of the remarkable way in which three months the flour market was soaring, rivalled only by the cheese market and the tea market. On the other hand mill feeds are firm and scarce. The fact that little flour is being ground means comparatively short supplies of feeds and the colder weather has made a very dry pasture, so that there is a good demand on all hands for a short bran and middlings. Prices have not actually depreciated, but the market tone is distinctly strong on mill feeds.

Several new fruits and vegetables are now on the market. Gooseberries, plums, cherries in any quantity, muskmelons and watermelons, peaches, apricots—these last from California—are now coming fairly freely. The general price tendency on the wholesale fruit market is downward. Strawberries are getting cheaper all the time and are of a very fine quality this year. Native cherries are now worth about 75c per six-quart basket, at that the market is rather firm for this fruit.

In Montreal there is a scarcity of English sprats and herrings because the Germans have made it difficult for English fishermen to carry on operations in the North and Irish seas. Exporters—says our Montreal correspondent—are cancelling orders, but those they do fill will be at contract prices, so that the market here may not be affected for some time. Cod liver oil has suffered an advance of 50c a gallon.

With regard to the situation in canned goods, there is a despatch from Montreal which says that another sudden drop in the retail prices of canned goods has occurred, and prices now are quoted in many instances at wholesale figures, ruling recently. Canned goods are now quoted at retail at about 10% under list prices.

Tea, while it has not advanced in the London market is extraordinarily firm, and in Ceylon and Calcutta both, the market is very strong. The Russian demand keeps up and improves, while the French and British demand is as large as ever.

Markets in Brief

QUEBEC MARKETS.

FLOUR AND CEREALS—

Advance in flour; others expected.
Rolled oats market easier.
Several new feed prices.
Hominny market firm.

FISH AND OYSTERS—

Gaspé salmon jumps 2c lb.
Haddock up $\frac{1}{2}$ c per lb.
Dore not plentiful.
Shad fishing nearly finished.
Brook trout getting scarce.
Frogs' legs more plentiful.

FRUIT AND VEGETABLES—

Navel oranges up to \$4.
New apples at \$2 basket.
Strawberry market firmer.
Hot weather sends lemons up.
Cantaloupes arrive at \$4.
Apricots offered \$2 box.
New potatoes decline to \$3.75.
Green peas here at \$2 basket.

PROVISIONS AND PRODUCE—

Lard market shade easier.
Butter market up again.
Better demand for cheese now.
Spring broilers scarce and high.
Eggs plentiful and good.

GENERAL GROCERIES—

Further drops in canned goods.
Molasses advances 3c per gallon.
Slight advance in chums.
Evaporated apples up $\frac{1}{2}$ c lb.
More split peas offered.
Advances in rice expected.
Sprats and herrings scarce.

ONTARIO MARKETS.

FLOUR AND CEREALS—

Manitoba flour down 20c.
Ontario down 40c.
All cereals easy.
Mill feeds stronger.

FISH AND OYSTERS—

Halibut selling well.
Frogs' legs in demand.
Salmon market firmer.
Whitefish and trout leaders.

FRUIT AND VEGETABLES—

California fruits here.
Apricots and peaches now in.
Native cherries selling well.
Asparagus lower.
Radishes getting good business.
Beans reduced in price.
Lemons firmer and higher.

PROVISIONS AND PRODUCE—

Cooked meats up a cent.
Storing butter at risky prices.
Cheese prices up again.
No change in eggs.
Honey may be scarce.
Spring broilers selling.

GENERAL GROCERIES—

Tea firm and high.
Sugar not high enough.
Quiet reigns in dry goods.
Cold weather hits summer drinks.
Spices firm; good demand.

QUEBEC MARKETS.

Montreal, June 24.—With mid-summer here, trade is inclined to be quiet, the rush season being over. Collections are not bad by any means, although they could be better. Business just now is mostly hand-to-mouth, retailers exercis-

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ing great caution. There is no excitement in any line of groceries.

Chief interest centres around the canned goods situation. Considerable buying seems to have taken place since the large houses commenced cutting prices a week ago, although the retail trade, evidently thinking that this is to be a feature of the trade right along, are not buying as heavily as some people think they ought to. In some quarters it is confidently expected that the present prices of tomatoes, peas and corn cannot long remain; from other quarters comes the statement that canned goods are now being sold at their correct value, and that these prices will remain, at least for some months. It is understood that canned tomatoes are now being offered at 80c, while peas have been cut as low as 72c for standard goods.

The salmon situation on the coast is very interesting. It appears that English and French buyers have been picking up all the pinks and cohoes they can lay their hands on, and that only second class goods remain. Prices at the coast have advanced 50c case on all lines, while in Montreal, chums are up 2½-5c per doz. This acute situation cannot remain for long, as packing of 1915 goods has almost commenced.

There is a scarcity of English sprats and herrings, the Germans having made it difficult for English fishermen to carry on their operations in the North and Irish Seas. Exporters are canceling orders, but those they do fill will be at contract prices, so that the market here may not be affected for some time. The war has also affected the price of cod liver oil, an advance of 50c per gallon having taken place this week, quotations now being \$2.25-2.40 per gallon. Supplies not coming in freely from Norway, the trade is dependent on Newfoundland.

There has been an advance in evaporated apples of ½c lb. on account of scarcity, quotations now being 8½-9c. Canadian chicory has advanced 2c per lb. to 10-12c. The discount on paper bags has been reduced from 60 per cent. to 55 per cent. on account of an advance in the price of paper.

SUGAR.—There is practically no change in the market here, and it does not look as though a decline is likely, unless the refiners began cutting prices. The latter have large stocks, while the trade have not, and very little trade is passing. There is room for big business as soon as change in the market occurs. Raws are firm in the neighborhood of 4c.

Extra Granulated Sugar—	Per 100 lbs.
100 lb. bags	6 85
20 lb. bags	6 75
2 and 5-lb. carton	6 95
Yellow Sugar—	
No. 3	6 50
No. 1	6 25
Extra Ground Sugar—	
Barrels	7 05

50 lb. boxes	7 25
25 lb. boxes	7 45
Powdered Sugar—	
Barrels	6 85
50 lb. boxes	7 05
25 lb. boxes	7 25
Paris Lump—	
100 lb. boxes	7 40
50 lb. boxes	7 50
25 lb. boxes	7 70
Crystal Diamonds—	
Barrels	7 30
100 lb. boxes	7 40
50 lb. boxes	7 50
25 lb. boxes	7 70
Cartons and half cartons	8 05
Crystal Dominoes, cartons	8 15

TEA.—Prices on Ceylon and India teas will not be announced until next month, and there is much speculation as to opening prices in the meantime. There is certainly a heavy demand in London, which is keeping the market firm. Some very nice teas have reached Vancouver from Japan, which, judging by advance samples, are the finest received for many years. Prices are about ½c over last year's prices, and the belief is held that this will be a record year for consumption of Japan tea in Canada, especially as Chinas and Indias are scarce, and often of poor quality. Travellers in Quebec Province report that in districts like Chicoutimi and Gaspé, where black tea has been drunk for years back, the tendency is in the direction of green teas, for which the price is more reasonable. There is quite a steady demand from retailers in Quebec Province. Wholesalers are waiting, buying from hand to mouth. There may be a slight slackening off in prices, but there is too big a demand from the European armies and from Russia to expect much cheaper prices for a long time to come.

DRIED FRUIT.—Evaporated apples have advanced ½c on account of scarcity, and are now offered: choice winter, 50-lb. boxes, at 8½c, and 25-lb. boxes, 9c. Spot stocks of candied peels are getting low, one of the largest houses offering their customers only orange, which they quote at 13½-14c. Future prices are being quoted on lemon and citron. Loose dates are dearer than those in 1-lb. packages, there being more of the latter; price loose is 8c, and for 1-lb. packages, 7½c. Some wholesalers have stocks of Sultanas, but the demand is not brisk, this having become an article of luxury on account of the high price, and out of reach of the working man. They are quoted: 1-lb. packages 11½-14c, and loose 11c. Spot stocks of prunes are low, which is well, as they do not keep well in hot weather. Valencias are pretty well cleaned up; there are some California loose muscatels yet at 9c. Malaga raisins are slow, some houses only having two lines—\$2.60 and \$3.60 boxes. California seedless are pretty well sold out; choice seeded are offered at 8½c for 12 oz., and fancy seeded, 12 oz. at 9c.

EVAPORATED FRUITS.	Per lb.
Apples, choice winter, 50-lb. boxes	0 06½
Apples, choice winter, 25-lb. boxes	0 09
Apricots	0 15½
Nectarines, choice	0 11½
Peaches, choice	0 10
Pears, choice	0 13½

DRIED FRUITS

Candied Peels—		
Citron	0 90	0 21
Lemon	0 13½	0 14
Orange	0 13½	0 14
Currants—		
Amalias, loose	0 07½	
Amalias, 1-lb. pkgs.	0 08	
Filiatras, fine, loose, new	0 07½	
Filiatras, packages, new	0 08	
Vostizzas, loose	0 08½	
Dates—		
Dromedary, package stock, per pkg.	0 09	
Fards, choicest	0 12½	
Hallowee, loose	0 08	
Hallowee, 1-lb. pkgs.	0 07½	
Figs—		
8 crown, 12 lb. boxes, fancy, layer, lb.	0 14	
7 crown, 12 lb. boxes, fancy, layer, lb.	0 14	
6 crown, 12 lb. boxes, fancy, layer, lb.	0 13½	
1 lb. glove boxes, each	0 12	
Prunes—		
30 to 40, in 25-lb. boxes, faced	0 14	
40 to 50, in 25-lb. boxes, faced	0 13	
50 to 60, in 25-lb. boxes, faced	0 12	
60 to 70, in 25-lb. boxes, faced	0 11	
70 to 80, in 25-lb. boxes, faced	0 10	
80 to 90, in 25-lb. boxes, faced	0 09½	
90 to 100, in 25-lb. boxes, faced	0 09	
Raisins—		
Malaga, table box of 22 lbs., 3-crown cluster, \$2.00; 5-crown cluster	3 60	
Muscata, loose, 3 crown, lb.	0 09	
Sultana, loose	0 10	
Sultana, 1-lb. packages	0 11½	
Valencia, selected	0 09	
Valencia, 4-cr. layer	0 09½	
Cal. seedless, 16 oz.	0 11	
Seedless, 12 oz.	0 08½	
Fancy seeded, 12 oz.	0 09	
Choice seeded, 16 oz.	0 15½	
Prices quoted on all lines of fruits are liable to be shaded for quantities, according to the state of market.		

RICE.—Advices received here from a Vancouver milling company are to the effect that it will be absolutely necessary to increase their quotations at an early date, as they are unable to replace stocks of Siam at present prices. Freight rates from the Orient, they state, have advanced \$5 per ton, and space is practically unobtainable. The Mount Royal Milling Co., Montreal, state that supplies are difficult on account of the freight situation, and prices of raws have been advancing in countries of production, particularly in India and Burma. Qualities are also likely to be lower than the average.

Rangoon Rices—		Per cwt.
Rangoon, "B"	3 70	
"C.C."	3 60	
India bright	3 85	
Lustre	3 95	
Fancy Rices—		Per cwt.
Imperial Glace	5 60	
Sparkle	5 70	
Crystal	5 45	
Ice drips	5 80	
Snow	5 70	
Polished	4 85	
Pearl	5 05	
Prices are per 100 lbs., packed in bags (250 lbs.), half-bags (100 lbs.), and quarter-bags (50 lbs.); add 10c per 100 lbs. for pockets (25 lbs.), and 20c for half-pockets (12½ lbs.)		
Imported Patna.		Per lb.
Bags, 224 lbs.	0 06	0 06½
Half bags, 112 lbs.	0 05½	0 06
Quarter bags, 56 lbs.	0 05½	0 06½
Velvet head Carolina	0 09½	0 10½
Sago, brown	0 06½	0 07
Tapices—		
Pearl, lb.	0 06½	0 07
Seed, lb.	0 06½	0 07

NUTS.—This is a very quiet market, but is expected to improve with the progress of summer, as nuts sell well at resorts. Peanuts are good sellers at 8½-12c in bags. Brazils are cheap, as the European market is not open to them. Quotations are 11½-12c.

Almonda, Tara	0 17	0 18
Grenobles, new	0 15½	0 16½
Marbots, new	0 12	0 14½
Shelled walnuts, new, per lb.	0 35	0 37
Shelled almonds, 28-lb. boxes, per lb.	0 33	0 40
Sicily alberts	0 13	0 14
Filberts, shelled	0 30	0 32
Pecans, large	0 18	0 21
Brazils, new	0 11½	0 12
Peanuts, No. 1, 12½c; No. 2	0 09½	
Peanuts, No. 3	0 08½	

MOLASSES.—A cable received from Barbadoes Tuesday morning states that the price of fancy has advanced to 29½c, which equals about 45c, all

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charges paid Montreal—an advance during the week of 3c. It is understood that unsold shipments on the way are being offered at 44c, but early this week practically no sales had been made at these prices. The opinion is held in some quarters that Barbadoes shippers are putting up the market on buyers, and as the majority of Barbadoes molasses comes to Canada, the effect is felt chiefly in Montreal. The United States buys molasses chiefly from New Orleans, their purchases of Barbadoes during 1914 being much less than half of Canadian.

	Price for Island of Montreal.	
	Fancy.	Choice.
Barbadoes Molasses—		
Punchoons	.45	.41
Barrels	.48	.44
Half barrels	.50	.46
For outside territories prices range about 3c lower for fancy; nothing for choice.		
Carload lots of 20 punchoons or its equivalent in barrels or half barrels, to one buyer, may be sold at "open prices." No discounts will be given.		
Corn Syrups—		
Barrels, per lb., 3½c; ¼ bbls., 4c; ½ bbls.	0 04½	
Pails, 33½ lbs., \$1.95; 25 lbs.	1 46	
Cases, 2 lb. tins, 5 doz. in case	2 65	
Cases, 5 lb. tins, 1 doz. in case	3 00	
Cases, 10 lb. tins, ¼ doz. in case	2 90	
Cases, 20 lb. tins, ¼ doz. in case	2 85	
Maple Syrups—		
New, pure, per 8½ lb. tin	0 75	0 83
Pure, in 15 gal. kegs, 8c per lb. or, per gal.	1 15	
Maple sugar, pure, per lb.	0 10	0 12

COFFEE.—Prices are easier following the arrival on this market of a lot of low-grade coffees, offered at low prices, particularly in Jamaicas and Santos, which are selling freely. Altogether the demand for coffee just now is good.

Coffee, Roasted—		
Bogotaa	0 26	0 30
Jamaica	0 17	0 19
Java	0 31	0 36
Maricao	0 22	0 25
Mexican	0 27	0 28
Mocha	0 33	0 36
Rio	0 15	0 17
Santos	0 21	0 23
Chicoery, per lb.	0 10	0 12

SPICES.—Market for July and August is likely to be one of extreme unsettlement, with all sorts of conflicting conditions and remarkable fluctuations. Pepper is firmer; arrivals for May and June were heavy in black and white peppers, but were largely absorbed by consuming demands, leaving supplies in first hands very limited. Cloves are lower, on account of forced selling of large arrivals. Ginger is also lower for most grades, and prices are favorable to buyers.

	5 and 10-lb. boxes	¼-lb. pkgs. dozen.	¼-lb. tins lb.
Allspice	—0 17	0 70—0 80	—0 24
Cassia	—0 23	0 78—1 05	—0 31
Cayenne pepper	—0 30	1 08—1 21	—0 36
Cloves	—0 41	1 21—1 31	—0 48
Cream tartar—40-45c.			
Ginger, Cochiti	—0 19	—	—
Ginger, Jamaica	—0 23	1 00—1 15	—0 31
Mace	—0 30	1 00—1 15	—1 00
Nutmegs	—0 40	1 08—1 25	—0 75
Pepper, black	—0 20	0 90—1 00	—0 31
Pepper, white	—0 31	1 15—1 20	—0 40
Pastry spice	—0 23	0 95—1 20	—0 31
Pickling spice	—0 20	0 85—1 00	0 80—0 95
Turmeric	0 21—0 23	—	—

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

Cardamon seed, per lb., bulk	2 00	2 50
Caraway—		
Canadian		0 13
Dutch		0 16
Cinnamon, China, lb.		0 25
Mustard seed, bulk		0 19
Mustard seed, bulk		0 36
Celery seed, bulk		0 46
Cayenne chillies		0 35
Shredded cocconut, in pails		0 19½
Pimente, pure		0 17

DRIED VEGETABLES.—A big demand is felt for soup peas, but it is

hard to get them. They are quoted at \$2.65 by the carload. Also a good demand for splits at \$5.25, which are being offered more freely now, as lots of the peas that did not boil are being split. Beans are still firm, the same high prices being paid for 3-lb. pickers.

Beans—		
Canadian, 3-lb. pickers, per bushel	3 25	3 30
Yellow, per bushel		3 50
Yellow eyes, per bushel		3 50
Lima, per lb.	0 07½	0 08
Peas, white soup, per bushel	2 85	3 00
Peas, split, bag, 98 lbs.		5 25
Barley, pot, per bag		2 85
Barley, pearl		4 50

CANNED GOODS.—Cutting of prices following the disagreement of a week ago continues, and it is understood that tomatoes are now being sold as low as 80c, and peas at 72½c, the latter, it is claimed, being a standard line of goods. Generally speaking, there are only three lines affected, these being tomatoes, peas and corn, these lines being carried in large quantities. Other lines are not a glut on the market; in fact, in some lines stocks are small.

So far the effect of the canned goods war on sales to retailers has not been very marked. The price to the consumer has not changed much, although as soon as it is understood what is going on in the wholesale market, retailers will begin to make capital out of the war. Until now it has not been profitable for them to sell four cans of peas or corn for 25c, nor tomatoes 3 for 25c. At present quotations they are able to do this, even selling tomatoes at \$1 per doz., whereas they formerly retailed at \$1.10-1.15 per doz.

Retailers have got the impression that the low prices of canned goods are going to be a regular feature of the market. This is a mistaken view, at least in the opinion of most wholesalers, as it is confidently believed that the holding company will bring the market back, if not to where it was, at least higher than it is at present. On the other hand, there are those who insist that canned goods are now being sold on a proper basis, and that these prices will remain for months to come. However, whether the market goes up or down, all are agreed that this is a good time for the retail trade to get in good stocks of canned tomatoes, peas and corn.

In view of the statement that the holding company will soon take charge of all stocks of canned goods, it is interesting to note that an Ontario packer informs his representative here that his goods are withdrawn from the market pending the holding company taking them in hand. Although offered a price for tomatoes equal to 90c, the offer was turned down.

Salmon are being cleaned up on the coast, English and French buyers having been in the market during the past two weeks taking all they could get, and are still buying. Advice from British

Columbia packers state that they are not anxious to rush business in Montreal, yet the fact must not be lost sight of that English buyers are taking all the pinks and cohoes they can get hold of. Montreal dealers are being made offers subject to being unsold. It seems that only second-class goods are left on the market, and there will be a bare market until the new pack is available. The packing of springs and pinks begins this month at about the usual time. Prices at the coast on all lines have salmon stiffened 50c per case, while in Montreal prices to the retailer on chums have been advanced 2½-5c per doz.

ONTARIO MARKETS.

It is curious to find the situation now existing in the flour and cereals market. Prices on flour have declined again, 20c and 40c in the respective cases of Manitoba and Ontario winter wheat, and most cereals are dead easy, but yet mill feeds are quite strong and an advance would not surprise us at all. This, as we explain in our detailed report on another page, is due to the combination of weather and flour circumstances.

Lots of new fruits are in now and are fetching good prices. Peaches and apricots from California, plums, gooseberries, native cherries—all are getting their quota of business, and as they become more plentiful the prices, of course, show declines. Potatoes of all sorts and all countries of origin are getting easier in price. New potatoes are selling well.

A seasonable feature of the markets this week is the good buying of cooked meats. These for a very good reason, get better business in the summer than they do in the winter and accordingly the demand was heavy enough to produce an advance of half a cent all round.

It is said that the butchers are finding the fish dealer more of a competitor than ever this summer. Certainly fish men are selling lots of fish these days. Prices are very reasonable and fish is an attractive substitute for meat in the hot weather.

We are somewhat surprised that there should be so much buying of butter for storage purposes with butter at its present fairly high level. Country price is 27c, and city price is quite firm at 29c. If at these figures butter is bought for storage, it will mean big prices next year to the retailer and consequently to the public, and it is questionable whether the former could get a 35 to 40c price out of the latter.

The situation in London as to tea is firm but, at this writing, we hear of no advance. Tea men, however, will not weep over this. The tea market has done enough advancing if it never advances again.

We were going to write something

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about the sale of summer drinks, but with the weather fit for fur overcoats, we think we won't say a word!

SUGAR.—There is no change to report in this market, though it is hinted pretty generally that there ought to be. Situation in New York is strong enough but the fact of active competition keeps price down in this market.

TEA.—We have no advance to report for this week, for which the Saints be praised, if it be only as a variant to a monotonous tale which we have been hearing for months. Nevertheless, the market is extremely firm in London and Colombo and Calcutta are very strong, too. Buying everywhere continues apace and Russian purchases are said to be extremely heavy and show no sign of being any lighter again. The situation in this market has little fresh to record. No new advances have to be noted. Buying seems to be in rather small quantities just now, though this is somewhat difficult to understand, because Canadian Grocer has frequently pointed out recently that further advances would not surprise us if they came at any moment, and therefore right now would appear to be a good time to buy. It is certain that tea concerns in this country cannot continue to buy their tea at the auctions at these unprecedented high levels and retail it at present prices here in this country. There are too many auxiliary reasons against; lack of bottoms, risks, difficulties of trans-shipment and the like. So that, we think tea is a good buy in just as large a quantity as the retailer can afford just now.

DRIED FRUITS.—There is singularly little to report this week in this market. We have struck the dog days; fresh fruit and not dried lines, is getting the business and the dried fruit market has little interesting. There was a bit of a flurry a couple of weeks ago, but it quickly flickered out again. Raisins are very hard to get, and while we quote no enhanced prices, our quotations must be regarded as very firm. Currants are said to be tied up in the primary markets and that supplies for the forthcoming season will be short. In this event, spot stocks will become more valuable, and prices—it is reasonable to suppose—will appreciate. Peaches at 7 to 7½ are a good buy; there has been some demand, and stocks are not heavy. Peels are very quiet. So are evaporated apples. Package dates have had quite a demand this last week, and we quote anywhere from 6 to 8½ as firm prices at that.

Apples—		
Standard, 25 lb. boxes	0 13	0 14
Choice, 25 lb. boxes	0 14	0 14½
Apples, evaporated, per lb.	0 08	0 08½
Candied Peels—		
Lemon	0 13	0 14
Orange	0 13	0 14
Citrus	0 19	0 22
Currants—		
Filadelfia, per lb.	0 08	0 08½
Amalra, choicest, per lb.	0 08½	0 09
Patras, per lb.	0 08½	0 09
Vostizas, choice	0 10	0 10½
Cleaned, ½ cent more.		

Dates—		
Fards, choicest, 12-lb. boxes	0 09½	0 10
Fards, choicest, 50-lb. boxes	0 09	0 09½
Package dates	0 06	0 06½
Hallowees	0 07½	0 07½
Prunes—		
30-40s, California, 25 lb. boxes	0 14½	0 15
40-50s, 25 lb. boxes	0 12½	0 13½
50-60s, 25 lb. boxes	0 12	0 12½
60-70s, 50 lb. boxes	0 10½	0 11½
70-80s, 50 lb. boxes	0 09	0 09½
80-90s, 50 lb. boxes	0 08	0 09
90-100s, 50 lb. boxes	0 07½	0 08
25 lb. boxes, ¼c more.		
Peaches—		
Choice, 50 lb. boxes	0 07	0 07½
25 lb. boxes, ¼c more.		
Raisins—		
Sultanas, choice, new	0 12	0 13
Sultanas, fancy, new	0 14	0 16
Valencia	0 10	0 10½
Seeded, fancy, 1 lb. packets	0 08½	0 10½
Seeded, choice, 12 oz.	0 08	0 08
Seedless, 16 oz. packets	0 10½	0 11
Seedless, 12 oz. packets	0 10	0 10

SPICES.—Peppers, cassias and ginger remain very firm, but there is nothing startling to note. The firmness is almost solely to be attributed to the lack of proper freightage facilities. When a shipment does get to New York it is so quickly snapped up that prospective buyers are lucky if they get part of their wants supplied. Cream of tartar is easier again. Ginger is very firm just at present.

Spices—	Compound, per lb.	Pure, per lb.
Allspices, ground	0 10	0 15
Allspices, whole	—	0 10
Cassia, whole	0 21	0 23
Cassia, ground	0 14	0 21
Cinnamon, Batavia	0 27	0 29
Cloves, whole	0 28	0 33
Cloves, ground	0 18	0 22
Cream of tartar	0 25	0 35
Curry powder	—	0 26
Ginger, Cochin	0 15	0 17
Ginger, Jamaica, ground	0 18	0 21
Ginger, Jamaica, whole	—	0 25
Ginger, African, ground	—	0 14
Mace	—	0 80
Nutmegs, brown, 64s, 52c; 80s, 42c; 100s	—	0 30
Nutmegs, ground, bulk, 45c; 1 lb. tins	—	0 50
Pastry spice	—	0 22
Peppers, black, ground	0 14	0 18
Peppers, black, whole	—	0 20
Peppers, white, ground	0 18	0 24
Peppers, white, whole	—	0 32
Pickling spice	—	0 30
Turmeric	—	0 18

RICES AND TAPIOCA.—There has been considerable firmness in the market for rices, particularly Patnas. We quote 7½ to 9 cents on these; there is little change in price, firm though the market is. Tapiocas have their usual quota of business.

Rice—		
Rangoon "B," per cwt.	3 48	4 00
Rangoon, per cwt.	3 50	4 00
Rangoon, fancy, per cwt.	5 00	5 00
Patna, fancy	0 07½	0 08
Tapioca—		
Pearl, per lb.	0 07	0 07½
Seed, per lb.	0 07	0 07½
Sago, brown, per lb.	0 06½	0 06½

MANITOBA MARKETS.

Winnipeg, June 24.—Since last review the weather has been cold and wet, with one or two hard frosts—on the whole, unsatisfactory as regards growing crops that need warmth and sunshine at this time above all else.

Wholesale grocers report country trade as good, city business as dull, and on the whole an uneventful week. A decline in flour is of some importance, and the backward condition of all native-grown vegetables is a factor in city trade.

Just at present a conservative feeling prevails and will be in evidence until there is more reassuring news of the crop outlook.

SUGARS.—There is nothing new to report. Wholesalers are convinced that higher prices in the near future are inevitable. Demand is at present quiet, but will, of course, improve when the preserving season is under way. The present looks like a good time to stock up, but the speculative element has been active in sugar, and just what the big operators will do is known to themselves. There is no stability in prices, and quotations must be viewed as nominal.

Sugar, Eastern—	Per cwt. in sacks.
Standard granulated	7 05
Extra ground or icing, boxes	7 90
Extra ground or icing, bbls.	7 70
Powdered, boxes	7 70
Powdered, bbls.	7 50
Hard lump (100-lb. cases)	8 00
Montreal, yellow, bags	6 55
Sugar, Western Ontario—	
Sacks, per 100 lbs.	7 05
Halves, 50 lbs., per cwt.	7 15
Bales, 20 lbs., per cwt.	7 20
Powdered, 50s	7 45
Powdered, 25s	7 80
Icing, barrels	7 75
Icing, 50s	8 00
Icing, 25s	8 05
Cut loaf, barrels	7 85
Cut loaf, 50s	8 10
Cut loaf, 25s	8 35
Sugar, British Columbia—	
Extra standard granulated	7 00
Bar sugar, bbls.	7 15
Bar sugar, boxes	7 40
Icing sugar, bbls.	7 35
Icing sugar, boxes	7 60
H. P. lumps, 100-lb. cases	7 85
H. P. lumps, 25-lb. boxes	8 10
Yellow, in bags	8 10
Corn Syrup—	
2s, per case 2 doz.	2 73
10s, per case ½ doz.	3 13
20s, per case ¼ doz.	3 61
B. C. Cane Syrups—	
2-lb. tins, 2 doz. to case, per case	3 15
5-lb. tins, 1 doz. to case, per case	3 50
10-lb. tins, ¼ doz. to case, per case	3 50
20-lb. tins, 3 tins to case, per case	3 25
(These prices prevail in Winnipeg, Calgary, Regina, Moose Jaw and Lethbridge. For Edmonton and Saskatoon they are 5c case higher.)	
Molasses—	Per gal.
Barbados	6 53
New Orleans	6 54
Maple Syrups—	Per case.
Imperial, quart, case, 2 doz.	5 40
Imperial, ½ gal., 1 doz.	5 55
New, pure, ¼ gal. case	9 00
New, pure, ½ gal. quart, case 2 doz.	9 70
New, pure, quart bottles, case 2 doz.	9 75

DRIED FRUITS.—In all these lines business is quiet. Valencia raisins and figs will soon be off the market, as it is acknowledged that it is now impossible to replenish stocks. New quotations on apricots are not yet to hand. The next few weeks will decide on the prune crop. War conditions will likely lead to a general adjustment of values, but for the present there is no change.

Apples, evaporated, new, 50's	0 08½
Apricots, choice, 25's	0 14
Apricots, choice, 10's	0 14½
Apricots, standard, 25's	0 12
Currants—	
Dry clean	0 07½
Washed	0 05½
1 lb. package	0 05½
2 lb. package	0 17½
Vostizas, bulk	0 10
Dates—	
Hallowee, loose, per lb.	0 09
Hallowee, 1 lb. pkg.	0 07½
Fard dates, 12-lb. boxes	1 25
Peaches—	
Standard, 25-lb. boxes	0 07½
Choice, 25-lb. boxes	0 07½
Choice, 10-lb. boxes	0 08½
Raisins, Muscatels—	
3 crown, loose, 25's	0 09
3 crown, loose, 50's	0 08½
Raisins, Valencias—	
Fine selected	2 80
Four crown layers, F.O.S.	2 35
Choice, seeded, lb.	0 11½
Fancy seeded, lb.	0 11
12-oz. packages, fancy	0 08½
12-oz. packages, choice	0 08½
Raisins, Sultanas—	
Corinthian Giants	0 13½
Superfine	0 12½
Finest	0 10½
Fine	0 10½
Prunes, in 25-lb. boxes—	
90 to 100	0 08½
80 to 90	0 08½

CANADIAN GROCER

70 to 80	0 02%
60 to 70	0 10
50 to 60	0 11
40 to 50	0 11%
Table Layer Figs—	
7-crown, 3-lb. boxes, per lb.	0 15%
5-crown, 10-lb. boxes, per lb.	0 15
6-crown, 10-lb. boxes, per lb.	0 13%
4-crown, 10-lb. boxes, per lb.	0 13
3-crown, 10-lb. boxes, per lb.	0 12%
Glove boxes, per doz.	1 00
Cooking figs, laps, about 5 lbs. lb.	0 07%
Cooking figs, choice naturals, 25-lb. bags	0 07

RICE AND TAPIOCA.—Since the advance of last week there is nothing new to report. Tapiocas and sagos are firm. Demand is moderate, but likely to improve with warmer weather.

Rice and Tapioca—	
No. 1 Japan, per lb.	0 04%
No. 2 Japan, per lb.	0 04%
Siam, per lb.	0 03%
Patna, per lb.	0 07
Carolina, per lb.	0 08%
Sago pearl, per lb.	0 06%
Tapioca, pearl, per lb.	0 06%

NUTS.—Unseasonable weather and the check it has put on outdoor pastimes has kept nuts and confectionery lines generally unusually quiet for the middle of June.

Nuts—	
Brazil, new stock	0 15
Tarragon almonds	0 19
Peanuts, roasted Jumbos	0 12½
Peanuts, choice	0 10
Pecans	0 22
Marbot walnuts	0 14½
Sicily Aliberts	0 14%
Shelled almonds	0 41
Shelled walnuts	0 41

BEANS.—The entire absence of the contractor's trade, so important in past years, has been felt more in beans than perhaps any other single line. Only the limited sources of supply keeps prices firm.

Beans—	
Canadian, hand picked	3 85
Three-lb. pickers	3 55
California Lima Beans—	
Bag lots	0 08%
Less than bag lots	0 08%
Barley—	
Pot, per sack, 96 lbs.	3 30
Pearl, per sack, 96 lbs.	4 30
Peas—	
Split peas, sack, 96 lbs.	6 00
Sack, 40's	3 02
Whole peas, bushel	2 90

BRITISH COLUMBIA MARKETS (VANCOUVER).

(By Wire.)

Vancouver, B.C., June 22, 1915.—Provincial fruits are arriving freely now; raspberries are plentiful. California peaches, apricots, and plums are here; retailers are placing large orders for fall delivery. California dried fruit business is generally brisk. Grocers met on Thursday and discussed short weights, trading stamps, matters of interest to the trade.

PRODUCE AND PROVISIONS.

Butter, creamery, per lb.	0 35
New Zealand cubes	0 36½
New Zealand brick	0 37
Cheese, per lb., large	0 21
EGGS—	
Local fresh	25 c
Extra selected	21 c
Vancouver Island	26 c
Lard, 5's, per case	8 75
Lard, 8's, per case	8 67
Lard, 10's, per case	8 66
Lard, 20's, each	3 05

GENERAL.

Almonds, shelled, lb.	0 45
Beans, Ontario, per lb.	0 6%
Beans, Lytton	0 6%
Cream of tartar, lb.	50 c
Cocoanut, lb.	18½c
Commmeal, ball	\$3 00
Evap. Apples, 60's	0 9%
Flour, 60's, bbl.	7 75
Lemons, box	3 75
Potatoes, per case	20 00
Roller oats, ball of 30 lbs.	3 45
Onions, lb.	0 2%
Oranges, box	2 75
Rice, 50's, sack	1 90

Sugar, standard, gran., per cwt.	7 35
Sugar, yellow, per cwt.	6 70
Walnuts, shelled, lb., 40's	42 c

CANNED GOODS.

Apples, gals. 6case	\$1 62
Beans, 2's	2 05
Corn, standard, per 2 dozen case	2 10
Peas, standard, per 2 dozen case	2 05
Plums, Lombard, 2's, case	1 90
Peaches, 2½'s, case	4 60
Strawberries and raspberries, 2's, case	4 80
Tomatoes, standard, per dozen, case	2 30
SALMON.	
Sockeye, 1's, 4 doz. case	\$9 00
Sockeye, ½'s, 8 doz. case	10 75
Cohoos, 1's, 4 doz. case	4 75
Humpbacks, 1's, 4 doz. case	4 00

DRIED FRUITS.

Apricots, per lb., 13½c; Apples, lb.	0 6%
Prunes, 70-80, 25's, lb.	0 6%
Currants, per lb., 0 6½c; Raisins, seeded, lb.	10 c
Peaches, per lb.	0 7 c
White Figs, per lb.	0 8 c

ALBERTA MARKETS (CALGARY).

(By Wire.)

Calgary, June 24.—Strawberries are now nearly over and are up to \$3.35. Raspberries are worth \$2.50 and cherries \$2. Canteloupes fetch \$5 and oranges are up 25 cents. There is a further drop in flour of fifteen to twenty cents. Molasses is up thirty cents case. Jobbers talk of a positive advance in canned goods at an early date. All kinds of beans are strong. Spot prunes are very firm. Canada and Durham corn starch declined half a cent this week. Bright sunshine is dispelling the gloom caused by the rainy spell and trade in the country districts is very good.

Fruits—

Strawberries, crate, 24 pints	3 35
Raspberries, crate, 24 pints	2 50
Cherries, 8-lb. box	2 00
Cantaloupes, crate	5 00
Oranges, case	3 75
Lemons, case	4 50

General—

Beans, small white Japan, lb.	0 06½
Beans, Soya, per lb.	0 04%
Flour, No. 1 patent, 96's	3 50
Roller oats, ball	3 60
Roller oats, 80's	3 30
Rice, Siam, cwt.	4 00
Potatoes, No. 1 white, B.C., bushel	0 75
Sugar, pure cane, granulated, cwt.	7 65
Shelled walnuts, finest halves, lb.	0 40
Shelled walnuts, broken, lb.	0 30

Produce and Provisions—

Cheese, new Ontario, large, per lb.	0 20
Butter, No. 1 creamery, lb.	0 25
Butter, No. 1 dairy, lb.	0 20
Eggs, new laid, doz.	0 20
Lard, pure, 3s, per case	9 00
Lard, pure, 5s, per case	8 83
Bacon, smoked backs, per lb.	0 19
Bacon, smoked bellies, per lb.	0 21

Canned Goods—

Tomatoes, 3s, standard, case	2 55
Corn, 2s, standard, case	2 10
Peas, 2s, standard, case	2 10
Tomatoes, gals, case	2 00
Apples, gals, Ontario, case	1 85
Strawberries, 2s, Ontario, case	4 90
Raspberries, 2s, Ontario, case	4 60
Salmon, finest sockeye, talls, 48x1s, per case	10 00
Salmon, pink, talls, 48x1s, per case	12 25

Dried Fruits—

Evaporated apples, 50s, per lb.	0 09½
Peaches, choice, 25s, per lb.	0 08
Apricots, choice, 25s, per lb.	0 15
Pears, choice, 25s, per lb.	0 14

ALBERTA MARKETS (EDMONTON).

(By Wire.)

Edmonton, Alta., June 22, 1915.—Trade within last few weeks not very good compared with previous month owing partially to the bad state of roads. Fruit and preserving sugar sales have proven disappointing and the same applies to drinks and reasonable goods which lack warm weather. Flour has declined a dollar twenty since the high-water mark. The beans market is firm. Rolled oats show slight decline. Flour is down 15c. Dairy butter is down to eighteen cents, with No. two's at fourteen and a half cents.

Produce and Provisions—

Cheese, new, lb.	0 20	0 21
Butter, creamery, per lb.	0 30	0 30
Butter, dairy, No. 1, 18c; No. 2	0 14½	0 14½
Lard, pure, 3's, per case	9 00	9 00
Lard, pure, 5's, per case	8 85	8 85
Lard, 10's, per case	8 80	8 80
Lard, pure, 20's, each	2 83	2 83

General—

Beans, Ontario, per bushel	3 75	3 90
Beans, Japan, per bush.	3 90	4 15
Coffee, whole roasted, Rio	0 15	0 15
Evaporated apples, 60's	0 09	0 09½
Potatoes, per bush.	0 65	0 70
Roller oats, 30's, 36c; 40's	3 15	1 60
Roller oats, ball, \$3.75; 80's	3 35	3 15
Flour, 96's	3 50	3 50
Rice, per cwt.	3 85	3 85
Sugar, standard gran., per cwt.	7 55	7 65
Sugar, yellow, per cwt.	7 15	7 15

Canned Goods—

Apples, gals, case	1 60
Corn, standard, per two dozen	2 00
Peas, standard, 2 dozen	2 10
Plums, Lombard	2 20
Peaches	3 25
Strawberries, \$4.45; raspberries	4 00
Tomatoes, standard, per dozen	2 50
Salmon, sockeye, 4 doz. talls, case, 1s	7 50
Cohoos, 1's, \$5.75; humpbacks, 1's	4 35
Fruits—	
Lemons	4 50

NEW BRUNSWICK MARKETS.

(By Wire.)

St. John, N.B., June 22, 1915.—Molasses market is stiffening. The fall in the flour market is one of the chief features of interest locally this week. Dealers are advising customers to buy hand to mouth on molasses because present prospects presuppose manipulation. The further drop in flours, viz., Manitoba, \$7.85; Ontario, \$7.15. There are indications that still lower quotations will come. Dealers are unloading as much as possible. Rolled oats are easier at \$7.25; beans are firmer. Dealers are stocking Siam rice instead of Rangoon which is slightly higher being now \$4.25 to \$4.50. Eggs are firmer at 17½c to 18c. Cheese is easier at 18c to 18½c. Sales are lighter. General business is fair.

Produce and Provisions—

Bacon, breakfast, per lb.	0 20	0 23
Bacon, roll, per lb.	0 17	0 17
Beef, barrel	24 00	25 00
Beef, corned, 1's	2 75	3 35
Pork, American clear, per bbl.	25 00	26 75
Pork, domestic, per bbl.	25 00	27 50
Butter, dairy, per lb.	0 25	0 28
Butter, creamery, per lb.	0 29	0 31
Eggs	0 17½	0 18
Lard, compound, per lb.	0 11½	0 11½
Lard, pure, per lb.	0 13½	0 14
Cheese, new	0 18	0 18½

Flour and Cereals—

Commmeal, gran.	5 75
Commmeal, ordinary	1 85
Flour, Manitoba, per bbl.	7 85
Flour, Ontario	7 15
Roller oats, per bbl.	7 25
Oatmeal, standard, per bbl.	8 00

Fresh Fruits and Vegetables—

Lemons, Messina, box	7 60
Oranges, Val., case	4 00
Potatoes, bbl.	1 35

Sugar—

Standard granulated	6 80
United Empire	6 50
Bright yellow	6 80
No. 1 yellow	6 30
Paris lumps	7 60
Lemons, Messina, box	7 60
Beans, hand-picked, bush.	3 60
Beans, yellow eyes, per bush.	3 70
Canned pork and beans, per case	2 60
Molasses, Barbadoes, gal.	0 40
Cream of tartar, per lb., bulk	0 40
Currants	0 09½
Rice, per cwt.	4 25

CAKES LOOK WELL IN BUTTER DISHES.

Dispensing of cakes and pastry in butter dishes is a new idea which appeals with particular force to the retailer who has had a nice order for such food reach his customer mashed beyond recognition or sticking fast to the inside of a bag. Cream puffs, chocolate eclairs and pastry and cake of similar manufacture go nicely in butter dishes.



FRUIT AND VEGETABLES



Gooseberries and Melons Selling

All Sorts of Melons Now in—Musk, Watermelon and Canteloupe Getting Good Business—
Strawberries Slightly Higher—Plums Coming in Now—Basket Peas Now in—
New Apricots and Peaches and Plums.

MONTREAL.

FRUIT.—California navel oranges jumped to 4.00. They are not keeping very well. Late Valencias are offered at 4.25. No Sorrentos offering. There are some old crop apples offering, but by the end of this week there should be new apples offering from the States at 2.00 per basket—Duchess and Astrican. Florida strawberries advanced in the early part of the week, bringing 17c per qt., but they are not likely to stay at that price. Montreal strawberries are offered at 15c per pint, the quality of which is fine. Plums are selling for 2.25 per box, and lots coming in, of good quality. Prices will drop. Peaches sold for 4.00, six to the basket—should be down to 3.00 soon. Pineapples are quoted 2.25-2.50, for 30 and 24 sizes respectively. Cherries are quoted 1.75 box, with fair demand. Grapefruits are scarce and expensive. Very little demand for cocoanuts. Lemons advanced to 3.50-3.75, owing to slight scarcity and heavy demand during hot weather. No grapes offering outside of hothouse grapes. Bananas were scarce early this week, but were exceedingly plentiful last week; the small bunches are cheap, but large ones bring 2.00. New apricots are on the market at 2.00 a box, of fine quality. Cantaloupes are in, at 4.00 for boxes of 45—not very high for an opening price. Melons are expected.

Apples—	
Spies, box	2 50
New apples, basket	2 00
Bananas, crate	2 00
Cocoanuts, sack	4 00
Grapefruits, case	4 00
Grapes, Belgium hothouse, lb.	1 00
Lemons—	
Messina, Verdelli, extra fancy, 300 size	3 75
Limes, box	1 50
Oranges—	
Valencias, Cal., late, 120-250	4 25
Cal., Navels	4 00
Pineapples, 18-24 and 30-36	2 25
Peaches, box 6 baskets	3 50
Plums, box 4 baskets	2 25
Strawberries, per qt. cup	0 17
Cherries, California, box	1 75
Cantaloupes, box of 45	4 00

VEGETABLES. — Cabbage dropped again early this week, this time to 1.25 per crate. New potatoes are now 3.75, and are going well at this comparatively low figure. Cucumbers are worth 1.75, the market being down on account of

Montreal cucumbers being offered at 60-75c per doz. Asparagus remains about the same. New beets are down to 75c per doz. New carrots dropped from 90c per doz. to 40-50c. Green beans advanced to 2.00 per basket. A feature of the market is the arrival of green peas on the market at 2.00 per basket. Old carrots advance to 1.25 bag. Montreal head and curly lettuce offered now, the former at 40c per doz., and the latter 10-15c doz. Peppers are down to 50c basket. Sweet potatoes are not keeping, and require to be specially ordered. Spinach is down to 40-50c box. Old Quebec turnips jumped at 2.00 bag. Mississippi tomatoes, 4 baskets to box, dropped to 1.25, hothouse tomatoes remaining at the same figure. Watercress is worth 35c doz.—a slight advance.

Asparagus, Canadian, doz. bunches	2 50	3 00
Beets, new, doz. bunches	0 75	0 75
Beans, wax, basket	2 00	2 00
Beans, green, basket	2 00	2 00
Cabbage, new, crate	1 25	1 25
Carrots, bag	1 25	1 25
Carrots, new, doz.	0 40	0 50
Cauliflower, Canadian, doz.	1 00	2 50
Cucumbers, fancy, basket, 6 doz.	1 75	1 75
Celery, washed, doz.	1 15	1 15
Horseradish, Canadian, lb.	0 10	0 10
Head lettuce, doz.	0 10	0 15
Curly lettuce, doz.	0 10	0 15
Mushrooms, 4 lbs., basket	2 00	2 00
Onions—		
Bermuda, 50-lb. crate	1 75	1 75
White, Texas, crate	1 75	1 75
Parsnips, new, doz. bunches	0 35	0 35
Parsley, Canadian, doz. bunches	0 50	0 50
Peas, basket	2 00	2 00
Peppers, green, 3/4-qt. basket	0 75	0 75
Potatoes—		
Montreal, bag	0 65	0 65
Green Mountain	0 65	0 65
New, 100-lb.	3 75	3 75
Potatoes, sweet, Jersey, hpr.	2 75	2 75
Radishes, doz.	0 65	0 15
Rhubarb, hothouse, doz.	0 15	0 20
Spinach, Canadian, box	0 40	0 40
Turnips, bag	2 00	2 00
Turnips, new, doz. bunches	0 50	0 50
Tomatoes, Mississippi, crate, 4 baskets	1 25	1 25
Tomatoes, hothouse, lb.	0 15	0 15
Watercress, Canadian, doz.	0 35	0 35

TORONTO.

FRUIT.—Lemons are firmer this week, both Messina and California, and we quote \$4 as top price on former, and \$3.75 on latter. There is a good demand, and the supply is somewhat short. Gooseberries are on the market this week at \$1.25 to \$1.50. There are not a great many and what there are have a good sale. Cherries are becoming more plentiful. We quote \$1.75 to \$2. California peaches have now made their appearance

and they start at \$2 the box. There was a big rush to get them and for the present supplies are none too plentiful. Apricots, also from the same state, are in the market too, and are likewise worth \$2. A case of plums is worth from \$2 to \$2.25 with more selling at the top than at the bottom price. Watermelons and musk melons have started coming and we may expect lower levels as the season wears on. The stuff, all the new stuff in fact, looks very nice. Bananas and late Valencia oranges show no appreciable change. Oranges continue in big demand, with strawberries a market leader at prices which obtained last week. Quality is uncertain; some are good; some poor.

The wholesale trade opened the beginning of the week at the Scott Street Arena for the summer trade.

Apricots, Cal., box	2 00
Bananas, per bunch	1 50
Cocoanuts, sack	4 00
California cherries, box	2 50
Cherries, case	1 75
Gooseberries	1 25
Oranges—	
California Valencias	4 00
Lemons, Messina	3 75
Lemons, California	3 75
Limes, per 100	1 50
Musk melons, box	4 00
Peaches, Cal., box	2 00
Pears—	
California, box	3 25
Pineapples, Porto Rico, case	3 25
Pineapples, Cuban	2 75
Plums, case	2 00
Strawberries, qt. box	0 13
Watermelons	0 65

VEGETABLES.—There are lots of new lines making their appearance on the market now and readers will note that we have swelled our lists of quotations this week. Green peas, in 12-quart baskets, are worth \$1 to \$1.25 and are in great demand. Consumers are on to them early. Radishes are coming in freely now and call for anything from 10 cents to twice that amount. Green onions are fetching 12½ to 20 cents a dozen. All kinds of potatoes are selling and the only price change worth mentioning is the increase in the price of new potatoes which are now selling at \$3.50 to \$4. Cucumbers are considerably cheaper. The stuff is good quality so far. Green beans are down from \$2.25 to \$1.50 and asparagus from \$2 to \$1.25

(Continued on page 39.)



FISH AND OYSTERS



Western Salmon Lower; Eastern Higher

Two Price Changes That Apply to Montreal Only—No Change in Toronto—Fresh Car of Halibut in Ontario—Dore Not so Plentiful—Big Demand From Hotels for Frogs' Legs—Shad Fish Nearly Finished.

MONTREAL.

FISH AND OYSTERS.—Demand in general for fresh fish is fairly active, and as a rule stocks are in ample quantities to supply the demand. During the past few days there has been a lull in the producing of Gaspe salmon, and as a result prices have advanced 2c per lb. It is expected that prices in that line have touched bottom, and an upward movement is taking place now. Some fishing banks have produced little haddock during the past week, and this fact sent up prices half a cent more. Halibut is coming in fairly well, but prices have a tendency to harden. Fishing of halibut is reported to be equal to expectations, and it seems that the demand is increasing daily, comparatively. In lake fish lines, dore is not so plentiful, while trout, pike and whitefish are holding their own, without any change or new feature. Shad fishing is pretty nearly finished. There was an avalanche of this fish last week, and as a consequence, heavy losses have been borne by producers; in fact, several lots which could not be marketed, had to be given away to charitable institutions or destroyed. Shad flesh is of such a texture, unless it is nearly alive, it cannot be frozen or marketed. Lobsters are still arriving in fairly large quantities, as fishing has been extended in a few localities, but prices are not expected to change materially. Brook trout is arriving in very small lots, but the quantity produced is quite enough to supply the demand, which is very small. Oysters in shell and bulk, scallops, shrimps, are in very small demand. The same applies to smoked fish, such as finnan haddies, fillets, kippers and bloaters. Frogs legs are a little more plentiful.

TORONTO.

FISH.—There was a car in of new halibut on Tuesday morning, and it was in big demand. Halibut has had a fairly large call ever since the first of it came in. British Columbia salmon is coming

in more freely now and is fetching 15 to 18 cents. This is cheaper than the eastern stuff—which calls for 22 cents—and consequently the former gets a good deal of the business. Mackerel continues a leader. Price generally is anywhere from 13 to 20 cents, but the latter figure is probably nearer the mark than the former: There isn't much mackerel under 16 cents that is worth anything.

Haddock and cod are getting their usual quota of business. Frogs' legs are proving that they have come to stay, apparently, and the hotel trade is quite large now. Whitefish and trout are more abundant. It will be remembered that the latter was said to be getting scarcer but there are heavy shipments in this week and we quote 9 to 10 cents. This line is a good one and popular with the public. There is a lot of fish being bought right now, more, despite the holding back of seasonable weather, than for some seasons.

SMOKED FISH.

	Montreal	Toronto
Haddies, per lb., new cured	.07½-.08	.06-.09
Haddies, 15-lb. and 30-lb. boxes, lb.	.07-.07½	.08-.09
Haddies, fillets, per lb.	.10	.12
Haddies, Niobe, boneless, per lb.	.08½	
Herring, Ciscos, per lb.	.10	.12
St. John bloaters, 100 in box	1.10	
Yarmouth bloaters, 60 in box	1.20	
Smoked herrings, medium, box	.20	
Smoked boneless herrings, 10-lb. box	1.10	
Kipped herrings, selected, 60 in box	1.50	1.25-1.60
Smoked salmon, per lb.	.25	.12
Smoked halibut		.10

FROZEN FISH—SEA FISH.

	Montreal	Toronto
Salmon—		
Gaspe, large, per lb.	.14	.18
Red, steel heads, per lb.	.12	.12-13
Red, sockeyes, per lb.	.12	
Red, Cohoes or silvers, per lb.	.08-.08½	.11
Pale qualla, dressed, per lb.	.07-.07½	.08
Halibut, white western, large and medium, per lb.	.08½-.09	.09½
Halibut eastern, chicken, per lb.	.09-.09½	.09
Mackerel, bloater, per lb.	.07½-.08	.09
Haddock, medium and large, lb.	.03½-.04	.05
Market codfish, per lb.	.03½	
Steak codfish, per lb.	.04-.04½	.09
Canadian soles, per lb.	.06	
Blue fish, per lb.	.15-16	
Smelts	.09	.06
Herrings, per 100 count	3.00	
Round pike	.05-.05½	
Grass pike	.06	

DRIED AND PREPARED FISH.

Dried codfish, medium and small, 100 lb.	7.50
Dried hake, medium and large, 100 lb.	6.00
Dried pollock, medium and large, 100 lb.	6.00
Dressed or skinless codfish, 100-lb. case.	7.25
Boneless codfish, 2-lb. blocks, 20-lb. bxs., per lb.	0.08
Boneless codfish, 2-lb. blocks, 20-lb. bxs., per lb.	0.07
Boneless codfish, strips, 20-lb. boxes	0.12
Shredded codfish, 12-lb. boxes, 24 cartons, a box	1.80
Boneless codfish, in 2-lb. and 3-lb. boxes	0.15

BULK OYSTERS, CLAMS, ETC.

Standard, solid meats, gal.	1.80
Standard, bulk, gal.	1.80

Selects, per gal., solid meat	2.00	2.50
Best clams, imp. gallon	1.50	
Best scallops, imp. gallon	2.00	2.25
Best prawns, imp. gallon	2.25	
Best shrimps, imp. gallon	2.25	
Sealed, best standards, qt. cans, each.	0.40	
Sealed, best select, quart cans, each.	0.50	
CLAMS, MUSSELS AND SHELL FISH, CRUSTACEANS, ETC.		
Cape Cod shell oysters, per bbl.	11.00	
Canadian cultivated oysters, bbl.	8.00	10.00
Clams, per bbl.	6.00	8.00
Live lobsters, small	0.14	0.35
Live lobsters, medium and large, lb.	0.17	0.35
Little necks, per 100	1.25	1.50
Soft shell crabs		2.25

FRESH SEA FISH.

	Montreal	Toronto
Halibut	11	9½-10
Haddock, fancy, express, lb.	4	4½
Mackerel, each	15	13-20
Steak, cod, fancy express, lb.	5½	6 7-9
Herrings, Gaspareaux	2	
Flounders	5	0.09
Salmon, Western	15	-16
Salmon, Eastern	15	-16

FRESH LAKE FISH.

Carp, lb.	0.06
Pike, lb.	0.07
Brook trout	0.23
Perch, lb.	0.06
Suckers, lb.	0.05
Whitefish, lb.	0.12
Herrings lb.	0.04
Lake trout, lb.	0.11
Dressed bullheads	0.12
Eels, lb.	0.10
Frogs, medium, lb.	0.20
Frogs, large, lb.	0.40

FROZEN—LAKE AND RIVER.

Whitefish, large, per lb.	.08½-.09	.07-.08
Whitefish, small tubibees, per lb.	.05½-.06	
Lake trout, large and medium, lb.	.09	.10
Dore, dress or round, lb.	.08	.09-13
Pike, dressed and headless, lb.	.06	.06½
Pike, round, per lb.	.05½-.06	.06-.07

PICKLED FISH.

Salmon, Labrador, tierces, 300 lb.	20.00
Salmon, Labrador, bbls., 200 lbs.	14.00
Salmon, Labrador, half bbls., 100 lbs.	7.50
Salmon, B.C., bbls.	13.00
Sea trout, Baffin's Bay, bbls., 200 lbs.	12.00
Sea trout, Labrador, bbls., 200 lbs.	12.00
Sea trout, Labrador, half bbls., 200 lbs.	6.50
Mackerel, N.S., bbls., 200 lbs.	12.00
Mackerel, N.S., half bbls., 100 lbs.	7.00
Mackerel, N.S., pairs, 20 lbs.	1.75
Herrings, Labrador, bbls.	6.00
Herrings, Labrador, half bbls.	3.25
Lake trout, 100-lb. kegs	6.00
Quebec sardines, bbls.	6.00
Quebec sardines, half bbls.	3.50
Tongues and sounds, per lb.	0.07½
Scotch herrings, imported, half bbls.	8.00
Holland herrings, imp'td milkers, hf bbls	8.00
Holland herrings, imp'td milkers, kegs.	0.95
Holland herrings, mixed, half bbls.	7.00
Holland herrings, mixed, kegs	0.85
Lochfyne herrings, box	14.00
Turbot, bbl.	1.35
Green cod, No. 1, bbl.	10.00
Green cod, No. 2, bbl.	8.50

WINNIPEG.

FISH.—Cold weather does not help to stimulate fish sales, but they keep up well, and fish as a summer food is no doubt gaining in popularity. Latest prices are:

Fish—	
Fresh salmon, lb.	0.16
Fresh halibut, lb.	0.19
Pickereel	0.10
Whitefish	0.09
Finnan haddies	0.08½
Kippers, box	1.75
Lake trout, lb.	0.12
Holland herrings, kegs	0.73
Smoked gold eyes, doz.	9.30



PRODUCE AND PROVISIONS



Good Demand for Cooked Meats

Seasonable Call For These in Both Markets—Higher Prices Accordingly—Lower Levels on Spring Chicken and Fowl—Lard a Trifle Easier—No Change in Egg Situation
Slacker Demand for Bacon.

MONTREAL.

PROVISIONS.—There is a much better demand for smoked, cooked and jellied meats, due to the arrival of real summer weather. Prices on hams are up from 1/2c to 1c per lb. The live hog situation is easier on account of continued liberal supplies coming forward. Prices on hogs are lower. The lard market is a shade easier, but not sufficient to affect our quotations.

Hams—		
Small, per lb.	0 20	
Medium, per lb.	0 19	
Large, per lb.	0 18	
Backs—		
Plain, bone in	0 23	
Boneless	0 25	
Peameal	0 25	
Bacon—		
Breakfast, per lb.	0 22	
Roll	0 17	
Shoulders, bone in	0 15	
Shoulders, boneless	0 16	
Cooked Meats—		
Hams, boiled, per lb.	0 28	
Hams, roast, per lb.	0 25	
Shoulders, boiled	0 25	
Shoulders, roasted	0 25	
Dry Salt Meats—		
Long clear bacon, 50-70 lbs.	0 15 1/2	
Long clear bacon, 80-100 lbs.	0 14 1/2	
Flanks, bone in, not smoked	0 15 1/2	
Barrelled Pork—		Per bbl.
Heavy short cut mess	26 00	
Heavy short cut clear	26 00	
Clear fat backs	29 00	
Clear pork	27 00	
Lard, Pure—		
Tierces, 350 lbs. net	0 12 1/2	
Tubs, 50 lbs., net	0 13 1/2	
Boxes, 50 lbs., net	13	
Pails, wood, 20 lbs., gross	0 13 1/2	
Pails, tin, 20 lbs., gross	0 13 1/2	
Cases, 10 lbs. tins, 60 in case	0 13 1/2	
Cases, 3 and 5-lb. tins, 60 in case	0 14 1/2	
Bricks, 1 lb. each	0 15 1/2	
Lard, Compound—		
Tierces, 375 lbs., net	0 09 1/2	0 10
Tubs, 50 lbs., net	0 10 1/2	
Boxes, 50 lbs., net	0 10 1/2	
Pails, wood, 20 lbs., net	0 10 1/2	
Pails, tin, 20 lbs., gross	0 10 1/2	
Cases, 10-lb. tins, 60 in case	0 11 1/2	
Cases, 3 and 5-lb. tins, 60 in case	0 11 1/2	
Bricks, 1 lb., each	0 12 1/2	
Hogs—		
Dressed, abattoir killed	13 50	13 75

BUTTER.—Much higher prices were bid in the country last week end, as high as 28c being paid at Cowansville. This is a high price considering time of year. It is almost impossible to give any reason for the advance except the anxiety of one or two in the market to put some away. The production is large, but not so high as last year; nevertheless, it is sufficient to take care of requirements. Quotations to grocers were unchanged early this week.

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

CHEESE.—This market has had its ups and downs, and is now down. At the lower range of prices there is a good demand from Great Britain, and it is confidently expected that all the cheese will be exported. Quotations remain the same as last week.

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

EGGS.—Receipts continue to be large, and the quality is fairly good for this time of year. There is no change in quotations.

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

POULTRY.—There was a fairly good demand all round last week, especially for live fowl, which are selling very cheap, and are expected to go much lower. Dealers are on the look out in the country for spring broilers, which are inclined to be scarce. They are offered to grocers at 1.25 per pair, weighing 1 1/2 to 1 3/4 lbs., or roughly about 3 lbs. per pair. Live fowl are offered at 18c for 4 lb. birds and over; under 4 lbs. they are quoted at 16c. Live stock was pretty well cleaned up last week.

Poultry—		
Frozen stock—		
Fowl, 5 lbs. and over	0 17	0 18
Fowl, small	0 13	0 15
Turkeys, fancy	0 20	0 25
Ducks	0 15	0 18
Geese	0 13	0 15
Pigeons, pair	0 30	0 35
Fresh stock—		
Fowl, dressed	0 18	0 20
Spring broilers, dressed, pair	1 00	1 25
Squabs, pair	0 90	0 60
Live stock—		
Fowl, 5 lbs. and over	0 14	0 15
Fowl, small	0 12	0 14
Turkeys	0 15	0 16
Ducks, old	0 16	0 18
Geese	0 09	0 10
Ducklings, 3 lbs.	0 23	0 28

Receipts in Montreal.

Receipts of butter, cheese and eggs in Montreal are:—

	Butter	Cheese	Eggs
	boxes	boxes	cases
Week ending June 19, 1915...	12,324	76,737	21,102
Week ending June 30, 1914...	18,779	64,258	11,862

TORONTO.

PROVISIONS.—All cooked meats are one cent higher and quite firm at that. Summer trade seems to have swung into its own now, and cooked meats are a big summer seller. Lard is down half a

cent in the pure; there is no change in the compound. Demand for breakfast bacon has fallen off somewhat this week and prices, while unchanged, are sagging a little and are inclined to be easier.

Hams—		
Light, per lb.	0 18	0 19
Medium, per lb.	0 17	0 17 1/2
Large, per lb.	0 14 1/2	0 15
Backs—		
Plain, per lb.	0 22	0 23
Boneless, per lb.	0 24	0 25
Pea meal, per lb.	0 25	0 25
Bacon—		
Breakfast, per lb.	0 20	0 23
Roll, per lb.	0 14	0 15 1/2
Shoulders, per lb.	0 14	0 14 1/2
Pickled meat—1c less than smoked.		
Dry Salt Meats—		
Long clear bacon, light	0 13 1/2	0 14
Cooked Meats—		
Hams, boiled, per lb.	0 25	0 26
Hams, roast, per lb.	0 23	0 27
Shoulders, boiled, per lb.	0 24	0 25
Shoulders, roast, per lb.	0 24	0 25
Barrelled Pork—		
Heavy mess pork, per bbl.	26 00	26 00
Short cut, per bbl.	26 00	27 00
Lard, Pure—		
Tierces, 400 lbs., per lb.	0 11 1/2	0 12
Tubs, 50 lbs.	0 12	0 12 1/2
Pails	0 12 1/2	0 13 1/2
Tins, 3 and 5 lbs., per lb.	0 12 1/2	0 13 1/2
Bricks, 1 lb., per lb.	0 13 1/2	0 14 1/2
Lard, Compound—		
Tierces, 400 lbs., per lb.	0 09	0 09 1/2
Tubs, 50 lbs., per lb.	0 10 1/2	0 10 1/2
Pails, 20 lbs., per lb.	0 10 1/2	0 11
Hogs—		
Dressed, per cwt.	14 00	
Live, per cwt., off cars	9 65	

BUTTER.—There is no price change to record this week, but the market tone is firmer and stronger and we should not be surprised to see an advance of a cent before the week closes. Country price is said to be 27 cents and if that is the case it means 29 cent price here in the city. There is a good deal of butter going here cheaper than it sells outside for some unknown reason. There is a considerable demand for storage purposes. Surely storing butter at this price is somewhat of a gamble? Storing now at 29 cents means a price to the consumer next year of 38 to 40 cents. Will the consumer pay that price? The make continues large and prices will more or less probably fall below their present level, and it would appear on the surface as if storing had better be delayed awhile.

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

CHEESE.—All prices are up half a cent this week, and though the make is still large, export demand swallows it up and hence the rise in levels. Domestic

CANADIAN GROCER

demand continues good but it alone would not have sent prices up again when one might have thought that the reign of unprecedentedly high levels was ended. However, market is firm at advanced prices. Old cheese is exceptionally scarce.

Cheese—

Old large, per lb.	0 21½	0 22½
Old twins, per lb.	0 22	0 23
New, large, per lb.	0 17	0 17½
New, twins, per lb.	0 17½	0 18

EGGS.—There is nothing of note in this market this week. Deliveries are not quite so heavy but demand seems to have slackened a trifle too this week, and about equalizes things up. There is some export going on taking care of the customary summer surplus. No price changes have to be reported.

Eggs—

Specials (in cartons), doz.	0 23	0 24
Extra (selects)	0 22	0 23
No. 1s (straight new laids)	0 21	0 22
No. 2	0 17	0 18
Cracked	0 16	0 17

POULTRY.—Spring chickens are coming in in fairly liberal quantities now and are worth about 15 to 20 cents which is a reduction from last week's levels. Broilers surely have had a chequered career this last few weeks, so far as quotations go. Fowl is selling from 12 to 14 cents a pound and there is a fair demand for it at that.

Poultry (Dressed)—		Frozen dressed.	
Chickens	0 17-0 20		
Fowl	0 14-0 16		
Ducks	0 16-0 18		
Turkeys	0 20-0 28		
Poultry—		Live.	
Old fowl	0 12	0 14	
Spring broilers, 1½ to 2 lbs. each.	0 15	0 20	
Old turkeys	0 15-0 16		

HONEY.—We have no price changes to observe this week. Reliable reports from country points show that honey production will be short this summer. Some hives have been reported killed by starvation.

Honey—

Buckwheat, in bbls.	0 07	0 07½
Buckwheat, in tins	0 07½	0 06
Strained clover	0 12½	0 00
Comb honey, No. 1, doz.	3 00	0 00
Comb honey, No. 2, doz.	2 40	0 00

WINNIPEG.

PROVISIONS.—Trade in both preserved and cooked meats has been a little disappointing, due to cold weather conditions. Eggs are plentiful and cheap. Butter is also abundant, and supply rather better than demand. Prices on eggs, butter and cheese are hardly likely to hold. Cheese is easier.

Hams—

Light, per lb.	0 18	0 18½
Medium, per lb.	0 17½	0 18
Large, per lb.	0 15	0 15½
Backs, clear, per lb.	0 20	0 23

Bacon—

Breakfast, per lb.	0 18½	0 23
Shoulders, per lb.	0 13½	0 14½

Dry Salt Meats—

Long clear bacon, light	0 13½	0 14
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Cooked Meats—

Hams, boiled, per lb.	0 26	0 27
Shoulders, boiled, per lb.	0 22	0 23

Barrelled Pork—

Heavy pork, per bbl.	25 00	26 00
Short cut, per lb.	26 00	27

Lard—

Tierces	0 13½	
Tubs	6 88	
Pails	2 77	
Cases, 56	8 47	
Cases	8 70	

BUTTER.—

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

EGGS.—

Eggs—		
New laid	0 12½	0 15

CHEESE.—

Cheese—		
New, large	0 20	
New, twins	0 20½	0 21

POULTRY.—Business is quiet, but good young stock has a market. The demand is not up to that of last year at this time.

Fresh Stock—

Turkeys, per lb.	0 13	0 15
Chickens, per lb.	0 11	0 15
Fowls	0 10	0 12

FRUIT AND VEGETABLES.

(Continued from page 36.)

to \$1.50. Rhubarb is a nickel a bunch lower in price and is proving a good seller but supplies are heavy this season. Tomatoes are a trifle firmer without any increase in figure. All the rest of the vegetables are getting good business and strangely enough root stuff sells better now than at any time so far.

Asparagus, Canadian, baskets	1 25	1 50
Beets, imported, doz. bunches	0 60	0 60
Beets, hamper, 2 doz. bunches	1 25	1 50
Beans, green, hamper	1 50	1 50
Beans, wax, hamper	2 00	2 25
Cabbage, new, crate	2 30	2 25
Carrots, bag, old	0 50	0 75
Carrots, new, hamper	1 50	1 75
Cucumbers—		
Slicing hothouse, dozen	1 25	1 25
Hampers	1 00	1 25
Celery, California, doz.	1 25	1 25
Mushrooms, per lb.	0 60	0 90
Water cress, 11-qt. basket	0 50	0 50
Onions—		
Can., 75-lb. bags	1 25	1 50
Can., 100-lb. sacks	2 50	2 75
Egyptian, crate	4 75	5 00
Bermudas, crate	1 50	1 75
Green onions, doz.	0 12½	0 20
Green peppers, basket	0 75	0 75
Green peas, 12-qt. basket	1 00	1 25
Potatoes, N.B. Delawares	0 65	0 70
Potatoes, Ontario, bag	0 60	0 65
Potatoes, Carolina, bbl.	5 00	5 00
Potatoes, new, hamper	3 50	4 00
Parsley, basket, 11-qt.	0 30	0 35
Radishes, doz.	0 10	0 20
Tomatoes, Florida, crate	2 75	3 25
Tomatoes, Mississippi flats, 4-bkt. carriers	1 50	1 50
Turnips, bag	0 35	0 50
Lettuce, leaf	0 20	0 30
Potatoes, N.B. Delawares	0 65	0 70
Lettuce, Boston, head, small, doz.	0 50	1 00
Lettuce, Canadian Lead, doz.	0 55	0 65
Parsnips, Canadian, bag	0 55	0 75
Rhubarb, outside, doz. bunches	0 20	0 25
Spinach, bushel	0 25	0 25

WINNIPEG.

FRUITS AND VEGETABLES.—The first arrivals of stone fruits are now on the market, peaches, plums and apricots being quoted by jobbers at \$2.50 per case. Raspberries are quoted at \$4. Florida tomatoes are off the market, and Mississippi tomatoes are in at \$1.65 per crate of four baskets. Old potatoes are getting scarce and of indifferent quality. New potatoes are available at 5c per lb. Native-grown vegetables are still very scarce.

Apples—

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

VEGETABLES.—

Potatoes, car lots, bushel	0 60
Potatoes, small lots	0 70

Onions, Washington, sack	3 60
Onions, Australian, sack	4 00
Florida tomatoes, case	4 50

A POLL ON BUSINESS CONDITIONS.

The Credit Men's Journal has conducted a poll of Canadian business conditions which shows that retail stocks are low and that more cash business is being done. The questions asked and the replies are recorded as follows:

	Yes.	No.
1. What are the conditions of retail stocks as you know them at present? Are they as large as a year ago?	14%	86%
2. Do you think there will be an improved demand for your goods from now on?	70%	30%
5. Are retailers doing a larger proportion of cash business than normally?	92%	8%
4. Are wholesalers selling on shorter terms of credit than normally?	60%	40%
5. Are banks continuing to curtail credit?	92%	8%
6. Do you look for better business generally in 1915 than in 1914?	40%	60%

C. N. E. OPENS AUGUST 28.

The Canadian National Exhibition will be held in Toronto this year from August 28 to September 13, and it will be known as Patriotic Year. One of the special attractions will be the grand military review, when the forces of Great Britain and her allies will take part in one of the most spectacular pageants ever staged before the Grand Stand. Trophies, such as cannon, Uhlan's helmets, hand grenades, machine guns, etc., captured from the Germans will be on view.

CERTAINLY WORTH THE MONEY.

The MacLean Pub. Co., Ltd.
Sirs:—I enclose \$2.00 to cover my subscription to June 1, 1916; will you kindly acknowledge receipt of same.
Your paper is certainly worth the money—and all I regret is that I am afraid a large number of the Ottawa grocers are not on your subscription list—otherwise they would run their business on different lines.

Wishing you every success.
A. P. JOHNSTON.
Bronson Ave.,
Christie St.,
Ottawa, Ont.



FLOUR AND CEREALS



Flours Again Reduced

Manitobas Down 20c—Firm Tone to Mill Feeds—Mills Are Not Grinding Much Flour—Pastures Have Been Short—Hence Good Firm Market on Feeds—Little Call for Cereals.

MONTREAL.

FLOUR.—The large Montreal spring wheat flour millers dropped their prices on all lines Saturday a further 20c per bbl., bringing the price for first patents to 7.10, second patents 6.90, and strong bakers, 6.60. Outside millers reported a further drop on Monday, following a decline in the wheat market, to 6.60 for first patents, 6.40 for second patents, and 6.20 for strong bakers. In view of this it is probable that the Montreal millers will drop their prices again before the week is out. The price of wheat was a little firmer last week, but weakness developed early this week, the market dropping 1½c on Monday. With the 20c decline of Saturday, the Montreal millers have dropped their prices over \$1 per bbl. since the first of June. These lower prices have not, however, had a beneficial effect on business, buying being of hand to mouth nature, although stocks are by no means heavy in dealers' hands. This condition of things is likely to continue until affairs in Europe have a steadying effect on the wheat market. A drop of 20c per bbl. also took place in winter wheat last week, bringing prices for first patents down to 6.80, second 90 per cents in wood, 6.40, and 90 per cents. in bags 3.00.

Manitoba Wheat Flour—	Per bbl. of 2 bags
First patents	7 10
Second patents	6 60
Strong bakers	7 40
Flour in cotton sacks, 10 cents per barrel more.	
Winter Wheat Flour—	Car Small lots. lots.
Fancy patents	6 80 7 00
90 per cent. in wood	6 40 6 60
90 per cent., in bags	3 00 3 10

CEREALS.—Oat prices have declined, and rolled oats is offered at lower prices, although little difference can be seen in prices to the retailer. The demand is light. However, an Ontario miller advises that he cannot ship at a price 10c less than our quotations on the basis of present oat market. Hominy market is firm.

Cornmeal—	Per 98-lb. sack
Gold dust	2 50 2 55
Unbolted	2 25
Roller Oats—	90's in jute.
Small lots	3 20
25 bags or more	3 15
Packages, case	4 50
Roller oats in cotton sacks, 5 cents more.	
Oatmeal—fine, standard and granulated, 10 per cent. over roller oats in 90s, in jute.	
Roller Wheat—	100-lb. bbls.
Small lots	3 80
Hominy, per 98-lb. sack	2 75
Corn flour, bag	3 05

Rye flour, bag	3 00	3 30
Barley, pot		2 90

FEEDS.—There have been no important developments in this market, bran and shorts being still quoted at \$26 and \$28 respectively. It is understood that bran can be bought, however, as low as \$24, and shorts for \$25 and \$26. But the demand is small. Wheat moulee is now quoted at \$37, crushed oats at \$40, chop oats at \$40, barley chop at \$35, and feed oats, Manitoba cleaned, at 69c bushel.

Mill Feeds—	Per ton
Bran	26 00
Shorts	28 00
Middlings	33 00
Wheat moulee	37 00
Feed flour, bag	2 50
Mixed chops, ton	38 00
Crushed oats, ton	40 00
Barley, pot, 98 lbs.	2 85
Oats, chop, ton	40 00
Barley chop, ton	35 00
Feed oats, cleaned, Manitoba, bush.	0 69
Feed wheat, bag	2 30

TORONTO.

FLOUR.—There is a reduction again this week in the prices of all flours. Manitobas are now worth 20 cents less and Ontario winter wheat has declined 40 cents. As usual the reductions are solely due to the manipulations and vagaries of the wheat market and there is nothing more to be said on that account. Domestic business is slightly better, though export is said to be—as one flour man put it—as dead as the proverbial door nail. Excellent crop prospects in both this country and the United States are responsible for the continued crumbling of the wheat markets. This has come to be an old story now. Flour prices do not show that they have reached bottom yet, though a man is unwise to prophesy anything as to grain levels these days.

Manitoba Wheat Flour—	Small lots.	Car lots.
First patents	7 20	7 00
Second patents	6 70	6 50
Strong bakers	6 50	6 40
Flour in cotton sacks, 10c per bbl. more.		

Winter Wheat Flour—	Small lots.	Car lots.
Fancy patents	6 20	6 00
90 per cent.	6 00	5 80
Straight roller	5 80	5 60
Blended flour	5 80	5 80

CEREALS.—All cereals are very quiet and there is little to record. Prices may be a trifle easier in some cases than the figures we record because there are different quotations being made by dif-

ferent houses. Barley is unchanged and finds a little business. Rolled oats is only moderately called for and export on that account is more or less negligible.

Barley, pearl, 98 lbs.	5 00
Buckwheat grits, 98 lbs.	4 15 4 25
Corn flour, 98 lbs.	2 55 2 75
Cornmeal, yellow, 98 lbs.	2 25 2 40
Graham flour, 98 lbs.	3 30 3 40
Hominy, granulated, 98 lbs.	3 00
Hominy, pearl, 98 lbs.	3 00
Oatmeal, standard, 98 lbs.	3 50
Oatmeal, granulated, 98 lbs.	3 50
Peas, Canadian, boiling, bush.	2 80 2 90
Peas, split, 98 lbs.	4 75
Roller oats, 90-lb. bags	3 00 3 20
Roller wheat, 100-lb. bbl	3 85 4 00
Rye flour, 98 lbs.	3 10 3 25
Whole wheat flour, 98 lbs.	3 30 3 40
Wheatlets, 98 lbs.	3 65 3 75

MILL FEEDS.—There is quite a scarcity in feeds just now. The mills are not grinding much flour and consequently there isn't much feed either. The weather has had the tendency to make the pastures rather short and hence the demand and the scarcity of supplies have conjoined. We make no price changes, however; though prices are firmer they are not, at this writing, actually higher.

Mill Feeds—	Mixed cars, per ton
Bran	25 00 26 00
Shorts	27 00 28 00
Middlings	30 00 32 00
Wheat moulee	30 00
Feed flour per bag	1 85 1 90
Oats—	
No. 3, Ontario, outside points	0 65 0 61
No. 3, C.W., bay ports	0 67

WINNIPEG.

FLOUR AND CEREALS.—A further decline in flour brings the price down to \$7 per barrel for best patents. This means a total reduction of 90 cents since May 1. Domestic trade is fair, and export trade quiet. Further reductions may be expected, as wheat is still going down.

Flour—	
Best patents, per bbl.	7 00
Bakers'	6 50
Clears	5 50
XXXX	4 50
Roller oats, 90 lbs.	3 25
Cornmeal, 98 lbs.	2 25

Sir Thos. Shaughnessy, head of the C. P. R., has stated in London, England, that he was invited to go there to discuss with the War Department a plan for the purchase of the largest possible portion of allies' needs in Canada. It is contemplated to use the Purchasing Organization of the Canadian Pacific for this purpose.



TILLSON'S "SCOTCH" HEALTH BRAN

READY
FOR THE TRADE

Now is the time to enjoy the good profit of this product. Price to retailers, \$2.00 case of 20 packages, 2 lbs. each. The price to consumer is 15c a package. Tillson's "Scotch" Health Bran is unequalled for indigestion and constipation. You can safely recommend it to your customers. Ask your wholesale grocer or write us direct, if you are in a hurry.

How About Flour?

Do you show the same care in selecting your flour as you do with your tea and coffee?

Rainbow Flour

is guaranteed to give the best of satisfaction. Your customers will appreciate the economy of using this flour. None other will make bread or biscuits so flaky, so delicate in texture, or so digestible.

Gold Seal Flour

has long ago won a reputation for its superiority as a pastry flour. By carrying both these high-grade flours you will be in a position to cater to the best trade. They are trade builders.

OUR BULK CEREALS

are always fresh and clean when they leave the mill. Do not accept substitutes. Insist on

TILLSON'S

Write or 'phone M. 5069, or M. 1070 when in need of shorts, bran, cracked corn, split peas, Graham flour, brose meal, whole-wheat flour, calfine, dairy feed, or any line sold by an up-to-date milling plant.

Quality—then price—that's Tillson's.

Our prices always lowest, consistent with highest quality.



TILLSON'S "SCOTCH" Fine-Cut OATMEAL

Makes
Delicious Porridge

It is packed in 4-pound sanitary dust-proof packages. The price to the retailer is \$5.00 a case. The price to the consumer is 30c a package. Your profit is good. Ask your wholesaler to send you a trial order. We absolutely guarantee all of our products to be as pure as science and skill can make them.

Canadian Cereal and Flour Mills, Limited, Toronto



The most popular of Summer Beverages

Sterling Raspberry Vinegar

Preferred because more thoroughly satisfying, wholesome and invigorating. There is a big trade opening up right now for the grocer who pushes "Sterling" Raspberry Vinegar.

Push the thirst-quencher they want again and again. Big margin. Ask us to ship you a few cases to-day.

T. A. Lytle & Co., Limited
Sterling Rd., Toronto

QUOTATIONS FOR PROPRIETARY ARTICLES

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

BAKING POWDER.

WHITE SWAN SPICES AND CEREALS, LTD.

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

ROYAL BAKING POWDER.

Size	Less than 10 case lots and over	Per doz.
Dime	\$.95	\$.90
4-oz.	1.40	1.35
6-oz.	1.95	1.90
8-oz.	2.55	2.50
12-oz.	3.85	3.75
16-oz.	4.90	4.80
2 1/2-lb.	11.60	11.35
3-lb.	13.60	13.35
5-lb.	22.35	21.00

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

BLUE.

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

COUPON BOOKS — ALLISON'S.

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

UN-NUMBERED.

100 books and over, each	0 03 1/2
500 books to 1,000 books	0 03

For numbering cover and each coupon, extra per book, 1/2 cent.

CEREALS.

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

DOMINION CANNERS,

LIMITED.

Aylmer Pure Jams, 16 oz. Jars	Per doz.
Strawberry, 1914 pack	\$2 20

Raspberry, red, heavy syrup	2 10
Black currant	2 10
Red Currant	2 10
Peaches	2 10
Pear, Bart.	2 10

Aylmer Pure Jellies.

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

Aylmer Marmalade

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

Aylmer Pure Preserves—Bulk

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

COCOA AND CHOCOLATE.

THE COWAN CO., LTD.

Cocoa—

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

Special quotations for Cocoa in barrels, kegs, etc.

(Unsweetened Chocolate).

Supreme chocolate, 1/2'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, 1/4's and 1/2's, 12-lb. boxes	0 40
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, 1/4-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 28
Diamond, 1/4's, 6 and 12-lb. boxes	0 27

Icings for Cake—

Chocolate, white, pink, lemon, orange, maple, almond, coconut, cream, in 1/2-lb. packages, 2 and 4 doz. in box, per doz.	1 00
---	------

Chocolate Confections Per lb.

Maple buds, 5-lb. boxes.	0 38
Milk medallions, 5-lb. boxes	0 38
Chocolate wafers, No. 1, 5-lb. boxes	0 32
Chocolate wafers, No. 2, 5-lb. boxes	0 27



COW BRAND BAKING SODA has been for years a "staple" with almost every grocer who carries high-class goods. Careful cooks insist on this famous, well-proven soda—Cow Brand. It puts the baking at its very best, gives full satisfaction to customer and dealer.

The demand is steadily growing. Are you supplying the demand?

Church & Dwight
LIMITED
 Manufacturers
MONTREAL

COIN PURSES

(Our new penny piece)

**NIGHT STICKS
 WHISTLES
 FLEXIBLE STICKS
 CIGARETTES**

and a full line of attractive and quick-selling Licorice Specialties.

Order from your Wholesaler

Everything in Licorice for Grocer,
 Druggist and Confectioner

MADE IN CANADA

National Licorice Company
 MONTREAL



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

How is it Affecting You?

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

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

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

Note these prices:

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

ORDER NOW.

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

Out-of-Town Orders

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

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

F. W. Fearman Co., Limited
HAMILTON

KING OSCAR BRAND SARDINES

The new pack of KING OSCAR sardines commences in July. In view of the increasing demand and the continued decreasing supply of fish we strongly advise the trade to place their orders NOW for shipment ex the new pack. Consult your jobber!

Canadian Agents:

John W. Bickle & Greening

(J. A. Henderson)

HAMILTON, CANADA

6-lb. toy trunks, lock and key, 6-lb. toy drum, with drumsticks, 8 in case ... 08 1/4
Kegs, extra large crystals, 100 lbs. 07 1/4
Canadian Electric Starch—Boxes, containing 40 fancy pkgs., per case 3 00
Celluloid Starches—Boxes containing 45 cartons, per case 3 00
Culinary Starches—Challenge Prepared Corn—1-lb. pkts., boxes of 40 lbs. 06 1/4
Brantford Prepared Corn—1-lb. pkts., boxes of 40 lbs. 07 1/4
"Crystal Maize" Corn Starch—1-lb. pkts., boxes of 40 lbs. 07 1/4
(20-lb. boxes 1/4c higher than 40's)
COW BRAND BAKING SODA

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

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

2-lb. tins, 2 doz. in case ... \$2 05
5-lb. tins, 1 doz. in case ... 3 00
10-lb. tins, 1/2 doz. in case ... 2 90
20-lb. tins, 1/4 doz. in case ... 2 85
Barrels, 700 lbs. 3 1/2
Half barrels, 350 lbs. 4
Quarter barrels, 175 lbs. 4 1/4
Pails, 88 1/2 lbs. 1 95
Pails, 25 lbs. each 1 40

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

ST. LAWRENCE SUGAR REFG. CO.
Crystal Diamond Brand Cane Syrup.

2-lb. tins, 2 doz. in case... \$2 05
Barrels 0 03 1/4
1/2 barrels 0 04

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

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

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

MOLASSES.
THE DOMINION MOLASSES COMPANY, LTD.

Gingerbread Brand.
2s, Tins, 2 doz. to case.
Quebec, per case \$1 55
Ontario, per case 1 30
Manitoba, per case 2 30
Saskatchewan, per case 2 60
Alberta, per case 2 70

DOMOLCO BRAND.
2s, Tins, 2 doz. to case.
Quebec and Ontario, per case 2 95
Manitoba, per case 3 40
Saskatchewan, per case 3 05
Alberta, per case ... 3 75
British Columbia, per case. 2 40
British Columbia, per case. 3 35

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

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

NUGGET POLISHES.
Des.
Polish, Black and Tan 0 85
Metal Outfits, Black and Tan 3 05
Card Outfits, Black and Tan 3 25
Creams and White Cleanser 1 10

TEAS.
THE SALADA TEA CO.
East of Winnipeg.
Wholesale. R't'l.
Brown Label, 1s and 1/2s .33 .40
Blue Label, 1s, 1/2s, 3/4s .40 .50
Red Label, 1s and 1/2s. .46 .60
Gold Label, 1/2s54 .70

ORANGE MARMALADE.
"BANNER BRAND" PURE FRUIT PRODUCTS.
JAMS AND JELLIES.
2's \$ 2 15
4's 0 25
5's 0 42
7's 0 60
30's, wood 0 08
12-oz. glass jar 1 15
Tumbler, glass 0 95

MARMALADE.
2's, per doz. \$ 2 30
4's, per pall 0 40
5's, per pall 0 45
7's, per pall 0 65
30's, wood, lb. 0 06 1/4
12-oz. glass jar, doz. 1 20
Tumbler, glass, doz. 1 00
Prices subject to change without notice.

MINTO BROS., Limited, Toronto.
MELAGAMA AND MINTO TEAS.

Whol. Ret.
1s, 1/2s, 3/4s B.M.G. & J. 0 32 0 40
1s, 1/2s, 3/4s B.M.G. & J. 0 37 0 50
1s, 1/2s, 3/4s B.M.G. & J. 0 42 0 60
1/2s only, B. or M. 0 55 0 80
1/2s only, B. or M. 0 70 1 00
Packed 30, 60, 100-lb. cases.

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

IMPERIAL TOBACCO CO. OF CANADA, LIMITED, EMPIRE BRANCH.
Black Watch, 8s, butts 9 lbs., boxes 6 lbs. \$0 60
Bobs, 6s and 12s, 12 and 6 lbs. 0 46
Currency Bars, 12s, 1/2 butts, 12 lbs., boxes 6 lbs. 0 46
Currency, 6s, 1/2 butts, 9 lbs. 0 46
Stag Bars, 6 1/2s, butts, 11 lbs., boxes 5 1/2 lbs. 0 48
Walnut Bars, 8 1/2s, boxes 7 lbs. 0 64
Pay Roll, thick bars, 8 1/2s, 6 lb. boxes 0 63
Pay Roll, thin bars, 8 1/2s, 5 lb. boxes 0 65
Pay Roll, plug, 8 1/2s, 12 and 7 lb. caddies 0 68
Shamrock, plug, 7 1/2s, 1/2 butts, 12 lbs., boxes 6 lbs. 0 67
Empire, 7s and 14s, caddies 15 lbs., 1/4 caddies, 6 lbs. 0 68
Great West, pouches, 9s ... 0 72
Forest and Stream, tins, 11s, 2 lb. cartons 0 80
Forest and Stream, 1/2s, 1/2s and 1-lb. tins 0 80
Forest and Stream, 1-lb. glass humidors 1 00

Tell your wholesaler you
must have

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

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

**INSIST UPON HAVING
DA COSTA'S**

Hothouse Tomatoes

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

MISSISSIPPI TOMATOES
4-Basket Crates. Now Arriving
CANADIAN STRAWBERRIES
Every Day

Cucumbers Cabbage Pineapples

"Royal Crest" Valencia Oranges

California and Verdelli Lemons

Everything the Pick of the World's
Markets

WHITE & CO., Limited
Branch at Hamilton **TORONTO**

Wholesale Fruit and Fish

**Keep Up The
Connection**

you have made by past efforts in advertising. New friends are alright, but it is a fallacy for one thing, and bad business for another, to create a demand for goods or service and then lose the fruits of your work by default. Letting your old friends know that you want their business is also the surest way to gain new ones.

Advertising in **CANADIAN GROCER** is the medium.

Rate Cards and full particulars on request.



I SAY!

**The Same Terms
for all Retailers**

There are no "cut prices"—no special discounts—no secret rebates to dealers on "Windsor" or "Regal" Salt.

Every Retail Grocer pays his jobber what all the others pay—and they buy only through the jobbers.

The price and the quality are guaranteed and upheld.

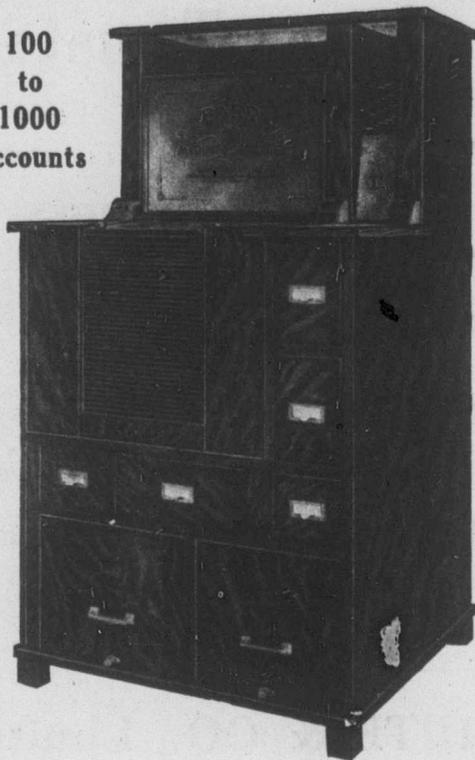
It is this strict adherence to quality which has built up the enormous demand for "WINDSOR" AND "REGAL" TABLE Salts. Practically everybody in Canada uses them. For the sake of some "cut price" (which may not be as much as the discount allowed a competitor) a Grocer has got to overcome the universal preference for "WINDSOR" AND "REGAL."

Can you do it—can you afford to try to do it—is it worth while—isn't it easier and more profitable to handle standard, reliable, one-price brands like

"WINDSOR" AND "REGAL" SALT

The Canadian Salt Co., Limited, Windsor, Ont.

100
to
1000
Accounts



The "Barr" Register System

protects your customers

The experience of users of the Barr Register has invariably been that their customers appreciate this system of account handling and look on it as their protection against being over-charged and against having their account get beyond them.

With

The Barr System

every account is made out to date. Not even the smallest item is missed, for the bill is rendered with every charge purchase—No chance for disputed accounts, no chance for errors to creep in in transferring—your customers are satisfied and try to keep their accounts paid up without the embarrassment of being urged. The effect is magical, business comes easier, you have less labor and less worry when you keep accounts the Barr Register way.

Write for full particulars.

Barr Registers, Limited
TRENTON, ONT.

Sliced Smoked Beef, glass, ¼s, \$1.25; ½s, \$1.90; 1s, \$2.75.
Tongue, Ham and Veal Pate, ¼s, \$1.20.
Ham and Veal, ¼s, \$1.
Potted and Devilled Meats, tins—Beef, Ham, Tongue, Veal, Game, ¼s, 50c; ½s, \$1.
Potted Meats, Glass—Chicken, Ham, Tongue, ¼s, \$1.25.
Ox Tongues, tins, ¼s, \$2.40; 1s, \$5.25; 1½s, \$8; 2s, \$10.
Ox Tongues, Glass, 1¼s, \$9.75; 2s, \$12.
Minced, Hermetically Sealed Tins, 1s, \$1.25; 2s, \$2.40; 3s, \$3.40; 4s, \$4.30; 5s, \$5.40.
In Pails, 25 lbs., 8c lb.
In Tubs, 45 lbs., 7½c lb.
In Glass, 1s, \$2.25.
Plum Pudding, 1s, \$2.30; 2s, \$2.80.
Clark's Peanut Butter—Glass Jars, ¼, 65c; ½, \$1.40; 1, \$1.85.
Clark's Peanut Butter—Pails 24 lbs., 15c per lb.
Clark's Tomato Ketchup, 8 oz., \$1.35; 12 oz., \$1.90; 16 oz., \$2.40.
Pork & Beans, Plain Talls, 1, 60c; 2, \$1; 3, \$1.40; 6, \$4.50; 12, \$7.25.
Pork & Beans, Tomato Sc. Talls, 1, 60c; 2, \$1; 3, \$1.40; 6, \$4.50; 12, \$7.25.
Pork & Beans, Chill Flat, 1, 60c; 2, \$1; 3, \$1.15.
Pork & Beans, Tomato Flats, 1, 60c; 2, \$1; 3, \$1.15.
Pork & Beans, Plain Flats, 1, 60c; 2, \$1; 3, \$1.15.
Vegetarian Baked Beans, Tomato Sauce, 1½s, \$1.15.
Clark's Chateau Concentrated Soups, 95c.
Clark's Chateau Concentrated Soups, No. 1 Assorted, 95c.

LAPORTE, MARTIN, LIMITEE)
Montreal, Agencies.

BASIN DE VICHY WATERS.
L'Admirable, 50 btles, litre, cs. 5 50
Efficace 6 00
Neptune 7 00
San Rival 8 00

VICHY LEMONADE.
La Savoureuse, 50 btles., cs. 8 00
MINERVA PURE OLIVE OIL.

Case—
12 litres 8 00
12 quarts 7 00

NATURAL MINERAL WATER.
Evian, Source Cachat, 50 btles., cs. \$0 00

IMPORTED GINGER ALE AND SODA.
Ginger Ale, Trayders, cs. 6 doz. pts., doz. 1 10
Ginger Ale, Trayders, cs. 6 doz. splits, doz. 0 90
Club Soda, Trayders, cs. 6 doz. pts., doz. 1 00
Club Soda, Trayders, cs. 6 doz. splits, doz. 0 90

BLACK TEAS.
Victoria Blend, 50 and 30-lb. tins, lb. 0 37
Princess Blend, 50 and 30-lb. tins, lb. 0 33

JAPAN TEAS.
H. L., ch. 90 lbs., lb. 0 35
Victoria, ch. 90 lbs., lb. 0 30
Princess, cad. 5 lbs., lb. 0 25

COFFEES.
Victoria, Java and Mocha Blend, 1-lb. tin, lb. 0 34½
Victoria, Java and Mocha Blend, 5, 10, 25, 50-lb. tins, lb. 0 32
Princess, Java and Mocha Blend, 1-lb. tin, lb. 0 22

MALT EXTRACT.
Miller of Milwaukee, cs. 2 doz., cs. 4 40
Miller of Milwaukee, bri. 8 doz., bri. 16 20

BOAR'S HEAD LARD COMPOUND.

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

MUSTARD.

COLMAN'S OR KEBEN'S.
Per doz. tins
D. S. F., ¼-lb. \$ 1 50
D. S. F., ½-lb. 2 68
D. S. F., 1-lb. 5 36
F. D., ¼-lb. 0 95
F. D., ½-lb. 1 63
Per jar
Durham, 4-lb. jar 0 87
Durham, 1-lb. jar 0 28

JELLY POWDERS.

WHITE SWAN SPICES AND CEREALS, LTD.
White Swan, 15 flavors, 1 doz. in handsome counter carton, per doz. \$ 0 90
List Price.

SPICES.

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

WHITE SWAN LYE.

Single cases, 4 doz. \$ 3 50
5 case lots, 4 doz. 3 50
Shipping weight 50 lbs. per case.

THE CANADA STARCH CO., LTD., EDWARDSBURG

BRANDS and BRANTFORD BRANDS.

Laundry Starches—
Boxes, Cents.
40 lbs., Canada Laundry .. .06½
40 lbs., boxes Canada white gloss, 1 lb. pkg.06½
48 lbs. No. 1 white or blue, 4 lb. cartons07½
48 lbs. No. 1 white or blue, 3 lb. cartons07½
100 lbs., kegs, No. 1 white06½
200 lbs., bbls., No. 1 white06½
30 lbs., Edwardsburg silver gloss, 1 lb. chrome pkgs.07½
48 lbs. silver gloss, in 6-lb. tin canisters08½
36 lbs., silver gloss 6-lb. draw lid boxes08½
100 lbs., kegs, silver gloss, large crystals07½
28 lbs., Benson's Satin, 1-lb. cartons, chrome label07½
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 corn07½
40 lbs. Canada pure corn starch (120-lb. boxes ¼c higher.) Casco Potato Flour, 20-lb. boxes, per lb. 10
BRANTFORD STARCH.
Ontario and Quebec.
Laundry Starches—
Canada Laundry—
Boxes about 40 lbs. 06
Acme Gloss Starch—
1-lb. cartons, boxes of 40 lbs.06½
First Quality White Laundry—
3-lb. canisters, ca. of 48 lbs.07½
Barrels, 200 lbs.06½
Kegs, 100 lbs.06½
Lily White Gloss—
1-lb. fancy carton cases 30 lbs.07½
8 in case08

In buying KETCHUP

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

Try It and See

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

The T. Upton Co., Limited
ST. CATHARINES

NEW POTATOES

We are bringing forward only the best marks. They are guaranteed same uniform grade right through. Get our price on quantities.

STRAWBERRIES

Home-grown berries are now at their height. We receive fresh arrivals every morning. Don't put off getting customers supplied for canning and preserving any longer.

LARGE ASSORTMENT OF CALIFORNIA FRUITS

Peaches, Plums, Apricots,
Cherries, Canteloupes.

"THE HOUSE OF QUALITY"

HUGH WALKER & SON
GUELPH and NORTH BAY

Our Tiger (50 cent line) Brooms

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

We make **Factory Brooms.**

Walter Woods & Co.
HAMILTON

IN THE FRUIT SEASON

The housewife would almost as soon be without sugar or potatoes as not to have

Parowax

always on hand. For sealing preserves, jams and jellies, Parowax is a staple.

Parowax is also largely used for loosening dirt when washing clothes. Women like it because it makes washing easy, and does away with all the hard rubbing.

Our advertising this year will again stir up a good demand for Parowax. Be ready for it. Put up in ¼-lb. cakes, packed 4 in a carton, 20, 40 or 100 cartons in a case.

MADE IN CANADA



THE IMPERIAL OIL COMPANY
Limited
BRANCHES IN ALL CITIES





A Light, Nourishing Summer Food that Makes a Strong Appeal at this Time

Brunswick Brand

SEA FOODS

find a response in the needs of each of your customers.

You can't expect a woman to enjoy being stuck up in a kitchen, bending over a hot stove these warm summer days.

Naturally she's on the lookout for appetizing foods that are easy to prepare and give her more time for the cool out-of-doors.

Just suggest Brunswick Brand and see how eagerly she takes to it. The very thing to give her nourishing meals without the bother and fuss of tedious preparation.

The large variety you can offer her makes it easy to plan delightful dishes for almost every meal or occasion.

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

Get your wholesaler to supply you to-day.

Connors Bros., Limited
Black's Harbor, N.B.



INCREASE YOUR TRADE

BY

Modern Show Card Lettering, Designing, Etc.



SIXTH EDITION---NOW READY

WITH THIRTY-TWO ADDITIONAL PAGES TO THAT OF FORMER EDITIONS

A practical treatise on Up-to-Date Pen and Brush Lettering, giving instruction representing many styles of lettering, position, movement, shading, spacing, designing and arrangement, with illustrations of large and small letters of each alphabet, together with a full analysis and diagram for making neat and prominent figures off-hand for price tickets, etc. Over 400 illustrations of finished show cards and price tickets are given in

**Marking Pen Lettering
Soennecken Pen Lettering
Automatic Pen Lettering and
Up-to-Date Brush Lettering**

outside of fifty-one page alphabet plates and lettering exercises of a large variety of standard show card alphabets with practical instruction, together with show card designs, showing how to produce neat and fancy border and scroll outlines, tinted backgrounds, etc.

This book is far beyond anything ever published in this line. It contains solid, practical, common-sense instruction—a book that is free from absurd theories and mystifying kinks, and contains 2,000 advertising phrases for Card Signs, Posters, etc.

All orders payable in advance. If you do not find this book worth the price return it inside of five days and get your money back.

The price of the Book is \$1.00
delivered to your address postpaid

Page size of book 6x9 in., 144 pages

The MacLean Publishing Co., Ltd.

BOOK DEPARTMENT

143-153 University Ave., Toronto



Tuckett's

T & B Myrtle Cut

For 50 years T and B Myrtle Cut has been the true friend of the veteran smoker—the man who delights in the smooth, cool, sweet flavor of the well-aged, sun-cured Virginia leaf. Win the trade of the head of the house by stocking his favorite blend, one of the Tuckett three—"Myrtle Cut," "Orinoco" or "Our Seal"—a tobacco for all stages of smokers.

Order from your wholesaler.

Note This

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

FRUIT BULLETIN

Of interest to housewives. Official notice is given to buy canning strawberries now. Have your grocer secure Niagara Peninsula grown kind, they are now at their best and require less sugar. Gooseberries about ready. Speak to your grocer.

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

A want ad. in this paper will bring replies from all parts of Canada.

Daily arrivals of
fine, fresh, frozen

Lake Trout and Herring

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

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

Lemon Bros.
Owen Sound, Ont.

For Your
Particular
Customers
Buy

"Aurora"

The Extra
Fancy California
Valencia Oranges

J. J. McCabe
Agent
TORONTO

Buyers' Guide

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

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

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

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

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

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

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



TANGLEFOOT



The Non-Poisonous Fly Destroyer

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

CANADIAN NATIONAL EXHIBITION

Toronto, August 28th—1915—Septmeber 13th

Applications for Space to Receive
Fair Consideration should be made
at the Earliest Possible Moment.

FOR ALL INFORMATION WRITE :

J. O. Orr, General Manager, City Hall, Toronto

CLASSIFIED ADVERTISING

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

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

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

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

FOR SALE

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

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

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

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

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

WANTED

WANTED BY AN OLD ESTABLISHED packing house, a representative between Toronto, Ottawa and Montreal, and between Orillia and the Soo, on commission basis. Write Box 98, Canadian Grocer, Toronto.

WANTED—TWO GOOD LINES BY OLD- established wholesale grocery specialty house that has the best of connections between Quebec, Windsor and Winnipeg. Well advertised, with good margin profit. State particulars. Box 99, Canadian Grocer, Toronto.

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

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

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

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

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

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

DO YOU NEED HIM?

THE ADVERTISER IS EARNESTLY SEEK- ing an opening where real and practical executive knowledge will meet with the appreciation it deserves. He is a Scotsman, thirty-one years of age, of good appearance

and address, with fourteen years' experience of the very best class grocery business. Having followed this business in four different countries, it has given him an insight into methods and systems which may be said to be unique. Possessed of a natural aptitude for salesmanship and organizing, he has always been successful, in so far as advancement of results are concerned. Last position held was that of assistant advertising manager in America's finest grocery establishment (fact) Will be glad to communicate with wholesale or manufacturing concerns in need of a capable correspondent. "Opportunity" of more importance than initial salary. Address: Honorable, Canadian Grocer.

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

WANTED—COMMISSION BROKERS IN grocers' sundries calling on wholesale and retail trade desire additional lines for British Columbia. Best of references furnished. Halliday & Thomson, 509 North-West Trust Bldg., Vancouver, B.C.

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

**No German Interests
Connected with
St. Lawrence
Sugar Refineries,
Limited**

For some time past a strong feeling has manifested itself in the community directed against persons of either German name or birth. As a consequence the St. Lawrence Sugar Refineries, Limited, has been adversely criticized because it numbered among its shareholders certain persons of German name or origin. The old St. Lawrence Sugar Refining Company, which was organized over forty years ago, included many Germans among its shareholders, several of whom resided in Germany. When the St. Lawrence Sugar Refineries, Limited, acquired the assets of the old Company, nearly all of the former German shareholders disappeared.

With the retirement of Mr. A. Baumgarten and Mr. O. W. Donner, as previously announced, the last German of either name or origin has ceased to hold any interest as a shareholder, and at the present time there is not one single dollar of German money invested in the Company; on the contrary, the entire Capital is now held by investors of Canadian or British origin.

The present officers and directors of the Company have taken every step necessary to place the Company beyond criticism with respect to the interests connected with it, either financially or otherwise, and while malicious reports may be circulated as to the connection of German interests in the Company, the directors are able to give an unqualified denial to any such statements. If these reports are made, it must be considered that they are made with the object of damaging the Company's business and injuring its name and reputation. The Company is therefore prepared to take such legal steps as are necessary to protect itself against the further circulation of any such reports.

**THE ST. LAWRENCE SUGAR
REFINERIES, LIMITED.**

SITUATION WANTED

ENGLISHMAN CONVERSANT WITH GRO- cery and allied trades, fifteen years in West, desires responsible, permanent situation with good wholesale house as travelling salesman, demonstrator or superintend sample distributing, tacking up advertising matter, etc. Reliable, excellent character. Full particulars to Enquirer, c/o P. Lamont, 9th & Lorne, Brandon, Man.

MISCELLANEOUS

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

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

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

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

ALLISON COUPON BOOKS

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

HOW THEY WORK:

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



For sale by the jobbing trade everywhere. Manufactured by **ALLISON COUPON COMPANY** Indianapolis, Indiana, U.S.A.

A SEED DEPARTMENT

will add to your profits

*Kelway Langport
England*

grow and sell

SEEDS OF ALL KINDS

for Traders

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

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

WRITE TO-DAY

McLEOD'S SPECIAL FLOUR

McLEOD'S FLOUR IS ALWAYS RIGHT

Q McLeod's "SPECIAL" is standard for purity, quality and uniformity---McLeod's "SPECIAL" is the best flour for pastry---and best for bread baking---as milling science has developed to-day it is the most perfect product---milled from the finest and most scientifically blended Ontario Winter Wheat and Manitoba Spring Wheat it requires less shortening for pastry and less water for bread baking---there is economy in using McLeod's "SPECIAL" it goes farther. McLeod's "SPECIAL" on the barrel is your warrant for satisfaction---because **McLEOD'S FLOUR IS ALWAYS RIGHT.**



The McLeod Milling Company, Limited
Stratford, Ontario.

Let this Comprehensive Advertising Campaign Help You Sell McLeod's Special Flour

The above ad. is only a unit in the extensive effort we are putting forth to help you get a goodly share of McLeod Flour sales. The campaign takes in all the important daily and weekly newspapers. No doubt it is developing considerable interest now right in your own community. Notice the strong appeal the single ad makes to the housewife. Taking the campaign as a whole, consider the extensive sales possibilities there is in it for you---without effort on your part whatever. Link up your store with this advertising now. Get this campaign bringing bigger sales, better customers and more of them to your store. Write your nearest wholesaler for supplies or direct.

The McLeod Milling Company, Limited
Stratford, Ontario

NOW IT'S TIME

to suggest
MAPLEINE
—delicious flavor for ices, punches, summer desserts.



Order from
Frederick E. Robson & Co.
25 Front St. E., Toronto, Ont.
Mason & Hickey
287 Stanley St., Winnipeg, Man.
CRESCENT MFG. CO.
SEATTLE, WASH.

OAKLEY'S KNIFE POLISH



20102-777ME

JOHN OAKLEY & SONS, LIMITED,
LONDON, ENGLAND.

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

THEY ARE GOOD OLD STAND-BYS Baker's Cocoa and Chocolate



are always in demand, sell easily and are thoroughly reliable. You have no selling troubles with them.

Trade-mark on every genuine package

MADE ONLY BY
Walter Baker & Co. Limited
Established 1780
Montreal, Can. Dorchester, Mass.

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Is One Pound of Pepper Worth \$100.00 to You?

Have you a written guarantee from the manufacturer that the spices you are selling are Pure? If not, you are running a great risk of paying more than \$100.00 for "One Pound of Pepper."

VICTORIA Brand SPICES

have the following ironclad guarantee plainly printed on every package:

"We guarantee all Victoria Brand Spices to be pure, and to comply with the Government Act, and we agree to indemnify you against any loss which might occur by reason of their not being as represented."

Laporte, Martin, Limitée
St. Paul St., Montreal

The house of
ROCK-BOTTOM PRICES
COURTEOUS SERVICE
PROMPT DELIVERY

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1,500,000 lbs.

of

WAGSTAFFE'S
PURE JAMS

*for the Imperial Army
and the Royal Navy*

Nothing
too good for our
Soldiers.

Prepared in
Copper Kettles.

Boiled in Silver
Pans.



Nothing
too good for our
Soldiers.

Packed in
Gold-Lined
Tins
and
Glasses.

This enormous order was given only after the most exacting tests, always given to Government supplies, had proved Wagstaffe's Jams as absolutely pure, wholesome and nourishing. Only the best Jam in the land is good enough for our Tommies. Wagstaffe's is the chosen Jam—better than imported.

Wagstaffe Limited

Hamilton, Ontario



CANADIAN GROCER

One Consignment: part of the 1,500,000 lb. order of Wagstaffe Jams for the Imperial Army and the Royal Navy.



Genuine Sugar Maple

“The dish was well named,” says one high-class Canadian retailer who is using Riteshape

butter dishes, “for it is the only dish I ever saw that has really the right shape.” Hundreds of retail food dealers in Canada are using Riteshape dishes. The dish was instantly recognized by the discriminating merchant as “just what he had been looking for.”

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to

10

THE BIG LINE

THE BEST LINE

Appearance of food when it reaches the customer is a big part of service and goes a long way toward creating satisfaction.

Food delivered in Riteshape dishes has a tasty and appetizing appearance. The dish enhances the value of the commodity. It constitutes a vital part of service.

The use of the Riteshape dish gives any retailer distinction and a reputation for elegance of service.

Every day sees a good Canadian jobber stocking Riteshapes and offering them to his trade. Your jobber probably has them.

ASK HIM OR WRITE

THE OVAL WOOD DISH COMPANY

Delta, Ohio, U.S.A.