

THIS IS THE 1,286th ISSUE OF

CANADIAN GROCER

PUBLISHED WEEKLY BY
THE MACLEAN PUBLISHING COMPANY, LTD.

Vol. XXVI

PUBLICATION OFFICE: TORONTO, AUGUST 2, 1912

No. 31

CLARK'S PORK & BEANS

IN CHILI TOMATO SAUCE



THE BEANS OF EXCELLENCE
W. CLARK, MONTREAL

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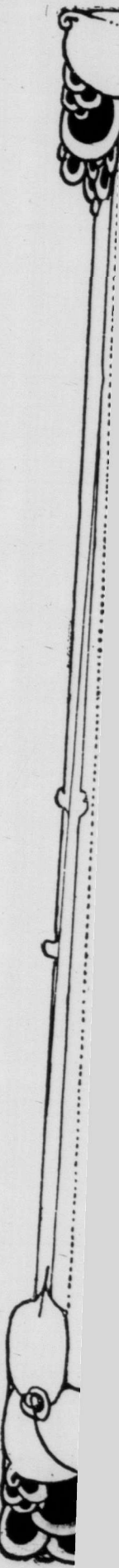
THIS SOAP

has a reputation for absolute purity and superior quality that makes it easy to sell. Little known brands take time to talk and make a sale, and the busy merchant has no time for either. He prefers the Soap that people buy without urging---and so he sticks to SURPRISE.

THE ST. CROIX SOAP MFG. CO.

Factory at **ST. STEPHEN, N.B.**

Branches: MONTREAL TORONTO WINNIPEG VANCOUVER WEST INDIES



Coco-Fruitine Made in France

For all cooking purposes where butter or pure lard is used, this is unequalled.

It is superior to Butter, Oil or Lard, owing to its extremely delicate taste and flavor.

It is peculiarly nourishing, being superior to any other similar product.

It is extremely easily digested and assimilated by the most sensitive stomachs.

In Tins of 1-lb., 2-lb., 11-lb., 25-lb. each.

Olsen & Kleppe Sardines

The English trade in Olsen & Kleppe's Sardines is enormous and grows steadily from year to year. The product has a national reputation for quality. The two special brands ("Albatross" and "Ambrosia") signify small and medium sized fish respectively—each the best of its kind.

Packed in Olive Oil whose purity can not be questioned. Selected with the skill and care that long experience dictates. Sardines that reach the top-notch of perfection.

**Packed
in Norway**

ARTHUR P. TIPPET & CO.

Montreal

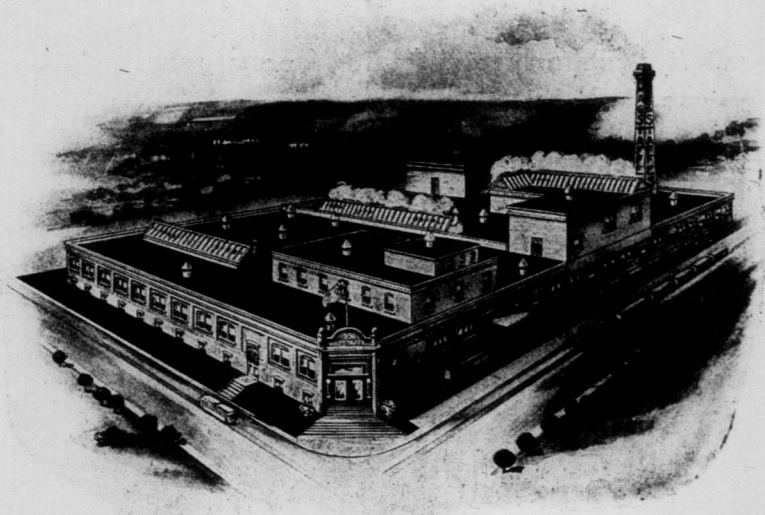
Agents

Toronto

THE CANADIAN GROCER

WAGSTAFFE'S

Fine Old English



FINEST FRUIT PRESERVING PLANT
IN CANADA

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

ALL READY FOR DELIVERY

WAGSTAFFE LIMITED

Pure Fruit Preservers

Hamilton

- - - -

Ontario

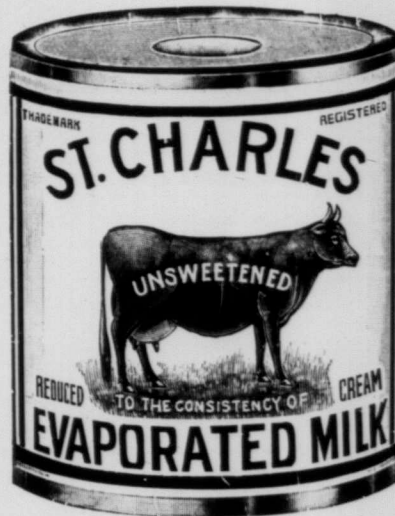
THE CANADIAN GROCER

A TRIO OF QUALITY

"Made in Canada"



The Original



Unsweetened

The Best that Science Can Produce

Just as commerce follows the flag so the best trade of your locality links itself to the foodstuffs that are pre-eminent in their field.

Eagle Brand Condensed Milk

Reindeer Brand Condensed Coffee St. Charles Evaporated Milk

This quality trio reflects the best there is in the manufacture of such goods. With them on your shelves good sales will result and a "good will" worked up among the best people.

Borden Milk Co., Limited

"Leaders of Quality"

MONTREAL

Branch Office:—No. 2 Arcade Building, VANCOUVER, B. C.



A Cooling, Thirst-Quenching Beverage

Your customers are looking for such a drink; can you supply their wants? You will be giving them the best if you recommend



Raspberry Vinegar

The fresh juice of the luscious raspberry is scientifically prepared by experts, and your customers are assured of a delicious summer drink when you pass out the E.D.S. brand.

Made only by

E. D. SMITH

WINONA :: ONT.

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

Cannot Be Made Purer

Can you conscientiously tell your customers this about the jam you are handling? Can you hold up a pot of your jam to a customer and stake your reputation on its quality?

You can do both with



Because

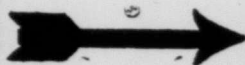
It Is the Jam Par Excellence

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

Alexander Cairns & Sons
PAISLEY, SCOTLAND

Canadian Agents: SNOWDON & EBBITT, Montreal, Que.

**WHITE
BEANS
\$3.00
BUSHEL**



**STILL
THE
SAME
PRICE**

Simcoe Baked Beans, Family Size, are still the same price as when beans cost only \$1.80 per bushel. White Beans have now increased to \$3.00 per bushel.

It is to every dealer's advantage to buy NOW. We bought beans in advance when prices were low, and are now offering to the dealer this exceptional opportunity. Will you take advantage?

Feature the Family size. "*A larger tin at a smaller price.*"

DOMINION CANNERS, LIMITED
HAMILTON, ONT.



**UP
GO
WHITE
BEANS**



PERRIN'S

5c. and 10c. Fancy Thin
Blue Packages
Only

Regular Lines put up in:

- 5c. Parchmentine
- 10c. Red Label
- 10c. Cartons
- 25c. Cardboard
- 30c. and 35c. Tins



DAIRY

CREAM

SODAS

D. S. Perrin & Co., Limited
LONDON CANADA

An Ideal and Healthy Food
Quality unsurpassed. Test the flavor and crispness

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REASONS WHY

“Melagama”

TEA AND COFFEE ARE DESIRABLE TO YOUR BUSINESS:—

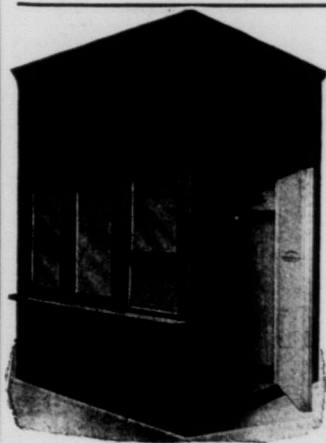
They are STANDARD BLENDS unequalled for QUALITY and FLAVOR, and never fail to give satisfaction wherever introduced. Every day we have striking evidence of their ever-increasing popularity, and if you, Mr. Reader, are one of the few that do not sell “MELAGAMA” for no other reason than that you are not asked for it—waive the point—order a supply and we guarantee the sale, and unprecedented success, if you introduce “MELAGAMA” when your customers ask for Tea or Coffee.

MINTO BROS. 45 Front St. E. **Toronto**

Eureka Canada's Sanitary Refrigerator

THE GREATEST

Dry air circulating Refrigerator of the age.



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

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

Made all sizes and prices for every purpose.

WRITE FOR CATALOGUE AND PRICES

Eureka Refrigerator Co., Ltd. 54 NOBLE STREET TORONTO

Montreal Representative

JAMES RUTLEDGE Telephone St. Louis 3076

Distributing Agents, WALTER WOODS & CO., Winnipeg

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

Macaroni Vermicelli Swallow Brand

Have you ever considered that Canadian-made Macaroni is just as good as many lines of imported? If not, you should satisfy yourself on the point and ask your wholesaler about

SWALLOW BRAND
THE HEIGHT OF PERFECTION

The C. H. Catelli Company, Ltd.
MONTREAL, CANADA

The Most Profitable Stock

for the average grocer is the stock the public asks for. By our large advertising campaign we are telling millions of people in Canada why they should ask for Chase & Sanborn's High Grade Coffees.

CHASE & SANBORN
COFFEES
MONTREAL



Litster Goods

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

Litster Pure Food Co.,
Limited
TORONTO



NEXT—"Show the Goods"

Display the Dominion Matches—place them where they suggest purchase. Goods well displayed suggest "buy" to the buyer.

THE DOMINION MATCH

through its all-round qualities is a popular staple. Every match is made of good quality wood, with a head that lights silently every time without sputtering. The demand will be steady and your profit good.

DOMINION MATCH CO., LIMITED
DESERONTO, ONTARIO

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

THE NEW ENGLISH
BISCUIT IS BEING !
SOLD IN MILLIONS !

CARR'S

“SHORTCAKE”



32
PIECES TO
THE POUND

HAS INCREASED THE BISCUIT SALES OF THE TRADE BY AT LEAST 50%
WHY NOT LET IT INCREASE YOURS ?

WIRE, PHONE OR WRITE THE AGENTS BELOW :

SIMPLY
DELICIOUS !

W. H. DUNN, Montreal and Toronto.
HAMLIN & BRERETON, Calgary, Winnipeg,
Vancouver.
T. A. MACNAB & CO., St. John's, Nfld.

BY ROYAL



APPOINTMENT

CARR & CO., LTD.

CARLISLE, ENG.

TETLEY'S



has no rival. It is in a class by itself. There is always one by which the rest are measured. In the tea market that one has always been, and is to-day, **TETLEY'S**. Ask the particular buyer of good tea, and the answer is invariably **TETLEY'S**.

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

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

Beware of imitations.


JOSEPH TETLEY & CO., LIMITED

110 JAMES STREET - WINNIPEG, MAN.



Sanitary Cans

"The Can of Quality"

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

Sanitary Can Co., Ltd.,

NIAGARA FALLS, ONT.

IN a perfect timepiece the pendulum swings with consistent regularity. In the same manner, perfect standard blends maintain their uniformity year in and year out. You do not get thin flavory teas one week, and thick, rich teas the next. **But the same always. SUCH BLENDS ARE OURS!**

The PENDULUM clearly shows you WHERE YOUR INTEREST LIES.

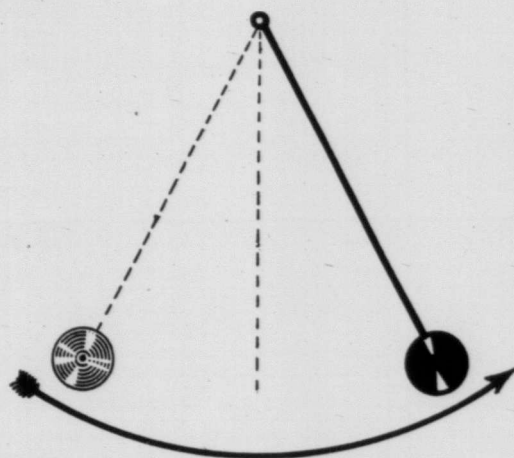
STATIONARY

PACKET TEAS

Handled by stores of all kinds—consequently

Small Business.

DISSATISFACTION.



PROGRESSIVE

**RELIABLE
STANDARD BLENDS**

Handled by Grocers and Tea Dealers only.

Increased Business.

SATISFACTION.

UNLESS A GROCER is a keen judge of Tea and capable of making his own Blends—keeping them uniform under all conditions—it is most unwise to buy straight Teas.

Compare any of our Standard Blends with any straight Teas offered you at or near the price. **Providing you will do this, your order is ours!** And what you buy to-day, you can buy 6 months hence—**same liquor—same leaf—same price**, and your customers can depend upon their supply **to your certain advantage.**

Buy a Package of one or all of these Blends. Freight paid to any point in Ontario on 100 lbs. and over.

- | | | | | | |
|---|------------------------|---|------------------------|---|------------------------|
| 2 | Black or Mixed at 19c. | 3 | Black or Mixed at 22c. | 5 | Black or Mixed at 27c. |
| B | Green at 19c. | C | Green at 22c. | D | Green at 27c. |

EBY-BLAIN, LIMITED

TEA Blenders To The TRADE

TORONTO

Kops & Kops Ale Stout

(Non-Alcoholic)

Ideal Summer Beverages

Scientifically brewed from the finest Kentish Hops, retaining the healthful, bitter principle derived from Hops only. They are, nevertheless, non-alcoholic and non-intoxicating.

There are no more wholesome, salutary, palatable beverages than these.

Possess distinct tonic and stimulating properties.

If you did not try them last Summer, we should like to make arrangements to supply a sample lot.

THE BEST FOR YOUR TRADE

CANADIAN AGENTS:—Hudson's Bay Co., Vancouver, B.C.; W. L. Mackenzie & Co., 306 Ross Ave., Winnipeg; Kenneth H. Munro, Coristine Bldg., Montreal; W. L. Mackenzie & Co., 606a Center St., Calgary; Royal Stores Ltd., St. John's, Nfld.

KOPS BREWERIES, London, S.W., England



The Pinnacle of Good Value



Is pure and hard and will do more work to the bar than any other make. Its purity allows it to be used in the washing of the most delicate fabrics without harming them.

It is the kind of soap that makes your customers think yours is the only store for good value. Stock Wonderful Soap and be a successful merchant through the big trade it brings.

WRITE FOR PRICES.

The Guelph Soap Company
GUELPH - - - ONTARIO



His Influence Counts

Give him a table salt that is always dry and fine—one that leaves the shaker evenly and without urging.

WINDSOR TABLE SALT

makes a firm friend of every man, because it is dry and fine, never cakes or clogs in the shaker, and it flavors food as it should be flavored—with not a trace of bitterness.

THE CANADIAN SALT CO.,
WINDSOR, LIMITED ONTARIO.

REPEAT ORDERS

One of the great advantages to a grocer in featuring

Redpath

Extra Granulated **SUGAR**

In 2 and 5 Pound Sealed Cartons

is the steady trade which it helps him to build up with the most desirable customers.

They need sugar so often, that when they find you always send them Canada's best sugar, in its absolute purity, protected by the sealed cartons, they will form the habit of giving you frequent orders, which will by no means be limited to sugar.

Just now, while the preserving season increases their need of sugar, is the time to establish a reputation for the best by pushing REDPATH Extra Granulated.

The Canada Sugar Refining Co.
MONTREAL LIMITED



THE NAME "FAIRBANK" MEANS SOAP SURETY



SUNNY MONDAY

SUNNY MONDAY LAUNDRY SOAP has to be the best laundry soap a woman can buy, because the force of Fairbank advertising pushes it into homes where either hard water, soft water, cold water or hot water may be used for washing, and it works as well with one as another.

Grocers sell it everywhere because they find it gives their customers most satisfaction, and that means brings the grocers most sales.

SUNNY MONDAY is a white soap, containing a quick dirt-starter that saves time and clothes.

SOLD TO RETAIL AT 5c.

"Sunny Monday Bubbles Will Wash Away Your Troubles"

THE N. K. FAIRBANK COMPANY, MONTREAL

DRIED FRUIT OF QUALITY

This Mark



**on every Box
Insures the Best**

Place Order Now for
Fall Delivery

All First-class Jobbers Handle

WHITE SWAN

YEAST CAKES

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

ORDER FROM
YOUR WHOLESALER

White Swan Spices & Cereals,
LIMITED

Sole Distributors - TORONTO

One Factor in COLES' Success

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

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

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

Shall we send you catalogue?



COLES MFG. CO., Philadelphia, Pa.

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

2 — — **2**

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

THE F. F. DALLEY CO.
LIMITED

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



Brand's Rolled Ox Tongues

Have attained their present wide sale because of their unsurpassed quality.

Only the finest tongues are used and the greatest care is exercised in every part of the process of preserving and packing them attractively in glass jars. They are splendid window and counter stock, their inviting appearance leading to steady sales.

Brand & Co., Limited

Purveyors to H.M. the Late King Edward VII.

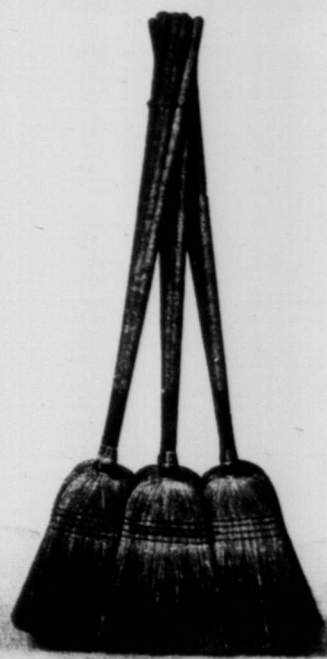
MAYFAIR, - LONDON, ENG.

NEWTON A. HILL, 25 Front St. East, TORONTO
H. HUBBARD, 27 Common St., MONTREAL.
McLEOD & CLARKSON, VANCOUVER.

RETAIL GROCER

When travelers resume operations after their holidays, they will be anxious for business, and will be carrying samples of leaders. Ask them to show you a sample of

"The Parker Broom"



Polished yellow handles

Finest quality broom-corn

Best workmanship

Quicker sellers

and more satisfaction all around than any other broom. Fully guaranteed by

The Parker Broom Co.
692 Wellington Street, OTTAWA, ONTARIO

Sartan
BRAND
THE SIGN OF PURITY

During Travelers' Holidays

We give special prices
on all

Mail, Telephone and Telegraph Orders

All orders shipped the same day received

Use our unexcelled phone service at our expense. PHONES 3595, 3596, 3597, 3598, 462, 748

BALFOUR, SMYE & CO., IMPORTERS, PACKERS, WHOLESALE GROCERS, HAMILTON



Have No Hesitation

in recommending to your best customer

'Bluenose' Butter

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

SOLE PACKERS

SMITH & PROCTOR, - HALIFAX, N.S.

**SMITH
AND
PROCTOR**

SOLE PACKERS

Halifax, - N.S.

MR. GROCER!

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

**"WALKER"
Refrigerator Counter**

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

IT combines perfect sanitation with economical refrigeration, and so temptingly displays your goods that customers will crowd around this counter to buy.

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

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

Write for Illustrated Catalogue and Estimates.

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

REPRESENTATIVES,—

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

Berlin, Ontario



CLUB HOUSE

QUEEN OLIVES

**ARE EXTRA SELECT
STOCK.**

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

**Gorman, Eckert & Co.
LIMITED**

London, Ont.

Winnipeg, Man.



Don't Run Chances

of spoiling good fruit with poor sugar, give your customers

St. Lawrence

Granulated

and give them the best.

LASCELLES DE MERCADO & CO.

General Commission Merchants

KINGSTON,

JAMAICA

EXPORTERS OF

Sugar, Rum, Coffee, Cocoa, Pimento and all West Indian Produce

Flies Are Thickest Right Now



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

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

SALT Rice's Table Salt is ALWAYS PURE

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

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

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

EVERY LITTLE HELPS

There is always a demand for stove polish. The best stove polish that has been giving complete satisfaction for over 60 years is

JAMES DOME BLACK LEAD

PAYS GOOD PROFIT,

DOES GOOD WORK.

W. G. A. LAMBE & CO.

TORONTO

CANADIAN AGENTS

NEW CROP JAPAN TEAS

(ON THE SPOT)

FURUYA & NISHIMURA

NEW YORK

CHICAGO

MONTREAL

JAPAN

Sales
Aplenty
These
Days



It is almost beyond human power to keep milk of the dairy in a perfectly fresh state for a day—that is why LAURENTIA MILK is exceedingly popular just now.

Absolutely fresh milk is put through the process of homogenization, which thoroughly mixes the cream and milk so that it can never be separated again and the cream will not rise to the surface. Then the milk is sterilized in air-tight bottles, rendering it free from all bacteria and germ life. Laurentia Milk and Cream is a boon to the invalid and the greatest weapon against infantile mortality.

LAURENTIA MILK CO., Limited
371 Queen Street West, Toronto, Ont.

Candied and Drained PEELS

The kind that keeps its rich, juicy flavor after cooking.

We make one quality only—
THE VERY BEST.

Samples and prices from

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

John Gray & Co., Ltd.
Glasgow

SOMETHING NEW—MR. GROCER!



You can sell large quantities of "KOFFIO" to Boarding Houses, Hotels, Restaurants, etc., at a big profit.

YOU know the present high price of Coffee has started thousands of people—some of them your customers—to using Coffee substitutes. Why should you be forced to sell only package goods of this kind at a small profit when you can just as well buy "KOFFIO"—the new RIVAL of Coffee—in bulk (140-lb. sacks) which you can easily sell at only 10c. per pound and

MAKE OVER 100% PROFIT

"KOFFIO"
is GUARANTEED never
to spoil.

Get in line on this new deal. First customers are wiring in re-orders. Write for prices and full information to MASON & HICKEY, Winnipeg, Western Canadian Agents, or P. S. DOYLE & CO., Montreal, Eastern Canadian Representatives.

Buy a better Laundry Blue.

Playing a great part at the tail end of the wash, every Blue has to satisfy the searching eye of the critical woman, which means every woman. If it does not satisfy—if in purity, strength, and colour it fails under the microscope of experience—somebody at the counter is going to face a "breeze." "OCEAN" Blue signifies not strength alone, or brilliant colour only, or purity, but all three—as much of them as can be packed into the best 5 cent packets sold. And they never vary, or somebody would have said so.

OCEAN BLUE

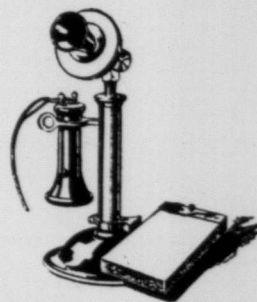
Squares in 5 cent. packets.

Bags in 5 cent. cartons.

*Cheap enough for the million.
Good enough for the millionaire.*

**HARGREAVES BROS. & CO., LTD., HULL,
England.**

Agents for Ontario:
**F. E. ROBSON & Co., 25 Front Street East,
TORONTO.**



Hello! Hello!

Why everyone seems to be ordering "CLUB" HEALTH SALTS this weather!

Yes, Mr. Grocer

"Club" Health Salts

are in great demand just now and you should stock them.

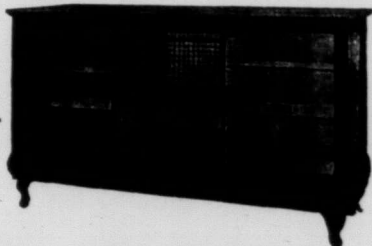
**GOOD, SALINE, EFFERVESCING BEVERAGE
HANDY PACKAGE IN THE PICNIC HAMPER**

BIG PROFITS AND GOOD VALUE.

10 CENTS RETAIL

S. H. Ewing & Sons

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



THE MAXIMUM OF SELLING EFFICIENCY

is within the reach of every practical merchant who carefully studies the particular requirements of his trade.

Silent Salesman Arctic Refrigerator

provides every modern facility for attractive display of perishable stock, and at the same time refrigerates and keeps in perfect condition all such stock it contains, giving the maximum amount of cold dry air for a minimum of ice.

Send for 1912 Catalogue.

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

**John Hillock & Co., Limited
TORONTO, ONT.**

SWEETHEART BRAND BAKING POWDER

OUR SPECIALTY



Trade Mark

of Quality

The experience of years in making, choice materials and perfect cleanliness in packing, ensure our Baking Powder a success.

OUR MOTTO—QUALITY

IXL. Spice and Coffee Mills,

Limited

LONDON

ONTARIO

Manufacturers' Agents and Brokers' Directory

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

WESTERN PROVINCES.

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

WHOLESALE GROCERY
BROKERS, COMMISSION MERCHANTS and MANUFACTURERS' AGENTS

OFFICES:-
Winnipeg, Regina, Calgary, and Edmonton

WATSON & TRUESDALE

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

H. G. SPURGEON
WINNIPEG

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

The J. J. TOMLINSON CO.
WINNIPEG

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

FRANK H. WILEY

MANUFACTURERS' AGENT
and
IMPORTER
757 Henry Ave., WINNIPEG

The TURNBULL Company

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

WESTERN DISTRIBUTORS LIMITED

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

WESTERN PROVINCES—Continued.

G. C. WARREN

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

DISTRIBUTORS, LIMITED

P. O. Drawer 99
EDMONTON, ALBERTA.
Manufacturers' Agents, Commission Merchants, Warehousemen.
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Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references.
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Manufacturers' Agents and Brokers' Directory

(Continued.)

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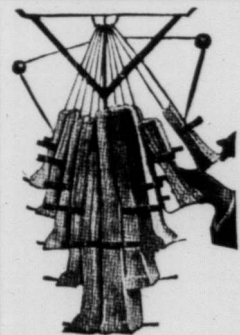
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Common Sense
KILLS { Roaches and Bed-Bugs
Rats and Mice

All Dealers and 381 Queen St. W., Toronto, Ont.

Dealers find Common Sense a very good seller, for the reason that it gives general satisfaction and each customer tells others about same. Write for prices.



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

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

The Brown Mfg. Co.
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Keep in mind the dominant fact that mankind from its first appearance on the earth has been schooled by nature to look for signs; for invitations to taste; for suggestions as to what to wear. Tell your story briefly, forcibly, truthfully, and address it through the proper media and you can successfully apply advertising as a means to increased distribution.

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Correspondence solicited with brokers or manufacturers looking for a reliable representative. Can furnish best of references.

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

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

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

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

Name.....
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ANCHOR BRAND FLOUR

"The Flour" that meets every expectation of the housewife.

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Oak Lake, Man. 15



IT WILL PAY YOU

to watch our Condensed Ad. columns. There are many money-making positions there. You may find just what you want.

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Your Tobacco Department
is not complete if you have not a supply of our
PURE CANADIAN LEAF
Our prices are attractive. What about pipes? We have a large assortment.
J. A. FORREST
189 Amherst St., MONTREAL.

VOL-PEEK Cement
Here's 100 per cent. profit for you. Mends holes in pots and pans in two minutes. No tools needed.
As a Seller is O.K.
Put up in attractive counter cases. Don't make any mistake, but write
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Let Us Make Your Store Fixtures
We have fitted up some of the most elaborately finished stores in Canada. Why not yours? Our quotations are attractive and all orders are filled in specified time. No disappointments. Write when in need.
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How is your stock? Don't forget to give us a call when you begin to get short.
Firmness and Durability
Two of the qualities entering into our goods which make them in strong demand by the trade. Write
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TURKISH DELIGHT!
TURKISH DELIGHT!
"Sultana" Brand.
The real stuff. Absolutely delicious. Big profit and steady demand when introduced. Packed attractively. Agents write:
ORIENTAL PRODUCE CO., Montreal.

RIGA WATER
is the water par excellence for the family. Regulates the system and makes one feel good during the warm weather. There is profit in Riga Water for you. Agents write:
THE RIGA WATER CO., MONTREAL.

GRAMOPHONE RECORDS, 10c.
Are you tired of yours? Then let me exchange them. Send 10 Records and \$1.00 and I will forward 10 different ones of same value.
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OLYMPIA AND BEN BEY CIGARS
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High-class Biscuits and Confectionery
Big range to choose from. Only the highest goods made. Prompt attention given all orders.
See Our Travellers.
THE AETNA BISCUIT CO., LTD., MONTREAL.

Make Money at the Roach's Expense
AUTO ROACH KILLER
is recognized by those who have tried it as a sure death to Cock Roaches, Bed Bugs, etc., etc. Has been put to the severest tests, and has won out. Auto Roach Pays Big Profits. Write for particulars.
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We have a reputation for high-class goods at reasonable prices. You can have the same if you make up your mind to stock our lines. Write for particulars.
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TROUBLED WITH RATS
Then try "Exo." The surest exterminator manufactured. No store or home should be without it. Dogs or cats won't touch it, but
Rats Eat it Greedily.
No odor. That's the beauty of it.
EXTERMINO CHEMICAL CO.,
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Favorite Stove Polish
This polishes, shines, and leaves a lasting polish. What the housewife wants. We guarantee the goods.
"Coon" Shoe Polish is another of our specialties. Write:
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Lanoraie P.Q.

Sanola Disinfecting Fluid.
Domophone, a perfect cleanser.
Insecticide Fluid, the modern bug killer.
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Don't overlook these lines. Write to-day.
MONTREAL GERMICIDE,
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SAVOL
cannot be beaten as a handcleaner, of that we are certain.
Pure and Pleasant to use.
Made from pure castile soap. No hard or rough feeling on the hands after using. You should get a sample. Write:
SAVOL HAND CLEANER CO.,
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CLAY PIPES
THE BEST IN THE WORLD
D. McDougall & Co., Ltd., GLASGOW, SCOTLAND

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

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

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BIG PROFIT
Your customers like to try something new once in a while. Why not introduce some of our leading lines and secure good business.
Cook's Pride Baking Powder, Chinese Liquid Blue, Sister's Starch
WRITE
H. F. PACAUD & CO., MONTREAL.

A STEEL SECTIONAL BAKE OVEN
will bake your own goods and increase your GENERAL TRADE. You can have the best goods and obtain all the profit. No expressage or delivery charges for Bread, Rolls, etc. You can do what others are doing. Write for our Complete Catalogue.
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THE VERY FINEST CEYLON TEA

IS USED TO UPHOLD THE UNEXCELLED REPUTATION ENJOYED BY



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

Remember the sale is guaranteed.

Toronto

THE SALADA TEA COMPANY

Montreal

IT WILL PAY YOU TO LOOK UP YOUR STOCK OF

RICE

You have no doubt heard of the recent advances in the Montreal milled Rices. The markets all over the world are short and every indication points to considerably higher prices.

OUR STOCKS ARE COMPLETE
OUR VALUES ARE THE BEST OFFERED TO-DAY

Moral---Place your order with US to-day

SAMPLES AND QUOTATIONS GLADLY SENT TO THOSE INTERESTED

EBY-BLAIN, LIMITED

Wholesale Grocers

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Robinson's Patent Groats

Made from the finest
oats, scientifically
prepared.



Robinson's Patent Barley

Made from the finest
Barley. Will bring
you the best class
of trade.

MAGOR, SON & COMPANY

403 St. Paul St., Montreal

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To Your Family Trade You Can Offer No Better

Pure Food Product Than

Benson's Prepared Corn

¶ The purest and finest Corn Starch obtainable. The busy Housewife knows that with Benson's she can quickly prepare delicious and nourishing Summer dishes—rich custards, blanc mange, ice

cream, etc.—that will appeal to every member of the family.

¶ She knows that children, elderly people and convalescents thrive on Benson's.

¶ She wants Benson's because no other Corn Starch will do.

Display Benson's on your counter and shelves—Sales will quickly follow
YOUR ORDER WILL RECEIVE IMMEDIATE ATTENTION.

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

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Interior view of a retail grocery store located at Athabasca Landing, Alberta. Until recently, goods had to be shipped there by wagon from Edmonton, a distance of a hundred miles.

A Fine Retail Store in the Far North

Located in Alberta a Hundred Miles Beyond Edmonton—Only Recently That It Received Railway Communication—Sells Goods Within The Arctic Circle—Number of Modern Fixtures and Splendid Shelf Arrangement.

Looking at the photograph of the above grocery store, one would scarcely think of hazarding the guess that it is located 100 miles north of Edmonton Alta., or 500 miles nearer the north pole than the international boundary between Canada and the United States.

But such is the case. It represents the grocery department of the Athabasca Grain and Produce Co., of Athabasca Landing. Athabasca Landing is located on the Athabasca river, and while not very large just now, is destined to become an important centre in the near future. Probably the present population would number around 500 or 600 souls.

Wagon Route From Edmonton.

The appearance of this store interior is also the more commendable inasmuch as the stock and fixtures, until recently, had to be transported from Edmonton by wagon route, a distance as above mentioned of a hundred miles. Within the past three months, however, that territory has been invaded by the Canadian Northern Railway, which runs up to Athabasca Landing, and which may like-

ly branch out into the famous Peace River district.

In Business Two Years.

It was at the Landing that the Athabasca Grain and Produce Co. began business about two years ago. Since that time emigration into that district has increased rapidly and the company now tranship goods by water and wagon route to three hundred miles north of their headquarters.

With the co-operation of this firm the goods of many eastern manufacturers are being sold within the Arctic Circle in Central Western Canada.

Feature Confectionery.

A look at the illustration will show among the fixtures a computing scale, a large silent salesman, quarter-cut oak counter, metal ceiling and a neat soap display rack against the pillar. The silent salesman is given up to confectionery and biscuit illustrating the importance placed by this northern firm on the value of stocking and displaying this line effectively.

A glance at the shelving shows neatness and cleanliness. In fact the ar-

range of goods on the shelves is much superior to that in many stores in modern eastern towns and cities. Yet here is a store away up in the centre of Alberta, five hundred miles north of the 49 parallel of north latitude with a modern big city appearance. It illustrates the progressive spirit of Western enterprise.

Retailer as Path-Finder.

Such stores as these in new districts exemplify strongly the importance of the retailer in building up communities. Take the retail stores away from Athabasca Landing and a considerable quantity of its vitality is gone. The retail merchant is certainly the pioneer in the opening up of a new country, and he is an absolute necessity in its progress. Up-to-date stores are required to keep out mail-order competition. People will begin to send away for goods which they want and cannot get at home. It remains for the retailer to prevent this occurring in the first place. If he can do this he spares himself a good deal of energy later on attempting to "cure the disease."

The Retailer is Not the Beneficiary

Farm Products Have Advanced to Consumer in Recent Years, But Merchants Have Lost Rather Than Gained—Intimation of a Farm Paper, Which Evidently Has Not Studied Question—How Rentals, Wages and Cost of Business Have Gone Up.

That the "middlemen" are getting a greater percentage of the increase in the cost to the consumer of farm food products, is the contention of a farm journal, which evidently has not given more than a superficial study to the problem. In a recent editorial, *Canadian Farm*, the paper in question, made the following statement:—

But, all said and done, it cannot be shown that even at present high prices for food products in our towns and cities, the farmer is getting any more than he is justly entitled to. While prices to the consumer may have advanced 40 to 50 per cent., as compared with a few years back, the price the farmer gets, averaging all things up, has not advanced more than 20 to 25 per cent. Who, then, gets this increased price? Many of our correspondents say it is the middlemen, the men who buy from the farmer, and who handle and care for the product until it reaches the consumer. While the cost of handling all kinds of produce has materially increased in recent years, we do not think this extra cost is sufficient to account for the difference between the increased price the farmer gets as compared with a few years ago, and the increase in cost to the consumer. In other words, the middlemen are getting more than they are entitled to of the increase in the cost of food products in recent years.

Does Not Get Down to Facts.

It will be noted that *Canadian Farm* does not show, in facts and figures, that farmers are not getting their share of the increase in cost of farm goods to the consumer. Nor does it prove that the "middlemen"—that vague term so often used nowadays by newspapers—are getting more than they are entitled to. If the "middleman" means the retail dealer—and the retail dealer is the man who sells to the consumer—it will require some figuring to prove he is getting more than his share of the increase in prices referred to.

Gross Margin Usually Fixed.

In the case of such articles as butter, eggs, bacon, etc., it must first be remembered that a retail dealer can, in majority of cases, only secure a certain margin per pound or dozen, as the case may be, no matter how much he has to pay for the goods.

For instance, if eggs cost him 22 cents per dozen, he sells them at an advance of 3 or 4 cents. If at 26c he makes a gross profit of 4 cents, or about 15½ per cent. But if eggs cost him 26 cents he cannot sell them for more than 30—a margin of 4 cents—reducing his gross profit to 13 1-3 per cent. If cost is 30 cents and selling price 34, the gross profit is further reduced to less than 12 per cent.

The same applies to butter, lard, bacon and other farm products used every day in the home.

A Comparison of Prices.

The following comparison shows what the retail dealer has had to pay on August 1, Toronto market basis, for produce and provisions during the past 6 years:—

	1907.	1908.	1909.	1910.	1911.	1912.
Butter, creamery prints ..	22 —23	24 —25	23 —24	23 —24	24—25	27 —29
Bacon, breakfast	15½—16	14½—15	16 —17	20	16—18	17 —18
Cheese, large, new	11¾	12¾—13	12¾—12½	14	13	14 —14½
Eggs, doz., new laid	18	24	22	21 —22	18—20	24 —26
Lard, tierces, pure	12½	12	14¼	14¾	10—10¼	13½

It will be observed from this table that the retail grocer is now paying from 5 to 6 cents more for butter than in 1907; he is paying from 1½ to 2 cents more for breakfast bacon; almost 3 cents more for cheese; 6 to 8 cents more for new laid eggs, and a cent more for lard.

Gross Profit Percentage Declines.

When a retailer sold butter in August, 1907, at 27 cents, which cost him 23, he was making a gross margin of 4 cents, or about 15 per cent. gross profit. For how much must he sell butter now which costs him 29 cents, to make the same profit? The answer is 100-85 of 29, or 34 cents and a fraction. But the dealer cannot get that price; neither can he sell as much butter. When butter advances there is too much competition for him to increase his price to maintain a certain percentage of gross profit—and he loses.

Increase in Rentals and Wages.

Look at it from another angle. In 1907 best butter was 23 cents. To-day it is 29. This represents an increase of about 26 per cent. It has already been shown that, as far as the retailer is concerned, he has lost rather than remained even, not to speak of gaining on the increase in prices of farm products.

Let us ask the farm paper these questions: (1) Does the retailer pay more

rent now than he did in 1907 or 1908? If so, how much.

(2) Have wages to employes increased or decreased, and how much?

(3) Has general cost of living to him and his family changed?

(4) Is expense of handling farm products more or less, and how much?

Advances in New Brunswick.

During the past couple of weeks The Grocer got in touch with representative dealers in different parts of the country and obtained the following information:

In St. John, N. B., rentals in last three or four years have increased 25 per cent. Increase in wages has been 40 per cent. The cost of living to the merchant has gone up 30 per cent., and expense in handling farm products had advanced 40 per cent.

In the city of Quebec rents are higher by 25, 35, and in some cases 50 per cent. Wages have gone up about 50 per cent., the cost of living 25 per cent., and expense in handling farm products 25 per cent.

Difficult to Raise Margin.

The experience of a dealer on the main street in Peterborough is that rents have increased a third, wages the same, and the cost of living has doubled.

"When butter was purchased for 16 an 17 cents a few years ago," states this dealer, "it would sell for 20; now if we pay 22 cents, we can only sell it for 25. In the past spring we paid 30 cents, and sold it for 33; 33 for 36, and 35 for 38."

This shows a decline in profits as follows:—15, 12, 9, 8½ and 7¾ per cent.

"When eggs were 10 cents, we sold them for 13; now we pay 20 and sell for 23, and in the winter when they are high, we often do not get the 3 cent margin. "A few years ago we would buy potatoes for 40 and 50 cents, and sell them from 60 to 70c per bag. This spring they cost us \$1.80 to \$1.90, and we had to sell them at \$2.00. Everything else is on the same line. We believe profits on farm products are almost half as much as some years ago—while our outlay is double our margin of profits remains the same."

A Chatham, Ont., retailer claims rents are up 25 per cent., wages nearly 50 per

cent., and that generally has in recent years the others have

In the business Ont., according have advanced to 100 per cent. tions this dealing to the merchant 25 to 40 per cent. What has been facts, not merely Farm is in error

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cent., and that cost of doing business generally has increased quite 25 per cent. in recent years, thus bearing out what the others have claimed.

In the business centre of Hamilton, Ont., according to a large dealer, rents have advanced in recent years from 50 to 100 per cent. Under present conditions this dealer claims the cost of living to the merchant has gone up from 25 to 40 per cent.

What has been presented above are facts, not mere statements. Canadian Farm is in error if it means to insinuate

that the retail grocer selling farm products to the consumer is getting the big end of the deal. Competition is too keen for that.

What surprises one most who studies the question, is the insinuating remarks made by many of our Canadian daily newspapers against the retailer. Under the slightest provocation they will accuse the retailer with charging extortionate profits, whereas the retailer is not fair to himself in not marking up his goods in comparison to the increase in his expense of doing business.

Montreal Grocers Enjoy Splendid Outing

Valleyfield Was the Rendezvous This Year—Were Royally Entertained There—Sprinting Events Keenly Contested—The Banquet Proved a Popular Part of the Proceedings — Side-lights on the Day.

Staff Correspondence.

Montreal, Aug. 1. — Jupiter Pluvius seems to have some regard for the Montreal grocers and their clerks, as he has seldom marred any of their outtrips. At Valleyfield on Wednesday of last week no better weather could have been desired, not too warm but pleasantly cool.

There was quite a welcome awaiting the excursionists at their destination as the grocers of Valleyfield as a whole decided to join them and also cast away business care for one day at least. "Comment ea va? Comment ea va," was the order of things when the train pulled in, and we are safe in saying that the "au revoir" when time for departure had arrived was sincere in every way.

Some Good Racing.

As is customary at picnics, the sports were the chief attraction, and it was quite evident that some of the trade were in pretty good training. It is probable that Canada would have been more successful at the Olympic festival just terminated at Stockholm, if she had sent a few of the R.G.A. members to figure in the Pentathlon.

For example, J. A. Phaneuf in the committee race broke a record for the 150 yards, but the onlookers generally agreed that if A. Laniel could boast of a couple more feet of stature that the verdict would have been a dead heat. However, let us not detract from the glory of the big J.A.P.

The travelers' race was won by E. Daoust (French for dust), the second man P. Langlois (this is not the French translation of Longboat), being considerably hampered in the gallop by the dust raised by the winner who cantered home with a good margin in his favor.

While these two races were being run off the "fat men" were receiving a

good rubbing down from their trainers, and the special attention given H. Longtin, who amongst eleven others could boast of more than 200 pounds avoirdupois, enabled him to secure the verdict. The 150 yards was covered in quick funeral time, the winner receiving a set of military brushes for his exertion. We would again state that neither is Longtin the French rendering of Longboat.

J. A. Phaneuf was up against talent in his second encounter, having to contend with sprinters of the J. B. Therien and J. O. Malot type, but his long legs enabled him to reach home once more; the water pitcher he won being generally conceded to be a good container for Barbadoes molasses.

The ladies' race as usual, was a nerve breaker (for the handicappers) it being particularly hard to get the frisky entrants to toe the line. When the barrier did go up it was plainly evident that Mrs. E. Jones would be the winner, as she got off to a good start, and in spite of the weight she was carrying was not troubled by Mesdames O. Fournier and E. Daoust who were judged second and third respectively.

The dancing contest wound up the list, the fairy stepping of Miss E. Bourdoin tickling the judges' fancy, while Miss E. Lapointe was also favorably considered and placed second.

The Banquet.

Here was the surprise of the day. The authorities of the Golden Lion Brewery which has not long been in operation, furnished as fine a dinner as one could desire and certainly gave the Montrealers reason to be pleased with their decision to go to Valleyfield. J. D. Boileau presided and after making the usual

"speechless" excuse—he hadn't tasted as yet Golden Lion brew—G. A. Archambault, president of the R.G.A., said a few words and allowed Mr. Herbert, president of the brewery, to address the gathering. Thanks were extended to the Golden Lion authorities for their hospitality prior to the grande finale.

Grocerlets.

When somebody tried to warble Gound's "Where would you go," a Caruso on the platform chimed forth with "Come back to Valleyfield."

Where was Armand Chaput? He's a busy man just now but he must have thought thus, with Tennyson auring the day:

Work- work- work!
In my office, can't you see
And I would that my tongue could
utter

The thoughts that arise in me.
However, Geo. Duclous was there as his understudy.

Wholesalers are pretty busy these days as friend Demers of Linden Herbert & Co., Ltd., explained. It was thought that the "Gazelle" would be a sure winner in the hundred yards but this "fleety one" did not start.

J. Ethier smiled nicely for the tin plate artist. Nice tune that — "Thy sweet face haunts me still."

J. D. Boileau's special contest was a teaser. Oh! you girls! Here it is: Box of flowers held by Monsieur Boileau one only of a number having a string on the stem. The fair lady picking out the special flower received a special prize. Secretary Beaudry was quite useful in this event as a number of the ladies were inclined to resort to suffragette methods but Monsieur Beaudry kept them at Bay.

Perhaps there would have been a bigger attendance if the Valleyfield horse race meeting had not been postponed. Some few piastres were brought home from King Edward park last year. You remember who picked the winning ponies. Mum's the word.

Who was it suggested a trip through the Golden Lion Brewery? Now, thirsty one! Don't you remember these words, "Lead us not into temptation."

Megaphonic Lussier was an absentee. Perhaps his lungs have given out. J. A. Phaneuf did the bellowing this year and along with the "Golden Lion" made quite a roar.

To reduce fat—compete with Longtin et autres in the fat men's race.

When little Laniel got ready to start in a race somebody said Toot! toot! This didn't deter him though. He knew his auto was safe in the garage, don't you know?

Let's hope next year's picnic will be as successful.

The CANADIAN GROCER

Established - - 1886

THE MACLEAN PUBLISHING CO., LIMITED

John Bayne MacLean - - President.

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TORONTO, AUGUST 2, 1912

LOSING MONEY ON SUGAR.

Sugar is undoubtedly one of the big sellers in the retail store. In some stores it represents probably a third of the entire turnover. How many dealers are there who make a sufficient profit on sugar to cover its share of cost of doing business?

Not long ago a retail grocer told the writer that he always made it a point to get a profit on sugar. He invariably sold it at 50 cents a hundred advance on invoice cost. But is this a profit? Let us do some figuring.

Best sugar last September was \$5.95 on Montreal basis. At fifty cents advance this dealer would receive \$6.45 per cwt. Fifty cents profit on turnover of \$6.45 would mean less than 8 per cent. gross profit. Would that cover even cost of doing business?

Supposing the cost were \$5.50. Six dollars a hundred would be realized or 8 1-3 per cent. gross profit. If the cost were \$5.20 the profit would be less than 9 per cent. Sugar now is \$5.05 on Montreal market so that at present figures the gross profit would be only a little above 9 per cent. So far the dealer is losing money by following the 50 cent advance plan. Even if sugar were down to \$3.00 he wouldn't make 15 per cent. total profits.

These figures go to prove the folly of figuring at so much advance in cents on first cost. Some merchants have got the idea that 50 cents above first cost is 50 cents clear gain. They forget that overhead expenses are inevitable; that it costs them something to get the goods into the store, to prepare them for sale, to sell and deliver them. In addition to these expenses, the merchant must pay rent, taxes, light and fuel bills, etc., and get a living into the bargain.

A radical change is certainly due in the methods of many merchants so far as figuring profits are concerned. It cannot come too soon for the good of the entire trade.

INSINUATIONS NOT SUBSTANTIATED.

The insinuations made by many daily newspapers throughout Canada that the retailer is reaping the benefit of the increase in cost of foodstuffs to the consumer. In other words they make the claim that the retail dealer is charging an excessive rate of profit—that his net profit

is greater than it used to be and greater than it should be.

The increase in cost of farm products is pointed to, but as shown in an article on another page of this issue, the dealer loses rather than profits by advances. He pays from 25 to 100 per cent. more in rents than a few years ago; wages to his employes have advanced 33 1-3 to 50 per cent.; cost of living has gone up from 40 to 50 per cent., and the general expense of operating the business has risen 20 or 25 per cent. At the same time his gross margin of profit remains the same regardless of increase in cost to him. In the face of such advances, the retailer would certainly be justified before any court in the land in getting a higher gross profit than he did when expenses were less.

But he does not get it on staple lines such as farm products. Competition is much too keen for that. It is the luxuries and semi-luxuries on which he must catch up and only the wealthy need purchase these.

No newspaper can prove that the retailer is making an excessive profit on staple lines. On the other hand, as we have shown in the article already referred to, the sale prices lean the consumer's way, considering nothing more than the first cost.

As a matter of fact the whole cause of the increase in farm products is due to short production in relation to population. When Canadian tillers of the soil revert to intensive farming, and when the people learn to remain on the farm, then shall we have cheaper staple food-stuffs.

HONEY PROSPECTS NOT BRIGHT.

Another honey season will shortly open up. The past one has been marked by generally high prices, the result of only moderate production last year and the feeling that all supplies would be needed before another yield was on the market. This has proved correct and supplies have been cleared up to a close margin without any wavering whatever in prices.

Present indications would seem to point to another year of curtailed production and relatively high prices. The extremely cold weather of last winter proved particularly bad for bee colonies and was responsible for considerable loss.

Ontario is an important factor in the honey supply and reports from beekeepers in that province indicate a still further decrease per colony over last year, the average being 48.7 as compared with 50.9 in 1911, which was a short year, and 58.3 in 1910. It is also noted that there is a considerable shortage in eastern counties, heavy loss being occasioned by severity of last winter.

There is no doubt that there is plenty of room for expansion of the bee industry in Canada and some measures should be taken by the government to encourage and promote it. For instance it is claimed that not one quarter of the nectar secreted by Ontario flowers is ever utilized.

THE FLY IN THE STORE.

There are many careless dealers just now driving away trade because of the fly nuisance. Careless is the proper term, because flies could be kept from the store if the proper attention is given to the matter.

In the first place dealers should see that all breeding places in the vicinity of the store are removed. Rotting fruit and vegetables, garbage heaps, stable refuse, etc., are favorite breeding spots. Flies hatch in ten days, so that all that is necessary to prevent breeding is the ordinary care in removing the causes within the ten days.

A certain store unless pass the possible. sticky paper dozen flies them one great.

Every business stand customers want goods can purchase

In last questionab shippers. ed in the Commission of Trade a

"The v were visit with the e considerab the moistu In going i sticky and hand for not be use destroyed. no mould v plaint was fancy evap ined, and was eviden entirely el with seeds three resp mously ag and that t amining so with simil New York entirely in

This is apples an partment ada canno tries. It with Euro honesty is injurious t Inspect the better

Althou stition, he them with and most The id the summ a credulit The manu

A certain number of flies will find their way into the store unless screens keep them out. Even then a few pass the sentinels. These must be captured as early as possible. Every dealer carries various fly destroyers, sticky paper, etc., and it doesn't take long to get a few dozen flies. A swatter is a very handy weapon to get them one at a time, providing their number is not too great.

Every dealer must realize the necessity from a business standpoint to rid the store of the pest. Particular customers are every day passing by such places. They want goods in a sanitary condition, and they know they can purchase them somewhere.



WHERE REFORM IS NEEDED.

In last week's issue reference was briefly made to the questionable methods of some Canadian evaporated apple shippers. Fuller information of these methods is contained in the report of J. T. Lithgow, Acting Canadian Trade Commissioner in Amsterdam. He writes the Department of Trade and Commerce as follows:—

“The warehouses of the two merchants in Rotterdam were visited and many barrels of dried apples examined with the co-operation of an assistant, who had had some considerable experience. It was found that in both cases the moisture was excessive and had discolored the barrels. In going into the contents the apples were found to be sticky and matted together. One lot which had been on hand for some little time, was full of mould and could not be used for human consumption and will have to be destroyed. As to the other lot, excepting that there was no mould visible, the condition was not any better. Complaint was also made about the branding of a shipment of fancy evaporated apples in boxes. These were also examined, and while the top layer was in perfect condition, it was evident on going a little deeper that the appearance entirely changed, many small pieces were found together with seeds and cores. This shipment was examined by three responsible merchants in Rotterdam and they unanimously agreed that the goods were not as represented and that the importer was entitled to a rebate. After examining some boxes of this shipment and comparing them with similar goods put up by a firm in Wayne County, New York, I came to the conclusion that the award was entirely in accordance with facts.”

This is a serious indictment against Canadian dried apples and certainly should be investigated by the Department of Agriculture or Trade and Commerce. Canada cannot afford to send out such goods to foreign countries. It not only affects our future trade in dried apples with Europe, but the reputation we get for downright dishonesty is bad for shippers of all goods and therefore injurious to the country.

Inspection is evidently needed. The sooner we get it the better.



THE SUMMER SLUMP MYTH

Although the average business man is devoid of superstition, he still harbors a number of myths, and clings to them with singular tenacity. One of the most conspicuous and most dangerous is the Summer Slump Myth.

The idea has gone abroad that trade falls off during the summer months. Business men have accepted it with a credulity never displayed in regard to other matters. The manufacturer takes it for granted that the merchant

will find trade dull and makes little effort to find a market for his goods. The merchant in turn, concludes that people are not going to buy as briskly as at other seasons, and “lets up” in his efforts. When men start to act on a false impression of this kind, they inevitably end up by creating the condition, the existence of which was a pure assumption on their part in the first place. When merchants make no effort to create business, the natural result is that business falls off.

The summer slump is a myth, purely and simply. It is a pernicious myth, for it does damage wherever it is accepted; and, unfortunately, its acceptance is pretty general. Although it is quite true that the summer sees a pretty general exodus to summer resorts and holiday points, statistics show that the number of residents who leave a town never exceeds 10 per cent. of the population at any time; and that is partly made up by the presence of visitors. Further than that, people are just as prone to spend their money during the summer months as at any other season of the year. They spend on pleasures and outings larger amounts than the difference between their regular purchases in summer and in brisker seasons. The merchant could divert a share of that promiscuous expenditure to himself if he would keep his store attractive and advertise regularly.

Another point which is generally lost sight of is that, to slacken efforts in the anticipation of meagre results, is to lose momentum. The athlete must keep in condition at all times whether he expects to have an opportunity to display his prowess or not. And it is the same with trade. The merchant who allows himself to drop out of the public sight finds it hard to get back again. He has lost momentum.



EDITORIAL NOTES.

Make August a trade winner.



Let the summer lines have another good chance to move out during August.



If sugar were \$10 per cwt. no doubt many dealers would be content to make 50 cents a hundred gross profit.



Away back at Athabasca Landing in Canada's hinterland, we have retailers of a modern type.



High prices in honey are anticipated for at least another year. Even the bee is contributing its share to the high cost of living.



If you have never done so before decide now to take an inventory at the end of the year. It is the first important step towards successful bookkeeping.



Montreal and Winnipeg grocers have also had their outings for 1912, and have settled down to business for another year.



Can anyone follow a three ring circus performance without missing something? Consider then the window display with more than one idea.



Some daily newspapers are content to rant over “combines,” “restraint of trade,” “holding up the consumer,” etc. But how much of their veiled statements do they prove?

Making a Good Start in Bookkeeping

Every Dealer Should Take an Inventory and Know Where He Stands—A Financial Statement Which Indicates Loss in Year's Business—Manager's Salary Should Always be Included in Every Statement.

*By Henry Johnson, Jr.

The following is one of those inevitably-delayed letters which makes me sometimes wish I had more space. Even now, it must go in with the bookkeeping discussion to justify its present insertion. Fortunately, however, its subject forms a proper portion of such discussion, for which I am glad.

Winnipeg, Man., June 29, 1912.
The Canadian Grocer:

Gentlemen,—We have had trouble in figuring our inventory and wish to hand you the figures and have you figure out the gross profit, net profit, and increase in net worth and percentage of expense. Of course this is not asking much, but as we have not bothered you before we trust that you will favor us. We will try and make ourselves as clear as possible and give you the complete figures.

To begin with, we wish to say that this is a partnership concern and the writer is the active member, drawing no salary but drawing as his share two-thirds of the profits so that manager's salary does not appear in the expense.

We often times buy goods in a co-operative way, with other stores here and have included that amount as merchandise purchased and also included it in our sales, but have kept it separately and will give you the amount. We also charge all produce to merchandise when received and credit sales with a produce sale when the trade checks are traded out and again credit sales with a cash sale when the produce is sold to commission merchants. We mention this as the result obtained, for percentage of gross profit and net profit may seem low.

Yours very truly,
B—G—F— & Bro.

Statement.

Mdse on hand Mar. 6, 1911 (freight not included) ..	\$15,737.81
Freight on above	503.61
	<hr/>
	16,241.42
Mdse purchased up to Mar. 20 1912	30,694.96
Freight on same (not included) ..	1,005.22
Drayage on same (not included) ..	190.00

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

Goods bought in co-operation with other stores included in the above, also \$333.47 taken out by proprietor. Total ..	2,626.24
Money drawn from business in addition to mdse. above ..	1,950.03
Total net sales including cash, credit and produce (sales include mdse. divided with other stores and proprietors mdse.)	44,388.84
Accounts receivable (delinquent not included) ..	3,102.59
Bills receivable ..	1,508.21
Interest on bills receivable ..	99.76
Fixtures depreciation not included) ..	920.82
Cash on hand in bank ..	330.45
Mdse. on hand Mar. 20, 1912 ..	11,607.07
Discount ..	549.16
	<hr/>
Net worth, March 6, 1911 ..	18,805.91

Expense.

Advertising ..	\$ 522.93
Rent ..	554.00
Telephone ..	58.30
Stamps, stationery, etc. ..	117.33
Insurance ..	312.52
Taxes ..	166.92
Lighting ..	38.19
Heating ..	70.35
Clerk Hire ..	3,854.85
Donations ..	22.40
Miscellaneous ..	533.00
Interest on investment ..	1,100.03
Depreciation on fixtures ..	102.31
Depreciation on mdse. ..	99.66
Delinquent accounts ..	83.90
	<hr/>
	\$7,636.69

Accounts payable ..	\$ 1,237.65
Other liabilities ..	354.42
Cash on account ..	21,298.67

P.S.—We neglected to state that we purchased a piece of land, from money from the business, amounting to \$633.17 which is not included in moneys drawn from the business.

Looks Like a Loss.

There is a lot in that statement that I cannot understand fully. But first, to get down to tacks on results, let us see what we have to-day, compared with what we had a year ago; and I can only see a loss for the year's work.

It is stated that we had, as "net worth" on March 6, 1911, \$18,805.91.

What have we to-day? The following are all the tangible assets I can discover:

Accounts receivable ..	\$ 3,102.59
Bills receivable ..	1,508.21
Furniture and fixtures ..	920.82
Interest on bills rec. ..	99.76
Cash on hand ..	330.45
Stock ..	11,607.07
Land purchased (cost) ..	633.17
	<hr/>
Total ..	\$18,202.07

This certainly looks as if we had \$603.54 less of solid net worth, Mar. 20, 1912, than we had on Mar. 6, 1911. Why and how this has come about is what we now must look into—provided it is so. The statement is not clear to me, as stated.

Manager Should Have Salary.

If my conclusion is correct, here is one of the finest possible illustrations of the folly of any manager working without a definite salary. For if conditions are as they appear, this manager's "two-thirds" will not make him very fat; yet he has devoted a year of work to the business. Had he been paid a fair salary, he would have had at least what his clerks and helpers have had—a living wage for his work.

Merchandise bought, including freight and drayage, amounts to \$31,890.18. Sales are stated at \$44,388.84. This shows a "spread" of \$12,498.66. If all other factors were constant, here would be a gross margin of nearly 28 2-3 per cent., which ought to be enough for the most reckless expenditure in any business. Even so, it seems to have been hardly enough in this one, because we have:

Expense ..	\$ 7,636.69
Withdrawals ..	2,626.24
Withdrawals ..	1,950.03
	<hr/>
Total ..	\$12,212.96

The stock, however, has gone off just about \$5,000, so that comparison does not hold. Allowing for that decline in stock on hand, the gross margin amounts to considerably less. With a gross spread of \$7,212.96 we show a gross margin on only about 16 1/4 per cent.; and that is hardly enough for any business these days.

Enormous Expense Account.

Let us take another angle. The sales are stated at \$44,388.84. With actual expenses as stated at \$12,212.96, here is an expense account of about 28 per cent.—and what business can stand up under that kind of load?

But worse is still to come, for I doubt that figure of \$44,388.84. This is because it is stated in the letter that "We

credit sale trade check credit sale produce i ants." I double era much do 388.84 be sales?

If the \$ in the ab 890.18 of then the c but even : of upward

Lastly, stock of \$ ed out wo times an which we about fo times on t enough. stocked.

Now, tl look. Pr are only But there gation an ment of ine into y vise and counting trifle of : pert's se best inve

S Meanti have som Where buying" Do you pay for t chases n chases?

What c included have not that you plies to How v made up What count" that wh customer

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credit sales with a produce sale when the trade checks are traded out and again credit sales with a cash sale when the produce is sold to commission merchants." Here, then, apparently, is a double credit. How far does this go? How much do we have to lop off that \$44,388.84 before we get down to actual sales?

If the \$2,626.24 stated to be "included in the above," is really in that \$31,890.18 of merchandising purchases, etc., then the expenditures drop to \$9,586.72; but even so, we have an expense account of upwards of 21½ per cent.

Too Much Stock Carried.

Lastly, with sales of only \$44,000, the stock of \$16,241.42 with which we started out would be turned only about 2¾ times annually; and the \$11,607 with which we end would only be turned about four times—probably about 3½ times on the average. That is not active enough. The business is heavily overstocked.

Now, things may not be so bad as they look. Probably they are not, seeing we are only about \$600 behind this year. But there must be some radical investigation and I urgently advise the employment of an expert accountant to examine into your condition, report fully, devise and install in operation some accounting that will account." The trifle of \$500 to \$1,000 that such an expert's services will cost you will be the best investment you ever made.

Some Pertinent Questions.

Meantime, I should like very much to have some items explained.

Wherein does that "co-operative buying" differ from any other buying? Do you not simply get the goods and pay for them? If so, why are such purchases not simply merchandise purchases?

What do you mean by depreciation not included? Does that mean that you have not written off any depreciation, or that you have written it off? Same applies to "delinquents not included."

How was the "net worth" of 1911 made up?

What is that last item, "Cash on account" listed at foot of statement? Is that what has been paid you by your customers on their accounts?

List Freight With Stock.

I recommend now, that you immediately discontinue that plan of listing merchandise, freight and drayage separately. Include in the cost of your goods every item that enters into placing those goods in your store or warehouse, ready for sale. Then your stock on hand will be listed at full cost to you

—saving work and obviating the great liability to error in your present method.

I shall be greatly interested in hearing from you, even though you do not

adopt my suggestion to employ the expert. We all learn from the mistakes and improvements of each—so let us have it.

Winnipeg Grocers at Their Annual Outing

A Dozen and One Varieties of Contests at Picnic of Winnipeg Caterer's Association—Travelers Run for Furnishings— Big Crowd in Attendance—The Men at the Helm.

Winnipeg, July 31.—(Special).—Those are the men to whom the honor of conducting the successful 1912 picnic of the Winnipeg Caterers' Association, is due:

- President.—W. A. Bartram.
- Vice-President.—J. A. Campbell.
- Secretary.—W. G. Lock.
- Treasurer.—Geo. D. Sinclair.
- Committee Chairmen.—Transportation, Capt. Harper Wilson; printing, M. L. Dennis; sports, S. I. Penwarden; refreshments, Frank Scott.

lives are one long succession of racing for orders, raced harder at the picnic. In short it was one big, long, round day of pleasurable competition.

In the waltzing competition for caterers J. Ogilvie and his partner showed their prowess on the waxed floor while F. Marples and his auxiliary two-stepped themselves to victory.

There was a soap contest open to grocers and clerks, with prizes worth while, and here is the order of the win-



The officers in charge of the Winnipeg Caterers' Picnic at Winnipeg Beach.

Sports Committee.—S. J. Penwarden (chairman), Geo. D. Sinclair, R. L. Waugh, J. W. Campbell, J. Congalton, N. J. Lawrie, Wm. Boyd, G. Yost, H. Bartram, P. H. Menlove, M. O'Connor.

Transportation Committee. — Capt. Harper Wilson, H. Holman, Ald. Gowler, D. A. Ritchie.

All kinds of Races.

It was the 26th annual and Winnipeg Beach was the magnetic point that drew the crowd. As with the majority of picnics, the prominent feature was the racing and other competitive events. There were sprinting contests for old and young, feminine and masculine, two legs and three legs; there were starch, rolled oats and soap races; a bun contest; needle and thread, egg and spoon races, water sports, etc., etc., until everyone was almost "run off their feet."

Not only these but young ladies and gentlemen entered into competitions to bring to light the most graceful waltzers and two steppers; caterers exhibited their offspring; and travelers, whose

ners:—Messrs Shipper, D. Ritchie, and Percy White. The travelers who got the count of one, two, three in their special contest were, J. Congalton, J. Ogilvie, and J. Wheatman. As a result their grips will have a few more neckties or other body furnishings on the next trip out.

The caterers' championship race of 220 yards for a silver cup brought into the limelight Gordon Buchan who holds the coveted silverware for a twelve-month.

The special handicap 200-yard race open to caterers and employes produced the following lucky quartette: — P. White, R. Bowman, G. Buchan and G. Heppburn.

On the trains going to the Beach a watermelon was passed through to give the picnickers an opportunity of guessing the number of seeds it held.

The event certainly was a most successful one and the caterers in charge have good reason to feel elated over the day. They would still be considered modest.

Lines to Push During Month of August

Camp Goods, Summer Drinks, Spices, Vinegar, Fruits for Preserving, Fly Destroyers, etc., Among the Goods That Will Sell—First Prepared Will Secure the Most Business—Value Attached to Seasonable Lines by One Dealer.

"I begin pushing an article just as soon as it is at all seasonable and keep persistently at it until I think the opportunities for its sale have entirely disappeared.

This is the statement of one grocer, perhaps more aggressive than many in the trade but not more aggressive than every grocer should be.

We have now entered upon another month—a month rich in possibilities to the dealer ready to take advantage of them. If the dealer will take the sentiments expressed in the opening paragraph as his motto and go after business along those lines, he will find that August, a month not always given credit as a busy one, will show sales appreciable in volume and profitable in nature.

Take the Almanac Seriously.

Away back in Sag Hollows and unfortunately in many places more adjacent to the active business world, merchants are found to be ruled strongly and all too much by the seasons. Just because the family almanac says that August is the last month of summer is absolutely no reason why we should relinquish our selling efforts on summer goods. There is yet much of seasonable summer weather before us this year and there is yet to be an appreciable demand for all those goods peculiar to the summer season and it stands to reason that the grocer who maintains his stock and keeps persistently pushing these lines, is the one who is going to get the trade. It is all very well as the season nears an end to clear stocks up to a safe margin, but it does not pay to cut down supplies while demand is still at its height.

Camping Goods Still Sellers.

The season for camping and picnics has yet a considerable time to run and those goods used for these purposes should still be pushed. Canned foods of various kinds are among the stellar lines that will sell easily. Canned milk has an important place in the camper's hamper while olives, pickles, sauces and similar lines should not be forgotten. The same methods as used earlier in season may be brought into play to get this business. The window display is an important selling agent and in this regard the value of an appropriate setting should not be forgotten.

Perhaps the weather this year has not been as conducive to trade in summer drinks as that of last year, but those dealers who have been pushing this line

appear quite satisfied with results. Then again, the prophets tell us that the weather man is still holding in store for us a considerable brand of that weather that causes a heavy run on summer drinks. This business the dealer should be prepared for; but it should also be borne in mind that people do not use these articles only when Old Sol is dispensing his strongest rays. Even when climatic conditions are more favorable to the hot blooded person, there is an appreciable sale for certain of these lines. For this reason they should be kept prominently before customers, even when the temperature is only moderate.

Plan for Spice Campaign.

The aggressive grocer has said, "I begin pushing an article just as soon as it is at all seasonable." Following along this line it is well that the grocer should get his spice campaign under way. The pickling season is now not far distant and it is the dealer who gets started early, who secures the cream of the trade. In past years in many towns there has been no little amount of the spice trade obtained by the druggists, because the grocers did not give enough attention to this line. This is trade that properly belongs to the grocer and he is in the best position to secure it too if he only lays his plans properly so. Perhaps one reason why certain of this trade has been going to the druggist is the wrong impression which has existed in the minds of certain customers that the druggist handled better quality spices than the grocer. Therefore, to overcome this, purity and quality should be made the keynote of all advertising, personal talks and show cards on both spices and vinegar.

The preserving season has been under way for some time, but fruit supplies have been rather light so that the housewife will need considerable fruit to make up the required amount of preserves. Later fruits will apparently be a fair yield and should be featured for preserving purposes, as well as the assorted lines, sugar and sealers.

For the later line the demand is now just opening up. Earlier in the season, the housewife was filling up her old jars but the number of empty ones will gradually be dwindling to the zero mark.

There are other lines which may be pushed to good advantage during this month. For instance, flies increase as the season progresses and fly destroyers will be in demand. The farmer may be

rather busy in the harvest field, there may be many people absent from the city, but after all is considered, the live grocer will agree that August is rich in opportunities.



"Twenty Years Ago" in the Grocery Trade

Following items were taken from The Canadian Grocer of Aug. 2nd, 1892:—

"Edmond Denis and Edouard Denis, Montreal, have entered into partnership to do business as the 'Ontario and Manitoba Milling Agency.'"

Here is another coincidence in looking over our file of twenty years ago. The Montreal Retail Grocers' Association picnic report which appears in this weeks issue of the year 1892. S. Demers was president, Thos. Gauthier honorary secretary, and C. E. Bouthillier, secretary, at that time while A. D. Fraser was chairman of the refreshment and railway committee.

"McWilliam and Everist, Toronto, sold by auction a car of California fruit at their warehouse on Thursday last."

Editor's Note.—This is another firm in business to-day, after lapse of years. Selling a carload of fruit at present time is of much more frequent occurrence.

"J. F. Eby, of Eby Blain Limited, Toronto, has ended his holiday furlough, and is back to business with the appearance of a man who had been drinking at a well-spring of health. His partner, Mr. Blain, is now taking his turn and is away to Rosseau for a few days."

Editor's Note.—Curiously enough Mr. Eby has just returned from a holiday this year and Mr. Blain has gone to Muskoka to enjoy a rest.

"F. F. Dalley, E. A. Dalley, Mrs. Maria Dalley, J. R. Vert, Thos. Hood, and C. H. Saunders are applying for the incorporation of the F. F. Dalley Company, Hamilton, with a capital of \$90,000."

Editor's Note.—The F. F. Dalley Co. is still in business to-day in Hamilton, not only doing a national, but an international trade.

Quebec a:

J. V. Bouers, Montreal \$50,000.

Murdoch Chant, Hunte by L. H. Me Arthur P. Co., has left day at Weyn

W. Girard every store, after a busi S. Rosseau Montreal, ha trip. He got

A. W. Hu way homewa gone there s trip.

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George Mc sold to J. W Frank Co store at Hav

F. C. Too removing a f ent stand.

his new pre

Current News of the Week

Quebec and Maritime Provinces.

J. V. Boudrias, Ltd., wholesale grocers, Montreal, have been incorporated at \$50,000.

Murdoch L. McMillan, general merchant, Hunter River, P.E.I., is succeeded by L. H. McLeod.

Arthur P. Tippet, of A. P. Tippet & Co., has left Montreal for a short holiday at Weymouth, N.S.

W. Girard, of the Co-operative Grocery store, Montreal, will soon retire after a business stay of 23 years.

S. Rosseau, of Laporte, Martin, Ltd., Montreal, has returned from a fishing trip. He got one fish! Quite fortunate.

A. W. Hugman, Montreal, is on his way homeward from the coast having gone there some time ago on a business trip.

C. Bradley, manager of the Soyer Kookera Bag Co., Ltd., Montreal, has returned from a business trip through to the coast.

E. W. Sullivan, of Laporte, Martin, Ltd., Montreal, has started to his home at Magog Lake, where he will rest for a week or so.

R. Hendry, of Rose & Laflamme, Ltd., Montreal, is on a holiday, having left early in the week for New York, etc. He will return by boat.

A. W. Hugman & Co., Limited, Montreal, are moving to 286-288 St. Paul street, where they will have a larger warehouse and larger offices.

A. L. Dawe, Canadian manager of Edward Lloyd, Limited, Montreal, manufacturers of paper and Esmaline cooking bags is at present on holidays.

Food Specialists of Canada, Limited, with head office in Montreal, have been incorporated with a capital of \$50,000. General food products will be dealt in.

The campaign carried on by the Pure Foods authorities in Montreal is having good results. There are much fewer dealers exposing fruit, etc., to flies and dust and it has been proposed that the police should have authority to break up all stands which are not covered.

Ontario.

George McNally, grocer, Toronto, has sold to J. W. Bruce.

Frank Coon has opened a grocery store at Havelock, Ont.

F. C. Toon, a London, Ont. grocer, is removing a few doors south of his present stand. Mr. Toon is now fitting up his new premises.

Hugh Blain, Eby Blain, Ltd., wholesale grocers, Toronto, has left on a three weeks' holiday to Lake of Bays.

Galt merchants held their annual picnic to Port Stanley, Ont., on Thursday of last week. Sixteen coaches were required for the 1,500 picnickers. Games and races featured the day.

The Ontario Associated Boards of Trade are to make a trip to Northern Ontario, leaving Toronto on August 13. It promises to be one of the most successful that has been undertaken.

R. G. Medland, of Medland Bros., wholesale grocers, Toronto, while driving his automobile at Windsor, Ont., was struck by an electric car and thrown into a ditch. The occupants of the auto were not seriously hurt.

The grocers with other business men of West Toronto and Weston, held their annual picnic on Wednesday, July 24 to Berlin. Although rain in the early part of the day threatened the success of the outing, it eventually turned out fine and a good time resulted.

The MacLaren Imperial Cheese Co., have decided to open up their own office in Calgary, and have appointed Joseph Furnston, who has been with them for a considerable time in Toronto, as manager of their Calgary branch. Mr. Furnston left here for Calgary at the end of last week.

The retail fruit men of Toronto who are opposed to the by-law requiring the covering of fruit held a meeting of protest at St. George's Hall on Friday night last and organized themselves into the Toronto Retail Fruit Dealers' Association. J. W. Owens, M.P.P., was in the chair.

The London Retail Grocers' Association on the occasion of the death of Mrs. Frank Harding, sister of Gordon B. Drake, a London grocer, sent a floral offering, and a large number of the members attended the funeral. Mr. Harding was at one time secretary of the London R.G.A.

The employees of the McCormick Biscuit Manufacturing Co., London, Ont., picnicked this year at Port Stanley. It was 42nd annual. The company provided free transportation as well as refreshments at Port Stanley. A fine programme of sports was run off, and an all round good time resulted.

The business men in the north end of Toronto held a picnic on Wednesday afternoon of last week to the Island

Park. Some 200 were present and a good time spent. Among the grocers who took an active part in it were Neil Carmichael, J. Hill, Gibb Bros., B. S. McMurdy and C. Page. It was the second annual.

Ira Moore of the Quaker Oats Co., Toronto, was in London this week on business.

The Computing Scale Company of Canada has secured a permit to erect a \$27,000 one-storey factory on Campbell Ave., Toronto.

Among the retailers in Toronto during the past week were C. H. Falconer of Streetsville; W. A. Brunton, Newmarket; and Mr. Wilcox of Whimster & Co., Aurora.

Western Canada.

W. E. Brown, grocer, Greenwood, B. C., has sold to L. L. Matthews.

G. F. Jamieson is starting a grocery and confectionary store at Edmonton.

Wm. E. Poole, grocer, of Edmonton, Alta., has been succeeded by A. Barach.

Wm. Dives, general merchant, of Cardiff, Alta., has sold out to W. Gilliland.

C. B. Collins & Co., have succeeded F. E. Miller, general merchant, Kinley, Sask.

P. S. Gaudette, general merchant, of Morinville, has been succeeded by A. Forget.

W. J. Price, general merchant, of Cold Lake, Alta., has sold his business to O. P. Smith.

The Sultana Grocery of Calgary, Alta., has been purchased by Dangerfield & Dawson.

Howard W. Wilson, general merchant of Edmonton, has sold out his business to N. S. Wilson.

T. Harrison & Co., grocers, of Calgary, Alta., have been succeeded by the Queen Grocery Co.

The Star Grocery and Medical Hall Co., of Edmonton, Alta., has been succeeded by J. Symes.

C. H. Pratt & Co., have started a grocery and boot and shoe store at Athabasca Landing, Alta.

J. M. Dale, general merchant, Port Hammond, B.C., has sold to Frank Cross. Mr. Dale was in business in Hammond for twenty years.

F. T. Higgins, who has been connected with a grocery business in Carberry, Man., is moving to Regina, Sask., where he will open for himself.

High Prices Expected on New Salmon

Some Jobbers of Opinion That it Will Have to Retail at 30 Cents—Agitation for General Circulation of Half Pound Tins—Prune Prices Being Shaded—No Further Opening Prices on Early Fruit and Vegetables Out—The Sugar Situation.

QUEBEC MARKETS.

POINTERS—

Sugar.—Market heavy.

Dried Fruits.—Dull.

Montreal, Aug. 1.—The majority of wholesalers report an increasing business, and if things keep going as satisfactory to end of year the auditors should report a more than favorable gain.

Rice situation is becoming more deeply interesting daily as it is quite likely that prices will move higher up if some change does not take place. From all reports no relief is in sight. When one considers that the yearly rice crop of Japan amounts from 46 to 52 million Koku and is not sufficient to meet the requirements of the nation it is not surprising to hear of the authorities trying to abolish the import duty on grains.

The French pea crop has evidently turned out a failure as shippers have ordered all quotations withdrawn, one man in particular expressing himself pretty strongly, "Thoroughly discouraging," he says. The cause of course is the bad growing weather and considerable drought.

SUGAR.—Retail demand for sugar is heavy at present refiners being kept on the hop all the time and some large orders have been filled recently, so that even the shrewdest buyers are inclined to believe that steadiness will prevail for some time.

As reported in our last issue, general appearance of European beet crop is by no means unfavorable, the representation that a period of drought experienced would damage it, being made principally for speculative purposes. The effect these statements had can easily be seen from the big jump raws took in London about a fortnight ago, but things have quieted down now and a reaction has brought prices back to practically same level. Authentic reports to hand quite recently state that in Eastern Germany alone drought has been experienced, but in other beet growing districts there is no complaint.

Granulated, bags	5 05
Granulated, 20-lb. bags	5 15
Granulated, 5-lb. cartons	5 35
Granulated, 2 lb. carton, per cwt.	5 35
Granulated, Imperial	4 90
Granulated, Beaver	4 90
Paris lump, boxes 100 lbs.	5 80
Paris lump, boxes 50 lbs.	5 90
Paris lump, boxes 25 lbs.	6 10
Red Seal, in cartons, each	0 35
Crystal diamonds, bbls.	5 70
Crystal diamonds, 100-lb. boxes	5 80
Crystal diamonds, 50-lb. boxes	5 90
Crystal diamonds, 25-lb. boxes	6 10
Crystal diamonds, 5-lb. cartons	6 60
Crystal Diamonds, Dominoes, cartons	7 10
Extra ground, bbls.	5 45
Extra ground, 50-lb. boxes	5 65
Extra ground, 25-lb. boxes	5 85

Powdered, bbls.	5 25
Powdered, 50-lb. boxes	5 45
Powdered, 25-lb. boxes	5 65
Phoenix	5 05
Bright coffee	5 00
No. 3 yellow	4 90
No. 2 yellow	4 80
No. 1 yellow	4 65
Bbls. granulated and yellow may be had at 5c above bag prices.	

SYRUP AND MOLASSES.—With a short crop of maple this year and prices now being advanced it looks as if a larger corn syrup trade should soon pass, not that there has been any lack of demand for the latter.

Molasses market is dull there being only a normal amount of business doing which is somewhat surprising seeing that local market stiffened up to quite an extent just recently. But warm weather has no doubt interfered with things and a heavier volume of business will be done just as soon as the thermometer begins to descend.

Fancy Barbados molasses, puncheons	0 38	0 40
Fancy Barbados molasses, half-barrels	0 41	0 43
Fancy Barbados molasses, barrels	0 43	0 45
Choice Barbados molasses, puncheons	0 33	0 35
Choice Barbados molasses, barrels	0 36	0 38
Choice Barbados molasses, half-barrels	0 38	0 40
New Orleans	0 25	0 28
Antigua	0 30	
Porto Rico	0 40	
Corn syrups, bbls.	0 03 1/2	
Corn syrups, half-barrels	0 03 1/2	
Corn syrups, quarter-barrels	0 03 1/2	
Corn syrups, 32-lb. pails	1 35	
Corn syrups, 25-lb. pails	1 35	
Cases, 2-lb. tins, 2 doz. per case	2 90	
Cases, 5-lb. tins, 1 doz. per case	3 25	
Cases, 10-lb. tins, 1/2 doz. per case	3 15	
Cases, 20-lb. tins, 1/4 doz. per case	3 10	

DRIED FRUITS.—When are California dried fruits going to move more freely? At present wholesalers are not at all satisfied with the general aspect, trade in all lines being anything but brisk. Prunes are now being offered freely on coast as holders have evidently made up their minds that a stiffening following on recent reports of a big drop is bound to take place.

Apricots are firmer than they have been recently but prices remain unchanged, peaches being dull with prices nominal.

According to reports the raisin crop will fall short of last year's, while currants are quiet.

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

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

TEAS.—The tea market continues firm and some lines, Congous principally, show an advancing tendency. There is good demand both locally and from the country and volume of business being done goes to prove that buying is not altogether to fill actual requirements.

Cables from the Far East indicate that higher prices will soon be asked, so that teas like every other grocery article seem to follow the soaring idea.

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

COFFEE.—A better feeling has prevailed of late in this market and roasters report an increase in business over corresponding period of last year. This news with high prices all round, would serve to emphasise the strong demand there is for good coffee even during the warmest of weather. The mild grades are comparatively quiet.

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

SPICES.—Demand for all lines is good and with moderate stocks high prices are still maintained. Yet it is hardly likely that any appreciable decline would be registered even if more supplies were on hand, as the demand from grinders is heavy, though there is not such a speculative spirit shown as at previous periods. Pepper, both kinds, is likely to advance a few more points, while it would seem that cloves and nutmegs also are inclined that way.

Allspice	0 13	0 15
Cinnamon, whole	0 16	0 18
Cinnamon, ground	0 15	0 19
Batavia cinnamon	0 25	0 30
Cloves, whole	0 25	0 35
Cloves, ground	0 23	0 35
Cream of tartar	0 25	0 30
Ginger, whole	0 17	0 20
Ginger, Cochin	0 17	0 20
Mace	0 17	0 35

Nutmegs
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Nutmegs	0 25	0 30
Peppers, black	0 16	0 18
Peppers, white	0 22	0 27

RICE.—Prices are still high and there is little possibility of any decrease at present. The distress caused by shortage of supplies in Japan is severe. Throughout the poorer quarters of the capital relief stations are being opened, and retailers have arranged to sell Rangoon rice at these points at bare cost and freight.

Prospects of a good crop, however, in Korea are bright. The rice, thanks to the abundant rain experienced is plentiful and one of the best crops in this peninsula will be registered if weather remains good.

Market in Burma is a little lower, but no large quantities are being offered at the lower quotations, as holders expect to do better by waiting. Local business is good even at high prices; in fact it has been better this year so far than last when prices did not reach such a high level.

Rangoons—		
Rice, grade B, bags 250 lbs.	3 90	4 00
Rice, grade B, bags, 100 lbs.	3 90	4 00
Rice, grade B, bags, 50 lbs.	3 90	4 00
Rice, grade B, ½ packets, 12½ lbs.	4 10	4 20
Rice, grade B, packets 25 lbs.	4 00	4 10
Rice, grade C.C., bags 250 lbs.	3 80	3 90
Rice, grade C.C., bags 100 lbs.	3 80	3 90
Rice, grade C.C., bags 50 lbs.	3 80	3 90
Rice, grade C.C., packets 25 lbs.	3 90	4 00
Rice, grade C.C., ½ packets, 12½ lbs.	4 00	4 10
Patna, polished	4 45	4 50
Pearl	5 00	4 10
Imperial Glace	5 40	5 50
Sparkle	5 55	5 65
Crystal	5 55	5 65
Snow	5 55	5 65
Ice Dips	6 10	6 20
Carolina Rice	7 40	7 50
Brown Sago, lb.	0 06	0 07
Tapioca, medium pearl, lb.	0 07	0 08
Seed, lb.	0 07	0 08

NUTS. — The demand for various grades is becoming a little more brisk and it looks as if the dullness which has prevailed for some little time will now be cleared away. The demand from manufacturers is also growing.

In shell—		
Brazils	0 14	0 15
Filberts, Sicily, per lb.	0 10½	0 12
Filberts, Barcelona, per lb.	0 11	0 12
Tarragona Almonds, per lb.	0 16	0 17
Walnuts, Myette Grenobles, per lb.	0 14	0 15
Walnuts, Marbols, per lb.	0 14½	0 15½
Walnuts, Cornes, per lb.	0 11	0 12
Hungarian	0 13½	0 15
Shelled—		
Almonds, 4 crown selected, per lb.	0 35	0 37
Almonds, 3 crown selected, per lb.	0 32	0 34
Almonds, 2 crown selected, per lb.	0 31	0 32
Almonds (in bags) standards, per lb.	0 27	0 28
Valencia shelled almonds, new crop.	0 35	0 37
Cashews	0 15	0 17
Peanuts—		
American—		
Japanese roasted	0 08½	0 09½
Coon, roasted	0 08½	0 09
Diamond G, roasted	0 09	0 10
Bon Ton, roasted	0 11	0 12
Sun, roasted	0 10	0 11
Spanish No. 1	0 12	0 13
Virginia No. 1	0 13	0 15
Pecans, jumbo	0 18	0 19
Pistachios, per lb.	0 14	0 15
Walnuts—		
Bordeaux halves, bright	0 26	0 28
Broken	0 27	0 29

ONTARIO MARKETS.

POINTERS—

Spot Prunes.—Further price concessions.

Foreign Peas.—Outlook not bright.

Salmon.—Opening prices awaited.

Sugar.—Scarcity of spot supplies.

Toronto, Aug. 1.—The knights of the grip for Ontario wholesale grocery

houses bring their holidays to an end on Aug. 3, and will be back on the road again next week. Even in their absence there has been quite an active trade, general summer lines moving out well. While July is not regarded as a busy month in grocery lines local jobbers have no complaint to make regarding the month's business.

One of the features of the market this week has been scarcity of spot supplies of sugar and wholesalers have not been able to care for all retailers' orders, at least on time. "It has been a regular sugar famine," said one jobber, "and retailers have been wondering what was the matter. It is not our fault. We can't get supplies."

Refiners hope to relieve this condition at least in part shortly. Real cause of shortage is that all dealers have been purchasing only lightly and when big consumption set in, there was at once a flood of orders.

SUGAR.—Sugar remains unchanged at \$5.15 per cwt., as compared with \$5.25 one year ago. There has been some reaction in raws after the speculative upward move. The European beet crop prospects are not as unfavorable as they were represented for speculative purposes.

There is a good buying movement of refined.

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

SYRUPS AND MOLASSES.—Summer business is present in syrups. This is not the busy season but trade during summer months does not fall off as it was wont to do some years ago. Pure maple syrup as has been pointed out before is a scarce commodity.

Molasses are rather quiet just now and will be till fall demand sets in. Market is steady.

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

DRIED FRUITS. — Trade in spot prunes has been quiet and as there are quite plentiful stocks on hand, especially in larger sizes, concessions are being made in prices in order to induce sales. For time of year, prunes stocks are said to be quite heavy, although not so much so in smaller sizes.

Fancy layer figs are impossible to get on local market, while there are practically no bag stock left. There are a few tapnets and 4½ cents is the inside figure on these. Halloween bulk dates reported as scarce long since are cleaned up. Package dates are available and are meeting with fair sale. A lower figure of 7½ to 7¾ cents is offered on Valencia raisins. Currants are unchanged.

Future dried fruits continue steady with exception of seeded raisins which are being shaded slightly at coast. There has been some little buying of futures for early delivery by local wholesalers. The major portion of buying has not yet been done, however, and jobbers appear to be holding back particularly in prunes. "Evidently, they are looking for better values," said a local broker. "However, when you go to purchase prunes, you find it hard to get any concessions."

Prunes—		
36 to 40, in 25-lb. boxes	0 11½	0 12½
40 to 50, in 25-lb. boxes	0 10½	0 11½
50 to 60, in 25-lb. boxes	0 10	0 10½
60 to 70, in 25-lb. boxes	0 09½	0 10
70 to 80, in 25-lb. boxes	0 09	0 09½
80 to 90, in 25-lb. boxes	0 08	0 08½
90 to 100, in 25-lb. boxes	0 08	0 08
Same fruit in 50-lb. boxes, ¼ cent less.		
Bosnia prunes	0 07½	0 09
apricots—		
Choice, 25-lb. boxes	0 30	
Slabs	0 13	
Candied Peels—		
Lemon	0 10	0 11
Orange	0 10	0 12½
Citron	0 15	0 17
Tapnets	0 04½	0 04½
Bag figs	0 05	0 07
Evaporated peaches	0 15	0 17
Evaporated apples	0 10½	0 11½
Currants—		
Patras	0 08	0 08½
Fine Filatras	0 07½	0 08
Vostizzas	0 10	0 12
Uncleaned, ¼ cent less.		
Raisins—		
Sultana, choice	0 12	0 14
Sultana, fancy	0 11½	0 12½
Valencias, selected	0 08	0 08½
Seeded, 1 lb. packets, fancy	0 08	0 08½
Seeded, 16-oz. packets, choice	0 08	0 08½
Dates—		
Hallowee full boxes	0 06½	
Package dates, per 1 lb.	0 07	
Paris, choicest, 12-lb. boxes	0 09½	0 10½
Paris, choicest, 60-lb. boxes	0 06½	0 07

TEA.—There is no particular change in local tea situation, nor is there anything in news from producing sections that would indicate anything but a rather steady market ahead.

COFFEE. — Rather unexpected was the easier feeling in New York coffee market last week, buyers having again taken up a waiting attitude. Brazil holds the key to coffee situation, and if Brazil wavers on the eve of a small new crop and shows continued weakness it will depress general markets to a similar degree.

Local trade is fair for season.

Rio, roasted	0 23	0 24
Green, Rio	0 20	0 20
Santos, roasted	0 24	0 26
Maricao, roasted	0 25	0 26
Bagotas	0 27	0 28
Mocha, roasted	0 30	0 32

THE CANADIAN GROCER

Java, roasted	0 32	0 35
Mexican	0 27	0 28
Gautemalo	0 25	0 26
Jamaica	0 24	0 25
Chicory	0 12	0 13

SPICES.—Under approach of pickling season, pickling spices are finding a steady movement. Steady tone still prevails in general lines. Easiness noted in primary markets in peppers is thought to be speculative move and locally situation continues steady. There are no changes in local prices.

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

Range for pure spices according to grade. Pails or boxes 2 cents per lb. below tins. Barrels 3 cents below tins.

Mustard seed, per lb., in bulk	0 10	0 12
Celery seed, per lb., in bulk	0 40	0 45
Shredded cocoanut, in pails	0 16%	0 17%

RICE AND TAPIOCA.—General reports indicate a continued firm feeling in rice. Prospects in east looked real black for some time and while they have during past month improved somewhat, they are far from bright.

Standard B., from mills, 500 lbs. or over, f.o.b. Montreal	3 90
Rice, standard B., f.o.b., Toronto	3 98

	Per lb.
Rangoon	0 04
Fancy rangoon	0 05½
Patna	0 05½
Japan	0 06
Java	0 06½
Carolina	0 08
Sago, medium brown	0 06½

Tapioca	
Bullet, double goat	0 08
Medium pearl	0 06½
Flake	0 08
Seed	0 06½

NUTS.—Interest is being directed towards new crop. Reports from France advise damage to growing crop of walnuts. Almonds at present point to higher range than last year.

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

BEANS.—Prices on beans are unchanged but well maintained. New crop will not be ready until October. Negotiations are being carried on for further supplies of Hungarian beans.

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

CANNED GOODS.

TORONTO.—That this year's pack of sockeye salmon will have to retail at 30 cents a tin is the prediction of one local jobber this week. He does not expect this grade to open much under \$3 per dozen. How near he is correct should be known shortly as prices on new pack are being awaited. Cannery themselves have not been saying much as to progress of pack, but local jobbers and

brokers appear to be of opinion that this year's prices will rule above those of last year.

Commenting on high price of salmon, one jobber maintained that it was not dear even at 30 cents per tin when compared to prices of fresh meats. He laid emphasis on fact that there was no waste in salmon. There has been a growing demand for ½ lb. tins not alone because of high price but because people especially in city are purchasing now in smaller quantities than heretofore.

Prospects for foreign peas are not bright. English packers withdrew prices some time ago and now some packers in France and Belgium have followed suit. Peas in these countries apparently have not progressed favorably.

As for Canadian peas, things look brighter than some time ago. Early peas were rather discouraging but conditions of late are reported as better. Indeed recent rains and mild weather in Niagara district has helped things generally there. Prices on early pack fruits and vegetables were expected before this. Season is later this year, accounting for lateness in announcing prices.

Cherries are now nearing their close. Tomatoes are ripening and growing quite well. Peaches and grapes are forming well and predictions are that most brand of peaches will give a fairly abundant yield.

There is a fair movement of general canned goods reported for immediate needs. One jobber says corn has been moving well. He is asking \$1.05 per dozen. For tomatoes he is quoting \$1.65, although there are cases of sales at a lower figure.

MANITOBA MARKETS.

POINTERS—

Sugar.—Market stronger.

Winnipeg, Aug. 1. — Past week has been a busy one for wholesale houses. Rush orders from country points to fill stocks by retailers who have found farmers heavy purchasers has been a feature of business situation.

Crop outlook is excellent. No damage of any serious nature being reported and harvest likely to be general by Aug. 15.

Market values are steady, there being no changes to announce in any staple lines.

SUGAR.—Market values here are unchanged although an advance of a few cents at primary points is reported. An advance of 10 cents at New York is not regarded as anything more than a speculative movement based on visible supply in Europe. Local retail demand is

heavy with preserving season in full swing.

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

SYRUPS.—Market is steady with a somewhat improved demand. Condition of butter market in which there is no reserve of stocks points to active fall business.

Syrups—	
24 2-lb. tins, per case	2 33
12 5-lb. tins, per case	2 73
6 10-lb. tins, per case	2 61
3 20-lb. tins, per case	2 62
Half-barrels, per cwt.	3 94
Barbados molasses, in half bbls., per gal	0 45
New Orleans molasses, half bbls., per gal	0 30

Maple syrup—	
Imperial quarts, 2 doz. case	6 20
½ gals., 1 doz. case	5 85
½ gals., ½ doz. case	5 40

DRIED FRUITS.—With market well supplied with green fruits at reasonable figures trade in dried fruits is at present comparatively dull.

	Per lb.
New Prunes—	
90-100s, 25s, s.p.	0 07
99-100s, 10s, s.p.	0 06½
80-90s, 25s, s.p.	0 07½
80-90s, 10s, s.p.	0 08
70-80s, 25s, s.p.	0 08
70-80s, 10s, s.p.	0 08½
60-70s, 25s, s.p.	0 08½
50-60s, 25s, s.p.	0 09
40-50s, 25s, s.p.	0 10
Cooking Figs—	
Choice boxes	0 05½
Half boxes	0 05½
Half bags	0 04½
Valencia Raisins—	
Fine, f.o.s., 28s, s.p., per box	2 25
Fine, selected, 28s, s.p., per box	2 40
4-crown layers, 28s, s.p., per box	5 35
4-crown layers, 14s, s.p., per box	1 25
4-crown layers, 7s, s.p., per box	0 70
Ne plus ultra, 82s, s.p., per box	2 20
Currants—	
Dry, clean, per lb.	0 08
Washes, per lb.	0 08½
1-lb. package	0 08½
2-lb. package	0 17%

TEA AND COFFEE.—There is no change in local tea and coffee trade there being a steady demand at well maintained prices. As to the coffee outlook, reports are conflicting but visible supply seems ample to meet requirements.

Roasted Rio, per lb.	0 22
Green Rio, 5's, lb.	0 17½
Green Rio, 7's, per lb.	0 16%
Green Santos	0 19
Roasted Santos	0 24
Chicory	0 12%

BEANS.—Prices are unchanged. Interest is now centered in new crop and up to present no reliable information is obtainable.

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

NUTS.—Holiday trade during last two weeks was excellent. Demand is still well maintained.

	Per lb.
Nuts—	
Almonds	0 17
Almonds, shelled, in 28-lb. boxes	0 34
Almonds, shelled, less than 28-lb.	0 35
Chestnuts, per lb.	0 20
Cocoanuts, per doz.	0 90
Cocoanuts, sacks	5 00
Peanuts, roasted, choice	0 11
Peanuts, roasted, extra fancy	0 12½
Peanuts, shelled, not roasted	0 09
Peanuts, salted, per ctn. of 20x5c pkts.	0 70
Pecans, medium	0 18
Pecans, large	0 20½
Brazils	0 18
Nutmegs	0 20
Filberts	0 11½
Walnuts, Marbots	0 13½
Walnuts, Grenoble	0 16
Walnuts, shelled, cases 55 lbs.	0 31
Walnuts, shelled, in less quantities	0 32
Walnuts, California soft shelled, per lb.	0 20

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NEW BRUNSWICK MARKETS.

St. John, Aug. 1.—The past week has been quiet in local trade circles, although business in general was well up to standard. Market has been rather quiet and few changes of interest have been recorded. Molasses is slightly firmer, but sugar and flour remain unchanged. Most interesting feature of market has been sharp advance in canned salmon due to light pack reported from coast. Some brands are expected to be a dollar per case higher before long, and in fact they are almost that now. Dry cod is also advanced. There is a slight increase in baked beans canned, and strawberries and tomatoes as well.

Last week has seen much wet weather and some kinds of country produce have received set-back. Berries have been softened and spoiled by the continual rainfall, while the ground in lower areas was submerged and caused much damage. In higher sections rain was beneficial.

Bacon	.....	\$	.....	\$0 15
Beans, hand picked, bushel	.....	3 00	3 10	
Beans, yellow eye, bushel	.....	2 90	3 00	
Butter, dairy, per lb.	.....	0 23	0 25	
Butter, creamery, per lb.	.....	0 21	0 23	
Buckwheat, W., grey, bag	.....	.....	.....
Cheese, new, lb.	.....	0 14	0 14 1/4	
Currants, 1's, lb.	.....	0 08	0 08 1/4	
Canned Goods—				
Beans, baked	.....	\$ 1 25	\$ 1 35	
Beans, string	.....	.....	1 20	
Corn, doz.	.....	1 00	1 05	
Peas, No. 4	.....	.....	1 20	
Peas, No. 3	.....	.....	1 25	
Peas, No. 2	.....	.....	1 30	
Peas, No. 1	.....	.....	1 80	
Peaches, 2's, doz.	.....	1 95	2 00	
Peaches, 3's, doz.	.....	3 00	3 05	
Raspberries, doz.	.....	2 05	2 10	
Strawberries	.....	.....	2 20	
Tomatoes	.....	.....	1 85	
Clams	.....	4 00	4 25	
Cornmeal, gran.	.....	.....	4 25	
Cornmeal, bags	.....	.....	1 90	
Cornmeal, bbls.	.....	.....	3 95	
Eggs, hennery	.....	0 22	0 24	
Eggs, case	.....	0 21	0 22	
Finnan Haddies	.....	4 40	4 50	
Fish, cod, dry	.....	.....	5 50	
Flour, Manitoba	.....	6 65	6 75	
Flour, Ontario	.....	6 10	6 20	
Lard, compound, lb.	.....	0 12	0 12 1/4	
Lard, pure, lb.	.....	0 14 1/4	0 15	
Lemons, Messina, per box	.....	3 50	4 00	
Molasses, Barbados, fancy	.....	0 35 1/4	0 36	
Oatmeal, rolled	.....	.....	5 75	
Oatmeal, std.	.....	.....	6 35	
Pork, domestic mess	.....	24 50	24 75	
Pork, American clear	.....	23 50	25 50	
Potatoes, barrel	.....	2 50	3 00	
Raisins, California, seeded	.....	0 09	0 09 1/4	
Rice, per lb.	.....	4 25	4 50	
Salmon, Case—				
Red Spring	.....	9 25	9 50	
Cohoos	.....	8 00	8 25	
Sugar—				
Standard granulated	.....	5 20	5 30	
Austrian granulated	.....	5 00	5 10	
Bright yellow	.....	5 00	5 10	
No. 1 yellow	.....	4 70	4 80	
Paris lumps	.....	6 15	6 40	

STANDARD FOR TURPENTINE.

Sellers of Adulterated Article Now Liable to Prosecution.

General merchants who sell turpentine will be interested in the Government standard recently announced. In 1910 samples were secured from different parts of the country and analyzed, the results showing that considerable turpentine contained petroleum. Under the new standard this will be considered an adulteration, and sellers will be liable to prosecution.

The act defining turpentine reads as follows:—

1. When turpentine is sold as a drug, for medicinal purposes or to the order of a physician, it shall meet pharmacopoeial requirements as provided by section 7 of the said act.

II. When turpentine is sold under any other conditions, than for purposes of medicine, as above, it shall meet the following requirements:—

1. It shall be entirely free from mineral oil.

2. Unless sold as wood turpentine, it shall absorb not less than 340 times its weight of iodine (Hubl solution and method). If sold as wood turpentine it shall absorb not less than 240 times its weight of iodine by same method.

3. The undissolved (unpolymerized) residue on treatment of 10cc with 40cc

of a sulphuric acid containing 20 per cent. of the fuming acid, shall not exceed 10 per cent. by volume of the sample.

4. The refractive index of this residue shall be not less than 1.495C at 20C.

5.—The refractive index of the sample at 20 deg. C. shall lie between 1.4680 and 1.4730.

6. The specific gravity of the sample at 20 deg. C. shall not be less than 0.860.

7. The initial boiling point shall not be lower than 150 deg. C. under ordinary atmospheric pressure.

8. At least 75 per cent. by volume shall distill below 160 deg. C.

9 The residue on evaporation over a steam bath shall not exceed two (2) per cent.

The Many Uses Ascribed to the Lemon

It is Represented as Not Only a Preventive of Ills But Almost a Cureall of Disease—Some Uses Given It by Medical Men .

We all know at least one important use to which the lemon can be put. Just at the present time it is affording relief to many a dry and parched throat and assisting somewhat in offsetting the ill-effects of the warm weather and scorching sun. Lemonade made from the juice of the lemon is one of the best and safest drinks for any person whether in health or not. It is given credit as being valuable for many purposes besides that of a refreshing drink.

A Preventive of Disease.

It is reputed to be suitable for all stomach diseases, in cases of jaundice, liver complaint and fevers. It is a specific against skin complaints. It not only cures disease but prevents it. Sailors make daily use of it for this purpose.

If a person occasionally rubs his gums with lemon juice, it will keep them in a healthy condition. The hands and the nails are also kept white, soft and supple, by the daily use of lemon instead of soap. It also prevents chilblains. Lemons are used in intermittent fevers, mixed with strong hot coffee, without sugar; also in same manner with green tea.

Must be a Panacea.

Neuralgia, it is claimed, may be cured by rubbing the part affected with a cut lemon. It is valuable also to cure warts and to remove dandruff by rubbing the roots of the hair with it. It will alleviate and finally cure coughs and colds, and heal slightly diseased lungs, if taken hot before going to bed at night.

Its uses are manifold, says one doctor, and the more we employ it, internally and externally, the better we shall find ourselves.

We do not grow the lemon in this country and should assuredly be glad that there is some country that can hand us a lemon—literally not slangily.

The grocer will do well to keep in the mind some of the important uses of the lemon. They should help him frequently to make sales. Now is the time when this line should be pushed strongly.

TRADE NOTES.

Thirty Toronto fruit dealers were fined \$10 each this week for violating the fruit exposure by-law.

General indications point to a big potato crop in United States this year. On July 1 condition was 88.9 per cent, of normal, compared with 76 last year and 89.3 per cent. for the ten year average.

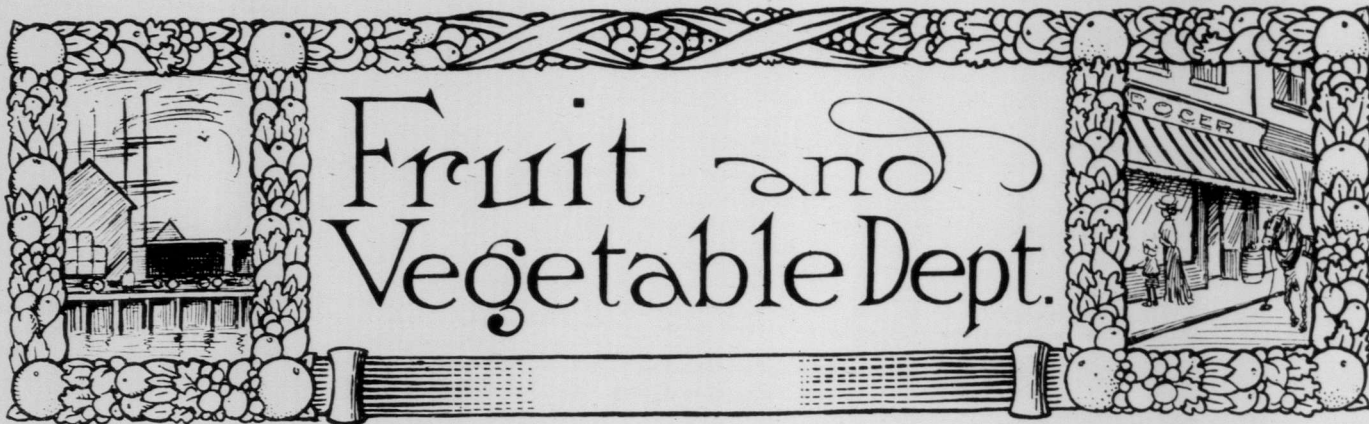
The West Siding Trading Co., general merchants, Saskatoon, Sask., have sold their business to Byes Bros., of Grand Forks, North Dakota, U.S.A. The new proprietors took over the business in July.

The amount of both Indian and Ceylon tea taken by countries outside the United Kingdom during 1911, was slightly less than for the previous year. America, however, took an increased quantity of both varieties, importing 23,311,075 lbs. of Indian as compared with 18,631,669 in 1910 and 29,136,939 lbs. of Ceylon as against 25,724,045 in 1910.

A VALUED ASSISTANT.

Editor Canadian Grocer.—Enclosed please find subscription for your paper. One could hardly conduct an up-to-date grocery business without it.

GEO. V. KNEEN.
Maisonneuve, Montreal, July 1, 1912.



Lemons Expected to Continue Steady

If Weather Continues Favorable For Sales—Reports From Primary Points Not Encouraging—New Potatoes Again Take Easier Turn—Markets Generally Active.

The fruit dealer has long since become acquainted with the fact that weather is ruling factor in lemon market. It was pointed out early in season that prospects for lemons at source of supply were not particularly bright and that a relatively high summer lemon market could be expected. This has followed with only moderately good lemon weather. As to what height prices might have risen if we had had a repetition of last summer's temperature, we can only guess.

At any rate, according to reports there is little hope of immediately lower prices. Primary markets report fruit as scarce, particularly in 300's. New York market holds quite a stiff position with most of fruit coming to hand, requiring repacking. It would therefore seem that with weather proving at all favorable, lemons should continue steady.

Fruit markets are generally active. Raspberries of good quality are still coming forward while cherries, currants and huckleberries and other domestic lines are now getting attention. There is also a good movement of fancy imported lines, such as peaches, pears and plums, while grapes have just recently made their initial bow.

New potatoes which were firmer last week have again taken an easier turn. The cause of this has been the larger shipments sent out from New Jersey. Canadian yield is shaping into a more important factor in market. New stock has next to completely overshadowed old.

MONTREAL.

FRUITS.—Prices show an increase this week owing to shortage, seemingly temporary in certain lines. Grapefruit is getting dearer, as high as \$9 per case being received by many wholesalers. Lemons, as was expected, have also done some soaring, but it is expected that

large supplies are on the way, and a re-adjustment should soon take place.

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

VEGETABLES.—In spite of high prices prevalent, demand continues fine and wholesalers report a steady movement of stocks. Prices are peculiarly firm, and some are inclined to believe that the top for practically all lines has been reached, although carrots are not as plentiful as might be. Cucumbers are in strong demand, while shipments of Spanish onions are uncertain.

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

TORONTO.

GREEN FRUITS.—A generally good business is being done in fruits, imported and home grown varieties at present dividing the honors. Some good quality raspberries have been coming along, and prices have been ruling at 13 to 15 cents per box. Red currants are lower at 6 to 7 cents per quart box, but black currants are a scarce commodity and command a high figure.

To the list of fancy fruits, grapes from California have been added, but the price is fancy also. Peaches, pears and plums from across the line move quite freely.

Montmorency, a red sour cherry, are

offered in fair quantities, bringing around \$1.00 per basket. Huckleberries are selling from \$1 to \$1.50 per 11 quart basket.

Bananas, per bunch	1 50	2 00
Red bananas, per bunch	3 75	4 00
Grapes, per box	2 75	3 50
Huckleberries, basket, 11 qt.	1 00	1 50
Lemons, Verdelli	5 00	5 25
Limes, per 100	1 25	1 50
Oranges—		
California, late Valencias, case	4 00	4 50
Tangerines, half box	1 50	2 00
Rhubarb, per dozen	0 30	0 40
Raspberries, per box	0 13	0 15
Watermelons, each	0 30	0 50
Canadian cherries, red, sour, 11-qt. bkt.	0 90	1 15
Gooseberries, 11-qt. basket, large	1 00	1 50
Red currants, box	0 06	0 07
Black currants, 11-qt. basket		1 75
California Fruits—		
Peaches, box	2 00	2 50
Pears, per half box		2 00
Pears, Bartlett, full box	2 75	3 00
Plums, box	2 00	2 50

VEGETABLES. —Cucumber prices have come down with a thump, due to market increased offerings, and are being handed out this week at 50 to 75 cents per basket with prospects of still further concessions. Green beans are also down to the half dollar mark.

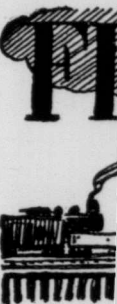
Canadian green corn has made its debut at a fancy figure. Tomatoes are expected to ease.

Beans, green, Canadian, basket, 11 qts.	0 50
Beets, new, Canadian, basket	0 35
Carrots, new, basket	0 35
Cabbage, new, per crate	2 00
Cabbage, new, hamper	0 80
Cucumbers, Can., basket	0 50
Onions, U.S., 70 lb. bags	1 25
Peas, Can., 11-qt. basket	0 50
Potatoes, new, bbl.	3 50
Peppers, green, basket	0 50
Tomatoes, Canadian, basket	1 50

WINNIPEG.

FRUITS AND VEGETABLES.—There is an active trade in all lines especially preserving fruits which are cheap and plentiful. Apples are quoted cheaper and there is a reduction in imported peaches, plums and pears. End of week should see these lines at their lowest and it is expected volume of business will be large.

Fruits—	
Apricots, crate	1 60
Water melons, doz.	7 00
Bananas, bunch	3 50
California lemons, crate	7 50
Cauliflower	3 50
Cucumbers, doz.	1 50
Florida celery, dozen	1 65
Cherries, case	2 00
Florida tomatoes, crate	2 50
Limes, box	5 50
Limes, box	2 25
Washington apples, box	3 00
Onions, Cal., sack	3 50
Onions, Bermuda, case	2 75
Peaches, crate	1 50
Plums, crate	2 00
Peppers, basket	1 25
Potatoes, per bushel	0 80
Carload lots, F.O.B.	0 50
Florida tomatoes	5 00
Oranges, Valencia	4 50
Pears, case	3 50



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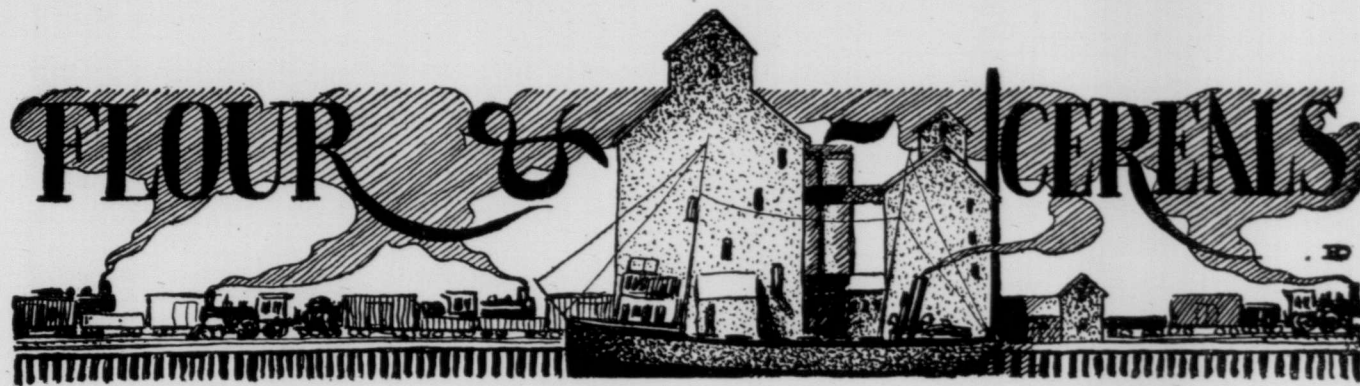
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Just as Much Flour Being Sold in Summer

So Asserts One Miller—Not as Much Goes Through Grocer's Hands—Is Grocer Himself Partly to Blame?—These are Dog Days in Flour and Cereals—New Crop on the Way.

These are the "dog days" in the flour and cereal trade, a listless feeling featuring both these commodities at present time. There are of course reasons for this order of things.

As for flour, in first place, the housewife is not so industrious during the period of inflated temperature and production of bread in the home accordingly is curtailed and this is reflected in the flour sales of the grocer. Added to this another crop is now on the way and in face of present promising outlook, there is nothing to induce retailer to take on more stock than they need for immediate requirements.

"It is true that flour trade is quiet at present," said one miller this week, "but it is more the effect of a hand-to-mouth policy being adopted by buyers, than any falling off in consumption."

"There is really little or no falling off during summer months," was his assertion. He contended that people eat practically same amount of bread in summer as winter, although there is less baked in the homes?

"I wonder how much of this is due to the grocer's listlessness," was a question he asked which it might be well for the grocer to consider. Perhaps if the same retailers displayed a little more aggressiveness, there might be more trade in flour secured during summer.

In cereals also, feeling is now rather one of summer quietness with lighter varieties coming in for greater share of attention. Feeling in rolled oats still continues with an undertone of easiness.

MONTREAL.

FLOUR.—There has been no change in prices. Market is fairly steady but trade rather quiet.

Winter wheat, fancy patents, in bags	4 75	5 00
Straight rollers, in bags	4 30	4 50
Manitoba 1st Spring wheat patents, bags	5 80	
Manitoba straight patents, in bags	5 30	
Manitoba strong bakers, in bags	5 10	
Manitoba second, in bags	4 70	

CEREALS.—Business in rolled oats continues quiet, demand being confined

to small quantities. Prices are steady. The demand for cornmeal has not been so marked of late.

Fine oatmeal, single bag lots	2 56
Standard oatmeal, single bag lots	2 56
Granulated oatmeal, single bag lots	2 56
Bolted Cornmeal, 100 bags	2 25
Roller oats, jute bags, 90-lb. single bag lots	2 50
Roller oats, cotton bags, 90-lb. single bag lots	2 55
Roller oats, barrels	2 25
Roller wheat, bbl.	2 80

TORONTO.

FLOUR.—Flour trade continues its summer quietude, retailers under approach of new crop making provisions for immediate requirements only. Manitoba flour maintains steadiness and no change is anticipated until something definite in regard to new crop takes place.

It seems rather difficult at moment to get an exact line on winter wheat flour situation. There was an easier feeling noted but some millers appear rather uncertain as to whether it was warranted. Situation is rather complicated for while flour that competes with Ontario in European markets is offered at a lower figure than is possible by local exporters, winter wheat in Ontario is at a high figure and outlook is rather unpromising, a great deal of wheat being winter killed.

Manitoba Wheat.	
1st patent, in car lots, per bbl.	5 70
2nd patents, in car lots, per bbl.	5 20
Strong bakers, in car lots, per bbl.	5 00
Feed flour, in car lots, per ton	31 00 33 00

Winter Wheat.	
Fancy patents, domestic consumption	5 10 5 40
Patents, 90 p.c., domestic consumption	4 80 5 10
Straight roller, domestic consumption	4 60 4 80
Blended, domestic consumption	5 10 5 30

CEREALS.—The easier feeling in oats still continues but there is no change in finished product, while market continues listless. "Well, we are at least not looking for any advance," was the answer of one man regarding market.

Dealers are now quoting rolled wheat at \$2.80 in single lots and \$2.70 in five barrel lots.

Roller oats, small lots, 90 lb. sacks	2 50
Roller oats, 25 bags to car lots	2 40
Standard and granulated oatmeal, 98-lb. sk.	2 64
Roller wheat, small lots, 100-lb. bbls.	2 80

Roller wheat, 5 barrel to car lots	2 70
Cornmeal, 98 lb. bags, 25 bag lots	2 30
Roller oats in cotton sacks, 5 cents more.	

MILL FEEDS.—Bran and shorts show no change, continuing at \$22 and \$26 per ton respectively. Local dealers appear to be fairly well supplied but export demand is good and apparently the firming feature.

WINNIPEG.

FLOUR AND CEREALS.—Flour situation remains unchanged with a good domestic trade and fair export enquiry. Roller oats are easier in sympathy with outlook in raw material.

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

FRUIT WINDOW CARDS.

Three fruit show cards that the Wellwood Fruit Co., Toronto, are running in their window at present are:—

"We do not expose our fruit to the dust or dirt of the street."

"Good fruit is the best summer food."

"We aim to secure fruit of quality rather than appearance."

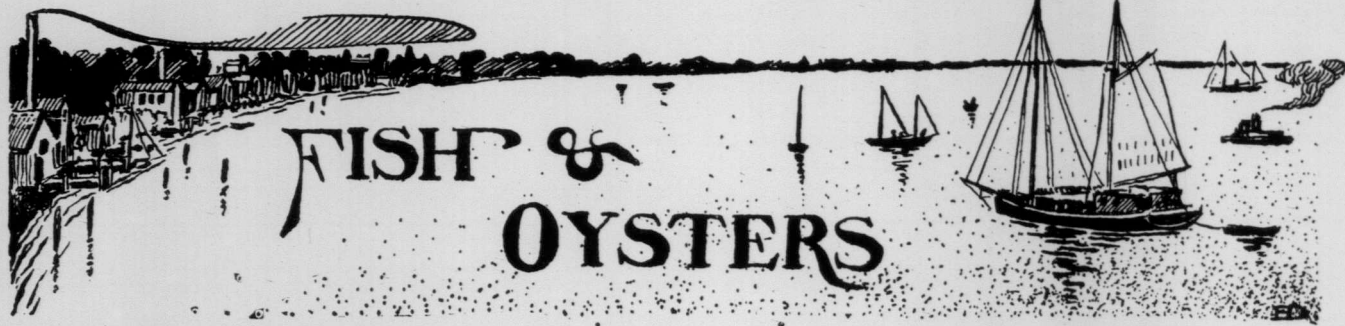
FRUIT MARKET NOTES.

Good oranges continue strong, conditions on coast not being favorable for shipment of really fine fruit in any quantity. Fruit is running small in size.

Accumulation of limes in New York has made market there dull and tone easy.

Bananas continue fairly active, but less so since domestic fruits began to come along.

"There are a good many failures in the grocery business," says an old grocerman. "The reason there are so many of these is the same as why so many fail as insurance or book agents—they take it up after they have failed at everything else."



Appreciable Trade to be Had in Fish

By Those Dealers Who go After The Business—Fish Considered Good Summer Food—Difficulty of Handling Stock Detrimental Feature Now—Fair Supplies on Hand.

To those dealers who go after it, an appreciable trade is to be had in fish even at present time. True, it is that weather is rather a detrimental feature making it more difficult and rather more expensive to handle stocks than at other times of year. On the other hand competition is much less keen while fact that fish are acknowledged as a good summer food should spur dealers on to handle them.

Supplies of fresh halibut are liberal, trout and white fish are in fair supply, while at coast points, haddock and fresh cod are plentiful.

QUEBEC.

Montreal.—Dealers are beginning to prepare for the big season ahead and are even now noticing inquiries for salted and pickled varieties. Haddock at present is plentiful, there being a good demand, as prices are reasonable. Lake trout is scarce, while dressed perch also are not over plentiful. Cod is moving freely, while new Gaspe salmon is also called for.

FRESH AND FROZEN.	
Fancy spring salmon, per lb.	0 18
Large shad herring, each	0 02
Market cod, cases, 250 lbs., per lb.	0 04
Less than case	0 04½
Smelts, fancy	0 10
Haddock	0 04½
Halibut, per lb.	0 10
Herring, frozen, per 100 fish	1 30
Mullets	0 04½
Pike, dressed and headless, lb.	0 05
Steak cod	0 06
Mackerel	0 10
B.C. red salmon	0 10
New Gaspe salmon, per lb.	0 15
Qualla salmon	0 07½
No. 1 smelts, per lb.	0 09
Lake trout, per lb.	0 12
Whitefish, large, per lb.	0 09
Pure cod tablets, 20 1-lb. tablets	2 30
Whitefish, small, lb.	0 06
Barbotte (dressed) bullheads, per lb.	0 08½
PREPARED FISH.	
Boneless cod, in blocks or packages, lb.	8, 10, 11, 12
Dry pollock, 100 lb. bundles, per bundle	5 50
Shredded cod, 2 doz. in box, per box	2 10
Boneless strip cod, 30-lb. box	0 12
SALTED AND PICKLED.	
New green cod, per bbl., 200 lbs.	10 00
New Labrador herring, per bbl.	5 50
New Labrador herring, per half bbl.	3 00
No. 1 mackerel, full	2 00
No. 1 mackerel, half bbls.	8 00
Lake trout, kegs	6 00
No. 1 green haddock, per 200 lbs.	7 50
Salt eels, per lb.	0 06
Salt sardines, bbls.	5 00
Salt sardines, half bbls.	2 75
Lake trout, half barrel	6 00
Scotch herring	6 50
Scotch herring, keg	1 00
Holland herring, half bbl.	5 50
Holland herring, keg	0 75
Boneless new herring, 10-lb. boxes	0 12½
Salt eels, per lb.	0 06
Labrador salmon, bbls.	18 00

SMOKED.	
Bloaters, box	1 10
Yarmouth bloaters, fancy, per box	1 25
Haddies, fancy, 15-lb. boxes, per lb.	0 07½
Fillets, fancy, 15-lb. boxes, per lb.	0 11
Herring, new, smoked, per lb.	1 18
Kippers (small), per box of 50 fish	1 10
Smoked salmon, per lb.	0 25
SHELL FISH.	
Solid meats—Standards, gal., \$1.75; selects, gal.	2 00
Boiled lobsters, per lb.	0 20

Toronto.—New features of interest in local fish market are lacking, trade continuing in the same even tenor as for some time past and no changes being recorded either in prices or varieties of fish offered. Warm weather continues to make proper handling of fish difficult, and more expensive than at other times of year.

ONTARIO.

FRESH CAUGHT FISH.	
White fish, per lb.	0 12
Lake trout, per lb.	0 12
Steak cod	0 08
Haddock	0 07
Halibut	0 11
Flounders	0 07
Lake Erie herrings, per lb.	0 06
Pike	0 07
Perch	0 07
PREPARED.	
Shredded cod, 2 doz. pkgs. to box	2 25
Acadia cod, 2-lb. boxes, 12 to crate	2 80
Cod in loose strips, 25-lb. to box, lb.	0 06½
Finnan Haddie	0 08
Mackerel, each	0 22

NOVA SCOTIA.

HALIFAX.—Owing to the hot weather fish is in light demand at present time. Market is now bare of fresh mackerel and few salt mackerel are offering. Good haddock are plentiful, and fresh cod is also in good supply. Market is well supplied with fresh halibut, also fresh salmon. Smoked fish are in better demand than the fresh stock, haddies (light cured) being the leading seller.

Owing to high price of canned lobsters, sales are comparatively small. Canned clams are in demand, also sardines. Good new July herring are now on market, but there is only a fair demand for them. A little later on the sales will be heavier.

In other lines of salt fish there is little doing. The shipments to foreign markets are light, and home consumption is practically nil. Reports from vessels now on the banks are not encouraging, the catches being small. On some of the inshore grounds fish are more plentiful.

MANITOBA.

WINNIPEG.—Trade in fish keeps steady and the market is well supplied in all lines. No changes in prices are recorded.

Fish—	
Fresh salmon	0 15
Lake Winnipeg whitefish, lb.	0 08½
Fresh pickerel	0 09
Steak cod	0 07
Trout	0 12
Halibut	0 10
Finnan haddies	0 08
Bloaters, per box	1 50
Holland herrings, keg	0 65
Kipperd herrings, box	2 00
Labrador herrings, half barrel	4 50
Mackerel, salt, keg	2 75

GROCERS' LETTER BOX.

Editor Canadian Grocer.—We would be glad if you could inform us who represents in Canada, the firm of Messrs. W. R. Jacob & Co., Dublin, Ireland, manufacturers of biscuits.

Sydney, N.S. F. & J. Morley.

Editorial Note.—The representative of this firm is Kenneth Munro, Coristine Building, Montreal.

WINDOW TRIMMERS' CONVENTION.

The Canadian Window Trimmers' Association hold their first annual convention at Prince George Hotel, Toronto, on Aug. 21, 22 and 23. Window trimming experts will give addresses while important draping demonstrations, fixture displays, illustrated lectures and discussions will make the convention an occasion of practical benefit.

NEXT CONVENTION IN CANADA.

The Christian Commercial Travelers' Association will hold its convention in Toronto in 1913. At a meeting at Atlanta, Ga., the Toronto Gideon organization was represented by President J. C. Siemon, Secretary, Frank A. Douglas and Walter Seldon, who succeeded in capturing the convention. It will be held in July.

FISH ADVERTISING.

Always good fishing in our big pond. Fresh from the nets—all kinds of fresh fish. Cheaper than fresh meat—and more healthful, too.



Produce & Provisions



Cooked and Smoked Meats Seasonable

As Temperature Goes Up Their Sale Increases — Considerable Butter Being Stored—New Zealand Expects to Increase Shipments to Canada—Steadier Feeling in Eggs — Shrinkage is Quite Large

To a certain extent at least, the retailer can gauge the trend of the temperature these days by the fluctuation in his sales of cooked meats. Accordingly as the thermometer mounts upward, the housewife's desire to stand over a hot stove preparing meats dwindles off, with result that sales of grocers' prepared meats increase. Smoked meats are also good sellers during summer months, and sales in these two lines have been appreciable for some time and still continue considerable.

There are without doubt certain interests in the butter trade who expect this commodity to again follow last year's example and soar upward. While it is evident that values next fall and winter will by no means be low, whether they will mount to zenith reached last year, only time will tell. There is at least one thing true and that is that present values are above normal, with no wavering in general prices, although dealers at some centres regard market as possessing an undertone of easiness. Export trade is lacking and there are reports of accumulations at some centres. There is evidently considerable storing of butter, even manufacturers tempted by last year's high prices taking a hand in the game.

There is, however, a factor looming up in the trade to which some importance must be given, namely, supplies from New Zealand, which are becoming a more important feature each year. During season of 1910-11, while New Zealand only sent 9,197 boxes to Canada, 44,431 boxes were received during 1911-12, and butter shippers hope to still further increase this trade.

Warm weather has been proving detrimental to eggs right down the line. To begin with under high temperature, the Canadian hen has been lagging in her duties, resulting in decreased production. Then shrinkage, always a prominent feature at this time has been helping to firm prices. Although the demand

is hardly so strong, nevertheless general feeling is firmer.

MONTREAL.

PROVISIONS.—The volume of business done this week has been larger than usual, feeling at all lines at present being steady, though it may be shaded slightly if stocks continue to accumulate.

Long clear bacon, heavy, lb.	0 13½
Long clear bacon, light, lb.	0 15
Hams—	
Extra large sizes, 28 to 40 lbs., per lb.	0 14¼
Large sizes, 20 to 28 lbs., per lb.	0 16
Medium sizes, 15 to 19 lbs., per lb.	0 17¼
Extra small sizes, 10 to 14 lbs., per lb.	0 17¼
Bone out, rolled, large, 16 to 25 lbs., per lb.	0 18
Bone out, rolled, small, 9 to 12 lbs., per lb.	0 20
Breakfast bacon, English, boneless, per lb.	0 18
Windsor bacon, skinned, backs, per lb.	0 19
Spiced roll bacon, boneless, short, per lb.	0 15
Boiled ham, small, skinned, boneless	0 26 0 28
Hogs, live, per cwt.	9 25 9 50
Hogs, dress, per cwt.	13 00 13 25
Pure Lard—	
Boxes, 50 lbs., per lb.	0 14¼
Cases, tins, each 10 lb., per lb.	0 14½
Cases, tins, each 5 lbs., per lb.	0 14¼
Cases, tins, each 3 lbs., per lb.	0 14¼
Pails, wood, 20 lbs. net, per lb.	0 14¼
Pails, tin, 20 lbs. gross, per lb.	0 14¼
Tubs, 50 lbs. net, per lb.	0 14¼
Tierces, 375 lbs., per lb.	0 14
One pound bricks	0 13½
Compound Lard—	
Boxes, 50 lbs. net, per lb.	0 10¼
Cases, 10-lb. tins, 60 lbs. to case, per lb.	0 10¼
Cases, 5-lb. tins, 60 lbs. to case, per lb.	0 10¼
Cases, 3-lb. tins, 60 lbs. to case, per lb.	0 10¼
Pails, wood, 20 lbs. net, per lb.	0 10¼
Pails, tin, 20 lbs. gross, per lb.	0 10
Tubs, 50 lbs. net, per lb.	0 10½
Tierces, 375 lbs., per lb.	0 10¼
One pound bricks	0 11
Pork—	
Heavy Canada short cut mess, bbl., 35-45 pieces	25 00
Bean pork	17 50
Canada short cut back pork, bbl., 45-55 pieces.	25 50
Heavy short cut clear pork, bbl.	23 00
Clear fat backs	25 50
Heavy flank pork, bbl.	25 50
Plate beef, 100 lb. bbls.	8 15
Plate beef, 200 lb. bbls.	17 00
Plate beef, 300 lb. bbls.	25 00
Dry Salt Meats—	
Green bacon, flanks, lb.	0 11

BUTTER.—The market has shown a firmer feeling since last week and prices have worked up, but it is a question whether high level will be maintained as there is practically no export business being done and stocks are accumulating. For this reason therefore, dealers will do well to follow closely the movement of butter as far as export end is concerned.

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

EGGS.—The demand for eggs has been better than usual but that is not saying that there was any slump in business recently. High prices are general

rule owing to the marked decrease in supplies coming forward. We quote as follows:

New laid eggs, per doz.	0 26	0 26½
Fresh eggs, per doz.	0 24	

POULTRY.—A heavy demand from the West is reported and large shipments have been made by local wholesalers. This has left the Montreal market pretty bare and prices are likely to go up unless some large supplies come to hand early next week:

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

TORONTO.

PROVISIONS. — Smoked hams and bacon continue to find a good sale, these always being stellar lines during summer months. Cooked varieties are also moving well, for reasons that have before been explained. Lard as usual for this season is not particularly brisk. There is no change in commodity prices but they maintain a steady tone.

Stronger feeling noted in live hogs last week has developed into a total advance of 35 cents per cwt. under weight of good demand.

Smoked Meats—	
Light hams, per lb.	0 17¼ 0 18
Medium hams, per lb.	0 17 0 17¼
Large hams, per lb.	0 16 0 17
Backs, plain, per lb.	0 19 0 20
Backs, pea meal	0 20 0 21
Breakfast bacon, per lb.	0 17 0 18
Roll bacon, per lb.	0 13½ 0 13¾
Shoulders	0 11½ 0 12
Pickled Meats—ie less than smoked.	
Roll bacon, per lb.	0 13 0 13½
Heavy mess pork, per bbl.	20 00 20 50
Short cut, per bbl.	24 00 25 00
Cooked hams	0 25 0 26
Lard, tierces, per lb.	0 13¼
Lard, tubs, per lb.	0 13¼
Lard, pails, per lb.	0 14
Lard, compounds, per lb. tierces	0 10
Live hogs, at country points	8 15
Live hogs, local	8 45
Dressed hogs	11 00 11 50

BUTTER.—Butter prices continue to hold at their high level but here and there some dealers rather regard market as possessing a somewhat easier undertone. Fact of matter is that while dealers have realized that prices were above normal and that make with good pastures should be appreciable, still they have not been able to force any concessions from manufacturers. Market across the line is easier and according to one dealer on lower level than local prices.

	Per lb.	
Fresh creamery print	0 27	0 29
Creamery solids	0 26	0 27
Farmers' separator butter	0 23	0 24

Dairy prints, choice	0 21	0 22
Dairy solids	0 20	0 21

EGGS.—Shrinkage in eggs is scarcely so large as earlier in July, nevertheless it is responsible for no little amount of firmness which has been ruling in eggs. There is again another increase registered bringing fresh stock up to 23 to 24 and new laids to 25 to 26 cents

New laid eggs, per doz.	0 25	0 26
Fresh eggs, per doz.	0 23	0 24

CHEESE.—There is rather a steadier tone to cheese as reflected by sales at country boards. As compared with last year, general production is showing up none too well. Some dealers would quote a little firmer.

Old Cheese—		
Large	0 17½	0 19
Twin	0 18	0 19½
New Cheese—		
Large	0 14	0 14½
Twin	0 14½	0 14½
½ Twin	0 14½	0 14½

HONEY.—Last winter's extremely cold weather did not prove well for bee colonies and from present indications honey prices this year are likely to continue their high level. Reports received by the Ontario Beekeepers' Association from double the number of beekeepers reporting in 1911, indicate a still further decrease per colony over last year.

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

POULTRY.—There is a fair business being done in fresh poultry at present time, increased offerings bringing greater activity to market. Spring chickens and ducks lead the way, with a certain trade also present in fowl.

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

NOVA SCOTIA MARKETS.

Halifax, Aug. 1.—Business continues excellent in wholesale grocery lines. Collections are fairly good, and fully up to expectations for season. Jobbers report a heavy demand for sugars, due principally to preserving season. Prices are firm, and there is no indication of any immediate change.

Local dealers have placed large orders for canned goods this season but the packers cannot deliver more than sixty per cent. on strawberries. There may be some improvement later, but present outlook is not favorable for any increase.

There is a heavy demand for cheese and as a result prices have advanced 1½ cents per pound. Best quality stock is now going to trade at 15 to 15½ cents, and prices may go still higher. Eggs are becoming scarce and prices are higher. New laid stock is bringing 24 cents, and as receipts are falling off more rapidly dealers say there will be a further increase before very long.

Magnitude of the Shrinkage in Eggs

Wholesalers Claim Loss From This Cause Averages Two Cents Per Dozen in Hot Weather—An Actual Sample Shipment Showing Loss—Circulars Sent Out Re Care of Eggs.

Country merchants who ship eggs to commission men or wholesalers in the city frequently, and more especially during the summer months, wonder at the rather wide range between the price they receive and price quoted to retail dealers in the city. On the other hand city retailers draw a comparison between country prices and the price they have to pay the wholesalers.

There is an explanation forthcoming as to this wide variance, which is particularly marked during warm weather. In the first place there is the freight, a certain percentage of breakage as well as shrinkage—and it is the shrinkage which is largely responsible for this order of things at the present time, because the loss to the wholesaler through this source is particularly heavy during summer months.

Half of Them Bad.

“Fifteen dozen discarded eggs out of a 30 dozen case,” was a particularly bad case cited by one wholesaler to the Canadian Grocer representative. While this is, however, an outstanding and unusual case, it shows in the language of the street “just what the wholesaler, city retailer and consumer are up against.”

It is an extremely difficult problem to arrive at the exact average loss in shrinkage. It varies according to season, district eggs come from dealers who ship them and several other items. Opinion as to average loss varies from 1 to 2 cents per dozen.

Shrinkage Heavy in July.

Of course there are instances which go below this and cases where it is much larger. For instance during warm weather of early July percentage of shrinkage was much larger than usual. Here is how the loss worked out on a case of eggs received by a Toronto wholesale house this week and which was regarded as an ordinary or average case:—

9 rotten eggs	17c
4 doz. No. 2, less per doz. 4c.....	16c
5 doz. small and dirty, loss per doz. 4c	10c
3 broken eggs	5c
Total	48c

Loss Averages Two Cents a Dozen.

Thus in this case the loss runs over 1½ cents per dozen. “But,” said this wholesaler, “the loss is often much larger, there being more rotten, No. 2 and broken eggs. I should judge that with us, it would average up about 2 cents

per dozen, and with ½ cent for express, eggs which we paid 22 cents for in the country really cost us 24½ cents.” in lies the difference between quotations in the country and in the city.

Campaign of Education.

If it could be eliminated, it would be better not only for them, but country and city dealers and consumers as well. Realizing this, many produce firms are advising retailers how eggs should be handled to guard against loss, while retailers are themselves being urged to educate their customers to proper handling.

The wholesale dealers in Toronto have this year been particularly aggressive in this regard. They have sent a little circular to retail dealers regarding care of eggs and are also supplying these circulars to country merchants for distribution among customers.

The Rules Set Down.

The circular is headed “Do you want more money for your eggs? If so, observe the following rules”:

1. Provide plenty of clean, dry nests for your hens.
2. Gather the eggs daily in cool weather and twice a day in hot or rainy weather.
3. Do not wash eggs. Use the dirty, small, very long and grass stained eggs at home.
4. Keep eggs in a cool, dry place, which is free from odors.
5. Market your eggs twice a week if possible.
6. Don't sell eggs which were found in a stolen nest.
7. Keep the eggs out of the sun when taking them to town.
8. Don't keep eggs near oil, onions, etc., as they readily absorb odors.
9. Don't sell eggs known to be bad or which have been in an incubator. It is dishonest.
10. Male birds should not be allowed with hens, except for breeding purposes. After that period, kill roosters, save feed, and improve your egg product.

Then endeth the exhortation:—“The carrying out of the above rules will ensure more money for your eggs and an easy conscience.”

Retailers should do their part in eliminating the loss in eggs by following these rules and also urging those who brings eggs to them to do so.

YOU CAN INCREASE YOUR TRADE BY HANDLING



THEY ARE THE FINEST PROCURABLE

AND INCLUDE

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

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

GUNNS LIMITED, PORK AND BEEF PACKERS

WEST TORONTO, ONT.

Montreal, St. John, N.B.

Travellers and Agents everywhere.

FOR CHEAPER LIVING

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

We have them also pickled and cooked.

Made under Government Inspection.

F. W. FEARMAN CO., Limited
 HAMILTON

The quality of

WETHEY'S Condensed Mince Meat

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

WHAT ABOUT YOURSELF?

Are you one of its friends?

If not, now is the time to get acquainted.

All Jobbers. 3 doz. to a case.

WRITE US

J. H. WETHEY, Limited
 ST. CATHARINES

"THE MINCE MEAT PEOPLE"

QUOTATIONS FOR PROPRIETARY ARTICLES

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

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

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

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

WHITE SWAN SPICES AND CEREALS, LTD.

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

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

COOK'S FRIEND BAKING POWDER.

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

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

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

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

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

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

CEREALS.
WHITE SWAN SPICES AND CEREALS, LTD.

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

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

DOMINION CANNERS.
 Aylmer Jams. Per doz.
 Strawberry, 1912 pack...\$ 2 15
 Raspberry 1 95
 Black currant 1 95
 Red currant 1 75
 Peach 1 80
 Pear 1 70

Jellies.
 Red currant 2 00
 Black currant 2 15
 Crabapple 1 45
 Raspberry and red currant 1 95
 Raspberry and gooseberry 1 80
 Plum jam 1 55
 Green Gage plum, stoneless 1 75
 Gooseberry 1 75
 Plum 1 70
 Grape 1 85

Marmalade.
 Orange jelly 1 55
 Green fig 2 25
 Lemon 1 60
 Pineapple 1 95
 Ginger 2 25

Pure Preserves—Bulk.
 5-lbs. 7-lbs.
 Strawberry 0 59 0 82
 Black currant 0 59 0 82
 Raspberry 0 59 0 82

14's and 30's per lb.
 Strawberry 0 10½
 Black currant 0 10½
 Raspberry 0 10½
 Freight allowed up to 25c per 100 lbs.

COCOA AND CHOCOLATE.
THE COWAN CO., LTD.

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

Special quotations for Cocoa in barrels, kegs, etc.

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

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

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

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

EPP'S.
 Agents—Willson & Warden, Toronto; Forbes & Nadeau, Montreal; J. W. Gorham & Co., Halifax, N.S.; Buchanan & Gordon, Winnipeg.

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

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

Elite, 10c size (for cooking) dozen 0 90
 Mott's breakfast cocoa, 2 doz. 10c size, per doz. 0 85
 Nut milk bars, 2 dozen in box 0 80

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

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

COCOANUT.
CANADIAN COCOANUT CO.
 Packages—5c, 10c, 20c, and 40c packages, packed in 15-lb. and 30-lb. cases. Per lb.
 1-lb. pkgs. White Moss ... 0 28

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

Bulk—
 In 15-lb. tins, 20-lb. pails and 10, 25 and 50-lb. boxes.

Pails Tins Bbls.
 White Moss, fine strip 0 19 0 21 0 17
 Best shredded . 0 18 0 16
 Ribbon 0 19 0 17
 Macaroon 0 17 0 15
 Desiccated 0 16 0 14

CONDENSED AND EVAPORATED MILK.
BORDEN MILK CO., LTD.

Per Case
 East of Fort William, Ont.
 Eagle Brand, each 4 doz. \$6 00
 Gold Seal Brand, each 4 dz 5 25
 Challenge Brand, each 4 dz 4 50
 Peerless Brand, "Hotel," each 2 doz. 4 25
 Peerless Brand, "Tall," each 4 doz. 4 50

Peerless Brand, "Family," each 4 doz. 3 90
 Peerless Brand, "Small," each 4 doz. 2 00
 St. Charles Evaporated Milk (baby size) 2 00
 St. Charles Evaporated Milk (family size) 3 90
 St. Charles Evaporated Milk (hotel size) 4 25

Silver Cow Milk 5 40
 Purity Milk 5 25
 Good Luck Milk 4 50
 Reindeer Brand (4 doz. in case) 5 75
 Mayflower Brand (4 doz. in case) 5 25

Clover Brand (4 doz. in case) 4 50
 Reindeer Jersey Brand, Family (4 doz. in case). 3 90
 Reindeer Jersey Brand, tall (4 doz. in case).... 4 50
 Reindeer Jersey Brand, Hotel (2 doz. in case).... 4 25
 Reindeer Jersey Brand, Gallon (½ doz. in case) 4 75

CANADA FIRST BRAND.
 The Aylmer Condensed Milk Co. Per Case.
 Canada First Baby Evaporated Milk 2 00
 Canada First Family Evaporated Milk 3 75
 Canada First Medium Evaporated Milk 4 50
 Canada First Hotel Evaporated Milk 4 00
 Canada First Sweetened Condensed Milk 5 25
 Canada First Rosebud Condensed Milk 5 15
 Canada First Beaver Condensed Milk 4 50

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

MEI
 Ground
 1 and
 1 and
 1 and
 Packed
 Terms—N
BRANSO:

AGE
 402 Spa
 Small siz
 Large siz
 In 3 dc
 paid on
 Grape N
 \$4.50.
 Post Tos
 Postum (.....
 1, \$2.70
 PE
 MacLaren
 Small,
 Medium
 Large,
 Tumble
 Pails, :

Reindeer 1
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(Combined
 Reindeer E
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Nectar ...
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 Empress ...

Duchess ...
 Ambrosia ...
 Plantation

Fancy Bot
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Gold Meda
 Gold Meda
 Anchor B

do.
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 tins. gr

German 1
 tins, gr

English
 tins, gr

Grand Pr
 tins, gr

Demi-Tas
 tins, gr

Flower 1
 ground

WHITE
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WHIT
 1-lb. deco

Mo-Ja, ½

Mo-Ja, 1-1

Mo-Ja, 2-

Cafe des
 glass ja

Cafe l'Ar
 glass ja

Presentat
 per doz

1

MEI
 Ground

1 and

1 and

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Packed

Terms—N

BRANSO:

AGE
 402 Spa

Small siz

Large siz

In 3 dc

paid on

Grape N

\$4.50.

Post Tos

Postum (

1, \$2.70

PE

MacLaren

THE CANADIAN GROCER

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

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

COFFEES.
EBY-BLAIN, LIMITED.
Standard Coffees
Roasted whole or ground, packed in damp-proof bags.

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

Package Coffee.
Gold Medal, 2-lb. tins.
whole or ground 0 31
Gold Medal, 1-lb. tins, do 0 32
Gold Medal, ½-lb. tins do 0 33
Anchor Brand, 2-lb. tins, do. 0 31

German Dandelion, 1-lb. tins, ground 0 26
German Dandelion, ½-lb. tins, ground 0 28
English Breakfast, 1-lb. tins, ground 0 19
Grand Prix, 1 and 2-lb. tins, ground 0 30
Demi-Tasse, 1 and 2-lb. tins, ground 0 30
Flower Pot, 1-lb. pots, ground 0 23

WHITE SWAN SPICES AND CEREALS, LTD.

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

MINTO BROS.
MELAGAMA BLEND.

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

BRANSON'S SHEREEF COFFEE.

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

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

CONFECTIONS.
PEANUT BUTTER.

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

CHEESE.
MACLAREN'S IMPERIAL.

Ontario prices per doz.
Individual (each 2 doz.) .. 1 00
Small (each 2 doz.) 2 40
Medium (each 1 doz.) 4 50
Large (each ½ doz.) 8 25

MacLaren's Roquefort—
Small (each 2 doz.) 1 40
Large (each 1 doz.) 2 40
MacLaren's Canada Cream—
Small (each 1 doz.) 0 90
Medium (each 2 doz.) ... 1 85
Large (each 1 doz.) 2 40

FLAVORING EXTRACTS.
SHIRIFF'S.

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

Discount on application.
CRESCENT MFG. CO.

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

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

CLARK'S PORK AND BEANS IN TOMATO SAUCE.

Per doz.
No. 1, 4 doz. in case 0 60
No. 2, 2 doz. in case 0 95
No. 3, flats, 2 doz. in case 1 15
No. 3, talls, 2 doz. in case 1 35
No. 6, 1 doz. in case 4 00
No. 12, ½ doz. in case 6 50

LAPORTE, MARTIN & CO., MONTREAL, AGENCIES.

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

Per case
Sur Extra Fins, ½ facons, 40 bou. 11 00
Sur Extra Fins, tins, ½ kilo, 100 tins 15 50
Extra Fins, tins, ½ kilo, 100 tins 15 00
Tres Fins, ½ kilo, 100 tins 14 00
Fins, tins, ½ kilo, 100 tins 12 50
Mi-Fins, tins, ½ kilo, 100 tins 11 00

Moyens No. 1, tins, ½ kilo, 100 tins 10 00
Moyens No. 2, tins, ½ kilo, 100 tins 9 50
Moyens No. 3 8 75
Asparagus, Haricots, etc.

MINERVA PURE OLIVE OIL.
Case—
12 litres 6 50
12 quarts 5 75
24 pints 6 25
24 ½-pints 4 25

Tins—
5 gals. 2s 23 00
2 gals. 6s 29 00
1 gal. 10s 25 00
½-gal. 20s 26 00
¼-gals. 20s 13 50
¼-gal. 48s sq. 17 00
¼-gal. 48s rd. 15 50

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

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

CASTILE SOAP.
"Le Soleil," 72 p.c. olive oil.

Case, 12 lbs. 2¼-lb. bars, lb 0 08½
Case 25 lbs., 11-lb. bars, lb 0 07½
Case 50 lbs. ¾-lb. bars case 3 50
Case 200 lbs. 3¼-oz., case. 3 75
"La Lune," 65 p.c. olive oil.
Case 25 lbs. 11-lb. bars, lb. 0 07
Case 12 lbs. 2¼-lb. bars, lb 0 08
Case 50 lbs., ¾-lb. bars, case 3 25
Case 100 lbs. 3¼-oz. bars, case 1 80
Case 200 lbs. 3¼-oz. bars, case 3 40

ALIMENTARY PASTES.
BLANC & FILS.

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

DUFFY & CO. BRAND.

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

CANNED HADDIES "THIS-TLE" BRAND.

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

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

LARD.
N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

Tierces 11½
Tubs 11¼
Pails 12
Tins, 20 lbs. 11½
Cases, 3 lbs. 12½
Cases, 5 lbs. 12¾
Cases, 10 lbs. 12¾
F.O.B. Montreal.

GUNN'S "EASIFIRST" SHORTENING.

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

MARMALADE.
SHIRRIFF BRAND.

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

MUSTARD.
COLMAN'S OR KEEN'S.

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

F. D., ¼-lb. 0 85
F. D., ½-lb. 1 45

Per jar
Durham, 4-lb. jar 0 75
Durham, 1-lb. jar 0 25

MACLAREN'S IMPERIAL PREPARED MUSTARD.

Ontario Prices.
Small case 4 doz., per doz. 0 45
Medium, cases 2 doz., doz. 0 90
Large, cases, 1 doz., doz. 1 35

VERMICELLI AND MACARONI
D. SPINELLI C'Y., MONTREAL
Fine.

4-lb. box "Special" per box 0 22
8-lb. box "Special," box.. 0 44
5-lb. box "Standard" box 0 27½
10-lb. box "Standard," box 0 55
60-lb. cases or 75-lb. bbls. per lb. 0 05
25-lb. cases, 1-lb. pkgs. (Vermicelli) per lb. 0 06

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

JELLY POWDERS.
JELL-O.

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

JELL-O ICE CREAM POWDER.

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

IMPERIAL DESSERT JELLY.
Ontario Prices.

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

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

RICHARDS PURE SOAP.

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

Prices—Ontario and Quebec:
Less than 5 cases\$ 5 00
Five cases or more 4 95

SAPHO MFG. CO., LTD. MONTREAL "SAPHO" INSECTICIDE

1-16 gall., doz.\$ 2 00
¼-gall., doz. 6 00
½-gall., doz. 10 00
1 gall., doz. 19 20
1-16 gall. gross lot 20 00

THE CANADIAN GROCER

"ANTI-DUST" SWEEPING POWDER.
 Size No. 1, 3 doz. crates, per doz. \$ 1 50
 No. 2, 1 and 2 doz. crates, per doz. 3 00

STARCH.

EDWARDSBURG STARCH CO.
 Boxes Cents
 Laundry Starches—
 40 lbs., Canada Laundry.. .06½
 40 lbs., Canada white gloss, 1 lb. pkgs.06½
 48 lbs., No. 1 white or blue, 4 lb. cartons07
 48 lbs., No. 1, white or blue, 3 lb. cartons07
 100 lbs., kegs, No. 1 white .06½
 200 lbs., bbls., No. 1 white .06½
 30 lbs., Edwardsburg silver gloss, 1 lb. chromo pkgs .07½
 48 lbs., silver gloss, in 6-lb. tin canisters08
 36 lbs., silver gloss, 6-lb. draw lid boxes..... .08
 100 lbs., kegs, silver gloss, large crystals07
 28 lbs. Benson's satin, 1-lb. cartons, chromo label .. 07½
 40 lbs., Benson's Enamel (cold water) per case .. 3 00
 20 lbs. Benson's Enamel (cold water) per case .. 1 50
 Celluloid—boxes containing 45 cartons, per case 3 60
 Culinary Starch.
 40 lbs. W. T. Benson & Co.'s prepared corn07½
 40 lbs. Canada pure corn starch06½
 (20-lb. boxes ¼c higher.)
BRANTFORD STARCH
 Ontario and Quebec.
 Laundry Starches—
 Canada Laundry—
 Boxes about 40 lbs.... .06½
 Acme Gloss Starch—
 1-lb. cartons, boxes of 40 lbs .06½
 First Quality White Laundry—
 3 lb. canisters, cs of 48 lbs. .07½
 Barrels, 200 lbs.06½
 Kegs, 100 lbs.06½
 Lily White Gloss—
 1 lb. fancy cartons, cases 30 lbs.07½
 6 lb. toy trunks, lock and key, 8 in case .. .08½
 6 lb. toy drums, with drumsticks, 2 in case. .08
 Kegs, extra large crystals, 100 lbs.07½
 Canadian Electric Starch—
 Boxes containing 40 fancy pkgs., per case 3 00
 Celluloid Starch—
 Boxes containing 45 cartons, per case 3 75
 Culinary Starches—
 Challenge Prepared Corn—
 1-lb. pkts, boxes of 40 lbs. .06
 Brantford Prepared Corn—
 1-lb. pkts, boxes of 40 lbs .07½
 "Crystal Maize" Corn Starch.
 1 lb. pkts., boxes 40 lbs.. .07½
 (20 lb. boxes ¼c higher than 40's.)
OCEAN MILLS, MONTREAL.
 Chinese starch, 48 1 lb., per case, \$4; Ocean Baking Powder, 3-oz. tins, 4 doz. per case, \$1.60; 4-oz. tins, 4 doz. per case, \$3.00; 8-oz. tins, 5 doz. per case, \$6.50; 16-oz. tins, 3 doz. per case, \$6.75; 5-lb. tins, 10 tins a case, \$7.50; 1-lb. bulk, per 25, 50 and 250 lbs., at 15c per lb. Ocean blanc mange 48 8-oz., \$4; Ocean borax, 48 8-

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

SOUPS—CONCENTRATED CHATEAU BRAND.
 Vegetable, Mutton Broth, Mulligataway, Chicken, Ox Tail, Pea, Scotch Broth, Julienne, Mock Turtle, Vermicelli, Tomato, Consomme, Tomato.
 No. 1's, 95c per dozen. Individuals, 45c per dozen. Packed 4 dozen in a case.
SYMINGTON'S SOUPS.
 Quart packets, 9 varieties, doz. 0 90
 Clear soups in stone jars, 5 varieties, doz. 1 40

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

SYRUP.

EDWARDSBURG STARCH CO.
CROWN BRAND CORN SYRUP
 2 lb. tins, 2 doz. in case.. 2 55
 5 lb. tins, 1 doz. in case .. 2 90
 10 lb. tins, ½ doz. in case 2 80
 20 lb. tins, ¼ doz. in case 2 75
 Barrels, 700 lbs. 3½
 Half Barrels, 350 3¼
 Quarter Barrels, 175 4
 Pails, 38½ \$1 90
 " 25 lbs. each 1 35

LILY WHITE CORN SYRUP.
 2 lb. tins, 2 doz. in case.. 2 90
 5 lb. tins, 1 doz. in case.. 3 25
 10 lb. tins, ½ doz. in case 3 15
 20 lb. tins, ¼ doz. in case 3 10
 (5, 10 and 20 lb. tins have wire handles.)

BEAVER BRAND MAPLE SYRUP.
 2-lb. tins, 2 doz. in case.. \$3.50
 5-lb. tins, 1 doz. in case .. 4.00
 10-lb. tins, ½ doz. in case.. 3.95
 20-lb. tins, ¼ doz. in case.. 3.90
 (5, 10 and 20 lb. tins have wire handles.)
 Terms: 30 days net. No discount for prepayment.
 Freight prepaid on 5 case lots, to all stations in Quebec and Ontario (east of North Bay), and during navigation to ports as far as Sault Ste. Marie inclusive.
 To points beyond North Bay we prepay freight to North Bay only.

MOLASSES.

DOMINION MOLASSES CO.
 Gingerbread Brand (Toronto)
 2's—2 doz. to case, per doz. 93
 3's—2 doz. to case 1 45
 Winnipeg.
 2's—Tins, 2 doz. cases, per doz. 1 20
 3's—Tins, 2 doz. cases, per doz. 1 75
 5's—Tins, 1 doz. cases, per doz. 3 20
 10's—Tins, ½ doz. cases, per doz. 5 30
 20's—Tins, ¼ doz. cases, per doz. 19 40
 Pails—1's each 0 65
 Pails—2's each 1 12
 Pails, 5's, each 2 55

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

5's, 1 doz. case, per doz. .. 3 75
 10's, ½ doz. case, per case. 3 40
 20's, ¼ doz. case, per case. 3 05

Western Prices—Sudbury to Victoria.

2's, 2 doz. case, per doz.. 1 60
 3's, 2 doz. case, per doz... 2 35
 5's, 1 doz. case, per doz... 4 00
 10's, ½ doz. case, per case. 4 15
 20's, ¼ doz. case, per case 3 80

SAUCES.

PATERSON'S WORCESTER SAUCE.
 ½-pint bottles 3 and 6 doz. cases, doz. \$0 90
 Pint bottles, 3 doz. cases, doz. 1 75
 H. P.

H. P. Sauce— Per doz.
 Cases of 3 dozen \$1 90
 H. P. Pickles—
 Cases of 2 doz. pints .. \$3 35
 Cases of 3 doz. ½-pints. 2 25

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

HOLBROOK'S IMP. WORCESTERSHIRE SAUCE.
 Per doz.
 Rep. ½ pints, packed in 6-doz. case \$2 25
 Imp. ½-pints, packed in 4-doz. case 3 15
 Rep. qts. packed in 2-doz. case 6 50

STOVE POLISH.

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

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

TOBACCO.

IMPERIAL TOBACCO COMPANY OF CANADA.
 Chewing—Black Watch 6s .. 44
 Black Watch, 12s 45
 Bobs, 6s and 12s 46
 Bully, 6s 44
 Currency, 6½s and 12s ... 46
 Stag, 5 1-3 to lb. 38
 Old Fox, 12s 44
 Pay Roll Bars, 7½s 56
 Pay Roll, 7s 46
 War Horse, 6s 42
 Plug Smoking—Shamrock, 6s, plug or bar 54
 Rosebud Bars, 6s 54
 Empire, 6s and 12s 44
 Ivy, 7s 50
 Starlight, 7s 50
 Cut Smoking — Great West
 Pouches, 8s 63
 Regal Cube Cut, 9s 70

TEAS.

THE "SALADA" TEA CO.
 East of Winnipeg.
 Wholesale R't'l
 Brown Label 1's and ½'s .25 .30
 Green Label, 1's and ½'s .27 .35
 Blue Label, 1's, ½'s, ¼'s and 1/8's30 .40
 Red Label, 1's and ½'s.. .36 .50
 Gold Label, ½'s44 .60
 Red-Gold Label, ½'s55 .80

LUDELLA CEYLON TEA.
 Orange Label, ½'s24 .30
 Brown Label, ½'s & 1's .28 .40

Brown Label, ¼'s30 .40
 Green Label, ½'s & 1s.. .35 .50
 Red Label, ½'s40 .60

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

Wholesale R't'l

Brown Label, 1-lb. or ½ .25 .30
 Red Label, 1-lb. or ½ .. .27 .35
 Green Label, 1's, ½ or ¼ .30 .40
 Blue Label, 1's, ½ or ¼ .35 .50
 Yellow Label, 1s, ½ or ¼ .40 .60
 Purple Label, ¼ only55 .80
 Gold Label, ¼ only70 1.00

"KOLONA" TEA.
 Ceylon Tea, in 1 and ½-lb. lead packages—black or mixed.
 Orange Label, 1's23 .30
 Black Label, 1-lb., retail at 25c20
 Black Label, ½-lb. retail at 25c21
 Blue Label, retail at 30c24
 Green Label, retail at 40c.. .30
 Red Label, retail at 50c35
 Brown Label, retail at 60c. .42
 Gold Label, retail at 80c.. .55

JAMS AND JELLIES.
T. UPTON & CO.
 Compound Jams — Red Raspberry, strawberry, peach, plum, red currant, black currant, cherry, gooseberry, blueberry, apricot, huckleberry, 12-oz. glass jars, 2 doz. in case, \$1 per doz.; No. 2 tin, 2 doz. in case, \$1.90 per doz.; No. 5 tin pails, 9 pails in crate, 37½c per pail; No. 7 tin pails, 6 pails in crate, 52½c per pail; No. 7 wood pails, 6 pails in crate, 52½c per pail; 30-lb. wood pails, 7¼c per lb. Packed in assorted cases or crates if desired.
 Compound Jellies—Raspberry, strawberry, black currant, red currant, pineapple, 9 oz. glass tumblers, 2-doz. in case, 95c per doz.; 12-oz. glass jars, 2 doz. in case, \$1.00 per doz.; No. 2 tin, 2 doz. in case, \$1.90 per doz.; No. 5 tin pails, 9 pails in crate, 37½c per pail; No. 7 wood pails, 6 pails in crate, 52½c per pail; 30-lb. wood pails, 7¼c per lb. Packed in assorted cases or crates if desired.
 Pure Orange Marmalade — Guaranteed finest quality. 12-oz. glass jars, 2 doz. in case, \$1.10 per doz.; 16-oz. glass jars, 2 doz. in case, \$1.50 per doz.; pint sealers, 1 doz. in case, \$2.25 per doz.; No. 2 tins, 2 doz. in case, \$2 per doz.; No. 4 tins, 2 doz. in case, 35c per tin; No. 5 tins, 9 in crate, 42½c per tin; No. 7 tins, 12 in case, 57½c per tin; No. 7 wood pails, 6 in crate, 57½c per pail; 30-lb. wood pails, 8c per lb.

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

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

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Back to Work Again

Our travellers will be home from their holidays on Saturday, and out after business again next week. They will be in better fettle for work and you will be more pleased to see them than if they had been working instead of holidaying the past two weeks. We have this to say to you now, that we are sending them out equipped with samples and prices that will well pay you to see before placing orders. During their absence we have collected a number of good things that will positively be worth while, and we bespeak for them that you wait and hear what they have to say.

H. P. ECKARDT & CO.

WHOLESALE GROCERS

Cor. Front and Scott Sts. - TORONTO

**CALIFORNIA
FRUITS**

PEACHES, PLUMS
AND PEARS

Cars arriving daily. We
handle the best packs.

Canadian Tomatoes,
Cabbage, Cucumbers,
Wax and Green Beans, etc.
Late Valencia Oranges,
Verdelli Lemons, etc.

McWILLIAM
Mc. AND E.
EVERIST

25-27 CHURCH TORONTO
are Largest Receivers

**BANANAS
Tomatoes
Celery**

AND
all early vegetables

—
We invite
enquiry
—

Prompt attention and first-class
service.

—
WRITE AT ONCE

LEMON BROS.

Owen Sound, Ontario

Every Box

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

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

J. J. McCABE

Agent

Toronto

Keep in mind the dominant
fact that mankind from
its first appearance on the
earth has been schooled by
nature to look for signs;
for invitations to taste; for
suggestions as to what to
wear. Tell your story
briefly, forcibly, truthfully,
and address it through the
proper media and you can
successfully apply adver-
tising as a means to in-
creased distribution.



OAKLEY'S

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

'WELLINGTON'

KNIFE POLISH

JOHN OAKLEY & SONS, Limited

Manufacturers of

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

Wellington Mills, London, England

Frequency of Sailings

Every eleventh day a
Pickford & Black
steamer leaves Halifax
for Bermuda, St. Kitts,
Antigua, Barbados,
Trinidad and Demer-
ara; the round trip oc-
cupying thirty days.

For further particulars
apply to

PICKFORD & BLACK, LIMITED
HALIFAX, N.S. Agents

**WE
WANT
A
MAN**

of good character, in each city, town and village in Canada, where we are not
already represented, to act as our

SPECIAL CIRCULATION REPRESENTATIVE.

Work is dignified and educative. Previous experience unnecessary. Duties at
first need not interfere with your present employment.

**WE WILL ASSIST THE RIGHT MAN TO BECOME INDEPENDENT
FOR LIFE.**

If you are making less than \$100.00 a month, and are trustworthy and am-
bitious to learn and become competent to handle our business in your vicinity,
write us at once for full particulars.

MAOLEAN PUBLISHING COMPANY,
143-149 University Ave., Toronto, Ont.

Georgia Peaches
Bartlett Pears
California Plums
Watermelons
Cantaloupes

FRESH AND OF THE BEST—
DAILY

WHITE & CO., LTD.
TORONTO and HAMILTON

FRUITS FOR PRESERVING

We have fresh arrivals of all small fruits and vegetables of the very best quality every day. Let us supply you with fruits for preserving. Send us your order and we will fill when quality and price is right.

**New Potatoes, Extra Fancy
Quality.**

ORANGES LEMONS BANANAS

THE HOUSE OF QUALITY.

HUGH WALKER & SON

Established 1861
GUELPH and NORTH BAY

“Above the ordinary”

that is the verdict of hundreds of grocers in Canada when telling of the salability of N. P. BAR SOAP. If your customers knew the truth as to its economy and honest value as a good soap, a profitable soap trade would be yours. Write us for prices. Don't delay.

David Morton & Sons, Limited
Victor Soap Works HAMILTON, ONT.



Quick Sales
Satisfaction

Large Profit
No
Dead Stock

CHINESE STARCH

Each package contains a full pound (16 oz.).

Write for list of our products and prices.

AGENTS: Standard Brokerage Co., Vancouver, B.C.; Escott & Harmer, Winnipeg, Man.; Harry Horne & Co., Toronto, Ont.; Norman D. McPhie, Hamilton, Ont.; The Lawrence Nfld. Co., Ltd., St. John's, Nfld.; J. J. McKinnon, Charlottetown, P.E.I.; Boivin & Grenier, Quebec, Que.; Eug. Follot, St. Pierre, Miquelon; Scott, Boyd & Co., Port of Spain, Trinidad, B.W.I.; Desmarais & Gregoire, Chicoutimi, Que.; and all the Wholesale Grocers throughout the Dominion.

O. Lefebvre, Prop. OCEAN MILLS Montreal

The Grocer Who Can Supply and Who Pushes SNAP

is sure to bring custom to his store and satisfy his patrons. You know what satisfied customers mean to a healthy business — "Success," and success means money. See that Snap is prominently displayed and introduced, and you will then appreciate our enthusiasm over this



wonderful hand cleaner—cleans the hands of all kinds of soil, paint, grease, tar, etc.

Snap Co.
LIMITED
Montreal Que.



THINK—THEN ACT!

Just think what it means to you to handle a line that is becoming so popular with all the housewives.

SOCLEAN

THE DUSTLESS SWEEPING COMPOUND

saves much labor, lays dust, disinfects, kills moths, saves scrubbing and dusting, and a host of other things that are sure to appeal to the busy housewife.

Put up in 25c, 50c and \$1.00 pails.

SOCLEAN LIMITED, Toronto,
ONTARIO

The originators of the Dustless Sweeping Compound of Canada

SATISFACTION

There is not only satisfaction, but pleasure in selling a product that is well known to the public. W. W. Co. brooms invariably give the acme of satisfaction and pleasure to the buyer and the dealer has the satisfaction of knowing personally that the quality of the brooms is everything that the makers claim.

Our "Bamboo" handle brooms are popular—you should keep them.

Walter Woods & Co.
HAMILTON - - - WINNIPEG



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66-68

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Quality In Fish Foods Is Important

If there is one article in a grocery store more than another that will lose trade for you it is inferior grade fish foods. Likewise does it work the reverse way—through superior quality you can depend on it, that fish

BRUNSWICK BRAND

will please the taste and give all-round satisfaction through its sheer good quality. It does not pay to experiment, Mr. Grocer, buy Brunswick—the quality brand and have the assurance of superior quality. Here's a line you can handle with credit to your store and big profit for yourself.



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

AGENTS—Grant, Oxley & Co., Halifax, N.S.; J. L. Lovitt, Yarmouth, N.S.; Buchanan & Ahearn, Quebec, P.Q.; Leonard Bros., Montreal, P.Q.; A. W. Huband, Ottawa, Ont.; A. E. Richards & Co., Hamilton, Ont.; J. Harley Brown, London, Ont.; C. deCarteret, Kingston, Ont.; James Haywood, Toronto, Ont.; Chas. Duncan, Winnipeg, Man.; Shallcross, Macaulay Co., Calgary, Alta.; Johnston & Yockney, Edmonton, Alta.; Shallcross, Macaulay Co., Vancouver and Victoria, B.C.



It is Wasteful to Retail Oil With a Common Measure

you admit that, don't you? Then why do you continue as a salesman of oil to carry on oil business *at a loss*? It is a loss on the good profit of oil and a loss by deteriorating the value of the goods that become tainted through the odor of this waste oil.

The Bowser Self-Measuring System

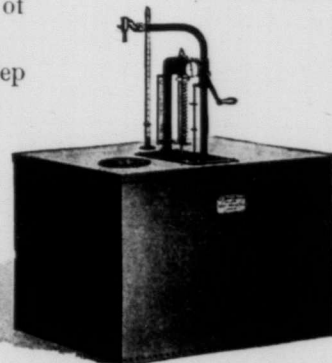
saves money; because it eliminates the use of measures; it is guaranteed evaporation proof; it gives accurate, guaranteed measure directly into the customer's can, and with our Anti-Drip nozzle shuts off the flow of oil as soon as the pumping ceases. The whole operation may be performed with no danger of soiling your hands.

The Bowser way is the only way to keep oil and sell it to get the *whole* profit.

Send for particulars. Book No. 5.

S. F. BOWSER & CO. Inc.
66-68 Fraser Ave. - TORONTO

For twenty-seven years manufacturers of Self-measuring Pumps, Gasoline and Oil Storage Systems, Dry Cleaning Systems, etc.



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

WHITE DOVE Cocoanut

The cocoanut which can be depended on—fresh, pure and wholesome, and a great favorite with the first-class cook. The grocery store to carry the best grade must stock this brand.

It's a sure winner and a good profit bringer.



W. P. Downey
MONTREAL, QUE.



Every packet of

WILSON'S FLY PADS

will kill more flies than 300 sheets of any sticky fly catcher on the market.

53 Highest Awards in Europe and America

WALTER BAKER & CO.'S CHOCOLATE & COCOA



Registered Trade-Mark

Our Cocoa and Chocolate preparations are Absolutely Pure—free from coloring matter, chemical solvents, or adulterants of any kind, and are therefore in full conformity to the requirements

of all Pure Food Laws.

Walter Baker & Co. Limited

Established 1780

Montreal, Can. Dorchester, Mass.

Credit Without Risk



The credit customer "we have always with us"—until he gets "in" too deep for comfort.

Allison Coupon Books

not only eliminate the "risk," but they make it a "cinch" to hold the customer, and likewise make it easier to deal with him.

HOW THEY WORK

A man wants credit. You think he is good. Give him a \$10.00 Allison Coupon Book. Have him sign the receipt or note form in the front of the book, which you tear out and keep. Charge him with \$10.00—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 \$10.00 and gets another book. No pass books, no charging, 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, Indiana.

Queen City Water White Oil

GIVES PERFECT LIGHT

The most economical high-grade oil ever sold in Canada

FOR SALE EVERYWHERE

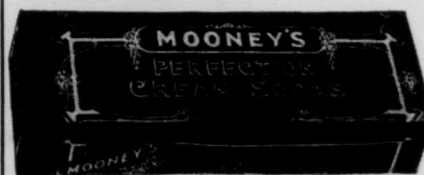
52

Biscuits That Build Trade

Every active, discerning grocer should now make a special effort to push the sale of

Mooney's Perfection Cream Sodas

He has the opportunity of doing so, as this is the great picnic and vacation season. There is nothing more toothsome, crisp and relishable in the cracker line. Every pleasure-seeker knows this.



The Mooney Biscuit and Candy Co., Limited

Factories at

Stratford, Ont. Winnipeg, Man.

BRANCHES AT HAMILTON, OTTAWA,
SYDNEY, C.B., HALIFAX, N.S.,
FORT WILLIAM, CALGARY,
VANCOUVER, B.C., ST. JOHN'S, Nfld.

All Good Things
are Imitated.

MAPLEINE

(The flavor de Luxe)

Is not the exception.

Try the imitation yourself and note the difference. Order from your jobber, or **Frederick E. Robson Co.,** 26 Front St. E., Toronto. **Mason & Hickey, Winnipeg**

The Crescent Mfg. Co.
SEATTLE, - WN.



A want ad. in this paper will bring results from all over Canada.



For Summer Appetites

In hot weather, when the appetites are just a little off, and there is a peculiar craving for something cool and satisfying, nothing touches the spot like

JELL-O

It is so deliciously cool, so light, so wholesome, so nutritious, so tempting and good every way, that it satisfies the summer appetite as nothing else can.

There is no other dessert worth serving that can be made without cooking and fuss, and in hot weather no housewife wants to cook and fuss more than is necessary.

Consequently, Jell-O is one of the few articles that sell as well in hot weather as at any other time.

THE GENESEE PURE FOOD CO.,
Bridgeburg, Can.

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



Stuhr's DELICACIES.

**Genuine Caviare,
Anchovies in Brine,**
IN TINS AND GLASSES.

Sold by all High-class Provision Dealers.

C. F. STUHR & CO., HAMBURG

Parke's Catsup Flavor and Preserver



Sells rapidly and is a sure repeater

- (1) It saves a lot of time and waste to a dealer making up recipes with 2 cents of this spice and 2 cents worth of another.
- (2) A 25 cent bottle flavors and preserves catsup made from a bushel of tomatoes.

Sold at \$2.00 per doz., less regular cash discount, by most wholesale grocers and druggists. If not procurable from them we will send it to you at regular prices, and allow express charges on a 3 dozen lot.

PARKE & PARKE, Druggists
HAMILTON, ONTARIO

Don't fool yourself

ERMALINE COOKING BAGS

Are the big seller to-day, because the up-to-date housewife finds them an unusual boon.

Tell the housewife that by cooking

THE ERMALINE WAY

She can:

Save Gas

Save Time

Lessen Trouble

Improve Meat, etc., etc.

Write and we'll send samples and tell you more.

EDWARD LLOYD Limited
508 EASTERN TOWNSHIPS BANK BLDG.
MONTREAL

BISCUITS

from the Old Country

Notice to Grocers and Stores in Canada
McVITIE & PRICE

are now sending regular supplies of their biscuits to Ontario, Quebec, Manitoba, Alberta, Saskatchewan, British Columbia and the Yukon Territory.

When you sell **McVITIE & PRICE'S Biscuits** you are supplying your clients with first-class goods noted for their excellent quality and absolute purity.

AGENTS:

Ontario and Quebec
W. G. PATRICK & CO., York Street, **TORONTO**

Manitoba and Saskatchewan
RICHARDS & BROWN, James Street, **WINNIPEG**

Alberta
CAMPBELL BROS. & HORNE, Ltd., **CALGARY.**

British Columbia and Yukon
KELLY, DOUGLAS & CO., Ltd., Water St. **VANCOUVER**

A SLIGHT DIFFERENCE

in price on a cheap article like

Sal Soda

should not count when quality is considered

BRUNNER, MOND & CO.'S
ENGLISH SAL SODA

Is the **PUREST**, contains **LEAST MOISTURE** and therefore **GOES FURTHEST** of any Washing Soda Sold.

WINN & HOLLAND, LIMITED
 SOLE AGENTS
MONTREAL



is the ideal chocolate for cooking and drinking purposes. Is especially suitable for icing cakes, making fudge, etc. Your customers want and should be given only the best—**MOTT'S**

JOHN P. MOTT & CO.

MANUFACTURERS

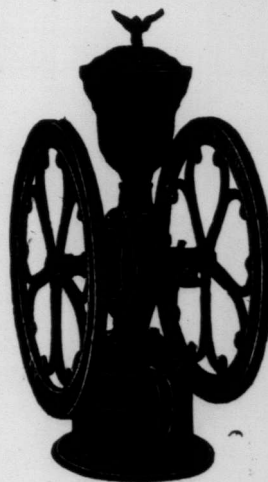
HALIFAX, NOVA SCOTIA

YOU ARE THE MAN WE WANT

—that is, if we haven't yet had the pleasure of putting an

ELGIN National Coffee Mill

in your store. No mill can match the "Elgin" for rapid grinding and easy running, and it is unsurpassed for attractiveness and finish. Equipped with special adjuster device and the new style force feed steel-cutting grinders.



Ask any of the following jobbers for our illustrated catalogue
WINNIPEG—G. F. & J. Galt (and branches); The Codville Co. (and branches)
VANCOUVER—The W. H. Malkin Co., Ltd.; Wm Braid & Co.; Kelly, Douglas & Co., Ltd.
HAMILTON—James Turner & Co.; Balfour, Smye & Co.; McPherson, Glassco & Co.
TORONTO—Eby, Blain, Ltd.; R. B. Hayhoe & Co.
LONDON—Gorman, Eckert & Co.
ST. JOHN, N.B.—G. E. Barbour & Co.; Dearborn & Co.
REGINA, Sask.—Campbell, Wilson & Smith.
MONTREAL—The Canadian Fairbanks Co. (and branches).
EDMONTON, Alta.—The A. Macdonald Co.

Woodruff & Edwards
 CO.
 ELGIN ILL., U.S.A.

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Your Chance to Get E.A.'s

EVAPORATED APPLES

Great Stock. Particularly attractive prices. Prospective shortage for the coming season. That's the whole story.

Order a Trial Box
NOW!

Mathewson's Sons

Wholesale Grocers - - Montreal



Sterling Brand Pickles

is the brand every progressive dealer should supply his customers with. You give them both quality and quantity at a moderate price. Let us send you a sample of our line if you do not already carry them in stock.

Are you selling Sterling Brand Raspberry Vinegar these warm days? You should, the profits are good.

WRITE FOR PRICES

THE T. A. LYTLE CO.

Limited

Sterling Road, - Toronto



Condensed Milk Growing Popular



A great change has come over the public in the course of the past few years and Condensed Milk is a recognized household article.

Grocers who are up-to-date should tone up their stocks with the Malcolm lines, which are both new and good.

St. George Evaporated Milk, 4 dozen in case	-	\$3.50
Princess Condensed Milk, 4 dozen in case	-	\$4.20
Banner Condensed Milk, 4 dozen in case	-	\$5.00

Our lines will bring you new customers and quick returns.

Order them from your wholesaler or direct from the factory. Delivered in 5-case lots to any point in Ontario or East of Halifax.

J. MALCOLM & SON
St. George Ontario



If we could make it purer we would.

But—

we can't.

Canadian Coconut Co., Montreal

TEA LEAD

(Best Incorrodible)

Buy "PRIDE OF THE ISLAND" Brand

as extensively used for years past by most of the leading packers of Tea in Canada.

ISLAND LEAD MILLS Ltd.

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

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



ONE SELLING REASON BUT THERE ARE MORE

It is human nature to prefer to sell goods guaranteed in quality by the manufacturer, and it is human for the public to prefer that class of goods. Elgin Brand Pure Lard, Cooked Meats, Smoked Ham and Bacon are guaranteed quality; but we don't want you to sell for that reason alone. There is another.

Very shortly after you start to sell it, Elgin Brand goods will give you another reason. It very seldom loses an adherent, once it gets him.

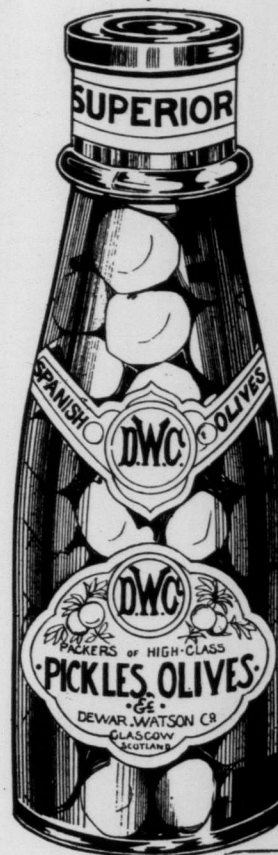
Quality pulls for Elgin Brand.

The St. Thomas Packing Co., LIMITED

Pork Packers and Provision Merchants. Pork, Pork
Products and Beef, Butter, Eggs and Cheese

ST. THOMAS, ONT.

Wholesale Branches at Windsor and London Ont.
Let us send you one of our Post Card Order Books



D.W.C. Spanish Olives

Have stood for all that is good for so long that now they are naturally regarded by the dealer and the consumer alike as the standards by which all others are judged.

The reputation they enjoy makes them salable the year round; and as they are profit-makers, they are the goods the retailer can push to advantage.

Your jobber can always supply you with Rowat's, and he is ever pleased to quote you.

ROWAT & CO.

GLASGOW, SCOTLAND

CANADIAN DISTRIBUTORS:

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



THE MCGREGOR PAPER BAG HOLDER.

Better Service Means More Trade

THE MCGREGOR PATENT BAG HOLDER is the biggest step to quick service of your customers, and quick service is probably the remaining thought of every trader to your store. Make it a favorable one.

KILGOUR BROS.

21-23 Wellington St. West, TORONTO

BLACK JACK

**QUICK
CLEAN
HANDY**

½-lb. tins—
3 doz. in case



TRY IT

**SOLD BY
ALL
JOBBER**

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.



Perfume
Gloss
Ezy Wash
Parisian
Perfume
Blue
Odor Gloss

Five Laundry Specialties

which are winners. Don't you feel that these are just the very kind of lines that your customers will try and be pleased with?

Write for particulars.

V. J. CARON & CO., LIMITED
13 ST. CLAUDE STREET, MONTREAL

It is a Mistake

for you to think that you cannot sell an article because your customers do not ask for it. You are a salesman and we venture to say that you will be surprised at what you can do with

Maple Sugar Chewing Tobacco
King George's Navy "
Master Mason "

if you put your selling power behind them and make up your mind that the men who come to you for groceries will come for **tobacco supplies** also. You have the first call on them very often, so take advantage of all opportunities.

The Rock City Tobacco Co.
Quebec Winnipeg

Tuckett's Orinoco Tobacco

NO BETTER
JUST
A LITTLE MILDER
THAN



Tuckett's Myrtle Cut Tobacco

WHICH HAS THE LARGEST SALE IN CANADA.

TUCKETT LIMITED

Hamilton.

Ont.

CLASSIFIED ADVERTISING

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

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

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

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

FOR SALE

CASH REGISTER FOR SALE—GOOD AS NEW. Total adder. Prints detail strip. Apply E. A. Stahl, Berlin, Ont.

BUSINESS CHANCES

GROCER BUSINESS FOR SALE — GOOD paying trade, well established, best location in town. Apply Box 435, Canadian Grocer.

FOR SALE—GROCERY BUSINESS, CARRYING a well assorted stock; inventory about \$2,500. Doing a good paying business. Turn-over about \$18,000. Good location in one of the best towns in New Ontario. Apply Box 440, Canadian Grocer.

FOR SALE—GROCERY, CONFECTIONERY and ice cream, in good country town, doing a good business. Established thirty years. Good reason for selling. Purchaser can have store with a dwelling above at moderate rent. Apply Box 437, Canadian Grocer.

SUNNY ALBERTA—YOUR OPPORTUNITY to get a paying business. General merchandise stock of \$6,000 offered for sale, doing a strictly cash business; good profits. Close investigation invited. Cash required about \$3,000. Write owner, Box 438, Canadian Grocer.

AGENTS WANTED

MANUFACTURERS OF BACON SLICING machine, which sells at ten dollars carriage forward, suitable for small grocers, pork butchers, hotels and boarding houses, desire to appoint old established wholesale grocers and stores in the largest cities as sole agents for same. The machine slices bacon or bread of any size or thickness required. Sells at sight. Large commission. State references and full particulars to H. 48, Birchall's Advertising Offices, Liverpool, England.

PRICE TICKETS

PRICE TICKETS FOR WINDOW SHOW goods. Black lettering on white cards marked 25c., 50c., 75c., \$1, \$1.25, \$1.50, \$1.75, \$2, \$2.50, \$3, \$3.50, \$5. Dozen in set, per set, 15 cents postpaid, or two sets for 25 cents while they last. Technical Book Dept., MacLean Publishing Co., 143 University Ave., Toronto.

PRINTING

CHEAPEST PRINTING ON EARTH.—BOOK-lets, Catalogues, Price Lists, Handbills, and any other fine printing for the grocery trade at fiercely competitive prices. Russell Smart, 40a Chancery Lane, London, England.

MISCELLANEOUS

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott-Fisher, Ltd., Room 314 Stair Building, Toronto.

ACCURATE COST KEEPING IS EASY IF you have a Dey Cost Keeper. It automatically records actual time spent on each operation down to the decimal fraction of an hour. Several operations of jobs can be recorded on one card. For small firms we recommend this as an excellent combination—employees' time register and cost keeper. Whether you employ a few or hundreds of hands we can supply you with a machine suited to your requirements. Write for catalogue. International Time Recording Company of Canada, Limited. Office and factory, 29 Alice Street, Toronto.

MISCELLANEOUS

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 letterforms, real printing for stationery and advertising, saving 25% to 75% of average annual printing cost. American Multigraph Sales Co., Limited, 129 Bay St, Toronto.

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

COUNTER CHECK BOOKS—WRITE US to-day for samples. We are manufacturers of the famous Surety Non-Smut duplicating and triplicating counter check books, and single carbon pads in all varieties. Dominion Register Co., Ltd., Toronto.

COUNTER CHECK BOOKS—ESPECIALLY made for the grocery trade. Not made by a trust. Send us samples of what you are using, we'll send you prices that will interest you. Our holder, with patent carbon attachment, has no equal on the market. Supplies for binders and monthly account systems. Business Systems, Limited, Manufacturing Stationers, Toronto.

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

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. Egray Register Co., Dayton, Ohio: 123 Bay St., Toronto; 258 1/2 Portage Ave., Winnipeg; 308 Richards St., Vancouver.

FIRE INSURANCE. INSURE IN THE Hartford. Agencies everywhere in Canada.

MODERN FIREPROOF CONSTRUCTION—Our system of reinforced concrete work—as successfully used in many of Canada's largest buildings—gives better results at lower cost. "A strong statement" you will say. Write us and let us prove our claims. That's fair. Leach Concrete Co., Limited, 100 King St. West, Toronto.

MOORE'S NON-LEAKABLE FOUNTAIN pens. If you have fountain pen troubles of your own, the best remedy is to go to your stationer and purchase from him a Moore's Non-Leakable Fountain Pen. This is the one pen that gives universal satisfaction, and it costs no more than you pay for one not as good. Price \$2.50 and upwards. W. J. Gage & Co., Limited, Toronto, sole agents for Canada.

OUR NEW MODEL IS THE HANDIEST FOR the grocer, operated instantly, never gets out of order. Send for complete sample and best prices. The Ontario Office Specialties Co., Toronto.

PENS—THE VERY BEST PENS MADE ARE those manufactured by William Mitchell Pens, Limited, London, England. W. J. Gage & Co., Limited, Toronto, are sole agents for Canada. Ask your stationer for a 25c. assorted box of Mitchell's Pens and find the pen to suit you.

THE 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 Street, 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. (tf)

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited, Supplied by the trade throughout Canada. (tf)

YOU CAN BUY A REBUILT TYPEWRITER from us. We have about seventy-five typewriters of various makes, which we have rebuilt and which we will sell at \$10.00, \$15.00 and \$20.00 each. We have also a large stock of better rebuilt at slightly higher figures. Write for details. The Monarch Typewriter Co., Ltd., 46 Adelaide St. W., Toronto, Canada.

Supplied by Appointment to the House of Lords

O.K. SAUCE

Delicious Fruity Appetizing

Highest Award (Gold Medal) October 1911 Festival of Empire Exhibition, LONDON.

Ask your Jobber or apply direct

SALES AGENTS:

The Lind Brokerage Co. 49 Wellington St. E. Toronto.

George H. Gillespie, 437 Richmond St., London, Ont.

J. T. McBride, 62 Canadian Life Chambers, Montreal.

The Turnbull Co., Winnipeg, Man.

The Standard Brokerage Co. 860-864 Cambie St., Vancouver.

OLIVE OIL

is in good demand now, but it is only the leading brands which bring repeats.

BERTOLLI AND INVICTUS

are leaders. Ask about them.

BLACK OLIVES GREEN OLIVES

You can build up a nice business in olives if you will only feature them as strongly as you do some other lines.

Give Them a Show.

H. E. VIPOND MONTREAL

Reliable Representation Wanted.

ROYAL BAKING POWDER



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

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

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

THERE IS NO SUBSTITUTE

ASTOUNDING FACTS

In this advertisement we are not going to say much about the prosperity and buying characteristic of the people of Western Canada. If you, as a wide-awake manufacturer, have your ear to the ground—you know the facts.

THIS YEAR'S CROPS WILL BEAT ALL RECORDS and prosperity generally in Western Canada has taken a double stride this year. These remarkable facts, granted; and you, as a manufacturer, who could do excellent business among these prosperous people with organized representation.

We are at your service with five great warehouses and a selling staff that is daily in touch with every pulsating point in this Western country.

Do not overlook this market—WRITE US TO-DAY

NICHOLSON & BAIN

Wholesale Commission Agents and Brokers

WINNIPEG,

REGINA,

SASKATOON,

HEAD OFFICE, WINNIPEG, MAN.

EDMONTON,

CALGARY

Readers Of The Grocer, Let Us Know Your Wants

You have noticed our Letter Box service. Every week we hear from dealers who desire names and addresses of firms manufacturing some particular article.

This service may be beneficial to you. If you are in the market for any article you do not know where to get, our services will be cheerfully given.

The Canadian Grocer is in position to secure information on new lines in the grocery trade, and of novelties occasionally asked for in the grocery store.

Don't hesitate to write us. As a subscriber of The Grocer you are entitled to this service.

The Canadian Grocer

Montreal

Toronto

Winnipeg

Vancouver

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(275 p)

Mac

148-

WESTERN GROCERS



Need not go without any grocery or confectionery line that they want. We are here to supply the demand for everything in the grocery trade.

Our new warehouse is overcrowded, and we are now building a new addition 100 feet x 44 feet, with four storeys and basement.

Our development is due to the good service we render.

TRY US

For High-Class Groceries at *lowest prices*

“Everything For The Grocer”

RICHARDS & BROWN

Wholesale Grocers and Commission Merchants,

WINNIPEG,

CANADA

Tea Hints For Retailers

By JOHN H. BLAKE

Q 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 Marts 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)

148-149 University Ave.,

TORONTO

Not an Enterprise for the “Quitter”

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

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

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

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



NEW PACK

**STRAWBERRIES,
RASPBERRIES,
CURRANTS.**

Get your orders in now for either or all of the above packs.

Quality is always predominant in the manufacture of **BANNER BRAND JAMS AND JELLIES**. Packed in 2, 5 and 7 lb. gold lacquered pails and 30 lb. wooden pails.

LINDNER & BENNER, Toronto

Phone Park 2985 291 Arthur St.

WESTERN AGENTS:

Laing Bros., Wholesale Grocers, Winnipeg, Man.



By Special royal permission.

Sardines

**Are Healthful
Food!**

**RECOMMEND "KING
OSCAR" BRAND**

In so doing you are sure that every atom of health-giving quality in which the sardine abounds will reach your customer in the best form.

Pure olive oil with the greatest care in packing of the finest uniform size sardines, are features that make "King Oscar" Brand popular.

Canadian Agents

John W. Bickle & Greening

(J. A. HENDERSON)

HAMILTON

ONTARIO



Bargains

In

Fruits

Don't be disappointed. Write, 'phone or Wire.

CURRANTS.

300 cs. "Victoria," cleaned, 36 1-lb. packages to case, lb. .071½

70 cs. "New York," loose, 25 lb. cases, lb. .07

40 cs. "Royal Excelsior," loose, 50 lb. cases, lb. .061½

500 cs. Valencia Raisins, F.O.S., 6¼ lb.; Selected, 7½ lb.; 4 Cro. Layer, 8c lb.

36 cs. Sultana Raisins, Cleaned, 50-lb. peks. to case, 18c lb.; Loose, 35-lb. cases, 14c lb.

200 cs. Seeded Raisins, 8c lb. and 8½c lb.

500 BOXES PEELS, 7 LBS. TO BOX.

Lemon, 9c lb. Orange, 10c lb. Citron, 18c lb.

EVAPORATED FRUITS.

10 cs. 25 lbs. each, Peaches, "Glen Rosa," 15c lb.	} Apricots ("Red Shield"). 250 boxes, to arrive on or about August 15th.
100 cs. 50 lbs. each, Apple, Choice, 10c lb.	
26 cs. 25 lbs. each, Pears, "Oro," 18c lb.	

SHELLED WALNUTS.

110 boxes of 55 lbs., 24c lb.

SHELLED ALMONDS.

58 cs. "Pritz," 3 cro. of 28 lbs., 34c lb.

PRUNES AND NUTS.

A Snap.

600 boxes California Prunes	} Prices are more than favorable.
100 bags Assorted Nuts	
200 bags Peanuts	

Above goods are all tip top quality, at lowest possible prices.

Don't Delay.

Laporte, Martin & Cie

Limited

Tel. M. 3766

568 St. Paul Street

Montreal

THE CANADIAN GROCER
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A Proposition That Is Worth While

One that will fill your spare time with congenial work--bringing good money. Are you interested? You are. Well, here are the details.

Throughout Canada is scattered an army of men who are everywhere booking subscriptions for MacLean's Magazine. If you join them you can add very considerably to your regular income. If you are a hustler you will find it will pay you to give all your time to the work.

Some of our most successful salesmen were "spare time men" first.

Write us for terms and full particulars

MacLEAN PUBLISHING COMPANY

143-149 University Avenue,

:-:

TORONTO, CANADA

CANADIAN NATIONAL EXHIBITION

Aug. 24th. TORONTO Sept. 9th.

OFFICIAL OPENING

H.R.H. The Duke of Connaught

Monday, August 26th.

Imperial Cadet Review and Competitions.

Representation Corps from
Australia, New Zealand,
South Africa, England,
Scotland and the Provinces
of the Dominion.

Two Great Musical Attractions
Scots Guard Band. Besses O Th' Barn Band.

Both From England.

Wonderful Historical Sketch
SIEGE OF DELHI

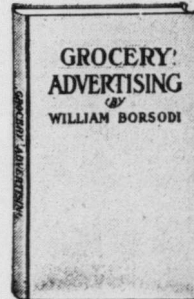
==== **IMPERIAL FIREWORKS** ====

60 Numbers Nightly

60 Numbers Nightly

Grocery Advertising has made Fortunes

for the retailer who has used the ads, published in this remarkable book. They are not clever nonsensical ads; nor are they fanciful freaks. The selling phrases and descriptive advertising matter in this book cover every article sold by the grocer in practical, profit-pulling language.



The book is divided into departments, making it a simple matter to prepare a good ad.

Grocery Advertising is a book you have been looking for—it gives you the fruits of nineteen years' practical advertising.

PRICE POSTPAID \$2.00

TECHNICAL BOOK DEPARTMENT
MacLean Pub. Co., 143-149 University Ave., Toronto

ADS AND SALES

By HERBERT N. CASSON

A Study of Advertising and Selling from the
Standpoint of the New Principles
of Scientific Management

Something in it for Every Advertiser, Advertising Manager,
Corporation, Salesman, Sales Manager, American
Business Man.

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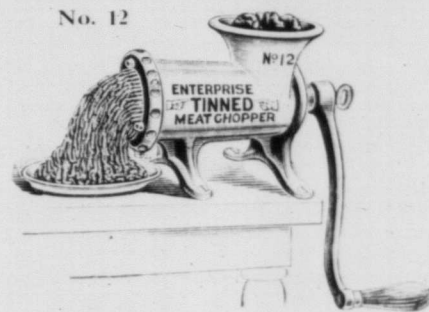
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II. Efficient Salesmanship	VIII. The Building of an Advertisement
III. A Sales Campaign—How to Start It	IX. An Analysis of Current Advertising
IV. Face to Face Salesmanship	X. The Future of Advertising
V. The Evolution of Advertising	XI. Public Opinion
VI. The Weak Side of Advertising	XII. The Professional Outsider

PRICE, \$2.00 NET

Postage, 13 cents additional

TECHNICAL BOOK DEPARTMENT

MacLean Publishing Co.,
143-149 University Avenue, Toronto



Trade Makers—Profit Makers—Time Savers

This No. 12 Enterprise Meat and Food Chopper should have a permanent place on your counter. It will save your time—save your customer's time, and, above all things, it cuts the meat—cuts clean and easily. Has the true cutting principle—a razor-like, four-bladed steel knife revolving against a keen-edged perforated plate. Can't mash or mangle—it cuts. Can be taken apart and cleaned in a jiffy.

ENTERPRISE

Meat and Food Choppers—and Mills

This No. 8722 Enterprise Power Combination Rapid Grinding and Pulverizing Mill Meat and Food Chopper is fitted with $\frac{1}{2}$ and $\frac{3}{4}$ H. P. motors—direct or alternating current. Direct current machines have $\frac{3}{4}$ H. P. motors adjusted for fast or slow speed, which can instantly be changed. Alternating current machines fitted with $\frac{1}{2}$ H. P. motor. Four plates, with varying sized holes, and four knives furnished with each machine. "Enterprise" on a machine means Quality—Fair Price—Assured Service—Interchangeable Parts—General Satisfaction.

Write to-day for complete Catalogue of Enterprise Line.

The Enterprise Mfg. Co. of Pa.

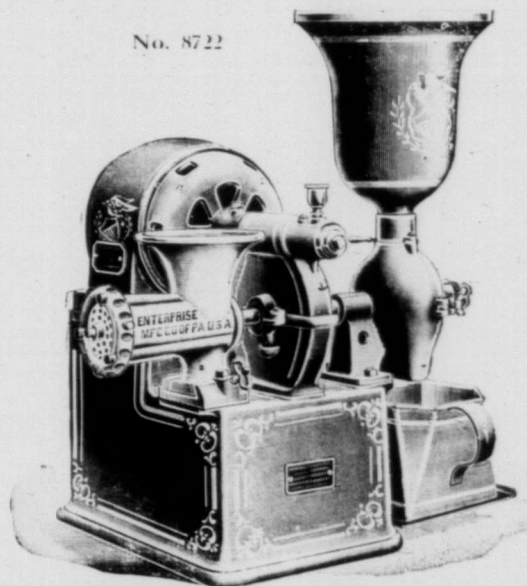
Patented Hardware Specialties

Philadelphia - U. S. A.

Chicago Branch, 176 North Dearborn St.

21 Murray St., New York

530 Golden Gate Ave., San Francisco



THE CANADIAN GROCER

Follow us, Brother Grocer, every day into thousands of smiling stores throughout Canada—big stores, small stores, and middling. And you will learn

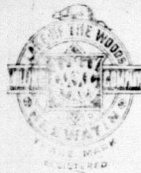
That the flour that sells *best* is the flour that *suits* best. We have watched since 1888 the keen, alert, progressive dealers ride on to fortune. Always the foundation has been the *Satisfaction of the Buyer*.

Look through the stocks selected by the big leaders in the trade — no matter what other brand or brands they carry, you will find FIVE ROSES flour there.

Five Roses Flour

L. C. Harkness (Dist.)
34 Royal Bank Bldg
N

Bleached



Not Blended

If you aspire after big flour sales some day, you must start at the bottom.

Build the *base* right.

Establish your business on such a firm foundation that it will be *impossible* for any competition the future may bring forth to steal away its prestige.

If the past does not prophesy falsely, Brother Grocer, FIVE ROSES flour and the LAKE OF THE WOODS connection will afford you a base as *solid as a rock*.

It must have many elements of success to have forced the sales expansion from 800 barrels in 1888 to 10,500 barrels a day with a still further increased capacity in sight.

Don't build on the shifting sands, Brother Grocer; don't YOU stock what progressive grocers are casting aside.

You can stock FIVE ROSES in any size or package to suit your trade.

At your jobber's — or our nearest office.

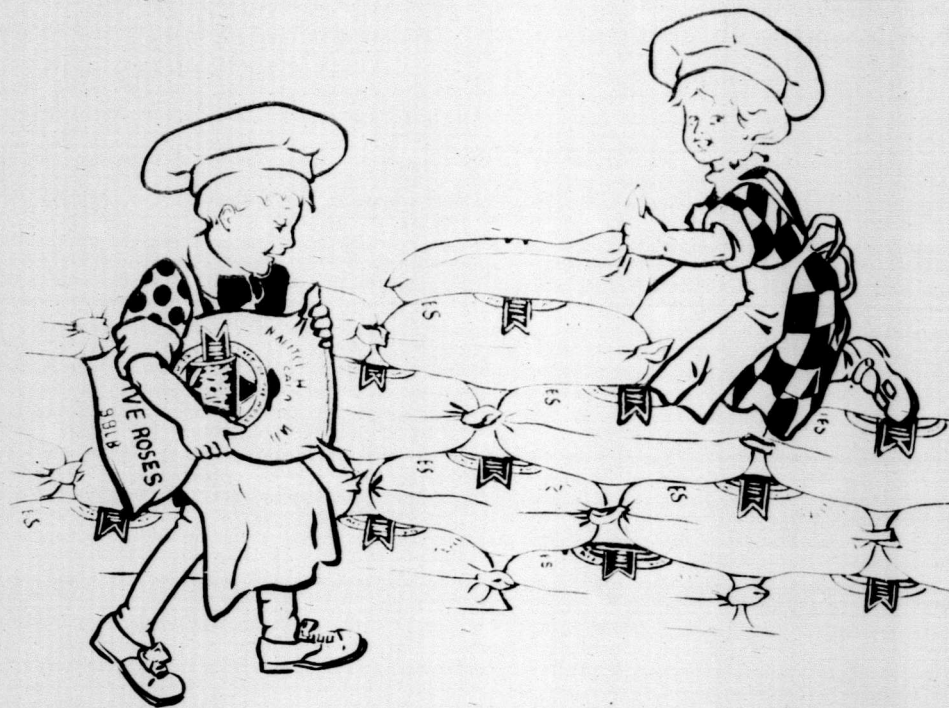
LAKE OF THE WOODS MILLING COMPANY, Limited

Toronto
Ottawa
London
Sudbury

"The House of Character"
Capacity, 10,500 bbls. daily

Montreal

St. John
Keewatin
Winnipeg
Vancouver



C

Vol. XX