

# CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Fruits, Provision,  
Canned Goods and Foodstuffs Trades of Canada.

Montreal: 701-702 Eastern Townships Bank Bldg.  
London, Eng.: 88 Fleet St., E.C.

Toronto: 143-149 University Ave.  
New York: 115 Broadway

Winnipeg: 34 Royal Bank Building

VOL. XXV.

PUBLICATION OFFICE: TORONTO JULY 21, 1911

No 29

## Robinson's Patent Barley

Needs Little Pushing.  
Your Customers Will Like  
it, and a Demand  
is Immediately Created.



## Robinson's Patent Barley

is a Healthful and  
Nutritious Food for Young  
and Old.

For Particulars, Address

**MAGOR, SON & CO.,**

403 St. Paul Street, MONTREAL  
30 Church Street, TORONTO

AGENTS FOR THE DOMINION OF CANADA

## Cornmeal Mush Sometimes Sticks In The Pot.

Your own wife will tell you how annoying this is. She will know how glad your customers would be if you could only remind them that the addition of a little

## **BENSON'S PREPARED CORN**

would prevent this. It is only necessary to stir a little of Benson's Prepared Corn in with the cornmeal and it will slip out of the pot just like hot butter.

**EDWARDSBURG**  
Starch Company, Limited

MONTREAL    CARDINAL    TORONTO    BRANTFORD    VANCOUVER



## The Best Proposition!

Looked at any way you please, no line of goods holds out the same inducements to the Grocer as

## UPTON'S Jams, Jellies and Marmalade

First, they are made from the finest fruits in the world---Canadian Fruits---selected by experts and preserved and bottled in an up-to-date, sanitary factory, which is a model of cleanliness. Second, the "Upton" line never 'sticks,' because our extensive consumer advertising has created a demand for these goods; and third, selling "Upton's" specialties invariably leaves a satisfaction and profit-margin behind that makes trading a pleasure.

Are you featuring "Upton's"?  
If not, fall in line with the 'wise' ones.

ORDER TO-DAY THROUGH YOUR JOBBER

**The T. Upton Co., Limited**  
Hamilton, Ont.



**A Pleasant**  
**Surprise**  
**When You**  
**Take Stock!**

**I**T would certainly be a task to find a grocer who prefers to list goods on hand rather than money in the bank at stock-taking time — “money talks”—“a bird in the hand is worth two in the bush,” friend!

Standard, trade-marked goods are a bulwark of safety, and as desirable to have on your shelves as money on your pass-book, for they turn themselves quickly—and with absolute certainty. If you write them down as “cash,” you need not discount a penny from their fixed retail selling value. The more you lean on their virtues, the pleasanter your surprise will be when you inventory up at the close of your business year.

---

**Arthur P. Tippet & Co.**

**Agents**

**MONTREAL - - TORONTO**



**L**A CALICE Castile Soap rings as honest and true as the matchless steel blades of the old Spanish town from which it takes the name “Castile.” Its purity never has and never will be questioned, friend!

**La Calice Soap**

**T**HE virtue of absolute cleanliness is firmly linked to that of evenness of quality in the Griffin & Skelley line of Dried Fruits. The standard remains as fixed as the stars—it never varies!

**“Griffin” Dried Fruits**

**N**O other canned Asparagus can match the delicate, tender, deliciousness of the Griffin & Skelley brands, because no other is nurtured under such ideal conditions of soil and climate. The Griffin & Skelley Sacramento River Asparagus beds are unrivalled on the Pacific Coast.

**“Griffin” Asparagus**

# Manufacturers' Agents and Brokers' Directory

Manufacturers and merchants cannot expect to develop, maintain and get the best out of the Canadian market without the assistance of local agents. The following is a representative list of reputable agents. The service department of the Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

**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.

**J. W. GORHAM & CO.**

Manufacturers' Agents and Grocery Brokers

HALIFAX - - - NOVA SCOTIA  
We are open for a few high class specialty lines

**FOR SALE**

Cheap for cash, Fruit Cleaning Plant with Date Press. In good running order.

**J. T. ADAMSON & CO.**

Customs Brokers  
and Warehousemen

27 St. Sacramento Street, Montreal  
TEL. MAIN 778 BOND 28

**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

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.

**J. A. TILTON**

**WHOLESALE GROCERY BROKER**

ST. JOHN, N.B.

Correspondence solicited with Houses looking for first-class grocery connections.

Use this space to talk to  
Old Country, Canadian  
and United States Manu-  
facturers.

## Currants

on spot, Ceroni's pack, fine filiatras, cleaned and uncleaned. No better packer in Greece.

**W. H. Millman & Sons**  
Wholesale Grocery Brokers  
TORONTO

**W. S. CLAWSON & CO.**

Manufacturers' Agents and Grocery Brokers.

Warehousemen

ST. JOHN, - - - N.B.  
Open for a few more first-class lines.

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.

**G. C. WARREN**

Box 1036, Regina

IMPORTER, WHOLESALE  
BROKER, and MANUFACTURERS'  
AGENT

Trade Established 12 Years.  
Domestic and Foreign Agencies Solicited

**W. G. A. LAMBE & CO.**

TORONTO

Grocery Brokers and Agents.

Established 1886

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

Manufacturers' Agents  
and  
Importers

77 York Street, Toronto

—MOOSE JAW—

**WHITLOCK & MARLATT**

Distributing and Forwarding Agents.  
Warehouse on C.P.R. spur track.  
Promptness and Satisfaction guaranteed.  
Business Solicited.

**MacLaren Imperial Cheese Co.**  
Limited

AGENCY DEPARTMENT

Agents for Grocers' Specialties and Wholesale Grocery Brokers

TORONTO, Ont. DETROIT, Mich.

**Lind Brokerage Co.**

73 Front St. East - - - TORONTO

Pot and Pearl Barley are advancing. We handle John McKay Co.'s, Bowmanville, and will quote same at lowest prices.

**WATSON & TRUESDALE**

Wholesale Commission Brokers and Manufacturers' Agents.

WINNIPEG, - - - MAN.

Domestic and Foreign Agencies Solicited.

—WINNIPEG—

**H. G. SPURGEON**

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

236 Chambers of Commerce. P.O. Box 1812

**DISTRIBUTORS, LIMITED**

P. O. Drawer 90

EDMONTON, ALBERTA

Manufacturers' Agents, Commission Merchants, Warehousemen.

Track connection with all Railroads.

**WINNIPEG**

**Tomlinson, Semmens & Co.**

WHOLESALE GROCERY BROKERS

Office and Track Warehouse, - 92 Alexander St. E.

Correspondence solicited on domestic and foreign lines. P.O. Box, 1502

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



# Swift's Silver-Leaf Lard



A Popular Priced Pure Lard

Allowing the dealer a good margin of profit. Repeats because it is economical and reliable and gives the housewife absolute satisfaction. Extensively advertised—An easy seller.

Government Inspected and Passed

Packed in sanitary and convenient tins

Swift & Company, U. S. A.

Canadian Brokers :

The Robert Crooks Co., Montreal, P. Q.  
William Forbes, Ottawa, Ontario  
Pike Brothers, Halifax, N. S.

Wallace Anderson, Toronto, Ontario  
R. F. Cream & Company, Quebec, P. Q.  
A. S. Bowman, St. John, N. B.

## A Safe Investment

### BORDEN'S EVAPORATED MILK PEERLESS BRAND



The Original

When the Grocer buys a Stock of Peerless he has made a safe investment.

No worry about Quality.

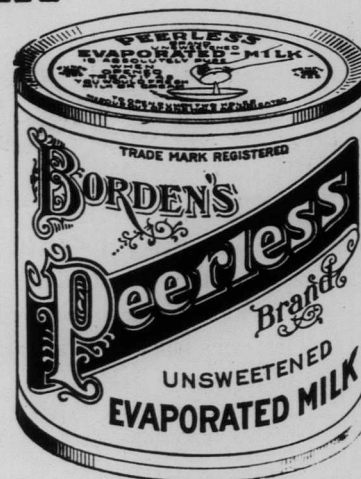
Every Can Guaranteed.

Its Fine Flavor Pleases.

It Satisfies your Customers.

BORDEN'S CONDENSED MILK CO.  
"Leaders of Quality" Established 1857

Sales Offices and Agencies:—  
MONTREAL TORONTO WINNIPEG  
and VANCOUVER



Unsweetened

Mason & Hickey, Winnipeg and Calgary  
WILLIAM H DUNN,  
Montreal, Toronto and Vancouver

No. 3 Form "Canadian Grocer" series.

By Special  
Appointment



Established 1817.

to His Majesty  
King George V.

# Macfarlane Lang & Co's

## "Granola Digestive"

(Regd.)

# Biscuits

All varieties of the high-class Biscuits manufactured  
by this old-established and widely known Scotch  
Firm are now being regularly imported and can be  
— supplied in all parts of the Dominion. —

SAMPLES AND FULL PARTICULARS FROM

SNOWDON & EBBITT, 325, Coristine Building, Montreal.  
NEWTON A. HILL, 25, Front Street, Toronto.  
MASON & HICKEY, 287, Stanley Street, Winnipeg.  
The STANDARD BROKERAGE CO.,  
852/864, Cambie Street, Vancouver, B.C.

For nearly a quarter  
of a century

## "Granola Digestive" Biscuits

have maintained the  
highest degree of  
excellence in point  
of quality and food  
value.

They will be found  
appropriate for every  
occasion on which  
biscuits may be  
served, and are  
admirably adapted  
for general family  
use.

# Macfarlane Lang & Co's

Biscuit Manufacturers,  
Glasgow and London.



# *Peas that Please the Palate!*



Instead of selling Foreign Peas to supply the demand for finer grade peas, sell our **Extra Fine Sifted (Petit Pois), Sweet Wrinkle Extra Sifted, and Early June Sifted.**

Stock a line that will help increase the demand for the higher grade peas, that will give your customers greater satisfaction, and will yield you a better profit.

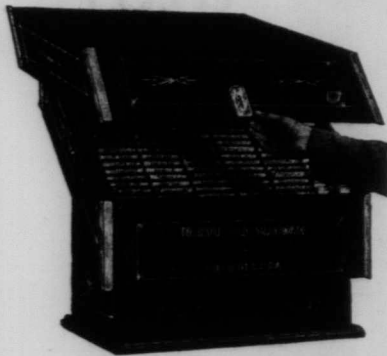
The vivid green color which you notice in Foreign Peas is produced by a chemical that is not only injurious to health, but kills the true flavor of the peas.

We never use any chemicals or colorings in the preparation of our products; these peas are the very choicest of the pack, fine, tender and of exquisite flavor.

You can materially increase your profits and reputation by pushing the sale of Dominion Cannery's Brands of Peas of Finer Quality.

**Dominion Cannery, Limited**  
**Hamilton** **Canada**

1911 MODEL  
KEITH ACCOUNT SYSTEM



AS CONVENIENT TO OPERATE  
AS A ROLL-TOP DESK.

# A Fire

usually occurs when it is least expected. That is the reason why sound business men have their stores and stocks of goods protected by fire insurance. If you knew you would never have a fire or if you knew just when you would have a fire you wouldn't need any fire insurance, but you don't know and that's the reason you consider it good business to pay a small amount each year for fire insurance.



SELF-INDEXING, ONE-WRITING.  
FIRE-PROOF

## Listen Now

Before it is too late, protect your accounts—your most valuable assets—through the Keith Fireproof System.

No guess work about the fire-proof feature.

Here is the evidence—

### AFFIDAVIT.

STATE OF OHIO,  
COUNTY OF HENRY,  
VILLAGE OF LIBERTY CENTER. } SS.)

Liberty Center, O.,

Before me

*D. S. Mills*

Notary Public in and for

said County and State, personally appeared *D. D. Bourne* who being by me duly sworn in form of law, doth depose and say, that he is a resident of said village of Liberty Center and was on March 31st of this year; that he had been for several years and was up to the date above mentioned conducting a retail grocery in a part of what was known as the Liberty Hotel building and in said business used for the keeping of his accounts the Keith Credit System; that said building with said grocery store in it was completely destroyed by fire on March 31, 1909; that said fire was discovered at about 2:30 A. M. on the date aforesaid, and that at about 10:30 A. M. following, the said system was removed from the debris; that at about 2:30 P. M. of the same date he unlocked the hood and took it off of the cabinet and that his accounts were all in good legible form.

Sworn to and subscribed before me this *8th* day

of *May* A. D. 19*09*

In testimony Whereof; I have hereunto set my hand and seal the day and year aforesaid.

*D. S. Mills*

Notary Public.

*D. D. Bourne*



Bear in mind also this fire-protection won't cost you one cent—BECAUSE

1. The Keith System saves you money and does not cause you expense.
2. On account of the Numbering feature, it stops forgotten charges.
3. On account of the Total-forwarding feature it keeps your collections up and your bad accounts down.
4. On account of the Self-indexing feature, any number of clerks can work over the register at the same time with different customers, and your credit transactions will be taken care of just as quickly and with greater accuracy than cash transactions through a cash register. If you want to learn how to increase your profits by the use of a Keith System, ask us for catalogue "G"—it will show you.

## THE SIMPLE ACCOUNT SALESBOOK COMPANY

SOLE MANUFACTURERS, ALSO MANUFACTURERS OF COUNTER PADS FOR STORE USE  
1926 Depot Street, FREMONT, OHIO, and HARTFORD, CONN., U.S.A.  
Victor Archambault, 28 Bridge St., Sherbrooke, Que., Representative for Quebec and Maritime Provinces.  
Sydney McKeever, Box 843, Brockville, Ont.



THE CANADIAN GROCER

# WAGSTAFFE'S

*Fine Old English*

PURE JAMS, JELLIES, MARMALADES,  
ETC.



The most up-to-date Fruit Preserving Plant in Canada, the Walls in processing rooms are constructed of white enamelled Bricks, the floor is of mastic, and has every modern sanitary method that skill or money can procure.

*Cleanliness is our motto.*

***Wagstaffe's New Season's  
Raspberry, Black Currant and all other kinds  
Now Ready for Delivery.  
All Fruits Are Scarce.***

Book your orders quickly.

# WAGSTAFFE Limited

Pure Fruit Preservers

HAMILTON

ONTARIO

# COWAN'S CAKE ICING



Prepared ready for use. Save the housewife a lot of work, and give better results than any but an expert cook can produce. They are popular wherever known. Make them known among your customers and develop a new and profitable line of trade.

---

THE COWAN CO., Limited, TORONTO



# RICHARDS

Your  
money  
back  
if  
you  
are  
not  
satis-  
fied.

Send  
in  
Your  
Order.



25  
Cases  
Mixed  
at  
**\$4.05**  
Del'd  
and  
**150**  
**BARS**  
Naptha  
or  
Pure  
**FREE**

# RICHARDS

# Canadian National Exhibition

Aug. 26th - TORONTO - Sept. 11th, 1911

Greatest exhibits of Manufactures, Machinery, etc., on the Continent.

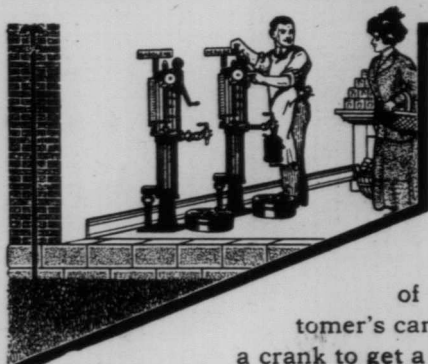
## CORONATION YEAR ATTRACTIONS

Festival of Empire, Band of Coldstream Guards, Coronation Year Fireworks.

FOR INFORMATION WRITE

Geo. H. Gooderham, M.P.P., President.

J. O. Orr, Secretary



### Mr. Merchant

Think of the convenience of simply hanging the customer's can on the pump and turning a crank to get a gallon of oil.

**No Funnels—No Measures—No Waste—No Dirt. Saves Space, Time and Money.**

You don't touch the oil. The pump transfers it from the storage tank into the customer's can; measures it, counts the gallons and shows the money charge.

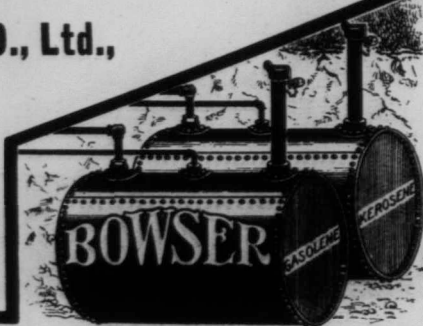
It changes the oil business from a drudgery to a clean, pleasant and profitable trade.

The variety of sizes and styles will enable you to suit yourself in price. Every outfit the best at its price.

Ask for Book No. 5.

**S. F. BOWSER & CO., Ltd.,**

TORONTO,  
66-68 Fraser Ave.



### MAKE AN END OF THE "BAD ACCOUNTS"

Give every credit customer an Allison Coupon Book, make collections easy, eliminate errors and disputes, stop the costly "leaks," and please the customer better than any other credit plan ever devised.

## Allison Coupon Books

practically put credit business on a cash basis, to the general satisfaction of everyone concerned

### HERE'S HOW THEY WORK



A man wants credit. You think he is good. Just give him a \$10 Allison Coupon Book. Have him sign the receipt or note in the front of the book, which you tear out and keep. Charge him with \$10. — No trouble. When he buys a dime's worth, tear off a ten-cent coupon, and so on until the book is used up. Then he pays the \$10 and gets another book. No pass books, no changes, no lost time, no errors, no disputes. Allison Coupon Books are recognized everywhere as the best.

For sale by the jobbing trade everywhere. Manufactured by Allison Coupon Company, Indianapolis, Ind., U.S.A.

### HIGH GRADE OLIVES

"Pitted Cocktail Olives." By using special machinery the Olives are pitted without injury to the shape or flavor. Human hands touch them as little as possible. Those hands are clean.

Write for particulars to

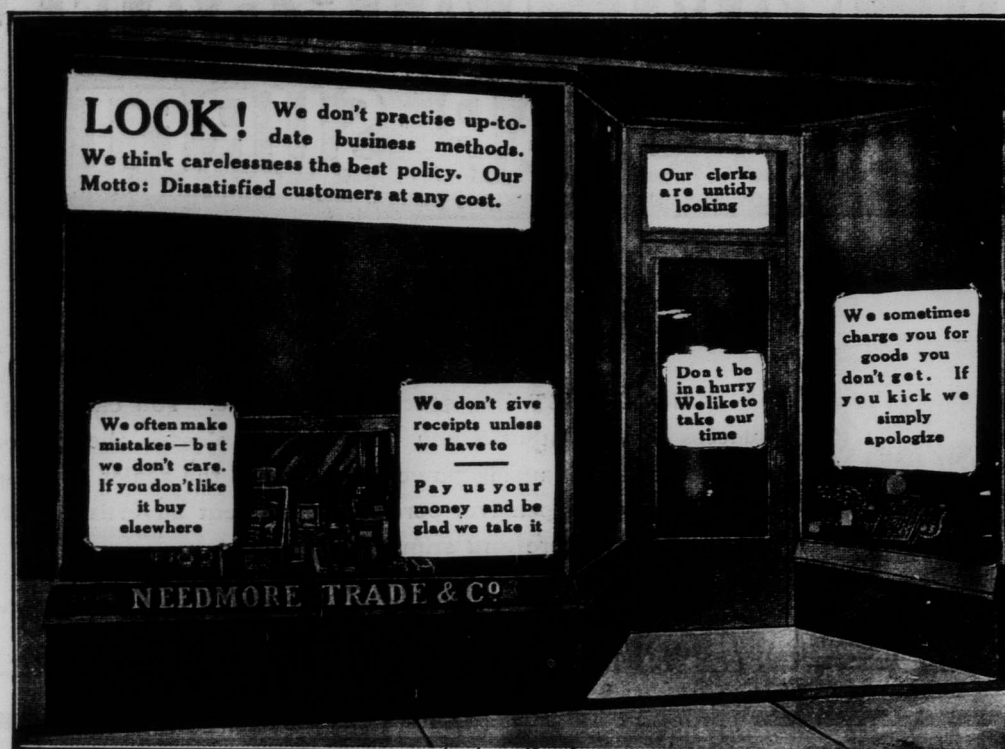
**A. F. MACLAGAN**  
409 St. Nicholas Building Montreal

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

# TWO CENTS PER WORD

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





## This is BAD Advertising!

**Y**ET thousands of merchants are doing this very thing every day. Not by sticking signs in the window—but by their methods, by their neglect to adopt modern store system. Actions speak louder than words, remember You don't have to tell people how you do business. You are showing them every day.

Is this the kind of advertising YOUR store is getting? This is a very serious question that every merchant should carefully consider. If unsatisfactory conditions exist in your store lose no time in remedying them. Prevent mistakes, avoid disputes, stop all losses and insure absolute accuracy in all money dealings---as a million other successful merchants have done---by getting a National Cash Register. Then "put a receipt in every parcel."

You cannot succeed without a good system---and the better your system the better you will succeed. No store system ever invented has done so much for so many merchants, at so little cost, as the National Cash Register.

Customers like to deal in stores that have a National Cash Register. They know it guarantees absolute accuracy, promotes efficiency and stands for up-to-date methods and good management. And they realize that good management means better values.

There's a National Cash Register built for you, and the money it will save you will pay for it.

*Write for further information to*

### **NATIONAL CASH REGISTER CO.**

Head Office and Factory, for Canada, at Toronto.  
F. E. MUTTON, Manager in Canada.

# THE NAME "FAIRBANK" MEANS SOAP SURETY

## GOLD DUST



GOLD DUST is a success everywhere. You can make it a success in your store if you push it. It pleases the customer because of its cleansing power. It pleases the dealer because of our extensive, expensive, persistent, insistent advertising, which reaches everywhere and stimulates demand.

GOLD DUST practically sells itself.

THE N. K. FAIRBANK COMPANY, MONTREAL

## "ENTERPRISE"



*Extended tube can be furnished connecting Pump in store to barrel in cellar.*

Old style grocers find a call for molasses usually annoying—it often means a trip down into the cellar; handling of sticky measures—impossible to measure accurately. How different when equipped with the

## "ENTERPRISE" Self-Priming and Measuring PUMP

THE NEW TOTAL REGISTERING DEVICE keeps tabs of the barrel's contents—you're never "out of molasses." And the pump is positively accurate—"Enterprise" make—4 revolutions of the crank and you have a pint—no more—no less.

We manufacture a large line of Coffee Mills for hand, steam and electric power and other specialties for the modern grocer. Ask for our catalog.

**The Enterprise Mfg. Co. of Pa.**

PATENTED HARDWARE SPECIALTIES

Philadelphia, Pa., U.S.A.

21 Murray Street, New York

544 Van Ness Avenue, San Francisco



# There's a Feeling of Solid Satisfaction



Contractors to the  
War Office and Admiralty

CANADIAN AGENTS:

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

L. A. Gastonquay, 60 Bedford Row, Halifax, N.S.  
Standard Brokerage Co., 1640 First Avenue  
West, Vancouver, B.C.

W. A. Simonds, 89 Union Street, St. John, N.B.

W. L. Mackenzie & Co., 606a Center Street,  
Calgary.

in handling so good a vinegar as

## White Cottell & Co's

It's a good thing when there is satisfaction on both sides of the counter. Vinegar business prospers under such conditions. Let us help your prosperity by shipping a little lot of our Natural Malt Vinegar.

## White Cottell & Co.

Camberwell, S.E., LONDON, Eng.



# Learn How To Think!

The Sheldon School wants an opportunity to explain to you, **free of all cost**, how it is making thinkers out of men who before were mere plodders. Are you ready to hear the story?

The big prizes in the world of business, the **big positions**, the **big salaries**, are going to the men who can think ahead. "How to develop thinking ability" is a matter of training--training that you can acquire in **your spare time at home**.

The Business Building and Salesmanship Courses of **The Sheldon School** will easily put you in harmony with the fundamental laws which develop thinking men.

## 48,000 Sheldon Men Have Learned How

**The Sheldon Book** is one of the most interesting pieces of business literature ever prepared. It outlines the **Sheldon Idea** and explains how **Sheldon** has applied all the laws of mind training to everyday business needs.

This book is mailed **Free** to ambitious men. It points out specific instances among more than **48,000 Sheldon** men who, without exception, have improved their ability to think through Sheldon teachings.

If you are seriously in earnest--write for **The Sheldon Book**, since you can do so without obligation or cost. This coupon brings it--mail it surely to-day.

**The Sheldon School**

1237 Republic Building, - - - Chicago, Illinois

The Sheldon School, Republic Bldg., Chicago  
Please send me **FREE** copy of **THE SHELDON BOOK** and full information regarding Sheldon Methods.

Name .....  
Street .....  
City.....State.....



## 50 Cent Pieces! — Want Any?

During the month of July we are making a special reduction of **50 CENTS** per gallon, so that every dealer may have an opportunity of making big money.

**IN BIG DEMAND FOR SALADS, ETC.  
VERGINE BRAND OLIVE OIL**

**Vergine Brand** is the very best on the market to-day and is highly prized in the best of households.

You will not have an opportunity like this again so "Make Hay while the Sun Shines."

Drop us a Postal and register for other money-making propositions.

The Charles  
**Cicero**  
Company LIMITED  
SPECIALISTS IN ITALIAN PRODUCTS

HERE ARE PRICES

Gallons, - - \$2.25 per gal.  
Half Gallons, - - \$2.30 per gal.  
Quarter Gallons, - \$2.35 per gal.  
F. O. B. Montreal and Toronto.

## Tea Hints For Retailers

By JOHN H. BLAKE

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

*The Tea Gardens of the World*  
*Tea from Seed to Leaf*  
*Tea from Leaf to Cup*  
*The Tea Markets of the Orient*  
*How to Test Teas*  
*Where to Buy Teas*  
*Is it Wise to Place an Importation Order?*  
*Bulk versus Package Teas*  
*How to Establish a Tea Trade*  
*Tea Blending*

(275 pages)

(24 full-page illustrations)

Sent to any address on receipt of \$2.00.

**MacLean Publishing Company**

(Technical Book Department)

143-149 University Ave.,

TORONTO

## "Turn Your Spare Time Into Money."

When you read this paper do you ever think of the opportunity open to you if you have spare time to look up new subscribers.

We publish other trade papers and require representatives to push circulation.

If you show business-getting qualities, we can always offer you promotion. Consider the opportunity of further extending your business education, and adding to your income at the same time; because, to be successful in canvassing for trade papers, you must study and understand them; to study and understand them is to absorb practical information, and to increase your earning power, by getting a grasp of every day actual business happenings as they occur and are disposed of.

This work, while affording valuable experience in modern business methods, will substantially increase your income, as our commissions are liberal.

When applying give references and state your qualifications for the appointment.

**THE CANADIAN GROCER**

TORONTO, CANADA



# During Travelers' Holidays

(JULY 17th TO JULY 29th)

We solicit your orders by

**MAIL, 'PHONE OR TELEGRAPH**

AT OUR EXPENSE

WE GUARANTEE QUICK SHIPMENT SAME DAY  
AS ORDER IS RECEIVED.

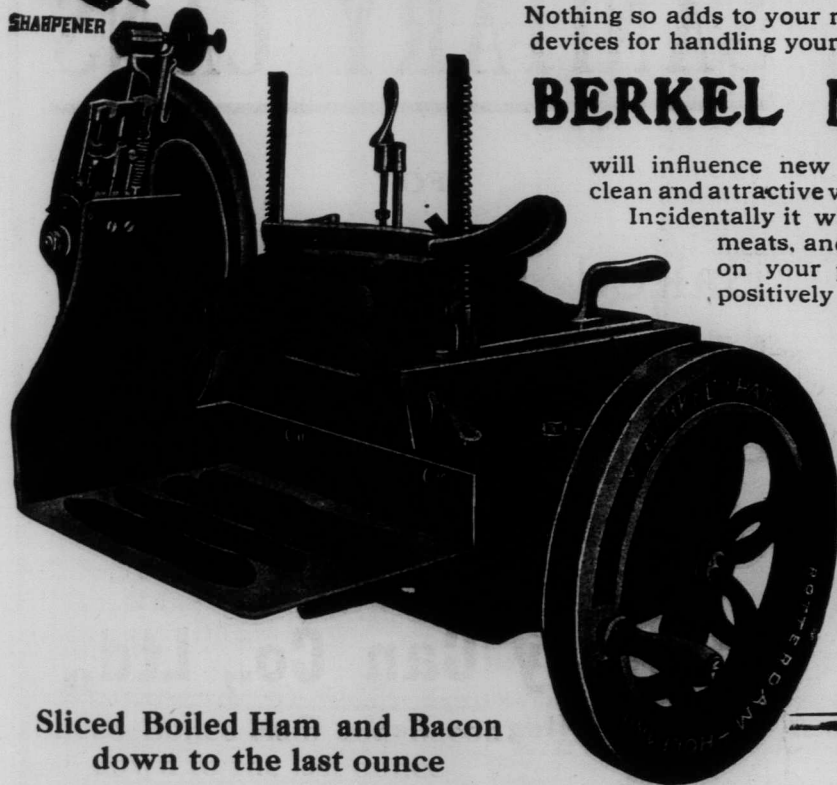
**PRICES RIGHT**

# EBY-BLAIN, LIMITED

Wholesale Grocers - - - Toronto

## Up-To-Date Equipment Pulls Business!

SHARPENER



Nothing so adds to your reputation as the installation of modern devices for handling your goods, and the

## BERKEL MEAT SLICER

will influence new custom to your store because of the clean and attractive way in which it cuts your bacon and ham.

Incidentally it will surely increase your sales of boned meats, and will prove a very attractive ornament on your provision counter. The "Berkel" will positively cut at least twice as many slices to the pound as is possible to cut with a knife. Fitted with an automatic sharpener and protected to prevent accident.

Be wise and investigate the merits of the "Berkel." Write us to-day for full details and particulars of what other Canadian Grocers think of it.

Canadian Agents

**W. A. FREEMAN CO., Ltd.**

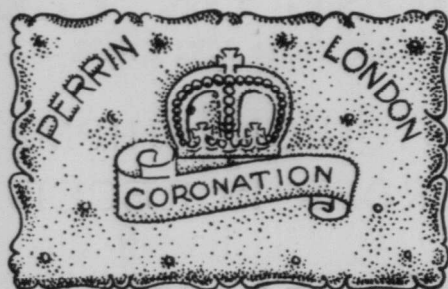
Hamilton, Ontario

Sliced Boiled Ham and Bacon  
down to the last ounce

THE CANADIAN GROCER

SOMETHING NEW  
DAINTY, TASTY AND  
UP-TO-DATE

PERRIN'S



CORONATION  
BISCUIT



## SANITARY CANS

FOR

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

Sanitary Can Co., Ltd.,

Niagara Falls, Ont.





## Stop and Consider

what it means to have lines which will make customers! Stock

# Rowat's Pickles

AND

## Paterson's

## Sauce

and you will materially strengthen your hold on you trade.

## Rowat & Co.

Canadian Distributors

Snowdon & Ebbitt, 325 Coristine Building, Montreal, Quebec, Ontario, Manitoba and the North-West: F. K. Warren, Halifax, N.S.; F. H. Tippet & Co., St. John, N.B.; C. E. Jarvis & Co., Vancouver, B.C.



This Mark on Every Box



## Means Quality Dried Fruits

The Highest Type of Packing  
The Finest Fruits

Place Order Now for Fall Delivery

All First-Class Jobbers Handle



## THE DOMINION MATCH

The match that is gaining in favor most rapidly. It has a substantial stem, and a head that will not fly off, a light every time one is struck.

The attractive boxing is an addition to the selling qualities of the match itself, the cartons or packages making good shelf and window display stock.

**THE DOMINION MATCH CO., LIMITED**  
DESERONTO, ONT.

or Canada Brokerage Company, Limited, Toronto

**Tartan**  
**BRAND**

**Travellers' Holidays** July 17 to 29.

FREE TELEPHONE AND TELEGRAM

Good service, special prices and your orders appreciated

Phone 3595—Exchange to all Departments

**BALFOUR, SMYE & CO.,** WHOLESALE GROCERS . . **HAMILTON**

**"Club House" Brand**  
SPANISH OLIVES



are a superior line that you will be well advised to handle, because of our care in selecting and packing only the very finest Sevilla Olives and the exceptional skill and cleanliness with which they are packed—the brine for "Club House" Brand being made from our own pure Artesian water—make possible our absolute guarantee of satisfaction.

"Club House" Brand Olives are attractively packed and yield you a good profit.

**Gorman, Eckert & Co., Ltd.**  
LONDON, ONT.



THE  
**"WALKER BIN"**  
SYSTEM



is the only Complete Line of Modern Grocery Fixtures Manufactured in Canada.

It affords the best-known facilities for handling a grocery stock of any size and displaying that stock to the best advantage.

A "Walker Bin" Outfit will put new life into your business, and the cost will be small compared with the results that are bound to follow.

Write for Illustrated Catalogue  
"MODERN GROCERY FIXTURES"  
and let us give you an estimate.

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

REPRESENTATIVES:—

Manitoba: Watson & Truendale, Winnipeg, Man.  
Saskatchewan and Alberta: J. G. Stokes,  
Regina, Sask.  
Montreal: W. S. Silcock, 33 St. Nicholas Street

Berlin, Ontario

**FRESH COW'S MILK IN ITS MOST PERFECT FORM**

For infants and invalids—safer than fresh milk on every occasion.

**CANADA FIRST EVAPORATED CREAM**

holds pride of place.

The extra care, perfect cleanliness and skill given its manufacture insure a uniform quality which makes it a very satisfactory line to handle. The sterilizing process it undergoes positively destroys all bacilli and renders it superior to fresh milk.

Made in Canada by Canadians.

**THE AYLMEY CONDENSED MILK CO., Limited,**

Head Offices, HAMILTON, ONT.



Aylmer, Ont.



THE CANADIAN GROCER

NEW SEASON'S

# JAPAN TEAS

ARE NOW IN FULL SWING. GET

## FURUYA & NISHIMURA'S QUOTATIONS.

HEAD OFFICE—NEW YORK.

BRANCHES—MONTREAL and CHICAGO

Pure Goods Bring Increased Custom

Give Your Customers

*Redpath*

**Extra Granulated Sugar**

and you link to your store the best class of trade.

No other sugar will compare with it.

Make the test yourself. Place samples of other manufacturers alongside it. You will see the difference and recognize the advantage to you of recommending "Redpath" Sugar as the Best.

Extra Granulated  
Extra Ground  
Powdered  
Golden Yellow.

PARIS LUMPS  
in 100, 50 and 25 lb. boxes  
and in "Red Seal"  
dust proof cartons.

**The Canada Sugar Refining Co.,  
Limited**  
Montreal, Can.

Established in 1854 by John Redpath

*Ramsay's*  
BEST BY TEST

**High Grade Sweet Biscuits**

in a very wide assortment are made by the most efficient staff of biscuit makers in Canada and under the strictest sanitary conditions. Every ounce of materials used is A1 quality. You need not hesitate to recommend Ramsay's Sweet Biscuits to your best trade.

**RAMSAY'S FOR PICNICS**

Picnic parties will appreciate this line as a worthy addition to their usually select hamper. Write to-day if you do not already carry the Ramsay line in stock.

**Ramsays Limited**

29-31 Vitre Street .. .. MONTREAL

## FARROW'S 'A-1' MUSTARD

**THE BEST BRITISH MAKE—DIRECT FROM THE GROWERS**

In every market of the world FARROW'S "A-1" has forced its way. Write your nearest agent for a sample tin. Compare the get up, the quality and the price—then you'll know the reason why!

CANADIAN AGENTS:—

McLEOD & CLARKSON, 847 Beatty Street, Vancouver; W. G. PATRICK & CO., 77 York Street, Toronto; T. A. MACNAB & CO., Cabot Bldg., St. John's, Newfoundland; W. A. SIMONDS, 89 Union St., St. John, N.B.; RUTTAN & CHAPMAN, Fort Garry Court, Main St., Winnipeg; ROSE & LAFLAMME, 400 St. Paul St., Montreal; C. E. CHOATE & CO., Pickford & Blacks Wharf, Halifax



## “DUNOYA” SARDINES

OLDEST ESTABLISHED BRAND ON THE MARKET

Possess an alluring daintiness, delicacy and delicious flavor, making them a temptation and delight.

A particularly profitable line for you to handle.

RETAILING AT 10c. A TIN

Very popular among every class of trade, and allowing you a good profit on every sale.

CANADIAN AGENTS

**J. W. Bickle & Greening,** HAMILTON ONTARIO  
(J. A. Henderson)

Is Your Coffee Trade  
Large and Profitable?

IF NOT

You Can Make it So

BY SERVING YOUR  
CUSTOMERS WITH

**WHITE SWAN COFFEE**

Try it and Watch Your Trade  
Grow Quickly

IT IS

**THE COFFEE OF QUALITY!**

**Packed in Handsome 1-lb. Tins**

## THE MOLASSES THAT INCREASES SALES!

Apart from the unquestioned quality and  
flavor of

**GINGERBREAD  
BRAND  
Molasses**

it will sell readily because the large  
variety of sizes in which it is put up can-  
not fail to suit every individual require-  
ment of your customers.

Gingerbread Brand is a strong baker,  
of good body, and a profitable line to  
handle.

Put up in tins—2's, 3's, 5's, 10's and  
20's; pails—1's, 2's, 3's and 5's; and in  
barrels and halves.

GIVE YOUR WHOLESALER A TRIAL ORDER.

**The Dominion Molasses Co.,**

LIMITED

HALIFAX

NOVA SCOTIA



## SATISFACTION COMES TO THE USERS OF “KIT” COFFEE

While users of other bottled coffees complain because the flavor of the original coffee is lost.

There are any number of bottled coffees on the market, but “KIT” is the only one which  
retains the flavor of the finest coffee and chicory, and at the same time it is so easy to use as  
to be a real boon to the busy housewife.

Stock it and do a bigger trade.

Price—Nom. 5-oz. bottles (beautiful package) \$1.55 per doz.  
Nom. 10-oz. \$3.00

Your wholesale grocer will supply it, or you can get it from

**THE HARRY HORNE COMPANY, 309 King St. W., Toronto**

A. TYTLER, Temple Building  
J. A. CROOKS, Bedford

LONDON  
HALIFAX

**THE KIT COFFEE CO., GOVAN, GLASGOW**



## The Housekeeper Depends on YOU

to supply her with a sugar that will give her no trouble with her preserves and canned fruits

# St. Lawrence Granulated

will guarantee absolute safety and satisfaction wherever used, and for preserving qualities it is perfect.

## A Pure Cane Sugar

THE ST. LAWRENCE SUGAR REFINING CO., LIMITED, MONTREAL, QUE.

### ONE PACKAGE MAKES SIX FULL QUARTS

If you want a rapid seller—one that will appeal to your women customers all the year around, just order

## MINUTE TAPIOCA

You couldn't have a better selling line than Minute Tapioca. It requires no soaking, and in fifteen minutes a delicious pudding can be made, ready to serve. Minute Tapioca is made in a factory that is unequalled in its sanitary construction, by a process that assures a product of absolute purity.

Ask your Jobber for  
Minute Tapioca

### Minute Tapioca Co.

ORANGE, MASS.

Canadian Representatives: Canadian Specialty Co., Toronto; R. B. Hall & Son, Montreal; W. S. Clawson & Co., St. John, N.B.



# BAIRD'S

## WORCESTERSHIRE SAUCE

is

## DELICIOUS

It makes the plainest fare appetising, and makes delightful to the palate the flavor of Fish, Meat, Stews, Soups, Gravies, Curries and Salads.

Low in Price  
High in Quality



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## THE STANDARD STOVE POLISH

of the trade

# JAMES DOME BLACK LEAD

The finest article in Stove Polish on the market.

Pays a good profit.

W. G. A. LAMBE & CO., Canadian Agents, TORONTO

Your particular customer  
wants the best!



**WHITE  
DOVE  
COCOA-  
NUT**

because of its purity  
and quality, is the  
acknowledged leader  
in Cocoanuts!

The friend of all  
who cook!

**W. P. Downey**  
MONTREAL

THE PEOPLE OF  
**JAMAICA**

are now buying things in the  
United States which they ought  
to buy in Canada. They don't  
know what we can do. A small  
advertisement in the

**KINGSTON**  
**"GLENER"**

might bring inquiries. Better  
write for rates to

**I. C. STEWART, Halifax**

**The W. H. ESCOTT CO.**

WHOLESALE

**Grocery Brokers**

187 BANNATYNE AVENUE

**WINNIPEG**

COVERING

MANITOBA and SASKATCHEWAN

CORRESPONDENCE SOLICITED

**"Too Mussy  
For Me"**



As between an open bale of dates,  
half sold, and a pile of cartons of  
Dromedary Dates, which, if you  
were a consumer, would you be most  
attracted by?

If you say only the bulk dates,  
wouldn't you be even apt to be re-  
voluted by their mussiness and buy  
none?

That's exactly why so many peo-  
ple haven't eaten dates, though they  
like them. It also explains the  
enormous sale DROMEDARY  
DATES have attained. They are  
the finest fruit we can buy, to be-  
gin with, and they're packed in the  
most scrupulously neat fashion,  
wrapped in oiled paper and then  
packed in cartons. The natural de-  
mand for them has been increased  
by the enormous advertising we  
have done in magazines read by  
your customers.

All jobbers.

We also pack **ROYAL EXCELSIOR** and  
**ANCHOR BRAND** package dates.

**The Hills Brothers Co.**

Beach and Washington Sts., NEW YORK

**SUCHARD'S COCOA**

This is the season to push **SUCHARD'S  
COCOA**. From now on Cocoa will be in  
demand daily. It pays to sell the best. We  
guarantee Suchard's Cocoa against all other  
makes. Delicious in flavor. Prices just right.  
**FRANK L. BENEDICT & CO., Montreal**  
Agents



It drives  
them up  
**KILLS** **Common Sense**  
{ *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 price.

**Stop!**

**WE WANT TO HEAR  
FROM YOU**

**"Club" Health  
Salts**

is a line you  
should feature  
just now because

- (1) It is a good saline  
effervescing bever-  
age.
- (2) It is a handy and  
welcome package in  
the picnic hamper.
- (3) It is an appeal to  
the housewife this  
warm weather.

**Finest Keeping.**

**Never Goes Wrong.**

**BIG PROFITS TO YOU  
VALUE TO YOUR CUSTOMERS**

**10 CENTS RETAIL**

DROP US A CARD

**S. H. EWING & SONS**

96-104 King St.  
Montreal

20½ Front St.  
Toronto



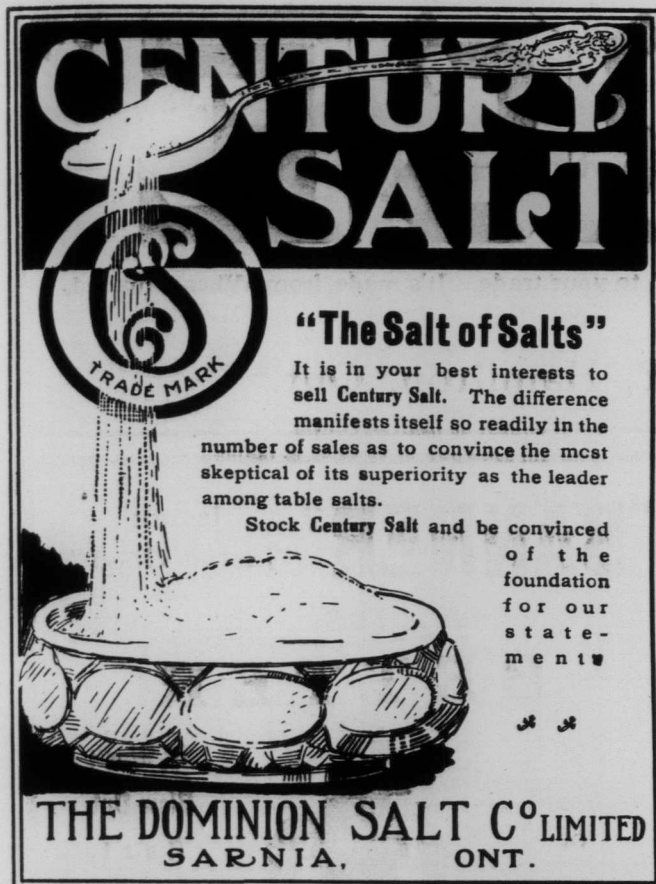
**CHINESE  
STARCH**

HAVE YOU  
A STOCK?  
GREAT SELLER  
ALL THE TIME.

GET PRICES

**OCEAN MILLS**  
MONTREAL





**CENTURY SALT**

**"The Salt of Salts"**

It is in your best interests to sell Century Salt. The difference manifests itself so readily in the number of sales as to convince the most skeptical of its superiority as the leader among table salts.

Stock Century Salt and be convinced of the foundation for our statement

**THE DOMINION SALT CO. LIMITED**  
SARNIA, ONT.

**ASEPTO**

**Soap Powder**

**"The Enemy of Dirt"**

**Recommends Itself for Five Reasons**

1. It saves labor. There's not half the rubbing required.
2. It prevents disease. It is thoroughly antiseptic.
3. It is odorless.
4. It is harmless. It will not damage the most delicate fabric.
5. It is economical. A 5c. package makes four gallons of liquid soap.

Try a case You will be surprised how readily it will sell, and the profit is attractive.

**Asepto Soaps, Limited**  
ST. JOHN, N.B.

**Very Little Persuasion**

is needed to make your particular customer try

**"GLOBE"**

**Macaroni and Vermicelli**



**GLOBE**

because they are made from hard wheat with no maize or rice flour mixed with it and they are absolutely free from any glutinous substance. They possess a quality which gives distinctive flavor.

You may expect a big demand for the "Globe" brand goods as soon as they are introduced.

The profit makes it worth your while. Order from your jobber, or

**D. SPINELLI & CO.,**  
REGISTERED

**MONTREAL, - - QUEBEC**

**HERB BEER**

Is best made from MASON'S EXTRACT OF HERBS. One tablespoonful of this Extract makes a gallon of DELICIOUS BOTANIC BEER.

Has been used for over thirty years with the greatest success.  
Send for Booklet, "Hints on Brewing."

**NEWBALL & MASON**  
NOTTINGHAM, ENGLAND.

**GOOD!  
IT'S  
MASON'S**



**The Best is Always Cheapest**

That's why hundreds of wide-awake grocers are buying

**Arctic Refrigerators**

Cold, dry air constantly circulating; absolutely sanitary—can't collect dirt or rust or corrode; shelves and sections specially for grocers; all parts separable; case of ash; hardware of solid brass with lining of spruce, shellacked. Write now for complete information.

**John Hillock & Co., Ltd. - Toronto**

Representatives Western Provinces: Ryan Bros., 147 Bannatyne Ave., Winnipeg, Man.; Donnelly, Watson & Brown, Calgary, Alta.

# "FORCE"

You need not hesitate to recommend "FORCE" to your trade. It's made from Wheat, malted, and it is a safe food for summer.

THE H-O COMPANY, Hamilton, Ont.

## THE TASTY PICKLE!

You can make sure of pleasing the public palate if you are selling

### Queen Quality PICKLES

This high grade line is made solely from the freshest and choicest vegetables, and first quality vinegar and other ingredients, and they are handled and prepared in a factory that is a model of sanitation and cleanliness.

Put up in 10 oz. and 20 oz. bottles.

PURE TOMATO CATSUP

Send to-day for prices and discounts.



Taylor & Pringle Co., Ltd., OWEN SOUND, ONTARIO

## "BANNER" Is not "Just as Good"

IT'S

### BETTER

Good Points of The Banner are Brought out in Bad Weather



It Won't Blow Out, Rust, or Leak — Costs No More than Inferior Lanterns.

Send Coupon for Calendar

Ontario Lantern & Lamp Co., Limited  
Hamilton, Ont.



## LYNCH'S BISCUITS ARE SOCIAL FAVORITES

They are attractively done up and arrive at your store as crisp and dainty as when they leave our ovens.

Creamalt Sodas—Family Pilot—Graham Wafers—Ginger Snaps—Seed Sugar—Fig Bars—Crimp Sugar—Lemon Creams

Lynch's Limited—Sydney, N.S. Manufacturers of Biscuits, Bread and Confectionery



**Golden Brown Squares of Nourishment.**

You can please the palates of your customers and add to your own profit by featuring

**Telfer's Graham Wafers**

They are very appetizing and nourishing and command a ready and steady sale at the popular price of 10c.

We also make all kinds of fancy and other biscuits. Get our prices.

**Telfer Bros., Ltd. Collingwood, Ont.**



Toronto Winnipeg Hamilton Fort William



They look for this trade-mark when they buy salt, and insist on having

**WINDSOR SALT**

because they have found no other to equal it in fineness, dryness, flavor or purity.

**THE CANADIAN SALT CO., LIMITED**  
WINDSOR, ONTARIO.

**DON'T CRY OUT  
OVER LOST OPPORTUNITIES**

There are unique profit possibilities **AHEAD** for every grocer who is featuring

**BJELLAND'S  
SMOKED  
HERRINGS  
IN BOUILLON**

Only the finest small summer-caught herrings are packed in our patent cans under the cleanest and most sanitary conditions, and their distinctive flavour has won for them Dominion-wide popularity.

Retail profitably at 10c. a tin.



Ask Your Wholesaler

**John W. Bickle & Greening**  
(J. A. HENDERSON)  
HAMILTON :: :: ONTARIO



**Get Wise**



**and Busy**



Mr. Grocer: Don't let your business grow flat and stale by hammering away at the same old lines. Get wise to the **NEW ONES (THE GOOD ONES)**. St. George, Princess and Banner milk will add a new tone to your business, bring you new customers, bring back the ones you have lost and produce for you a *fat* living profit. The quality of these lines is unquestionable—Note our prices.

St. George Evaporated Milk, 4 doz. in case—\$3.35

Princess Condensed Milk, 4 doz. in case—\$3.90

Banner Condensed Milk, 4 doz. in case—\$4.40

5 Case Lots shipped, freight prepaid, to any rail point in Ontario.

**J. MALCOLM & SON**

Order from your wholesaler or direct from the factory.

ST. GEORGE

ONT.

# WESTON'S FANCY MARSHMALLOW BISCUITS

**ARE ABSOLUTELY UNEQUALLED FOR QUALITY AND APPEARANCE**

Our process of manufacture and the high-grade material used enables us to give our trade the best article on the market to-day.

---

**WRITE FOR PRICES AND SAMPLES.**

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***George Weston, Limited***  
**TORONTO**

Adams  
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Ameri  
Arms  
Asept  
Aymer

Balfou  
Bened  
Bickle  
Borden  
Borwic  
Bowse

Camp  
Canad  
Canad  
Canad  
Canad  
Carter  
Chiver  
Ciceri  
Gie Fr  
Clawa  
Comm  
Comm  
Conn  
Cowan  
Crean

Dalley  
Deer  
Distri  
Domi  
Domi  
Domi  
Domi  
Down

Rhy-P  
Eckar  
Edwar  
Enter  
Escott



# "SALADA"

—and what it means to you

We have consistently advocated the merits of "Salada" tea in aiding the retail grocer combat the peddler.

Of its immense advantage over Bulk Teas in uniformity of quality, freshness, convenience, economy, time-saving and real profit.

Our business has increased because the public have been convinced of the honesty of our goods.

Of their absolute reliability in quality, flavor and purity.

This conviction has grown.

Grown in spite of opposition, competition and imitation.

Grown because we have told the people of "Salada" and its goodness and they have told it to others.

To you "Salada" offers a sure road to quick sales and good profit without the necessity of carrying a heavy stock. Better to buy tea in small quantities and buy often.

It enables you to get trade, to hold trade and to get more with the least expense to yourself.

"SALADA" does credit to your recommendation. It enables you to sell more tea without fear of competition from the peddler.

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# First Rain Storm for Drummers' Snack

Tenth Annual Outing of Good-Fellow Organization Passes into History as Splendid Success—Georgetown Seems to Be Ideal Place for Such a Gathering and Likely Will be Permanent—Travelers Attend From Far and Near—Toronto and Hamilton Both Win Ball Games—The Change of Officers.

(Staff Correspondence).

Georgetown, Ont., July 20.—Trials and tribulations, garbed in thunder and lightning and driving rain danced attendance at the tenth annual outing of the Drummers' Snack Club of Commercial Travelers, which was held in this town on Friday and Saturday of last week, but though it all, the determination of the Knights of the Grip forced a way to cheerfulness and when the celebration came to an end on Saturday night the citizens of this place, in fashion unmistakable, demonstrated that never before had they enjoyed a visit as much, while the drummers went home in similar good humor.

Never, in all her history has Georgetown passed through a more strenuous two days, and when it was all over there were many merchants ready and anxious to admit that they had never known the travelers before, at all. From the moment those salesmen from Toronto, Hamilton, London and other places in Western Ontario struck town to the time the last train bore away the "stickers" there was something doing every minute. All one has to do to get the picture, is to consider some drummer visitor in whom the spirit of banter—restrained, is apparent, and then think of him out in the free open, with nothing to sell and not a thing in the world to think about but fun; and then multiply that man about five hundred times. Unless the writer is greatly mistaken the painting limned by imagination will represent comic action spelled out in capital letters; and that was exactly what it was. A band of Comanche Indians, on the warpath, might have made more noise, but would not have been half so funny.

## The Georgetown Welcome.

Then, too, the residents of Georgetown, from Mayor Grant down, entered so completely into the spirit of the affair, that if the visitors had chosen to put them under lock and key during their occupation of the town they would have considered it good fun. This genial, whole-hearted reception gave the drummers room, literally speaking, to swing themselves, which they did, with a vengeance, and as may be imagined, Georgetown folks enjoyed it all almost as much as they did. And when it came time to vote at the annual meeting on Saturday morning on the place of meeting for next year there wasn't a dissent-

ing voice, and the manner in which G-E-O-R-G-E-T-O-W-N was spelled out showed that this spirit was fully appreciated. In fact, this town seems to be the ideal spot. It is reasonably close to Toronto, Hamilton, London and other centres, and is pleased to have the travelers come, and it is possible—probable even for that matter—that it will be the permanent "Mecca" of the men for some years to come, at least.

If the drummers had been superstitious, this feeling would have received a considerable check when the recollection came that in nearly twenty years this was the first and only time when the proceedings had been marred by rain. But it may be that they accepted the situation much the same as did John Wildfong, the 1910-11 president. That excellent man, in telling the citizens that the club would do its best to fulfill its obligations despite the howling elements, pointed out with a bright smile, that it would have been utterly impossible for the executive to "fix" the Power controlling the storm, even if they had had inside information of its coming on. Of course the downpour spoiled the concert on Friday night for it had been arranged to be held in the open air at the park, but really, as a matter of fact, most of it was carried out during Saturday afternoon, and although the setting was hardly as good as if it had been put through without hitch at night time, it was good enough to satisfy any holidaying crowd, and it did.

## Memory of a Wild Night.

Incidentally, the memory of that Friday night storm will live in the memory of the visitors for many years to come. It was a weird and distressing, and altogether unlikeable outbreak, and yet there were features connected with it that made for plenty of amusement. The concert had been arranged, as has already been pointed out, in the open air, in the park, close to the race track. Advance travelers who had been in the town for most of the week had erected a stage of ample size with reasonably good "change" facilities for the artists. Back of the stage was a grove, the tall trees making up a background to appeal to the dramatic and romantic feelings of the audience, while the space occupied by the chairs was lighted by rows and rows of incandescent electric lights. Red, white and blue hunting, draped and

hid the rough boarding of the platform, while an upright piano on a little stand of its own at the side gave a finishing touch to the whole. This could not have been improved upon to any extent, and surely all would have gone "as merry as a marriage bell" had not the Storm King turned an un pitying gaze upon the whole. That was when the trouble started. The people had been comfortably seated and the president and one or two of the leading snackers had told the audience what they thought of them, when, almost as by signal, black storm clouds began to gather in the north and west. Those in charge of the program pretended not to notice, and turned on the performers. The Wildfong Silver Coronet Band, composed of brilliant instrumentalists under the baton of E. R. Bowles, wasted their melody for a few moments upon the still night air; a Basso by name had rendered a song in splendid style, and Helen B. Robinson, a talented Toronto reader, had recounted the troubles of an Irish landlady with women boarders, before the gentle little drops began to patter down. A sea of umbrellas reared itself at once, and for a minute or so it looked as if the audience intended to sit out the shower. Maybe it was this intention that angered old Jupiter Pluvius, (or whoever it is who is supposed to have charge of the water bucket) for pretty soon the occasional drops had increased to runlets, and then to streams, until in the continuation of this evolutionary process, sheets of rain were falling on the erstwhile joyful throng. Thunder rolled grimly and lightning wove lace patterns on the sky. And not a cuss word.

## Within the Sheltering Armory.

Within the confines of the park, and about one hundred yards distant from the concert platform, there stood a frame building, used in the past for purposes military. The word went around that Brother Wildfong intended holding the balance of the entertainment there, and the crowd surged over to its protection, blocking the ample doors like women at a bargain store. Everyone lugged a chair. Presently, all were inside the ample structure, where everything was contentment, except the lights, and there weren't any of them. And when any poor, misinformed wight ventured to light a match to survey the scene, he was informed, mighty quickly, by some of the younger members of the



assemblage, that the "firefly" effect wasn't welcome, and that they were getting on quite well as they were, thank you. After a few minutes the lighting of a cigarette would call forth howls worse than might be heard at any political picnic.

Then John Wildfong mounted the tribune, beg pardon, platform, and said: "Gentlemen, bear with us just a little while and all will be well. We didn't invite the rain, but we have invited an electrician to come along and fix the lights, (No, no, from the gallery) and we will go on with the program. We advertised that this show was to be held rain or shine, and by heck, we're going to hold it." (Hear! Hear!)

But alas, the electrician couldn't do a thing with the lights, and although seven or eight lusty grippers had trundled in the piano, and had everything in readiness for the fun to begin, there was nothing doing. President Wildfong, on whose face, by the way, a smile still gleamed, went outside to look after some of the talent, after directing his aforementioned "Silver Coronet Band" to disturb the lengthening silences. While he was gone, some one, nobody could find out who it was, came in and said that, "outside the little stars were twinkling and the rain had gone back into the clouds" or something to that effect, and the audience filed out through the yawning doors into the night. Sure enough THE STAR was twinkling away, as though it was not yet quite wakened up, and the clouds seemed to have taken in all the moisture, they looked so wet.

**Another Wild Scramble.**

Well, to cut a long story short, as some of the nominators at the annual meeting say, the crowd got seated again. Harry Bennett, Toronto, sang "Tobermory" and then, by the way of variation chanted a nice little sonnet or two about "Being Shy." Wilfrid Morrison, from the same city, held the crowd enthralled with his wonderful, pure soprano tones, and the gathering cheered and clapped lustily when his little brother joined him in a duet. Then Margaret Park Wilson, came on. She was but nicely started on a contralto song, when, the thunder began once more its ominous roll in the west, and before the verse was finished, some one was holding an umbrella over her head. There was another mad rush to the armory (the chairs going along, too) and within a minute or two the crowd was again under cover. This time it was a storm, and the talent disappeared. Mr. Wildfong told them again about his good intentions, and they all believed him, and, furthermore, one or two drummers declared that they would hold the concert if it took until five in the morning; whereat, the citi-

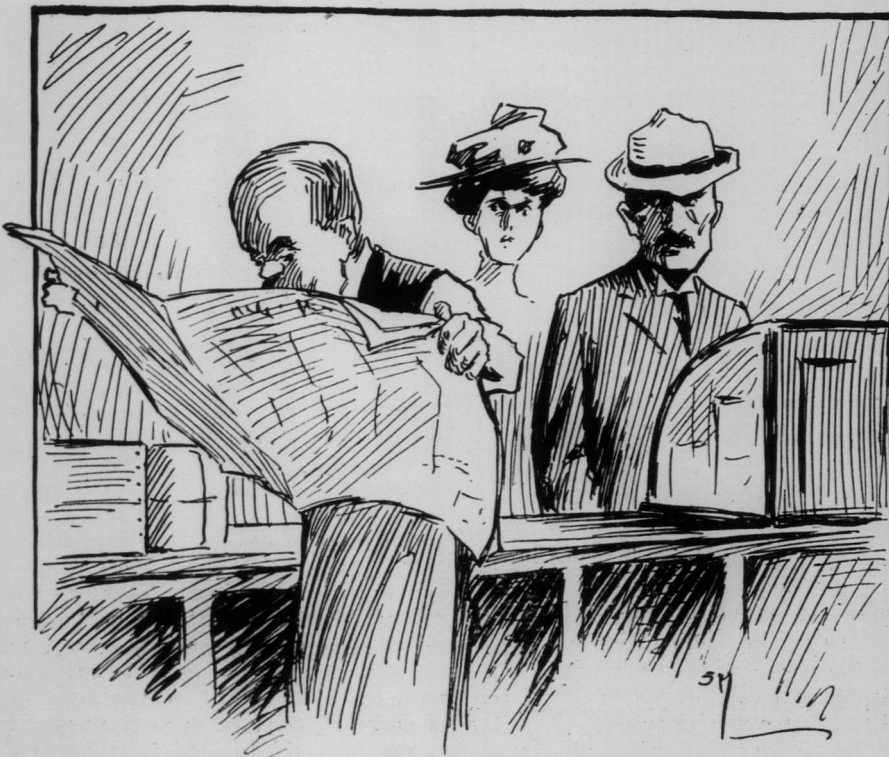
zens of Georgetown voiced their willingness to stay out all night if that were necessary. But then the talent had gone, and although the piano came in out of the wet again after a minute or two, there was nothing much doing beyond "gossip parties."

Then the gathering repaired up town, and, strange mixture of contraries, the night was beautiful. Before the two hotels, in the centre of the business section, the crowd assembled, the mud not mattering at all. The band of the 20th Regiment and some of the boys from Glenwilliam, scattered harmony on the breeze, and the air took on life again. Then, how it commenced, no one knew, but someone whispered it abroad, that it had been decided to send off the fireworks back at the park. And there was joy in the faces of all and sundry. Back again, through mud and long, damp grass they tramped in something like processional formation, and, soon close upon a thousand people were waiting in the grand stand for the fun to begin. This was about midnight, and the moon was big, and mild, and mellow. Mayor Grant, the Chief Magistrate, was introduced and was given a rousing reception, in the course of which he told the visitors the town was theirs to do with as they liked, which they did.

Nobody slept much in Georgetown that Friday night, for they were all imbued with the "Christmas comes but once a year" spirit. Some of the boys are still telling a story of the missing nine whose beds knew them not at all. And here it was already the next day. You can be sure some of those travelers will never forget that night. There never was just such another.

**The Annual Meeting.**

They were not such a bad-looking crowd either when the roll was called at 8.30, at the annual meeting; maybe it was a little later than that; but not much. And their heads were quite clear for the business was rushed through in speedy fashion. Letters of regret were read from one or two, and then the electioneering began. Some of it was quite simple, for, generally speaking, the principal officers merely took a step more. So, George Smye, of Hamilton, last year's vice-president, marched up to take the seat to be vacated by J. H. Wildfong and was acclaimed the new president; William Meen, Toronto, took Mr. Smye's vacant chair, while George Campbell replaced "Billy" as Toronto Secretary. "Charlie" Smye was re-elected to the Hamilton secretaryship.



**CARTOON TALKS ON SERVICE.**

Keeping customers waiting while you read the newspaper does not have a tendency to increase their respect for you or your store. Everybody likes to be served promptly and when this is not done there is usually a resolve formed to go elsewhere.



Robert Algie, recognized as the founder of the club, then pleaded to be released from the duties of general secretary-treasurer, and said he thought the time had come when the Home Secretary, J. H. Willoughby, Georgetown, should undertake those duties. Charlie Smye, however, thought the Home Secretary had quite enough on his hands as it is, and so P. McIntosh, of Toronto, was elected to fill Mr. Algie's place, after the latter had been renominated for the chair and declined to act. "Bob," as he is generally known, pointed out that he was only giving up a job, not severing his connection with the Snack Club. The other officers are as follows:

Home Secretary, J. H. Willoughby, Georgetown; Hamilton Executive, R. E. Smith, Wm. Dore, S. Male, W. Pringle, P. A. Somerville, Col. Stoneman.

Toronto Executive: C. A. Colwell, Sol Walters, Walter Madill, W. Mills, Walter Scott, W. Shaver.

Executive at large: J. D. Abraham, London; H. H. Rennie, London; Bert Groskurth, Orangeville; O. Wilder, Orangeville; Alex. Thompson, Guelph; W. Burch, Guelph; W. J. Moody, Berlin and Waterloo; Percy Wiggins, Owen Sound.

Auditors: John Charles, Toronto; W. J. Reid, Hamilton.

These elections had been carried out under a new constitution.

A satisfactory annual report was presented as well as other minor ones. The number of club buttons sold for the outing was 544, of which J. J. Allan sold 244, and the Snack in recognition of this fact, presented him with a beautiful silver-trimmed cut glass bonbon dish.

**New Honorary Member.**

Then things began to happen. In recognition of the work done by past-president Wildfong during his year in the presidential chair, the members unanimously elected his little ten-months' old son, J. H., also, by the way his eldest boy, to honorary membership in the Club. The father's face reflected great satisfaction, as he remarked gleefully: "I've just received word to-day that John Henry has successfully cut his eye teeth."

George Smye, on being inducted in the big chair, said he would rather be president of the Drummers' Snack Club, than President of the United States.

Invitations to the Drummers' Snack for 1912 were then given on behalf of Berlin and Waterloo, while Mayor Grant, of Georgetown, freely offered this village as the Snackers' stamping ground for next year also, and it was unanimously decided to hold the 1912 outing here.

**Toronto Wins Ball Game.**

And after this there was a ball game for the P. W. Ellis trophy. There were

those who said it wasn't a ball game at all, only a walk-over, but those fellows are not generally credited with knowing what they are talking about. There were a whole lot of fellows on the ground (and women too, at the start) who have seen real ball games in their time, and they have since confirmed the writer in his belief that it was one kind of ball game. But even as this is being written the recollection comes that one young Georgetown fan, called out disgustedly: "who ever saw a five-inning ball game." Maybe he was right, and it wasn't a ball game at all, but Hamilton must have been to blame for that,



STARTER "JACK" WILDFONG, TORONTO,

Popular Past-President, whose ten-months-old son was elected honorary member.

for it was a ball game last year when they won it. This time it happened that Toronto had all the horseshoes. You couldn't head them off anyhow. That's how it was that any doubt arose about the status of the play at all. You know they only played five innings and in the first, Toronto, who were at bat, netted only eight runs. It was almost saddening to watch "Charlie" Smye, but "Sol" Walters wasn't saying much. The Hog Town nine eased up a little, in the next innings and only scored two runs, but in the third, eight more men crossed the plate, and gentle reader that makes 18 runs. Poor Hamilton had just managed to get away with four up to that time. When the fourth inning began, the Ambitious City battery reversed (principally because of the insinuations of "Charlie" Smye, and say! "Charlie" was heard to exclaim afterward, that "it

was great!" Only one benighted Toronto man was shoved over, after that, and Hamilton got three more runs, even if there are those who say they didn't. Oh! it was a great game.

The winners:—R. Asher, pitcher; Wylie, catcher; Geo. Arnold, R. Arnold, Smith, Gloucester, Barchard, Maltby and Easton.

The losers:—Geo. Rush, pitcher; Macdonald, Georgetown, catcher; (this order was reversed after the third inning) Corrigan, Dove, Wilson, Algie, Male, Kerchar, Forgrave.

Umpire, Arnold, of Georgetown.

**Another Ball Game.**

It wasn't long after this until the old (?) fellows had refreshed the inner man, and, after the great and only parade, in which Clown, and Headsman, and Cardinals, and Potentates, and Kings, and Farmers, and Fools, and Ambassadors, and Queens, and the others, all walked in the mud in line, they began to knock chips off each others' shoulders, so to speak, in lining up for the indoor ball game, played out in the park. Again it was Hamilton and Toronto men who were arrayed against each other for the Wildfong Cup. This time (there is no doubt about it) it was a ball game, for Hamilton won, 6 to 5, and, Sol Walters played first base for Toronto. That should be enough in itself. There were many features in this game unknown in other contests. For one, "Mike" Malone, after swatting a nice one in the second inning, got to first base in time to catch himself out. The Umpire 'lowed as how his intentions were good.

Those who handed in their names as taking part in this game were as follows:

Toronto.—Meen, captain; Cross, Wilder, Walters, J. C. Charles, Powers, Jas. Charles, Cawthra, Drummond.

Hamilton.—Geo. Smye, captain; Pringle, C. Smye, Malone, Simmons, Francis, Harley, Arnold, Hune.

Hamilton won 6—5 score.

**The Calithumpian Parade.**

But about that procession. None but those who visited Georgetown on this important occasion can lay claim to the honor of having seen the most amusing and laughable procession that has occurred in recent years. It was a calithumpian parade that had all the others backed into a corner. Right from the gaily decked buzz-waggon in which Wildfong and Smye lead the procession, down to Sol Walters and family at the rear, it was one continual stream of gaily dressed humanity, who, in carnival costumes, vied with each other in attracting the attention of the immense crowd of spectators who lined the route of march. With heads erect, and martial tread to the



music of the three big bands, the participants represented everything from Queen Anne to prize fighters, and they marched up and down the main streets of Georgetown. Scoutmaster Barker, who was in charge, must have, indeed, felt proud as he watched the crew swing briskly past, every man in step (at times) excepting Sol Walters, who would keep step with no other band but the Wildfong Silver Coronets, and, as unfortunately some members of this musical organization were about two bars behind the others in the music, who could blame Sol Walters for marching to please his own sweet self. Charles and George Smye, representing Jeff and Mutt, marched together, the former introducing a new step called the double hitch, which allowed him to take two steps to his partners' one, thus arriving at the park pretty well on time. Chas. Smye was also introducing the latest creation in gentlemen's lids for a Paris firm. It was a cross between a tenth century and a pancake and Charlie received many orders (to take it off before the cop arrived).

Altogether it was a grand affair and will go down in the history of Georgetown as the greatest that has been. It was noticed when the procession had returned to the park that Sol Walters had deserted, and he was penalized by those in authority by having to take part in a nine act play entitled "Indoor baseball, outside in the Park."

#### The Baby Contest.

Wildfong and Smye were the first entries in the Baby Show, but as there is a rule that no person can win more than one first prize, and both being certain of carrying off the honors in the quarter mile stampede, for this, and other reasons, withdrew. From the grand showing made in this contest, Georgetown will no doubt be an attractive spot for the traveling man in another twenty years. Wm. Judge, Toronto, Thos. Gloucester, Toronto, and Capt. W. G. Reid, Hamilton, exhibited the babies in a manner which showed that they have been in excellent training. Mr. Wildfong bewailed the fact that he had not brought his ten-month old boy along as he felt confident that between the two of them they could at least have carried off one prize in this affair.

When the fat men's race was announced, the track officials moved the crowd back to the limits. Here, the bouquets were handed to Wildfong. After starting the race, he entered the contest himself and was successful—in running fully fifty feet at one time without stopping for refreshments. The bouquet handed him was off the lemon plant. But, although the track was in excellent condition no records were broken. The course

was 75 yards, more or less, and mostly less. The race was closely contested and somewhat in doubt unless the last ten or fifteen minutes, when Colbert, looking around, saw Wildfong coming with a pistol, at full speed, took fright and galloped past the tape ahead of the rest, Mills and Charles coming in under a full head of steam, second and third, respectively.

#### The Tug-of-War.

"The men with the big pull" in Georgetown were got on the string in the tug-of-war. Wildfong was offered 50 cents to act as anchor on one end but declined when he saw Sol Walters move up to the other end of the rope.

The young women showed their training on the end of the broom handle in



COL. STONEMAN AND COL. COCHRANE,

Who had a reunion at Oakville last year. The former had to sleep alone this time.

the "broom ball match." The dust flew in all directions, and Mike Malone, who stood with open mouth at each mix up, allowed his throat to get so dry that he had to buy 5 cents worth of lemonade before he was able to yell. The girls, gracefully but energetically knocked the ball in all directions about the lot, but had difficulty in putting it in the required spot. This difficulty was intensified by the fact that they were never certain where the goal was going to be next time they shot. The goal posts kept moving about the field, most noticeably. Sol Walters who was chosen unanimously in this capacity by the ladies, had a habit of shifting his position in order to keep his peepers on the pill which was wafted to and fro by the mighty swats which only a woman knows how to give with a broom. One of the Drummers who acted as goal post can testify to the powerful-

ness of these swats, as well as his left leg which bears full evidence of the fact in a shape of an injured tibia. One goal was scored, according to the official reports, issued later in the day, but who was responsible for this counter was rather uncertain, as well as other particulars regarding the result. One girl at the end of the contest was unable to state just which side she had been playing for.

#### Georgetown Merchants Race

Competitive business men from Georgetown were on the spot when the stampede for the Georgetown merchants was heralded from the tower. This affair proved somewhat more strenuous than the business competition which exists between these men, and will put them in excellent trim for chasing delinquent debtors who try to evade their grasp. H. R. Nixon came first; L. Y. Reid, second; W. Kennedy, third, and C. Van Allen, fourth.

The Georgetown clerks were not to be outdone by their business superiors, and J. Reid sprinted home first in record time with W. Row and C. Dobie, second and third in the clerks of Georgetown race.

It was a mighty good thing for the contestants in the next race that Sunday was near at hand. Otherwise, some wholesale houses might have been short a man next day. It was the travelers' race, keenly contested with some "blowing" both at the start and the finish—only of a different kind. Francis, of Toronto, was first to step on the toes of those at the finishing line. Smith, of Guelph, came second, Barchard, of Toronto, third, and Dore, of Hamilton, fourth, and all had excellent excuses for not coming in first but they didn't tell them. However, fear was attributed to Francis' win. The sound of the starting pistol scared him, so that he went up the track exceeding the ordinary speed limit for travelers' races.

When the races for travelers' wives, sweethearts and daughters were announced, there was a general scramble of club members to offer their services at the finishing line, but Wildfong cleared them back by shooting half a dozen straight at the most prominent, with his toy pistol. The travelers' wives threw themselves into the arms of those at the tape as follows: Nelson, Mason, Smith and Mason. The travelers' daughters were caught in the following order: Caldwell, Walters, Caldwell, Caldwell and Foster.

There isn't any use in telling that the concert which was finished on Saturday afternoon pleased the crowd. They simply cheered themselves hoarse. And there was another little touch of Drummer kindness that took well. This was



the presentation, by Mr. Wildfong, on behalf of the Smack, of a generous Union Jack to Captain R. R. Barber, and his Georgetown troop of Boy Scouts. They had been working self-sacrificingly all the week, in the interests of the outing and had everything in fine shape.

The boys were of invaluable assistance to the billeting committee, for there was always one on hand to guide the stranger's feet when there was a card to be presented at the house of a Georgetown good-wife. It was a new touch, but distinctly a good one.

of him. All he has to do is to bring the sample to the attention of the housewife after she has completed her own wants and suggests to her that an addition order in that line would be beneficial to both herself and firm. I have found this scheme to work out well. It is very seldom indeed that the stocks of these slow goods are not cut down considerably by this method.

"Both of these systems have worked out remarkably well for me, and it would appear that other merchants in similar circumstance might well take advantage of one or both of them. It has been my experience that a clerk when his work has been definitely laid down for him does much more efficient work than does he who is left to work for himself. The idea seems to be along the lines of better merchandising and has simplified things a great deal for me."

## One Dealer's Methods for Increasing Sales

**Woodstock Merchant Explains How he Keeps His Business Each Week up to Proper Standard — Concentrates Selling Force on Selected Lines of Goods—Moving the Stickers—Newspaper Space Taken to Further the Attempt.**

Speaking in connection with methods that have been used to keep up the volume of business in his store, a retailer in Woodstock, Ont., recently outlined his views on the matter.

He has a big store and a big business. Probably his turnover would exceed \$75,000 in the year. He attributes his system of always keeping customers informed of the goods he wishes to keep moving as responsible largely for this large volume of trade.

Briefly his idea is to divide off his stock each week into probably half a dozen definite departments. On these he will devote the whole force of his selling organization and will use every endeavor to move out the holdings he has in those lines. There is no particular routine he follows because he relies largely upon the seasons to make his selections of goods.

Samples of each of these lines are placed on the counter in prominent positions. In the meantime each clerk has been informed of what is expected of him and as a consequence no customer gets out of the establishment without having heard something of the sterling qualities of these goods. "My business in general has been wonderfully simplified by this scheme," he said. "The trade as a whole has been increased and there is not the slightest waste of selling force in the store. As will be seen each clerk knows precisely what is expected of him and at the close of the day's business the cheques are gone over to ascertain the man doing the most business in the lines picked upon for that day.

"There is no confusion within the store and consequently no hesitation on the part of the salesman in talking with any customer. The goods that he is supposed to sell are there before him, and he is already very carefully informed as to the selling points he can enlarge upon with advantage to himself.

"The newspaper space we carry each week is given over to these so-called specials. Of course there is a general talk on quality lines, and other goods are mentioned besides these, but generally speaking we concentrate as much as possible on the lines to be selected for the following day.

"In addition to this we have a definite policy in regard to the moving out of stickers. Each order boy on going out in the morning is given a sample of some line that we think should be cleared off the shelves. He doesn't have to do much talking for that isn't expected

## Some of the Reasons Why Grocers Fail

**Fallacy That Anyone With Few Dollars Can Start and Make Success in Grocery Business—How Deadbeats Flock to the New Man—Some Stock Too Heavily for the Capital Available.**

By R. J. E. McCrea, Guelph, Ont.

Most people, that is people who have never been in the grocery business, imagine that anyone with \$500 can start a little corner store and have a comfortable living the rest of their days.

That is why Guelph, for instance, has nearly thirty grocery stores for 15,000 population.

That is why goods that cost 12½c. are sold at 12½c. or 15c. and vice versa.

Lack of a thorough grounding in business principles, especially the all-important one of sufficient profit getting, causes 4-5 of the failures.

It's putting it mild to say 10 per cent. covers running expenses, and a man should have 10 per cent. for himself. How often does he?

A new grocer is terribly anxious for business. The deadbeats know it, and in the goodness of their hearts flock to him. He rapidly gathers as many accounts as his capital will allow—then crash—wakes up and tries to collect. I said TRIES to collect—that's all. He has the experience—they his goods. Learn to say NO, firmly and politely. A man can't afford to have a bad account on his books. He loses then cash trade also, which ten to one he'd get otherwise.

The most new grocers stock up too heavily for the capita involved. From my past experience, and I had five years as corner grocery man, I'd only put a week's supply of nearly everything.

Do you know, I think it would pay a grocer to sell butter and eggs at cost,

even though he actually lost—the cost of doing business, because you gain so much extra—a cent on eggs or butter looks as big as \$1 to most women. Quality first though always on butter and eggs.

The lack of these things—knowledge of cost—lack of variety of quality—have filled many a financial grave. Women hate a dirty store—scrub once a week—sweep often and dust always.

Investigate a failure. Did he make a good outside display? Did he advertise? No, he was slow—a dead one—such fail.

Leaks, waste, theft, not knowing cost, culling prices, discourteousness to customers, short weight, over-weight—all lead one way—broke.

System—prevents failure, shows leaks, prevents mistakes—adopt it now—the road to Hades is paved with good intentions.

Smile—just simply smile—a gloomy face chases customers better than old Dutch.

Be decent to travelers—successful men always are. The failures have a chronic grouch and can't be pleasant if they tried.

Travelers give many good ideas. Failures never read The Grocer. They wouldn't be a failure if they did. It would wake them up, give new ideas—often successful people's ideas—give market prices, teach him to buy—to sell—to be successful. Let me repeat—Failures do not read The Grocer. It might make them successful men.

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## Suggests Labor Bureau to Secure Clerks

**Member of Toronto Retail Grocers' Association Brings Matter to Attention of Body and Committee is Appointed—Applications Would Go to One Man and Those Needing Man Could Get in Touch With Him—Gossip.**

Toronto, July 20.—The Toronto Retail Grocers in monthly session in the Temple Building on Monday night, demonstrated themselves a live body by taking action on a scheme whereby grocers in the city may secure with the least trouble possible, competent clerks and drivers for their business. D. W. Clark introduced a suggestion for a labor bureau in connection with the association, in charge of some person who would keep in touch with available clerks and drivers. By an advertisement in the papers the person in charge would secure the names of all looking for such positions. From those who applied suitable testimonials would be secured before they would be entered on the list. Anyone wanting a clerk or driver could telephone to the bureau and at once secure a suitable man.

J. M. Cork thought it would be a good idea and that the man in charge should receive a fee from the merchants so served. Others were also in line with the idea and a committee composed of D. W. Clarke, D. McLean, F. Thorne, and J. M. Cork was appointed to consider the proposition and report at next meeting.

The matter of meeting the London, Ont., grocers on their picnic to Toronto, was left in charge of the executive. Fifteen new members were admitted to the association. Their names are as follows: Geo. Drinkwater, Spadina; John Davidson, Bathurst; D. J. Taylor, Spadina; P. J. Deelon, Queen; C. W. Duke, Barton; A. Dainty, Manning; S. C. Davis, Bloor; R. Chandler, Lippincott; M. Foreman, Spadina; Marshall Bros., Bathurst; J. Deverian, Niagara; C. Mathews, Parliament; R. Williamson, College; Canfield Bros., Brock; W. J. Cheser, Queen.

### Heard at the Meeting.

The medical health officer's fruit display by-law has been shelved by the city council until October. "Until the fruit season is over," commented one member.

"Hiring a clerk," said one grocer, "he has an excellent recommendation from a former employer, but when I rang that merchant up, I found that he was an unsuitable man, being addicted to drink. I do not think a merchant should give a recommendation where it is not deserving."

"One man hired a driver" said another, "sent him out to deliver goods and found him later at a nearby hotel,

unable for work and without a parcel delivered."

"It is a big problem with every merchant to get good reliable clerks and drivers," said another.

"The departmental stores are advertising soap at 6 bars for 25c. again," reported one member.

"Don't bother anything about them," advised a couple of others.

"I weigh all such articles as peas, beans and cabbage."

"The standard bag of potatoes is now 80 lbs. All do not seem to be acquainted with the fact."

"Potatoes in barrels sometimes vary from 1 to 1½ pecks. Some dealers claim they hold 12 pecks, but most of them are around ten."

"I always charge for the sealer when I send it out with vinegar."

"I have jars which when sent out with vinegar, I charge 10 cents for. If the customer returns them to the driver he gives them 10 cents and collect that amount when he returns to the store."

"I count up the number of egg cases each night and if there are any missing, I charge them to the driver, as he is responsible for them."

"If canned goods go much higher, we will be able to import them cheaper."

The Grocer learned, with regret, of the death of Stanley Nicholson in Porcupine Lake last week. While he resided in Guelph, Ont., he corresponded for this paper. Among the articles he contributed was one explaining the system of the Guelph R.M.A. for the collection of debts, which was later destined to receive national prominence. His death was caused by the bush fires which drove him into the lake where he was drowned.

"Is it satisfactory to buy ahead?" asked one member.

"It doesn't seem fair that the grocer should buy ahead and have to carry the stock instead of the wholesaler. In some lines we have to order away ahead before our exact wants are really known."

The retailers of West Toronto held their annual picnic to Niagara on Wednesday and practically all the stores of the place were closed for the day.

Vancouver, B.C., July 20.—(Special).—A. B. Ferguson, Vancouver, B.C., has acquired the business of the Savona Grocery Co., at Savona, B.C. The business was started many years ago by the late John Jane, and was purchased four years ago by H. J. Baker, who has since conducted it. W. J. Ferguson will be the manager.

### A CALL FOR RETAIL ORGANIZATION.

Hamilton, Ont., July 20, 1911.

Editor Canadian Grocer,—The thanks of the retail trade are due to The Canadian Grocer for the excellent report given of the Ontario Guild's recent meeting, and hopes are entertained that the retailers may carefully read the same and make some effort to complete an organization in their own interests. The wholesalers are to be commended for the kindly interest they have taken in the affairs of the retail trade, but there is an old proverb that, I think, might be mentioned just here. "That the Lord helps those who help themselves." If no effort is made by the retailers it can hardly be expected that the Guild can do much more for them than they have already done. All the business accomplished reflects on the retailers to a certain extent, and it would be of incalculable advantage to the retailers if some of the large retailers could get together and discuss the different problems. I might mention Sloan, of Galt; McCrea, of Guelph, Scandritt, of London; Barron, of Toronto; Ford, of Ottawa; Osborne, of Hamilton; the big fellows in Kingston, Chatham, Midland, Owen Sound and other places as well, not forgetting our esteemed brother from Cobalt, who has asked the pertinent question, "Who is a retailer?" I think the trade are anxiously awaiting a reply to that important question, and when it is decided, will the wholesaler be willing to make a declaration when he is suspected of selling to the consumer, carrying out the same arrangement that he himself has with the manufacturer?

HAMILTONIAN.



THE CANADIAN GROCER

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FRUIT PROBABILITIES IN ONTARIO.

A great weight has been lifted from the shoulders of the fruit growers and farmers of Ontario as a result of the heavy rainstorms which swept over the province at the end of last and at the beginning of this week. They came too late to save the bulk of the early small fruits, but at a providential time to freshen up the late varieties of raspberries and cherries and to make possible a larger yield of the larger and hardier fruits.

The late raspberries are improving. No one would care to go so far, yet, as to say the output will be as heavy as expected earlier in the year, but the yield will undoubtedly be greater than it was feared it would be some few days ago.

The cherries are practically all finished. The effect of the dry spell, as far as this fruit is concerned, was to ripen the early kinds practically all at once, with the natural result, of course, that the markets were pretty well filled. But this was offset by the failure of the strawberries and early raspberries, and the price held good. The English and later kinds are still to come in.

Pears are likely to be a practical failure. At its very best, the crop will be light. According to Secretary P. W. Hodgetts of Ontario Fruit Growers' Association, the farmers and fruit men are going out of pear growing, and, especially in the Niagara Peninsula, are substituting the peach trees whenever a pear tree fails. The Burlington section and Niagara district comprise the chief growing ground for pears and if there be a failure in those sections, there is not much hope that the scattered pear trees in the orchards of the rest of the province will be able to make up the deficiency.

Plums will be a good crop. There doesn't seem to be any doubt, as far as that is concerned. The yield everywhere promises well, and it is probable that this fruit will go a long way toward filling the domestic preserved fruit shelves for the coming winter. Reports from all parts of the province are good, and unless dire disaster comes—an unlikely contingency—the yield should be large.

But apples are not going to be the success expected

early in the season, and although the Ontario yield is sure to be considerably better than that of last year, it is not going to be as good as people expect. Down in the eastern section of the province, along the north shore of Lake Ontario, the possibilities have fallen off greatly, and up in the big apple counties of Huron, Bruce, Lambton and Middlesex, the yield will be disappointing. The western half of Grey will also give but a light yield. One pleasing feature, however, is that the Northern Spys and Greenings will run up to a fairly good percentage in the apple-growing districts. Around Newcastle, a farmer is quoted as having stated that his Northern Spys would run up to 75 per cent., and out Milton way the pro rata yield is understood to be good.

There is another phase of the apple yield that has to be considered. That is the purchasing, or leasing, of about 130,000 trees by a Canadian company, operating with British capital, in the Prince Edward County section. This company intends, it is claimed, to export the best of its apples to Great Britain, and as its directors hope to pack about 100,000 barrels this year, this loss to the Ontario consumer will no doubt be appreciable.

The hope of the apple growing industry in this province, apparently lies in proper care being taken of the orchards. Where spraying and pruning and cultivating have been resorted to for more than a season the yield is greater than is the case with the uncared for trees. But the cultivating idea has taken hold of our Ontario farmers now, and it is probable that the apple yield in future years will be, generally speaking, good.

HONEY PRICES GOING HIGHER.

It is reported that at a meeting of the Honey Executive of the Ontario Bee Keepers' Association, held in the Parliament Buildings at Toronto on Tuesday a decision was reached to advance the price of the product with which they are chiefly concerned.

This determination to raise the price of honey is ascribed directly to the failure, or partial failure, of the white honey harvest, due to a drying up of clover in the recent prolonged drought which was general over the entire province. Except in Middlesex County and in some of the apiaries in the central and western counties, there is reported to have been a distinct falling off in the yield. Last year the "busy buzzers" gathered on an average 58.3 pounds to the colony; this year the average has fallen as low as 50.6. This will mean, for the province, a decrease of nearly one million pounds.

It is said that recommendations have gone forward as follows in regard to the prices to be charged:—

No. 1, light extracted, wholesale 11 to 12, retail 12½ to 15 cents.

No. 1, comb, wholesale, \$2 to \$2.60 per dozen; No. 2, comb, wholesale, \$1.50 to \$2 per dozen.

VALENCIA RAISIN CROP.

Reports from Spain on the growing Valencia raisin prospects seem to indicate a crop considerably in excess of last year, and about as large as that of 1909, as the pack is expected to total nearly 25,000 tons.

Although it is early to predict prices, there appears to be a belief prevailing among certain importers and brokers that a low level of prices will not be reached. To support their contention, they say that "the world



is absolutely bare of this stock," and that as competing crops are short this year there seems to be no reason why the market should slump to any extent. A season for free buying of actual wants is the way one man sums it up on another column of this issue.

Currants would also appear to be in a strong position in the opinion of some. The yield is expected to total up to almost 150,000 tons, but, of course, not all of this, probably not much in excess of 110,000 to 115,000 tons, will be available for use by the other countries of the world. Everywhere, too, currants prices have been marching up to a strong position, and the opinion is now fully expressed that the advances have been fully warranted. Still there are others who urge the presence of counteracting conditions, and who advise not to follow the market too far.

So it would appear as if both Valencia raisins and currants will come on a market almost utterly bare of supplies. What the result will be cannot be known until the shipments begin to come in, and it is to be expected that Valencias will be coming out about the latter end of August.

#### WESTERN CROP SITUATION.

All hopes for a large crop yield this year is at the present time dependent upon the weather during the next few weeks, and consequently the eyes of the entire business world of the West are turned in this direction.

The area seeded to wheat is so large and so scattered that to hope for ideal conditions at every point is absurd. There are sections in southern Manitoba and Saskatchewan where crops have suffered considerably from droughts, and reports of experts who have recently toured the provinces state that there are quite a few areas that are being plowed under.

In the north, especially in Saskatchewan, there has been too much rain, and this may induce prolonged growing with the consequent danger of frost. Taking the country as a whole, however, the situation at the present time is very satisfactory, and the promise of a good crop excellent. During the week, warm weather has been prevailing, and crops have been making rapid growth, as far as the maturing of the grain is concerned. The trouble at the present time which is confronting the average farmer is the question of help, and it is understood that the first harvesters' excursion will pass through Winnipeg during the first week in August.

#### COFFEE PRICE TO BE ADVANCED.

During the last year the price of the cheaper grades of coffee beans at New York has increased five cents a pound, and this advance now bids fair to be the primary cause of an addition to the price of the ground product going out to retail dealers throughout the country.

A Canadian manufacturer has informed The Grocer that he is now adjusting his prices, and expects that when the decision is reached the price of his goods will be at least a cent and a half to the pound higher than before. This is, of course, to be applied to the cheaper grades, made from the dark and imperfect beans. Nothing has been determined on as yet, apparently, in regard to the better qualities of the product.

#### THE PROVISION MARKETS.

Live hogs have again advanced on Canadian markets, the total upward movement in prices in the last week and a half varying from 35 to 50 cents per hundred pounds. The same reason is apparent as that given during the last advance. The English market has taken on a firmer aspect, and the desire of packers to get the pork products to that market before any decline can take place, brings on a keen demand. This combined with a limited supply resulted in an upward movement in prices.

The English bacon market is at present in a steady position, while live hogs in the Western States are also firm. With the supply of hogs none too large and with a fair home consumption of pork products, live hogs can be expected to hold their position as long as a firm English market continues. There is the possibility, however, of the firm market bringing out such large supplies that it will, as before, be depressed.

#### CAN THE RETAILER GET DECLARATION?

There is a letter published in this issue from Hamilton, Ontario, that is entitled to serious consideration by retailers, not only of Ontario, but throughout the other provinces of the Dominion, because of the principle involved.

This correspondent desires to know why men like Sloan, in Galt, McCrea of Guelph, Scandrett of London, Barron of Toronto, Ford of Ottawa, Osborne of Hamilton, and the big men in Kingston, Chatham, Belleville, Midland, Owen Sound, North Bay and other places, do not "get together" and discuss questions of importance to the retail trade, just as the wholesalers of the Province did at their recent Guild meeting. He doesn't see much of a reason why this could not be done, and would like to be told.

He also wonders whether the wholesaler would be willing to give a declaration that he is selling only to retailers, now that the wholesaler is asking the manufacturer to declare that he sells only to legitimate wholesalers.

If the chain of distribution of foodstuffs, as obtaining at present, manufacturer—wholesaler—retailer—consumer, is to be perpetuated, there seems to be only one answer to the question. The retailer has a perfect right to demand of the wholesaler what the wholesaler now demands of the manufacturer. Such a concession from the jobber would undoubtedly do a great deal of good in legitimate merchandising. Such an organization as the Hamilton dealer speaks of would be able to define a retailer to the satisfaction of the wholesaler, and consequently the possibilities of selling to hotels, boarding houses, mining camps, and so on, would be considerably lessened. The columns of The Grocer are open for the discussion of both sides of this question.

#### EDITORIAL NOTES.

There is a possibility that New Brunswick before long may be known as a centre for the tobacco industry of the Dominion. Tobacco culture is now in the experimental stages in this province, and some planting has been done in the St. John River Valley. It is claimed that the climate and soil are very suitable for the growth of the weed, and should the experiment being conducted by the Provincial Department of Agriculture prove successful, a new and profitable industry will be developed.



# Latest Review of the Grocery Markets

Sugar Demand Appears to Have Fallen off Because of Lull in Preserving Season—Outlook Rather Unpromising as Far as Cannery Supplies are Concerned—Some Lines of Starch Take Step up—Business Shade Quieter Because of Absence of Travelers on Vacations—Dried Fruit Situation.

See also Provisions, Cereals and Fruit Pages Following.

## QUEBEC MARKETS

### POINTERS—

Tomatoes—Advanced.  
Starch— $\frac{1}{4}$ c higher.  
Mushrooms—\$1 a case higher.  
Lobsters—Flats advanced.

Montreal, July 20.—On Saturday last the farmers were selling tomatoes on the market at ten cents a pound. On Tuesday of this week the price was down to five cents. This decline of 100 per cent. was due to Sunday's rainfall. Potatoes (new) showed a corresponding decrease, and other vegetables as well. Had it come earlier in the month the benefit would have been more marked than it has been.

On some lines of starch there has been an advance of  $\frac{1}{4}$ c.

Sugar has been moving well, however, travelers report that there is not a heavy demand from consumers just now, and none is expected until the next fruit crop. Plums are probably the next fruit to be sold, and until then the consumers are not likely to show much attention to this market. Raspberries, like strawberries, are now said to be out of the question, the price being altogether too high for preserving purposes. The early raspberry and the strawberry seasons were, respectively, of very short duration, but while they lasted the sugar demand was heavy. The increase of 10c last week has also helped to direct attention to the market. There is, of course, general interest in dried fruits and canned goods. Wholesalers and retailers are looking ahead in an endeavor to get some idea of what will be presented to them. Currants are steady. California raisins are probably a little easy just now, but brokers do not expect that this condition will last long. In fact, surveying the dried fruit markets, there is a feeling more pronounced than ever this week that the conditions this year will show little or no improvement on those of last year. In addition the new crops are coming on a bare market.

Jobbers report a heavy demand for lemonade juices, powders, etc., also lime juice, condensed milk and cream, ginger ale and the various other hot weather goods that appeal. Grape juice was also in heavy demand. In fact, business has

been well maintained, and if the remaining six months are as brisk the year should be an exceptionally good one.

Sugar—There is a good demand for sugar, although it is temporarily lighter, owing to the berry crop having reached the end of its tether from a preserving standpoint. It is felt that if the primary market shows any further strength the local market may undergo another rise.

Granulated, bags	4 75
" 20-lb. bags	4 85
" Imperial	4 60
" Beaver	4 60
Paris lump, boxes, 100 lbs.	5 65
" 50 lbs.	5 65
" 25 lbs.	5 75
Red Seal, in cartons, each	0 35
Crystal diamonds, bbls.	5 35
" 100 lb. boxes	5 55
" 50 lb. "	5 65
" 25 lb. "	5 85
" 5 lb. cartons, each	0 37 $\frac{1}{2}$
Crystal Diamond Dominoes, 5-lb. cartons, each	0 37 $\frac{1}{2}$
Extra ground, bbls.	5 20
" 50-lb. boxes	5 30
" 25-lb. boxes	5 40
Powdered, bbls.	5 00
" 50-lb. boxes	5 20
Phoenix	4 75
Bright coffee	4 70
No. 3 yellow	4 50
No. 2 "	4 50
No. 1 "	4 50
Bbls. granulated and yellow may be had at 5c. above bag prices	4 35

Dried Fruits—According to reports here there is a much firmer feeling in California dried fruits. Apparently this is a direct result of the warm weather during the early part of the present month, together with indications of a heavy general demand. Wholesalers have not as yet shown any marked tendency to buy, and brokers are telling them that they will likely be caught. Some time ago it was pointed out in The Grocer that the opening prices of dried fruits in the west were somewhat favorable, but it is now claimed that since then markets have grown stronger steadily and that there will be no recession to the conditions which then obtained. In fact, it is held that markets are going to be firm. The prices now held out are worthy of some study. They show something of an advance over what were quoted only a short time ago. The estimated effects of the recent dry spell in the east is acting upon the California situation. It will be interesting to watch the incidents in the dried fruit markets during the near future. Practically all the interest is being centered upon new crops. A local traveler told The Grocer last week that he had sold fruit supplies to all his customers at open prices, and canned goods are being handled in the same way. Locally, jobbers are holding aloof from buying, holding out for lower

prices. One broker expressed the belief that they would be caught yet.

Evaporated apricots	0 20	0 22
Evaporated apples	0 14 $\frac{1}{2}$	0 16
Evaporated peaches	0 13	0 15
Currants, fine filiatras, per lb., not cleaned	0 07 $\frac{1}{2}$	0 07
" cleaned	0 07 $\frac{1}{2}$	0 08
" 1-lb. packages, fine filiatras, cleaned	0 08	0 08 $\frac{1}{2}$
" Raisins, per lb.	0 08 $\frac{1}{2}$	0 09
" Vostizias, per lb.	0 09	0 10
Dates, 1-lb. packages	0 06 $\frac{1}{2}$	0 7 $\frac{1}{2}$
Dates	0 06 $\frac{1}{2}$	0 06
Figs	0 11	0 11
Figs, 3 crown	0 08	0 08 $\frac{1}{2}$
Figs, 4 crown	0 09	0 11
Figs, 5 crown	0 10	0 11
Figs, 6 crown	0 11	0 12
Figs, 9 crown	0 13	0 14

Prunes—	
30-40	0 17 $\frac{1}{2}$
40-50	0 15 $\frac{1}{2}$
50-60	0 15
60-70	0 14 $\frac{1}{2}$
70-80	0 14
80-90	0 13 $\frac{1}{2}$
90-100	0 13

Raisins—		
Choice seeded raisins	0 09	0 09 $\frac{1}{2}$
" fancy seeded, 1-lb. pkgs.	0 09 $\frac{1}{2}$	0 10
" loose muscatels, 3-crown, per lb.	0 08	0 08 $\frac{1}{2}$
" 4-crown, per lb.	0 09 $\frac{1}{2}$	0 09 $\frac{1}{2}$
Select raisins, 7-lb. box, per box	0 52 $\frac{1}{2}$	
Malaga table raisins, clusters, per box	2 40	5 50
Valencia, fine off stalk, per lb.	0 07	0 07 $\frac{1}{2}$
" select, per lb.	0 08	0 08 $\frac{1}{2}$
" 4-crown layers, per lb.	0 08	0 09

Tea—The market for Japan teas has been firm and fairly active during the past week, principally on account of the arrival of the new crop, which has been looked forward to with considerable amount of interest in consequence of the change in the non-color. Arrivals of the natural leaf so far have been giving satisfaction. Several transactions have taken place also during the past week in last season's teas for price, also fanings and siftings. Stocks, however, in these particular kinds are now low and until the late crop teas arrive the balance of last season's held in first hands should maintain good prices.

Japans—		
Choice	0 40	0 50
" Choice	0 35	0 37
" Fine	0 30	0 35
" Medium	0 25	0 28
" Good common	0 21	0 24
" Common	0 17	0 21
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 24	0 25
Gunpowders	0 19	0 25
China greens—Pingsuey gunpowder, low grade	0 14	0 18
" " pea leaf	0 20	0 30
" " pinhead	0 30	0 50

Nuts—The market is uneventful, with the exception of peanuts, which show something of an increase.

In shell—		
Brazilis	0 16 $\frac{1}{2}$	0 17
Filberts, Sicily, per lb.	0 11 $\frac{1}{2}$	0 13
Barcelona, per lb.	0 13	0 16 $\frac{1}{2}$
Tarragona Almonds, per lb.	0 13	0 16 $\frac{1}{2}$
Walnuts, Grenoble, per lb.	0 17	0 18
" Marbots, per lb.	0 15	0 16
" Cornes, per lb.	0 11 $\frac{1}{2}$	
Shelled—		
Almonds, 4-crown selected, per lb.	0 35	0 37
" 3-crown "	0 32	0 33
" 2-crown "	0 31	0 32
" (in bags), standards, per lb.	0 27	0 28
Cashews	0 15	0 17
Peanuts—		
American—		
Coon, roasted	0 09	0 09 $\frac{1}{2}$
Coon green	0 08	0 08 $\frac{1}{2}$
Diamond G, roasted	0 10	0 10 $\frac{1}{2}$
Diamond G, green	0 08	0 09
Bon Ton, roasted	0 12	0 13 $\frac{1}{2}$







THE CANADIAN GROCER

" " S's.....	2 27 1/2	2 30
" standard, gal.....	3 50	3 60
Strawberries, heavy syrup, 2's.....	1 77 1/2	1 80
Clover Leaf and Horseshoe brands salmon:		
1-lb. tins, dozen 2 25	2 27 1/2	
1-lb. flats, dozen 1 42 1/2	1 45	
1-lb. flats, dozen 2 45	2 47 1/2	
Other salmon prices are:		
Humpbacks, doz 1 30	1 35	
Pinks.....	1 30	1 35
Northern River Sockeye.....	2 20	2 25
Chicken.....	4 00	
Turkey.....	4 00	
Ducks.....	4 00	

ONTARIO MARKETS

POINTERS—

Starch—Advanced 1/4c.

Coffee—Firm.

Canned Lobsters—Firm.

Toronto, July 20.—Business locally is perhaps a shade quieter this week, due to the fact that wholesale grocery travelers are now away on their holidays, but a fair trade, under the conditions, is being transacted. When the country travelers return on the 29th and the city travelers on the 30th, no doubt, under the added vim induced by the vacation, the increased orders will make up for any slackness which may be apparent now. Collections continue fair for the season of the year.

Trade has been helped along during the last week by orders received for foodstuffs from the fire-swept section of Northern Ontario. Under the scarcity of fruits for preserving, the sugar consumption is as yet rather disappointing.

Sugar.—Sugar is unchanged at last week's quotation of \$4.85, and while beets have reacted slightly from the high point reached during the period of greatest speculation, the market is still steady. The highest point that European beets attained was equal to \$4.62 landed in New York while present quotations are equal to \$4.51. Cuban quotations are at \$4.23, while Java sugar for July is at \$4.29. Final estimates of the Cuban crop set it at 1,527,000 compared with a crop of 1,804,000 tons in 1910. The shortage must be filled by supplies from either Java or Europe. "It looks," said one dealer, "like a good steady sugar market during the preserving season, the market movement meanwhile depending on the condition of the growing beet crop and the character of demand during the preserving season." While there is a fair movement, still it is somewhat disappointing, caused by the shortness in the supply of fresh fruits available for preserving purposes.

Extra granulated, bags.....	4 85
" 20 lb. bags.....	4 95
Imperial granulated.....	4 65
Beaver granulated.....	4 65
Yellow, bags.....	4 45
Barrels of granulated and yellow will be furnished at 5 cents above bag prices.	
Extra ground, bris.....	5 25
" 50-lb. boxes.....	5 45
" 25-lb. boxes.....	5 55
Powdered, bris.....	5 05
" 50-lb. boxes.....	5 05
" 25-lb. boxes.....	5 45

Red Seal, cwt.....	7 10
St. Lawrence Crystal Diamonds.....	7 60
Paris lumps, in 100-lb. boxes.....	5 75
" in 50-lb. ".....	5 85
" in 25-lb. ".....	6 05

Syrups and Molasses.—This is not the season of heavy demand for syrup but still the trade is well maintained for the season of the year. Molasses, however, is rather quiet. There are no features to the market otherwise.

Starch.—Certain brands of package goods were advanced 1/4 cent per pound this week. There is a good, steady, trade in this line.

Syrups—	Per case	Maple Syrup—	
2 lb. tins, 2 doz.....	2 25	Gallons, 6 to case.....	4 80
in case.....	2 25	" " 12 ".....	5 40
5 lb. tins, 1 doz.....	2 60	Quarts, 24 ".....	5 40
in case.....	2 60	Pints, 24 ".....	3 00
10 lb. tins, 1/2 doz.....	2 50	Molasses—	
in case.....	2 50	New Orleans, medium.....	0 30 0 35
20 lb. tins, 1/4 doz.....	2 45	New Orleans, bbis.....	0 28 32
Barrels, per lb.....	0 03 1/2	Barbadoes, extra fancy.....	0 45
Half barrels, lb.....	0 03 1/2	Porto Rico.....	0 45 0 50
Quarter.....	0 03 1/2	Muscovado.....	0 30
Paile 36 lbs. ea.....	1 70		
" 92 " ".....	1 90		

Dried Fruits.—As can be expected with conditions now existing, trade in spot stocks of dried fruits is exceedingly small. Interest in the new crop of both California and Mediterranean fruits is as yet not great, except that dealers are giving some attention to conditions in each line. According to the representative of a prominent Coast packing interest the California fruit packer is, in his own words, between the devil and the deep sea, because of the rather wide divergence of ideas as to market values between those held by the grocer and the producer, amounting to a difference of some \$400 a car. Consequently both jobbers and growers are resting on their oars and both seem to be satisfied to wait.

Prunes—			
30 to 40, in 25-lb. boxes.....	0 17		
40 to 50 ".....	0 16 1/2		
Same fruit in 50-lb. boxes 1/2 cent less.			
Apples—			
Choice, 25 lb boxes.....	0 20	0 21	
Fancy, ".....	0 20	0 22	
Canned Peels—			
Lemon.....	0 09	0 11	0 15 0 17
Orange.....	0 10	0 12 1/2	
Pis—			
Elemes, per lb.....	2 1/2	".....	0 11 1/2 0 12 1/2
1 1/2 inches.....	0 08	0 10	0 11 1/2 0 13 1/2
2 ".....	0 08 1/2	0 10 1/2	0 12 1/2 0 14 1/2
2 1/2 ".....	0 09 1/2	0 12	0 14
Umbrella boxes.....	0 12	0 14	
Tappets, ".....	0 04	0 04 1/2	
Bar figs.....	0 04 1/2	0 06	
Dried peaches.....	0 13 1/2		
Dried apples.....	0 09	0 09 1/2	
Evaporated apples.....	0 16		
Currents—			
Fine Filistras.....	0 07 1/2	0 08	0 10 0 12
Patras.....	0 08	0 08 1/2	
Uncleaned 1/2 cent less			
Raisins—			
Sultans.....	0 10	0 12	
" fancy.....	0 11	0 13	
" extra fancy.....	0 14	0 16	
Valencias selected.....	0 08 1/2	0 09	
Seeded, 1 lb packets, fancy.....	0 10		
" 16 oz. packets, choice.....	0 09 1/2	0 09 1/2	
Dates—			
Hallowees—			
Full boxes.....	0 05 1/2	0 06	0 06 1/2 0 06 1/2
Paris choicest.....	0 10	0 10 1/2	

Coffee.—On the New York coffee market, prices have been firming up to such an extent that a similar feeling has developed in the local situation. "Prices have advanced from 1 to 1 1/2 cents in the past three weeks," said one dealer, "and accordingly there is a stronger feeling locally." While quotations for unblended lines as listed be-

low are unchanged, many dealers have made advances on their standard blends. Dealers state that the higher prices have had no effect on the total consumption. A local wholesale firm intend to advance their prices on low grade coffee about 1 1/2 cents per pound. Low grade coffee is made from the black and imperfect beans and in the last year this grade has advanced 5 cents per pound on the New York market. One wholesaler said: "If wholesaler and retailer are to get a fair profit, the retailers should sell this coffee at more than 25c."

Rio, roasted.....	0 18	0 20	Mocha, roasted.....	25	0 28
Green Rio.....	0 15	0 16	Java, roasted.....	0 27	0 33
Santos, roasted.....	0 20	0 22	Mexican.....	0 25	
Maricao, ".....	0 22	0 24	Guatemala.....	0 22	0 24
Bogotas.....	0 24	0 25	Jamaica.....	0 20	0 22
			Chicory.....	0 12	

Nuts.—Trade is of a routine character in most lines of nuts. The Brazil situation, while rather unsettled, exhibits a firm undertone. According to one report the shipping season in Brazil is about over, and the available supply is falling short of last year. The new crop of almonds and walnuts is being given some attention. They will not arrive until late in the fall.

Almonds, Formigetta.....	0 15	0 16
" Tarragona.....	0 16	
" shelled.....	0 35	0 38
Walnuts, Grenoble.....	0 15 1/2	0 16 1/2
" Bordeaux.....	0 14	0 15
" Marbots.....	0 15	0 17 1/2
" shelled.....	0 38	0 40
Filberts.....	0 12	0 12 1/2
Pecans.....	0 18	0 20 1/2
Brazils (new crop).....	0 16	0 18
Peanuts, roasted.....	0 10	0 12 1/2

Spices.—With the pickling season now near at hand, nearly all lines of spices are steady in price, most noticeably peppers. The demand in anticipation of the pickling season has already set in, according to local dealers, and a satisfactory trade is being transacted.

	Bbls.	Pails or Boxes	Tins	1/2 lb. pags. dr	1/2 lb. tins doz
Allspice.....	0 14	0 15	0 17	0 75	0 80
Cinnamon.....	0 24	0 25	0 27	0 90	0 90
Cayenne pepper.....	0 23 1/2	0 24 1/2	0 26 1/2	0 90	0 90
Cloves.....	0 24	0 25 1/2	0 27 1/2	0 90	0 90
Cream tartar.....	0 25	0 26	0 28	0 90	
Curry powder.....			0 25		
Ginger.....	0 22	0 24	0 26	0 80	0 90
Mace.....			0 75		2 75
Nutmegs.....			0 30	1 90	2 00
Pepper, black.....	0 15	0 16	0 17 1/2	0 75	0 90
Pepper, white.....	0 24	0 25	0 26 1/2	1 00	1 10
Pastry spice.....	0 23	0 24	0 25	0 80	0 90
Pickling spice.....	0 15	0 16	0 18	0 75	0 75
Turmeric.....			0 16		
Mustard seed, per lb. in bulk.....					0 12
Celery seed, per lb. in bulk.....					90

Rice and Tapioca.—A moderate trade continue in these lines at unchanged prices.

Standard B, from mills, 500 lbs. or over, f.o.b. Montreal.....	2 80	
	Per lb.	
Rice, stand B.....	0 03	0 03 1/2
Rangoon.....	0 03 1/2	0 03 1/2
Patna.....	0 05 1/2	0 06 1/2
Japan.....	0 04 1/2	0 06
Java.....	0 06	0 07
Carolina.....	0 10	0 11
Sago, medimm brown.....	0 05 1/2	0 06
Tapioca—		
Bullet, double.....		0 08
Japan.....		0 06
Medium pearl.....		0 06 1/2
Flake.....		0 08
Seed.....		0 06 1/2 0 06 1/2

Beans.—According to a number of local dealers there is no plentitude of spot stocks of beans, and this condition they claim to be general. Trade in this line as can be expected at this season is not overly large.

Prime beans, per bushel.....	1 90	2 10
Hand picked beans, per bushel.....	2 10	2 25



MANITOBA MARKETS

POINTERS—

Sugar.—Advanced.  
Syrup.—Steady.  
Starch.—Advanced.  
Coffee.—Firm.

Winnipeg, July 20.—There is little change in the general conditions of the grocery trade since last week. The exhibition which opened Thursday is at its height and the majority of the travelers for the wholesale houses have returned for a week or two's holiday. In spite of the fact that orders will, therefore, not be coming in from them during this period, trade is as active as ever, as many country retail merchants are visitors in the city and are visiting the wholesale houses themselves and giving large orders. In this way the entire staff are kept hustling.

There have been few items of interest in the various lines during the week. The sugar market which has been strong of late, advanced 10c per cwt., on the increased strength of the Southern markets. Starch has also been extremely active, advancing 1/4c per pound in all grades except two. Syrup is steady at last week's advance. Coffee is still strong but the expected advance has not yet taken place.

Sugar.—Owing to the continued advance on the New York market in both raw and refined sugars, the local market advanced 10 cents per cwt. on all grades this week. Large quantities of this commodity are being used, but stocks are rather light and there is a slight danger of a shortage occurring. Present quotations are:

Montreal and B.C. granulated, in bbls.	5 25
" " in sacks	5 10
" yellow, in bbls.	4 85
" " in sacks	4 80
Icing sugar, in bbls.	5 60
" " in boxes (25 lbs.)	5 85
Powdered sugar, in bbls.	5 40
" " in boxes	5 40
" " in small quantities	6 15
Lump hard, in bbls.	6 10
" " in 1/2-bbls.	6 20
" " in 100-lb. cases	6 10

Syrup.—No further advance has taken place since last week. Stocks are of good size and all danger of a shortage out of the question. The demand for this line is fairly active, although the warm weather has caused a slackening. Existing prices are as follows:

Syrups—	
24 1/2-lb. tins, per case	2 23
12 1/2-lb. tins, per case	2 58
6 1/2-lb. tins, per case	2 46
3 1/2-lb. tins, per case	2 47
Half barrels per cwt.	4 00
Barbadoes molasses, in half barrels, per gallon	0 62
New Orleans molasses, half barrels, per gallon	0 45
New Orleans molasses, per barrel, per gallon	0 47

Starch.—Some lines of starches, both for eating and washing purposes, have advanced 1/4c per pound during the week. Stocks are of fair size, but the demand is strong and supplies at bases reported to be low.

Dried Fruit.—No further advances

have been reported this week. Practically all lines are cleaned up on the local market, and the few odd ones that exist are fast disappearing. Trade will be practically dead in this line until the new packing arrives in October.

Smyna Sultana raisins, uncleaned, per lb.	0 12 1/2		
" " cleaned, per lb.	0 13 1/2		
California raisins, choice seeded in 1/2-lb. packages		0 7 1/2	
" " per package		0 08	
" " fancy seeded, in 1/2-lb. packages		0 09	
" " per package		0 09 1/2	
" " choice seeded, in 1-lb. packages		0 09 1/2	
" " per package		0 09 1/2	
" " fancy seeded, in 1-lb. packages		0 09 1/2	
" " per package		0 09 1/2	
Raisins, 3 crown muscatels, per lb.	0 07 1/2		
Raisins, 4 crown muscatels, per lb.	0 08 1/2		
Prunes—			
25-lb. box, 90-100, lb.	0 11	Prunes, 50-60, lb.	0 14
" " 60-90 " "	0 13 1/2	Prunes, 40-50, lb.	0 14 1/2
" " 70-80 " "	0 14	Silver prunes, ac.	0 14 1/2
" " 60-70 " "	0 14 1/2	to quality.	0 14 1/2
Currants, uncleaned, loose pack, per lb.	0 07 1/2		
" " dry, cleaned, Filiatras, per lb.	0 08 1/2		
" " wet, cleaned, per lb.	0 08 1/2		
" " Filiatras, in 1-lb. pkg., dry, cleaned, lb.	0 08 1/2		
Pears, per lb.	0 16 1/2	Nectarines, lb.	0 12
Peaches, standard, per lb.	0 10 1/2	Dates, Hallows, per lb., bulk	0 05 1/2
Peaches, choice	0 11 1/2	Dates, pac ages 30 in case	0 06 1/2
Apricots, standard, per lb.	0 16 1/2	Peel, lemon, lb.	0 10
Apricots, choice	0 17 1/2	Peel, orange, lb.	0 10 1/2
Plums, pitted, lb.	0 12	Peel, citron, lb.	0 14 1/2

Coffee.—The coffee still continues to puzzle many old heads who have predicted an advance long before this. The same firmness still continues to prevail but no change is noticed yet.

Coffee, standard Rio.	0 14 1/2	Coffee, choice.	0 15 1/2
		Coffee, extra choice.	0 16 1/2

Beans and Peas.—These lines are holding firm after the recent advance. The demand is still strong and business is active.

Beans, 3-lb. picker, per bushel	2 10
Hand picked, per bushel	2 20
Peas, split, 100 lbs.	2 85

BRITISH COLUMBIA MARKETS.

Vancouver, B.C., July 20.—New potatoes are coming in more freely with the advance of the warm weather, and the wholesale quotation is now four cents per pound. The crop will be good, but the demand is very strong.

Strawberries have practically passed from the market, and raspberries are beginning to come on. The latter are a little late, but in accordance with the season. There is plenty of fruit in the market, much coming from the south. The Australian passion fruit, which came in by the last boat, has met with favor, and the shipment has been disposed of. Peaches, pears and early harvest apples are coming from California. Beef is still scarce, and shipments from eastern and Omaha points are still coming in.

The quality of butter is a little better this week, though the price is steady. Eggs are very firm, supplies of the local fresh being somewhat limited.

NOVA SCOTIA MARKETS.

Halifax, N.S., July 20.—The sugar markets continue to attract the attention of the grocery trade. There has been another advance of 15 cents per hundred pounds in the local market, and

the price will probably go higher. Extra standard granulated is now quoted at \$4.90, United Empire at \$4.80, Bright Yellow \$4.70, No. 1 yellow \$4.40, and unbranded \$4.30. All dealers report heavy sales of sugar during the past week. Fairly good stocks are on hand.

California oranges have been advanced 30 cents per crate and are now selling at \$4.25. Egyptian onions are done and the Valencias now coming on the market will sell for about three cents per pound.

All green goods are in good demand. Owing to the falling off in the crop of Nova Scotia strawberries, some of the Halifax dealers this week imported berries from Upper Canada. They arrived in fine condition, and found a ready sale.

The fruit business is brisk, and dealers cannot keep a sufficient supply of ripe bananas on hand to fill their orders. The price ranges from \$1.75 to \$2.50 per bunch. Some small shipments of Jamaica oranges arrived this week. They are selling at \$6.00 per barrel, re-packed. Dealers say that more fruit is being consumed in the country districts than ever before. Sales of imported fruit show a steady increase. Lemons are quoted at \$5.00 per case. Tomatoes are a little easier at \$2.00 per crate. Pines are \$4.50, and peaches and plums \$2.50 per crate. The price of eggs has been advanced one cent per dozen to 20 cents, and butter remains unchanged, with the receipts good. The potato market shows no change, and beans are firmer, prime hand-picked being quoted at \$2.20 to \$2.25. Trade on the average is stated to be above the same season last year, and collections are said to be very good.

NEW BRUNSWICK MARKETS.

St. John, N.B., July 20.—With few exceptions, the local market was quiet. There is quite a brisk demand for sugar, and prices are considerably higher than they have been for some time, while there is every indication that further increases may be expected. On raw sugars recent advances have amounted to 40 cents per hundred pounds within the last fortnight, and these increases have been reflected both in the New York and local markets.

Yellow Eye Beans and Hand Picked Peas have taken on considerable strength and the market is firm in both grades. Yellow eyes, however, are unchanged in price, and there is a slight increase in the peas. The market in cornmeal is strong, the price remaining at \$1.60.

Raspberries and blueberries, as well as strawberries, are for sale in the city now, the warm sun of the past few days having had material effect in the ripening process. Cultivated raspberries of the first consignment sold at fourteen cents,



while blueberries are more plentiful and bring only 10c. A good trade has been started in blueberries already. The brisk demand for strawberries kept the price quite stiff, and they are getting higher again, after having been down as low as seven cents. They are now bringing fourteen cents. The sale of strawberries is reported by local dealers to be particularly good.

Beans, hand picked, bus. . . . . 2 20 2 25	Beans, yellow eye, bus. . . . . 2 40 2 45	Chesne, new, lb. 0 12 1/2	Currants, 1/2 lb. 0 08 1/2 0 09	Canned goods—	Peas, No. 4. . . . . 1 20	" No. 3. . . . . 1 27 1/2	" No. 2. . . . . 1 32 1/2	" No. 1. . . . . 1 80	Peaches, 7/8 dozen. . . . . 1 95 2 00	Peaches, 3/4 dozen. . . . . 3 00 3 06	Raspberries, dozen. . . . . 1 85 1 90	Tomatoes. . . . . 1 45 1 50	Strawberries. 1 85 1 90	Flour, Manitoba 6 15 6 20	" Ontario. 5 10 5 15	Fish—	Cod, dry. . . . . 5 00 5 10	Cornmeal, gran. . . . . 4 75	Cornmeal, bags. . . . . 1 60	" bbls. . . . . 3 35	Roller oatmeal bbls. . . . . 5 50 5 60	Std. oatmeal. . . . . 6 00	Buckwheat, west. gray, bag 2 65 2 70	Cal. raisins, seed-ed. . . . . 0 10 1/2 0 10 1/2	Molasses, fcy. Barbados, gal 0 28 0 29	Potatoes, bbl. . . . . 2 25 2 40	Butter, dairy, lb. . . . . 0 19 0 21	Butter, creamery, lb. . . . . 0 22 0 23	Eggs, henney 0 17 0 18	Eggs, case. . . . . 0 45 0 46 1/2	Ham. . . . . 0 14	Rice, lb. . . . . 0 03 1/2 0 03 1/2	Lard, compound lb. . . . . 0 11 0 11 1/2	Lard, pure, lb. . . . . 0 11 1/2 0 12	Bacon. . . . . 0 14 0 14 1/2	Pork, domestic mess. . . . . 21 00 21 50	Pork, American clear. . . . . 19 25 21 50	Salmon, case—	Red spring. 7 00 7 50	Cohoos. . . . . 6 50 6 75	Baked beans, dozen. . . . . 1 15 1 25	Lemons, Messina, per box. . . . . 4 50 5 00	Sugar—	Standard gran. 4 90 5 00	Austrian. . . . . 4 80 4 99	Bright yellow. . . . . 4 70 4 80	No. 1 yellow. . . . . 4 40 4 50	Paris lumps. . . . . 5 75 6 00
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NEWFOUNDLAND MARKETS.

St. John's, Nfld., July 20.—Potatoes are rather scarce even for the season of the year, both local and Prince Edward Island stock selling at \$2.50 to \$3.00 per bag. Manitoba 1st patent flour is at \$5.80 to \$6 per barrel, while winter wheat flour is bringing \$4.60 to \$4.90. Canadian butter here is worth from 22 to 30 cents while the local product ranges from 14 to 23 cents, according to quality.

Flour—	Barrel	Ham, Canadian. . . . . 0 19
Manitoba 1st. . . . . 5 80 5 90		Bacon. . . . . 0 24
Manitoba 2nd. . . . . 5 40 5 50		Cheese. . . . . 0 17
Minneapolis. . . . . 6 50 5 70		Butter, Canad'n. 0 22 0 30
Kansas. . . . . 6 40 5 60		Local. . . . . 0 14 0 23
Manitoba & Ont. 5 00 5 20		Molasses, pun. gal. 0 20
Winter wheat, 90 per cent. . . . . 4 60 4 90		Sugar, l. brown. cwt. 6 00
Pork—	Barrel	" Am. gran. . . . . 7 50
Mess. . . . . 20 50		Flour, loaf. . . . . 9 50 1 00
Butt. . . . . 20 50		Potatoes, P. E. I. bag. 2 50 3 00
Fat back. . . . . 19 50		Local (carcass) 2 50 3 00
Family mess. . . . . 25 50		P. E. I. carrots. bag. 2 50 2 70
Bean pork. . . . . 18 50		Peas, round sack 100 lbs. . . . . 2 60
Beef, boneless. . . . . 15 00		Peas, split. . . . . 3 20
packed. . . . . 15 00		
Ham, Belfast. . . . . lb. 0 28		

DEATH OF ROBERT MEIGHEN.

Milling Man Passes Away at a Ripe Old Age.

Montreal, July 20.—The sudden death of Robert Meighen, president and managing director of the Lake of the Woods Milling Company, Limited, on Thursday, July 13, has removed from the field of Canadian industry and finance one of its most prominent figures. The news that he had passed away at his home at an early hour Thursday morning, was received with profound regret and with surprise, too, for on the preceding afternoon he had left his offices in the Lake of the Woods building apparently in his

usual health. The immediate cause of his death was heart disease.

Mr. Meighen was born at Dungiven, near Londonderry, Ireland, April 18, 1838. Not many years afterward, his father died and his mother moved to Canada with the children, settling near Perth, Ont. Here they received their education and later the firm of Arthur Meighen & Bros. was formed, Robert entering the partnership in wholesale and retail general merchandising at the age of 14.

In 1882, when 44 years old, Mr. Meighen moved to Montreal and became associated with Sir George Stephen, afterward Lord Mountstephen, whom he succeeded as president of the New Brunswick Railway, now a part of the Canadian Pacific eastern line. He was



THE LATE ROBERT MEIGHEN.

interested in the Portage Milling Company at Portage la Prairie for some years and helped to form the Lake of the Woods Milling Company of which he had been president for twenty-one years.

Mr. Meighen was also a director of the Canadian Pacific Railway, the Bank of Toronto, the Montreal Street Railway Company, the Dominion Transport and others. He was an active member of the Montreal Board of Trade and the Montreal Corn Exchange Association at the meetings of which he will be greatly missed.

Mr. Meighen was a prominent citizen, in its broadest term, of Montreal, and a prominent Canadian, and his death leaves a vacancy in many and varied activities. He is survived by his wife, a sister of Lord Mountstephen, one son and two daughters.

It is learned that Col. Frank S. Meighen will succeed his father at the

head of the Lake of the Woods Milling Company.

The funeral of the late Mr. Meighen took place on Saturday morning last from his residence Drummond Street, to Mount Royal cemetery.

BIG CROWD FROM HAMILTON.

Grocers' Annual Picnic to Falls Held on Wednesday.

Hamilton, July 20.—The Retail Grocers' picnic was held yesterday to Niagara Falls, and the event was every whit as successful as those that have been held before. It had been expected that because of the strong committee chosen and of the energetic manner in which they performed the work of organization, the crowd would be large, and the expectations were more than realized. Eleven trains, on two railways, were necessary to transport the crowds, and it is claimed that more than one hundred passenger coaches were used. The outward rush from this city commenced early in the morning.

A good deal, too, had been said about the daring trip over the Horseshoe Falls in a barrel of "Bobby" Leach, and a great deal of curiosity was excited in the minds of the excursionists as to whether or not the venturesome attempt would be made. It is understood here that Leach wrote the executive of the local association asking a cash bonus for going over on that day and that his request had been refused. The local dealers felt they could not be connected with any such life-risking proposition. Accordingly the result of the days' trip was looked forward to with mild curiosity.

Next week's Grocer will contain a full report of the outing.

LONDON DEALERS' OUTING.

Toronto, July 20.—The annual outing of the London Retail Grocers' Association was held to this city yesterday and the visitors from the Forest City are reported as having spent a very pleasant time.

Early in the morning they arrived in the Queen City and for some the forenoon was a round of sightseeing. Many of the visiting dealers, however, spent the time visiting the various stores. During the day, the retailers were the guests of the manufacturers and about fifty or sixty were treated to the double-header ball game between Rochester and Toronto at Hanlan's Point.



# HOLIDAYS

---

Travellers are away on their usual two weeks' holidays and we have to keep up the volume of business without them. For this purpose we desire to draw your attention to a few lines of scarce goods which might properly be called specials on account of the extreme shortage of supplies.

## SALMON

We offer:—

VICTOR BRAND, Choice Red Fish, excellent flavor and texture, 1 lb. talls,	1.75
SHAMROCK BRAND, Red Sockeye, 1 lb. flats	1.90
MONARCH BRAND, Red Sockeye, 1-2 lb. flats	1.20

## RAISINS

Valencias are almost unobtainable, but these are value:—

Red and Gold Choice Seeded, 16 oz.	8 1-2
Floresca Fancy Seeded	9 1-4
Monarch " " " "	9 1-2
Griffin " " " "	9 1-2

## DATES AND FIGS

The only two lines of dried fruits left at economical prices:

HALLOWEE DATES, Boxes, 60 lb.	4 7-8
SMYRNA NATURAL FIGS, choice quality,	4 1-4
" " " Fancy	4 3-4

## BARBADOES SUGAR

Choice quality in cotton lined bags, 100 lb.,	31-2
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## PUMPKIN

Canned apples and other pie fruit all out of the market. Pumpkin looms up as the only canned pie fruit left. Quaker and Aylmer, 3s, . . . 1.00

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# H. P. ECKARDT & CO.

Wholesale Grocers

Cor. Front and Scott Streets :: TORONTO

THE CANADIAN GROCER

# Manufacturers, Manufacturers' Agents, Brokers, Etc.

BRITISH COLUMBIA DIRECTORY

## W. A. JAMESON COFFEE CO.

Importers and Roasters of High Grade  
Coffee.

Manufacturers and Proprietors of  
"Feather-Light" Brand Baking Powder  
We also carry a full line of TEAS,  
SPICES, etc.

Mail orders promptly attended to.

Cor. Langley and Broughton Sts.  
VICTORIA, B.C.

## I AM NOW OPEN

for appointment for one or two good agencies. My  
travellers are now calling in every town of import-  
ance in Alberta and British Columbia.

### 20 YEARS' EXPERIENCE

By placing your business with me you will secure  
the benefit of a strong and reliable connection.

Write Box Z, Canadian Grocer, Montreal

## VICTORIA FRUIT GROWERS' ASSOCIATION

The largest packers and shippers of first-  
class Fruits of all kinds in British Columbia.

OFFICE AND WAREHOUSES

COR. WHARF AND YATES STS. - VICTORIA

Branch at 149 Water Street, Vancouver.

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

"We will never be buried  
with the unknown dead---  
we ADVERTISE. There's  
the whole thing in a nutshell  
--- we ADVERTISE; and,  
therefore, we CANNOT be  
unknown."

## McLEOD & CLARKSON

Manufacturers' Agents and Wholesale Commission  
Agents

144 WATER ST., VANCOUVER, B.C.

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

The Condensed Ads. in this  
Paper will bring good results

## Your Customer's Satisfaction

springs from the quality and price of the goods  
you sell her. The higher the quality and the  
lower the price, the better she is pleased.  
That is why she will like

## "CANADA'S BEST"

## LAUNDRY SOAP

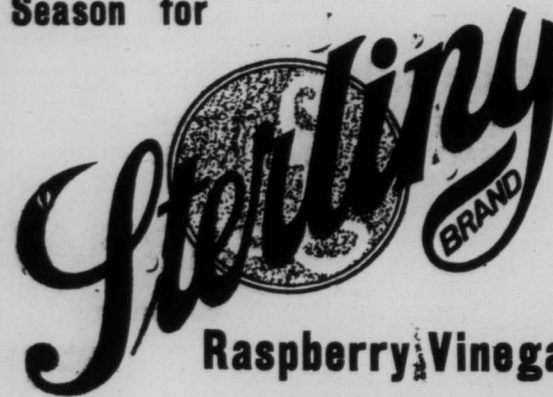
so well—because it is by far the best soap at  
the price.

But an ounce of practice is worth a ton of  
theory. Instead of talking to you about the  
merits of "Canada's Best" Laundry Soap, let  
us send you a sample lot.

## UNITED SOAP CO.

OF CANADA, LIMITED  
MONTREAL

This is the  
Season for



## Raspberry Vinegar

From now on this popular drink  
will be in demand daily. It pays  
to sell the best. "Sterling Brand"  
has a reputation among the buy-  
ing public that will make it a  
decidedly profitable investment for  
any grocer.

Don't waste any more time— We  
can supply you to-day.

The T. A. LYTLE CO., Limited  
STERLING ROAD, TORONTO



# Campbell Bros. & Wilson

LIMITED

IMPORTERS and  
WHOLESALE GROCERS



**Packers of the Royal Shield Brand**

**Teas, Coffees, Spices, Baking Powder, Extracts**

We have unsurpassed facilities for handling consignments of Produce, Butter, Eggs, Etc.

Your orders and correspondence addressed to any of the undersigned will receive prompt and courteous attention.

CAMPBELL BROS. & WILSON, LIMITED, WINNIPEG.  
CAMPBELL, WILSON & HORNE, LIMITED, CALGARY  
CAMPBELL, WILSON & HORNE, LIMITED, LETHBRIDGE  
CAMPBELL, WILSON & SMITH, LIMITED, REGINA  
CAMPBELL, WILSON & ADAMS, LIMITED, SASKATOON

## Easy Work for Big Money

A few hours daily that you don't know how to fill?  
Well here is a proposition you may like

### **JOIN THE MACLEAN ORGANIZATION**

as one of its circulation men. You will have splendid scope on MacLean's Magazine, and later on the other thirteen publications as well.

Many of our most successful circulation men began as spare time representatives, but soon found their spare time work paying so much better than their regular work that they gave their whole time to selling the MacLean Publications. Their experience may be yours. Try it and see.

## **MACLEAN PUBLISHING CO.**

143-149 University Ave.,

- Toronto, Ont.

## Prospects for Raisin and Currant Crops

**Importer Expresses Belief That Crop of Valencias Will be in Excess of Last Year, but That Prices Will Not Drop—Says Currant Position is Strong, but That Market Should Not be Followed Too Far.**

Toronto, July 20.—It is the belief of importers here that the crop of Valencia raisins to be gathered in Spain will be favorable, both as regards quantity and quality, if the weather but holds fair for the next month or so.

In giving this opinion to The Grocer, a dealer who handles several lines of Mediterranean fruits added: "I think the crop will be twenty per cent. in excess of last year, or, in actual figures, about 25,000 tons. That will be nearly the equal of 1909 gatherings. But notwithstanding this, it is my belief that Valencia raisins will not reach a low level because the world is absolutely bare of this stock. The crops of competitive raisin fruits generally in other parts of the world are not going to be plentiful."

"It will not," he continued, "be a season for speculation, but there will be free buying of actual wants. I think the price will hold around 25 shillings."

As to currants, the same authority outlines a strong position. Said he: "There is but little of the old crop of currants left in Greece, and under a strong demand the prices have been steadily advancing during the last month. Reduced estimates of the coming crop have strengthened the market for new. The advances have been smaller, but steady, the total from lowest point to to-day being about ½c per pound.

"It is estimated," he added, "that the crop will be of about 150,000 tons, but it must be borne in mind that under the laws governing exports in Greece only about 115,000 tons will be available for export and that this is not greater than the world's consumption at present prices.

"There are elements which suggest that the advances have been warranted, but there are also some counteracting conditions, and there is a belief that the market should not be followed too far.

"Then there cannot be a large crop of sultana raisins," he continued, "and no low prices can be anticipated. All foreign nuts, shelled and in shell, are on a high basis, with possible exception of walnuts, in France. Last year the price there, however, was exceptionally high."

Another report, from Denia, Spain, says:

Valencia Raisins—During the first half of June the late vines, which were

then flowering, suffered somewhat from unseasonable weather, but now, we are pleased to state, it has greatly improved and the vines in all parts are benefiting favorably. Should the weather continue good for the next ten weeks we shall have an average sized raisin of sound quality.

It is rather early to predict how prices will rule, as so much depends upon the weather, and also, in a measure, the crops of dried fruits in other countries. We will, however, endeavor to indicate approximately the figure as soon as possible.

The total yield is estimated to be upwards of 23,000 tons, and first shipments will commence towards the end of August.

### INFORMATION FOR BUYERS.

#### Supplied to the Trade by Sellers.

The Ontario Lantern & Lamp Co. have at the request of their many customers, opened a branch at 56 Albert St., Winnipeg. They are carrying a full stock of their various products for the benefit of the wholesale grocery trade in the Prairie Provinces. Their representative, A. L. Woolf, has been appointed Winnipeg manager. His many friends in the West will be pleased to hear of his permanent establishment in Winnipeg.

The United States Circuit Court for the Northern District of the State of Ohio, Western Division has issued a decree that the bill of complaint of the A. J. Deer Company, Hornell, N.Y., be sustained as to the infringement of the patents affecting certain cutting discs in coffee mills manufactured by it and infringed upon by B. C. Holwick, of Canton, Ohio. Mr. Holwick manufactured a mill fitted with cutting plates, which the Deer Co. claimed infringed on patents issued to Frank Bartz, dated March 29, 1910, and owned by the A. J. Deer Company. This company brought suit against the Bour Company, of Toledo, last summer, alleging that the Bour Company was handling and dealing in coffee mills equipped with infringing cutters. These mills were manufactured for the Bour Company by B. C. Holwick, who assumed the management and control of the defense and paid the necessary expenses. When the cause came on to be heard, and the above facts were recited to the court, the judge ordered that the Bour Company and B. C. Holwick be enjoined and restrained perpetually from further infringing the letters patent owned by the A. J. Deer Company and from making or selling the coffee mill with the cutting plates complained of or any cutting plates substantially like them.

G. G. Maskell, formerly of Davis & Fraser, is now covering Nova Scotia for Gunns Limited, Toronto and St. John.

### POSITION WANTED.

A YOUNG MAN of 20 desires position as assistant book-keeper, clerk or travelling salesman. English and French education. Two years' experience in a grocery, flour, feed and hay business. Apply Box 13, Sturgeon Falls, Ont.

## Your Customers

look to you for ideas for dessert, especially when apples are scarce.

Have you suggested pies made from

# WETHEY'S MINCE MEAT?

(IN SANITARY CARTONS)

You have them. If not, get some quickly from your jobber and **PUSH IT, IT WILL PAY YOU.**

## J. H. Wethey, Limited

ST. CATHARINES,

ONTARIO



**YOUR GOODS KEPT  
PROMINENTLY BE-  
FORE THE WHOLE-  
SALE TRADE** ❁ ❁



## Manufacturers and Shippers

of Eastern Canada, Europe and the United States who wish to get in right with the trade-increase of booming Western Canada should avail themselves of the facilities and service we offer.

Our five large warehouses at the five main distributing centres of the West enable us to cover the territory in an aggressive and thorough manner.

We have an unrivalled connection among the whole-sale trade of Western Canada. May we push the sale of your grocery lines in this territory?

We call daily upon every jobbing house in Manitoba, Saskatchewan and Alberta, ensuring every product we handle being kept prominently before the wholesale trade in a wholly effective way that no other house can offer.

*It's your move.*

## Nicholson & Bain

Wholesale Commission Merchants and Brokers  
HEAD OFFICE - - WINNIPEG, MAN.

Winnipeg, Regina, Saskatoon, Edmonton, Calgary

## TEA LEAD

(Best Incorrodible)

**"Pride of the Island"**

Manufactured by BRAND

**ISLAND LEAD MILLS, LIMITED**

Tel. Address: "Laminated," London. LIMEHOUSE,  
A.B.C Codes used 4th and 5th Editions LONDON, E., ENG.

Canadian Agents HUGH LAMBE & CO., TORONTO  
J. HUNTER WHITE, ST. JOHN, N.B.  
CECIL T. GORDON, MONTREAL



The Shreds Sell McLean's

**"WHITE MOSS"  
COCOANUT**

Not Ground—but Stripped  
COCOANUT

from extra select cocoanuts, full flavor.

**CANADIAN COCOANUT CO.**

Sole Makers, Montreal

## The Only Account Register



**THAT will fit  
any safe.  
THAT takes  
little counter  
space.**

*Sheets lift out and fit any safe*

**USED OVER THREE YEARS**

Newmarket, Ont., Jan. 3, 1911.

Am pleased with the new **Commercial Register** which I purchased of you. I used the old one over three years, and while it was in good order, it became too small for my increased business.

I have examined others, but still think **yours takes the lead.**

G H. KNOWLES

Send Us a Postal for Full Information.

**COMMERCIAL REGISTER CO.**

178-180 Victoria Street - - Toronto, Ont.

## BONELESS SKINNED BACKS

THICK,  
LEAN,  
MILD CURED

Particularly suitable for slicing  
machines.

—  
SPECIAL PRICE FOR TEN DAYS  
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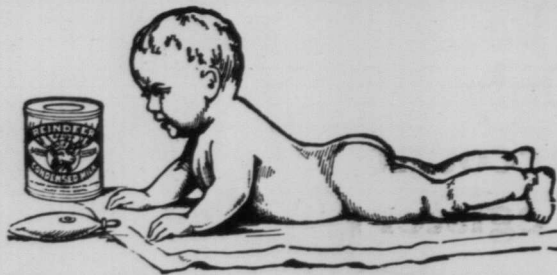
### GUNNS LIMITED

PORK AND BEEF PACKERS  
TORONTO

## Fearman's English Breakfast Bacon

Unsurpassed for  
quality, a little  
higher in price, but  
well worth the  
money.

**F. W. Fearman Co.**  
HAMILTON LIMITED



## Reindeer Milk

The safest food for Infants, similar to human milk in fat proteids and sugar, will not curdle and is free from all germs. You will always get repeat orders when you sell goods bearing the REINDEER BRAND. Prices will never be lower. Have you a good stock on hand?



TRURO, NOVA SCOTIA

## Roll Bacon

ESPECIALLY MILD CURED.  
AS FINE AS ANY BREAK-  
FAST BACON.

WE ARE MAKING A SPEC-  
IAL CUT IN PRICE AT  
PRESENT.

**THE WM. RYAN, LIMITED**

Pork Packers and Wholesale Produce Merchants

Packing Houses  
FERGUS

70-72 Front St. East  
TORONTO

Pr  
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# Live Hogs Higher; Provisions Steady

Live Hog Prices Advance Under Steady English Bacon Market—Provision Trade Fairly Good—Even Greater Shrinkage Now Shown in Eggs—Prices Unchanged—Butter is Slightly Steadier—Cheese is Stronger at Country Boards.

Provisions on the whole are steady, with trade also reported fairly satisfactory from most market centres. The demand was depressed somewhat under the warm weather, but now, under a more favorable temperature, appetites for pork products have been somewhat regained and demand accordingly brightened.

Live hogs on Canadian markets are quoted higher this week. The English bacon market, as mentioned last week, has taken on a more steady aspect. For this reason there has been a keener demand from packers for the live hog and a rather limited quantity being forthcoming to meet this demand, prices have naturally stiffened. United States live hog prices are also steady.

From some parts of the Dominion come complaints of even greater shrinkage in eggs than heretofore, the result of the farmers' non-regular method of gathering, as well as of a seeming indifference on the part of many country merchants, not particular enough about the quality of eggs received. Many dealers are strongly in favor of the stamped egg method, whereby each egg is stamped by the farmer as a guarantee of freshness. These are transmitted to the merchant at once, who ships daily to the market. They claim that better satisfaction is given to all concerned. If an egg, on examination, should prove poor quality, it is traceable by the number to the farmer.

Butter is seemingly slightly firmer, at least on some markets, and at country points, where the tendency is towards slightly higher prices. The cheese market is likewise firmer, a stronger feeling prevailing at country points.

## MONTREAL.

Provisions.—The demand for hams continues good and prices are firm and higher. The primary market is a little stronger, the quotations for live hogs being a little higher. Dressed hogs are firmer and the market as a whole is steady, showing no weakness.

<b>Pure Lard—</b>	
Boxes, 50 lbs. per lb.	0 11 7
Cases, tins, each 10 lbs., per lb.	0 10 7
" " " 5 " " "	0 10 7
" " " 3 " " "	0 11
Pails wood, 20 lbs. net, per lb.	0 10 7
Pails tin, 20 lbs. gross, per lb.	0 10
Tubs, 50 lbs. net, per lb.	0 10 7
Tiercos, 375 lbs., per lb.	0 10 7
One pound bricks	0 11 7
<b>Compound Lard—</b>	
Boxes, 50 lbs. net, per lb.	0 09 7
Cases, 10-lb. tins, 60 lbs. to case, per lb.	0 10
" " " 5 " " "	0 10 7
" " " 3 " " "	0 10 7
Pails wood, 20 lbs. net, per lb.	0 10
Pails tin, 20 lbs. gross, per lb.	0 9 7
Tubs, 50 lbs. net, per lb.	0 9 7
Tiercos, 375 lbs., per lb.	0 9 7
One pound bricks	1 4

<b>Pork—</b>	
Heavy Canada short cut mess, bbl. 35-45 pieces	22 50
Bean pork	16 50
Canada short cut back pork, bbl. 45-55 pieces	22 50
Clear fat backs	22 50
Heavy flank pork, bbl	22 00
Plate beef, 100 lb bbls.	7 10
" " 200 "	14 50
" " 300 "	21 50
Boiled ham, small, skinned, boneless	0 30
<b>Dry Salt Meats—</b>	
Green bacon, flanks, lb.	0 11
Long clear bacon, heavy, lb.	0 09 7
Long clear bacon, light, lb	0 11 7
<b>Hams—</b>	
Extra large sizes, 25 lbs. upwards, lb.	0 13
Large sizes, 18 to 25 lbs., per lb.	0 14 7
Medium sizes, 13 to 18 lbs., per lb.	0 18
Extra small sizes, 10 to 13 lbs., per lb.	0 18
Bone out, rolled, large, 18 to 25 lbs., per lb.	0 19
" " " small, 9 to 12 lbs., per lb.	0 20
Breakfast bacon, English, boneless, per lb.	0 18
Windsor bacon, skinned, backs, per lb.	0 18
Spiced roll bacon, boneless, short, per lb.	0 14
Hogs, live, per cwt.	7 75 8 00
" dressed, per cwt.	10 25 10 75

Butter.—Recent rains should help the butter market considerably. Conditions have been rather unsettled, prices showing a tendency to rise. Demand is good and supplies are well up to the average

New milk creamery	0 24 0 25
Dairy, tubs, lb.	0 18 0 20
Fresh dairy rolls	0 18 0 19

Cheese.—The market is steady and unchanged, retaining the firm tone that has characterized it.

Quebec, large	0 13
Western, large	0 13 7
" " twins	0 13 7
" " small, 20 lbs.	0 13 7
Old cheese, large	0 15 0 16

Eggs.—Receipts of eggs continue to be fairly liberal. The demand, too, is good and the steadiness is further shown by unchanged prices.

New laid	0 25 0 26
Selects	0 23
No. 1	0 20

## TORONTO.

Provisions.—The slackness in demand on account of the torrid weather has been remedied since the temperature has moderated. The excellent demand for smoked and cooked meats continues a feature of the trade. Light, medium and heavy hams are all quoted 1/2c higher this week. Hogs are higher under a firm English bacon market and a keener demand from packers, and live hogs at country points are now quoted at \$7.10 per cwt.

Long clear bacon, per lb.	0 11 0 11 7
Smoked breakfast bacon, per lb.	0 15 0 18
Pickled shoulder	0 09 7 0 11 7
Roll bacon, per lb.	0 11 7 0 12
Light hams, per lb.	0 16 7 0 17 7
Medium hams, per lb.	0 16 0 16 7
Large hams, per lb.	0 19 7 0 14 7
Cooked hams	0 24 0 25
Fresh shoulder hams	0 12
Shoulder butts	0 14 0 15
Backs, plain, per lb.	0 19 0 20
" pea meal	0 20
Heavy mess pork, per bbl.	18 00 20 00
Short cut, per bbl.	20 00 22 00
Lard, tiercos, per lb.	0 10 0 11 7
" tubs	0 10 7 0 10 7
" pails	0 10 7 0 10 7
" compounds, per lb.	0 08 7 0 09
Live hogs, at country points	7 10
Live hogs, local	7 40
Dr—seed hogs	9 25 10 25

Butter.—The butter market is rather unsettled. However, there seems to be

a slightly firmer tendency just at the moment, at least some firms are quoting slightly steadier prices. This, perhaps, is due more to the fact that first-class butter, now in good demand, is rather limited, while there is a plenitude of the poorer grade. One dealer reports that the effect of the hot weather is being felt even more now than before, as butter made during the warm weather is now arriving on the market.

<b>Fresh creamery print</b>	
Per lb.	0 24 0 25
Creamery solids	0 22 0 23
Farmers' separator butter	0 19 0 21
Dairy prints, choice	0 18 0 20
Fresh large rolls	0 15 0 16
No. 1 tubs or boxes	0 17
No. 2 tubs or boxes	0 15 0 16

Eggs.—The shrinkage in eggs arriving now is claimed by many dealers to be greater than ever. Eggs now arriving on the market were gathered, in some cases, during the hot weather. "Prices to the country dealer," said one dealer, "would improve if he would see that the quality is improved." Some dealers are making a specialty of shipping guaranteed eggs fresh each day, and besides, the better satisfaction, higher prices are received.

New laid eggs	0 18 0 20
---------------	-----------

Cheese.—Prices are firmer at country boards and prices locally have been moved up another 1/4c.

New cheese—		New twins	0 12 7 0 13
Large	0 12 7 0 12 7	Old Stiltons	0 15 0 16
Old cheese	0 14 7 0 15		

Poultry.—There is no change as far as prices are concerned. Trade shows no particular briskness.

Fowl, live	0 13 0 14	Duckling, live	0 14 0 15
Broilers, live	0 16 0 18		

## WINNIPEG.

Butter.—The demand for creamery butter continues to hold steady and large quantities are being consumed, in the country since the arrival of the warm weather. Price is holding firm at 22c for fresh made creamery bricks, and 21 1/2c per lb. in boxes. Dairy butter is still to be obtained on the market but the demand is falling off considerably. No. 1 is at the present time being offered at 15c per lb., No. 2 at 10 and 12c per lb., and No. 3 at 7 and 9c per lb., delivered Winnipeg.

Cheese.—Supplies of cheese being received from the factories are increasing but the price is holding steady at 10 1/2c per pound.

Provisions.—A sharp advance in cured meats can be noticed this week. Large hams have been selling at 16c per lb., while two weeks ago they were only 14 1/2c. Shoulders have declined 1 1/2c per lb., while short rolls have dropped 2 1/2c. Lard also shows a drop, selling at 11c per lb. in tiercos, while 50 lb. tubs are

being quoted at \$5.65, considerably lower than they were two weeks ago.

Cured meats—	Beef sausage... ..	0 07½
Hams, large ... ..	Lard—	
Hams, medium ... ..	In tiers, lb ... ..	0 11
Breakfast bacon	50-lb tubs ... ..	5 65
backs ... ..	20-lb pails ... ..	2 30
Breakfast bacon	10-lb pails, cases ... ..	7 05
bellies ... ..	5-lb pails, cases ... ..	7 15
Shoulders ... ..	3-lb pails, in case ... ..	7 20
Shor rolls ... ..	Compound, 20	
Dry salt meats—	lb pails ... ..	2 20
Long clear sides	Dressed carcasses—	
per lb ... ..	Steer, heifers,	
Boneless backs,	abattoir killed ... ..	0 11
per lb ... ..	Hind quarters ... ..	0 12½
Mess pork, bbl ... ..	Fore quarters ... ..	0 09
Mess pork, ½ bbl ... ..	Dressed mutton	
Sausage—	fresh, lb ... ..	0 12½
Tomato saus-	Dressed hogs ... ..	0 11
age, per lb ... ..	Dressed veal,	
Pork sausage ... ..	fresh killed ... ..	0 12

Eggs.—Receipts of eggs continue to be small, but the price is still holding firm at 17c per doz. for ordinary fresh eggs. A fair quantity of strictly fresh is being received, but it is exceedingly hard to depend upon the quality of the supply being received at the present time.

A report from North Bay, Ont., says a co-operative company is being organized with a capital of \$400,000 to deal in meats, groceries and food products. North Bay will be the headquarters, and branches in various towns north and south will be established. An abattoir and cold storage plant will be maintained at North Bay.

The GRAY, YOUNG & SPANLING CO., Limited

**SALT MANUFACTURERS**

Granted the highest awards in competition with other makes.

**WINGHAM ESTABLISHED 1871**

**MOP-STICKS**

OF DURABILITY are the "TARBOX BRAND"

No. 8 Plain Cloth Holder.  
No. 10 Combination Brush  
Specify through your Jobber along with Self-wringing and Crank-wringing Mops. Manufactured by

**TARBOX BROS. - Toronto, Ontario**


**A. O. LANDRY JOBBER**

**STE. FLAVIE STATION**

Making specialty of wholesale in Groceries, Flour, Grain, Provisions, Etc.

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

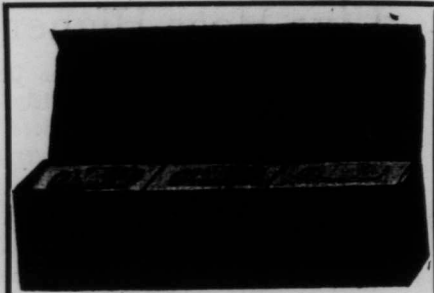
By Royal Letters Patent.



**NELSON'S**  
*Gelatine and Liquorice*  
**LOZENGES**

Should be in your confectionery department.

**C. NELSON, DALE & CO., LTD.,**  
WARWICK, ENGLAND.



**Testimonies of Satisfaction**

Montreal, Feb. 19, 1904.

"We must say that we never had a complaint of your Fly Felts, which is a proof of their good quality."

L. Chaput, Fils & Cie.

Montreal, Feb. 27, 1904.

"We have handled your Fly Felts for several years and have always had full satisfaction."

Laporte, Martin & Co.

We are constantly in receipt of letters of satisfaction from customers in all parts of Canada. Our goods are the first and only make to be exported.



**SMITH'S GENUINE FLY POISON**

kill as many flies, as fast, and last as long as any 10c pad sold. They are handsomely gotten up, lowest in price and the most effective Fly Pad on the market.

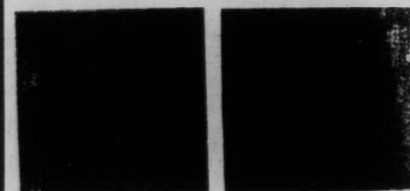
See that you receive Genuine Smith Fly Felts, with our name and address on every case and package. If your jobber cannot supply you, write us direct.

The price is very popular, the demand exceedingly brisk—get in line for your share of this good profit.

Made only by

**SMITH BROS.**

Beachville, Ont.





**Grocers :** It is to your interest to take advantage of the advertising done by the manufacturers of the well-known branded articles. Handling advertised goods means easier and quicker sales because the public are familiar with them, and enables your assistants to serve a larger number of customers.

# MAGIC BAKING POWDER



Contains no Alum and conforms to the high standard of Gillett's Goods.



**E. W. GILLETT COMPANY LIMITED,  
TORONTO, ONT.**

Winnipeg

Montreal



**The Best  
is  
Cheapest**

The grocer who exercises care in the selection

of his staple lines establishes a firm confidence among his customers that will win many dollars for him.

In its line nothing equals

## Wonderful Soap

It banishes the labor of wash day through its quick cleansing properties, it is uniform in quality throughout, makes soiled clothes snowy white and will not injure the most delicate fabrics.

The artistic wrapping makes it a decorative stock in the store. One sale brings repeat orders.

**THE GUELPH SOAP COMPANY**  
GUELPH ONTARIO

**TO THE WHOLESALE TRADE :**

## West India Co., Limited

305 St. Nicholas Building  
**MONTREAL**

THE CANADIAN HOUSE OF:

Sandbach, Tinne & Co., Liverpool, Eng.  
Sandbach, Parker & Co., Demerara, B.G.

# SUGARS MOLASSES

**and all West Indian Produce**

We represent some of the chief houses in Barbados, Trinidad, Jamaica, St. Kitts, Antigua and other islands, besides having our own house in Demerara, which was established there in 1782.

*Ask us for prices before filling  
your orders for the coming season*

**West India Co., Limited**

CANADA:  
No better  
Country



MOTT'S:  
No better  
Chocolate

## "Elite"

true to its name, the best cooking and drinking chocolate made.

## Diamond

nothing better for eating in this style is made anywhere AND IN ADDITION good profits to the retailer.

Ask your jobber.

**John P. Mott & Co.**  
Halifax, N.S.

SELLING AGENTS:

J. M. Douglas & Co. Montreal  
R. S. McIndoe Toronto  
Jos. E. Huxley Winnipeg  
Tees & Perse Calgary  
Johnston & Yockney Edmonton  
Frank M. Hannum, Ottawa

# BISCUITS

from the Old Country

Some of the most popular Biscuits in Britain are made by

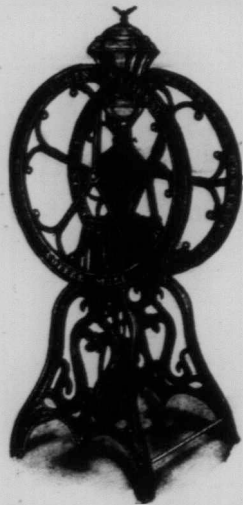
## M<sup>c</sup>VITIE & PRICE

Biscuit Manufacturers

EDINBURGH and LONDON

The thousands of new-comers to Canada will welcome the sight of their old favorite varieties in your shop.

AGENTS for Manitoba, Saskatchewan and Alberta:  
**RICHARDS & BROWN, 314 Ross Avenue, WINNIPEG**



## THE ELGIN National Coffee Mill

The "Elgin" Mill is easily first favorite with the up-to-date grocer, because it combines easy running and rapid grinding qualities with beauty of appearance and finish. It is very durable and is fitted with a special adjuster for regulating the grinding.

Equipped with the new style force feed steel grinders. Investigate this grinder carefully. Its price is very reasonable.

Ask any of the following Jobbers for our Catalogue:

WINNIPEG—G. F. & J. Galt (and branches) The Codville Co. (and branches); Foley Bros., Larson & Co. (and branches).  
VANCOUVER—The W. H. Malkin Co., Ltd.; Wm. Braid & Co.; Kelley, Douglas & Co., Ltd.  
HAMILTON—Jas. Turner & Co.; Balfour, Smye & Co.; McPherson, Glasco & Co.  
TORONTO—Eby, Blain, Ltd.  
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.

# CARTER'S



## Big Wheel Lemonade Powder

Table Jellies, Custard Powder  
etc., etc.

**H. W. Carter & Co., Ltd.**  
BRISTOL, ENGLAND



## Rolled Oats Advance 10 Cents a Sack

**Announced in Toronto—Said to be General—Result of Firmness in Raw Material—Flour is Unchanged—Trade is Only Moderate—Reports of Frost in Manitoba Exert Bullish Effect on Wheat.**

The firmness in rolled oats, apparent last week, and spoken of particularly, has amounted to an advance of 10 cents per bag in this cereal. This is due to the higher market for oats which has been general. Other lines are unchanged, flour being steady but without any special features apparent just now. Trade is none too brisk in this line, although it might be considered well maintained when conditions just now are taken into consideration. With crop conditions up to the present quite favorable, dealers are not at all anxious to make purchases or contracts until something more definite becomes known.

The oat crop in Canada has not been damaged as much as that in the United States, but in sympathy with conditions there, prices have been advancing here. No. 2 Canadian Western oats in Montreal quoted two weeks ago at 41½ are now worth 42½ to 43 cents. A report from Montreal says that the inquiry for oats is good and according to cable advices received there, offerings from other exporting countries are light.

Corn on the Chicago exchange weakened somewhat at the middle of the week, as did oats to a certain extent, on account of threshing returns being ahead of what had been expected. However, at the same time reports of frost in Manitoba exerted bullish effect on wheat, which was counteracted somewhat however, by the big movement of new wheat to Chicago.

### MONTREAL.

Flour.—The flour market continues to be fairly active and remains steady. Prices are unchanged and nothing new locally is to be reported.

Winter wheat patents, bbl.	4 80
Straight rollers, bb	4 30
Manitoba 1st spring wheat patents, bbl.	5 30
" straight patents bbl.	4 80
" strong bakers.	4 60
" second "	4 20

Cereals.—Demand for rolled oats and corn meal is steady with prices unchanged. The market does not seem to give evidence of any particular weakness.

Fine oatmeal, bags	2 35
Standard oatmeal, bags	2 35
Granulated	2 35
Bolted cornmeal, 100-bags	1 70
Rolled oats, bags, 90 lb.	2 15
" barrels	4 60

### TORONTO.

Flour.—Trade in flour is none too brisk although described as normal for the season of the year by some firms. There

is no particular change in the situation, a steady feeling without any special features ruling.

<b>Manitoba Wheat.</b>	
1st Patent, in car lots	5 10
2nd Patent, in car lots	4 60
Strong bakers, in car lots	4 40
Feed flour, in car lots	3 00 3 20
<b>Winter Wheat.</b>	
Straight roller	4 15
Patents	4 50
Blended	4 50

Cereals.—Attention was called to the firmness in the rolled oats market last week. This has amounted to an advance of 10 cents per sack, bringing price for 90 lb. sacks in jute up to \$2.35 for small lots. Cornmeal is unchanged at last week's advance, while rolled wheat exhibits no special features.

Rolled oats, small lots, 90 lb. sacks	2 25
" 25 bags to car lots	2 25
Standard and granulated oatmeal, 58 lb. sacks	2 70
Rolled wheat, small lots, 100 lb. bris.	2 90
" 5 bris. to car lots	2 75
Cornmeal, 100-lb. bags	1 90
Rolled oats in cotton sacks, 5 cents more.	

### MAGISTRATE TO DECIDE.

#### St. John Common Council Side Steps Appeal of Merchants.

St. John, N.B., July 20 (Special).—Further complications have set in now as regards the early closing by-law, and many dealers are wondering as to just how they stand in this connection. Many indulged in the hope that the by-law would have been repealed this week at a meeting of the common council, called specially to consider the matter, but this was not done, only three members out of seventeen voting in approval of the appeal. It was left to the police magistrate of the city to settle the matter, and he has been requested to give judgment in the several cases pending before him, where reports have been made against grocers, fruit store keepers, dry goods dealers and others.

A large number of dealers were present at the meeting, expecting to air their views, but because they had not written to ask for a hearing this was not granted.

### CHANGE OF PICNIC DATE.

Thursday, July 27, has now been selected as the date for the excursion of the merchants of Galt, Ont. It had been previously intended to go to Grimsby on August 3rd, but the G. T. R. Co. informed them that it would not be possible for them to handle the crowd on that day.



**LITTLE BIT**  
more care in  
the making  
and baking  
results in  
Mooney's Perfection  
Cream Sodas being a good  
deal better than the next  
best line.

The name "Perfection" was chosen because it represents the standard of quality from which our goods never deviate.

## The Mooney Biscuit & Candy Co., Limited

Factories at

**STRATFORD, ONT.**  
**WINNIPEG, MAN.**

Progressive Grocers Push

### MAPLEINE

(A FLAVORING)  
GOOD PROFIT, STRONG  
DEMAND  
EXTENSIVELY ADVERTISED

ITS USES—Mapleine makes better Syrup than real maple at half the cost, and is delicious for flavoring pastries, ice cream and confections.

Order from your jobber to-day or

**Frederick E. Robson  
& Co., Sales Agents**  
26 Front St. E., Toronto  
Crescent Manufacturing Co.,  
Seattle, Wash.



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



Letters to the Editor

Editor Canadian Grocer,—What is this outcry re co-operative stores that is causing a great deal of anxiety just now? In a word, the co-operative is concentrated selfishness. The general impression is that it is an extended system of mail order business, but that is only a shadow of what the system really is. I have had several years' experience of its working, so can speak of what I know. Whether I can convey that knowledge to your readers, so that they can grasp the situation, is a matter of doubt. Nevertheless, I should like to try.

The origin was very simple. A few working men agreed to pool their orders for groceries, and get their requirements from a wholesale house, then share the goods upon arrival, thus saving the retailers' profits. They spoke to their fellow workers of the advantages of the idea and thus it spread. After a while a company was formed and worked on a larger scale. The advantages offered were 5 per cent. interest upon \$5 shares; a bonus upon all purchases and the free use of a reading room, in which were placed newspapers, periodicals, etc. Any one could purchase at these stores. At the end of the half-year a dividend was declared and shared among the customers, non-members (that is, those who had not taken shares) receiving half the bonus on their purchases, the other half being used for educational purposes.

The word co-operative is a play upon the idea of working together, and operative, a working man, for it is upon the efforts of the latter that the system has made the progress that it has. The working man as a rule does not know the purchasing power of money, but is greatly interested upon the amount of tangible value in the shape of interest and bonus that he can see in his hand every six months. So he buys one or more shares at five dollars a share, goes home and tells his wife to buy all that she can at the "Co-op," for the more they buy there the better it will be for him. She has promised to obey and knows it is useless to argue the point. So the retailer loses a customer through no fault of his, but because he cannot hold out these three catching inducements. The Co-op. member is taught that he has a part or share in all that appertains to the movement, and believes he has his part in the ownership of the various producing and distributing buildings, etc., and the high-sounding phrase, that in helping others they are helping him.

In fact, the motto of the one near me was, "Each for all and all for each." Unfortunately for me, I was for a time unwillingly helping the cause, in this way: The stores were not giving such good value in tea and butter as I was, and the wives in many cases bought those two articles from me, but did not tell their husbands, so they innocently thought those articles were obtained at the stores, and told his chums what good things he was getting.

There are just a few good points that I must mention in justice to the "Co-op." stores. Everything was sold for cash, so there were no deadbeats to trouble about (one or two stores that tried the credit system have come to grief). Then the matter of working hours. They closed an hour or two earlier every night than the regular traders and always had one half-day from 1 o'clock every week. Against these advantages to the clerks was a great disadvantage to the customer. There was no regular delivery of purchases. If the milk van or vegetable cart was going near a customer's house the man could take the parcel at a charge of 4 cents.

I am enclosing a newspaper clipping of May 8, 1911, giving the report of one of the stores, which bears out what I have stated.

The foregoing relates to what is recognized as the "industrial" side of the co-operative. There is another aspect of the movement, known as the "civil service stores." The members of the various stores under this head are supposed to be officers in the army or navy and their friends. The principal difference in the two systems is that in the "industrial" the customer buys her goods and pays then for them, but in the "civil service" the cash has to be planked down with the order (or can be paid in before the order is given) and the goods sent by mail or freight. The class of goods sold in these places are of a different kind to those sold in the "industrial," and adapted to the requirements of their patrons. But the expectation of a "divi" is the same, and some dissatisfaction is shown if that is smaller than usual. From a report just to hand I see the "divi" of eight societies varies from one shilling and 4 pence to 3 shillings and sixpence to the pound.

Of late years another side of the movement has manifested itself—a kind of private co-op., if one may use the term, and that is the departmental store, which, combining the private trader with the civil service stores, is really the mail order system as known in Canada.

It is, to my mind, the idea of getting something beyond the value of the goods paid for in cash that is the great attraction which the retailer has to combat

to-day, and how to do it is the problem which many storekeepers are trying to solve. Any suggestions to that end will therefore be welcomed by all who are in the fight.

J. H. KADWELL.

Chatham, Ont.

BIRTH OF BEST SELLER.

Printer's Error Led to Manufacturer Discovering Good Line.

Montreal, July 20 (Special).—As an example of how misfortune is often turned to good account, a manufacturer of biscuits and confectionery in talking to The Grocer the other day, said that one of their best selling lines for which they were not having a monthly sale of over 5,000 boxes, was first put on the market as the result of a mistake.

A printer, with whom they placed a large order for a certain size of wrapper, by mistake, made the wrappers too small and delivered half a million labels of this sort before the error was noticed. To prevent their being wasted, the candy superintendent was instructed to create some sort of confection which would fit the wrapper and he did so. To the surprise of the manufacturer, the confection sprang into immediate popularity and is now, as above stated, one of their best sellers.

CREDIT ON THE "COAST."

Protective Associations Being Formed In Pacific Slope Cities.

Vancouver, B.C., July 20.—(Special)—Another association has been formed which will have for its object the protection of the mutual interests of business men. It is entitled the B.C. Creditmen's Association, the officers being: President, J. D. Small, of the Crane Company; treasurer, Frank Parsons, of Wood, Vallance & Leggatt; secretary, Mr. Rudolph.

In Prince Rupert there has been organization also, the Prince Rupert Merchants' Association having been formed. The object of the association is to assist merchants in getting better knowledge of people who ask for credit, making collections easier, and getting more uniform hours of business in lines of trade. Different members of the association will report to the secretary those persons who are behind in their accounts, and the names will be given to all the merchants in the association. Prince Rupert has no small debts court, and the merchants are taking this method of protection. The officers of the association are: President, J. E. Merryfield; vice-president, G. J. Frizzell; treasurer, J. J. Sloan; executive, George Tite and W. P. Lynch.



Important to Grocers and Dealers

## A PERPETUAL INJUNCTION

has been issued by the U. S. Circuit Court,  
Northern District of Ohio, Western Division

RESTRAINING

THE BOUR COMPANY OF TOLEDO, OHIO

and

B. C. HOLWICK OF CANTON, OHIO

from MAKING OR SELLING coffee mills with cutting plates like  
or similar to those used in

### "Royal" Electric Coffee Mills

patents on which were granted to the A. J. Deer Co. M'ch 29, 1910.

## Infringers Take Notice !

The infringement suit just closed against the Bour Company and B. C. Holwick sustains in every particular the A. J. DEER COMPANY'S bill of complaint as to the infringement of the "ROYAL" ELECTRIC COFFEE MILL patents. Dealers should be very careful in buying electric coffee mills in the future to make sure they are not buying infringing machines. It is our intention to vigorously prosecute all infringers of the patents on our line of coffee mills and food choppers.

We manufacture the largest and most complete line of electric coffee mills in the world. Prices range from \$75.00 up. If interested, we will be pleased to forward our latest 1911 catalog which explains and illustrates our complete line.

All "ROYALS" are fully protected by U. S. and Foreign patents. When you deal with us you get the best mill, a full guarantee and absolute patent protection.

### The A. J. Deer Co.

Manufacturers of "ROYAL" ELECTRIC Coffee Mills  
(The Mill that cuts the coffee)

Meat Choppers, Drills, Meat Slicing Machines  
Coffee Roasters

54 West Street

Hornell, N.Y., U.S.A.

The manufacturers of a leading staple grocery line with an excellent connection, having found it advisable to canvass the retail trade—in addition to the wholesale, would be pleased to consider handling other lines on a commission basis throughout Ontario and the Maritime Provinces.

Address Box 391, Canadian Grocer

## WINDSOR SALT

CAR LOTS OR LESS. Prompt shipments  
Write us for prices. Phone order at our  
expense.

TORONTO SALT WORKS  
TORONTO, ONT. Geo. J. CLIFF, MANAGER

### O. E. Robinson & Co.

Manufacturers and Buyers of Dried,  
Evaporated and Canned  
Apples

'ngersoll, - - - Ontario  
ESTABLISHED 1886

## We Can Supply You With Small Fruits

YOU get good value when  
you buy your small  
fruits from us. We are  
prepared to handle them  
on consignment as we have  
an up-to-date Cold Storage  
Plant.

WRITE US FOR PARTICULARS

## Lemon Bros.

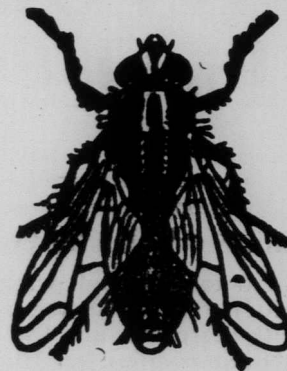
Owen Sound, Ontario  
and Sault Ste. Marie

WE are large BUYERS  
and dealers in WOOL.  
Country merchants should  
get in touch with us early  
for prices—an opportunity  
for you to do some extra  
trade and make extra  
profits.

WRITE AT ONCE

## Wilson's FLY PADS

Have been on the market for thirty-  
two years, and the demand this sea-  
son to date is 65 per cent. greater  
than ever before.



All Wholesale Grocers Sell

## Wilson's FLY PADS

**THE WEEK'S TRADE CHANGES.**

Interesting Doings of the Grocery Trade in all Sections of Canada.

**Ontario.**

Wm. Gohr, general merchant, Porcupine, deceased.

J. A. Fletcher, grocer, Highgate, has sold to C. Cummings.

D. Churchill, dealer in groceries and pianos, Petrolea, has sold his grocery department.

Wall & Guppy, wholesale grocers, Windsor, dissolved; H. E. Guppy, continuing.

**KO-KO-BUT**

MORE ECONOMICAL  
MORE DIGESTIBLE  
MORE WHOLESOME  
THAN BUTTER

100%  
Pure Vegetable Fat

The Best Grocers sell  
KO-KO-BUT

DO YOU?

Dominion Coconut Butters  
LIMITED  
46 University St., - Montreal

THE  
PERFECT COOKING BUTTER

**Chivers Pickles**

For three generations we have satisfied the most particular—in short, pleased everyone.

**PICKLES WITH A FLAVOR**

are bound to win, and prices that are right make us lasting friends both with the public and trade.

YOU should examine our Blue and Gilt Label grades.

Write Immediately

**S. CHIVERS & CO.**  
CARDIFF, WALES

Canadian Branch  
112 St. Francois Xavier St., MONTREAL

**Quebec.**

L. Lemay, grocer, Montreal, assigned.  
Michel Desjardins, grocer, Montreal, assigned.

J. A. Rainville, grocer, Marieville, giving up business.

Frechette & Son, general merchants, East Angus, dissolved.

The stock of Mr. Demeule, grocer, Quebec, was destroyed by fire.

**Maritime Provinces.**

M. H. Levasseur, grocer, Belledune, N.B., assigned.

James Cossman, general merchant, Meteghan, N.S., deceased.

The grocery store of Mr. Shortcliffe, Digby, N.S., was entered and a quantity of money stolen.

**Western Canada.**

Velie Bros., grocers, Winnipeg, sold to S. Rosborough.

F. A. Gosnell, grocer, Regina, Sask., sold to A. Herdman.

W. J. Moffat, grocer, Moose Jaw, Sask., succeeded by C. Cronk.

S. C. Grant, grocer, Winnipeg, Man., has sold to G. Cholley.

J. R. A. Anderson, general merchant, Benito, Man., assigned.

Korelina Marshall, grocer, Winnipeg, Man., succeeded by Aleck Rusoff.

W. W. McRae, grocer, Moose Jaw, Sask., succeeded by J. H. White.

J. E. Dowdle, general merchant, Swift Current, Sask., sold to W. H. Major.

N. Chmelnitsky, general merchant, Elphinstone, Man., sold to Fischman Bros.

A. Abramovitch, general merchant, Bladworth, Sask., succeeded by Gluteman & Abramovitch.

S. C. Witmer, of the Good Grocery Co., Lethbridge, Alta., has disposed of his interests to J. A. Kritzwiser.

Five firemen were overcome by ammonia fumes in a fire which broke out among 4,000 cases of eggs stored in the cold storage warehouse of Gunn, Langlois & Co., in Montreal. All however revived later. The monetary loss was placed at \$20,000.



**A Good Resolve**

**Anchor Brand Flour**

Resolve never to be Second Class in anything. No matter what you do, try to be a King in it; Resolve to have nothing to do with the Inferior. Do your best in everything—deal with the Best; choose the Best; live up to the Best, and you cannot help but succeed.

These are the sentiments that govern the manufacture of ANCHOR BRAND FLOUR and those that use it. If you deal with the Best they will help you to choose the Best and carry out

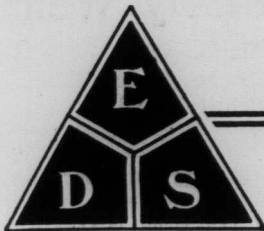
**A Good Resolve**

Manfd. by  
Leitch Brothers Flour Mills, Oak Lake, Manitoba.

11



# The Standard of Purity



The public of to-day is demanding food purity with no uncertain will, and in the range of fruit preserves your interests are fully safeguarded if you are handling

## "E.D.S." Brand Jams and Jellies

THE STANDARD OF PURITY IN FRUIT PRESERVES

This is no empty claim on our part, it is backed by exhaustive tests taken by Government inspectors in every province in the Dominion (see Bulletin 194). The result is a striking one. "E.D.S." Brand *alone* of those submitted was found to be *absolutely pure*—no dyes, no additions of any kind, and no excess of moisture. Their delicious flavor is simply that of choice ripe fruit.

Be enthusiastic over the excellent quality of "E.D.S." products, get in a stock, and the rest is easy. The profit will well recompense you for selling.

Made only by **E. D. Smith, Winona, Ont.** at his own Fruit Farms

Agents: NEWTON A. HILL, 25 Front St. E., Toronto; W. H. DUNN, Montreal; MASON & HICKEY, Winnipeg; R. B. COLWELL, Halifax, N. S.; J. GIBBS, Hamilton.



ALL GROCERS SHOULD STOCK

## Borwick's BAKING POWDER

The original Baking Powder with a world-wide reputation of 70 years. A genuine British manufacture and recognized as the standard article in the Mother Country. Made from the finest and purest ingredients, absolutely free from alum, acid phosphates or deleterious substances.

¼ lb., ½ lb. and 1 lb. Tins.  
Economical and Reliable.

**George Borwick & Sons**  
Limited  
LONDON, ENGLAND

Canadian Agent: KENNETH H. MUNRO, 333  
Cristine Building, MONTREAL

## WHICH DO YOU PREFER?

To pay customs duty and get inferior goods,  
or  
purchase "Made in Canada" goods and get your  
money in the quality of the goods?

## L'ETOILE BRAND MACARONI (MADE IN CANADA) VERMICELLI SPAGHETTI

owing to their *freshness* and *purity* have reached the zenith of public favor and housewives know they can get none better.

### L'ETOILE

Means *star*—therefore Canada has the "star" brand

OUR PRICES ARE YOUR PRICES

### L'ETOILE

("Cie Francaise de Pates Alimentaires.")  
6-9 Harmony Street, Montreal, Que.

## Lemons Maintain Advance Fairly Well

Prices Hold at Most Points—Higher on Montreal Market—Torrid Weather Cleaned Stocks Up—Oranges Also Firmer—Pines Drawing to a Close—Canadian Tomatoes More Plentiful—Old Potatoes Scarce and High.

# LEMONS

This weather you are looking for good stock at right price, send us your orders. Have also full lines of

**Oranges, Bananas, Water Melons, California Peaches, Plums and Apricots, Tomatoes,**  
in fact, anything wanted in our line.



25-27 CHURCH ST TORONTO  
are Largest Receivers

## "St. Nicholas"

Lemons will sell in cool weather.

## That'll Do!

says the Fancy Dealer when you show him a box of "St. Nicholas"

The Quality Sells Them

**J. J. McCABE**

AGENT

TORONTO, : : ONT.

A considerable share of the advance in lemons caused by the excessive heat wave has been maintained at most centres while there has even been further advances at Montreal where the effects of the big cut into lemon stocks is just now being felt. While the cooler weather at the beginning of the week put a damper on the demand, there is still a good trade being transacted. During the period of big demand, stocks were pretty well cleaned up, and although fairly large supplies are coming to hand, dealers do not look for any great recession in price. The primary markets for this article are ruling firm as is also the New York.

A slightly firmer feeling has developed in oranges, a temporary scarcity being accountable. With fresh fruits now plentiful, oranges are not being given as much attention as usual.

The pineapple season is drawing to a close, although a few odd cases mostly Florida stock are being offered. During the warm weather, it was extremely difficult to get pines to stand the trip. The general watermelon market is firmer under a good demand, and prices in New York have advanced \$25 per car. Supplies are now coming from north and centre Georgia as well as Alabama while Carolina will be ready to ship in a few days.

Some supplies of imported tomatoes are coming from Jersey and Maryland which are of fair quality. The Canadian article is becoming more plentiful and accordingly somewhat lower in price. California apricots are closing, and their place is being taken by pears from the same state.

The warm weather has been responsible for heated stock in new potatoes and some waste is reported from some centres and prices continue firm. New Canadian potatoes are being offered at different points at varied prices. Old stock potatoes are extremely scarce at most centres, being practically cleaned up at some markets. The situation differs from that of a year ago when there was an overplus and when they were selling "dirt" cheap, in Ontario being as low as 20 cents per bag. The present price is \$1.75.

### MONTREAL.

Green Fruits.—Reports from fruit centres seem to indicate the likelihood of a short peach crop. It appears that the conditions are general in both the United States, here in the east. It is said that but half a crop will be the result from

the Niagara district and in the New England States the estimate is about the same. During the week lemons advanced again and are quite strong at the new price. Oranges are also higher, that is the late valencia kind. Pineapples are quoted higher this week. California fruits are reported scarce and higher prices are looked for. Plums appear to be the only fruit that has withstood the extreme weather during the earlier part of the month.

Apricots, California, box.....	2 00 2 50	Lemons.....	5 00 5 50
Apples, Spies, extra fancy.....	9 00 9 50	Limes, a box....	1 25 1 50
Bananas, bunch.....	1 50 2 00	Oranges—	
Bananas, crated.....	2 00 2 50	Valencia.....	3 75 4 25
Cantaloupes, Cal.....	5 00 6 00	Sorrento.....	3 25 3 50
Cherries, Canadian.....	1 50 1 60	Mexican.....	2 75 3 00
Cherries, California, box.....	2 75	Peaches, California, crate.....	2 50 3 00
Coconuts, bags.....	4 50 4 75	Pineapples—	
Currants, red, basket.....	1 00 1 25	Florida, case.....	3 75 4 00
Currants, black, basket.....	1 25 1 75	Plums, California, box.....	2 00 2 75
Grape fruit, Flo.....	3 75 4 50	Raspberries, box.....	0 15
		Strawberries, Canadian.....	0 15
		Watermelons, each.....	0 50 0 60

Vegetables.—There is a fair business passing. Old potatoes are scarce and are secured only with difficulty. It is said that the price depends entirely on supply now and varies quite a bit. Tomatoes are in fair demand.

Beans, wax, hamper.....	2 00	Onions—	
Beets, doz.....	1 25	Egyptian, bag.....	3 00
Carrots, doz.....	1 25	Bermuda, crate.....	3 50
Cabbage, crate.....	3 00 4 50	California potatoes new, per bbl.....	4 50 5 00
Corn, per crate.....	2 50 3 70	Potatoes, bag.....	1 60
Cucumbers, bas.....	2 50 3 25	Radishes, dozen bunches.....	0 30
Garlic, 2 bunches.....	0 25	Tomatoes, Jerseys.....	1 50 2 00
Green Peppers, small basket.....	1 25	Tomatoes, bus.....	2 50 3 00
Leeks, doz.....	1 75 2 00	Turnips, bag.....	1 50
Lettuce—			
Canadian lettuce per doz.....	1 45		

### TORONTO.

Green Fruit.—The advance in lemons has been pretty well maintained and quotations remain at \$5.50 to \$6.00. The market during the heavy demand was well cleaned of stocks, and although quite a few lemons are now coming to hand, dealers do not expect prices to recede to any great extent. Raspberries continue to be offered in moderate quantities only at about the same price and are expected to last close on another week. Currants, both black and red, are higher in price under small supplies, the hot weather having dried them up. In California lines apricots have dropped out while pears have taken their place and are quoted at \$5.25 this week. Late Valencia oranges are a little firmer in price, and some dealers are expecting higher prices. Few pineapples are being offered, the season being well to an end and prices ruling high. Watermelons in New York are higher under a heavy demand, although prices here as yet are about the same. Canadian tomatoes are

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Bananas....  
Coconuts, 1  
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Lemons—  
Verdelli....  
Limes, box.  
Oranges—  
Late valencia  
Pineapples  
Raspberries.  
Blk. raspber  
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Cabbage, C  
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Carrots, n  
box 3 to 4  
Cucumbe  
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Lettuce, C  
dian, head  
Canadian b  
11 qt. bas

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more plentiful and prices are ruling somewhat lower.

Bananas.....	1 00	1 75	Red currants,		
Cocoanuts, sack	4 75		basket.....	1 50	
Grape Fruit—			Gooseberries,		
Florida per case	4 50	5 00	basket.....	1 00	1 50
Lemons—			Can. tomatoes,		
Verdell.....	5 00	6 00	11-qt. baskets.	1 25	1 65
Limes, box.....	1 50		Rhubarb, doz..	0 25	0 40
Oranges—			Peaches, 6-dozen		
Late valencias..	4 50		boxes.....	1 75	2 25
Pineapples crate	3 50	4 80	Plums.....	2 50	2 75
Raspberries.....	0 13	0 15	Apricots, 6-doz.		
Blk. raspberries	0 08	0 12	boxes.....	1 75	2 00
Black currants,			Cherries, Cana-		
basket.....	2 00		dian, 11-q. bak	1 20	1 75
			Watermelons..	0 40	0 60

Vegetables.—Old stock potatoes are practically done, but few firms having any supplies at all. The imported new article is being taken up well, one dealer reporting the arrival of 7 cars on one day alone. Prices are steady, however, and stocks from heating are showing some waste. New Canadian potatoes are reported at different points throughout the province at varied prices.

Canadian beet,			Canadian peas,		
basket.....	0 30	0 40	11 qt. basket..	0 50	0 60
Cabbage, Cana-			Onions—		
dian, crate.....	2 75		Texas, case.....	1 50	
Carrots, new,			Egyptian, sack.	2 50	
box 3 to 4 doz.	1 75	2 00	Potatoes, new,		
Cucumbers,			barrels.....	5 50	5 75
hamper.....	2 50		Parsley, per doz		0 75
Lettsuce, Cana-			New turnips, per		
dian, head.....	0 25	0 30	11-qt. basket.	0 25	0 30
Canadian beans,					
11 qt. basket	0 40	0 60			

**Lawton Berries**

OR

**Thimbleberries**

ARE NOW AT THEIR BEST

**Raspberries**

PLUMS }  
PEACHES } HARVEST APPLES

Canadian Grown  
Tomatoes, Cucumbers, Etc.

Wire, phone, or mail your orders to

**STEVENS & SOLOMAN**

GROWERS AND SHIPPERS  
OF CANADIAN FRUITS

HAMILTON, ONT.

PHONES 1990—2700—3200

**Royal Crest Brand  
Late Valencia Oranges**

*The finest Summer Oranges that come from California*

Very heavy and juicy, and possessing that genuine orange flavor not found in other Brands.

The following sizes are especially fine:—96's, 112's, 126's, 150's.

*Try Them*

**WHITE & CO., Limited,**  
**TORONTO.**  
*Fancy Fruits*

**“Golden Orange”  
BRAND**

**Late Valencia Oranges**

Only the very finest oranges grown are selected to be packed under this dependable brand.

All sizes. Good color. Full of juice.

LEMONS BANANAS POTATOES  
WATERMELONS CALIFORNIA FRUITS

Send along your order for anything in fruit.

**HUGH WALKER & SON**

(Established 1861)

GUELPH, ONTARIO



**BUSTER BROWN**

**QUALITY**

IS THE STANDARD OF QUALITY,

the Standard by which others are Judged. In your order for Lemons mention the Brands or Packers to insure most satisfactory purchase.



**W. B. STRINGER, Sales Agent**

**FOLLINA, BROS. Packers**

WINNIPEG.

Green Vegetables.—Supplies of home-grown vegetables continue to increase as the summer advances. During the week, beans, peas, cucumbers, beets, carrots, spinach, as well as salad vegetables have made their appearance and are being used in preference to the southern grown article. Potatoes continue on their upward march, having advanced another 25c per bushel during the week, quotations are now \$1.75 per bush. in small lots, and \$1.50 per bushel in 10 and 20 bushel lots. Ontario potatoes in car lots are selling at \$1.40 per bushel. Florida potatoes are off the market, and in their place Minnesota potatoes are being sold at 5c per lb. Virginia cobbiers in barrels of 165 and 185 tubers, have lately arrived on the market and are selling for \$7.50. Several changes will be noticed.

Potatoes—	
Small lots, per bus.	1 75
10 to 20 bus. lots.	1 50
Farmers' loads, per bus.	1 50
Buying price, car lots.	1 25
Ontarios, in car lots.	1 40
Minnesota new potatoes.	0 03
Virginia cobbiers potatoes, per bbl. 165 to 180 lbs.	7 50
Native mint, per doz.	0 30
Native green onions, doz.	0 20
Native parsley, per doz.	0 35
Native lettuce, per doz.	0 20
Native watercress, doz.	0 35
Minnesota cucumbers, doz.	1 25
Mississippi tomatoes, crate.	1 50
American head lettuce, doz.	1 25
Native spinach, lb.	0 03½
New cabbage, per lb.	0 5
Kalamazoo celery, per doz.	0 75
American peppers, basket.	1 00
Native rhubarb, lb.	0 02½
Minnesota beans, bushel basket.	4 0
Mississippi carrots, per lb.	0 07
Mississippi beets, per lb.	0 07
Native mushrooms, per lb.	0 50
Native asparagus, per doz.	1 40
Native radishes, per doz.	0 20
Native turnips, per doz.	0 30
Native carrots, per dozen bunches.	0 35
Native beets, per dozen bunches.	0 35
Native cabbage, per dozen.	1 25
Native peas, per lb.	1 0

Fresh Fruit.—Fresh fruits continue strong and there is little new being offered from last week, prices are holding fairly firm, although the usual variation is noticed.

Florida grape fruit, box.	7 00
Bananas, bunch.	3 50 4 75
Navel oranges.	3 60 5 00
California lemons, crate.	6 00 7 00
Messina lemons, crate.	5 00
Sashon Isl. strawberries, 24 qt.	4 00
Florida pineapples, case.	4 50
Cal. black cherries, 10 box.	2 50 3 00
Cal. white cherries, 10 box.	2 50 3 00
Cal. Apricots, box.	2 25
Cal. Peaches, box.	2 25
Cal. Plums, box.	2 25 3 00

TRADE NOTES.

Rockwood & Company, Limited, have been incorporated under the laws of Ontario to manufacture and sell, wholesale and retail, all kinds of confectionery. The head office will be in Toronto, and the share capital three hundred thousand dollars.

The I.X.L. Spice and Coffee Mills, Limited, have been incorporated under the laws of Ontario. The head office will be in London, Ont.

B. L. Estey, formerly of Fredericton, N.B., has returned home from the West. He sold out his grocery business about two months ago and since then has been in Calgary, Vancouver, and Edmonton.



Fish - Oysters



Fish Trade is Fairly Good for Season

Halibut in Good Demand—Lake Trout and Whitefish Being Taken up Well—Pickerel are Scarce and Prices Higher—Fish Quite Plentiful on Nova Scotian Coast, but Fishermen Hampered Through Scarcity of Bait.

For the season the fish trade on the whole is in a fairly healthy condition. Halibut is a favorite, arriving in fairly good supply and good condition. Lake trout and whitefish are also receiving their share of attention, with the supply quite sufficient to meet the demand.

New Brunswick reports the fish market rather inclined to quietness while there is no particular change in Newfoundland. Nova Scotia reports fish quite plentiful on the coast, but the fishermen have been hampered by the scarcity of bait.

QUEBEC.

Montreal.—Haddock and cod are in good supply with the prices at a fair figure. Gaspe salmon are not arriving as freely as heretofore, the catch being near the end. The price is firmer. Halibut is arriving freely in good condition and are meeting with a good demand.

Lake trout and whitefish are also in fair demand with the supply sufficient to meet it. Pickerel are scarce and the price shows a sharp advance this week. On the whole the market is fairly good for this season of the year.

FRESH

Alewives (shad herring) per 100 fish.	2 00
Bluefish, per lb.	0 12
Dressed perch, per lb.	3 10
Dressed bull-heads, per lb.	0 10
Eels, fresh, each.	0 25
Mackerel.	0 12
Haddock, per lb.	0 04½
Steak cod headless, per lb.	0 05
Halibut, express per lb.	0 10
Salmon, R.C., lb.	0 18
Salmon, Gaspe.	0 16
Shad, buck, each.	0 30
Shad, roe, each.	0 60
Sea trout.	0 10
Sea bass, per lb.	0 10
Trout, brook.	0 25
Lake trout, lb.	0 11
Pike, per lb.	0 08
Pickerel or dore.	0 14
Whitefish, lb.	0 11

FROZEN

Haddock.	0 03
Halibut, per lb.	0 09
Pike round lb.	0 05
Pike, dressed & headless, cases 150 lbs. per lb.	0 06
Trout pike.	0 05
steak cod.	0 04
Mackerel.	0 11
Salmon, Labrador, bl.	16 00
Salmon, Labrador, half bl.	8 50
Salmon, Labrador, 100 lbs.	21 03
Salt eels, per lb.	0 07
Sea trout, ¼ bbl.	6 50
Sea trout, bbls.	12 00
Scotch herring.	6 00
Scotch herring, keg.	1 00
Holland herring, ¼ bl.	5 40
Holland herring, keg.	0 75

SALTED AND PICKLED

Salmon, Labrador, bl.	16 00
Salmon, Labrador, half bl.	8 50
Salmon, Labrador, 100 lbs.	21 03
Salt eels, per lb.	0 07
Sea trout, ¼ bbl.	6 50
Sea trout, bbls.	12 00
Scotch herring.	6 00
Scotch herring, keg.	1 00
Holland herring, ¼ bl.	5 40
Holland herring, keg.	0 75

SMOKED

Bloaters, large, per box, 60s.	1 10
Haddies.	0 08
Herring, new smoked, per box.	0 25
Kipperd herring, per half box.	1 00
New filets, per lb.	0 10

SHELL FISH

Shell oysters, choice, barrel.	12 00 13 00
XXX shell oysters.	10 00
Lobsters, live per lb.	0 35
Oysters, choice, bulk, Imp. gallon.	0 40
Oysters, bulk, select.	1 00
Solid meats—Stan ards, gal., \$1.75; select, gal., \$3.	1 60

PREPARED FISH

Boneless cod, in blocks or packages, per lb.	7, 9, 10
Shredded cod, 2 doz. in box, per box.	2 00
Skinless cod, 100 lb. case.	6 75

NEW BRUNSWICK.

St. John.—J. F. Calder, Dominion fishery inspector for the counties of St. John and Charlotte, was in the city this week. Discussing the fact that the lobster catch for the most part was quite small, he said that it was due only to the change in the fishing regulations, and gave it as his opinion that there need be no cause for alarm in the small catch. The catch of the larger lobsters was as good this season, he said, as it had been in the last six years. A falling off was naturally to be expected because of the new regulations fixing a certain size limit going into effect. "I expect," he said, "that within less than six years, there will be remarkable increases in the lobster catches around New Brunswick. The sardine catch, he said, had been good this season, and very much better than last year.

For the purpose of smoking and packing herring for the Canadian market, a company has been formed at Tidnish, N.B. It is thought that W. Layton, of Grand Manan, N.B., will be manager. The local fish market is quiet. Salmon is quite plentiful and some very encouraging catches are reported.

ONTARIO.

Toronto.—There is no particular change in the local fish situation. Prices are steady but show no great change. Halibut is still a favorite, although supplies are not quite so plentiful.

FRESH CAUGHT FISH

Steak cod.	0 07½	Fresh caught white.	0 12
Fresh halibut.	0 10	Fresh caught herring.	0 05
Ferch.	0 06	Haddock.	0 06 0 07
Fresh trout.	0 11	Pickerel.	0 10



## The Finest Fish Obtainable

Careful selection of the sweetest fish caught in famous

Passamaquoddy Bay, and careful and skillful handling in a modern, sanitary factory have made

### Brunswick Brand Sea Foods

the choice of all particular people.

They are unsurpassed in quality, have a flavor distinctly their own, and yield the dealer a liberal profit.

Are YOU handling this satisfaction-giving line? When ordering, be sure and get the name right.

**"BRUNSWICK"**

## Connors Bros., Limited

Black's Harbour, N. B.

AGENTS—Grant, Oxley & Co., Halifax, N.S.; C. H. B. Hillcoat, Sydney, C. B.; J. L. Lovitt, Yarmouth, N.S.; Buchanan & Ahern, Quebec; Leonard Bros., Montreal; A. W. Huband, Ottawa; C. DeCarteret, Kingston; James Haywood, Toronto; Chas. Duncan, Winnipeg; Shallcross, Macaulay & Co., Calgary, Alta.; J. Harley Brown, London, Ont.; Johnston & Yockney, Edmonton, Alta.



## Be Careful How You Buy Your Refrigerator



Don't get an "Ice Box."

The damp, musty, stagnant air "Ice Box" is a breeding place for germs and disease, and the average refrigerator is merely an elaborate Ice Box.

Proper ventilation and perfect circulation of cold, dry air is only properly obtained in the "Eureka" Refrigerator, which has an exclusive and patented system of air circulation, and this guarantees an absolutely dry refrigerator.

We have been twenty-five years exclusively manufacturing refrigerators, and our present models have all our knowledge and experience worked into them.

In the matter of sanitation in materials used, in design and finish, in price, there is no refrigerator on the market can compare with the "EUREKA."

Let Us Send You Our New Illustrated Catalogue.

**EUREKA REFRIGERATOR CO., LTD., TORONTO**  
54-56 Noble Street.

## QUAKER BRAND

### GASPE LOBSTERS

In Pounds and Halves, Flats.

Quality and  
condition first class.

Write for Quotations

or

Ask our Travelers.

**MATHEWSON'S SONS,**  
MONTREAL

FROZEN FISH			
Gold eyes.....	0 05	White fish, winter	0 08
Pike.....	0 05	caught.....	0 08
Pink sea salmon 0 08	0 09	Yellow pickerel.....	0 08 1/2
Round red salmon.....	0 09	Mullet.....	0 04
		Bluefish.....	0 12
SMOKED, BONELESS AND PICKLED FISH			
Shrimps, per gal.....	1 25		

**NOVA SCOTIA.**

Halifax.—Some small hauls of mackerel have been made on the western shore of Halifax county during the past week. The fish are large and demand continues good, the largest part of the catch being iced and shipped to the Boston market. The lobster season closed this week. It was a most successful season, and the majority of the canners have large packs. The price of canned lobsters in the London market continues to keep firm in spite of the heavy shipments. According to reports the market absorbs all the supplies. The Newfoundland pack is reported to be fully up to the average and high prices are being paid all over the island. While there has been a decline of fifty cents per quintal on codfish since the high prices of the early spring the prices paid by the dealers are being well maintained, and no important change is looked for until after August. Bait has been scarce and in consequence the fishermen have been hampered. Sales are large, one Lunenburg firm alone so far has purchased twelve thousand quintals.

Salt mackerel are selling at \$10 per barrel, and are in fair demand. Few herring are being taken, and the quality of the fish is poor. The catch of alewives is poor and high prices prevail. Smoked haddies are in good demand and shipments are large. Smoked herring are also selling quite freely.

**NEWFOUNDLAND.**

St. John's.—This week the schooner Angie B. Watson cleared from Burgeo, carrying 350,000 pounds of salt halibut 10,000 pounds fresh halibut, 3,900 lbs. fresh salmon and 600 lbs. fresh lobsters for Portland, Maine. Another schooner is now loading cod and herring at Wood Island for Gloucester.

Codfish, large and medium merchantable, per qtl.	6 50
" small .....	5 50
" large Madeira .....	6 50
" small .....	6 50
" large and medium West India.....	5 00
" small .....	4 50
" Labrador .....	4 00
" shore cured.....	5 50
Haddock .....	4 00
Herring, No. 1, large barrel .....	3 20
" medium.....	3 00
" small.....	2 80
Ling.....	4 00
Lobsters, No. 1 flats, case 48 1-lb. tins.	15 00
Salmon, per case 48 1-lb. tins.....	5 50
Salmon, No. 1, large and medium, tierce .....	18 00
" No. 2, large.....	16 00
" No. 3, large.....	14 00
" No. 1, small.....	16 00
" No. 2, small.....	14 00
" No. 3, small.....	12 00
" 48 1-lb. tins, per case.....	5 50
Cod Oil, hardwood casks, tun.....	110 00
" softwood .....	102 00
Cod Liver Oil, gallon.....	0 70

**How Much Did He Make on His Macaroni?**

**Nova Scotia Retailer Wires Montreal Manufacturer to Send Him Barrel of Goods—Producer, of Course, Has to Wire Back For More Definite Instructions—How the Little Leaks Eat Away Profits.**

(Staff Correspondence).

Montreal, July 20.—The following incident emphasizes several points that should always be remembered by retail grocers. It occurred as a regular part of business and the manufacturer who noticed it brought it to the attention of a representative of The Grocer.

A Nova Scotia retailer wanted 100 pounds of macaroni. He wired to a local manufacturer for a "barrel of macaroni." Now macaroni is sold by the case and the manufacturer replied by wire asking the retailer to state number of pounds required. The latter wired back again stating that he wanted 100 pounds. Naturally, these telegraph tolls amounted to quite a little part of the profit. The first message cost fifty cents and the second twenty-five, making a total of seventy-five cents. Thus, before the goods had been ordered the retailer had made an outlay of seventy-five cents. In other words, quite an appreciable amount of his profit was cut down unnecessarily. At least, in the ordinary course of events it was unnecessary.

To begin with, is it not poor policy to let stocks run so low that a "hurry up" order must be given in this way? This is especially true of staples which will keep fairly well. It is not necessary to carry heavy stocks, but medium supplies should be at all times ready in the storehouse in order to provide against a break in business. This applies particularly to the retailer who cannot afford to buy in large quantities.

It should be one of the first principles of every grocer to keep a close and accurate account of the goods he handles. In this way he will always be sure of the goods on hand. This question has been dealt with so often that it is a wonder there are even isolated cases still mentioned. In the instance mentioned above, the grocer may have received some rush order for quick delivery. Unusual cases, of course, cannot be always provided for, but in the writing of telegrams they should be so plain and concise that they are easily understood and at the same time are at a minimum cost.

In providing against the supply of any goods becoming exhausted there is presented, simply that idea of the stitch in time saving nine. Care shown in one case means, as a general rule, eternal vigilance, whereas carelessness in the knowing of one's business and also in the method of doing business (the ex-

ample of the telegram) speak of carelessness in other respects.

The stopping of little leaks here and there has been another subject that has been touched upon frequently. This is surely an illustration of that point, and besides, one does not have to go far to find leaks of this kind. Some day business will be perfect, perhaps, but it will not finally arrive until carefulness is always exercised and little things are given their due consideration.

**SALMON RUN IN THE SKEENA.**

**Fishery Inspector Says Run of Spring and Sockeye Largest on Record.**

Vancouver, B.C., July 20. (Special.)—It has been reported from Prince Rupert that the run of both spring and sockeye salmon this season has been the largest on record, but the Vancouver offices of the northern canners flatly contradict the statement that sockeye salmon are plentiful. Last week John T. Williams, government fishery inspector, reached Prince Rupert, and he is credited with the statement in regard to the fishing on the Skeena. He said that the run of spring salmon was phenomenally good, and that all the canneries are operating instead of one or two as last season. Despite the fact that more are active, the pack so far is larger, also. It is estimated that at least one-third more spring salmon are in the Skeena than any previous season. Regarding the sockeyes in the north, Mr. Williams says that since the season started on June 20, the run has been the heaviest experienced at this time of year, the catch going as high as 230 to the boat. The reason suggested is the removal of the barricade in the Babine river in 1905, the beneficial effect of which is now being seen.

The canners state that while spring salmon are fairly plentiful, the run of sockeyes has been small, in fact the average pack of the canneries on the Skeena has not been more than 100 cases per day.

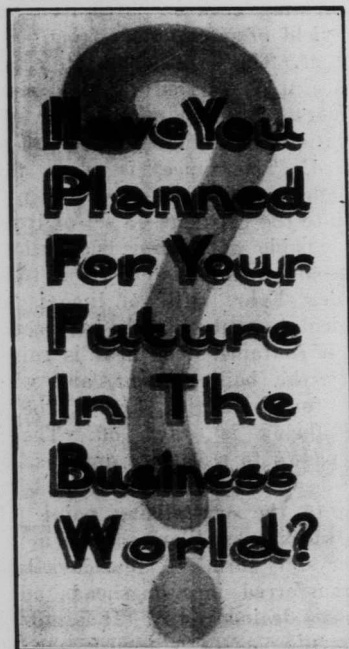
Donaldson & Son have opened a grocery store at Castor, Alta.

E. E. Cousins has been appointed manager of the grocery store of the late M. J. Hurley, Wallaceburg, Ont.



# Young Man! What Are You Going To Do To-morrow?

TO-DAY you are an ordinary every-day clerk; a salesman drawing a fair salary for your services. What will you be to-morrow? What does the future hold for you? You may say "Oh! Let to-morrow look after itself; something will turn up." That's very well; but, if you ask your employer how it came about that he is today the head of the establishment, he will tell you that he didn't sit down and wait for *something to turn up*; he got busy and turned that *something* up himself. Now, you get busy on this proposition and don't waste your valuable time. Watch for the July 28th issue of this paper—Card-writing free to all who will get into line.



THERE are possibilities presenting themselves to you every day. This is one of them. Don't turn it down, but, consider it well. Card-writing, today, is one of the main branches in the publicity of all lines of business—Grocery, Dry Goods, Clothing, Hardware; yes, for every line you could mention. Ninety-nine business places out of a hundred want live, trade-pulling show-cards; two out of that ninety-nine can afford to employ a man to do this work exclusively. What are the other ninety-seven going to do? One of the salespeople must do it, and that one will get the extra money. Will that one be *you*? Will you take your future in your own hands?—Listen:

July 28th number of The Canadian Grocer will contain Lesson No. 1 of the most practical course on Show-Card Writing ever offered the beginner. This is



the only course to-day that is modern, practical and easy to grasp, leaving out all RED TAPE and dealing exclusively with the very best alphabets, used by the best card-writers all over the country—from the Atlantic to the Pacific. The course will be run in twenty numbers of this paper, beginning with the July 28th issue. Subscribe now and get the complete set of full-page lessons with a full page of instructions and samples of cards showing the alphabets put into practice. A whole course in practical card-writing for only the price of a year's subscription to The Canadian Grocer.

THE MACLEAN PUBLISHING CO., LIMITED  
MONTREAL TORONTO WINNIPEG

## The Grocer's Encyclopedia - Cane Sugar

**Facts Not Generally Known in Connection With the Making of Refined Granulated Sugar—How the Spaniards Waxed Rich on the Traffic in Cane—The Process of Preparing for Shipment and Final Treatment in Canada**

Of all the goods handled by grocers there is probably none in as great demand, and especially at this time of the year, as sugar. There are few articles of commerce as well known as sugar, the manufactured product itself, and few having such a universal range of utility. However, its varieties, sources and history are not so often considered. How many can tell exactly why sugar is sweet?

The Canadian grocery trade derives its supply from two sources—that made from cane sugar, secured chiefly from the West Indies, and that worked up from beets. The former will be discussed in this article.

### Quite an Old Product.

Formerly chemists called everything a "sugar" which had a sweet taste, but the term in its scientific sense soon came to be restricted to the sweet principals in vegetable and animal juices. Until 1619, however, cane sugar was the only known pure sugar substance.

The word "sugar" is derived through the Arabic from the Persian "shaker," but the original habitat of the sugar cane is not known. It seems to have been first cultivated in China, and it was at a comparatively late date that sugar reached the West Indies. In the age of discovery the Spaniards became the disseminators of sugar cultivation, and in 1494, two years after the discovery of America, they planted it on San Domingo. Within 25 years the sugar trade on the island was so enormous that the dues imposed on the imports into Spain enabled Charles V. to build his palaces. Before the middle of the 16th century the growing of sugar cane spread over the occupied portions of the West Indies and South America, and it has continued to be one of the principal crops of tropical America ever since.

### Its Manner of Growth.

The sugar cane is a species of grass, the stalks of which reach a height of from 8 to 15 feet and attain a diameter of about two inches. The stalks are divided into prominent joints with long leaves springing from each joint, and the flowers consist of beautiful feather-like panicles. The joints are filled with a loose, spongy, fibrous matter, saturated with a juice, at first watery, but afterwards becoming glutinous and sweet. As the joints ripen the leaves wither and fall off, the stem gets smooth and hard, and contains much silica. The varieties of sugar cane are numerous and are dis-

tinguished by color, height and richness of juice.

The juice is extracted from the cane by pressing between three iron rollers. The yield of juice varies from 60 to 65 per cent. The juice is run into a trough, whence it is carried through pipes to clarifiers. Because of the fear of fermentation the manufacturing process is hurried. The juice is first filtered through a series of sieves; then it is run into the clarifiers—a set of iron vessels capable of holding 600 gallons of juice—and in these is heated up to about 130 deg. Fahr. Milk of lime is added sufficient to neutralize the acid constituents it contains. The heat is raised to nearly the boiling point, and when a scum forms on the surface, the clear liquid below is drawn off. The juice now passes to a battery of pans, where it is heated by direct fire and boiled down to the crystalizing point. It is then run into shallow coolers in which the crystals form. A few days later it is transferred into hogsheads and the molasses drained away. It is now ready for refining or for shipment abroad.

### The Canadian Manufacture.

It is in this state that it reaches Canada to be refined. The sugar crystals are melted in cast iron tanks, fitted with mechanical stirrers, and steam pipes for heating the water. The hot liquid is next passed through twilled cotton bags encased in a meshing of hemp, through which the solution is mechanically strained. From 50 to 200 of these filters are suspended in close chambers in which

they are kept hot. The liquid is now passed for decolorization through beds of animal charcoal enclosed in cisterns to a depth of 30 feet, the sugar being received in vacuum pans. In these pans it is "boiled to grain," the treatment being varied according to the nature of the finished sugar to be made. To make loaves small crystals only are formed in the pans, the grains being liquified and then cast into moulds. To whiten the loaves they are treated with successive doses of saturated syrup, ending with a syrup of colorless sugar, the liquid then being taken out by suction.

Perhaps your customers would be interested in the source and manufacture of the sugar which they consume. Probably you may be able to turn the information given here into some practical use in interesting your customers. Try it.

**Tell Your Customers That**

**SHAMROCK  
BIG PLUG  
SMOKING TOBACCO**

*When out never dries up or becomes hard. The leaves are so firmly packed that the plug remains fresh and moist*

**CLAY  
PIPES**

Those made by  
**McDOUGALL**  
are peerless. Insist upon  
having them.

**D. McDOUGALL & CO., Ltd., Glasgow, Scot.**

**Black Watch**

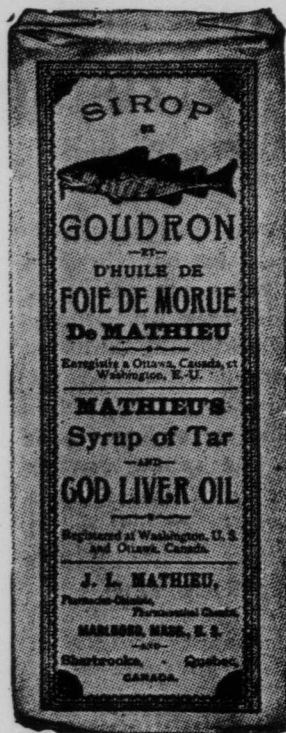
**The Big Black Plug  
Chewing Tobacco**

"A Trade Bringer"

**Sold by all the Wholesale Trade**







**MATHIEU'S SYRUP**

of Tar and Cod Liver Oil

has a more certain sale than most remedies. It is largely advertised, so that every one is familiar with the name.

It has been so successful in effecting cures that every user is a publisher of its excellent qualities. Its sales have increased wonderfully everywhere. It is a sure seller.

**MATHIEU'S NERVINE POWDERS**

are needed wherever colds are attended with pains and fever.

See that you are well supplied with both, as the season of Colds is now on.

**J. L. MATHIEU CO., Props.**  
**SHERBROOKE, P. Q.**

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**MAPLE SUGAR**

**CHEWING TOBACCO**

**Rock City Tobacco Co.**

Quebec - and - 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.

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

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

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

**BUSINESS CHANCES.**

**STORE TO RENT** in thriving town of Ingersoll, specially suited for grocery or hardware; best stand in town, building in first-class condition. To a desirable tenant will be let for term of years at reasonable rental. Apply J. C. NORSWORTHY, Ingersoll, Ont. (30)

**FOR SALE.**

**GROCERY BUSINESS FOR SALE** in Windsor, Ontario. Stock \$3,000. Will rent or sell property. Address Box 390, THE CANADIAN GROCER, Toronto. (30)

**FOR SALE**—Grocery and bakery business. Turnover of about \$16,000 per annum. In thriving town of 1,100. Good cash business. Apply Box 392, CANADIAN GROCER, Toronto.

**MISCELLANEOUS.**

**ADDING TYPEWRITERS** write, add or subtract in one operation. Elliott-Fisher, Ltd., Room 314 Stair Building, 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 catalog. 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 Street, Toronto.

**COPELAND-CHATTERSON SYSTEMS**—Short, simple. Adapted to all classes of business. The Copeland-Chatterson Co., Limited, Toronto and Ottawa.

**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.

**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.

**DOUBLE your floor space.** An Otis-Fensom hand-power elevator will double your floor space, enable you to use that upper floor either as stock room or as extra selling space, at the same time increasing space on your ground floor. Costs only \$70. Write for catalogue "B." The Otis-Fensom Elevator Co., Traders Bank Building, Toronto. (1f)

**MISCELLANEOUS.**

**EGRY BUSINESS SYSTEMS** are devised to suit every department of every business. They are labor and time savers. Produce results up to the requirements of merchants and manufacturers. Inquire from our nearest office. Egrý 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.

**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.

**HUNDREDS OF TYPEWRITERS** of every make and condition are being traded in as part payment on the famous MONARCH. Price and quality are the levers we use to prevent over stock. We believe we can give the best bargains in rebuilt typewriters in Canada. A postal will bring our catalogue and full information. THE MONARCH TYPEWRITER CO., Limited, 46 Adelaide Street West, Toronto.

**MODERN FIREPROOF CONSTRUCTION.** Our system of reinforced concrete work—as successfully used in any 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.

**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. (1f)

**THE National Cash Register Company** guarantee to sell a better Register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 285 Yonge St., Toronto.

**WAREHOUSE AND FACTORY HEATING SYSTEMS.** Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (1f)

**TECHNICAL BOOKS.**

**CANADIAN MACHINERY AND MANUFACTURING NEWS**, \$1 per year. Every manufacturer using power should receive this publication regularly, and also see that it is placed in the hands of his engineer or superintendent. Every issue is full of practical articles, well calculated to suggest economies in the operation of a plant. Condensed advertisements for "Machinery Wanted" inserted free for subscribers to the GROCER. "Machinery for Sale" advertisements one cent per word each insertion. Sample copy on request. CANADIAN MACHINERY, 143-149 University Ave., Toronto.

**SALES PLANS**—This book is a collection of 888 successful plans that have been used by retail merchants to get more business. These include Special Sales, Getting Holiday Business, Co-operative Advertising, Money-Making Ideas, Contests, etc. Price \$2.50, postpaid. MacLean Publishing Co., Technical Book Dept., 143-149 University Ave., Toronto.

**Grocery Advertising**

By Wm. Borsodi

It contains suggestions for special sales, bargain sales, cash sales, etc.; ideas for catch lines or window cards, and many hints for the preparation of live advertising copy. A collection of short talks, advertising ideas and selling phrases used by the most successful grocery advertisers.

PRICE \$2.00

ALL ORDERS PAYABLE IN ADVANCE.

MacLean Publishing Co.  
143-149 University Ave., 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

Diamond w  
1-lb. tins, 2 doz  
1-lb. tins, 3  
1-lb. tins, 4

IMPERIAL  
Cases.  
4-dozen.....  
3-dozen.....  
1-dozen.....  
3-dozen.....  
1-dozen.....  
1-dozen.....



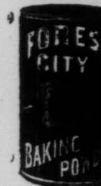
or more of "M



White Swa  
\$8.35; 1-lb. tin  
tins, \$1.20; 6-  
5c. tins, 40c.



Coffee—  
No. 1, 1-lb., 4 d  
No. 1, 1-lb., 2 d  
No. 2, 5-oz., 6 d  
No. 2, 5-oz., 3 d  
No. 3, 3-oz., 4 d  
No. 10, 13-oz., 4  
No. 10, 13-oz., 2



DOMINION  
Aylmer J.

Strawberry...  
Raspberry...  
Black currant...  
Red currant...  
Raspberry &...  
currant...  
Raspberry and...  
gooseberry...  
Plum jam...







**A GROCER'S CO-OPERATION**



RISING SUN Stove Polish in Cakes gives a lustre which far outlasts all others under the heat of the stove, and that is why it has so many friends that call for it over the grocery counters the world around. We believe that the real live grocer wants to push the goods that please his customers, and that is why we have the hearty co-operation of thousands upon thousands of grocers everywhere. It pays you to push it.

**MORSE BROS., Props. - Canton, Mass., U.S.A.**



**The Polish OF Preference**

It pays to handle a quick-selling line like "2 in 1" Shoe Polish—a line that's always in demand and that always gives satisfaction.

"2 in 1" is positively waterproof, preserves and softens the leather, does not clog or stain the clothes, and is free from acid or turpentine.

Get a generous supply and display it well.

**The F. F. DALLEY CO.**  
LIMITED  
Hamilton, Can., and Buffalo, N.Y.



**Spices, and How to Know Them**

By W. M. GIBBS

The only book on the subject—just published. The merchant or salesman, who knows all about spices, can command the spice trade in his territory. To get this information, he should read this work, dealing with PREPARATION, USE and ADULTERATION OF SPICES—a chapter devoted to each spice.

14 Colored Plates. 176 Pages. 100 Illustrations.  
Price \$3.50, Postpaid.

**MACLEAN PUBLISHING COMPANY**  
Technical Book Department  
143-149 University St. - Toronto, Canada

**BLACK JACK**

QUICK, CLEAN, HANDY



TRY IT

SOLD BY ALL JOBBERS

¼-lb. tins—3 doz. in case.

**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.**

Br

HAM

LAPORTE, M  
AGENCIE  
F.  
IMPOB

Sur Extra Fins  
Extra Fins  
Tres Fins  
Fins  
Mi-Fins  
Moyens No. 2  
Moyens No. 3  
Asps

MINER

Case—  
12 litres .....  
12 quarts .....  
Tins—  
8 gals. 2s .....  
2 gals. 6s .....  
1 gal., 10s ...  
gals., 20s ...

St. Nicolas, 60  
La Neptune, 4  
La Capitale, 4  
La Sanitas Sp

Vichy Lemon

Le Soleil, 7  
Case 25 lbs., 1  
" 12 lbs., 2  
" 50 lbs., 2  
" 200 lbs., 2

" La Lune, 6  
Case 25 lbs., 1  
" 12 lbs., 2  
" 50 lbs., 2  
" 100 lbs., 2  
" 200 lbs., 2

Alimentary F  
Vermicelli,  
Box, 25 lbs., 1  
" 25 lbs., 1

DU

Grape Juice,

"

Apple Juice,

Champagne d

Matts Golden

Sparkling Old

Apple Vine's



Brooms

"BROOMS OF QUALITY"

are hard to get.

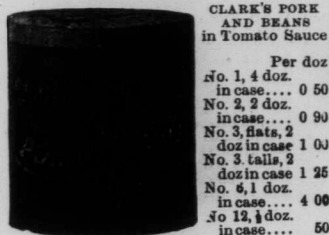
W. W. & CO. BRANDS are made up to the mark, always. Our customers know this and our Factory runs full time on "Quality" account.

TRY A SAMPLE SHIPMENT.

WALTER WOODS & CO.

HAMILTON

WINNIPEG



CLARK'S PORK AND BEANS in Tomato Sauce

Per doz  
No. 1, 4 doz. in case... 0 50  
No. 2, 2 doz. in case... 0 90  
No. 3, flats, 2 doz in case 1 00  
No. 3, talls, 2 doz in case 1 25  
No. 6, 1 doz. in case... 4 00  
No. 12, 1 doz. in case... 5 00

LAPORTE, MARTIN & CO., MONTREAL.

AGENCIES. THESE PRICES ARE F.O.B. MONTREAL.

IMPORTED PEAS "SOLEIL"

Sur Extra Fins.....	flacons, 40 Rou.	10 50
Extra Fins.....	kilo 100 tins	16 10
Tres Fins.....	" 100 "	15 80
Fins.....	" 100 "	13 00
Mi-Fins.....	" 100 "	12 00
Moyens No. 2.....	" 100 "	10 00
Moyens No. 3.....	" 100 "	8 75

Asparagus, Haricots, etc.

MINERVA PURE OLIVE OIL.

Case—	Case—	
12 litres.....	24 pints.....	6 25
12 quarts.....	24 1/2 pints.....	4 25

Tins—

6 gals., 2s.....	23 00	1/2 gals., 20s.....	13 70
2 gals., 6s.....	29 00	gal., 48s Sq.....	17 00
1 gal., 10s.....	25 00	gal., 48s Rd.....	15 50
gals., 20s.....	26 00		

VICHEY WATERS.

St. Nicolas, 50 qts.....	7 00
La Neptune, 50 qts.....	6 00
La Capitale, 10 qts.....	5 00
La Sanctis Sparkling, 50 qts.....	8 00
" " 100 pta.....	9 00
" " 100 splits.....	9 00
Vichy Lemonade Savoureuse, 50's.....	7 50

CASTILLE SOAP

Le Soleil, 72 per cent. Olive Oil	
Case 25 lbs., 11 lb. bars.....	0 07 1/2 lb.
" 12 lbs., 2 1/2 lb. bars.....	0 08 1/2 lb.
" 50 lbs., 1 lb. bars.....	3 50 case
" 100 lbs., 3/4 oz. bars.....	3 75 case

"La Lune," 65 per cent. Olive Oil

Case 25 lbs., 11 lb. bars.....	0 07 lb.
" 12 lbs., 2 1/2 lb. bars.....	0 08 lb.
" 50 lbs., 1 lb. bars.....	3 25 case
" 100 lbs., 3/4 oz. bars.....	1 80 case
" 100 lbs., 3/4 oz. bars.....	3 40 case

Alimentary Pastes, Blanc & Fila, Macaroni, Vermicelli, Animals, Small Pastes, etc.

Box, 25 lbs., 1 lb.....	0 07 1/2
" 25 lbs., loose.....	0 07

DUFFY & CO. BRAND.

Grape Juice, 12 qts.....	4 75
" 24 pta.....	5 15
" 35 splits.....	4 75
Apple Juice, 12 qts.....	4 50
" 24 pta.....	4 75
Champagne de Pomme, 12 qts.....	5 00
" 21 pta.....	5 50
Matts Golden Russett—	
Sparkling Cider, 12 qts.....	5 00
" 24 pta.....	5 50
Apple Vine-ar, 12 qts.....	2 50



BLUE, LAUNDRY (Moody's Royal)

3 Squares, in neat carton..... per lb. 0 15  
6 lbs. in a box. 5 boxes in a crate.



CHLORIDE OF LIME. (Moody's Royal)

Per doz.  
1 lb. Carbonized Fibre packages 0 85  
1/2 lb. Carbonized Fibre packages 0 45



DRUDGE. (Moody's Anty) Extra Fine.

Handy Sifter, top package, doz. 0 85  
100 lb. Kegs .1b. 0 15 1/2  
300 lb. Barrels " 0 05



QUICKSHINE STOVE POLISH.

No. 10, Fancy tins, tall shape.....doz. 0 85  
3 doz. in wood box.

HALF TIME SHOE PASTE

(Moody's Extra Fine)  
4 doz. in wood box.....per doz. 0 85  
1 doz. in carton, 12 in wood box " 0 75

HAND CLEANER Moody's Electric)

In Fancy tins, 3 doz. in wood box, doz. 0 85



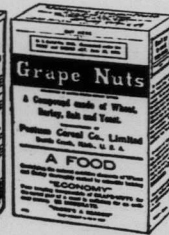
KLENZINE AMMONIA POWDER (Moody's)

Washing Compound—  
Doz.  
Large size, 1 1/2 lbs. 0 90  
Small size, 10 oz. 0 45  
Packed 3 doz. in wood bo

Jam Per lb.

30-lb. wood pails..... 0 06 1/2  
Pure assorted jam, 1-lb. glass jars, two dozen in case..... 1 75

Cereals.



Grape Nuts—No. 22, \$3.00; No. 23, \$4.50.  
Post Toasties—No. T3, \$2.85.  
Postum Cereal—No. 9, \$2.25; No. 1, \$2.70.



Force, 36's..... 4 50  
Gusto, 36's..... 2 85

Jelly Powders



Assorted Case, Contains 2 doz. \$1 80  
Lemon (Straight) Contains 2 doz. 1 80  
Orange (Straight) Contains 2 doz. 1 80  
Raspberry (Straight) Contains 2 doz. 1 80  
Strawberry (Straight) Contains 2 doz. 1 80  
Chocolate (Straight) Contains 2 doz. 1 80  
Cherry (Straight) Contains 2 doz. 1 80  
Peach (Straight) Contains 2 doz. 1 80  
Weight 8 lbs. to case. Freight rate, 2d class.



Assorted Case, Contains 2 doz. \$2 50  
Chocolate (Straight) Contains 2 doz. 2 50  
Vanilla (Straight) Contains 2 doz. 2 50  
Strawberry (Straight) Contains 2 doz. 2 50  
Lemon (Straight) Contains 2 doz. 2 50  
Unflavored (Straight) Contains 2 doz. 2 50  
Weight 11 lbs. to case. Freight rate, 2d class.



Assorted flavors—gross 10.75.

Mustard

COLMAN'S OR KERN'S  
Per doz. Per doz  
D.S.F., 1/2-lb. tins 1 40 F.D., 1/2-lb. tins. 1 45  
" 1-lb. tins 2 50 " Per jar  
" 1-lb. tins 5 00 Durham, 4-lb. jar 0 75  
F.D., 1/2-lb. tins. 0 85 " 1-lb. jar 0 25

IMPERIAL PREPARED MUSTARD  
Small, cases 4 dozen..... 0 45 dozen  
Medium, cases 2 dozen..... 0 30 "  
Large, cases 1 dozen..... 1 35 "

LARD

N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

Tierces .. \$0 10 1/2  
1-bbls 0 10 1/2  
Tubs, 60lbs 0 10 1/2  
20-lb. Pails 2 15  
20-lb. tins 2 05  
Cases 3-lb 0 11 1/2  
" 5-lb. 0 11 1/2  
" 10-lb. 0 11

F.O.B. Montreal



GUNNS "EASIFIRST" LARD COMPOUND.



Tierces.... 0 09 1/2  
Tubs..... 0 09 1/2  
20-lb. pails 0 10  
20-lb. tins. 0 09 1/2  
10-lb. " 0 10 1/2  
5-lb. " 0 11 1/2  
3-lb. " 0 10 1/2  
1-lb. cartons 10 1/2

Licorice

NATIONAL LICORICE CO  
5-lb. boxes, wood or paper, per lb..... \$0 40  
Fancy boxes (36 or 50 sticks), per box. 1 25  
" Ringed" 5-lb. boxes, per lb..... 0 40  
" Acme" pellets, 5-lb. cans, per can..... 2 00  
" " (fancy bxs., 40), per box 1 50  
Tar licorice and tolu wafers, 5-lb. cans, per can..... 2 00  
Licorice lozenges, 1-lb. glass jars..... 1 75  
" " 1/2 lb. case " 1 50  
" Purity" licorice, 10 sticks..... 1 45  
" " 100 sticks..... 0 73  
Dulo, large cent sticks, 100 in box.....

Lye (Concentrated).



GILLETT'S PERFUMED LYE Ontario and Quebec Prices.

Per case  
1 case of 4 doz \$3 50  
3 cases of 4 doz 3 40  
5 cases or more 3 35

Marmalade.

T. UPTON & CO.

12-oz. glass jars, 2 dozen case, per doz. \$1; 16-oz. glass jars, 2 doz. in case, per doz. \$1.45; 5 and 7 lb. tins and 7-lb. pails, per lb. 8c.; pint sealers (2 1/2 oz.), 1 doz. in case, per dozen \$2.25.

SHERIFF BRAND

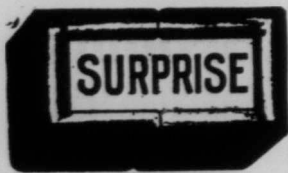
"Imperial Scotch"—  
1-lb. glass, doz. 1 55  
2-lb. glass, doz. 2 80  
4-lb. tins, doz. 4 65  
7-lb. tins, doz. 7 35  
"Shredded"—  
1-lb. glass, doz. 1 90  
2-lb. glass, doz. 3 10  
7-lb. tins, doz. 8 25





# THE CANADIAN GROCER

## Soap and Washing Powders



For sale by all grocers.

A. P. TIPPET & CO., AGENTS

Maypole soap, colors, per gross	\$10 30
Maypole soap, black, per gross	15 30
Orlote soap, per gross	10 30
Florida soap, per gross	12 00
Straw hat polish, per gross	18 30



3 doz. to box..... \$3 60  
6 doz. to box..... \$7 20  
30 days.



5-case lots (delivered), \$4.15 each, with 20 bars of Quick Naptha as a free premium.



The GENUINE. Packed 100 bars to case.



Prices—Ontario and Quebec:  
Less than 5 cases..... \$5 00  
5 or more cases..... \$4 95

## Starch

EDWARDSBURG STARCH CO., LIMITED		
Boxes contain	Laundry Starches	Cents per lb.
40 lbs.	Canada Laundry	0 05
40 lbs.	Canada white gloss, 1 lb. pkgs.	0 05
48 lbs.	No. 1 white or blue, 4 lb. cart's	0 06
48 lbs.	No. 1 white or blue, 3 lb. cart's	0 06
100 lbs.	kegs, No. 1 white	0 06
200 lbs.	bbis., No. 1 white	0 06
30 lbs.	Edwardsburg silver gloss 1 lb. chromo packages	0 07
48 lbs.	Silver gloss, in 6 lb. canisters	0 07
35 lbs.	Silver gloss 6 lb. draw lid boxes	0 07
100 lbs.	kegs, Silver gloss, large crystals	0 06
28 lbs.	Benson's satin, 1 lb. cartons, chromo label	0 07
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 cart's, per case		3 60
Culinary Starch		
40 lbs.	W. T. Benson & Co.'s celebrated prepared corn	0 07
40 lbs.	Canada pure corn starch (20 lb. boxes 1c. higher)	0 04
BRANTFORD STARCH WORKS, LIMITED		
Ontario and Quebec.		
Canada Laundry, boxes of 40 lb.		0 05
Arme Gloss Starch—		
1-lb. cartons, boxes of 40 lb.		0 06
Finest Quality White Laundry—		
4-lb. canisters, cases of 48 lb.		0 06
Barrels, 300 lb.		0 06
Kegs, 100 lb.		0 06

For charges for inserting quotations in this dept. apply to Advt. Manager, The Canadian Grocer, at our nearest office.

Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07
6-lb. toy drums, 3 in case	0 08
6-lb. toy drums, with drumsticks	
8 in case	0 07
Kegs, ex. crystals, 100 lb.	0 06
Brantford Gloss—	
1 lb. fancy boxes, cases 36 lb.	0 07
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	\$ 00



Oceanic Mills Montreal  
Chinese starch, 48 1-lb., per case \$4.00;  
Ocean Baking Powder, 3-oz. tins, 4 doz per case, \$1.60; 4-oz. tins, 4 doz per case, \$3.00; 8-oz. tins, 2 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 100 lbs., at 15c per lb. Ocean blanc mange, 48 8-oz., \$4; syrup, 36 6-oz., \$3.00; 36 8-oz., \$7.20; Ocean corn starch, 48 1-lb. \$3.60.

## Soups

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

## Soda

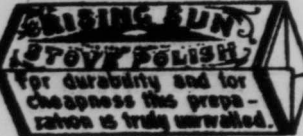
OOV BRAND	
Case of 1-lb. containing 60 packages per box	\$3.00.
Case of 1/2-lb. containing 120 packages per box	\$3.00.
Case of 1-lb. and 1/2-lb. containing 30 1-lb. and 60 1/2-lb. packages per box	\$3.00.
Case of 5c. packages, containing 96 packages, per box	\$3.00.

## MAGIC SODA

Ontario and Quebec Prices. Per case		
No. 1, cases 60 1-lb. packages	1 case	\$2 85
" " " " " " " "	1 case	2 75
No. 2, " " " " " " " "	1 case	2 85
" " " " " " " "	1 case	2 75
No. 3, " " " " " " " "	1 case	2 85
" " " " " " " "	1 case	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.	1 case	2 90
5 cases		2 80

## Stove Polish

Rising Sun, No. 1 cakes, 1/2 doz. gross	\$8 50
Rising Sun, No. 3 cakes, gross boxes	4 50
No. 5 Sun Paste, 1/2 gross boxes	5 40
No. 10 Sun Paste, 1/2 gross boxes	9 00



## JAMES DOME BLACK LEAD

6s size, gross, \$2.40. 2s size, gross, \$2.50

## Syrup

EDWARDSBURG STARCH CO., LTD.		
"Crown" Brand Perfection Syrup		
Barrels, 700 lbs.		0 03
Half-barrels, 350 lbs.		0 03
4-barrels, 175 lbs.		0 03
Pails, 25 lbs.		1 20
38 1/2 lbs.		1 70
Crown Brand Corn Syrup		
2-lb. tins, 2 doz. in case, per case		2 25
5-lb. tins, 1 doz. in case, per case		2 50
10-lb. tins, 1/2 doz. in case, per case		2 50
20-lb. tins, 1/4 doz. in case, per case		2 45
Barrels, 700 lbs.		0 03
Half barrels, 350 lbs.		0 03
Quarter barrels, 175 lbs.		0 03
Pails, 25 lb.		1 70
Pails, 25 lbs., each		1 20

## Lily White Corn Syrup

Plain tins, with label—		
2 lb. tins, 2 doz. in case		\$ 5
5 " " " " " "		2 85
10 " " " " " "		2 75
20 " " " " " "		3 70
5, 10 and 20 lb. tins have wire handles		
Beaver Brand Maple Syrup. Case		
2 lb. tins, 2 doz. in case		\$3 50
5 " " " " " "		4 10
10 " " " " " "		3 95
20 " " " " " "		3 90
5, 10 and 20 lb. tins have wire handles		

Canned Haddies, "Thistle" Brand  
A. P. TIPPET & CO., AGENTS  
Cases 4 doz. each, flats, per case..... \$5 00  
Cases 4 doz. each, ovals, per case..... 5 00

## Cream Tartar

GILLET'S CREAM TARTAR		
Ontario and Quebec Prices.		
1-lb. paper pkgs., 4 doz. in case		\$1 00
1-lb. paper pkgs., 4 doz. in case		2 00
4 doz. 1-lb. paper pkgs. assorted		\$8 03
Per doz		
1-lb. cans with screw covers, 4 doz. in case		\$2 20
1-lb. cans with screw covers, 3 doz. in case		4 10
Per lb		
5-lb. sq. canisters, 1 doz. in case		0 33
10-lb. wooden boxes		0 30
25-lb. wooden pails		0 30
100-lb. kegs		0 28
250-lb. barrels		0 28



## Gum

Milk.		
CANADA FIRST BRAND		
The Aylmer Condensed Milk Co., Ltd.		
Per case		
Canada First Evap. Cream family size		3 50
Canada First Evap. Cream medium size		4 80
Canada First Evaporated Cream, hotel size		3 70
Canada First Evaporated Cream, baby size		2 00
Canada First Condensed Milk		4 55
Beaver Condensed Milk		4 00
Rosebud Condensed Milk		4 25

## SAUCES

PATERSON'S WORCESTER SAUCE  
1-pint bottles, 3 and 6 dozen cases, dos 0 90  
Pint bottles, 3 dozen cases dos 1 75



Per doz		
H. P. Sauce, packed in cases of 3 doz.		\$1 90
H. P. Pickle, packed in cases 2 doz. pts.		3 35
H. P. Pickle, packed in cases 3 doz 1/2-pts		2 95
HOLBROOK'S IMPORTED PUNCH SAUCE		
Large, packed in 3-doz. case, per doz.		2 25
Medium, packed in 3-doz. case, per doz.		1 40
HOLBROOK'S IMP. WORCESTERSHIRE SAUCE		
Per dozen		
Rep. 1/2 pints, packed in 6-doz. case		2 25
Rep. 1/2 pints, packed in 4-doz. case		3 15
Rep. quarts, packed in 2-doz. case		6 50

## Vermicelli and Macaroni.

D. SPINELLI & CO. MONTREAL.		
Fine.		
4 lbs. box "Special"		per box 0 22
8 lbs. " " " "		0 44
5 lbs. " " "Standard"		0 27
10 lbs. " " " "		0 55
63 lbs. cases or 75 lbs. bbis.		per lb. 0 05
25 lbs. cases 1 lb. pkgs (Vermicelli)		" 0 08
Globe Brand.		
5 lbs. box "Standard"		per box 0 30
10 lbs. " " " "		0 60
25 lbs. cases (loose)		per lb. 0 06
25 lbs. cases, 1 lb. packages		" 0 06

## Tobacco

IMPERIAL TOBACCO COMPANY OF CANADA, LIMITED—EMPIRE BRANCH.		
Cheving—Black Watch, 6s.		44
Black Watch, 12s.		45
Bobs, 6s and 12s.		46
Bully, 6s.		44
Currency, 6s and 12s.		46
Stag, 5 1/2-6s.		46
Old Fox, 12s.		44
Fay Roll, 7s.		56
War Horse, 6s.		42

Plug Smoking—Shamrock, 6s., plug or bar. 5  
Rosebud Bars, 6s. .... 64  
Empire, 6s and 12s. .... 64  
Ivy, 7s. .... 86  
Starlight, 7s. .... 86  
Out Smoking—Great West Pouches, 12s. .... 86



## Teas

THE "SALADA" TEA CO.		
Wholesale Retail		
Brown Label, 1's and 1/2's	\$0 25	\$0 30
Green Label, 1's and 1/2's	0 27	0 35
Blue Label, 1's, 1/2's and 1/4's	0 30	0 40
Red Label, 1's and 1/2's	0 36	0 50
Gold Label, 1's	0 44	0 60
Red-Gold Label, 1's	0 55	0 80



Blue Label, 1's	0 21	0 26
Blue Label, 1/2's	0 20	0 25
Orange Label, 1's and 1/2's	0 23	0 30
Brown Label, 1's and 1/2's	0 28	0 40
Brown Label, 1's	0 30	0 40
Green Label, 1's and 1/2's	0 35	0 50
Red Label, 1's	0 40	0 60



## MELAGAMA TEA

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

Wholesale Retail			
Brown Label, 1 lb. or 1/2 lb.		0 25	0 30
Red " " " "		0 27	0 35
Green " " " "		0 30	0 40
Blue " " " "		0 35	0 50
Yellow " " " "		0 40	0 60
Purple " " " "		0 55	0 80
Gold " " " "		0 70	1 00



Ceylon Tea, in 1 and 1/2-lb. lead packages—black or mixed.

Black Label, 1-lb., retail at 25c.	\$0 20
Black Label, 1/2-lb., retail at 25c.	0 21
Blue Label, retail at 30c.	0 24
Green Label, retail at 40c.	0 30
Red Label, retail at 50c.	0 35
Brown Label, retail at 80c.	0 45
Gold Label, retail at 80c.	0 55

## Jams and Jellies

MATCOE'S WHOLE FRUIT STRAWBERRY JAM  
Agents, Rose & Ladham, Montreal and Toronto.  
1-lb. glass jar, screw top, 4 doz., per doz. \$2 25

## T. UPTON & CO.

Compound Fruit Jams—		
12-oz. glass jars, 2 doz. in case, per doz.		1 00
2-lb. tins, 2 doz. in case, per doz.		1 80
5 and 7 lb. tin pails, 8 and 6 pails in crate, per lb.		0 07
7 wood pails, 6 pails in crate, per lb.		0 07
30-lb. wood pails, per lb.		0 07
Compound Fruit Jellies—		
12-oz. glass jars, 2 doz. in case, per doz.		1 00
2-lb. tins, 2 doz. in case, per lb.		1 80
7-lb. wood pails, 6 pails in crate, per lb.		0 07
30-lb. wood pails		0 07

## Jelly Powders

WHITE SWAN SPICES AND CEREALS, LTD		
White Swan, 15 flavors, 1 doz. in handsome counter carton, per doz.		90c.
List price.		
"Shirriff's" (all flavors), per doz		.....
Discounts on application.		

## Yeast

Ontario and Quebec Prices.  
Royal Yeast, 3 doz. 5 cent pkgs. .... \$1 10  
Gillett's Cream Yeast, 3 doz. in box. 1 15



# LASCELLES DE MERCADO & CO.

General Commission Merchants

KINGSTON.

JAMAICA

EXPORTERS OF

Sugar, Rum, Coffee, Cocoa, Pimento and all West Indian Produce



## NO MAGIC

just a harmless chemical action which absolutely dissolves every particle of grease, tar, paint or dirt. That's

# SNAP

the great hand cleaner, which will not hurt the most delicate skin.

What a chance of profit-making lies open to you in "Snap."

WHY NOT TRY A PARCEL?

Snap Co., Limited, Montreal, Que.

## WARNING!



### SODA-CRYSTALS (WASHING SODA)

Foreign Soda Crystals—and some of English manufacture—are being extensively offered for sale in this country which are grossly adulterated with Glauber-Salts (Sulphate of Soda), a cheap product which is not only entirely useless for washing purposes, but is even likely to injure the fabrics with which it comes in contact. The Adulterated Soda-Crystals, although nominally lower in price than BRUNNER MOND'S PURE SODA CRYSTALS, are in reality much dearer owing to the large quantity of useless and injurious matter which they contain.

BRUNNER, MOND & CO., LIMITED  
WINN & HOLLAND, Agents  
MONTREAL

### FREQUENCY OF SAILINGS

Every week for a Pickford and Black steamer leaves Halifax for Bermuda, The British West Indies and Honduras, and is away thirty-eight days. A delightful voyage for moderate cost. Write us.

PICKFORD & BLACK

HALIFAX

### OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery, Gd. and ss. Cutlery.

WELLINGTON

### KNIFE POLISH

JOHN BARRY & SONS, Limited

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

Wellington Works, London, England

### Queen City Water White Oil

GIVES PERFECT LIGHT

The most economical high-grade oil ever sold in Canada.

FOR SALE EVERYWHERE





**"COME BACK" OR "CALL AGAIN"**

*Which do YOU prefer?*

This, Brother Grocer, is *true*—  
That there's only *Dissatisfaction, Trouble, Discouragement*, in the flour that *comes back to kick*.

The flour that's made *cheap* to sell cheap.  
Because it doesn't *stay* sold.  
There's no *Permanency of Profit* in "near good" stuff.

You can't talk *Quality*, Brother Grocer.  
You can't win the *Cream of the Trade*, you see.

Your *only* argument is *Cheapness*.  
This is the *patronage* that is here to-day and gone to-morrow.

Consider the *Hope* that **FIVE ROSES** gives.

Consider the *Enthusiasm*, Brother Grocer.  
Without which there's no *glory* in the *Game of Selling*.

Get out of the *Cheap-John* class.  
Sell *Progressive Flour*.

Sell **FIVE ROSES**, Brother Grocer.  
Which pleases the *most particular* of housewives.

Delighting even *Mrs. Cranky Customer*.  
Having *Quality, Strength, Uniformity*.  
*Not Bleached—Not Blended*.

For *Bread and Pastry* likewise.  
Making good things that *delight*—that compel the "*call again*."

This flour *simplifies* your selling.  
Since each bag starts a *chain of sales*.  
And everything is *pleasant* between your customer and you.

When you sell **FIVE ROSES**.  
Packed in *seven* different sizes and packages to suit your *own* particular trade.  
In barrels or halves—the famous **FIVE ROSES** barrel, so sturdy and useful.

In bags of cotton or jute—7 lbs., 14, 24, 49 or 98 lbs.  
Sell this *successful* flour.

**LAKE OF THE WOODS MILLING COMPANY, LIMITED**

"The House of Character"

MONTREAL.

**Five Roses Flour**

Not Bleached



Not Blended