

THIS IS THE 1,287th ISSUE OF

CANADIAN GROCER

PUBLISHED WEEKLY BY
THE MACLEAN PUBLISHING COMPANY, LTD.

Vol. XXVI

PUBLICATION OFFICE: TORONTO, AUGUST 9, 1912

No. 32

You cannot do better

than give your customers the best and
in the long run you gain Trade by it.

St. Lawrence
Granulated

is pure Cane Sugar and absolutely the
finest article that can be produced.

Two Lines Worth Studying

We have already issued you a circular letter in connection with the free deal on the Snider Preserve Co. products, and as our travellers have been on their holidays for the past two weeks, no doubt they will be unable to call upon you before the free deal terminates on August 31st. If you have not received a circular letter, writes us at once, it will pay you.

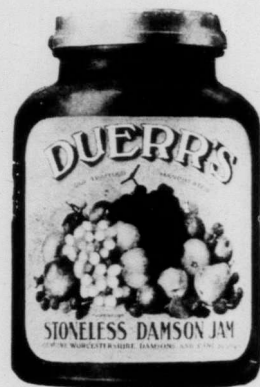


Snider's Tomato Catsup
Salad Dressing
Chili Sauce
Oyster Cocktail
Tomato Soup, Pork & Beans



Duerr's Jam

**"The Jam with
the Fresh Fruit
Flavor"**



**"Needs no Advertising
Quality
Sells It"**

NOTE:— The Strawberry Crop in England has been a failure, so to avoid disappointment get your orders in early, as we have only a limited supply to offer.

MacLaren Imperial Cheese Co., Ltd.

OFFICES: NEW YORK CHICAGO DETROIT MONTREAL TORONTO
FACTORIES: WELLESLEY, ONT. WOODSTOCK, ONT. BANCROFT, MICH.

is s
pala
and
sum
the

Fine
whe
Mac
factu
of fl
tooth
prod

Nouris

Fr
man
of Co
Its
super
at on

"STOWER'S"
LIME JUICE CORDIAL

is sweetened to suit the most fastidious palates. No hunting for sugar. Add Water and you have the best and most wholesome summer drink. Has no musty flavor—it is the kind your customers will like.

CONDOU'S

Macaroni, Vermicelli, etc.

Finest Taganrog Russian Wheat—the only wheat from which the finest quality of Macaroni can be made, is used in the manufacture of the Condou products. The richness of flavor and tenderness make them most toothsome and satisfying. Genuine French products made by Felix Condou.

Nourishing, Palatable Coco Fruitine *Vegetable Butter*

From the view-point of economy alone, a woman will be interested to investigate the merits of Coco Fruitine in her cooking and pastry.

Its purity, rich, delicate flavor and evident superiority to butter, oil or lard, commend it at once to the economizing housewife.

Arthur P. Tippet
& Company

Agents

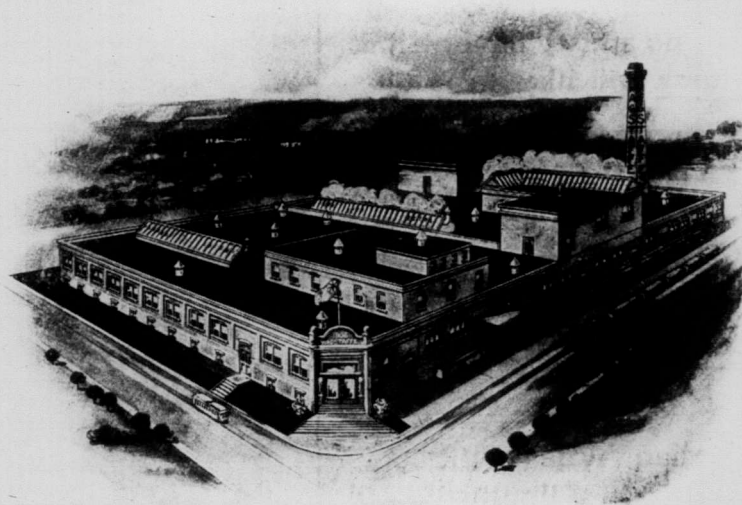
Montreal

Toronto

WAGSTAFFE'S

Fine Old English

Prepared
in
Copper Kettles
boiled
in
Silver
Pans



Packed
in
Gold
Lined
Pails

FINEST FRUIT PRESERVING PLANT
IN CANADA

Pure Jams 1912, Raspberry, Black Currant,
Red Currant Jelly, Black Currant Jelly,
Raspberry and Gooseberry, and
Red Currant Jam, etc.

ALL READY FOR DELIVERY

WAGSTAFFE LIMITED

Pure Fruit Preservers

Hamilton

- - - -

Ontario



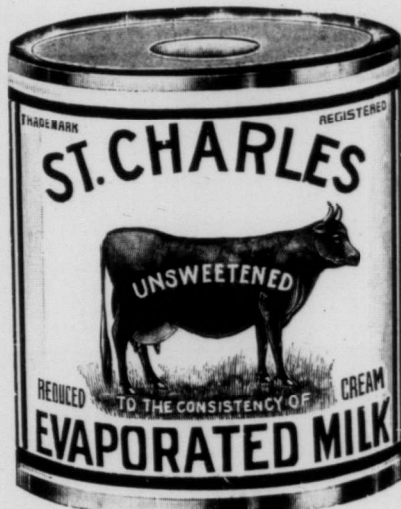
The Original

Borden's Products

have their own distinct following. People who know good things, use good things, demand good things, are the people who will deal with you if you handle

EAGLE BRAND

Condensed Milk



Unsweetened

St. CHARLES BRAND

Evaporated Milk

REINDEER BRAND

Condensed Coffee

The mere "say so" to your customers that you have these goods places you in high standing with your trade and results in many sales.

Borden Milk Co., Limited

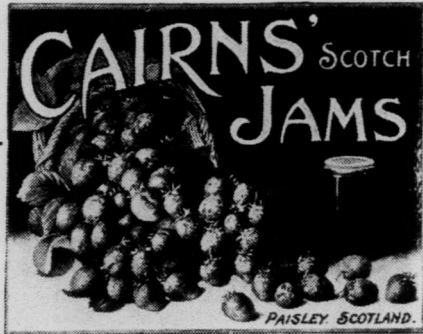
"Leaders of Quality"

MONTREAL

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



The Best that Science Can Produce



**THE ROYAL HOUSEHOLD
AND
YOUR BEST CUSTOMERS**

appreciate the highest quality in fruit products. Royalty has picked on **Cairns' High-Grade Products**—and it is to the advantage of every wide-awake dealer to sell his customers the Cairns' lines.

Cairns' jams, jellies and marmalades are "real Scotch"—the purest that can be made.



We have supplied the table of Their Late Majesties Queen Victoria and King Edward, and are now catering to King George V. by special command.

**Alexander Cairns & Sons
PAISLEY, SCOTLAND**

Canadian Agents: SNOWDON & EBBITT, Montreal, Que.



"CANADA FIRST"

Canada First Milk is so popular that factory is weeks behind with orders. While Canadian patriotism impels customers to demand



"Canada First" Milk, they have the guarantee that the quality is also Canada(s) First.

Canada First Milk is three times richer in butter fat and solids than ordinary fresh milk. It is supplied either sweetened or unsweetened and in all sizes, from the Baby size for the small family, to the large size for the Hotel use.

**The Aylmer Condensed
Milk Co., Limited**

AYLMER

ONTARIO

Are You a Good Buyer?

IF SO:—

If White Beans cost \$1.80 per bushel and Simcoe Baked Beans, family size, cost 95c. per dozen, how much should Simcoe Baked Beans, family size, cost when White Beans cost \$3 per bushel?

But never mind figuring it out ---At present, **they still cost you the same price**, because, Factory bought the Beans around \$1.80 and **we are willing to give you the benefit.**

Act promptly or you may be too late.

Feature the family size, **“A larger tin at a smaller price.”**

DOMINION CANNERS LIMITED

HAMILTON - ONTARIO



Branches:

7 Front Street East, Toronto.
156 Lombard Street, Winnipeg.
322-6 Ninth Ave. W., Calgary, Alta.

T. H. ESTABROOKS CO., LIMITED
St. John, N.B.

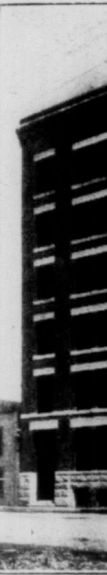
TO USE BAR SOAP
Is a Policy of the Housewife

and for this there are various good reasons—it lasts longer—gives better satisfaction and is more economical than cake soap. Therefore the policy of the dealer should be to give them the soap that has stood the test, the soap that gives all round satisfaction which they will ask for when they buy again—these qualities are all combined together with a liberal profit in the popular

N.P. BAR SOAP

David Morton & Sons, Limited
Victor Soap Works ***HAMILTON, ONTARIO***

TE



WINN



SASKA



CALG

THE CANADIAN GROCER

TEES & PERSSE LIMITED

ESTABLISHED 1884

**Manufacturers' Agents
and Warehousemen**

— IF —

we assist in the distribu-
tion of

- Eddy's Matches**
- Tuckett's Cigars**
- St. Lawrence Starch**
- Bee Hive Syrup**
- Gold Dust Washing Powder**
- St. Lawrence Sugar**
- Sunlight Soap**
- Holbrook's Sauces**
- Upton's Jams**
- Brigger's Jams**
- Cow Brand Soda**
- Tanglefoot Fly Paper**
- Cox's Gelatine**

There is a Reason!

and you also need us as your
representatives in Western
Canada. We have warehouses
at all principal distributing
points.

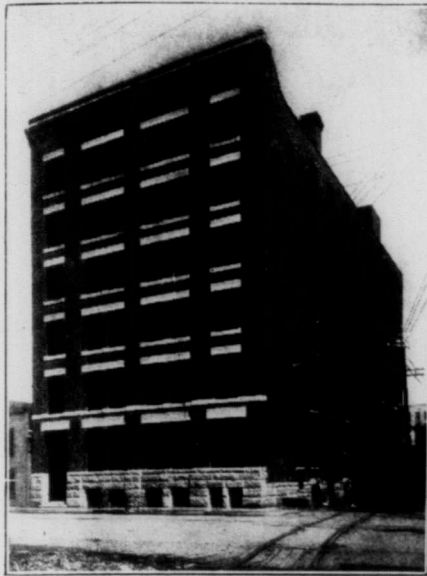
AGENCIES SOLICITED

Address

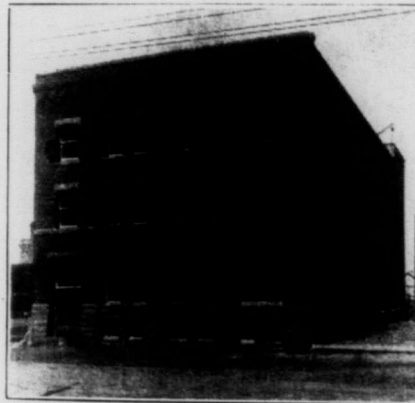
**TEES & PERSSE LIMITED
WINNIPEG**

**TEES & PERSSE OF ALBERTA
LIMITED, CALGARY**

**"From the Great Lakes to
the Rockies."**



WINNIPEG WAREHOUSE



SASKATOON WAREHOUSE



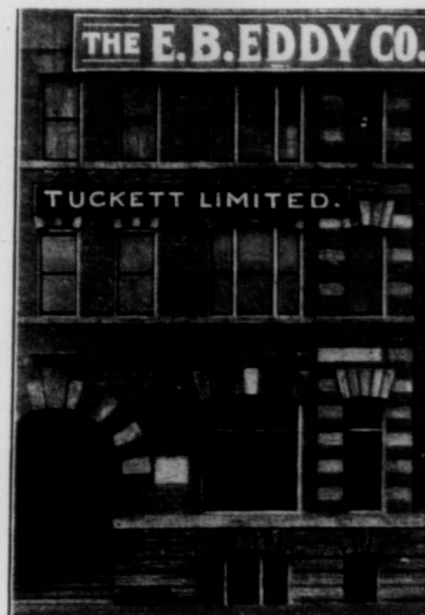
CALGARY WAREHOUSE



REGINA WAREHOUSE



MOOSE JAW WAREHOUSE



EDMONTON WAREHOUSE

GROCCERS and TEA DEALERS

IT IS SAID THAT THERE IS NOTHING new under the sun! Maybe not—ANYWAY—the combination of standard BLENDS we are offering to the TRADE, and **THE TRADE ONLY**, are entirely new. They are trade winners and money makers.

THE SALES ARE increasing rapidly and consistently.

Once you make a start selling these fine, rich, juicy teas you will secure in a very short time the cream of the tea business in your town or city.

It is hopeless to try and hold your customers with straight teas.

Our guarantee holds good.

Samples Free per Mail Upon Request.

Those that are taking our advice are building up a sure tea business.

SEND US A TRIAL ORDER

2

3

4

A

B

C

EBY-BLAIN, LIMITED

TEA Blenders To The TRADE

TORONTO

BU

Am

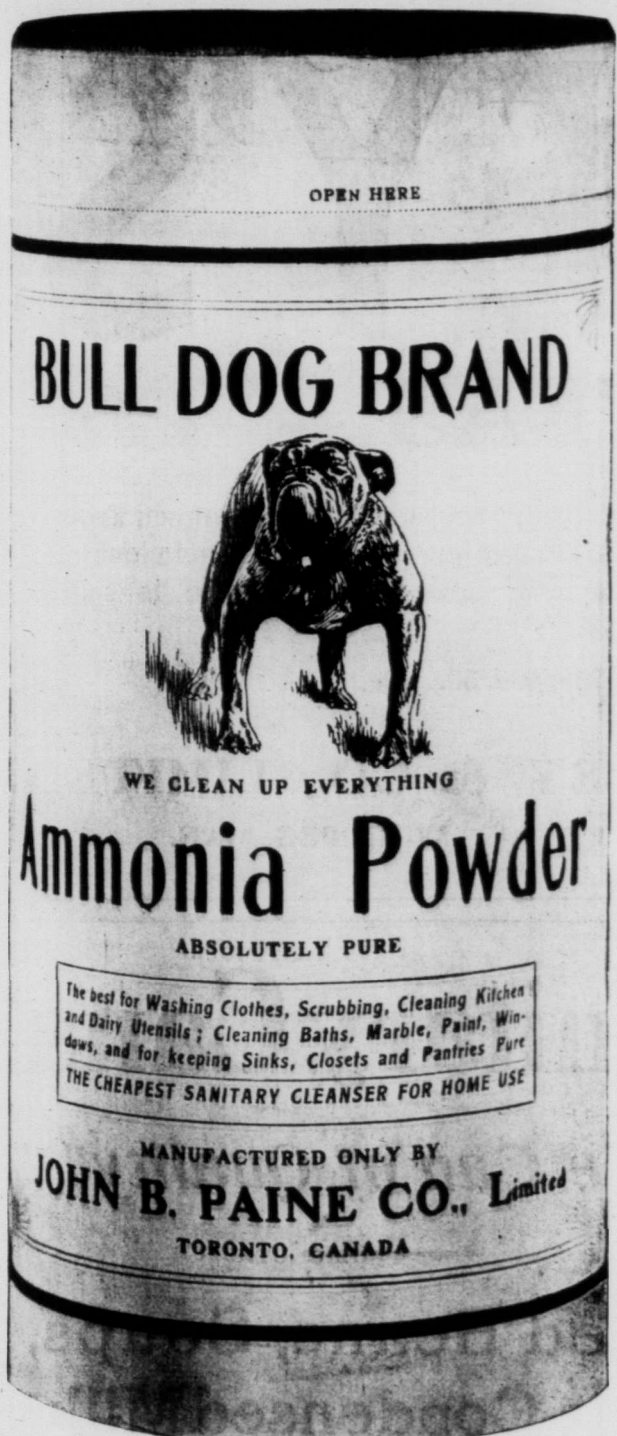
The
and D
dows,
THE

JOH

BUI
BUI
BUI
BUI
BUI

THE

AGENTS:
Co., St. Joh
Brokerage
Lloyd Loc



**BULL DOG AMMONIA POWDER
 BULL DOG CHLORIDE OF LIME
 BULL DOG BORAX
 BULL DOG LIQUID BLUEING
 BULL DOG LIQUID AMMONIA**

Manufactured by
**THE JOHN B. PAINE CO., LIMITED
 TORONTO**

AGENTS: J. W. Gorham & Co., Halifax, N.S. W. S. Clawson & Co., St. John, N.B. W. and F. P. Currie, Montreal, Que. Marshall Brokerage Co., London, Ont. Dodd & Reid, Saskatoon, Sask. W. Lloyd Lock & Company, Winnipeg, Calgary and Vancouver, B.C.



JAMS

**Strawberry,
 Raspberry,**

**Black Currant,
 Etc., Etc.**

Every sample of E. D. S. Fruit Jams have been found genuine and as pure as jam can be made. The choicest fruits grown in Ontario, sugar and spring water. No preservatives, no artificial coloring, no glucose. After exhaustive tests the Government has found them to be absolutely unadulterated.

The dealer protects himself and his customers by handling this high quality and extensively advertised line.

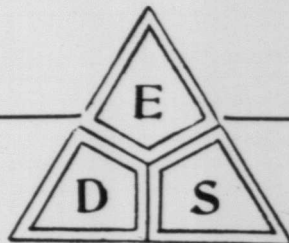
Get in line with the wise ones and feature the E. D. S. Brand.

Made only by

E. D. SMITH

WINONA :: ONT.

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



When it Comes to Tea the Grocer Who Knows, Stocks—

TETLEY'S

TEAS



Look for the elephant on every package—the guarantee of quality and excellence.

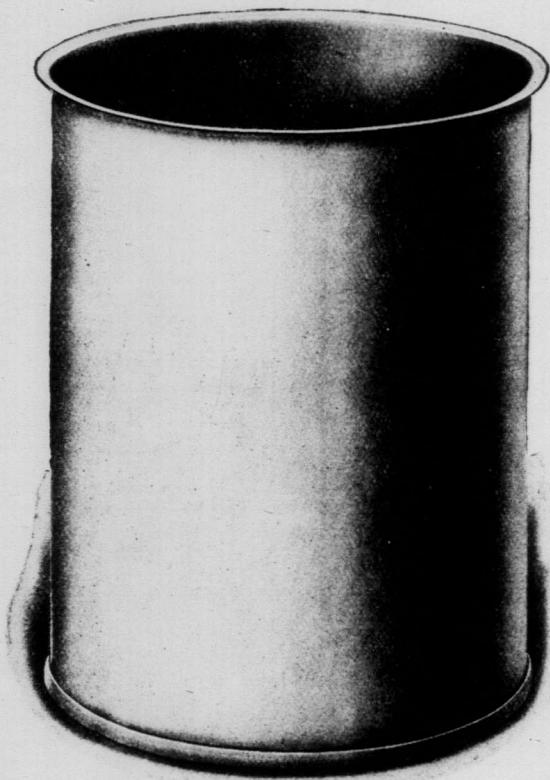
Beware of imitations.

The superiority is unquestioned. Since particular women from coast to coast call Tetley's Tea the purest and most delicious of all teas, the reason for the wise grocer's preference is self-evident.

Put up to retail at \$1.00, 75c, 60c, 50c, 40c.



JOSEPH TETLEY & CO., LIMITED

110 JAMES STREET - WINNIPEG, MAN.



Sanitary Cans

"The Can of Quality"

Baked Beans, Soups,
Meats, Condensed Milk,
Evaporated Milk  

Sanitary Can Co., Ltd.,

NIAGARA FALLS, ONT.



5 Cases at\$4.15
with 20 bars Naptha free.

10 Cases at\$4.05
with 40 bars Naptha free.

25 Cases at\$4.05
with 150 bars Naptha free,

FREIGHT PREPAID

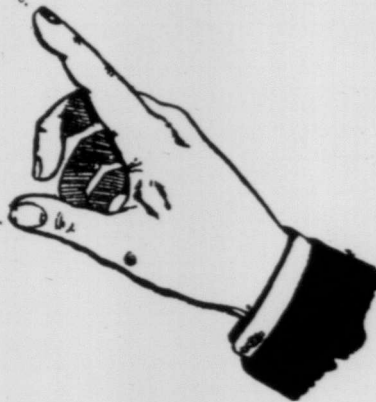
Net 30 days. 1% Cash.
Assorted or otherwise.



The best 5c. line with an extra good margin of profit.

Tell your customers that "Quick-Naptha" can be used for every purpose with cold, hot or boiling water as preferred.

A fifty-year-old favorite—Quality counts.



Every Household Has Use for Arrowroot!

Day by day hundreds of people are learning the wonderful food properties of St. Vincent Arrowroot. Large manufacturers of biscuits and chocolates find that their products which contain this popular food are the choice of consumers.

ST. VINCENT ARROWROOT

can be made up into so many and so delightful dishes that its popularity is easily explained. Medical science is loud in its praises of St. Vincent Arrowroot as a dish for infants and invalids, because it is so strengthening and easily digested.

You have but to acquaint your trade, Mr. Grocer, with the fact that you have St. Vincent Arrowroot and you can be sure of a steady sale. There's good money in it, too.

Write the Secretary for information and samples.

ST. VINCENT ARROWROOT GROWERS' AND EXPORTERS' ASS'N

KINGSTOWN, ST. VINCENT, B.W.I.

AGENTS: Wallace Anderson, 49 Wellington Street, Toronto. L. H. Millen, Hamilton, Canada

White MALT

CANADIAN AGENTS:

W. L. Mackenzie & Co.,
306 Ross Avenue, Winnipeg

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

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

Standard Brokerage Co., 1640 First
Avenue, West, Vancouver, B.C.

W. L. Mackenzie & Co.,
606a Centre St., Calgary

Cottell's VINEGAR

- ¶ Is the Vinegar to build up a permanent, increasing and profitable trade
 - ¶ Its delicious flavour and aroma distinguish it from all others.
 - ¶ It is equally good for pickling, salads and table use.
 - ¶ It is guaranteed full strength,
- in short, it is the Vinegar which will pay you best to handle

Write us to-day and let us sample and quote you.

WHITE, COTTELL & CO., - CAMBERWELL, LONDON, ENG.

CASTILE SOAP



"LA VIERGE"

**The Virgin Brand
EXTRA SUPERIOR QUALITY**

The Standard Castile Soap of Marseille

Daily output about 100,000 lbs.

CAUTION:—Other castile soaps are offered on the market closely resembling the VIRGIN BRAND. Insist on the genuine, stamped: "LA VIERGE"—"FELIX EYDOUX"—Marseille.

LAW, YOUNG & CO., Montreal

SOLE AGENTS FOR CANADA



Sells Well the year round

Hundreds of people in your locality are holiday - making at

this season of the year, and the provisions they need are those that give most energy, those that make meals easiest to prepare, and which leave most leisure for enjoyment.

Bovril is the popular choice, for a simple bouillon is made in a minute and Bovril sandwiches, which are a real delicacy, are no trouble to prepare. All gravies, stews, etc., are much improved by a little Bovril.

BOVRIL LIMITED, Montreal, Que.

Place Two or Three Bottles on Your Counter



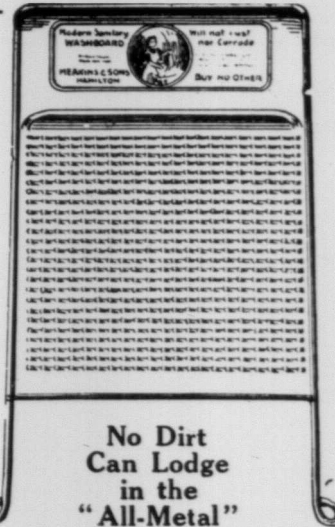
Said an enterprising grocer to us: "While I make it a rule to keep my counters as free from goods as possible, so that customers can be waited on more easily, still I've found it a good plan to place two or three bottles of

Shirriff's True Vanilla

on the counters. The counters being free from other goods, the attention of customers is attracted directly to Shirriff's True Vanilla. A large percentage of them take a bottle up in their hands, or make some remark about extracts, or ask a question about Shirriff's. This gives me the opportunity to tell the advantages of using a real vanilla extract like Shirriff's, and I seldom fail to make the sale."

On request, we will be pleased to send you a list of selling points that have been found effective in promoting the retail sales of Shirriff's True Vanilla.

Imperial Extract Co.
TORONTO, ONT.



Opportunity is Before You

Your opportunity for selling washboards lies in the "all-metal" kind. The housewife is quick to see its advantages, and big sales are assured.

The Meakins' Sanitary Washboards

have no joints or wooden parts to catch and hold the dirt or germs, which means it is sanitary.

Meakins' Sanitary Washboards are built on scientific principles. They are made in one piece, and will last twice as long as the old-fashioned wooden boards. It will pay you well to stock.

MEAKINS & SONS
Hamilton, - Ontario

DRIED FRUIT OF QUALITY

This Mark



**on every Box
Insures the Best**

Place Order Now for
Fall Delivery
All First-class Jobbers Handle

WHITE SWAN

YEAST CAKES

are the most reliable and satisfactory yeast cakes on sale in Canada. Your customers will not complain of poor results if you supply this brand.

**ORDER FROM
YOUR WHOLESALER**

**White Swan Spices & Cereals,
LIMITED
Sole Distributors - TORONTO**

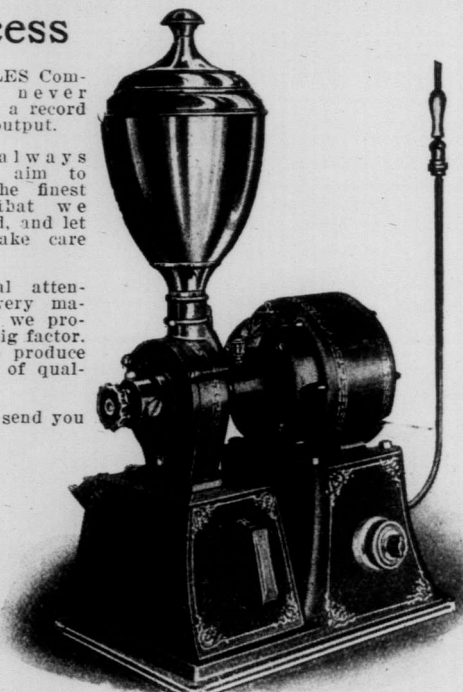
One Factor in COLES' Success

The COLES Company has never striven for a record breaking output.

It has always been our aim to produce the finest machine that we could build, and let quantity take care of itself.

Individual attention to every machine that we produce is a big factor. It pays to produce a machine of quality.

Shall we send you catalogue?



COLES MFG. CO., Philadelphia, Pa.

AGENTS—Chase & Sanborn, Montreal; The Codville Co., Winnipeg; Eby, Blain, Limited, Toronto; James Turner & Co., Hamilton, Ontario; Kelly, Douglas & Co., Vancouver, B.C.; L. T. Mewburne & Co., Calgary, Alta.

2 ————— **2**

The everywhere advertised, thoroughly reliable and quick-selling shoe polish is **2 in 1**. It will polish wet or oily shoes, contains no turpentine and will not soil clothes. **2 in 1** makes satisfied customers and good customers.

**THE F. F. DALLEY CO.
LIMITED**

2 Hamilton, Canada **2** Buffalo, U.S.A. **2**

Tartan BRAND

THE SIGN OF PURITY

TEAS, COFFEES, SPICES, EXTRACTS,
BAKING POWDER,
JELLY POWDER, SOAP.

Canned Vegetables, Fruits and Salmon, Syrup, Etc.

All goods branded "TARTAN" ensures the handler
of the first quality, every package guaranteed.

'Phone Numbers—462 Long Distance. Free to Buyers. 3595, 3596, 3597,
3598 Order 'Phones. 748 Shipping Office.

All orders shipped same day as received.

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



Your stock is not complete without

SYMINGTON'S COFFEE ESSENCE

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

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

Thos. Symington & Co., Edinburgh and London

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

MR. GROCER!

Don't let the hot weather interfere with profits.
Investigate the merits of the new

"WALKER" Refrigerator Counter

IT is just what you need for the economical handling
of cooked meats, fancy dairy goods, fresh fruit, vege-
tables and seasonable delicacies.

IT combines perfect sanitation with economical refrig-
eration, and so temptingly displays your goods that cus-
tomers will crowd around this counter to buy.

IT will boost your sales, win public confidence,
individualize your store, and quickly pay for itself in
a saving of waste alone.

Let us tell you more about it. Drop us a card for par-
ticulars and we will immediately get in touch with you.
We manufacture the best in modern grocery fixtures—
"Walker Bins."

Write for Illustrated Catalogue and Estimates.

Walker Bin & Store Fixture Co.
LIMITED

REPRESENTATIVES.—

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

Berlin, Ontario



CLUB HOUSE QUEEN OLIVES

ARE EXTRA SELECT
STOCK.

Only finest Seville Olives
are packed in brine made
from our own pure Artesian
water. Your select trade
demand this brand.

Gorman, Eckert & Co.
LIMITED

London, Ont.

Winnipeg, Man.



St. Lawrence

Granulated

The "last word" of the refiner's art and science

Flies Are Thickest Right Now



Promote the sale of Wonder Fly-Killer, it will prove its merits every time, and your customers will make widely known its effectiveness and insure for you good sales this and following years. It will last the entire season.

Dominion Agent: **Joseph R. Wilson** 204 Stair Bldg. TORONTO

SALT

Rice's Table Salt is ALWAYS PURE

Give your customers a good article. Rice's Table Salt—the salt in the neat package—will increase your returns and bring you a steady trade.

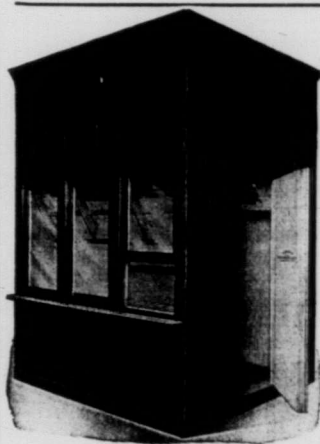
Rice's Salt for table, dairy and general use is a good seller, and always reliable. Write us for prices.

THE NORTH AMERICAN CHEMICAL CO. Ltd., Clinton, Ont.

Eureka Canada's Sanitary Refrigerator

THE GREATEST

Dry air circulating Refrigerator of the age.



This is the Refrigerator that has become famous from Coast to Coast.

More of them are used by Butchers than all other patented Refrigerators combined in Canada.

Made all sizes and prices for every purpose.

WRITE FOR CATALOGUE AND PRICES

Eureka Refrigerator Co., Ltd. 54 NOBLE STREET TORONTO

Montreal Representative **JAMES RUTLEDGE** Telephone St. Louis 3076

Distributing Agents, **WALTER WOODS & CO.,** Winnipeg

Agents at Fort William, Hamilton, Calgary, Moose Jaw, Saskatoon

"STRIKE ONE"

the flame is there (not with the head or one-half on the floor.)

THE DOMINION MATCH

is as silent and sure as the "Egyptian Pyramids." The heads stay on and the stems do not break.

This is a staple line that pays the dealer to feature.

DOMINION MATCH CO., LIMITED

DESERONTO, ONTARIO

Or The Canada Brokerage Company, Limited, Toronto, Ont.; The A. Macdonald Co., Winnipeg, Man.; Snowdon & Ebbitt, Montreal, Que.; J. B. Renaud & Co., Quebec, Que.; J. A. Tilton, St. John, N.B.; J. W. Gorham & Co., Halifax, N.S.



NEW CROP JAPAN TEAS

(ON THE SPOT)

FURUYA & NISHIMURA

NEW YORK

CHICAGO

MONTREAL

JAPAN

**You
Can't
Go
Wrong**



by recommending and promoting the sale of LAURENTIA MILK. Being perfectly sterilized and having passed through the mechanical process of homogenization, the cream loses its power of rising and separating itself from the mass of liquid, consequently

it is possible to preserve the milk in its natural state in any temperature excepting frost. It is the milk people are looking for during the hot weather. Put up in bottles of the various measures.

Send for prices and descriptive literature.

Laurentia Milk Co., Limited

371 Queen St. West,
Toronto, Ont.



Scotch Marmalade

Made from Seville oranges
and pure refined sugar
by

**JOHN GRAY & CO.,
LIMITED
GLASGOW**

Contains neither Glucose
nor preservatives.

Prices and Samples from:

Maritime Provinces, Quebec, Manitoba, Saskatchewan and Alberta, W. H. Dunn 396 St. Paul Street, Montreal; Toronto, Lind Brokerage Co., 73 Front St. East; Ottawa, E. M. Lerner & Sons, 11 York St.; British Columbia and Yukon, Kirkland & Rose, 312 Water St., Vancouver.

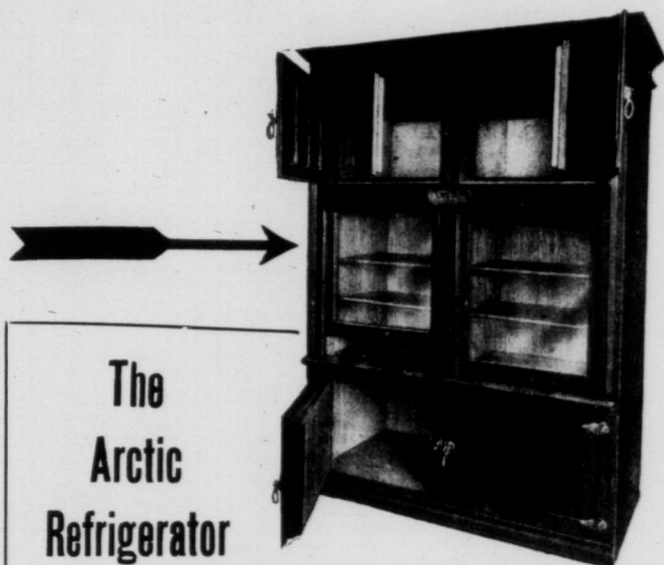
Not an Enterprise for the "Quitter"

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

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

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

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



The Arctic Refrigerator

is the most scientifically constructed refrigerator on the market. It is built on the principle of coldest dry air circulation with a minimum amount of ice. It, therefore, is absolutely sanitary and very economical. The exterior finish is handsome. It will be a credit to any store. get our 1912 Catalog.

Representatives in the West:
J. D. Brack & Company, Winnipeg, Manitoba.
Donnelly, Watson & Brown, Calgary, Alta.

John Hillock & Co., Limited
TORONTO, ONT.

Live Agents Wanted

We are open to consider applications from live manufacturers' agents to represent us in Ontario and elsewhere. We are manufacturers of

KING BRAND JAMS

(Splendid Compound)

and can offer responsible firms a first-class proposition.

Write immediately.

Labrecque & Pellerin

119 St. Timothee Street
Montreal

SYMINGTON'S

SOUPS

W SYMINGTON & CO LTD MARKET HARBOUR 146
Export Agents: 1, 2, 3, 4, 5, 6, 7, 8, 9, 10, 11, 12, 13, 14, 15, 16, 17, 18, 19, 20, 21, 22, 23, 24, 25, 26, 27, 28, 29, 30, 31, 32, 33, 34, 35, 36, 37, 38, 39, 40, 41, 42, 43, 44, 45, 46, 47, 48, 49, 50, 51, 52, 53, 54, 55, 56, 57, 58, 59, 60, 61, 62, 63, 64, 65, 66, 67, 68, 69, 70, 71, 72, 73, 74, 75, 76, 77, 78, 79, 80, 81, 82, 83, 84, 85, 86, 87, 88, 89, 90, 91, 92, 93, 94, 95, 96, 97, 98, 99, 100

Send for Samples.

Write for "Profits."

MONEY-MAKING

Of course you are in business to "make money" —that's so, isn't it? Well, then, write at once for our campaign profit plan. We are going to give the wide-awake grocers the money that other firms divide among the magazines, newspapers, etc.

Be sure you get

SYMINGTON'S

Send a postal or letter to the nearest agent.

- OPPENHEIMER BROS., 25 Pender Street, Vancouver.
- H. ENIDA OLIVE CO., LTD., 320 8th Ave., Calgary.
- SCOTT, BATHGATE & CO., Notre Dame St., Winnipeg.
- R. J. DONAGHY, Masonic Building, London, Ontario.
- FREDERICK E. ROBSON & CO., 25 Front St. E., Toronto.

GOLD SPRINGS LEMONADE

AND

CLUB HEALTH SALTS

Are two leading summer trade lines.

Practically all leading grocers stock them. Those who don't are missing something good.

S. H. Ewing & Sons

96-104 King St., MONTREAL 20½ Front St., TORONTO

Manufacturers' Agents and Brokers' Directory

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

WESTERN PROVINCES.

ESCOTT & HARMER
Successors to W. H. ESCOTT CO.

WHOLESALE GROCERY
BROKERS, COMMISSION MERCHANTS and MANUFACTURERS' AGENTS

OFFICES:-
Winnipeg, Regina, Calgary,
and Edmonton

WATSON & TRUESDALE

Wholesale Commission Brokers and
Manufacturers' Agents
WINNPEG MAN.
Domestic and Foreign Agencies
Solicited.

H. G. SPURGEON
WINNIEPEG

Wholesale Broker and Manufacturers' Agent
Canadian, British and Foreign Agencies
Solicited.
230 Chambers of Commerce.
P.O. Box 1812.

The J. J. TOMLINSON CO.
WINNIEPEG

Wholesale Grocery Brokers.
Office and Track Warehouse,
92 Alexander St. E.
Correspondence solicited on domestic
and foreign lines.

FRANK H. WILEY

MANUFACTURERS' AGENT
and
IMPORTER
757 Henry Ave., WINNIEPEG

The TURNBULL Company

DIRECT IMPORTERS OF
GROCER SPECIALTIES.
Open for additional first-class lines.
179 Bannatyne Ave. East. Winnipeg

WESTERN DISTRIBUTORS LIMITED

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

WESTERN PROVINCES—Continued.

G. C. WARREN

Box 1036, Regina
IMPORTER, WHOLESALE
BROKER and MANUFACTURERS'
AGENT
Trade Established 12 Years.
Domestic & Foreign Agencies Solicited.

DISTRIBUTORS, LIMITED

P. O. Drawer 99
EDMONTON, ALBERTA.
Manufacturers' Agents, Commission
Merchants, Warehousemen.
Track connection with all Railroads.

RUTTAN & CHIPMAN

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

THE WESTERN BROKERAGE & MANUFACTURER'S DISTRIBUTING CO.

Commission Brokers, Customs Brokers
and Manufacturers Agents, Shipments
stored and distributed, Bonded warehouse
in connection. Your business
solicited.
222 Ninth Ave. West - Calgary, Alta.

ONTARIO.

W. H. MILLMAN & SONS

Wholesale Grocery Brokers
Toronto

W. G. PATRICK & CO.

Manufacturers' Agents
and
Importers
77 York St. - Toronto

W. G. A. LAMBE & CO.

TORONTO
Grocery Brokers and Agents.
Established 1885.

ONTARIO—Continued.

MacLaren Imperial Cheese

Co. Limited
DEPARTMENT AGENCY
Agents for Grocers' Specialties and Wholesale Grocery Brokers
TORONTO, Ont. DETROIT, Mich.

Secure our prices for

Fine FILIATRA CURRANTS,
Greek cleaned, in half cases,
before purchasing
LIND BROKERAGE CO.
49 Wellington St. East - Toronto

STORAGE IN OTTAWA

Modern Fireproof Warehouses
Direct Connection All Railways
Write for Low Rates
Dominion Warehousing Co.
46-52 Nicholas St., - Ottawa

LONDON.

**THE MARSHALL
BROKERAGE COMPANY**

67 Dundas St., LONDON, ONT.
Wholesale Grocery Brokers. Fully
equipped to act as agents for British,
American and Canadian grocery
lines. WRITE US.

MARITIME PROVINCES.

H. R. SILVER, LTD.

MANUFACTURERS' AGENTS
AND GROCERY BROKERS.
HALIFAX NOVA SCOTIA
First-class frost-proof storage facilities.
Correspondence solicited on Domestic
and Foreign lines.

W. S. CLAWSON & CO.

Manufacturers Agents and
Grocery Brokers
Warehousemen
ST. JOHN, N. B.
Open for a few more first-class lines.

C. E. CREIGHTON & SON

Brokers and Commission Merchants,
Manufacturers' and Millers' Agents,
HALIFAX, NOVA SCOTIA.
Domestic and Foreign Agencies Solicited.

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.

Manufacturers' Agents and Brokers' Directory

(Continued.)

BRITISH COLUMBIA.

McLEOD & CLARKSON

Manufacturers' Agents and Wholesale Commission Agents

552-6 Cambie St., Vancouver, B.C.

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

O. E. Robinson & Co.

Manufacturers and Buyers of Dried, Evaporated and Canned Apples.

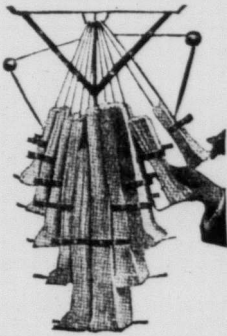
Ingersoll, - - - - - Ontario

Established 1886.



Common Sense
It dries them up
KILLS { Roaches and Bed-Bugs
Rats and Mice

All Dealers and 381 Queen St. W., Toronto, Ont.
Dealers find Common Sense a very good seller, for the reason that it gives general satisfaction and each customer tells others about same. Write for prices.



The **BROWN** is the only convenient Bag Holder

Occupies no counter space. The bags are held in position by gravity—no perforation of bags necessary. Handy, Saves Time. Will last a lifetime. For sale by jobbers everywhere. Ask your jobber or write

The Brown Mfg. Co.
Creston, Iowa, U.S.A.

WANTED

Finest full cream September Cheese 1911 make, (old). Holders of same will please mail sample and quote. White preferred.

M. W. COLEMAN, Grocer
98 Du Pont St., Quebec

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

QUEBEC.

L. EMILE GABOURY

Manufacturers' Agent and Commission Merchant
235 St. John St., QUEBEC, CAN.
Correspondence solicited with brokers or manufacturers looking for a reliable representative. Can furnish best of references.

L. H. MAJOR and J. SOUBLIERE, Limited

Wholesale Brokers and Manufacturers' Agents
Canadian, British and Foreign Agencies Solicited
Sussex Street, Ottawa, Canada

Every merchant who handles—

Mathieu's Nervine Powders



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

is a specific in all forms of colds.

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

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

THE COCOA OF HIGHEST FOOD VALUE

THE IDEAL BREAKFAST AND SUPPER BEVERAGE FOR ALL WEATHERS.

EPPS'S

Agrees with everybody forming one of the most digestible and nourishing articles of diet known.

GRATEFUL AND COMFORTING

CHILDREN THRIVE ON EPPS'S

Epps's Milk Chocolate

melts in the mouth with a delightful smoothness and a lingering delicacy of flavor.

Special Agents: **WILLSON & JWARDEN**, Toronto. Manitoba: **BUCHANAN & GORDON**, Winnipeg
FORBES & NADEAU, Montreal **J. W. GORHAM & CO.** Halifax, N.S. **C. A. MUNRO**, St. John, N.B.

KEEP POSTED ON SUGAR

Having been identified with Sugar for the past thirty years, and being in constant touch with all sections of this country and foreign markets, we are in the best possible position to keep you posted by mail and wire of any actual or contemplated changes and general gossip of the markets. Some of the largest concerns are subscribers, and we should like to place our proposition before you. For further information write

SMITH & SCHIPPER CO., 138 Front Street, New York

When writing advertisers kindly mention this paper.

Buyers' Guide

There's Money in Tobacco.

Why not put in a small supply of the best leaf? You'll find a sale for it.

Pure Canadian Leaf
Cigars of all kinds
Pipes a specialty.

J. A. FOREST, 189 Amherst - Montreal

Paper Bags Wrapping Paper

If you want the best at the best price, then we have it. We pay special attention to these lines, and can surely satisfy you. Write

COUVRETTE & SAURIOL - Montreal

GRAMOPHONE RECORDS, 10c.

Are you tired of yours? Then let me exchange them. Send 10 Records and \$1.00 and I will forward 10 different ones of same value.

V. de la RONDE
14-16 McGill College Ave., - Montreal

GET YOUR SHARE.

Auto-Roach Killer

has made good as a trade puller. We guarantee the goods, otherwise money back. Just drop us a line and we'll tell you more. Bugs cannot live when "Auto" is used.

The Auto-Roach Killer Co. - Montreal.

Favorite Stove Polish

is the favorite in many homes. We are perfectly sure of its value, and it deserves a trial. Agents, write.

UNCLE SAM DRESSING CO.,
Montreal

McDOUGALL

Insist upon having them
D. McDOUGALL & CO. Ltd., Glasgow, Scotland

CLAY PIPES

If you are looking for trade with Irish merchants there is one paper that can put you in touch with buyers, and that is the

**Irish Grocer, Drug, Provision
and General Trades' Journal**
10 Garfield Chambers, Belfast, Ireland

COFFEE

You can't build a profitable coffee trade buying any old thing offered to you. For quality and value insist on

COMTE'S COFFEES
Main 4947, 144 ST. URBAIN, MONTREAL.

VOL-PEEK

Tell the housewife not to throw away her pots and pans. Vol-Peek will mend them sure. She'll be highly pleased.

100% Clear Profit For You.

Can you think of any better proposition? Let's send you specimen of neat counter stand. Agents, write.

H. NAGLE & CO. - - - Montreal

Our Confectionery Specialty

SULTANA (Brand) TURKISH DELIGHT

is surely a winner. Deliciously tasty. A big seller. Needs no introduction. Packed in wooden boxes. Write

ORIENTAL PRODUCE CO. - Montreal
Ontario Agents:

MacLaren Imperial Cheese Co. Ltd, Toronto

OLYMPIA AND BEN BEY CIGARS

Ed. Youngheart & Co., Limited
Montreal, P.Q.

Pickles and Catsup

are now coming into the limelight. Don't you want a line which will be bound to please every one of your customers? Certainly you do, so you can't do better than give us a call.

H. BOURQUE & SON - - - Montreal.

Sanola Disinfecting Fluid.

Domophone, a perfect cleanser.
Insecticide Fluid, the modern bug killer.
Green Sweeping Powder, the leader.
Don't overlook these lines. Write to-day.
MONTREAL GERMICIDE,
220 Colonial Ave., - - - Montreal

SUCHARD'S COCOA

You want Quality Cocoa all the time, Mr. Grocer. It will not pay you to sell a tin on which you cannot rely. We can prove beyond a doubt the high quality of Suchard's. Remember:-
Suchard's. Suchard's. Suchard's.
FRANK L. BENEDICT & CO., Montreal
Agents.

AGENTS

will find a good proposition awaiting them if they will only write us about

COOK'S PRIDE BAKING POWDER
CHINESE LIQUID BLUE
SISTER'S STARCH

H. F. PACAUD & CO. - - - Montreal

Store Fixtures

Haven't you room for another showcase? By giving us your order you can save money. Just bear in mind that we do "better work at the lower figure."

Showcases Showcases Showcases.

S. MEUNIER & FILS,
Pie IX. Ave., Maisonneuve, P.Q.

RIGA WATER

has a settling power all its own. Positively relieves constipation and all stomach troubles, and yet is a pleasant, sparkling beverage. Your customers should have it.

THE RIGA WATER CO. - Montreal

WE DO

Yes, we do guarantee the quality of our goods. If you are not satisfied with the **BISCUITS AND CONFECTIONERY** you are now handling, try ours, and "you'll see a difference." That's why we succeed.

THE AETNA BISCUIT CO., LTD., MONTREAL.

RATS IN THE WAREHOUSE, RATS IN THE HOME.

Nothing more troublesome. But EXO will drive them out. No more bother after use. Kills instantly. No odor. No dogs will touch it.

GIVE "EXO" A TRIAL.

EXTERMINO CHEMICAL CO.,
P. O. Box 774 - - - Montreal

Hand cleaner trade falling off?
Try Savol.

Savol

Want the larger tin at same price?
Try Savol.

Bound to please. Agents wanted.
SAVOL CO. - - - Montreal.

Write us for New Price List of

WINDSOR SALT

TORONTO SALT WORKS
TORONTO, ONT. GEO. J. CLIFF, Manager

A STEEL SECTIONAL BAKE OVEN

will bake your own goods and increase your GENERAL TRADE. You can have the best goods and obtain all the profit. No expressage or delivery charges for Bread, Rolls, etc. You can do what others are doing. Write for our Complete Catalogue.
BRANTFORD OVEN AND RACK CO., LTD., Brantford, Canada



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

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

12 CAR LOADS

Or 142,045 pounds, as much tea as is used in the cities of Kingston, Owen Sound and North Bay in one year, was the increase alone in the sales of

"SALADA"

Tea for July 1912 over July 1911.

It is gratifying to us to be able to make this further announcement of the ever increasing demand for "SALADA," particularly so when it means more business to thousands of Grocers. The quality of "SALADA" produces these results. It is the Tea which pays you to handle.

SALADA TEA COMPANY

TORONTO

MONTREAL

Canned California Asparagus

Car of new pack just arrived.

1s, tall, medium - - - to retail at **15c tin**
1s, square tips - - - " " " **25c tin**

2½s, square, medium green, medium and large white.

Write for prices—buy your season's requirements now when prices are low.

EBY-BLAIN, LIMITED

Wholesale Grocers

Toronto

A WORLD-WIDE WINNER



KEEN'S OXFORD BLUE

"KEEN'S" is a household word in every civilized country, and there's a regular demand for it that is unequalled by any other blue.

SEE TO YOUR STOCKS

For sale by all the Canadian Jobbing Trade.

Magor, Son & Co.,

403 ST. PAUL STREET, MONTREAL.
30 CHURCH STREET, TORONTO.

Agents for the Dominion of Canada.



Wherever There Are Children Benson's Prepared Corn Finds A Ready Sale

¶ Mothers know what delicious and nourishing summer dishes Benson's makes — rich custards, blanc mange, ice cream, etc. — that children love and thrive on.

¶ Mothers know that their children can

readily assimilate Benson's because of its extreme fineness and purity.

¶ Mothers invariably ask for Benson's when they want Corn Starch for their children. Therefore stock Benson's Prepared Corn. Every mother in your section will buy it.

YOUR ORDER WILL RECEIVE IMMEDIATE ATTENTION.

THE EDWARDSBURG STARCH CO.
LIMITED
MONTREAL—CARDINAL—TORONTO—BRANTFORD—VANCOUVER

AS

"Started ago." The firm no Robertson & west, Montr changes both eral get up career, no o full history yet space than an exp on the way to success.

Quality

"Found y service. Ne away any g lutely certai son for com ertson and c iple has p the most int

"Keep Y

" I set a as I am con self." and e strikes the around the s each clerk h an order fill so busy are do they wor the part of with every opener to t other stores



Fruit window shown by a Montreal dealer. Note the use of fancy baskets and show cards.

A Store Where Customers Do Not Wait

Service Made One of the Main Business Getting Features — Quality Goods Only are Pushed—Seasonable Window Displays Get Splendid Results as Silent Salesmen—Fancy Baskets Used to Show Fruit.

"Started in business over forty years ago." That John Robertson, head of the firm now doing business as John Robertson & Co., on St. Catherine St., west, Montreal, has seen a number of changes both in the city and in the general get up of goods during his business career, no one will doubt, and while a full history would prove interesting, yet space prohibits anything further than an expression of some of his ideas on the way to find the path that leads to success.

Quality and Service the Key.

"Found your business on quality and service. Never let your customer take away any goods unless you are absolutely certain that there can be no reason for complaint." So says Mr. Robertson and close adherence to this principle has placed him high up among the most influential grocers of Canada.

Keep Your Clerks on the Move.

"I set a good example to my clerks, as I am continuously on the hustle myself," and certainly the first thing that strikes the visitor is the bustle all around the store. One would think that each clerk had only two minutes to get an order filled and get it off by train, so busy are they always and so quickly do they work. Surely this anxiety on the part of employes to be on time with every order must prove an eye-opener to those who have patronized other stores and who have been kept

waiting unnecessarily long without being attended to.

Salesmanship at Its Highest.

Any manufacturer, placing a new line on the market, and who is assured of its quality may count on a fair share of business once he places it in the hands of John Robertson; for his experience of forty years and more has created in him a self-confidence which has developed fully the powers of salesmanship, and his clerks—they are salesmen, too, always anxious to add a few articles to the orders they receive.

A demand for any line is naturally appreciated by the retailer, but waiting on a demand is waste of time because, as our subject believes, the ball can be set rolling by a selling-introduction over the counter from men who have the confidence of their clientele.

The Window Thoroughly Valuable.

"The window itself can market goods," said Mr. Robertson, when reference was made to the illustration shown above. The splendid pulling power of his displays is reflected to no small degree in the daily receipts. What could be more appropriate for the warm weather than rich fruit as exhibited above and what strength was added to this window by that show card referring to the sick friend in the hospital. These little ideas form the perfect cogs of the business wheel.

Now it would seem that considerable time is spent on window dressing and

that one man's time is continuously occupied in this department. But, as The Grocer has always advocated, it is a splendid thing to work ahead, as far as displays are concerned. In other words, make up the window in your mind's eye as you work at the counter and then when time comes round for dressing same, you will be in a position to place the goods there in a minimum of time and produce the maximum results by putting a finishing touch to it later on.

Use of Fancy Fruit Baskets.

Special mention should be made to the use of fancy baskets in displaying fruit. They give an extra favorable appearance and should be utilized by more dealers than now have them. One of the show cards in this window reads: "Dainty and attractive baskets filled with seasonable fruits. Choose your basket and fruits. We do the rest." Such a card would undoubtedly get business for any grocer who has clean, solid, rich looking fruit displayed attractively in the window. Summer is still with us, but it is passing, and merchants should make the most of such lines as fruit when it is easiest to sell it.

One of the features of John Robertson & Son's display is its regularity. The fancy baskets appearing at either end are arranged somewhat similarly. They are connected up appropriately with the fruit in the centre.

Beginning Business With \$135 Capital

Newmarket, Ont., Dealer Who Commenced Business First With Pork Products—Bought Ten Ton Bacon at 6 Cents Once And Sold it at 13 Cents—Careful Student of the Markets—Methods He Believes to be Business Builders.

The self made man always inspires admiration. The man who starts in at the bottom of the ladder and mounts upward has more reason to be proud of his accomplishment than he who was up several rungs at the beginning. Thus we are always proud of the man who starts with little or no capital, and attains even a fair measure of financial independence.

Began on \$135 Capital.

It was twelve years ago that C. H. Knowles started in the grocery business in Newmarket, Ont., or at least he commenced what later developed into a grocery business. The capital on which he started amounted to only \$135, and that he has met with a fair share of success is shown by the fact that he now owns the building in which he does business and lives, and which he has just recently enlarged. Added to this a trade, which was of necessity on account of limited capital, small on the start has since developed into a business which runs close on \$2,000 per week.

With such a small capital, progress was of course slow at the start. At first he was a local transient trader, maintaining his store as headquarters. It was mainly pork products that were handled on the start, but gradually groceries were added and eventually peddling was given up and a grocery business commenced in real earnest in Newmarket.

One hundred and thirty-five dollars is a small amount with which to open up a business of any kind, especially when it is necessary to purchase a team of horses and wagon on the start. It requires fine financing to float a business on such a small capital. In this case the \$135 bought one horse and wagon. On the strength of his ownership of a horse and wagon, he was able to get another horse to complete the team on credit—for which he gave his note. It was on the strength of what he expected to do that his first small stock was purchased.

Progress Meant Hard Work.

Progress was slow—Mr. Knowles admits that, but it could not be otherwise under the circumstances. It has, however, been gradual, which shows that it was being built on a good, solid foundation. It has required a great deal of hand work—this, Mr. Knowles also admits. Those who would woo success must follow the same hard road.

Asked as to the chief things he considers have helped him to build up his business, Mr. Knowles enumerated good buying, good location, good goods, and good service. These four "goods" work for a strong combination.

Studies the Markets.

"One of the things I consider the most important," says Mr. Knowles, "is good buying. By following the markets closely, goods may be purchased at the best time. I find that I make a great deal through this item alone.

"I find the Canadian Grocer of great value in following the markets so as to buy at the right time," added Mr. Knowles.

"A great many grocers are afraid to take a chance. I am not afraid to buy when I think the purchase is going to turn out to my advantage," he continued. "The second year I was in business I made a good deal by not being afraid to buy when my judgment told me that the time was ripe."

Big Bacon Purchase.

"I purchased ten tons of long clear bacon at six cents per pound one time. This I was able to do by a fall in the market which I felt would come to retail at 13 cents per pound."

A good location is another point on which he lays stress. He selected a town that gave promise of progress, and the correctness of his judgment is shown by the fact that Newmarket has nearly doubled in size in past dozen years. His location is quite good also. Situated somewhat away from the business section of the town, but on a street which people must use to reach the central portion, he has a good residential area to draw from.

Three Important Lines.

The store has three special departments which are given considerable attention and which, besides the sales produced in themselves, act as a magnet to attract other business to the store. Provisions, fish and confectionery, are these three departments. It is argued that the customer who comes for a pound of bacon or some fish may, perchance, see something else which she desires and purchase it as well.

Provisions being the line in which he first commenced, considerable attention is given to this department. There is a special counter devoted to it at the rear of the store flanked behind by a display refrigerator. It is realized that

there is a considerable waste in slicing meat, so that a higher rate is demanded when sliced than when a whole piece is taken. The exact difference of sliced over unsliced runs about 3 cents per pound.

Sells Fish All Summer.

Shipments of fresh fish are received each Thursday morning. By getting it on Thursday, he finds good sale on this day as well as on Friday, the regular fish day. Of course they are kept on ice. Coming in regularly once a week, people become aware of the fact and know when and where to look for supplies.

Confectionery is shown in drums, arranged on the shelves behind the counter and tilted up so as to display the goods to advantage. A small showcase is also used, but it is intended to put in a silent salesman in the near future.

Believer in Good Fixtures.

Mr. Knowles is also thinking of other improvements. He has recently made an extension to his store and put in a metallic ceiling. He is now considering the remodelling of the front of his store and has an eye on his fixtures for the interior. He has just added a new closed in delivery wagon. He believes that all these things help to increase business.

OUR NEWFOUNDLAND LETTER.

St. John's, Aug. 5—(Special).—Newfoundland's dull month, July is past and dealers are looking for a brightening up of trade now. The weather has been poor, and fish could not be cured, but with a change of weather some new produce will be along shortly and put some money in circulation.

Vegetables will be a scarce article in Newfoundland the coming fall. Nearly all the farmers have reset their crops and have had them destroyed, and the only thing that shows a sign of growth is the potato. Aready—an unusual thing—we have been importing turnips in bunches from Canada. One firm had quite a lot and they sold readily at a fair price.

A few cases of lobsters reached the city last week, but packers are not anxious to sell as they anticipate getting higher prices later in the season.

MANY HAPPY RETURNS

To W. H. MILLMAN, born Aug. 10, 1855, on a farm four miles north of Woodstock, Ont., (at East Zorra). Mr. Millman is in the wholesale grocery brokerage business in Toronto, which he entered Jan. 1, 1903, with his two sons. Prior to 1903 he was with H. P. Eckardt & Co., wholesale grocers, for some years.

Obs

It is easy always point the proverbial ed from our help us in splendid meal of the mind r do."

It falls to in a number and while he the warehouse ber of inexc part of cler that the fron terial for a which ambiti they are to l tors term dec

Wr We may be desire of the cels delivere phrase, "adv certainly safe of small pare by customers were paid to smaller the n has to make, the dealer ha mers that he full attention a distance.

But would parcel if w manner: A deder and th broke the str make the par third attempt but the strig through the h apparent. In the clerk han tomer in spit was falling i politely asked thus careless could have be

Shouldn't H The insiste clean foodstuf stallation of tories in order on the part o stores there j the clean litt acts in a sim

When a wo ery or other

Observations Show Up Shortcomings

Attention Should Be Paid to Wrapping—Encouraging Customers to Take Small Parcels—The Use of Scoops in Handling Bulk Goods—Have Regard For the Delivery Horse—Reducing Its Work Through System.

By O. S. Johnston

It is easy to be a critic. We can always point out faults in others even if the proverbial mote has not been removed from our own eyes. Still criticisms help us in many ways, and afford a splendid means of inscribing on a tablet of the mind many "Things we shouldn't do."

It falls to the lot of the writer to be in a number of retail stores every day, and while he seldom gets an insight into the warehouse, yet he has noticed a number of inexcusable shortcomings on the part of clerks and even employers, so that the front counter has provided material for a number of "warnings" which ambitious clerks should heed, if they are to become what some proprietors term decided acquisitions.

Wrap Parcels Neatly.

We may be justified in attributing the desire of the housewife to have all parcels delivered to that comprehensive phrase, "advanced ideas," but we are certainly safe in saying that a number of small parcels would be carried away by customers, if only mere attention were paid to careful wrapping. The smaller the number of trips the driver has to make, the more opportunity will the dealer have of impressing on customers that he is in a position to pay full attention to orders phoned in from a distance.

But would any woman carry home a parcel if wrapped in the following manner: A quantity of sugar was ordered and the clerk while tying it up broke the string twice in an effort to make the parcel look shapely. On the third attempt everything looked alright, but the string was too tight and broke through the bag with results which are apparent. Instead of using a new bag, the clerk handed the parcel to the customer in spite of the fact that sugar was falling from it. She, of course, politely asked to have it delivered, and thus carelessness caused a trip which could have been avoided.

Shouldn't Handle Goods Too Much.

The insistent demand for pure and clean foodstuffs has necessitated the installation of machinery in many factories in order to do away with handling on the part of employees, but in many stores there is little attention paid to the clean little scoop which in a sense acts in a similar capacity.

When a woman is buying confectionery or other bulk goods, she does not

care for the clerk to fill the bag with his bare hands. Rather would she have the scoop used, and if there happens to be an overweight the surplus should also be removed by the scoop. The clerk who does not respond to the most up-to-date rules will never make friends with good customers, and while we do not infer for one moment that the grocery clerk has any aversion to soap and water, nevertheless we must emphasize the importance of obeying every dictate and whim of Dame Fashion.

Systematise Your Delivery

The horse does not constitute any part of the front counter, but a dealer remarked the other day to a woman standing at the counter, that he would send along her order "just as soon as the rig came back." The latter seemed to be quite a favorite expression of his, and the writer later discovered that instead of grouping orders and dividing them into separate districts, he simply sent the man off on one errand and as soon as he came back the driver got instructions to attend to another order, which may have been left later but which was in the same direction. Now in some cases promptness may be shown by this system, if we can use the word "system" in this instance, but the horse is kept on the go the whole time. Apart from the wooden horse of Troy, there is no horse to-day (save perhaps the clothes horse) which can boast of any too great power of endurance, and dealers should remember that veterinary bills arising from neglect and overworking of horses reduce not only the profit on the goods delivered but further increase cost of doing business.

Be Civil Over Telephone.

There is a form of salesmanship, which for our purpose might be termed telephone salesmanship, and the man who manages to create sales over the phone is certainly worth a good salary. But the phone has been abused frequently, inasmuch as some tricksters have been known to send in an order which on being delivered was refused, and as a result some dealers have become suspicious of phone orders from strangers. Still it does not do to be over-inquisitive or impolite, as here is an instance where a fine order was lost:

The dealer took down the order in question, but did not recognise the name or address, and instead of being

a little tactful, very abruptly asked whether the order was bona fide or not, and the occupation of the good man of the house. This fusillade of seemingly impertinent questions naturally unhinged the customer and the order was called off. Wouldn't it have been a great deal better for the grocer to have tactfully bemoaned recent losses and thus elicited the assurance that everything was O.K. Experience is certainly a cruel teacher!

A Little Jollity is All Right, But—

It is a fine thing to be pleasant with customers and crack a joke once in a while, but some clerks overstep the mark, and this was particularly noticeable when a clerk was attending to a pretty young girl and went so far as to say, "What next, girlie?" It was evident that the remark was resented, as she seemed quite anxious to get her order filled and away. Some spinster who has passed the allotted three score and ten, and who knows the man well behind the counter, might appreciate anything pertaining to youth, but the young ladies to-day are in most cases sufficiently aware of their youthful attractiveness, and do not need any assurance over the counter—at any rate not when there are other customers at hand.

The clerk who is anxious to make a success of things should always guard against "Things We Should Not Do," and make a point of visiting high-class stores in order to get a line on methods unknown to himself. By further following the example of men who have become past masters, the study of retail salesmanship should be more interesting and encouraging.



A SELF EVIDENT FACT.

Editor Canadian Grocer. — If the evaporated apple packers do not put up a better class of apple, they will kill the trade in them. One good layer on top and the balance full of seeds and small cuttings is too often experienced in opening a box.

GORRIE & CO.

Haliburton, Ont., July 31, 1912.



A couple of London, England, hawkers were sentenced to a month's imprisonment lately for selling baskets of strawberries containing stones beneath the top layer of fruit.

The CANADIAN GROCER

Established - - 1886

THE MACLEAN PUBLISHING CO., LIMITED

John Bayne MacLean - - President.

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, Prince Edward Island and Newfoundland.

Cable Address: Macpubco, Toronto. Atabek, London, Eng.

OFFICES:

CANADA—

Montreal—Rooms 701-702 Eastern Townships Bank Building, Telephone Main 1255. O. S. Johnston

Toronto—143-149 University Ave. Telephone Main 7324.

Winnipeg—34 Royal Bank Building. Phone Garry 2313.

UNITED STATES—

New York—R. B. Huestis, 115 Broadway, New York.

Telephone Rector 2009.

Chicago—A. H. Byrne, 140 South Dearborn Street.

Phone Rand 3234.

GREAT BRITAIN—

London—88 Fleet St., E.C. Telephone Central 12960.

E. J. Dodd

FRANCE—

Paris—John F. Jones & Co., 31 bis Fauborg Montmartre.

Subscription: Canada, \$2.00; United States, \$2.50;

Great Britain and Colonies, 8s. 6d. Elsewhere, 12s.

PUBLISHED EVERY FRIDAY.

TORONTO, AUGUST 9, 1912

CROP PROSPECTS AND DIFFICULTIES.

The continuance of fine warm weather is favorable for the Western Canadian crops, and a few days more of it will in some places put them out of danger.

In a few localities in Southern Manitoba, there have been rather severe hail storms that have done serious damage, but this will not seriously affect the general result. Everything at present indicates a good average yield, and the increased acreage in Saskatchewan will add materially to the total output. There is some anxiety being felt among the farmers upon the question of harvest help, and it is estimated that over 50,000 men will be required to garner the crop.

As we said in a previous editorial, there is much speculation on the prospects of another grain blockade, and, of course, the railways are being blamed, although just what they could have done, more than they have, is somewhat difficult to define. Another question that is now being widely discussed is the proposition to build larger interior storage elevators, where grain can be held during the winter and farmers enabled to finance upon it to meet their obligations. This method of meeting the difficulty was advocated in The Grocer last winter and has since become a live question.

Another remedy that is being strongly urged upon the farmers is the building of granaries upon their farms to store the grain at home till such time as it can be shipped. This, no doubt, will be done to a large extent, but there are many farmers who for two reasons cannot afford to do it. The first of those is that they cannot finance upon grain so stored, and many of them need the money to settle their accounts and pay running expenses. Another is that many cannot afford to build those granaries which are expensive.

To meet those difficulties, it has been suggested that the Government step in and render assistance by enabling the farmer to finance upon his grain so stored or aiding him to build granaries to take care of his crop.

It is pointed out that the Government last spring assisted many farmers to get seed grain to sow their farms, and it is reasonably argued that if the Government was justified in helping the farmer to put in his crop there can be no reason why it should not assist him in saving

it. In a dry fall there seems little doubt that the home granary is the proper method of taking care of the grain that cannot be forwarded to the lake front before the close of navigation. In wet seasons, however, like last year, this plan is useless for the grain would spoil in them. To save large quantities of damp grain the interior hospital storehouse is a necessity, and it seems surprising that so little movement is made along that line.

Two weeks more and the hum of the binder will be heard throughout the land.

UNFOUNDED CRITICISM.

In last week's issue we went thoroughly into the question of profits the retailer was receiving on farm products, and showed that as prices advanced to the retailer his profits declined.

We have before us a letter from a grocer who adds to our comment on daily newspapers blaming the merchant for unduly enhancing prices. A portion of it will prove interesting. He says: "This is a question that Canadian merchants are thankful to you for taking up. At present the retailers are getting a great deal of blame for enhanced prices, which any one conversant with the trade will know is very unfair; and why the press of the country should go against the merchant is something I can't quite understand.

"Locally the papers have made some very unjust insinuations, as well as putting in leaders advising working people and farmers to form co-operative associations to reduce the cost of living. I suppose the same stand is taken by the press throughout the country—and I think it would be quite in order for some of the large advertisers to call around at the box office and see if the management can't make some impression on the editorial department."

This is a suggestion that might well be followed out. Some newspapers forget all about the importance of the merchants in their scramble to cater to the multitude. Merchants are the backbone of any town or city. Drive them out, and the stability of the place is sadly impaired.

THE INSPECTION OF FRUIT.

According to advices from Ottawa, it is learned that the Government intends keeping an eye on fruit shipped for home consumption as well as foreign.

Hitherto, only fruit sent out of Canada has been inspected. In many instances this opened the way to the unscrupulous shipper to send to the Old Country goods that would pass the inspector's censor, while inferior quality was sold in Canada. Particular attention will be paid to fruit going to Western Canada. The number of inspectors there and in Ontario will be doubled. Inspectors have been appointed for Winnipeg, the vicinity of Winnipeg, for Brandon, Regina, Medicine Hat, Calgary, Lethbridge and Edmonton. The staff will also be increased in the Maritime Provinces and British Columbia.

The Department of Agriculture is making a good move in this respect. There is no reason why food for home consumption should not be brought up to the same standard as that for export shipment. The people of Canada want good fruit, and the dishonest man should be compelled to distribute nothing else, since his scruples dictate otherwise.

The strength of the nation depends on the health of the people, and good food is absolutely necessary to good health.

The ing and through

At t this year practica front day wi side of senting competi

This already at whic chants practica grocers ating s Goo with m rightful grocer ities as window grocer

Who some el prietor

Her that ex before ter to v ing goo ception more a asked weighs for the be true

Inv: than t charges leak w week.

clerks. the bu that in amount

To gest a instruc busines thods, good o

"N Thi a past tains n a long idea in express Tw showing

VALUE OF WINDOW DISPLAY RECOGNIZED.

The value of good window display as a means of creating and increasing business is gradually being recognized throughout the grocery world.

At the annual grocery exhibition in London, England, this year, there is to be a new departure in the form of practical window dressing competitions. A model shop front will be erected, and windows will be dressed each day with suggestive displays by an expert. On either side of this shop, skeleton fronts will be erected representing open windows, each of which will be dressed by competitors.

This is unquestionably an excellent idea to add to the already excellent ideas carried out at this annual exhibition at which competitions of various kinds for grocery merchants and clerks are held. It should prove of great practical benefit to all grocers who attend, and our brother grocers in the motherland are to be commended in originating such a practical and important feature.

Good window dressing, once rather a neglected feature with many grocery stores, is now beginning to take its rightful place as a factor in business building. The grocer who does not take full advantage of its possibilities as a sales creator is losing much. A well dressed window is one of the best yet cheapest methods which the grocer has of securing business.



A DISASTROUS BUSINESS LEAK.

When a customer notices the slack methods followed by some clerks in the grocery store, it is time that the proprietor saw them too and effected some reforms.

Here is an actual experience of one buyer of groceries that exemplifies the need of a training course for clerks before they can be depended upon to go behind the counter to wait on customers. It is in connection with weighing goods. The clerk in question has apparently no conception of the importance of giving exact weight, no more and no less. If, for instance, a pound of cheese is asked for, the cheese is placed on the scale, and if it weighs three or four ounces above the sixteen, it is given for the price of the pound. The same has been found to be true with confectionery, sugar and other goods.

Invariably when this clerk weighs out sugar, more than the required amount is given. The clerk neither charges for the overweight nor takes off any. Here is a leak which is bound to amount to large proportions every week. The cause is due to insufficient instructions to clerks. This clerk evidently does not stop to think that the business has to pay for everything given away, and that in a year he will have presented the public with an amount about equal to his own salary.

To cure this and other profit destroyers, we would suggest a weekly or semi-monthly conference for clerks, when instructions would be given towards the cutting out of the business leaks, replacing them by business building methods, and the presentation of suggestions for the general good of the store.



ONE IDEA TO ONE WINDOW.

"No window display is big enough for two ideas."

This is a statement made by a window dresser who is a past master in the art of trimming the window. It contains much food for thought because it is reasonable. For a long time The Canadian Grocer has expressed the same idea in different words, and as we ran across the above expression it seemed like meeting an old friend.

Two ideas are one too many for one window. If showing summer drinks for instance, baking powder

should not be in the window. Neither should canned goods go with soap or house cleaning brushes with cooked meats. In each case there are two ideas and the attention of the passer by is divided making the display an ineffective one.

But if house cleaning brushes are to be shown, make a background of soap or cleansing powders and a single idea is conveyed with two varieties of goods.

Some windows observed recently by representatives of The Grocer in various parts of Canada have been practically useless, simply because too many varieties of goods were thrown in.

One idea to one window, should be the slogan of every dealer.



KILLING FLIES IN THE STORE.

Now that many cities and towns have a weekly half holiday, the merchants troubled with flies have a splendid opportunity of getting rid of them. A report from Hamilton, Ont., relates how a number of butchers have kept down the pests by "getting after" them on the holiday and on Sundays. The best part of the scheme is that the merchant's personal attention is not required. The flies are done away with in his absence.

Before leaving the store at noon on Wednesday and on Saturday night, the blinds are pulled down within a short distance of the bottom and a large number of fly destroyers are placed where the sun or light will shine on them. This attracts the flies with the result that they are practically all extinguished. Emphasis is laid on the fact that one or two destroyers are not sufficient if all the flies are to be got. Be liberal and remove them entirely.

Grocers should not only profit by this themselves, but should advise their customers who are troubled with many flies to lay in a large stock of a good fly destroyer. Advice like this would invariably be taken.



EDITORIAL NOTES.

New Zealand dairymen have had their eyes on Canada since our cows have begun to go dry.

* * *

The more lines are out the more fish are caught. Same applies to catching flies in the store.

* * *

Watch for "Our Many Happy Returns" column. The beginning appears in this week's issue.

* * *

It was always thought that proper weighing of goods was one of the first things perfected by the clerk.

* * *

It takes considerable nerve and more foresight to begin a successful grocery business on \$135 capital.

* * *

If the Canadian West gets the 50,000 men it is calling for, retail grocers there will come in for a good increase in business—that is, those who reach out after the new business.

* * *

The working men of Orillia objected to the more daylight scheme and upset the plans of the originators. They evidently preferred that their native town be kept out of the limelight.

* * *

A Toronto fruit dealer attempted suicide the other day because the Medical Health Officer of that city was making the laws regarding covering of fruit too stringent to suit him. Many a man would have vented his vengeance on the doctor instead of on himself.

Books Required for Careful Bookkeeping

Columns Used in Journal and Ledger — A Journal Where Posting is Done But Once a Month — Double Entry System Makes Everything Balance—Nothing Entered Up Until Paid For—Another Article of the Bookkeeping Series.

*By Henry Johnson, Jr.

In my first article on bookkeeping I indicated, without details, that my system was a time-saver. My first saving in the use of books already at hand. On the back of the stub of my check book I enter every morning the cash on hand. There is the money in the store; that on deposit in bank; the amount carried in bank in a large industrial city to save exchange. These added together give me cash O.H.; and this entry is used directly to test my balances—no further transferring of that amount. As a precaution, to aid recounting in case things do not work out, I have the items of petty cash on hand entered in an ordinary pass book; but that is not regarded as a book of entry since the checked amount is on the back of the check-book stub, as stated.

Information From the Cash Register.

The next thing I have right to hand is the bunch of cash register slips—items of "Paid Out," "received on account," etc. The paid out items are pasted into a common counter book, one page to a day, with the date stamped at top of page. They are run in close together, overlapping each other, so that a sweep of the past-brush attaches the top of each slip to the book. The amounts are then carried out to the margin of the page and added. That total gives me one entry for each day, viz.: "P. V.," which stands for petty vouchers. This name was adopted because when we pay out an item like express, or cash for bananas, we take the signed receipt of the man who delivers the goods and thus have his voucher for the payment. That amount may run from \$12.50 to \$60 or more in a day. It goes into merchandise account as one single item, as noted. The receivers are added up, too, but that is only to check the cash, as we keep no ledger account on amount outstanding—I shall tell you why later on.

Posting Once a Month.

The big time-saver, however, is the six-column journal, or cash book, which enables me to post my cardinal accounts only once monthly. It is only necessary to post the sundries column from day to day; and even that is confined to

*The writer of this article is one of the most successful dealers on the continent. He has spent almost 30 years in the retail grocery business and is well equipped to answer questions and smooth out difficulties with which others may have met. If a special request is made names of inquirers will be omitted when their letters are printed for discussion.

such a limited number of items that it can stand over until all the posting is to be done.

You can readily obtain a six-column journal, so I shall suppose you have one right before you as you read the rest of this. On the left or debit page, write as captions of the successive columns: Cash, Mdse., Expense, Barn, Wages, Sunds. On the right or credit page, write: Cash, Mdse., Disct., Sunds. This will fill the debit page, but will only take up four columns on the credit page. Maybe you have some productive property with which you must keep account. Then you will have a ledger title on, say "Stevens Block," or "Elmside Apartments," for these will have numerous credits in the way of rents. The caption for the fourth credit column would then be "Steve," or "Elmside," and sunds., standing for sundries, would go to the fifth column. However, for usual business, the captions I indicate will cover.

Operation of the Ledger.

Now set aside the journal and take up your ledger, which may be a small book of about 136 pages, pages same size as the journal, however, so they may set inside your safe together. To open this set of books, I must imagine your present condition, so we shall say that you have property and accounts as follows, and owe accounts indicated: Cash O.H. and in bank, called together "cash on hand," \$270; merchandise stock, \$1,860; accounts due you, \$740; furniture and fixtures, \$900; horses, wagons, etc., \$400, and that you owe \$220 for undiscounted bills, that is, bills not yet ten days old; and \$500 to your bank for borrowed money.

On page 1 of your ledger open a cash account. This is done by writing "cash" at the top, in the middle of the page. At top of left column, write year, month and day; the "To Balance" and carry out the amount, \$270.

Entering up Stock.

Turn to page 20 and open an account with merchandise in the same way. Here however, you will enter some details for your guidance at next inventory time. Bookkeeping teachers would have you do this part differently, but my way is precisely as effective and saves lots of time. So, when you have written the year, month and day, enter stock O.H. (which means on hand as per inventory), \$1,860, but do not carry

it out into the regular figure columns. Keep the amount in the writing column. On the line below write, "Plus a/c, \$740" and add the two amounts together, still within the writing columns, getting a total of \$2,600. Then below write, "Less bills, \$220," and subtract. Then on next line write, "Net stock, \$2,380" and carry the figures into the figure column.

On page 40 open your expense account, but make no entries. On page 60 open your discount account. On page 100 open your furniture and fixtures account and make entry as follows: "To inventory, \$900," but do not carry into figure columns. Next line write, "Less 10 per cent., \$90." Then subtract and carry out the \$810 into figure columns. This shows that you have taken your depreciation. On page 80 open your barn account and enter as before indicated, the amount "per inventory, \$400," and follow that by "Less 20 per cent., \$80," which deduct, as before, and carry the remainder, \$320 into the figure column. On page 102 open your bills payable account and there, on the CREDIT side, enter "Note at bank, \$500," carrying the amount out to the figure-column.

Finding Net Worth.

Now if you will add all your debit entries together, you will find you have \$3,780; then if you take off the one credit entry of bills payable, you will have a remainder of \$3,280, showing your absolute net worth. How to get that into the books? On page 130 open an account with capital and there, on the CREDIT side enter, "By sundries, \$3,280. Now if you take all your debit entries and your two credit entries, you will find that the total of each is the same as the other. That completes the opening of the double entry ledger and you are ready to begin your daily work. This indicates the nature and character of double entry—that one thing cannot be done alone. You cannot give to one without taking from another. You cannot charge one without crediting another. It is called "balance" just as your scale is called balance, because the putting of a weight on one end depresses that end until a weight precisely similar is put on the other end. Your books are in balance now. They must always be kept in balance. If they ever fail to balance, something is wrong which MUST be found and righted before it is possible for you to proceed.

• • •

You will understand, of course, that I have used imaginary figures and that you will use the correct figures that you find in your business. What you must do is get the figures right and get these entries made as a starter. Then

you can pro week.

I may s that I do standing in is no use in carried by proximately you have not useful the ledger. are subject justments v possible to on such a therefore, t eral books a

Not E

1 No go stock until

Motor

O
T
in

Guelph, C & Son, reta some time truck for c that by so d duce the c customers.

The mach pounds, alth a heavy tr and at a min ing capacity greater ear orders than been constr merely havin shelves has floor space vantage of of a grocer There are g small orders one upon a loted a spac is made it through all t the one req

Repl

McCrea & the proposit believe that vestment in the cost of is doing th took three l perform. I number of d firm intend truck, one t

you can proceed as I shall indicate next week.

I may say at this point, however, that I do not carry my accounts outstanding into the ledger because there is no use in that. Even if the totals are carried by you, so that you know approximately every day just how much you have "on your books," it is still not useful to carry those totals through the ledger. Accounts with individuals are subject to constant trifling readjustments which make it practically impossible to maintain a perfect balance on such a bunch of bills. It is better, therefore, to cut all that out of the general books and figures as I do.

Not Entered Until Paid for.

1 No goods are regarded as being in stock until they are paid for. There-

fore, no entry is made in the books until the bill is paid. Theoretically, the goods, though in our warehouse, are still in the hands of the jobber until they are paid for.

2. In like manner, no goods are regarded as having left our hands until they are paid for. What we send to Mrs. Jones to-day on her account is regarded as being still in our store; and it remains there in theory until Mrs. Jones pays us her bill. Then the total amount of her account is run in as part of the day's sales. The books of my business are the books of a cash business; because that idea promotes simplicity—and it is precisely as informative at any stage as is that system which seeks, through cumbrous accounts, to keep constant track of bills owing and being owed.



Following items were taken from the issue of The Canadian Grocer of Aug. 9, 1892:—

Twenty years ago sugar, according to the Grocer's market report, was selling at a low figure, namely, \$4.25 on Montreal basis. Sales were at a low ebb, even in face of the cheap sugar. "It is obvious," says our report, "that the season's sales will not aggregate so many tons as preserving requirements called for last year." To-day sugar is \$5.05 on the same basis.

• • •

"The terms of engagement having expired, Donald Morrison has left the firm of Lucas, Steele & Bristol, wholesale grocers, Hamilton, and purposes shortly going into business for himself."

Editor's Note.—Time brings forth many changes. Lucas, Steele & Bristol has evolved into Geo. E. Bristol & Co.

• • •

"The grocers of London, Ont., challenge the grocers of St. Thomas to a game of baseball to be played on Civic Holiday, Aug. 16. The match is to be for a quantity of flour or something of that nature to be given to the poor."

Editor's Note.—Evidently fondness for baseball is a hereditary disease in London. The grocers there to-day are just as keen over the game as they were twenty years ago.

• • •

"The Halifax Retail Grocer's Association held their annual meeting on the 2nd inst. at St. Mary's Hall. It was largely attended. Following officers were appointed for the ensuing year:—President—Jas. H. Gass; Vice-Pres.—Andrew Hubley; Sec.—W. C. Bishop; Treasurer—R. N. McDonald; Guard—Richard Power; Directors—Edward Donohoe, Ed. J. Fenton, Jno. Dence, J. H. Stephens.

Editor's Note.—It would be interesting to know how many of above are still in business in Halifax.

• • •

It is understood that a large party of Canadian manufacturers will visit Great Britain and inspect the industries of that country.

Motor Delivery in Guelph Saving Money

Owners Claim it Takes Place of Three Horses—Are Using Two Men on it—Has Shelves for Small Parcels—Advertising Cards Are Placed on Sides Each Day.

Guelph, Ont., Aug. 8.—J. A. McCrea & Son, retail grocers, of Guelph, Ont., some time ago purchased a motor truck for delivery purposes, believing that by so doing they will be able to reduce the cost of getting goods out to customers.

The machine has a capacity of 3,000 pounds, although it cannot be said to be a heavy truck, being easily operated and at a minimum of expense for carrying capacity. That it may still have a greater carrying capacity for small orders than is usual, a special top has been constructed for it. Instead of merely having the floor, a rack with two shelves has been constructed so that floor space is really trebled. The advantage of this in a business like that of a grocer can easily be recognized. There are generally a large number of small orders, and instead of piling them one upon another, each one can be allotted a space of its own. When a stop is made it is not necessary to ransack through all the parcels on the truck, for the one required is right at hand.

Replacing Three Horses.

McCrea & Son went thoroughly into the proposition before purchasing, and believe that it is going to be a good investment in the fact that it will reduce the cost of delivery. The motor truck is doing the work which it formerly took three horses and three wagons to perform. It will only cut down the number of delivery men by one, as the firm intend to use two men on the truck, one to operate the car and the

other to do the actual delivering. They have figured what they expect it will cost them to operate the car and on conservative estimating they claim they will save \$1.00 per day as compared with what the horse delivery cost them. They don't expect the cost of operation to exceed \$10.00 per week.

A Good Advertisement.

Beside the saving in cost, and the more efficient delivery service which they will now be able to give, there will no doubt be an advertising value attached to the car. One of the great attractors of trade in merchandising to-day is rapid delivery. The car is also going to be further utilized for advertising purposes. The sides are closed in with a wire barrier, and in the centre is a rack into which advertising cards will be placed. Thus a message of special offerings or new goods will be given to customers in all parts of the city each day.



The bottlers of Montreal have formed a Bottle Exchange, the immediate purpose of which is to protect users of branded bottles, and to facilitate rapid delivery to the owners of bottles which incidentally come into one another's factory. Twenty-nine firms are not co-operating. The exchange has already shown large results, having handled something like 60,000 doz. bottles during the first two months. The secretary of the exchange is Alexander Murphy, of Chas. Gurd Co., Limited, Montreal.

Orillia Merchant Favors Saving Daylight

Rescinding of the By-Law Giving an Extra Hour After Work a Mistake in His Opinion—Working Men Opposed It — Thought it Would Eventually Mean Longer Hours.

The Daylight Saving Bill passed in Orillia, Ont., in June had a short life. It will be remembered that the Orillia council, believing that an extra hour of daylight would be acceptable to the people of that town, passed the by-law, declaring that with June 23 clocks were to be put forward one hour until August 31.

This meant that Orillia merchants would open their stores an hour earlier in the morning and close an hour sooner in the evening than they had been accustomed to do. It also meant laborers in factories, clerks in stores, offices, etc., began work earlier in the day and quit earlier in the evening. In fact the entire commercial works of Orillia were put in motion an hour before those in the remainder of Ontario and of course shut down the 60 minutes sooner in the afternoon. This was to provide an hour more daylight after hours.

The by-law went into effect all right, but did not hold its force very long. There were some objections and these took on a more determined appearance as the days of more daylight passed by.

Favored By One Merchant.

What one Orillia merchant, doing a large general business, thinks of the innovation is interesting.

"So far as our experience was concerned," a member of the firm stated to *The Canadian Grocer*, "we found the measure very satisfactory.

"The trouble arose through a considerable number of working men refusing to fall in line with the by-law. This caused considerable confusion in the town, and those in favor thought it was better to rescind the by-law rather than prolong something that was irritating so many.

Advocates a Dominion Measure.

"We believe that if the measure were adopted by popular vote, and the working men consulted, it would be very beneficial to any town. If it were to become a provincial or Dominion measure it would be even more beneficial.

"We think too, that it should be extended so that the season would begin about the first of May. The advantage of changing the clock is that it does not in any way interfere with a person's regular working hours.

Why Laborers Objected.

"The objection of many working men came through their idea, encouraged by a few individuals, that it was a scheme of the manufacturers to enforce a longer day in the near future. The present factory day here, is from 7 o'clock to 6.

"We feel confident," he added "that if it were universally adopted this measure would bring a great deal of satisfaction to those who enjoy the brief Canadian summer."

Confectionery Allows Good Profits

Dealers in General Carry Confectionery—Bulk and Package Goods Should Both be Featured—How One Dealer Uses the Children—The Silent Salesman Plays an Important Part—The Special a Week Idea.

Some few years ago the average grocer scarcely ever gave the confectionery traveler a hearty reception, believing that this line was entirely out of his sphere; and furthermore not by any means profitable. He evidently was convinced that the exclusive confectioner was the only and logical distributor of candies. But to-day the story is different, as the majority of Canada's leading merchants would not consider their stock, and incidentally their service, up-to-date unless they had a generous amount of sweetmeats on hand.

No doubt the turn in the tide is due in no small degree to persistent work by the traveler and the dealer's realization

of the fact that he could sell these goods at a good profit. He has therefore fallen into line with progress and has enlarged his ideas of salesmanship with the result that he finds it comparatively easy to purchase and resell any line with quality as a trademark.

Makes Good Profit.

That there is good money to be made from confectionery there can be no reasonable doubt, and if every merchant would just remember that he had a sweet tooth himself in his boyhood days and would take stock of those customers who are mothers, he could very soon persuade them to take home a small package, and would soon notice that this

step was only one of a number leading to big confectionery business.

"Win a child and you have the parent." Such is the wise saying of an experienced dealer who does a highly satisfactory business in confectionery. He sometimes gives children who visit his store a small supply of nice chocolates, and before they leave does not forget to say "just tell your mother to buy you a few when she comes down again." He finds that the latter advice is always given and has been the means of considerably increasing the volume of business done.

Place Before the Eye.

There is no use in having a showcase of high-class confectionery unless you place it where it will be seen by all visitors, as you expect the ease and tasty display to create buying desire.

The writer noticed an elaborate case in a store not long ago which instead of being up on the front counter or thereabouts was placed near a slab on which bacon, etc., was cut. How could any one expect a customer to think of ordering confectionery when ordering bacon in this portion of the store and seeing it being sliced? Isn't it natural that it would have much better scope in a position where it could be seen by everyone entering the store?

The grocer does not need to look for business in bulk goods only, but should devote his attention also to the sale of package candies. It may be admitted that the woman purchaser as a general rule wants loose chocolates, etc., but there are exceptions, and it is to take care of such exceptions that the carrying of pretty boxes of confections is to be urged. "Take her one to-night," is the wording on a showcard hanging over a neat display of chocolate boxes in a store known to the writer and from all reports the hint has been well taken by a number of the young men who are pretty regular visitors. This serves to emphasize the value of a neat and catchy showcard.

It has been found a good idea to have a special confectionery sale every week and merchants who have turned over a good number of dollars this way state that they insist on their clerks and drivers mentioning this sale to customers once or twice before the actual day comes round. Prices can be made attractive without reaching the "cut" limit and the customers who are satisfied with the value received mention the fact to others and a number of new faces are noticed around the store each week. This is the age of specialisation and the man who can build up trade on his own initiative is the man who can rest assured that his business will be in a healthy condition when others are experiencing "the rainy day."

H. Hard onto, is on Eli Thib chandising tario.

D. W. I Toronto, is tion to Mu

The deat erly in the Ont., is re

Wm. Ine onto, who tends saili

R. F. Hartford, ly burned

Luloff Eganville, ness, and a

Niagara dealers hav ing at 8 o tions.

Gordon-I chants, hav 000. Chiel bury, Ont.

R. Ross near & Co., Ont., were on business

H. W. W interests in purchased Morrison,

H. P. Eel wholesale g trip throug week. He turned on

J. W. Le ford, Ont., corner of Place. Fo entirely ne ions, fruits

A repor states that Company h local capita ing and ev tables, and has been p Canners. 1 kind in Ca only one in

Quebec W. R. S Co., Montr Ontario cer

Current News of the Week

Ontario.

H. Hardy, of Eby Blain, Limited, Toronto, is on a holiday to Shanty Bay, Ont.

Eli Thibb, has opened a general merchandising store in Charlton, New Ontario.

D. W. Duff, of Perkins, Ince & Co., Toronto, is on a couple of weeks' vacation to Muskoka.

The death of W. F. Hawkshaw, formerly in the grocery business at Lucan, Ont., is reported from Sudbury.

Wm. Ince, of Perkins, Ince & Co., Toronto, who is on a trip to Europe, intends sailing for home on August 17.

R. F. Thomas, general merchant, Hartford, Ont., whose store was recently burned is rebuilding on the old site.

Luloff & Co., general merchants, Eganville, Ont., are retiring from business, and are putting on a retiring sale.

Niagara Falls grocers and dry goods dealers have decided to close every evening at 8 o'clock, with the usual exceptions.

Gordon-Davies, Limited, provision merchants, have been incorporated at \$250,000. Chief place of business is Haileybury, Ont.

R. Ross and C. C. Moffat, of T. Kinross & Co., wholesale grocers, Peterboro, Ont., were in Toronto during the week on business.

H. W. Wright, London, Ont., who has interests in other cities and towns, has purchased the grocery business of A. W. Morrison, Ingersoll, Ont.

H. P. Eckardt, of H. P. Eckardt & Co., wholesale grocers, Toronto, took a motor trip through Eastern Ontario during the week. He left on Saturday last and returned on Tuesday.

J. W. Lewis, grocer, Erie Ave., Brantford, Ont., has opened a branch store at corner of Wallace Street and Brighton Place. For the opening he put in an entirely new stock of groceries, provisions, fruits and vegetables.

A report from St. Thomas, Ont., states that the St. Thomas Dehydrating Company has been organized there with local capital for the purpose of dehydrating and evaporating fruits and vegetables, and that a canning factory plant has been purchased from the Dominion Cannery. This is the first factory of its kind in Canada, and there is said to be only one in the United States.

Quebec and Maritime Provinces.

W. R. Spooner, Halifax Cold Storage Co., Montreal, is covering the principal Ontario centres.

Twenty-three fruit dealers in Montreal were fined on Tuesday for not keeping their fruit from flies and dust.

The grocery store of Edward J. Alingham, and the general store of S. M. Moores, Campbelltown, N. B., sustained losses from fire recently.

E. Littler, manager W. Lowney Co., Ltd., Montreal, has left the city for a fortnight. He will spend some time on business at the headquarters of the company at Boston.

W. H. Halford, Canadian manager of Furuya & Nishimura, has had a pleasant holiday trip to Burlington, Vt., covering the distance between Montreal and the latter by launch.

The Canada West India Co., Limited, incorporated some time ago with headquarters at Woodstock, N. B., have opened up a branch office at 18 McGill College Avenue, Montreal.

C. E. Creighton, who has been doing a brokerage business in Halifax, N. S., for many years, recently took his son Paul into partnership, the new firm being known as Creighton & Son.

Western Canada.

Pickle & Crozier, grocers, Saskatoon, Sask., are succeeded by Pike & Son.

H. S. McLean, grocer, Moose Jaw, Sask., is succeeded by P. M. Carter.

A. D. Wright, general merchant, Grand Coulee, Man., has sold to Thos. Jamel.

The Liberty Trading Co., general merchants, Liberty, Sask., have sold to Jas. Robinson.

R. A. McEwen, general merchants, Norkomis, Sask., is selling out his stock. He intends moving to Prince Albert.

The Prince Albert Trading Company, Prince Albert, Sask., has purchased the adjoining store of A. R. Shea, and the entire establishment is being remodelled.

The McKenzie Co. have opened a grocery store in Kelowna, B. C. It is under the management of Geo. S. McKenzie, who has been with Thos. Lawson, Ltd. In fact, the new firm is taking over the grocery business of Thos. Lawson, who will devote his time entirely to dry goods lines.

Campbell, Wilson & Horne, Ltd., of Calgary and Lethbridge, Alta., have taken over the business of Foley Brothers & Larson, wholesale grocers at Edmonton, Alta., the deal involving about \$250,000. W. B. Pitfield, formerly of the selling firm's store at Winnipeg, has been appointed general manager of the Edmonton house.

New Men in the Trade

A short time ago Glasier and Raymond M. Currie, of Fredericton, N.B., took over the business of D. F. Knight & Co. Both men have had experience.



GLASIER CURRIE

Glasier Currie was formerly with J. W. Tabor, who conducted a business in Fredericton, and Raymond was heretofore accountant and buyer for Murray Bros., wholesale and retail grocers of



RAYMOND M. CURRIE

Bangor, Me., U.S.A. Their mottoes are "Good service, pure foods, small profits and quick sales." They were born at Macinqua, Parish of Bright, York Co., N.B. The firm goes under the name of Currie Bros.

Opening Prices on 1911 Canned Goods

Salmon as Predicted Opens at Record Figure—Early Fruits and Vegetables Compare Favorably With Last Year—Blueberries are Extremely High—Prices on Peas Not Out Yet.

QUEBEC MARKETS.

POINTERS—

French Vegetables—Up \$1 per case.
Sockeye Salmon—Another 5c advance
Dried Fruits—Interest in new crops.
Montreal, Aug. 9.—Wholesalers report that collections could not be better and there seems to be a good amount of cash on hand throughout the trade. Some of the larger houses are showing a substantial increase monthly over business done during corresponding periods last year, and as 1911 was by no means a poor one, it can be readily seen how healthy things are to-day.

Chief interest is centred around the soaring movement of canned goods, but news of an increase in prices does not come as a surprise to-day so general is the trend upwards of foodstuffs.

Clover Leaf salmon has scored a further 5-cent advance for 1-lb. talls, while 1/2 lb. flats are up 2 1/2 cents.

French vegetables have been marked up to \$1 per case. This is not surprising as it is generally known that the weather has been thoroughly unfavorable to growing crops.

Lobsters, though, are a little easier, 1 lb. flats being down 5c, though no change is registered for the 1/2 lb. flats.

Corn and tomatoes are also up 2 1/2 and 10 cents respectively.

SUGAR.—Market has become quieter both in primary centres and locally and there is a fair volume of business passing with prices seemingly steady.

European reports go to show that the weather for growing crop is still favorable and that no damage has been done by drought as the bears would have had us believe about three weeks ago.

There is nothing unusual to report this week.

Granulated, bags	5 05
Granulated, 20-lb. bags	5 15
Granulated, 5-lb. cartons	5 35
Granulated, 2 lb. carton, per cwt.	5 35
Granulated, Imperial	4 90
Granulated, Beaver	4 90
Paris lump, boxes 100 lbs.	5 80
Paris lump, boxes 50 lbs.	5 90
Paris lump, boxes 25 lbs.	6 10
Red Seal, in cartons, each	0 35
Crystal diamonds, bbls.	5 70
Crystal diamonds, 100-lb. boxes	5 80
Crystal diamonds, 50-lb. boxes	5 90
Crystal diamonds, 25-lb. boxes	6 10
Crystal diamonds, 5-lb. cartons	6 60
Crystal Diamonds, Dominoes, cartons	7 10
Extra ground, bbls.	5 45
Extra ground, 50-lb. boxes	5 65
Extra ground, 25-lb. boxes	5 85
Powdered, bbls.	5 25
Powdered, 50-lb. boxes	5 45
Powdered, 25-lb. boxes	5 65
Phoenix	5 05
Bright coffee	5 00
No. 3 yellow	4 90
No. 2 yellow	4 80
No. 1 yellow	4 65
Bbls. granulated and yellow may be had at 5c above bag prices.	

SYRUP AND MOLASSES.—Syrup trade is good at prices mentioned, demand growing from week to week, which

may in one sense be attributed to advance in price of maple products.

Molasses market is not bright though a fair jobbing trade is passing. Prices for all grocery lines are steady.

Fancy Barbados molasses, puncheons	0 38	0 40
Fancy Barbados molasses, barrels	0 41	0 43
Fancy Barbados molasses, half-barrels	0 43	0 45
Choice Barbados molasses, puncheons	0 33	0 35
Choice Barbados molasses, barrels	0 36	0 38
Choice Barbados molasses, half-barrels	0 38	0 40
New Orleans	0 25	0 28
Antigua	0 30	0 30
Porto Rico	0 03 1/2	0 04
Corn syrups, bbls.	0 03 1/2	0 04
Corn syrups, half-barrels	0 03 1/2	0 04
Corn syrups, quarter-barrels	0 04	0 04
Corn syrups, 3/4-lb. pails	1 90	1 90
Corn syrups, 25-lb. pails	1 35	1 35
Cases, 2-lb. tins, 2 doz. per case	2 90	2 90
Cases, 5-lb. tins, 1 doz. per case	3 25	3 25
Cases, 10-lb. tins, 1/2 doz. per case	3 15	3 15
Cases, 20-lb. tins, 1/4 doz. per case	3 10	3 10

DRIED FRUITS.—A better business in California fruits is reported, but there was no pronounced demand for any particular line the call for each line on the average being fairly clearly defined.

As far as prunes are concerned it looks as if the bulk of the business being done is for export and there does not seem to be much call from wholesalers. Raisins are coming into the limelight more of late, the demand thus showing an improvement. But there is still some anxiety shown by packers as there are further reports to hand about a drop in previous estimate of coming crop and better prices are looked for in the future than are offered at present.

Currants are being brought in small quantities only, particular attention being paid to prospects of coming Greece crop. While no report is to hand of any break in weather which would seriously impair the fruit, still the slightest change would change market standing and create more activity.

Dates should be here from Muscat in about two months, as the crop is far ahead and there should be a ready sale for full supplies as the demand for dates in cartons is growing every week.

Evaporated apricots	\$0 22	\$0 24
Evaporated apples	0 11	0 11
Evaporated peaches	0 18	0 19
Evaporated pears	0 18	0 19
Currants, fine filiatras, per lb., not cleaned	0 08 1/2	0 09 1/2
Currants, fine filiatras, per lb., cleaned	0 07	0 07 1/2
Currants, 1-lb. pkgs., fine filiatras, cleaned	0 08	0 08 1/2
Currants, Patras, per lb.	0 09	0 09 1/2
Currants, Vostizzas, per lb.	0 09 1/2	0 10
Dates, 1-lb. packages	0 06 1/2	0 06 1/2
Dates, Hallowee, loose	0 06	0 06
Figs	0 11	0 11
Figs, 3 crown	0 07 1/2	0 07 1/2
Figs, 4 crown	0 08	0 10 1/2
Figs, 5 crown	0 08 1/2	0 13
Figs, 6 crown	0 09	0 14
Figs, 7 crown	0 10	0 15
Figs, 9 crown	0 14	0 17
Comadre figs, about 33-lb. mats	1 30	1 40
Glove boxes, 16-oz. per box	0 10 1/2	0 11 1/2
Glove boxes, 10-ozs., per box	0 07	0 07 1/2
Prunes—		
20-30	0 13	0 13
30-40	0 12	0 12
40-50	0 11	0 11
50-60	0 10	0 10
60-70	0 09 1/2	0 09 1/2
70-80	0 09	0 09

80-90	0 08 1/2	0 08 1/2
90-100	0 08	0 08
Bosnia prunes	0 08	0 09
Raisins—		
Choice seeded raisins	0 08	0 08
Choice fancy seeded, 1-lb. pkgs.	0 08 1/2	0 08 1/2
Choice loose muscatels, 3-crown, per lb.	0 08	0 08
Choice loose muscatels, 4-crown, per lb.	0 08 1/2	0 08 1/2
Seedless, new, in packages	0 07 1/2	0 07 1/2
Select raisins, 7-lb. box, per box	0 07 1/2	0 08
Sultana raisins, loose, per lb.	0 11	0 13
Sultana raisins, 1-lb. cartons	0 16	0 19
Malaga table raisins, clusters, per box..	2 50	5 75 1/2
Malaga table raisins, clusters, per 1/4 box..	0 80	1 90
Valencia, fine, off stalk, per lb.	0 06	0 07 1/2
Valencia, select, per lb.	0 06 1/2	0 07 1/2
Valencia, 4-crown layers, per lb.	0 07 1/2	0 08

TEAS.—Market in general is active Japans being in limelight. Considerable speculation is going on as to probable effect of the tumult in Shanghai, importers as a rule experiencing great difficulty in satisfactorily transacting money matters and getting shipments.

Black teas are firm owing to strong feeling prevailing in primary markets, but greens are simply changing hands under a normal demand. In fact markets in East are all firm.

Japans—		
Choicest	0 40	0 50
Choice	0 35	0 37
Fine	0 30	0 35
Medium	0 25	0 30
Good common	0 21	0 24
Common	0 19	0 21
Yamashino	0 75	1 00
Ceylon—		
Broken Orange Pekoe	0 21	0 40
Pekoes	0 20	0 22
Pekoe Souchongs	0 20	0 22
India—		
Pekoe Souchongs	0 19	0 30
Ceylon Greens—		
Young Hysons	0 24	0 25
Hyson	0 19	0 22
Gunpowders	0 19	0 35
China Greens—		
Pingsuey gunpowder, low grade	0 14	0 18
Pingsuey gunpowder, pea leaf	0 20	0 30
Pingsuey gunpowder, pinhead	0 30	0 50

COFFEE.—Roasters report a growing trade, and retail demand is by no means cut down by high prices prevailing.

The new Brazil crop it is believed, will not, as a whole, come up to last year's standard, as the roasting quality has been hurt by the mixing of unripe beans with the ripe. The large dealers in U.S.A. centres have been holding off expecting lower prices but the Canadian trade seems to look for no decline, which probably accounts for the fair business passing.

Mocha	0 25	0 28
Rio	0 21 1/2	0 23 1/2
Mexican	0 35	0 38
Santos	0 22	0 24
Maracaibo	0 23	0 25 1/2

SPICES.—While market is quiet still there is a firm undertone to it and it looks as if the lull is only temporary. There are only moderate stocks of Singapore white pepper on hand and prices may go up. Demand has as a rule been particularly good. Nutmegs and cloves are also shaping strongly.

Allspice	0 13	0 18
Cinnamon, whole	0 16	0 18
Cinnamon, ground	0 15	0 19
Batavia cinnamon	0 25	0 30
Cloves, whole	0 25	0 35
Cloves, ground	0 23	0 35
Cream of tartar	0 25	0 32

Ginger, whole
Ginger, Cochi
Mace
Nutmegs
Peppers, black
Peppers, white

NUTS.—
lively and
should pro
on.

The bu
almonds
and it loo
ing attitu
though, th
business d
large num
irrigated a
is not up
been aske
by manuf.

In shell—
Brazilis, S
Filberts, S
Filberts, B
Tarragona
Walnuts, A
Walnuts, A
Walnuts, C
Hungarian

Shelled—
Almonds, 4
Almonds, 3
Almonds, 2
Almonds (h
Valencia sh
Cashews ..

Peanuts—
American—
Japanese r
Coon, roast
Diamond G
Bon Ton,
Sun, roast
Spanish N
Virginia No
Pecans, jumbo
Pistachios, per
Walnuts—
Bordeaux h
Broken ..

RICED.
firm, there
any fall in
is still str
distress ar
centres but
import dut
good effect,
rice will co

Rangoona—
Rice, grade B.
Rice, grade B.
Rice, grade B.
Rice, grade B.
Rice, grade B.
Rice, grade C.C.
Rice, grade C.C.
Rice, grade C.C.
Rice, grade C.C.
Rice, grade C.C.
Patna, polished

Pearl
Imperial Gl
Sparkle
Crystal
Snow
Ice Dips
Carolina Rice
Brown Sago
Tapioca, me
Seed, lb. ...

ON
POINTERS

Early Fr
ing prices o
Salmon—
Blueberrie
Toronto,
teresting fe
naming of
lines of ear
and vegetal
favorably w
exception

Ginger, whole	0 17	0 30
Ginger, Cochin	0 17	0 20
Mace	0 25	0 35
Nutmegs	0 25	0 30
Peppers, black	0 16	0 18
Peppers, white	0 22	0 27

NUTS.—Demand is becoming more lively and a better state of affairs should prevail in this market from now on.

The business done in new crop Sicily almonds is not so heavy as last year and it looks as if dealers are in a waiting attitude. It is generally expected, though, that there will not be an active business done in almonds this year as a large number of orchards have not been irrigated and the quality of the almond is not up to standard. Brazils have been asked for more freely of late both by manufacturers and wholesalers.

In shell—		
Brazils	0 14	0 15
Filberts, Sicily, per lb.	0 10½	0 12
Filberts, Barcelona, per lb.	0 11	0 12
Tarragona Almonds, per lb.	0 16	0 17
Walnuts, Myette Grenoble, per lb.	0 14	0 15
Walnuts, Marbots, per lb.	0 14½	0 15½
Walnuts, Cornes, per lb.	0 11	0 12
Hungarian	0 13½	0 15
Shelled—		
Almonds, 4 crown selected, per lb.	0 35	0 37
Almonds, 3 crown selected, per lb.	0 32	0 34
Almonds, 2 crown selected, per lb.	0 31	0 32
Almonds (in bags), standards, per lb.	0 27	0 28
Valencia shelled almonds, new crop.	0 35	0 37
Cashews	0 15	0 17
Peanuts—		
American—		
Japanese roasted	0 08½	0 09
Coon, roasted	0 08½	0 09
Diamond G, roasted	0 09	0 10
Bon Ton, roasted	0 11	0 12
Sun, roasted	0 10	0 11
Spanish No. 1	0 12	0 13
Virginia No. 1	0 13	0 15
Pecans, jumbo	0 18	0 19
Pistachios, per lb.	0 75	0 75
Walnuts—		
Bordeaux halves, bright	0 26	0 28
Broken	0 27	0 29

RICE.—The market for all lines is firm, there being no clear indication of any fall in prices as situation in East is still strained. Reports still talk of distress amongst poor in Japanese centres but it is hoped that lifting of import duties, if ratified, will have a good effect, and that supplies of cheaper rice will come in good quantities.

Rangoons—		
Rice, grade B, bags 250 lbs.	3 90	4 00
Rice, grade B, bags, 100 lbs.	3 90	4 00
Rice, grade B, bags, 50 lbs.	3 90	4 00
Rice, grade E, ¼ pockets, 12½ lbs.	4 10	4 20
Rice, grade B, pockets 25 lbs.	4 00	4 10
Rice, grade C.C., bags 250 lbs.	3 80	3 90
Rice, grade C.C., bags 100 lbs.	3 80	3 90
Rice, grade C.C., bags 50 lbs.	3 80	3 90
Rice, grade C.C., pockets 25 lbs.	3 90	4 00
Rice, grade C.C., ¼ pockets, 12½ lbs.	4 00	4 10
Patna, polished	4 45	4 50
Pearl	5 00	4 10
Imperial Glace	5 40	5 50
Sparkle	5 55	5 65
Crystal	5 55	5 65
Snow	5 55	5 65
Ice Dips	5 85	5 95
Carolina Rice	6 10	6 20
Brown Sago, lb.	7 48	7 50
Tapioca, medium pearl, lb.	0 06	0 07
Seed, lb.	0 07	0 08

ONTARIO MARKETS.

POINTERS—

Early Fruits and Vegetables—Opening prices out.

Salmon—Opens at high level.

Blueberries—Higher than last year.

Toronto, Aug. 8.—Probably most interesting feature of week has been naming of opening prices on several lines of canned goods. In early fruits and vegetables, prices compare quite favorably with those of last year, with exception of blueberries which are

higher than last year. As predicted prices on new pack salmon are high, best grades being 45 cents over last year's opening prices.

Travellers from wholesale grocery houses are back on the road again after a two-week holiday and volume of orders that has been coming along has been quite appreciable for season.

There is a good demand for sugar for preserving. Last week's famine of supplies has been relieved at least in part. Sealers are selling well with retail trade, while wholesalers are already receiving some sorting orders. Sealer rings are in demand.

SUGAR.—Outstanding feature in sugar last week was marked scarcity of supplies which, however, is being gradually relieved. With small stocks held in second and third hands, when preserving rush came, flood of orders could not be cared for on time.

There is at moment a fairly steady front to market with a good demand which with late fruits now coming on and promising well is expected to be maintained.

Reports of growing beet crop in Europe still continue good. In regard to beet crop in Canada, rains have fallen in the beet growing sections of Canada during past few weeks and have greatly improved crop prospects, which are now reported as better than for several years at this time.

Extra granulated, bags	5 15
Extra granulated, 20-lb. bags	5 25
Extra granulated, 5-lb. cartons	5 45
Extra granulated, 2 lb. cartons	5 45
Imperial granulated	5 00
Beaver granulated	5 00
Yellow, bags	4 75
Barrels of granulated and yellow will be furnished at 5 cents above bag prices.	
Extra ground, bbls.	5 55
Extra ground, 50-lb. boxes	5 75
Extra ground, 25-lb. boxes	5 95
Powdered, bbls.	5 35
Powdered, 25-lb. boxes	5 75
Powdered, 50-lb. boxes	5 55
Red Seal, 5-lb. box	0 37
St. Lawrence Crystal Diamonds	7 50
Paris lumps, in 100-lb. boxes	5 90
Paris lumps, in 50-lb. boxes	6 00
Paris lumps, in 25-lb. boxes	6 30

SYRUPS AND MOLASSES.—This is quiet season in syrups and molasses, if these lines can be said to have a really quiet season. Even now there is a fair volume of trade, although not on liberal scale of other seasons. New crop honey is on the market.

Syrups—		Per case.
2-lb. tins, 2 doz. in case	2 55	
5-lb. tins, 1 doz. in case	2 90	
10-lb. tins, ½ doz. in case	2 80	
20-lb. tins, ¼ doz. in case	2 75	
Barrels, per lb.	0 03½	
Half barrels, lb.	0 03½	
Quarter barrels, lb.	0 04	
Paills, 38½ lbs. each	1 90	
Paills, 25 lbs. each	1 35	
Maple Syrup—Compound—		
Gallons, 6 to case	4 80	
½ gals., 12 to case	5 40	
¼ gals., 24 to case	5 40	
Pints, 24 to case	3 00	
Maple Syrup—Pure—		
Gallons, 6 to case	6 60	
½ gallons, 12 to case	7 25	
Quarts, 24 to case	7 25	
Pints, 24 to case	4 00	
Quart bottles, 12 to case	3 50	
Molasses, per gallon—		
New Orleans, medium	0 30	0 32
New Orleans, barrels	0 26	0 30
Barbados, extra fancy	0 50	0 50
Porto Rico	0 45	0 52
Muscovado	0 30	0 30

DRIED FRUITS.—There is little interest in spot fruits but as pointed out

last week, some firms are still offering concessions to clear certain lines of prunes. Figs and dates are well to an end.

Attention to futures is apparently lagging somewhat, dealers have in many cases arranged for early supplies. Advices from Greece note currants as firm and progress of weather there is being followed. Few or no prices are being quoted on raisins from Spain. Last year packers quoted speculative prices early and a turn in affairs caused them to lose money. This year they are waiting. Crop is reported further advanced than in other years.

Prunes—		
30 to 40, in 25-lb. boxes	0 11½	0 12½
40 to 50, in 25-lb. boxes	0 10½	0 11½
50 to 60, in 25-lb. boxes	0 10	0 10½
60 to 70, in 25-lb. boxes	0 09½	0 10
70 to 80, in 25-lb. boxes	0 09	0 09½
80 to 90, in 25-lb. boxes	0 08	0 08½
90 to 100, in 25-lb. boxes	0 07	0 08
Same fruit in 50-lb. boxes, ¼ cent less.	0 07	0 09
Bosnia prunes	0 07	0 09
Apricots—		
Choice, 25-lb. boxes	0 20	0 18
Slabs	0 18	0 18
Candied Peels—		
Lemon	0 10	0 11
Orange	0 10	0 12½
Citron	0 15	0 17
Tapnets	0 04½	0 04½
Bag figs	0 05	0 07
Evaporated peaches	0 15	0 17
Evaporated apples	0 10½	0 11½
Currants—		
Patras	0 08	0 08½
Fine Filiatras	0 07½	0 08
Vostizzas	0 10	0 12
Uncleaned, ¼ cent less.		
Raisins—		
Sultana, choice	0 12	0 14
Sultana, fancy	0 14½	0 15½
Valencias, selected	0 08	0 08½
Seeded, 1 lb. packets, fancy	0 08½	0 08½
Seeded, 15-oz. packets, choice	0 08½	0 08½
Dates—		
Hallowee full boxes	0 06½	0 07
Package dates, per 1 lb.	0 07	0 07
Fards, choicest, 12-lb. boxes	0 09½	0 10½
Fards, choicest, 60-lb. boxes	0 06½	0 07

TEA.—There is little change to note in market conditions during past week or so. There is a fair seasonable demand locally with a steady tone maintained.

COFFEE.—There can at least be no concessions expected in coffee prices here unless something unexpected happens. This is shown by assertion of coffee men that they are making no money on coffee now, profits having been shaded to the vanishing point. New York continues to waver day by day on reports from Europe and Brazil.

Anticipated rush of buyers for new crop coffee has not as yet been discovered. Roasters in both Europe and America have been sparing in giving orders.

Rio, roasted	0 23	0 24
Green, Rio	0 20	0 20
Santos, roasted	0 24	0 25
Maricao, roasted	0 25	0 25
Bagotas	0 27	0 28
Mocha, roasted	0 30	0 32
Java, roasted	0 32	0 35
Mexican	0 27	0 28
Gautemalo	0 25	0 26
Jamaica	0 24	0 25
Chico	0 12	0 13

SPICES.—With annual pickling operations drawing closer, there is a healthy movement of general spices with pickling spice a prominent line. Top prices for the year were paid last week in New York for spot as well as future cloves but still the N.Y. market is below Zanzibar and London. There

has been a slightly softer tone to white pepper following reports of large shipments. "Our prices on pepper have not been keeping pace with primary advances," remarked one dealer this week.

	5 and 10 lb. Tins.	¼ lb. pkgs.	¼ lb. tins doz.
Allspice	14-17	60-70	70-80
Cassia	22-27	72-90	80-90
Cayenne pepper	23-33	72-90	90-115
Cloves	25-29	90-95	85-110
Cream tartar	25-26	90-00	
Curry powder	25-00		
Ginger	22-27	65-85	75-95
Mace	65-80		0-2 75
Nutmegs	25-30	90-100	1 60-2 50
Peppers, black	19-22	67-75	80-90
Peppers, white	28-30	90-105	1 05-1 15
Pastry spice	20-27	65-95	75-110
Pickling spice	14-18	75-00	75-00
Turmeric	16-18		

Range for pure spices according to grade. Pails or boxes 2 cents per lb. below tins. Barrels 3 cents below tins.
Mustard seed, per lb., in bulk 0 10 0 12
Celery seed, per lb., in bulk 0 40 0 45
Shredded cocconut, in pails 0 16% 0 17%

NUTS.—There are no new features in nuts. Interest should shortly show a revival. Attention is being given to new crop by wholesalers.

Almonds, Formigetta	0 15	0 15½
Almonds, Tarragona	0 16½	0 17
Almonds, shelled	0 35	0 36
Walnuts, Grenoble	0 15	0 16
Walnuts, Bordeaux	0 12	0 13
Walnuts, Marbots	0 13	0 14
Walnuts, shelled	0 28	0 30
Filberts	0 11	0 12
Pecans	0 17	0 18
Brazils	0 33	0 15
Peanuts, roasted	0 16	0 13
Peanuts, green, extras		0 08½
Peanuts, green, jumbo		0 10

RICE AND TAPIOCA.—A firm tone is still maintained in rice and reports from East are by no means rosy. There is fair demand considering prices. Tapioca shows no change.

Standard B., from mills, 500 lbs. or over, f.o.b. Montreal	3 90
Rice, standard B., f.o.b., Toronto	3 98
Rangoon	0 64
Fancy rangoon	0 05½
Fatna	0 06½
Java	0 06
Carolina	0 08
Sago, medium brown	0 06½
Tapioca—	
Bullet, double goat	0 08
Medium pearl	0 06½
Flake	0 08
Seed	0 06½

BEANS.—There are some rather conflicting reports coming from Ontario's bean producing sections regarding prospects. Much, however, depends on weather during balance of this month. There is no change in spot situation.

Prime beans, per bush.	3 10
Hand picked, per bush.	3 25
California Lima, lb.	0 08
Hungarian, per bush.	2 65

CANNED GOODS.

TORONTO.—Opening prices have been given out this week on a couple of lines of vegetables as well as a number of lines of early fruits. Peas have not been included. Prices on this line were out long before this last year, but this year season is late and some packing is still being done.

Spinach has opened at \$1.30 per doz., the same figure as last year. Asparagus tips are cheaper, quoted at 2.27½ for 2.s as compared with \$2.55 last year. We speak of grade A.

Black and red pitted cherries in heavy syrup are both 2½ cents per dozen below last year's opening price. Red and black currant are the same as last year,

while gooseberries are lower, 2.s in heavy syrup being worth \$2 as against \$2.27½ last year. Pineapples are on a higher range and 2.s in sliced and heavy syrup selling at \$2.05. Rhubarb is the same as last year.

Prices on blueberries to the wholesale trade have been also given out and show about a 20 per cent advance over last year. Greater percentage of these are canned in Maritime Provinces and crop was badly damaged by heavy frost in spring and for a while prospects were quite black. Wholesalers will ask about \$1.35 for 2.s on basis of opening prices and \$5.50 for gallons, which is indeed high compared with prices of a few years ago. However, as pointed out by one broker, quality has been greatly improved by packers in recent years, accounting for increased demand. Nothing is known regarding percentage of delivery. Last year delivery was small and it will also probably be this year. "We are not sure of getting any at all," said one wholesaler.

As indicated previously in The Grocer, prices on salmon will be high this year. Wholesalers have received their prices although figures to retail trade have not yet been issued. However, prices are above last year and by quite a considerable amount, sockeyes in falls being \$1.50 per case above last year, flats \$1 per case higher, North River \$1.50 per case higher and cohoes \$1.25 per case higher. There is no change in pinks as pointed out would be the case. While prices to retailer have not been issued, The Grocer understands that 1 lb. falls will cost \$2.87½ per dozen; 1 lb. flats, 2.92½; ½ lb. 1.70; red springs about \$2.50; cohoes, \$2.30 and pinks \$1.35. In five case lots they will be 2½ cents per dozen less. Nothing definite regarding volume of pack is known but as indicated by figures, it has been generally poor as was expected.

Vegetables.

	Per doz. Group A
2's, Asparagus Tips	\$ 2 27½
2's, Asparagus Butts	1 42½
2's, Spinach	1 30
3's, Spinach	1 80
Gals., Spinach	5 32½
Group B are 2½c per doz. less than above.	
Fruits.	
2's, Black pitted cherries, heavy syrup	1 97½
2's, Black not pitted cherries, heavy syrup	1 55
2's, Red pitted cherries, heavy syrup	1 97½
2's, Red not pitted cherries, heavy syrup	1 55
Gals., Red pitted cherries	8 55
Gals., Red not pitted cherries	8 05
2's, White pitted cherries, heavy syrup	1 97½
2's, White not pitted cherries, heavy syrup	1 65
2's, Black currants, heavy syrup	2 00
2's, Black currants, preserved	2 30
Gals., Black currants, standard	5 30
Gals., Black currants, solid pack	8 30
2's, Red currants, heavy syrup	2 00
2's, Red currants, preserved	2 30
Gals., Red currants, standard	5 30
Gals., Red currants, solid pack	8 30
2's, Gooseberries, heavy syrup	2 00
2's, Gooseberries, preserved	2 30
2's, Gooseberries, standard	7 02½
Gals., Gooseberries, solid pack	8 80
2's, Pineapples, sliced, heavy syrup	2 05
2's, Pineapples, shredded, heavy syrup	2 05
2's, Pineapples, whole, heavy syrup	2 27½
3's, Pineapples, whole, heavy syrup	2 77½
2's, Pineapples, sliced, Hygeian Brand	2 27½
2's, Rhubarb, preserved	1 55
3's, Rhubarb, preserved	2 30
Gals., Rhubarb, standard	3 52½
2's, Strawberries, heavy syrup	2 15
2's, Strawberries, preserved	2 30

Gals., Strawberries, standard 7 52½
Gals., Strawberries, solid pack 9 77½
Group B are 2½c per doz. less than above.

MANITOBA MARKETS.

POINTERS—

Sugar—Scarce.

Winnipeg, Aug. 7. — The business situation is viewed favorably by all men of experience in western affairs. Crop prospects are now No. 1, and the consensus of opinion is that the fall and winter business of present year will greatly exceed in volume that of 1912. Experts place increase in wheat yield for year at 20,000,000 bushels.

Collections are fair for time of year and volume of cash trade is satisfactory. There are no idle men in the towns and there is a general call for labor.

There has as yet been no sign of falling off in local grocery trade but when harvest begins, as it is hoped in two weeks' time, a lull may be expected.

Prices are steady in all staple lines and with exception of a really extraordinary demand for sugar there are no special features to report.

SUGAR.—Preserving season is now in full swing and crop of wild fruits in many sections of country is so large that demand for sugar has exceeded all expectations and there have been complaints of supplies not coming along fast enough. Market is firm and if present demand keeps up prices can hardly help but rise.

Montreal and B.C. granulated, in bbls.	5 60
Montreal and B.C. in sacks	5 55
Montreal and B.C. yellow, in bbls.	5 20
Montreal yellow and B.C. yellow, in sacks	5 15
Icing sugar, in bbls.	5 05
Icing sugar, in boxes (25 lbs.)	6 30
Powdered sugar, in bbls.	5 80
Powdered sugar, in boxes	5 80
Powdered sugar, in small quantities	5 60
Lump, hard, in bbls.	6 55
Lump, hard, in half-bbls.	6 50
Lump, hard, in 100-lb. cases	6 50

SYRUPS.—Market is steady with a somewhat improved demand.

24 2-lb. tins, per case	2 33
12 5-lb. tins, per case	2 75
6 10-lb. tins, per case	2 61
3 20-lb. tins, per case	2 62
Half-barrels, per cwt.	3 94
Barbados molasses, in half bbls., per gal	0 45
New Orleans molasses, half bbls., per gal	0 30
Maple syrup—	
Imperial quarts, 2 doz. case	6 20
½ gals., 1 doz. case	5 85
Gals., ½ doz. case	5 40

DRIED FRUITS.—The recently announced revision of freight tariffs on the Southern Pacific and Santa Fe roads has caused some uneasiness here as to ultimate effect on California fruit prices, but it is too soon to form conclusions. Apricot crop is reported light. Currants, raisins and prunes are firm. An advance in canned strawberries is probable. Trade in dried fruits is somewhat dull and will be so as long as the market is so well supplied with green stuff.

	Per lb.
Prunes—	
90-100s, 25s, s.p.	0 07
99-100s, 10s, s.p.	0 06½
80-90s, 25s, s.p.	0 07½
80-90s, 10s, s.p.	0 08

70-80s, 25s,
70-80s, 10s,
60-70s, 25s,
50-60s, 25s,
40-50s, 25s,
Cooking Figs—
Choice box
Half boxes
Half bags
Valencia Raisi
Fine, f.o.s.
Fine, sele
4-crown lay
4-crown lay
4-crown lay
Ne plus ul
Currants—
Dry, clean,
Washes, p
1-lb. packa
2-lb. packa

TEA A
mal and
Prices are

Roasted Rio, 1
Green Rio, 5s
Green Rio, 7s
Green Santos
Roasted Santo
Chicory

BEANS.
but enqui
tion of a
Beans, 3-lb. p
Hand picked,
Peas, split, 10

NUTS.
in nuts no
two weeks
parks and
steady.

Nuts—
Almonds
Almonds,
Almonds,
Chestnuts,
Cocoanuts,
Cocoanuts,
Peanuts, r
Peanuts, r
Peanuts, s
Peanuts, s
Pecans, la
Brazils
Nutmegs
Filberts
Walnuts,
Walnuts,
Walnuts,
Walnuts,

NEW 1
St. Joh
quiet wh
market fo
tinues. T
lines, alt
stock of h
ticularly c
Local de

present in
goods. T
sixty per
in some li
ing off, if
expected t
pack of g
a fortnigh
been listec
ported enc
pleasing, i
a reductio
berries ar
year. We
vices, int
yield in
the supply
on beans,
and it is
quotations

THE CANADIAN GROCER

70-80s, 25s, s.p.	0 08
70-80s, 18s, s.p.	0 08½
60-70s, 25s, s.p.	0 08½
50-60s, 25s, s.p.	0 09
40-50s, 25s, s.p.	0 10
Cooking Figs—	
Choice boxes	0 05½
Half boxes	0 05½
Half bags	0 04½
Valencia Raisins—	
Fine, f.o.s., 28s, s.p., per box	2 25
Fine, selected, 28s, s.p., per box	2 40
4-crown layers, 22s, s.p., per box	5 35
4-crown layers, 14s, s.p., per box	1 25
4-crown layers, 7s, s.p., per box	0 70
Ne plus ultra, 82s, s.p., per box	2 20
Currants—	
Dry, clean, per lb.	0 08
Washes, per lb.	0 08½
1-lb. package	0 08½
2-lb. package	0 17½

TEA AND COFFEE. Demand is normal and no new features to report. Prices are steady.

Roasted Rio, per lb.	0 22
Green Rio, 5's, lb.	0 17½
Green Rio, 7's, per lb.	0 16½
Green Santos	0 19
Roasted Santos	0 24
Chicory	0 12½

BEANS.—Prices firm and unchanged but enquiry is looking up in anticipation of a good fall and winter trade.

Beans, 3-lb. picker, per bushel	3 00
Hand picked, per bushel	3 10
Peas, split, 100 lbs.	4 00

NUTS.—Things are back to normal in nuts now. Cooler weather of past two weeks having cut down trade at parks and summer resorts. Prices are steady.

Nuts—	Per lb.
Almonds	0 17
Almonds, shelled, in 25-lb. boxes	0 34
Almonds, shelled, less than 25-lb.	0 35
Chestnuts, per lb.	0 20
Cocoanuts, per doz.	0 90
Cocoanuts, sacks	5 00
Peanuts, roasted, choice	0 11
Peanuts, roasted, extra fancy	0 12½
Peanuts, shelled, not roasted	0 09
Peanuts, salted, per ctn. of 20x5c pkts.	0 70
Pecans, medium	0 18
Pecans, large	0 20½
Brazils	0 18
Nutmega	0 20
Filberts	0 11½
Walnuts, Marbots	0 13½
Walnuts, Grenoble	0 16
Walnuts, shelled, cases 55 lbs.	0 31
Walnuts, shelled, in less quantities	0 32
Walnuts, California soft shelled, per lb.	0 20

NEW BRUNSWICK MARKETS.

St. John, August 7.—The period of quiet which has prevailed on local market for last month or so, still continues. There is little action in most lines, although demand for average stock of household provisions, and particularly of summer goods, is brisk.

Local dealers are keenly interested at present in matter of supply of canned goods. They have been looking for a sixty per cent. delivery, but fear that in some lines there will be quite a falling off, if reports prove correct. It is expected that the first deliveries of new pack of green peas will be received in a fortnight at latest, but no prices have been listed as yet. In view of the reported encouraging crop said to be most pleasing, it is thought that there may be a reduction in price. Canned strawberries are going to be higher than last year. Weather according to local advices, interfered materially with the yield in many districts and shortened the supply. No prices have been given on beans, peaches, apples, pears, etc., and it is difficult to foretell just how quotations will stand.

There has been good local demand for sugar, due to extra consumption for preserving purposes. The market is unsettled.

NOVA SCOTIA MARKETS.

Halifax, Aug. 7.—Wholesale grocery dealers report business in excellent condition. Travelers now on the road are sending in good orders, and local trade is fully up to average for season. Collections taken as a whole are fairly satisfactory. Firm prices prevail for most lines. Rice market is particularly strong. Rangoon is quoted at 4¼ to

4½ and Patna at 5¼ to 5½ cents.

Canned salmon is higher. Price has been marked up from 50 to 75 cents per case, owing to unfavorable outlook for season's catch.

Raw sugar market is reported to be easier, but local prices remain unchanged. The steamer Vinland that arrived here yesterday from San Domingo, brought nearly 11,000 bags of raw sugar.

Molasses market is firm. Fancy Barbadoes in barrels is quoted at 40 cents, in tierces, 38 cents, and in puncheons, 35 cents.

The Bean Situation in County of Kent

Fair Crop Anticipated. Providing August Weather Remains Favorable—Dry Warm Weather Wanted—Farmers' Ideas Tend to Minimize Extent of Yield—An Estimate of the Crop.

Chatham, Ont., Aug. 8.—(Special)—Reports from various parts of the bean-growing district of Kent indicate that the success or failure of the bean crop this year will depend to a large extent upon the weather conditions in the latter part of August and the first of September. With favorable weather the yield will be fair; if frosts occur or weather conditions are otherwise unfavorable, the result will be a decidedly short crop.

Under the most favorable conditions the crop may total 800,000 bushels, the lower average crop per acre being to some extent counteracted by the larger acreage sown. The 800,000 bushel estimate is that of N. H. Stevens of Chatham, who is closely in touch with the bean situation and whose outlook is usually of the optimistic nature.

Better Crops on High Lands.

In general, farmers who were fortunate enough to plant their beans on high, sandy lands will have a good crop. On the low, cold lands, beans have not done so well, the crop is decidedly backward, and unless the fall is late there are strong chances that the crop in many quarters will be a total failure.

It is stated that in the bean growing sections many low lying fields were not as far advanced in the last week of July as they usually are on July 1. The dry weather earlier in the month, together with the cold nights, has hampered growth.

A Backward Growth.

In regard to conditions in Orford township, where beans are extensively grown, Reeve Daniel Ferguson states:

"Beans are not growing like they generally do. In other years we have been forced to cultivate them about haying time, but this year a cultivator can be run through most of the fields even at the present time. The beans

have been a great deal larger by July 1 in other years than they are right now (last week in July). Some of the fields are practically just up, and will not amount to anything unless we have a very late fall."

More Optimistic View.

The foregoing information comes largely from bean growers. N. H. Stevens, president of the Canada Flour Mills Co., of Chatham, is decidedly more optimistic. He says:

"Unless something happens in the near future to destroy them, we will have a good average crop per acre and a larger acreage than last year. I think we should have a crop of 800,000 bushels in Ontario. The range of the crop for the past 20 years has been from 500,000 to a million bushels.

"There are many fields of beans all over the bean section that can be pronounced extra good, while there are other fields that were planted a little late and didn't come up well owing to the dry weather. These will not amount to much, but the bean crop on the whole will be satisfactory if the weather is fine to harvest them.

Prices May Be High.

"Owing to the fact that there are practically no old beans in the country, the chances are that the price will be very satisfactory to the farmer. I don't think there are 10,000 bushels of beans in the country in the farmers' hands. The price has been so good that the farmers have sold all they possess. As high as \$2.65 a bushel has been paid. The fields needed the recent rains very badly, and now they are coming along nicely.

The late beans will also be a fair yield if the frosts hold back. Some of the fields have been affected by the cold, wet ground, but with warm weather now they will grow rapidly.



Home Grown Supplies on the Increase

In Both Fruits and Vegetables—Supplanting Imported Goods—Lawton Berries to the Fore—Canadian Peaches and Plums on Market—Lemons Steady in Face of Unseasonable Weather.

Home grown goods have been increasing in supply and gradually overshadowing competing lines of imported goods. This is true both in vegetables and fruits, and season has by no means reached its height, but will continue to show greater strides in this direction in the near future.

As the seasons come and go so must the lines of fruit which the grocer sells. We have already seen the end of strawberries while raspberries are decidedly on the wane and will be followed shortly by cherries, although there are still some late varieties of this fruit. Lawton berries are now to the fore while currants, gooseberries and blueberries are now running their course. Canadian peaches and plums have made their appearance but fancy varieties of these as well as pears and grapes are being imported from across the line.

Canadian potatoes are on the increase and as old stock are overshadowed by U.S. new, so must they in turn be supplanted by the home grown article. This will not be at a far distant date although New Jersey is still sending along some stock.

Tomatoes and cucumbers have followed the lead of potatoes, or perhaps they themselves may be said to be leading, for supplies have increased materially at certain centres with a corresponding easing off in prices.

Recent weather in many portions of province has not been conducive to lemon demand. In face of this fact markets are fairly steady and with a return to seasonable weather, we would be fairly well assured of a continuance of steadiness in this line.

MONTREAL.

GREEN FRUITS.—The fruit market is generally active and high prices prevail. Mostly California fruits are be-

ing offered. Pears and peaches sold freely but the market for oranges was decidedly bad owing to an excessive amount of common fruit forced upon it. Strawberries are now exhausted and nothing good can be said about the quality of much of the fruit this year. It is hoped that the raspberries will show up better. Two cars of Texas peaches were disposed of, one selling at one dollar per crate flats, the other reaching \$1.50 for 6-basket crates.

Apples—		
Spies	4 50	7 00
Bananas, crated	2 50	2 75
Cocoanuts, bags	3 75	4 00
Grape fruit, Florida, case	7 00	9 00
Lemons	4 00	4 25
Limes, box		1 25
Oranges—		
Navel	3 50	4 00
Mexican		2 75
Sorento	2 50	3 00
Pineapples—		
Cubans, cases of 24	4 25	4 50

VEGETABLES.—“High prices but good demand,” sums up the situation, and wholesalers report that there is a good strong movement of all stocks. Quite a large amount of tomatoes were sold during the week and fetched good prices. Cucumbers, as is customary at this time of the year are selling freely but some offered are on the small side and are over-ripe. Carrots are still scarce while potatoes are in better supply.

Beans, green, bags	1 80
Wax beans	1 80
Carrots, dozen	1 00
Cabbage, crate	1 80
Cauliflower, dozen	1 75
Celery, Bermuda, dozen	1 50
Cucumbers, basket	1 50
Peppers, green, crate of 6 baskets	3 75
Lettuce, Boston, doz.	0 25
Leeks, dozen (N.Y.)	1 00
Onions—	
New Egyptian, per lb.	0 04
Radishes, dozen	0 10
Sweet potatoes, per basket	3 00
Potatoes, Green Mountains, bag	1 75
New potatoes, per bbl.	4 00
Spinach, per bbl.	1 50
Parsnips, bag	3 00
Tomatoes	3 00
Turnips, per bag	1 25

TORONTO.

GREEN FRUITS.—Domestic fruits continue to swing into greater prominence under increasing supplies and varieties. The Montmorency red sour

cherries are done. Another kind now coming on is the Murillo, a very dark sour variety and fine for preserving, the juice being wine colored.

There were some belated shipments of raspberries this week but season can now be said to be over. Thimble or Lawton berries are now ready, crop is said to be good and prices next week should be fairly reasonable. This week 13 to 15 cents is being asked.

Imported fancy fruits are still coming in for considerable attention. Canadian peaches are coming forward but prices will vary according to arrival of supplies.

Recent cool weather has been by no means beneficial to demand for lemons but market maintains quite a steady tone.

Bananas, per bunch	1 50	2 00
Red bananas, per bunch	3 75	4 00
Grapes, per box	2 75	3 50
Huckleberries, basket, 11 qt.	1 00	1 50
Lemons, Verdelli	5 00	5 25
Limes, per 100	1 25	1 50
Lawtonberries, per qt. box	0 13	0 15
Oranges—		
California, late Valencias, case	4 00	4 50
Raspberries, per box	0 13	0 15
Watermelons, each	0 30	0 50
Canadian cherries, red, sour, 11-qt. bkt.	0 85	1 10
Gooseberries, 11-qt. basket, large		1 00
Red currants, box	0 08	0 09
Black currants, 11-qt. basket		1 75
California Fruits—		
Peaches, box	2 00	2 50
Pears, per half box		2 00
Pears, Bartlett, full box	2 50	2 75
Plums, box	2 00	2 25
Peaches, Canadian—		
11 qt. basket	1 00	
6 qt. basket	0 55	

VEGETABLES.—With supplies of Canadian vegetables increasing, prices are on the downward path, some lines showing substantial reductions. Tomatoes have followed last week's prediction and eased down to 75 to 80 cents, and will probably reach the 65-cent mark by end of week. There have been further concessions in cucumbers which are selling around 30 to 35 cents per basket.

Canadian supplies of new potatoes are fast increasing, and will shortly supplant those from across the line, although some are still being brought from New Jersey.

Beans, green, Canadian, basket, 11 qts.	0 40	0 45
Beets, new, Canadian, basket	0 25	0 30
Carrots, new, basket	0 25	0 30
Cabbage, new, per crate		2 00
Cabbage, new, hamper	0 80	1 00
Cucumbers, Can., basket	0 30	0 35
Onions, hamper		1 25
Peas, Can., 11-qt. basket	0 50	0 55
Potatoes, new, bbl.	3 25	3 50
Peppers, green, basket		0 50
Tomatoes, Canadian, basket	0 75	0 80

Deal

As usual
titude has
In fact thi
time and n
veloping it
become les
the rosy re
ward from
progress of

Fact of
find nothi
any other
this season
the channel
clined to d
erate weat
greater por
should be l
years. At
best not to
summer un
gained by
is not evide
quietly wai
can be gle
yield in Ca

Prospects
present par
yield but th
ty lurking i
thing may
situation.
vest in Ma
on Monday
general for

FLOUR—
up and the
ing done bo
count. Ex
and cables
ly.

Winter wheat,
Straight rollers,
Manitoba 1st 8,

FLOUR & CEREAL DEPARTMENT



Dealers Have Adopted Waiting Policy

Until Something Definite Regarding Canadian Wheat Yield is Known—See Nothing to be Gained by Loading Up on Flour Now—Prospects in West are Good—First Wheat Harvested in Manitoba.

As usual at this season, a waiting attitude has been adopted by the trade. In fact this has been the case for some time and now with a new crop fast developing it could hardly be expected to become less prominent, especially with the rosy reports that are being sent forward from Western Canada regarding progress of crops there.

Fact of matter is that retail dealers find nothing to be gained by pursuing any other than a waiting policy. At this season demand for flour through the channels of the grocer is rather inclined to dullness, although with moderate weather which has ruled during greater portion of summer, falling off should be less noticeable than in other years. At any rate, they regard it as best not to carry heavy stocks during summer unless there is something to be gained by an advancing market. This is not evident this year and retailers are quietly waiting until something definite can be gleaned regarding this year's yield in Canada.

Prospects in Canadian West are at present particularly bright for a record yield but there is always that uncertainty lurking in the background that something may turn up to mar the rosy situation. The first wheat of 1912 harvest in Manitoba was cut near Souris on Monday, but harvesting will not be general for several days.

MONTREAL.

FLOUR.—Business has begun to pick up and there is a good active trade being done both for local and country account. Export business is also better and cables have been more in line lately.

Winter wheat, fancy patents, in bags	4 75	5 00
Straight rollers, in bags	4 30	4 50
Manitoba 1st Spring wheat patents, bags..	....	5 80

Manitoba straight patents, in bags	5 30
Manitoba strong bakers, in bags	5 10
Manitoba second, in bags	4 70

ROLLED OATS.—There is no change to note this week, but it should be remembered that prices are well maintained owing to shortage of good milling oats. It will be three or four weeks yet until the new oats are on hand and while a downward movement should be noticed then, still we can pretty positively state that no immediate decline can be expected.

Fine oatmeal, single bag lots	2 64
Standard oatmeal, single bag lots	2 64
Granulated oatmeal, single bag lots	2 64
Bolled Cornmeal, 100 bags	2 25
Rolled oats, jute bags, 90-lb. single bag lots	2 40
Rolled oats, cotton bags, 90-lb., single bag lots	2 45
Rolled oats, barrels	5 25
Rolled wheat, bbl.	2 75

TORONTO.

FLOUR.—There is a general good trade in small lots for immediate requirements reported but as natural at this season ear lot business is slack. General market is rather listless, there being a waiting attitude on all sides until something definite evolves out of approaching crop.

Future of winter wheat flour appears rather uncertain. On one hand there are those who point out that we are far above the level of other countries and must therefore come down with new crop, while others maintain that as winter wheat has not had a good year that prices must rule steady.

One thing is certain and that is that at present prices, export business is not possible. A local flour man on a trip to England writes that there is no chance of Canada getting trade unless prices come down to a par with Australia and other competing countries. Ontario wheat is lower this week again and down to 95 cents.

Manitoba Wheat.

1st patent, in car lots, per bbl.	5 70
2nd patents, in car lots, per bbl.	5 20
Strong bakers, in car lots, per bbl.	5 00
Feed flour, in car lots, per ton	31 00 33 00
Winter Wheat.	
Fancy patents, domestic consumption ..	5 10 5 40
Patents, 90 p.c., domestic consumption..	4 80 5 10
Straight roller, domestic consumption ..	4 60 4 80
Blended, domestic consumption	5 10 5 30

CEREALS.—There is no change in cereal prices. Summer business is in evidence, but retailers continue to pursue a hand-to-mouth policy.

Rolled oats, small lots, 90 lb. sacks	2 50
Rolled oats, 25 bags to car lots	2 40
Standard and granulated oatmeal, 98 lb. sb.	2 64
Rolled wheat, small lots, 100-lb. bbls.	2 80
Rolled wheat, 5 barrel to car lots	2 70
Cornmeal, 98 lb. bags, 25 bag lots	2 30
Rolled oats in cotton sacks, 5 cents more.	

MILL FEEDS.—There are no changes in prices. Export demand has been keeping prices steady.

WINNIPEG.

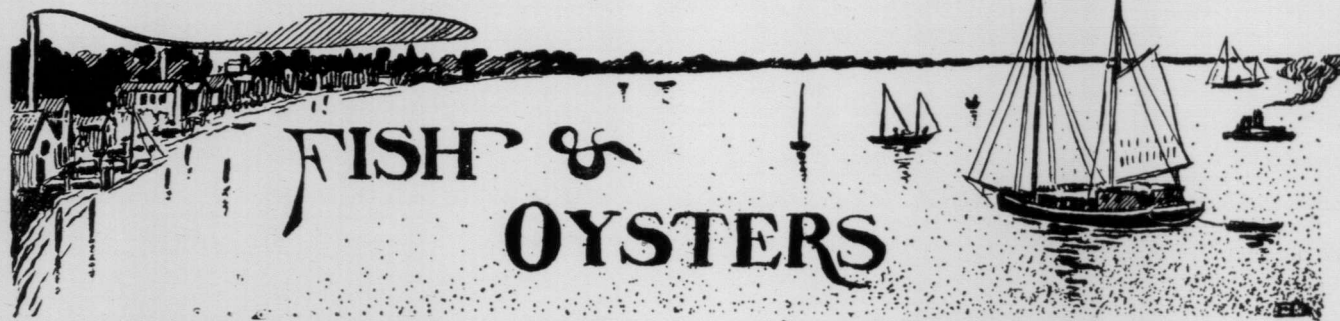
FLOUR AND CEREALS.—Domestic demand for flour is reported as a little quieter during past week. Prices are unchanged but should the harvest prove up to anticipation reduction in wheat and oats is probable. Market for both is weakening daily, but the export demand is good.

Flour—		
1st patents, cwt.	3 05	3 15
2nd patents, cwt.	2 85	
Strong bakers', cwt.	2 75	
Rolled Oats—		
25 lb. sack	0 65	
40 lb. sack	1 25	
80 lb. sack	2 25	
Granulated oatmeal, per cwt.	2 75	2 75
Corn Meal—		
98 lb. sacks	2 30	
49 lb. sacks	1 20	

MARITIME BOARD OF TRADE.

Truro, N.S., Aug. 8.—Business men of the Maritime provinces are looking forward to the 18th annual meeting of the Maritime Board of Trade to be held here on August 21 and 22.

The work to be conducted as set forth in the official programme indicates that from a business standpoint the convention will be an important one. The subjects include suggested improvements in transportation, bususing cattle raisers, better telegraphic service, the Workmen's Compensation Act, immigration, Board of Trade co-operation, etc.



Usual Summer Quietness in Fish Trade

Maintains an Even Tenor—Conditions Against a Big Trade at This Season—Mackerel Have Struck in Along Nova Scotia Coast Again—Halibut is Firmer.

The usual listlessness that prevails in fish markets during summer months is now present. A certain trade is being done but both supply and climatic conditions are adverse to any large volume being done.

Cod and haddock are plentiful. Nova Scotia reports that mackerel have again struck in along the coast. American markets are taking large portion of fresh supplies.

Certain Canadian markets report short supply of halibut with prices firmer. Some supplies are being brought from the United States side of Pacific coast and cost from this direction is naturally more.

Tone of dry cod market is still easy, extremely large catch in Norway this year being big bearish feature.

QUEBEC.

MONTREAL.—The most interesting feature is the scarcity of halibut and advance in price. Supplies are being secured from the American side of the Pacific coast, the cost of course being higher and the customs duty also a considerable item. The season for Gaspé salmon is practically at an end but supplies of fresh B.C. salmon are good. Very little brook trout are obtainable at present and fresh dore and pike are also on the scarce list.

FRESH AND FROZEN.

Fancy spring salmon, per lb.	0 18	0 20
Large shad herring, each	0 02	0 02
Market cod, cases, 250 lbs., per lb.	0 04	0 04
Less than case	0 04½	0 04½
Smelts, fancy	0 10	0 10
Haddock	0 04½	0 04½
Halibut, per lb.	0 12	0 12
Herring, frozen, per 100 fish	1 90	2 00
Mullets	0 04½	0 05
Pike, dressed and headless, lb.	0 08	0 08
Steak, cod	0 10	0 10
Mackerel	0 10	0 11
B.C. red salmon	0 15	0 15
New Gaspé salmon, per lb.	0 07½	0 08
Qualla salmon	0 09	0 09
No. 1 smelts, per lb.	0 12	0 12
Lake trout, per lb.	0 09	0 10
Whitefish, large, per lb.	0 09	0 10
Pure cod tablets, 20 1-lb. tablets	2 30	2 30
Whitefish, small, lb.	0 06	0 06
Barbotte (dressed)	0 08½	0 08½
PREPARED FISH.		
Boneless cod, in blocks or packages, lb., 8, 10, 11, 12	5 50	5 50
Dry pollock, 100 lb. bundles, per bundle	2 10	2 10
Shredded cod, 2 doz. in box, per box	0 12	0 12
Boneless strip cod, 30-lb. box	0 12	0 12

SALTED AND PICKLED.	
New green cod, per bbl., 200 lbs.	10 00
New Labrador herring, per bbl.	5 50
New Labrador herring, per half bbl.	3 00
No. 1 mackerel, pail	2 00
No. 1 mackerel, half bbls.	8 00
Lake trout, kegs	6 00
No. 1 green haddock, per 200 lbs.	7 50
Salt eels, per lb.	0 06
Salt sardines, bbls.	5 00
Salt sardines, half bbls.	2 75
Lake trout, half barrel	6 00
Scotch herring, keg	6 50
Scotch herring, per box	1 00
Holland herring, half bbl.	5 50
Holland herring, keg	0 75
Boneless new herring, 10-lb. boxes	0 12½
Salt eels, per lb.	0 06
Labrador salmon, bbls.	18 00

SMOKED.

Bloaters, box	1 10
Yarmouth bloaters, fancy, per box	1 25
Haddies, fancy, 15-lb. boxes, per lb.	0 07½
Fillets, fancy, 15-lb. boxes, per lb.	0 11
Herring, new, smoked, per box	1 18
Kippers (small), per box of 50 fish	1 10
Smoked salmon, per lb.	0 25

SHELL FISH.

Solid meats—Standards, gal., \$1.75; selects, gal.	2 00
Boiled lobsters, per lb.	0 20

ONTARIO.

TORONTO.—Halibut, as for some time now, continues one of the prominent lines on local market, sharing honors with lake trout and whitefish. There has been no change in prices while business is of a summer character.

Some interest is being displayed in future business, as another season is fast approaching but this interest is mostly confined to the wholesaler who finds it necessary to plan ahead.

FRESH CAUGHT FISH.

White fish, per lb.	0 12
Lake trout, per lb.	0 12
Steak, cod	0 08
Haddock	0 07
Halibut	0 11
Flounders	0 07
Lake Erie herrings, per lb.	0 06
Pike	0 07
Perch	0 07

PREPARED.

Shredded cod, 2 doz. pkgs. to box	2 25
Acadia cod, 2-lb. boxes, 12 to crate	2 80
Cod in loose strips, 25-lb. to box, lb.	0 06½
Finnan Haddie	0 08
Mackerel, each	0 22

NEW BRUNSWICK.

ST. JOHN.—This has been a good fish week on the St. John market. The supply was good and demand encouraging. There was an abundance of salmon bringing from 19 to 29 cents a pound. The season is rapidly drawing to a close ending on August 15. At present the only source of supply is from St. John harbor and along Bay of

Fundy, run on the North Shore of the Province and about Newfoundland having become exhausted. A large number of fiddlers were caught this week.

First run of fall shad was on the market offering at 30 and 35 cents. Tinker mackerel in fair quantities sold at 50 cents a dozen. Halibut remains decidedly scarce and what little is being received is being brought in from about Brier Island, Nova Scotia. Cod and haddock are coming in slightly better quantities but remain about the same in price bringing 5 cents a pound.

NOVA SCOTIA.

HALIFAX.—There was some activity in local fishing markets this week due to fact that mackerel struck in again along the coast. At some places along western shore as high as two thousand fish were taken in one day. Majority of catches, however, are comparatively small. The fish are large and of fine quality. They are in good demand, and sold at 20 cents each. A large portion of the fish were shipped fresh to the American market.

Herring have also struck in, but demand is light. Sales of fresh herring are not heavy at any period, on local market, and fishermen were retailing them at the wharves for one cent each.

Cod and haddock continue plentiful, and halibut is fair. Fresh salmon is about done, but new smoked stock of excellent quality is offered to the trade.

MANITOBA.

WINNIPEG.—There is a normal demand for fish. Prices on this commodity are steady, changes being of rare occurrence. Pickerel are quoted ½ cent per lb. cheaper. Market is well supplied in all lines.

Fish—

Fresh salmon	0 15
Lake Winnipeg whitefish, lb.	0 08½
Fresh pickerel	0 08½
Steak cod	0 07
Trout	0 12
Halibut	0 10
Finnan haddies	0 08
Bloaters, per box	1 50
Holland herrings, keg	0 65
Kipperd herrings, box	2 00
Labrador herrings, half barrel	4 50
Mackerel, salt, keg	2 75

Trade

No
Y
Co
on

There is trade in cod maintained reason for weather market hand in sweet figure.

Notwith- been quite a saler this w has now been not only is line during all the year weather hel do not depe years back.

There is present in This busine even but a have been l at most cen tions we hea ing in this

If present tion of what not butter winter. Pr for season front to m porting no l too high a l

"We are in butter r week," con eago are lo around 26/ referred to wards easin there are a ing made.

PROVISTI at this time ion market, tivity prese



Produce & Provisions



Trade in Cooked Meats Well Established

Not Dependent on Hot Weather—Now Sold by Grocers the Year Round—Steady Trade Reported in Smoked Meats—No Concessions Being Made in Butter—Premium on Good Eggs on Increase.

There is no denying the fact that trade in cooked meats this year has not maintained the record of last year. The reason for this is quite evident, the weather man last year lending a helping hand in swelling sales to an appreciable figure.

Notwithstanding the fact, there has been quite a fair trade in cooked meats this year. As pointed out by one wholesaler this week, the cooked meat trade has now become an established one and not only is there a demand for this line during warm summer months but all the year round. Of course the warm weather helps considerably but dealers do not depend on it as was case a few years back.

There is also a considerable trade at present in evidence for smoked meats. This business has been pursuing an even but appreciable level and stocks have been kept pretty well evened up at most centres. In fact in some directions we hear of a firm feeling prevailing in this line.

If present quotations are any indication of what is to be, the poor man will not butter his bread very heavily this winter. Prices are now above normal for season and there is still strong front to most markets. Canada is exporting no butter because prices are on too high a level to make that possible.

"We are just about going the limit in butter now," said one dealer this week, "considering that prices in Chicago are lower than ours, ranging around 26½ cents." Another dealer referred to New Zealand as factor towards easiness but in face of all this, there are apparently no concessions being made.

MONTREAL.

PROVISIONS.—The usual quietness at this time of year prevails in provision market, there being no great activity presented. Still business has not

been too bad, some fairly large orders having been filled by local packers. Lard is keeping up, there being a falling off in the accumulation of stocks.

Long clear bacon, heavy, lb.	0 13½
Long clear bacon, light, lb.	0 15
Hams—	
Extra large sizes, 28 to 40 lbs., per lb.	0 14¼
Large sizes, 20 to 28 lbs., per lb.	0 16
Medium sizes, 15 to 19 lbs., per lb.	0 17½
Extra small sizes, 10 to 14 lbs., per lb.	0 17½
Bone out, rolled, large, 16 to 25 lbs., per lb.	0 18
Bone out, rolled, small, 9 to 12 lbs., per lb.	0 20
Breakfast bacon, English, boneless, per lb.	0 18
Windsor bacon, skinned, backs, per lb.	0 19
Spiced roll bacon, boneless, short, per lb.	0 15
Roiled ham, small, skinned, boneless	0 28
Hogs, live, per cwt.	9 25
Hogs, dress, per cwt.	13 60
Pure Lard—	
Boxes, 50 lbs., per lb.	0 14¼
Cases, tins, each 10 lbs., per lb.	0 14¼
Cases, tins, each 5 lbs., per lb.	0 14¼
Cases, tins, each 3 lbs., per lb.	0 14¼
Pails, wood, 20 lbs. net, per lb.	0 14¼
Pails, tin, 20 lbs. gross, per lb.	0 14¼
Tubs, 50 lbs. net, per lb.	0 14¼
Tierces, 375 lbs., per lb.	0 14
One pound bricks	0 13½
Compound Lard—	
Boxes, 50 lbs. net, per lb.	0 10¼
Cases, 10 lb. tins, 60 lbs. to case, per lb.	0 10¼
Cases, 5 lb. tins, 60 lbs. to case, per lb.	0 10¼
Cases, 3 lb. tins, 60 lbs. to case, per lb.	0 10¼
Pails, wood, 20 lbs. net, per lb.	0 10¼
Pails, tin, 20 lbs. gross, per lb.	0 10
Tubs, 50 lbs. net, per lb.	0 10¼
Tierces, 375 lbs., per lb.	0 10¼
One pound bricks	0 11
Pork—	
Heavy Canada short cut mess, bbl., 35-45 pieces	26 00
Bean pork	17 50
Canada short cut back pork, bbl., 45-55 pieces	25 50
Heavy short cut clear pork, bbl.	23 00
Clear fat backs	25 50
Heavy flank pork, bbl.	26 50
Plate beef, 100 lb. bbls.	8 75
Plate beef, 200 lb. bbls.	17 00
Plate beef, 300 lb. bbls.	25 00
Dry Salt Meats—	
Green bacon, flanks, lb.	0 11

Boxes, 50 lbs. net, per lb.	0 10¼
Cases, 10 lb. tins, 60 lbs. to case, per lb.	0 10¼
Cases, 5 lb. tins, 60 lbs. to case, per lb.	0 10¼
Cases, 3 lb. tins, 60 lbs. to case, per lb.	0 10¼
Pails, wood, 20 lbs. net, per lb.	0 10¼
Pails, tin, 20 lbs. gross, per lb.	0 10
Tubs, 50 lbs. net, per lb.	0 10¼
Tierces, 375 lbs., per lb.	0 10¼
One pound bricks	0 11

BUTTER.—An easier tendency marked closure of butter markets last week but it was only temporary and prices are stiffening up again. Indeed few sales were made by holders at the lower price at some of the county boards. It is hardly likely that any marked drop will take place in the near future as we are right into a season of high prices which in every quarter will be maintained.

Creamery blocks	0 28	0 28½
Dairy tubs, lb.	0 22	0 24

EGGS.—As must be expected during hot weather, prices for new laid are creeping up and it is safe to say that the high level will be maintained as supplies are none too large. There is a good demand though, and the call for selects is also heavy. Cooking eggs are

also in good demand and price is not too high.

New laid eggs, per doz.	0 32
Selects	0 28
No. 1's	0 25

POULTRY.—Heavy demand from the West has put wholesalers scurrying round for supplies and we would not be surprised to see an increase in prices soon. Turkeys are selling well and the same applies to the whole list.

Turkeys, No. 1, per lb.	0 24
Turkeys, No. 2, per lb.	0 22
Chickens, per lb.	0 16
Fowls, per lb.	0 15
Ducks, per lb.	0 25
Geese, per lb.	0 15

HONEY.—When the cool weather sets in there will be a much better demand for honey but it is hardly likely that things will brighten up to any appreciable extent until the fall, when dealers will be in a position to display it and use proper methods for selling. The demand is just moderate at following prices:

White clover, strained	0 10¼
Buckwheat, strained	0 08½

TORONTO.

PROVISIONS.—There is a generally firm tone to all varieties of smoked meats which may probably reflect itself in local quotations. Trade in spite of rather unseasonable weather has been quite fair. Cooked meats are not so brisk as at this time last year. However, as was pointed out by one wholesaler, cooked meat trade has become established and is not ruled so much by weather as years ago.

Hogs show no change from last week and are steady. This is not the brisk season for lard and tendency as pointed out before is rather easy, in tierces ruling at 13 cents flat.

Smoked Meats—	
Light hams, per lb.	0 17¼ 0 18
Medium hams, per lb.	0 17 0 17½
Large hams, per lb.	0 16 0 17
Backs, plain, per lb.	0 19 0 20
Backs, pea meal	0 20 0 21
Breakfast bacon, per lb.	0 17 0 18
Roll bacon, per lb.	0 13¼ 0 13½
Shoulders	0 11¼ 0 12
Pickled Meats—1c less than smoked.	
Roll bacon, per lb.	0 13 0 13½
Heavy mess pork, per bbl.	20 00 20 50
Short cut, per bbl.	24 00 25 00
Cooked hams	0 25 0 26
Lard, tierces, per lb.	0 13
Lard, tubs, per lb.	0 13¼
Lard, pails, per lb.	0 10
Lard, compounds, per lb. tierces	0 15
Live hogs, at country points	8 45
Live hogs, local	11 00 11 50

BUTTER.—If there were a tinge of easiness in butter last week as some dealers declared, it did not make itself

apparent in local quotations. Prices this week are ruling much the same, although certain dealers would ask firmer figures for some grades of dairy butter, choice prints ruling at 22 to 23 cents.

"There are no concessions being made in creamery," said one dealer, "but I would say that supplies are fairly liberal. I feel more like being bullish in dairy than creamery." Considerable storing has been in evidence.

	Per lb.	
Fresh creamery print	0 27	0 29
Creamery solids	0 23	0 27
Farmers' separator butter	0 24	0 25
Dairy prints, choice	0 22	0 23
Dairy solids	0 21	0 22

EGGS.—Guaranteed new laid eggs are a scarce commodity and this variety command a considerable premium. It is a difficult problem to get a line on egg values because they vary widely according to quality of stock. For the kind classified as new laids around 27 to 28 cents is being asked. Fresh are quoted at 23 to 24 cents. Fair retail demand is reported.

New laid eggs, per doz.	0 27	0 28
Fresh eggs, per doz.	0 23	0 24

CHEESE.—Last week we said some dealers would quote a little firmer on cheese. This week majority are asking ¼ cent more, reflecting steady tone which has prevailed at country boards.

Old Cheese—		
Large	0 17½	0 19
Twin	0 18	0 19½
New Cheese—		
Large	0 14½	0 14½
Twin	0 14½	0 14½
½ Twin	0 14½	0 15

POULTRY.—Increased offerings of spring chickens and ducks has brought greater activity to poultry market. For live spring chickens local dealers are paying 16 to 18 cents delivered here, ducks are worth 11 to 13, old fowl bring 10 to 12 and roosters 7 to 8 cents.

Spring chickens, dressed, lb.	0 30
Spring ducks, dressed, lb.	0 23
Fowl, dressed	0 15

HONEY.—This year's white clover honey has made its debut on local market, limited quantity coming along during past week. Prospects this year are not rosy and dealers expect last year's high figures to be maintained. For, new seasons in 1 lb. combs, \$3 per dozen is being obtained, while some strained in 60 lb. tins, sold for 12 cents per pound.

Honey—strained—		
Amber honey, 60-lb. tins, per lb.	0 07	0 08
Buckwheat, 60-lb. tins, per lb.	0 07	0 08

WINNIPEG.

Prices are firm and demand steady for cured meats and lard. Butter is stronger, creamery having advanced one cent and good quality dairy 2 cents. Lower prices need not be expected this season and as there is no reserve stock fall and winter prices will probably run high. Cheese is unchanged. Eggs are up 2 cents.

Lard—		
Tierces	0 13½	
50 lb. tubs	6 90	

20 lb. tubs	2 80
10 lb. cases	8 55
5 lb. cases	8 65
3 lb. cases	8 70
Cured Meats—	
Hams	0 17½ 0 18½
Bacon	0 18½ 0 20½
Smoked shoulders	0 14½
Long clear	0 13½
Mess pork	26 00
Pigs feet, kits	1 10

Butter—		
Creamery butter	0 28	0 26
Dairy butter, tubs	0 23	0 20
Eggs—		
Strictly fresh	0 20	0 21
Cheese—		
Ontario, large, new	0 15½	
Twins, new	0 16	
Manitoba large	0 15	
Manitoba, twins	0 15½	
Old, twins	0 19½	

New Zealand as Factor in Butter Market

Shipments from That Country to Canada Growing in Importance—Will They This Year Tend to Keep Down Prices?—Canada Losing Ground in Shipments to Mother Country—All is Needed at Home.

New Zealand is beginning to loom up to no little extent as a factor in the Canadian butter market. It promises to play quite an important part in the situation this year, and to increase its importance as time advances.

Last year, it will be remembered that Canada had to use a considerable amount of New Zealand butter, not only importing direct, but during spring, when supplies here neared the zero mark and prices moved up to record heights, Canada, the renowned dairy country, had to run home to England to get supplies of butter that had in turn been received from one of her colonies on the other side of the globe, namely, New Zealand. It was indeed a rather unusual and round about way that Canada had to resort to in order to have her bread buttered last spring.

Butter Exports Falling.

What is the reason for this order of things? Canada, a few years ago, was a big shipper of butter to the motherland. Now she has to go out and buy butter. It seems almost as strange as a dairy farmer purchasing butter instead of selling it to the grocer.

This year Canada has done no export business, and it simply means that we have only enough to supply our own needs in spite of the fact that this country has for some time been one of the largest exporters to the English market. Shipping from 400,000 to 500,000 packages a year in other years.

Prices forbid this at present, and this order of things appears to be a result of increasing population, while on the other hand production has been decreasing.

Found its Way Back Again.

Conditions now would seem to indicate that Canada will require nearly all her own production in the future. It is true that she exported some 136,272 packages last season, but a large portion of that amount had to be imported again to fill our home requirements.

It was New Zealand that assisted us to some extent in regard to supplies. Indeed as a source of supply, it looks as if she might take an important place. Imports to Canada from that di-

rection increased from 9,197 boxes in 1190-11 to 44,431 boxes in 1911-12 and shippers from the antipodes expect to greatly increase this amount in the future. They are so much interested that they have begun interviewing the steamship lines in regard to securing better direct service with this country.

New Zealand Shippers Prepared.

A New Zealand paper, in speaking of the trade says: "The future of the trade with Canada is big with possibilities. Exporters in this country are fully alive to the fact. Apart from the steamship service, New Zealand has the advantage of a tariff with Canada, which gives her a preference over Australia of 1 cent per pound on butter."

Chances of New Zealand trade with us seem brighter this year from the feeling now quite general that values this year are likely to follow course of last season. This feeling is shown by good demand for butter at present prices above normal. However it is just a question whether storage men and speculators have taken New Zealand into account in summing up the market. The West has been a big buyer of Eastern butter. Now, New Zealand is said to be offering butter for December delivery laid down in Vancouver at 28 to 29 cents per pound. It is also stated that Toronto and Montreal dealers could not lay the same class of butter down in Vancouver in December for less than 31 cents—that is figuring on present basis. If this be true the West will take the imported rather than Eastern product, but on the other hand New Zealand would not in such a case be able to compete on Eastern markets.

There are, however, many complications in trying to size up such a situation in advance. For instance says one dealer, "We are sending no butter to England, and she will want more from New Zealand," while in answer to this another wholesaler said, "Yes, but if our prices are above England's values, New Zealand will ship to us."

Time will tell, what is to be what," but in the meantime it appears evident that New Zealand butter is going to be a factor in establishing prices.

TE

FRES

C
"EAS

WEST

CH

F. W

YOU CAN INCREASE YOUR TRADE BY HANDLING



THEY ARE THE FINEST PROCURABLE

AND INCLUDE

FRESH BEEF, PORK, VEAL, LAMB, MUTTON, CURED MEATS, HAMS, BACON, Etc.

COOKED AND JELLIED MEATS. "MAPLE LEAF" PURE LARD.
"EASIFIRST" SHORTENING. "QUALITY" COOKING AND SALAD OIL.
PORK SAUSAGE, BOLOGNA, ETC. POULTRY.
EGGS, BUTTER, CHEESE.

GUNNS LIMITED, PORK AND BEEF PACKERS

WEST TORONTO, ONT.

Montreal, St. John, N.B.

Travellers and Agents everywhere.

FOR CHEAPER LIVING

We can recommend our Sugar Cured Smoked Rolls. These are absolutely boneless, cured just the same as "Star Brand" Hams and sell at much less money.

We have them also pickled and cooked.

Made under Government Inspection.

F. W. FEARMAN CO., Limited
HAMILTON

The quality of
WETHEY'S
Condensed
Mince Meat

has been daily making friends for the past twenty-nine years.

WHAT ABOUT YOURSELF?

Are you one of its friends?

If not, now is the time to get acquainted.

All Jobbers. 3 doz. to a case.

WRITE US

J. H. WETHEY, Limited
ST. CATHARINES

"THE MINCE MEAT PEOPLE"

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS \$40 PER INCH PER YEAR

BAKING POWDER.
W. H. GILLARD & CO.
Diamond.
1-lb. tins, 2 doz. in case...\$2 00
½-lb. tins, 3 doz. in case... 1 25
¼-lb. tins, 4 doz. in case... 0 75

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

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

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

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

COOK'S FRIEND BAKING POWDER.
Cartons— Per doz.
No. 1, 1-lb., 4 dozen 2 40
No. 1, 1-lb., 2 dozen 2 60
No. 2, 5-oz., 6 dozen 0 80
No. 2, 5-oz., 3 dozen 0 85
No. 3, 2½-oz., 4 dozen 0 45
No. 10, 12-oz., 4 dozen 2 10
No. 10, 12-oz., 2 dozen 2 20
No. 12, 4-oz., 6 dozen 0 70
No. 12, 4-oz., 3 dozen 0 75

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

FOREST CITY BAKING POWDER.
6-oz. tins 0 75
12-oz. tins 1 25
16-oz. tins 1 75

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

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

UN-NUMBERED.
Under 100 bookseach 0 04
100 books and over each 0 03½
500 books to 1,000 books 0 03
For numbering cover and each coupon, extra per book ½ cent.

CEREALS.
WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Breakfast Food, 2 doz. in case, per case, \$3.00.
The King's Food, 2 doz. in case, per case, \$4.80.
White Swan Barley Crisps, per doz., \$1.
White Swan Self-rising Buckwheat Flour, per dozen, \$1.
White Swan Self-rising Pancake Flour, per doz., \$1.

White Swan Wheat Kernels, per doz., \$1.50.
White Swan Flaked Rice, \$1.
White Swan Flaked Peas, per doz., \$1.

DOMINION CANNERS.
Aylmer Jams. Per doz.
Strawberry, 1912 pack\$ 2 00
Raspberry 2 00
Black currant 2 00
Red currant 1 85
Peach 1 85
Pear 1 85

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

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

Pure Preserves—Bulk.
5 lbs. 7 lbs.
Strawberry 0 69 0 95
Black currant 0 69 0 95
Raspberry 0 69 0 95
14's and 30's per lb.
Strawberry 0 13
Black currant 0 13
Raspberry 0 13
Freight allowed up to 25c per 100 lbs.

COCOA AND CHOCOLATE.
THE COWAN CO., LTD.

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

Special quotations for Cocoa in barrels, kegs, etc.

Unsweetened Chocolate—
Supreme chocolate, ½'s, 12-lb. boxes, per lb. 0 35
Perfection chocolate, 20c size, 2 doz. in box, doz... 1 80
Perfection chocolate, 10c size, 2 and 4 doz. in box, per doz. 0 90

Sweet Chocolate— Per lb.
Queen's Dessert, ¼'s and ½'s, 12-lb. boxes 0 40
Queen's Dessert, 6's, 12-lb. boxes 0 40
Vanilla, ¼-lb., 6 and 12-lb. boxes 0 35
Diamond, 8's, 6 and 12-lb. boxes 0 28
Diamond, 6's and 7's, 6 and 12-lb. boxes 0 24
Diamond, ¼'s, 6 and 12-lb. boxes 0 25

Icings for Cake—
Chocolate, white, pink, lemon, orange, maple, almond, coconut, cream, in ½-lb. packages, 2 doz. in box, per doz... 0 90
Chocolate Confections—Per lb.
Maple buds, 5-lb. boxes ... 0 36
Milk medallions, 5-lb. bxs. 0 36

Chocolate wafers, No. 1, 5-lb. boxes 0 30
Chocolate wafers, No. 2, 5-lb. boxes 0 25
Nonpareil wafers, No. 1, 5-lb. boxes 0 30
Nonpareil wafers, No. 2, 5-lb. boxes 0 25
Chocolate ginger, 5-lb. bxs. 0 30
Milk chocolate wafers, 5-lb. boxes 0 36
Coffee drops, 5-lb. boxes .. 0 36
Lunch bars, 5-lb. boxes .. 0 36
Milk chocolate, 5c bundles, 3 doz. in box, per box.. 1 35
Milk chocolate, 5c cakes, 3 doz. in box, per box.. 1 35
Nut milk chocolate, ½'s, 6-lb. boxes, lb. 0 36
Nut milk chocolate, ¼'s, 6-lb. boxes, lb. 0 36
Nut milk chocolate, 5c bars 24 bars, per box 0 90

EPPS'S.
Agents—Willson & Warden, Toronto; Forbes & Nadeau, Montreal; J. W. Gorham & Co., Halifax, N.S.; Buchanan & Gordon, Winnipeg.
In ¼, ½ and 1-lb. tins, 14-lb. boxes, per lb. 0 35
Smaller quantities 0 37

JOHN P. MOTT & CO.'S.
G. J. Estabrook, St. John, N.B.; J. A. Taylor, Montreal, P.Q.; F. M. Hannum, Ottawa, Ont.; Jos. E. Huxley & Co., Winnipeg, Man.; Tees & Persse, Calgary, Alta.; Johnson & Yockney, Edmonton; D. M. Doherty & Co., Vancouver and Victoria.
Elite, 10c size (for cooking) dozen 0 90
Mott's breakfast cocoa, 2 doz. 10c size, per doz. 0 85

Nut milk bars, 2 dozen in box 0 80
" breakfast cocoa, ¼'s and ½'s 0 36
" No. 1 chocolate 0 30
" Navy, chocolate, ½'s.. 0 26
" Vanilla sticks, per grs 1 00
" Diamond chocolate, ½'s 0 24
" Plain choice chocolate liquors 20 50
" Sweet chocolate coatings 0 20

WALTER BAKER & CO., LTD.
Premium No. 1 chocolate, ¼ and ½-lb. cakes, 33c lb.; Breakfast cocoa, 1-5, ¼, ½, 1 and 5-lb. tins, 39c lb.; German's sweet chocolate, ½, and ¼-lb. cakes, 6-lb. boxes, 26c lb.; Caracas sweet chocolate, ¼ and ½-lb. cakes, 6-lb. boxes, 32c lb.; Auto sweet chocolate, 1-6 lb. cakes, 6-lb. boxes, 32c lb.; cinquieme sweet chocolate, 1-5 lb. cakes, 6-lb. boxes, 20c lb.; Falcon cocoa (hot or cold soda), 1-lb. tins, 34c lb.; Cracked Cocoa, ½-lb. pkgs., 6-lb. bags, 32c lb.; Caracas tablets, 5c cartons, 40 cartons to box, \$1.25 per box.
The above quotations are f.o.b. Montreal.

COCOANUT.
CANADIAN COCOANUT CO.
Packages—5c, 10c, 20c, and 40c packages, packed in 15-lb. and 30-lb. cases. Per lb.
1-lb. pkgs. White Moss ... 0 26

½-lb. pkgs. White Moss .. 0 27
¼-lb. pkgs. White Moss .. 0 28
1 and ½-lb. pkgs., assorted 0 26½
¼ and ½-lb. pkgs., asstd 0 27½
¼-lb. pkgs., asstd., in 5-lb. boxes 0 28
½-lb. pkgs., asstd., in 5-lb. boxes 0 29
¼-lb. pkgs., asstd., 5, 10, 15-lb. cases 0 30

Bulk—
In 15-lb. tins, 20-lb. pails and 10, 25 and 50-lb. boxes.
Pails Tins Bbls.
White Moss, fine strip 0 19 0 21 0 17
Best shredded . 0 18 0 16
Ribbon 0 19 0 17
Macaroon 0 17 0 15
Desiccated 0 16 0 14

CONDENSED AND EVAPORATED MILK.
BORDEN MILK CO., LTD.
Per Case
East of Fort William, Ont.
Eagle Brand, each 4 doz.. \$6 00
Gold Seal Brand, each 4 dz 5 25
Challenge Brand, each 4 dz 4 50
Peerless Brand, "Hotel," each 2 doz. 4 25
Peerless Brand, "Tall," each 4 doz. 4 50
Peerless Brand, "Family," each 4 doz. 3 90
Peerless Brand, "Small," each 4 doz. 2 00
St. Charles Evaporated Milk (baby size) 2 00
St. Charles Evaporated Milk (family size) 3 90
St. Charles Evaporated Milk (hotel size) 4 25
Silver Cow Milk 5 40
Purity Milk 5 25
Good Luck Milk 4 50
Reindeer Brand (4 doz. in case) 5 75
Mayflower Brand (4 doz. in case) 5 25
Clover Brand (4 doz. in case) 4 50
Reindeer Jersey Brand, Family (4 doz. in case). 3 90
Reindeer Jersey Brand, tall (4 doz. in case).... 4 50
Reindeer Jersey Brand, Hotel (2 doz. in case)... 4 25
Reindeer Jersey Brand, Gallon (½ doz. in case) 4 75

CANADA FIRST BRAND.
The Aylmer Condensed Milk Co.
Per Case.
Canada First Baby Evaporated Milk 2 00
Canada First Family Evaporated Milk 3 90
Canada First Medium (20 oz.) Evaporated Milk... 4 50
Canada First Hotel Evaporated Milk 4 25
Canada First Gals Evaporated Milk, Manufacturer's Special 4 75
Canada First Condensed (sweetened) 5 25
Rose Bud Condensed Milk 5 15
Beaver Condensed Milk .. 4 50

COFFEE.
(Combined with Milk and Sugar)
Reindeer Brand (2 doz. in case) 5 00
Regal Brand (2 doz. in case) 4 50

Reindeer 1 jars (2 d
(Combined Reindeer E case) ...
EBY-B
St
Roasted w ed in
King Edw
Club Hous
Nectar ...
Royal Jav
Empress ..
Duchess ..
Ambrosia ..
Plantation
Fancy Jou
Crushed B
Ps
Gold Med
whole or
Gold Medal
Gold Medal
Anchor B
do.
German I
tins, gro
German I
tins, gro
English I
tins, gro
Grand Pri
tins, gro
Demi-Tass
tins, gro
Flower P
ground
WHITE S
CE
WHITE
1-lb. decor
Mo-Ja, ½-l
Mo-Ja, 1-lb
Mo-Ja, 2-lb
Cafe des
glass jar
Cafe l'Aro
glass jar
Presentatio
per doz.
M
MEL
Ground or
1 and ½
1 and ½
1 and ½
Packed in
Terms—Ne
BRANSON
AGEN
402 Spad
Small size
Large size
In 3 doz
paid on ¼
Grape Nut
\$4.50.
Post Toas
Postum Ce
1, \$2.70.
CC
PEA
MacLaren's
Small, 2
Medium,
Large, 1
Tumbler
Pails, 24

THE CANADIAN GROCER

Reindeer Brand, in glass jars (2 doz. in case) 6 20

COCOA.

(Combined with Milk and Sugar)
Reindeer Brand (2 doz. in case) 4 80

COFFEES.

EBY-BLAIN, LIMITED.

Standard Coffees

Roasted whole or ground, packed in damp-proof bags.

King Edward 0 34
Club House 0 33
Nectar 0 32
Royal Java and Mocha. 0 32
Empress 0 30
Duchess 0 29
Ambrosia 0 28
Plantation 0 26½
Fancy Bourbon 0 26
Crushed Java and Mocha 0 19

Package Coffee.

Gold Medal, 2-lb. tins, whole or ground 0 31
Gold Medal, 1-lb. tins, do 0 32
Gold Medal, ½-lb. tins do 0 33
Anchor Brand, 2-lb. tins, do. 0 31
German Dandelion, 1-lb. tins, ground 0 26
German Dandelion, ½-lb. tins, ground 0 28
English Breakfast, 1-lb. tins, ground 0 19
Grand Prix, 1 and 2-lb. tins, ground 0 30
Demi-Tasse, 1 and 2-lb. tins, ground 0 30
Flower Pot, 1-lb. pots, ground 0 23

WHITE SWAN SPICES AND CEREALS, LTD.

WHITE SWAN BLEND.

1-lb. decorated tins, lb. .. 0 32
Mo-Ja, ½-lb. tins, lb. 0 30
Mo-Ja, 1-lb. tins, lb. 0 28
Mo-Ja, 2-lb. tins, lb. 0 28
Cafe des Epicures, 1-lb. fancy glass jars, per doz., \$3.60.
Cafe l'Aromatique, 1-lb. amber glass jars, per doz., \$4.00.
Presentation (with tumblers) \$3 per doz.

MINTO BROS.

MELAGAMA BLEND.

Ground or bean— W.S.P. R.P.
1 and ½ 0 25 0 30
1 and ½ 0 32 0 40
1 and ½ 0 37 0 50
Packed in 30's and 50-lb. case.
Terms—Net 30 days prepaid.

BRANSON'S SHEREEF COFFEE.

AGENT: F. COWARD.

402 Spadina Avenue, Toronto.
Small size\$1.45 per doz., net
Large size\$2.85 per doz., net
In 3 dozen free cases. Freight paid on ½ gross order.

CEREALS.

Grape Nuts—No. 22, \$3; No. 23, \$4.50.
Post Toasties—No. T3, \$2.85.
Postum Cereal—No. 0, \$2.25; No. 1, \$2.70.

CONFECTIONS.

PEANUT BUTTER.

Ontario Prices
MacLaren's Imperial— Per doz.
Small, 2 doz. 0 95
Medium, 2 doz. 1 80
Large, 1 doz. 2 75
Tumblers, 2 doz. 1 35
Pails, 24 lbs., per lb. 0 15

CHEESE.

MACLAREN'S IMPERIAL.

Ontario prices per doz.

Individual (each 2 doz.) .. 1 00
Small (each 2 doz.) 2 40
Medium (each 1 doz.) 4 50
Large (each ½ doz.) 8 25
MacLaren's Roquefort—
Small (each 2 doz.) 1 40
Large (each 1 doz.) 2 40
MacLaren's Canada Cream—
Small (each 1 doz.) 0 90
Medium (each 2 doz.) ... 1 35
Large (each 1 doz.) 2 40

FLAVORING EXTRACTS.

SHIRRIFF'S.

1 oz. (all flavors) doz. 1 00
2 oz. (all flavors) doz. 1 75
2½ oz. (all flavors) doz. .. 2 00
4 oz. (all flavors) doz. ... 3 00
5 oz. (all flavors) doz. 3 75
8 oz. (all flavors) doz. 5 50
16 oz. (all flavors) doz. ... 10 00
32 oz. (all flavors) doz. ... 18 00
Discount on application.

CRESCENT MFG. CO.

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

GELATINE.

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

CLARK'S PORK AND BEANS IN TOMATO SAUCE.

Per doz.
No. 1, 4 doz. in case 0 60
No. 2, 2 doz. in case 0 95
No. 3, flats, 2 doz. in case 1 15
No. 3, talls, 2 doz. in case 1 35
No. 6, 1 doz. in case 4 00
No. 12, ½ doz. in case 6 50
LAPORTE, MARTIN & CO., MONTREAL, AGENCIES.

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

Per case
Sur Extra Fins, ½ flacons, 40 bou. 11 00
Sur Extra Fins, tins, ½ kilo, 100 tins 15 50
Extra Fins, tins, ½ kilo, 100 tins 15 00
Tres Fins, ½ kilo, 100 tins 14 00
Fins, tins, ½ kilo, 100 tins 12 50
Ml-Fins, tins, ½ kilo, 100 tins 11 00
Moyens No. 1, tins, ½ kilo, 100 tins 10 00
Moyens No. 2, tins, ½ kilo, 100 tins 9 50
Moyens No. 3 8 75
Asparagus, Haricots, etc.

MINERVA PURE OLIVE OIL.

Case—
12 litres 6 50
12 quarts 5 75
24 pints 6 25
24 ½-pints 4 25
Tins—
5 gals. 2s 23 00
2 gals. 6s 29 00
1 gal. 10s 25 00
½-gal. 20s 26 00
¼-gals. 20s 13 50
½-gal. 48s sq. 17 00
½-gal. 48s rd. 15 50

BASSIN DE VICHY WATERS.

La Capitale, 50 qts. 5 00
La Neptune, 50 qts. 6 00
St. Nicholas, 50 qts. 7 00
La Sanitas Sparkling, 50 quarts 8 00

La Sanitas Sparkling, 100 pints 9 00
La Sanitas Sparkling, 100 splits 4 00
Lemonade Savoureuse, 50's 7 50

CASTILE SOAP.

"Le Soleil," 72 p.c. olive oil.
Case, 12 lbs. 2½-lb. bars, lb 0 08½
Case 25 lbs., 11-lb. bars, lb 0 07½
Case 50 lbs. ¾-lb. bars case 3 50
Case 200 lbs. 3½-oz., case. 3 75
"La Lune," 65 p.c. olive oil.
Case 25 lbs. 11-lb. bars, lb. 0 07
Case 12 lbs. 2½-lb. bars, lb 0 08
Case 50 lbs., ¾-lb. bars, case 3 25
Case 100 lbs. 3½-oz. bars, case 1 80
Case 200 lbs. 3½-oz. bars, case 3 40

ALIMENTARY PASTES.

BLANC & FILS.

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

DUFFY & CO. BRAND.

Grape Juice, 12 qts. 4 75
Grape Juice, 24 pts. 5 15
Grape Juice, 36 splits 4 75
Apple Juice, 12 qts. 4 50
Apple Juice, 24 qts. 4 75
Champagne de Pomme, 12 q 5 00
Champagne de Pomme, 24 p 5 50
Matts Golden Russett—
Sparkling Cider, 12 qts. .. 5 00
Sparkling Cider, 24 pts. ... 5 50
Apple Vinegar, 12 qts. ... 2 50

CANNED HADDIES "THIS-TLE" 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, ½-lb. tins, \$1.25; 1-lb. tins, \$2.25; Robinson's patent groats, ½-lb. tins, \$1.25; 1-lb. tins, \$2.25.

LARD.

N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.
Tierces 11½
Tubs 11¼
Pails 12
Tins, 20 lbs. 11½
Cases, 3 lbs. 12½
Cases, 5 lbs. 12½
Cases, 10 lbs. 12½
F.O.B. Montreal.

GUNN'S "EASIFIRST" SHORTENING.

Tierces 0 10
Tubs 0 10¼
20-lb. pails 0 10½
20-lb. tins 0 10
10-lb. tins 0 10¼
5-lb. tins 0 11
3-lb. tins 0 11
1-lb. cartons 0 11½

MARMALADE.

SHIRRIFF BRAND.

"Imperial Scotch"—
1-lb. glass, doz. 1 55
2-lb. glass, doz. 2 30
4-lb. tins, doz. 4 55
7-lb. tins, doz. 7 35
"Shredded"—
1-lb. glass, doz. 1 90
2-lb. glass, doz. 3 10
7-lb. tins, doz. 8 25

MUSTARD.

COLMAN'S OR KEEN'S.
Per doz. tins
D. S. F., ¼-lb. 1 40
D. S. F., ½-lb. 2 50
D. S. F., 1-lb. 5 00

F. D., ¼-lb. 0 85
F. D., ½-lb. 1 45

Per jar

Durham, 4-lb. jar 0 75
Durham, 1-lb. jar 0 25
MACLAREN'S IMPERIAL PREPARED MUSTARD.

Ontario Prices.

Small case 4 doz., per doz. 0 45
Medium, cases 2 doz., doz. 0 90
Large, cases, 1 doz., doz. 1 35
VERMICELLI AND MACARONI
D. SPINELLI C'Y., MONTREAL
Fine.

4-lb. box "Special" per box 0 22
8-lb. box "Special," box. 0 44
5-lb. box "Standard" box 0 27½
10-lb. box "Standard," box 0 55
60-lb. cases or 75-lb. bbls. per lb. 0 06

25-lb. cases, 1-lb. pkgs. (Vermicelli) per lb. 0 06

Globe Brand.

5-lb. box "Standard" box 0 30
10-lb. box "Standard," box 0 60
25-lb. cases (loose) per lb. 0 06
25-lb. cases, 1-lb. pkgs. lb 0 06½

JELLY POWDERS.

JELL-O.

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

JELL-O ICE CREAM POWDER.

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

IMPERIAL DESSERT JELLY.

Ontario Prices.

Assorted flavors, \$10.75 per gross. Imperial Sterilized Gelatine.
Cartons, 1 doz., 90c per dozen.
SOAP AND WASHING POWDERS.

A. P. TIPPET & CO., AGENTS.
Criole soap, per gross\$10 20
Floriola soap, per gross. 12 00
Straw hat polish, per gr. 18 20
SNAP HAND CLEANER.
3 dozen to box\$ 3 60
6 dozen to box 7 20
30 days.

RICHARDS PURE SOAP.

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

FELS NAPTHA.

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

THE CANADIAN GROCER

"ANTI-DUST" SWEEPING POWDER.

Size No. 1, 3 doz. crates, per doz. \$ 1 50
No. 2, 1 and 2 doz. crates, per doz. 3 00

STARCH.

EDWARDSBURG STARCH CO. Boxes Cents

Laundry Starches—
40 lbs., Canada Laundry.. .05 1/2
40 lbs., Canada white gloss, 1 lb. pkgs. .06 1/2
48 lbs., No. 1 white or blue, 4 lb. cartons .07
48 lbs., No. 1, white or blue, 3 lb. cartons .07
100 lbs., kegs, No. 1 white .06 1/2
200 lbs., bbls., No. 1 white .06 1/2
30 lbs., Edwardsburg silver gloss, 1 lb. chromo pkgs. .07 1/2
48 lbs., silver gloss, in 6-lb. tin canisters .08
36 lbs., silver gloss, 6-lb. draw lid boxes. .08
100 lbs., kegs, silver gloss, large crystals .07
28 lbs. Benson's satin, 1-lb. cartons, chromo label .. 07 1/2
40 lbs., Benson's Enamel (cold water) per case .. 3 00
20 lbs. Benson's Enamel (cold water) per case .. 1 50
Celluloid—boxes containing 45 cartons, per case 3 60
Culinary Starch.
40 lbs. W. T. Benson & Co.'s prepared corn 07 1/2
40 lbs. Canada pure corn starch .05 1/2
(20-lb. boxes 1/4c higher.)
BRANTFORD STARCH
Ontario and Quebec.

Laundry Starches—

Canada Laundry—
Boxes about 40 lbs.... .05 1/2
Acme Gloss Starch—
1-lb. cartons, boxes of 40 lbs. .06 1/2
First Quality White Laundry—
3 lb. canisters, cs of 48 lbs. .07 1/2
Barrels, 200 lbs.06 1/2
Kegs, 100 lbs.06 1/2
Lily White Gloss—
1 lb. fancy cartons, cases
30 lbs.07 1/2
6 lb. toy trunks, lock and key, 8 in case .. .08 1/2
6 lb. toy drums, with drumsticks, 2 in case. .08
Kegs, extra large crystals, 100 lbs.07 1/2
Canadian Electric Starch—
Boxes containing 40 fancy pkgs., per case 3 00
Celluloid Starch—
Boxes containing 45 cartons, per case 3 75
Culinary Starches—
Challenge Prepared Corn—
1-lb. pkts, boxes of 40 lbs. .06
Brantford Prepared Corn—
1-lb. pkts, boxes of 40 lbs. .07 1/2
"Crystal Maize" Corn Starch.
1 lb. pkts., boxes 40 lbs.. .07 1/2
(20 lb. boxes 1/4c higher than 40's.)

OCEAN MILLS, MONTREAL.

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

oz., \$1.60; Ocean cough syrup, 36 6-oz., \$6.00; 36 8-oz., \$7.20; Ocean corn starch, 48 1-lb., \$3.60.

SOUPS—CONCENTRATED CHATEAU BRAND.

Vegetable, Mutton Broth, Mulligataway, Chicken, Ox Tail, Pea, Scotch Broth, Julienne, Mock Turtle, Vermicelli, Tomato, Consomme, Tomato.

No. 1's, 95c per dozen. Individuals, 45c per dozen. Packed 4 dozen in a case.

SYMINGTON'S SOUPS.

Quart packets, 9 varieties, doz. 0 60
Clear soups in stone jars, 5 varieties, doz. 1 40

SODA—COW BRAND.

Case of 1-lb., containing 60 packages, per box, \$3.00.
Case of 1/2-lb., containing 120 packages, per box, \$3.00.

Case of 1-lb. and 1/2-lb., containing 30 1-lb. and 60 1/2-lb. packages, per box, \$3. Case of 5c packages, containing 96 packages, per box, \$3.00.

SYRUP.

EDWARDSBURG STARCH CO. CROWN BRAND CORN SYRUP
2 lb. tins, 2 doz. in case.. 2 55
5 lb. tins, 1 doz. in case .. 2 90
10 lb. tins, 1/2 doz. in case 2 80
20 lb. tins, 1/4 doz. in case 2 75
Barrels, 700 lbs. 3 1/2
Half Barrels, 350 3 3/4
Quarter Barrels, 175 4

Pails, 38 1/2 \$1 90
" 25 lbs. each 1 35
LILY WHITE CORN SYRUP.
2 lb. tins, 2 doz. in case.. 2 90
5 lb. tins, 1 doz. in case.. 3 25
10 lb. tins, 1/2 doz. in case 3 15
20 lb. tins, 1/4 doz. in case 3 10
(5, 10 and 20 lb. tins have wire handles.)

BEAVER BRAND MAPLE SYRUP.

2-lb. tins, 2 doz. in case...\$3.50
5-lb. tins, 1 doz. in case .. 4.00
10-lb. tins, 1/2 doz. in case... 3.95
20-lb. tins, 1/4 doz. in case... 3.90
(5, 10 and 20 lb. tins have wire handles.)

Terms: 30 days net. No discount for prepayment.
Freight prepaid on 5 case lots, to all stations in Quebec and Ontario (east of North Bay), and during navigation to ports as far as Sault Ste. Marie inclusive.
To points beyond North Bay we prepay freight to North Bay only.

MOLASSES.

DOMINION MOLASSES CO. Gingerbread Brand (Toronto)
2's—2 doz. to case, per doz. .93
3's—2 doz. to case 1 45
Winnipeg.

2's—Tins, 2 doz. cases, per doz. 1 20
3's—Tins, 2 doz. cases, per doz. 1 75
5's—Tins, 1 doz. cases, per doz. 3 20
10's—Tins, 1/2 doz. cases, per doz. 5 30
20's—Tins, 1/4 doz. cases, per doz. 19 40
Pails—1's each 0 65
Pails—2's each 1 12
Pails, 5's, each 2 55

DOMOLCO BRAND.

Maritime Provinces and Ontario:
2's, 2 doz. case, per doz... \$1 85
3's, 2 doz. case, per doz. . 1 95

5's, 1 doz. case, per doz. . . 3 75
10's, 1/2 doz. case, per case. 3 40
20's, 1/4 doz. case, per case. 3 05

Western Prices—Sudbury to Victoria.

2's, 2 doz. case, per doz.. 1 60
3's, 2 doz. case, per doz... 2 35
5's, 1 doz. case, per doz... 4 00
10's, 1/2 doz. case, per case. 4 15
20's, 1/4 doz. case, per case 3 80

SAUCES.

PATERSON'S WORCESTER SAUCE.
1/2-pint bottles 3 and 6 doz. cases, doz. \$0 90
Pint bottles, 3 doz. cases, doz. 1 75

H. P.
H. P. Sauce— Per doz.
Cases of 3 dozen \$1 90
H. P. Pickles—
Cases of 2 doz. pints .. \$3 35
Cases of 3 doz. 1/2-pints. 2 25

HOLBROOK'S IMPORTED PUNCH SAUCE.
Per doz.
Large, packed in 3-doz. case \$2 25
Medium, packed in 3-doz. case 1 40

HOLBROOK'S IMP. WORCESTERSHIRE SAUCE.
Per doz.
Rep. 1/2 pints, packed in 6-doz. case \$2 25
Imp. 1/2-pints, packed in 4-doz. case 3 15
Rep. qts. packed in 2-doz. case 6 50

STOVE POLISH.
JAMES DOME BLACK LEAD.
6a size, gross \$2 40
2a size, gross 2 50
NUGGET POLISHES.

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

TOBACCO.
IMPERIAL TOBACCO COMPANY OF CANADA.
Chewing—Black Watch 6s .. 44
Black Watch, 12s 45
Bobs, 6s and 12s 46
Bully, 6s 44
Currency, 6 1/2s and 12s ... 46
Stag, 5 1-3 to lb. 38
Old Fox, 12s 44
Pay Roll Bars, 7 1/2s 56
Pay Roll, 7s 56
War Horse, 6s 42

Plug Smoking—Shamrock, 6s, plug or bar 54
Rosebud Bars, 6s 54
Empire, 6s and 12s 44
Ivy, 7s 50
Starlight, 7s 50
Cut Smoking — Great West
Pouches, 8s 53
Regal Cube Cut, 9s 70

TEAS.
THE "SALADA" TEA CO. East of Winnipeg.

Wholesale R't'l
Brown Label 1's and 1/2's .25 .30
Green Label, 1's and 1/2's .27 .35
Blue Label, 1's, 1/2's, 1/4's and 1/8's30 .40
Red Label, 1's and 1/2's.. .36 .50
Gold Label, 1/2's44 .60
Red-Gold Label, 1/2's55 .80

LUDELLA CEYLON TEA.
Orange Label, 1/2's24 .30
Brown Label, 1/2's & 1's .28 .40

Brown Label, 1/4's30 .40
Green Label, 1/2's & 1s.. .35 .50
Red Label, 1/2's40 .60

MELAGAMA TEA. MINTO BROS.

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

Wholesale R't'l
Brown Label, 1-lb. or 1/2 .25 .30
Red Label, 1-lb. or 1/2 .. .27 .35
Green Label, 1's, 1/2 or 1/4 .30 .40
Blue Label, 1's, 1/2 or 1/4 .35 .50
Yellow Label, 1s, 1/2 or 1/4 .40 .60
Purple Label, 1/4 only .. .55 .80
Gold Label, 1/4 only70 1.00

"KOLONA" TEA.
Ceylon Tea, in 1 and 1/2-lb. lead packages—black or mixed.
Orange Label, 1's23 .30
Black Label, 1-lb., retail at 25c20
Black Label, 1/2-lb. retail at 25c21
Blue Label, retail at 30c24
Green Label, retail at 40c... .30
Red Label, retail at 50c35
Brown Label, retail at 60c. .42
Gold Label, retail at 80c... .55

JAMS AND JELLIES.
T. UPTON & CO.

Compound Jams — Red Raspberry, strawberry, peach, plum, red currant, black currant, cherry, gooseberry, blueberry, apricot, huckleberry, 12-oz. glass jars, 2 doz. in case, \$1 per doz.; No. 2 tin, 2 doz. in case, \$1.90 per doz.; No. 5 tin pails, 9 pails in crate, 37 1/2c per pail; No. 7 tin pails, 6 pails in crate, 52 1/2c per pail; No. 7 wood pails, 6 pails in crate, 52 1/2c per pail; 30-lb. wood pails, 7 1/2c per lb. Packed in assorted cases or crates if desired.

Compound Jellies—Raspberry, strawberry, black currant, red currant, pineapple, 9 oz. glass tumblers, 2-doz. in case, 95c per doz.; 12-oz. glass jars, 2 doz. in case, \$1.00 per doz.; No. 2 tin, 2 doz. in case, \$1.90 per doz.; No. 5 tin pails, 9 pails in crate, 37 1/2c per pail; No. 7 wood pails, 6 pails in crate, 52 1/2c per pail; 30-lb. wood pails, 7 1/2c per lb. Packed in assorted cases or crates if desired.

Pure Orange Marmalade — Guaranteed finest quality. 12-oz. glass jars, 2 doz. in case, \$1.10 per doz.; 16-oz. glass jars, 2 doz. in case, \$2.25 per doz.; No. 2 tins, 2 doz. in case, \$2 per doz.; No. 4 tins, 2 doz. in case, 35c per tin; No. 5 tins, 9 in crate, 42 1/2c per tin; No. 7 tins, 12 in case, 57 1/2c per tin; No. 7 wood pails, 6 in crate, 57 1/2c per pail; 30-lb. wood pails, 8c per lb.

JELLY POWDERS.
WHITE SWAN SPICE AND CEREALS, LTD.
White Swan, 15 flavors, 1 doz. in handsome counter carton, per dozen \$0 90
List Price.
"Shirriff's" (all flavors), per doz. 0 90
Discounts on application.

YEAST.
White Swan Yeast Cakes, per case, 3 doz. 5c packages 1 15

The Price as ex We Mon very low with Mon Victo We h whic It is here

H. Cor.

SALMON

The Salmon situation is certainly very interesting. Prices have been named by the big packers, and as expected, are much higher than last year.

We will as usual have our well-known brands, Monarch and Victor, which now command a very large sale. Our prices on these lines are as low as possible for us to make them, consistently with the market, and we quote

Monarch	Fancy	Red	Salmon,	at	\$2.65
Victor	Choice	“	“	“	\$2.40

We have some of last year's pack of pink to offer which we think should appeal to most buyers. It is now on the way and expected to arrive here in about two weeks.

Pink Salmon Halves,

50c

per dozen.

H. P. ECKARDT & CO.

WHOLESALE GROCERS

Cor. Front and Scott Sts. - TORONTO

Coffee, Its History, Classification and Description

By Joseph M. Walsh

This is the most exhaustive, interesting and instructive book ever published on Coffee. It is attractively written and richly illustrated, and should be read by all who deal in or use Coffee. The contents include,

Cultivation and Preparation.
Commercial Classification and Description.
Adulteration and Detection.
Art of Blending, Preparing, etc.

This work, written by one of the greatest authorities in the world upon the subjects of Tea and Coffee, will be mailed to you postpaid on receipt of

\$2.00

IT WILL PAY YOU TO SEND AT ONCE.

MacLean Publishing Co.

Technical Book Department

143-149 University Avenue, Toronto

BANANAS Tomatoes Celery

AND

all early vegetables

—
We invite
enquiry
—

Prompt attention and first-class service.

—
WRITE AT ONCE

LEMON BROS.

Owen Sound, Ontario

Every Box

St. Nicholas Lemons is "Selected" and with ordinary care will reach you in perfect condition.

It will pay you to handle the "Selected" Lemons.

J. J. McCABE

Agent

Toronto

OLIVE OIL

(Invictus Brand)

OLIVE OIL

(Bertolli Brand)

Two leaders absolutely. Quality superfine. Have you ever had a sample?

BLACK OLIVES GREEN OLIVES

can be featured now and with success. Don't you realize the business to be done in these lines?

N. B.—We can offer a live agent a good proposition.

H. E. VIPOND

197 St. Paul St.
MONTREAL



OAKEY'S

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

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of

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

Wellington Mills, London, England

Parke's Catsup Flavor and Preserver



[Sells] rapidly and is a sure repeater

- (1) It saves a lot of time and waste to a dealer making up recipes with 2 cents of this spice and 2 cents worth of another.
- (2) A 25 cent bottle flavors and preserves catsup made from a bushel of tomatoes.

Sold at \$2.00 per doz., less regular cash discount, by most wholesale grocers and druggists. If not procurable from them we will send it to you at regular prices, and allow express charges on a 3 dozen lot.

PARKE & PARKE, Druggists

HAMILTON.

ONTARIO

Frequency of Sailings

Every eleventh day a Pickford & Black steamer leaves Halifax for Bermuda, St. Kitts, Antigua, Barbados, Trinidad and Demerara; the round trip occupying thirty days.

For further particulars apply to

PICKFORD & BLACK, LIMITED
HALIFAX, N.S. Agents

ESTABLISHED 1849

BRADSTREET'S

Offices Throughout the Civilized World

OFFICES IN CANADA:

Calgary, Alta.
Edmonton, Alta.
Halifax, N.S.
London, Ont.
Ottawa, Ont.
St. John, N.B.

Vancouver, B.C.
Hamilton, Ont.
Montreal, Que.
Quebec, Que.
Toronto, Ont.
Winnipeg, Man.

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

THOMAS C. IRVING, GENERAL MANAGER
WESTERN CANADA
TORONTO

**Fine California
Crawfords and Elberta
Peaches**

arriving daily in car
load lots.

Special prices in 25 to 50 lots.

COMPLETE STOCK OF ALL VARIETIES
OF LOCAL AND CALIFORNIA FRUITS.

WHITE & CO., LTD.
TORONTO and HAMILTON

HEADQUARTERS

for all varieties of

**Peaches Plums Pears
Musk Melons Water Melons
Oranges, Lemons, Bananas
Green Vegetables and
Small Fruits**

THE HOUSE OF QUALITY.

HUGH WALKER & SON
Established 1861
GUELPH and NORTH BAY



We can add little to all that has been said about the absolute purity and superiority of

**"Cow" Brand
Baking Soda**

When the consumer's confidence in its work is so generally expressed it needs no long argument to point to the advantage of your stocking it.

It is the BEST, and as such should always be found on your shelves.

CHURCH & DWIGHT, Limited
Manufacturers
MONTREAL

**These Goods Will Bring
New Customers**

The best advertising that is known cannot accomplish in direct results the word of a satisfied user to another. That is why

**QUEEN QUALITY
PICKLES**

will bring new customers to your store. They are a good buy just now—serve to put a relish to cold meats that would otherwise be of little consequence.

Your trade will make it worth your while—if you stock Queen Quality Pickles.

Taylor & Pringle Co.
Limited
Owen Sound (Canada)



Century Salt

**IS QUALITY
SALT—IT IS
THE ONLY
SALT YOU
SHOULD
SELL. IT
PAYS TO HANDLE THE BEST.**

**THE DOMINION SALT CO., LIMITED
SARNIA, ONT.**



ANOTHER REASON

why you should use

CONTINENTAL GROCERY BAGS

Besides being **GERM PROOF** and having the **MOST PERFECT BOT-**

TOMS of any bags manufactured, our bags are counted by the newest special mechanism, insuring absolutely **FULL COUNT** and **MAXIMUM NUMBER OF PERFECT BAGS** in each package.

If your Wholesaler does not handle **CONTINENTAL BAGS**, accept no other, but send orders to the Distributors.

ONTARIO: Victoria Paper & Twine Co., Ltd., Toronto; Davidson & Hay, Limited, Toronto; Walter Woods & Co., Hamilton; The Young Co., Limited, North Bay and Sudbury.

MANITOBA, ALBERTA and SASKATCHEWAN: Walter Woods & Company, Winnipeg.

QUEBEC and MARITIME PROVINCES: The Continental Bag & Paper Company, Limited, 427 St. James St., Montreal.

The Continental Bag & Paper Co., Limited
SOLE MANUFACTURERS
OTTAWA, CANADA

**Our
Premium Store
No. 396
ST. PAUL ST.,
MONTREAL, CANADA**



Helps to Sell "Babbitt's" The Original Soap Powder

Once you start a customer on "BABBITT'S" she will always use it, because of its great cleansing power—it is a concentrated powder and "a little goes a long way." PUSH IT because the profit on its steady sale will please you as much as "BABBITT'S" SOAP POWDER will please your customers.

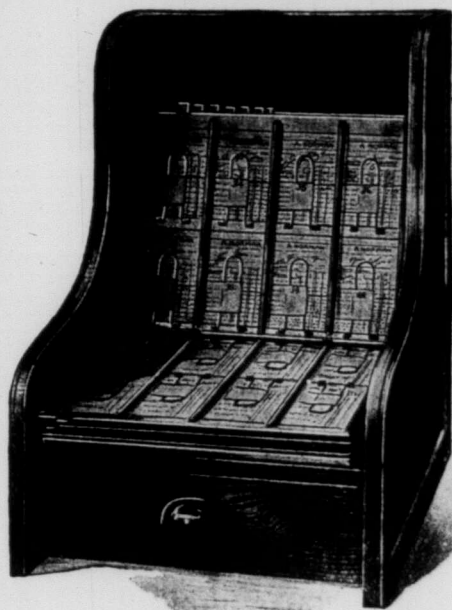
B. T. BABBITT, INC.
NEW YORK

SATISFACTION

There is not only satisfaction, but pleasure in selling a product that it well known to the public. W. W. Co. brooms invariably give the acme of satisfaction and pleasure to the buyer and the dealer has the satisfaction of knowing personally that the quality of the brooms is everything that the makers claim.

Our "Bamboo" handle brooms are popular—you should keep them.

Walter Woods & Co.
HAMILTON - - WINNIPEG



With the proper system of account keeping you can put an end to accounting worries and know the amount of accounts outstanding at a glance.

The ULLMAN Account Register

is the safest, simplest, quickest, surest to charge and most satisfactory of any system on the market. It satisfies the customer as well as the merchant. There is a decided advantage to the grocer who uses an Ullman Account Register. The customer knows, every time he makes a purchase, how much he owes, and naturally tries to keep it as low as possible. Put in an Ullman Account Register and stop the incessant night work and worry of retail book-keeping.

Send for illustrated booklet or ask for demonstration.

We want dealers to handle the Ullman Account Register in some localities.

The Hamilton Incubator Co., Ltd.
Hamilton, Ontario



FACTORY AT HAMILTON



BRUNSWICK BRAND FINNAN HADDIES

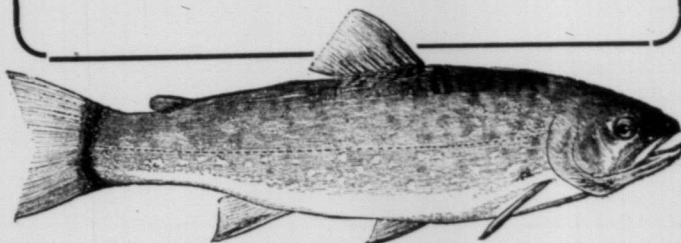
Only the most carefully selected and sweetest fish caught in the famous Passamaquoddy Bay are used in the packing of the Brunswick Brand sea foods.

The high quality of our goods has given us a large trade, which, by the exercise of conscientious business methods, is constantly increasing. When you handle Connors Bros'. Brands you sell goods that are trade winners.

Our plant is operated under the most ideal conditions, and our goods come perfect to the consumer.

CONNORS BROS., Limited
Black's Harbor, N.B.

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





**Stuhr's
DELICACIES.**

**Genuine Caviare,
Anchovies in Brine,
IN TINS AND GLASSES.**

Sold by all High-class Provision Dealers.

C. F. STUHR & CO., HAMBURG

**Look at both
sides of the
question**

Fels-Naptha soap sells so well because it satisfies so many women. Any soap that doesn't satisfy as many cannot sell as well. Are you going to succeed with Fels-Naptha or fail with the other?



**A Good Profit
Assured**

Satisfaction Warranted

in the sale of the well-known long, shredded brand, the

**WHITE DOVE
COCOANUT**

Once carried in stock, always carried, and readily sold at a fair profit and to the entire satisfaction of the consumer.

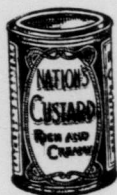
Write for particulars to

**W. P. Downey
MONTREAL**

**NATION'S CUSTARD
POWDER**

The dainty, delicious dessert sold by leading grocers from coast to coast, and always in season.

Nation's Egg Powder



AGENTS:

C. Gyde, St. Xavier St., Montreal

F. Coward, Toronto

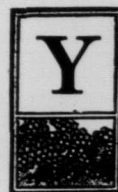
(For Ontario.)

The W. H. Escott Co.,
Winnipeg, Man.

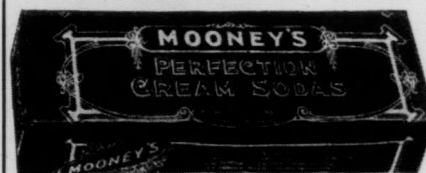
McKelvie, Cardell, Ltd.,
Calgary, Alta.

Distributors, Ltd.
Edmonton, Alta.

Samples free by post.



YOU, Mr. Dealer, to be right with your customers must give them the best value for their money. In doing this you are making a lasting name for yourself and giving your business a sure foundation. Mooney's Perfection Cream Sodas will bring trade and keep it, besides allowing you a good profit. The first qualities of perfect biscuit baking together with the purest ingredients make the Mooney line the most delectable of all soda biscuits.



**The Mooney Biscuit
and Candy Co., Limited**

Factories at

Stratford, Ont. Winnipeg, Man.

BRANCHES AT HAMILTON, OTTAWA,

SYDNEY, C.B., HALIFAX, N.S.,

FORT WILLIAM, CALGARY,

VANCOUVER, B.C., ST. JOHN'S, NFLD.

**All Good Things
are Imitated.**

MAPLEINE

(The flavor de Luxe)

Is not the exception.

Try the imitation yourself and note the difference.

Order from your jobber, or

Frederick E. Robson Co.,

26 Front St. E., Toronto.

Mason & Hickey, Winnipeg

The Crescent Mfg. Co.

SEATTLE, - WN.



A want ad. in this paper will bring results from all over Canada.

A

The

The



A Huge Distribution of Samples of ANTI-DUST

The Sweeping Compound Which Has Made Good!

will shortly be made in Toronto and elsewhere. Don't you realize what this means? Customers will ask you about it. Don't talk to them about the "just as good." There's none "just as good" as **Anti-Dust**, so please get a supply from our agents.

Our **Co-operation** is worth while.

Ask THE MACLAREN IMPERIAL CHEESE CO., LTD.

Agents for Ontario

The Sapho Mfg. Co. Ltd., - - Montreal



=KNOX=



It Will Pay You To Help Us Tell Your Customers About This

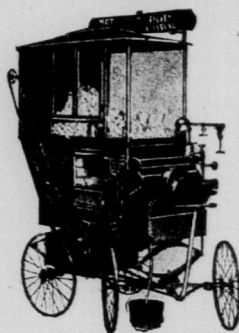
Both packages of KNOX GELATINE are fast sellers and both pay you good profit out of the retail price of 15 cents, but, we are using our advertising now to make it especially easy for you to sell KNOX ACIDULATED GELATINE. This package contains, in addition to the regular two envelopes of gelatine, an extra envelope of concentrated lemon juice. This saves time, expense and work for the housewife, which will interest her at once if you'll tell her. Once you start a customer she'll become a steady user of the gelatine that pleases her and pays you.

"Make KNOX Your Gelatine Leader"

CHARLES B. KNOX CO.
JOHNSTOWN, N.Y.

BRANCH FACTORY: MONTREAL, CANADA





Why Don't You do Like Him?

H. J. Buckley of Moberly, Mo., who bought a No. 84 Kingery Corn Popper with Peanut cylinder extra for \$94.00.

He writes that the machine is doing fine. I pay \$40.00 per month rent and have four people employed and machine pays rent and help.

Now to get at his profits in this little, big business, let's do a little figuring. Rent \$480 per year. Four clerks at \$5.00 per week each, \$1,040, total \$1,520 or 15 times the cost of his machine. Did you ever add anything to your business that beats it? In some cases they have earned more net profit than that of the business of the entire store. Furthermore its attractiveness turns the eyes of passersby upon your store. Often it is the agent of sending them in. It helps the business in the store. The Kingery Peanut Roasters and Corn Poppers are of many kinds and styles—Steam, Electric, Spring and Hand Power. Ranging in price from \$8.50 to \$350.00. Sold on liberal instalments.

You should have Kingery's Book of Possibilities and Catalog No. 39. They are free.

KINGERY MFG. CO.
Cincinnati, Ohio



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

JOHN P. MOTT & CO.
MANUFACTURERS
HALIFAX, NOVA SCOTIA

Quality is the Main Consideration in the Manufacture of Foodstuffs



GLOBE

Macaroni and Vermicelli

are made from hard wheat, no maize or rice flour mixed with them—in fact only the purest ingredients are used in their manufacture.

Manufactured in a modern, scrupulously clean factory by experts, who see that the quality is as perfect as skilled labor can make it.

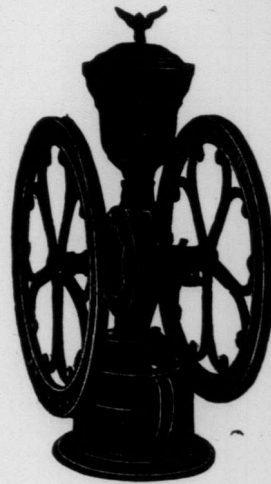
D. SPINELLI & CO.,
Registered
MONTREAL.

YOU ARE THE MAN WE WANT

—that is, if we haven't yet had the pleasure of putting an

ELGIN National Coffee Mill

in your store. No mill can match the "Elgin" for rapid grinding and easy running, and it is unsurpassed for attractiveness and finish. Equipped with special adjuster device and the new style force feed steel-cutting grinders.



Ask any of the following jobbers for our illustrated catalogue
WINNIPEG—G. F. & J. Galt (and branches); The Codville Co. (and branches)
VANCOUVER—The W. H. Malkin Co., Ltd.; Wm Braid & Co.; Kelly, Douglas & Co., Ltd.
HAMILTON—James Turner & Co.; Balfour, Smye & Co.; McPherson, Glasco & Co.
TORONTO—Eby, Blain, Ltd.; R. B. Hayhoe & Co.
LONDON—Gorman, Eckert & Co.
ST. JOHN, N.B.—G. E. Barbour & Co.; Dearborn & Co.
REGINA, Sask.—Campbell, Wilson & Smith.
MONTREAL — The Canadian Fairbanks Co. (and branches).
EDMONTON, Alta.—The A. MacDonald Co.

Woodruff & Edwards
CO.
ELGIN ILL., U.S.A.

OUR TRAVELLERS ARE ON
HOLIDAY, BUT

Mail Order Prices are the Same

Our travellers have right prices and
we don't cut them.

Phone Rush Orders
Long Distance Phone Main 3685 Free

We are agents **QUAKER BAKED
BEANS.** Have you tried them?
THE BEST YET.

Mathewson's Sons
The Wholesale Grocers - MONTREAL



Vanilla Gives Best Results

It is one of the leaders of the famous "Sterling" line, and is composed of the choicest selected vanilla beans.

Its splendid qualities may be tested in the results it gives in flavoring puddings, pies, cakes, sauces, etc. Every bottle is packed with the neatness and exacting process that characterize all "Sterling" goods.

Send for prices, etc.

THE T. A. LYTTLE CO.
Limited
Sterling Road, - TORONTO



Three Lines You Should Know and Introduce to Your Customers

Tone up your stocks of Condensed Milk by adding these three lines—New Ones and Good. They will bring you new customers and quick returns.

St. George Evaporated Milk, 4 dozen in case	-	\$3.50
Princess Condensed Milk, 4 dozen in case	-	\$4.20
Banner Condensed Milk, 4 dozen in case	-	\$5.00

Order them from your wholesaler or direct from the factory. Delivered in 5-case lots to any point in Ontario or East of Halifax.

J. MALCOLM & SON
St. George Ontario



McLean's White Moss

has stood the test of years. Has maintained a high standard of quality. Has no equal. Always ask for McLean's.

Canadian Coconut Co., Montreal

TEA LEAD

(Best Incorrodible)

Buy "PRIDE OF THE ISLAND" Brand
as extensively used for years past by most
of the leading packers of Tea in Canada.

ISLAND LEAD MILLS Ltd.

Tel. Address: "Laminated," London. LIMEHOUSE
A.B.C. Codes used 4th & 5th Editions LONDON, E., Eng.

Canadian Agents: HUGH LAMBE & CO., TORONTO
J. HUNTER WHITE, ST. JOHN, N.B.
CECIL T. GORDON, MONTREAL

Judged on Merit!



The merit of Meadow Cream Sodas has won for them a regular place on the shelves of the successful grocer. People who have the faculty of knowing good things are loud in praise for the particular flavor of good quality as found in Meadow Cream Sodas. You can hold a big and profitable trade with such meritorious stock. It will pay you well, too.

THE
W. J. CROTHERS CO.
KINGSTON, ONT.



THE MCGREGGOR PAPER BAG HOLDER.

Better Service Means More Trade

THE MCGREGGOR PATENT BAG HOLDER is the biggest step to quick service of your customers, and quick service is probably the remaining thought of every trader to your store. Make it a favorable one.

KILGOUR BROS.
21-23 Wellington St. West, TORONTO

ALWAYS SELL
WELL

SHOWS
A NICE
PROFIT

GIVES
SATISFACTION

Paterson's Worcestershire Sauce

has that snap and good flavor to make an ordinary lunch into a delicious delight for the appetite.

Made in Scotland, under the best factory conditions.

ROWAT & CO.
GLASGOW, SCOTLAND

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



BUY STAR BRAND Cotton Clothes Lines

AND
Cotton Twine

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

For Sale by All Wholesale Dealers
SEE THAT YOU GET THEM

COFFEE High Grade Coffees are up several cents per pound, but we will contract with you for the balance of the year for

AURORA COFFEE

the same magnificent quality at the same prices. By this plan we will not only retain our many present customers, but hope to make many new ones. Now, don't miss your opportunity. Get a sample from us. We will send you a big sample on application. You are to be the judge. It's easy money to get in touch with us.

W. H. GILLARD & CO.,

Wholesalers

HAMILTON, ONT.

COOK'S FRIEND
BAKING POWDER
 FOR RAISING ALL KINDS OF
BREAD, PANCAKES, PIE-CRUSTS & OTHER PASTRY.
 In making Bread with this powder no fermentation takes place, and
 thus neither acid nor alcohol is produced, thereby producing
 SWEETER, LIGHTER and TENDER BREAD
 than by any other method.
PREPARED ON CORRECT SCIENTIFIC PRINCIPLES.
 Never dip a wet spoon in the tin. Always use in a dry place.

In the course of the past fifty years three generations of dealers have sold **COOK'S FRIEND**, "The Baking Powder With a Pedigree"—and three generations of users have bought it. The sale is increasing every year. Get after your share of the sales made by the quality and advertising of **COOK'S FRIEND**.
 Purer than the Law Demands.
 Contains No Alum.

W. D. McLaren, Limited, Montreal

Are You a Salesman ?

You are. Then you are able to work up a nice trade in tobacco. It does not require much work. Just a display of leading lines and a few words with your customers. You'll soon win them over to purchase their tobacco from you.

Maple Sugar Chewing Tobacco

is a really good line and will please the most particular. You are supplying families with groceries every day, why not supply their husbands with their tobacco?

Write us about other lines.

The Rock City Tobacco Co.

Quebec Winnipeg

Tuckett's Orinoco Tobacco

**NO BETTER
 JUST
 A LITTLE MILDER
 THAN**



Tuckett's Myrtle Cut Tobacco

WHICH HAS THE LARGEST SALE IN CANADA.

TUCKETT LIMITED

Hamilton.

Ont.

CLASSIFIED ADVERTISING

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

Contractions count as one word, but five figures (as \$1,000) are allowed as one word. Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

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

BUSINESS CHANCES

FOR SALE—GOOD STORE PROPERTY, with control of post office, in fine farming district, six miles from Barrie, on Kempenfeldt Bay. Excellent summer resort. Good reasons for selling. Amount required \$3,500. Apply Box 442, Canadian Grocer.

FOR SALE—GROCERY, CONFECTIONERY and ice cream, in good country town, doing a good business. Established thirty years. Good reason for selling. Purchaser can have store with a dwelling above at moderate rent. Apply Box 437, Canadian Grocer.

SITUATION WANTED

ENGLISH COMMERCIAL TRAVELLER open for engagement Jan. 1, 1913, with good Canadian firm as travelling representative in England, South Africa, Australia, or Canada. Highest references. Reply Post Office Box 482, Toronto, Ontario.

PRICE TICKETS

PRICE TICKETS FOR WINDOW SHOW goods. Black lettering on white cards marked 25c., 50c., 75c., \$1, \$1.25, \$1.50, \$1.75, \$2, \$2.50, \$3, \$3.50, \$5. Dozen in set, per set, 15 cents postpaid, or two sets for 25 cents while they last. Technical Book Dept., MacLean Publishing Co., 143 University Ave., Toronto.

PRINTING

CHEAPEST PRINTING ON EARTH.—BOOK-lets, Catalogues, Price Lists, Handbills, and any other fine printing for the grocery trade at fiercely competitive prices. Russell Smart, 40a Chancery Lane, London, England.

MISCELLANEOUS

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott-Fisher, Ltd., Room 314 Stair Building, Toronto.

A BOOK-KEEPING STAFF IN ITSELF, doing the work with machine precision and accuracy, the National Cash Register. Write for demonstration literature. National Cash Register Co., 285 Yonge St., Toronto.

ACCURATE COST KEEPING IS EASY IF you have a Dey Cost Keeper. It automatically records actual time spent on each operation down to the decimal fraction of an hour. Several operations of jobs can be recorded on one card. For small firms we recommend this as an excellent combination—employees' time register and cost keeper. Whether you employ a few or hundreds of hands we can supply you with a machine suited to your requirements. Write for catalogue. International Time Recording Company of Canada, Limited. Office and factory, 29 Alice Street, Toronto.

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

BUSINESS-GETTING TYPEWRITTEN LETTERS and real printing can be quickly and easily turned out by the Multigraph in your own office—actual typewriting for letter-forms, real printing for stationery and advertising, saving 25% to 75% of average annual printing cost. American Multigraph Sales Co., Limited, 129 Bay St., Toronto.

COPELAND - CHATTERSON SYSTEMS — Short, simple. Adapted to all classes of business. The Copeland-Chatterson Co., Limited, Toronto and Ottawa.

COUNTER CHECK BOOKS—WRITE US to-day for samples. We are manufacturers of the famous Surety Non-Smut duplicating and triplicating counter check books, and single carbon pads in all varieties. Dominion Register Co., Ltd., Toronto.

MISCELLANEOUS

COUNTER CHECK BOOKS—ESPECIALLY made for the grocery trade. Not made by a trust. Send us samples of what you are using, we'll send you prices that will interest you. Our holder, with patent carbon attachment, has no equal on the market. Supplies for binders and monthly account systems. Business Systems, Limited, Manufacturing Stationers, Toronto.

DOUBLE YOUR FLOOR SPACE. AN OTIS-Fensom hand-power elevator will double your floor space, enable you to use that upper floor either as stock room or as extra selling space, at the same time increasing space on your ground floor. Costs only \$70. Write for catalogue "B." The Otis-Fensom Elevator Co., Traders Bank Building, Toronto. (tf)

EGY BUSINESS SYSTEMS ARE DEVISED to suit every department of every business. They are labor and time savers. Produce results up to the requirements of merchants and manufacturers. Inquire from our nearest office. Egly Register Co., Dayton, Ohio; 123 Bay St., Toronto; 258 1/2 Portage Ave., Winnipeg; 308 Richards St., Vancouver.

FIRE INSURANCE. INSURE IN THE Hartford. Agencies everywhere in Canada.

MODERN FIREPROOF CONSTRUCTION—Our system of reinforced concrete work—as successfully used in many of Canada's largest buildings—gives better results at lower cost. "A strong statement" you will say. Write us and let us prove our claims. That's fair. Leach Concrete Co., Limited, 100 King St., West, Toronto.

MOORE'S NON-LEAKABLE FOUNTAIN pens. If you have fountain pen troubles of your own, the best remedy is to go to your stationer and purchase from him a Moore's Non-Leakable Fountain Pen. This is the one pen that gives universal satisfaction, and it costs no more than you pay for one not as good. Price \$2.50 and upwards. W. J. Gage & Co., Limited, Toronto, sole agents for Canada.

OUR NEW MODEL IS THE HANDIEST FOR the grocer, operated instantly, never gets out of order. Send for complete sample and best prices. The Ontario Office Specialties Co., Toronto.

PENS—THE VERY BEST PENS MADE ARE those manufactured by William Mitchell Pens, Limited, London, England. W. J. Gage & Co., Limited, Toronto, are sole agents for Canada. Ask your stationer for a 25c. assorted box of Mitchell's Pens and find the pen to suit you.

THE "KALAMAZOO" LOOSE LEAF BINDER is the only binder that will hold just as many sheets as you actually require and no more. The back is flexible, writing surface flat, alignment perfect. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto. (tf)

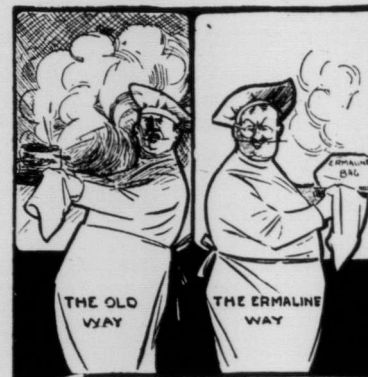
WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

YOU CAN BUY A REBUILT TYPEWRITER from us. We have about seventy-five typewriters of various makes, which we have rebuilt and which we will sell at \$10.00, \$15.00 and \$20.00 each. We have also a large stock of better rebuilt at slightly higher figures. Write for details. The Monarch Typewriter Co., Ltd., 46 Adelaide St. W., Toronto, Canada.

Keep in mind the dominant fact that mankind from its first appearance on the earth has been schooled by nature to look for signs; for invitations to taste; for suggestions as to what to wear. Tell your story briefly, forcibly, truthfully, and address it through the proper media and you can successfully apply advertising as a means to increased distribution.

**There's A
Steady Profit
In Ermaline
Cooking Bags**

Don't say that cooking bags are "no good." You cannot judge them until you have given them a show. Hundreds of dealers are handling them, and they have made good.



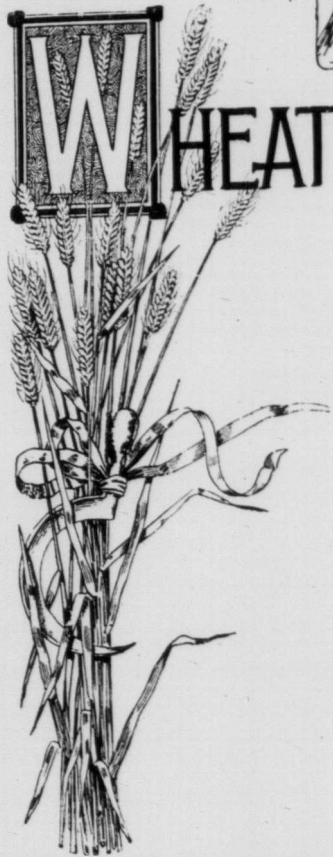
One man says "We sell quite a quantity weekly. The housewife likes them."

Another writes, "Hurry shipment of Ermaline Bags. Customers are asking daily."

Join the Band, Mr. Grocer. We have an interesting proposition for you.

EDWARD LLOYD Limited
MONTREAL





WHEAT AND WESTERN CANADIAN PROGRESS

Little need be said about the bumper crops and the prosperity that will abound in Western Canada this year. And if you as a wide-awake manufacturer, have your ear to the ground—you know the facts.

THIS YEAR'S CROP WILL BEAT ALL RECORDS and prosperity generally in Western Canada has taken a double stride this year. These remarkable facts, granted; and you, as a manufacturer, who could do excellent business among these prosperous people with organized representation.

We are at your service with five great warehouses and a selling staff that is daily in touch with every pulsating point in this Western country.

Do not overlook this market—WRITE US TO-DAY

NICHOLSON & BAIN

Wholesale Commission Agents and Brokers

HEAD OFFICE, WINNIPEG, MAN.

WINNIPEG, REGINA, SASKATOON, EDMONTON, CALGARY

White Dove Coconut

100% PURE



NOTHING TO EQUAL IT

NOTHING TO BEAT IT

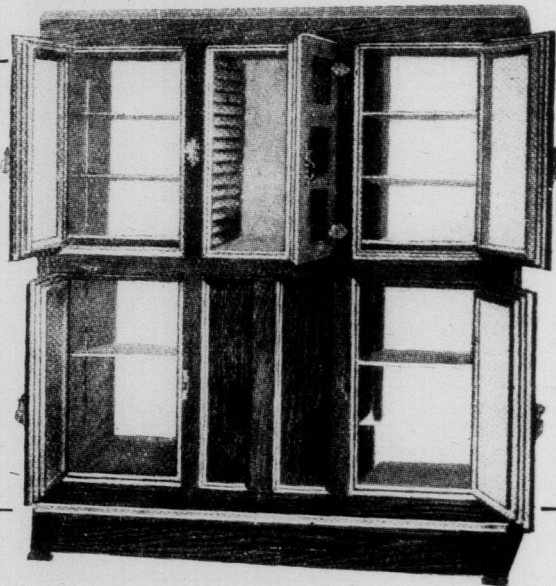
The dove has long been regarded as an emblem of purity. That is why the mark "White Dove" is so appropriate for our product.

See that the "White Dove" is on every package.

W. P. DOWNEY,

MONTREAL.

THE PROBLEM SOLVED



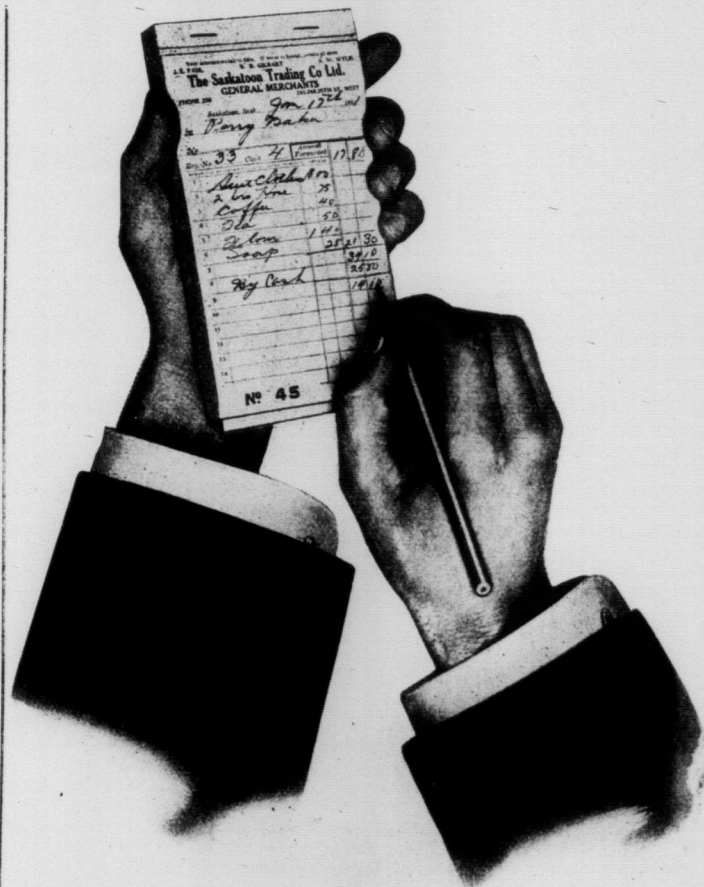
YOU are losing profits every day by spoiled stock—due to improper refrigeration. Proper refrigeration represents so much dollars and cents to the grocer—Why not get it if you would attain success?

The NORTH STAR REFRIGERATOR

has perfect ventilation with absolute dryness, so that a match can be lighted on the interior walls of the ice chamber. Different odors of produce cannot mingle. It is the one sure means of stopping the drain of profits through spoilage.

Send for illustrated catalogue or write us your refrigeration wants, we will be pleased to quote you.

ESTATE JAMES DAVIDSON
Ottawa, - - - Ontario



AT THIS SEASON OF THE YEAR

It is advisable to look up your supply of Counter Check-books. With a little timely thought before the rush begins, the exasperating inconvenience of running short and having to undergo all the worry and disadvantages of waiting for them will not occur this year.

Investigation and comparison will convince you of the superiority of the

“SURETY”

The only perfect duplicating salesbook.

When buying duplicating or triplicating salesbooks, look into the matter of quality, speed in handling the books, consecutive numbering, book numbering, cleanliness and moisture-proof qualities. These are all strong points in favor of the “Surety.”

The “Surety” salesbook is made in styles and sizes suitable for every business. The back of the original sheet, and the original and duplicate sheets in triplicate book is coated with a carbon that does not smut with ordinary use, gives a perfect copy every time and will not deteriorate with age.

Write for our quotations. We guarantee satisfaction.

We have installed every known facility to turn out the highest quality of work cheaply and quickly.

We also make every style and size of single Carbon Pad.

Manufacturers of the McCaskey Account System

The Dominion Register Co.
LIMITED

TORONTO - - - ONTARIO

Trafford Park, Manchester, Eng.

DIAMOND

DIAMOND

A HINT ON MAPLE SUPPLIES

The crop of maple this year was by no means good, so that there is quite a shortage. This has necessarily meant an advance in prices. Don't you think, therefore, that you will serve your own best interests by at once ordering supplies of the brand on which you can rely.

That Brand is DIAMOND

You can always count on goods bearing the DIAMOND mark as being as near perfection as it is possible to get them, and by stocking them in preference to all others, you will safeguard yourself against those poor and unsatisfactory concoctions which will surely be offered as a result of the scarcity of the pure maple.

CONFECTIONERY

The summer season has, to all intent, been a short one, and you have splendid opportunities of making a big thing out of confectionery. So don't fail to correspond.



MAPLE HEARTS

18 lb. Pails,
Costs you \$2.40.
Sells at 25c. per lb.
Profits 88 per cent.

Pail Goods.



NUTTY CREAMS

17 lb. Pails.
Costs you \$2.40.
Sells at 25c. per lb.
Profit 77 per cent.

Gross Goods.

QUALITY ALWAYS GUARANTEED.

ALWAYS SOMETHING NEW

Look at the profit on these lines. We can show you just as good on others. Get our new illustrated 1912 catalog. It gives details about a large number of leading lines and information worth having. No charge for Pails or Packages.

ASK YOUR JOBBER, IF HE CANNOT SUPPLY YOU, WRITE DIRECT.

SUGARS & CANNERS, LIMITED
MONTREAL

DIAMOND

DIAMOND



NEW PACK

**STRAWBERRIES,
RASPBERRIES,
CURRANTS.**

Get your orders in now for either or all of the above packs.
Quality is always predominant in the manufacture of **BANNER BRAND JAMS AND JELLIES**. Packed in 2, 5 and 7 lb. gold lacquered pails and 30 lb. wooden pails.

LINDNER & BENNER, Toronto
Phone Park 2985 291 Arthur St.

WESTERN AGENTS:

Laing Bros., Wholesale Grocers, Winnipeg, Man.

Sardines

Are a Healthy Food

MEDICAL science tells us that the sardine supplies an excellent proportion of nitrogenous material, so it becomes a real and economical food. With



By Special royal permission.

KING OSCAR BRAND SARDINES

on your shelves you have a sardine stock that will win and hold your best trade. The careful preservation in the cooked state in pure olive oil precludes contamination. Sell the best—"King Oscar." There's satisfaction to customers and good profit to you in the sale.

CANADIAN AGENTS:

J.W. Bickle & Greening

(J. A. Henderson)

Hamilton, - Ontario

Read Carefully! Study Prices!
Then
Order Right Away!

WATERS FROM THE VICHY BASIN.

"La Capitale" es. de 50 btles	.....	\$5.00	es.
"Neptune" " " "	.....	6.00	"
"St. Nicholas" " " "	.....	7.00	"
"La Sanitas" " " "	.....	8.00	"
"La Sanitas" es. 100 1/2 btles	.....	4.00	"
"Celestin" es. 50 1/2 btles	.....	4.00	"

LEMONADES FROM VICHY BASIN.

LA SAVOUREUSE

Caisses de 50 1/2 btles Claret	.....	\$5.00	es.
" 50 " "	.....	7.50	"
" 50 1/2 " Champ.	.....	5.50	"
" 50 " "	.....	8.00	"
" 120 1/4 " "	.....	7.00	"

ST. NICHOLAS

Caisses de 50 1/2 btles Champ.	.....	\$5.50	es.
" 50 " "	.....	7.50	"
" 100 1/4 " "	.....	6.00	"
" 100 1/2 " "	.....	10.00	"

SPECIAL

IMPORTED GINGER ALE.

TRAYDER—THE WELL KNOWN BRAND—TRAYDER.

Be sure you get "in" on these:
500 cs. of 6 doz. each.

Cork Stoppers. Crown Stoppers.
Half btles \$1.00 doz. Half btles 90c doz.
Quarter btles 85c doz. Quarter btles 75c doz.

DUFFY'S DRINKS HAVE A NAME.

Need no introduction.

	12 qts	24 pts	36 spts
	doz.	doz.	doz.
Apple Juice	.....	\$3.75	\$4.50 \$4.75
Grape Wine	.....	4.75	5.00 4.75
Apple Vinegar	.....	2.40	
Mott's Sparkling Golden Cider	.....	4.00	4.50 4.75

You can't do any better in quality. You can't get as good a price elsewhere, so

WHY DELAY?

Write, 'phone or wire.

Laporte, Martin & Cie.

Limitee

Tel. M. 3766 568 St. Paul Street

Montreal

Aetna Biscuit Co
Alison Coupon Co
Armsby, J. K.
Auto Roach Kille
Aylmer Condensed

Babbitt, B. T.
Baker, Walter
Balfour-Smye & Co
Benedict, F. L.
Bickle, J. W., &
Borden Condensed
Bourque & Son,
Bovril, Ltd.
Bowser Co., Inc.
Bradstreets
Brand & Co.
Brantford Oven &
Brown Mfg. Co.

Cairns & Sons.
Canada Sugar Co
Canadian Cocoman
Canadian Salt Co
Canadian National
Catelli, C. H.
Caron, V. J.
Carr & Co., Ltd.
Chase & Sanborn
Chivers & Sons
Church & Dwight
Clark, W.
Clawson, W. S.
Coleman, M. W.
Coles Mfg. Co.
Common Sense M
Comte's Coffee
Connors Bros.
Continental Bag
Couvrette & Sau
Creighton, C. E.
Crescent Mfg. Co
Crother, W. J.

Dalley, F. F., Co
Davidson, Estate
De La Bond Busch
Distributors, Ltd.
Dominion Canner
Dominion Match
Dominion Salt Co
Dominion-Registe
Dominion Warehouse
Downey, W. P.

Eby-Blain, Limit

DO YOU
TO T
AND I

If so

QUIN

will net
led as a

Has won
Has the
Agricul

Packed
loss from

\$14.00
50 per c

Quin

THE CANADIAN GROCER

INDEX TO ADVERTISERS

A	Eckardt, H. P. 47	M	St. Lawrence Sugar Refining Co. 17
Aetna Biscuit Co. 22	Edwardsburg Starch 24	MacLaren Imp. Cheese Co. 20	Outside front cover 17
Alison Coupon Co. 22	Enterprise Mfg. Co. Inside back cover	McNab, T. A., & Co. 20	St. Thomas Packing Co. 56
Armsby, J. K. 14	Eppe, Jas. 21	" I. J. 20	St. Vincent Arrowroot Growers &
Auto Roach Killer Co. 22	Escott & Harmer 20	McDougall, D., & Co. 22	Ex. Assn. 11
Aylmer Condensed Milk Co. 4	Eureka Refrigerator Co. 17	" W. D. 22	Salada Tea 23
B	Ewing & Sons, S. H. 19	McLeod & Clarkson 21	Sanitary Can Co. 16
Rabbitt, B. T. 50	Extermino Chemical Co. 22	McVitie & Price 54	Sapho Mfg. Co. 33
Baker, Walter 52	Eydoux, Felix 12	Maconochie Bros. Inside front cover	Savol Hand Cleaner Co. 20
Balfour-Smye & Co. 16	F	Magor, Son & Co. 24	Silver, H. R. 20
Benedict, F. L. 22	Fairbank, N. K. 13	Major, L. H., & J. Soubliere 21	Sleepy Eye Milling Co. 18
Bickle, J. W., & Greening 62	Fels & Co. 52	Malcolm, Jno., & Son 55	Smith, E. D. 9
Borden Condensed Milk Co. 3	Fearman, F. W., Co. 43	Marshall Brokerage Co. 20	Smith & Shipper 21
Bourque & Son, H. 22	Forrest, J. A. 22	Mason & Sons, Geo. 57	Snap Co. 56
Bovril, Ltd. 12	Furuya & Nishimura 18	Mathewson's Sons 54	Soclean Mfg. Co. 54
Bowser Co., Inc., S. F. 51	G	Mathieu, J. L. 21	Spurgeon, H. G. 23
Bradstreets 15	Gaboury, L. Emile 21	Meakins & Sons 13	Stuhr, C. F. 52
Brand & Co. 15	Genesee Pure Food Co. 53	Meunier, D., & Fils 22	Stevens Hepner 15
Brantford Oven & Rack Co., Ltd. 21	Gillard, W. H., & Co. 56	Millman, W. H., & Son 20	Symington, T. 16
Brown Mfg. Co. 22	Gray, John 18	Minto Bros. 7	Symington Soups 19
C	Gorman, Eckert & Co. 16	Mooney Biscuit & Candy Co. 52	Sugars & Canners 41
Cairns & Sons, Alexander 4	Guelpth Soap Co. 12	Montreal Germicide Co. 22	T
Canada Sugar Refg. Co. 13	H	Morton & Sons, David 60	Taylor & Pringle 29
Canadian Coconut Co. 55	Hamilton Incubator Co. 51	Mott, John P., & Co. 54	Tees & Perreses, Ltd. 7
Canadian Salt Co. 12	Hargreaves Bros. & Co., Ltd. 19	N	Tetley & Co., Ltd., Joseph 16
Canadian National Exhibition 64	Heinz, H. J. 15	Nagle & Co., H. 22	Tippet, Arthur P., & Co. 1
Catelli, C. H. 7	Hillock, J. 19	Nation, E. J. 52	Toulinson Co., The J. J. 20
Caron, V. J. 9	I	Nicholson & Bain 59	Toronto Salt Works 57
Carr & Co., Ltd. 8	Imperial Extract Co. 13	Nickle Plate Stove Polish Co. 56	Tuckett, Geo. E., & Sons Co. 27
Chase & Sanborn 21	Irish Grocer 22	North American Chemical Co. 17	Turnbull Co., The 26
Chivers & Sons Inside back cover	Island Lead Mills Co. 55	O	U
Church & Dwight 49	I. X. L. Spice Co., Ltd. 19	Ocean Mills' 50	Uncle Sam Dressing Co. 22
Clark, W. Outside back cover	J	Oriental Produce Co. 22	V
Clawson, W. S., & Co. 20	James Dome Black Lead 17	P	Vipond, H. E. 48
Coleman, M. W. 21	K	Pacaud, H. F. 22	W
Coles Mfg. Co. 14	Keith, Geo., & Sons 12	Paine, J. B. 9	Wagstaffe, Ltd. 2
Common Sense Mfg. Co. 22	Kilgour Bros. 56	Patrick, W. G., & Co. 20	Walker Bin & Store Fixture Co. 15
Comte's Coffee 22	Kingery Mfg. Co. 54	Parke & Parke 48	Walker, Hugh, & Son 49
Connors Bros. 51	Kops Breweries 12	Parker Broom Co. 15	Warren, G. C. 20
Continental Bag & Paper Co. 50	Knox, Chas. B. 33	Perrin, D. S. 48	Watson & Truesdale 20
Convrette & Saureol 22	L	Pickford & Black 48	Wellington Mills 48
Creighton, C. E., & Son 20	Labreque & Pellerin 19	Q	Western Distributors, Ltd. 20
Crescent Mfg. Co. 52	Lake of Woods Milling Co., Ltd. Outside back cover	Quinquinol Stock Food Co. 63	Wetley, J. H. 43
Crother, W. J. 56	Lambe, W. G. A. 20	R	Western Brokerage Mfg. Dis. 20
D	Laporte, Martin & Cie 62	Richards Pure Soap Co. 11	White, Cottell & Co. 12
Dalley, F. F., Co. 14	Lascelles de Mercado 17	Riga Water Co. 22	White Swan Spice & Cereals, Ltd. 19
Davidson, Estate of James 6	Laurentia Milk 18	Robinson & Co., O. E. 21	Wiley, F. H. 20
De La Rond Business Chance Broker	Leitch Bros. 21	Robson, F. E. 19	Wilson, Archdale 52
Distributors, Ltd. 20	Lemon Bros. 48	Rock City Tobacco Co. 57	Wilson, Jos. R. 17
Dominion Canners, Ltd. 17	Lind Brokerage Co. 22	Royal Baking Powder 59	Winn & Holland 34
Dominion Match Co. 5	Lindner & Renner 62	Rowat & Co. 56	Woods & Co., Walter 56
Dominion Salt Co. 5	Lister Pure Food Co. 8	Ruttan & Chipman 20	Woodruff & Edwards 54
Dominion Register Co. 6	Lloyd, Edward, Ltd. 58	S	Y
Dominion Warehousing Co. 20	Lovell's Bag & Packet Mach. Ltd. 15	St. Croix Soap Co. Inside front cover	Youngeart & Co., Ltd., Ed. 22
Downey, W. P. 52	Lytte Co., T. A. 55		
E			
Eby-Blain, Limited 8 23			

DO YOU CATER
TO THE FARMER
AND HORSE OWNER ?

If so

QUINQUINOL STOCK FOOD

will net you a good sum this fall. It is unequalled as a tonic for all cattle. Listen!

QUINQUINOL

Has won diplomas at all large exhibitions.
Has the recommendation of the Minister of Agriculture.

Packed in tins, *not cartons*, so that there is no loss from vermin or moisture.

\$14.00 per dozen gallon tins. Retail at \$6.00. 50 per cent. profit.

Agents Write.

Quinquinol[®] Stock Food Co.
69 St. Timothee St., Montreal



THINK—THEN ACT!

Just think what it means to you to handle a line that is becoming so popular with all the housewives.

SOCLEAN

THE DUSTLESS SWEEPING COMPOUND

saves much labor, lays dust, disinfects, kills moths, saves scrubbing and dusting, and a host of other things that are sure to appeal to the busy housewife.

Put up in 25c, 50c and \$1.00 pails.

SOCLEAN LIMITED, Toronto,
ONTARIO
The originators of the Dustless Sweeping Compound of Canada

Readers Of The Grocer, Let Us Know Your Wants

You have noticed our Letter Box service. Every week we hear from dealers who desire names and addresses of firms manufacturing some particular article.

This service may be beneficial to you. If you are in the market for any article you do not know where to get, our services will be cheerfully given.

The Canadian Grocer is in position to secure information on new lines in the grocery trade, and of novelties occasionally asked for in the grocery store.

Don't hesitate to write us. As a subscriber of The Grocer you are entitled to this service.

The Canadian Grocer

Montreal

Toronto

Winnipeg

Vancouver

TWENTY-SEVEN
GOLD MEDALS



AND FIRST CLASS
DIPLOMAS

BY APPOINTMENT

CHIVERS & SONS, LTD.

PURVEYORS OF

**WHOLE FRUIT JAMS,
JELLIES**

AND

CANNED ENGLISH FRUITS

TO

HIS MAJESTY THE KING.

Highest Awards (Grand Prix) for Canned English
Fruits, Brussels (1910). Turin and London (1911)
International Exhibitions

FRUIT PLANTATIONS AND WORKS:

HISTON - CAMBRIDGE - ENGLAND

For samples and quotations apply to the agents:

THE W. H. MALKIN CO., LTD.
57 Water Street,
VANCOUVER, B.C.

(British Columbia and Alberta)

FRANK L. BENEDICT & CO.
144 Craig Street West,
MONTREAL.

(Canada and Newfoundland)

CLARK'S PORK AND BEANS

The Quality That Tells

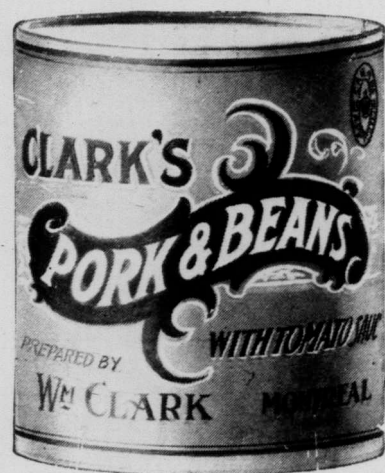
When offering the public CLARK'S PORK AND BEANS the merchant is always safe on the most important point, **QUALITY.**



The finest grade of beans and the purest and best of ingredients are used in their preparation with the result that

THE QUALITY IS ALWAYS THE SAME ALWAYS THE BEST

CLARK'S PORK AND BEANS will ensure you a steady and ever increasing business. They are extensively advertised and their worth as a ready and highly nutritive food is thoroughly appreciated by the public.



YOU KNOW that your customers ask for CLARK'S. Be prepared to meet the demand and keep your stocks well filled.

STEADY SUPPLIES the year round, there is never a shortage.

Sizes for All Sizes of Families

WM. CLARK, - Montreal

CA

Vol. XXVI

