

**PAGES
MISSING**

THIS IS THE 1,333rd ISSUE OF

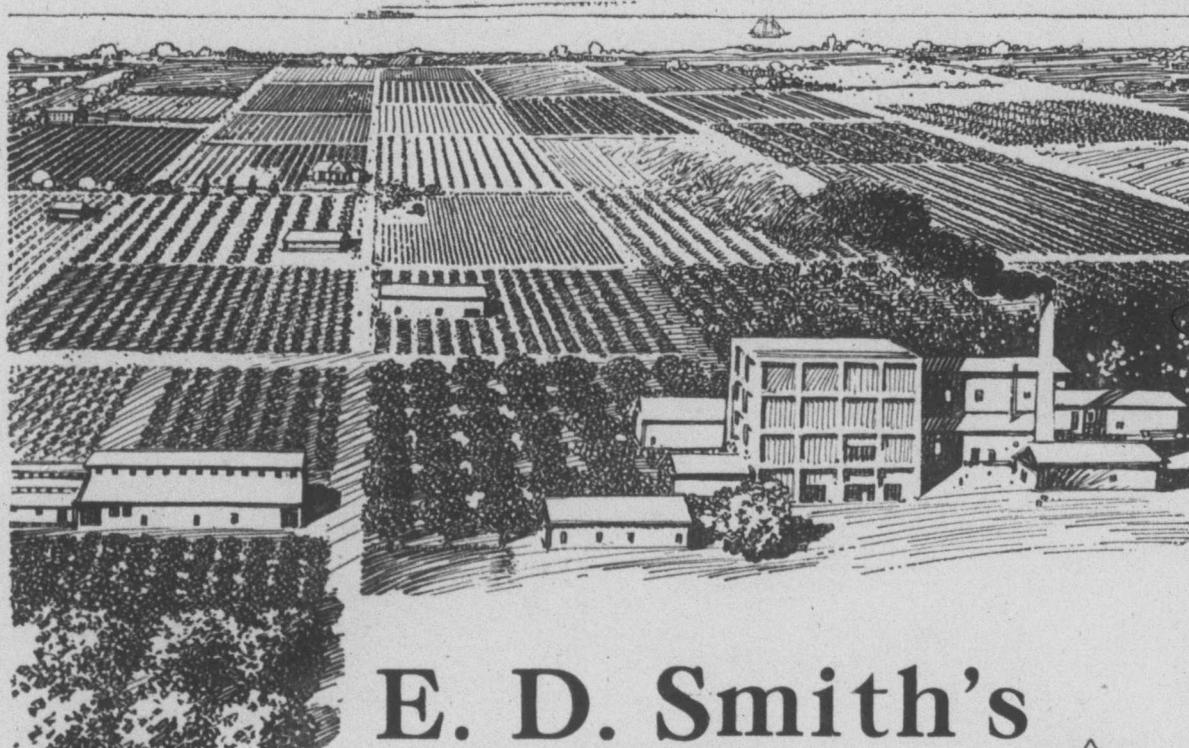
CANADIAN GROCER

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

Vol. XXVII.

PUBLICATION OFFICE: TORONTO, JUNE 27, 1913

No. 26



E. D. Smith's Jams and Jellies

THE unqualified success of E. D. S. products is the direct result of **QUALITY**—of painstaking, “fresh from orchard to table” quality.

Only the finest fruits, the highest grade, and most perfect vegetables ripened on tree, bush and vine and fully matured in Mother Earth, go into E. D. S. Products. No long rail haul, no chance for decay, no picking green. Only a matter of hours from the time they are picked until they are canned ready for the table.

They cost no more, but give the grocer and consumer better value. Stock up now.

Made only by

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

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



THE CANADIAN GROCER

PURVEYORS OF
JAMS, JELLIES AND
CANNED ENGLISH FRUITS



TO
HIS MAJESTY
KING GEORGE V.

BY APPOINTMENT



Chivers & Sons' Fruit Preserves

have a flavour that is unequalled, being composed of the choicest fresh fruit skilfully prepared. This delicious flavour may be attributed to their method of preserving and packing, almost immediately after the fruit is gathered. This is an advantage obtained by Chivers' factory standing in the midst of thousands of acres of orchards in the finest fruit-growing district of Cambridgeshire.

PURITY—CLEANLINESS—FRESHNESS—are the hall-marks of this world-famed make of food products.

A feature that you will find as a selling point is the careful packing in tins or bottles. By a special process all the tins are prepared so as to prevent the possibility of any detrimental effect on the fruit.

You safeguard your reputation, Mr. Grocer, by stocking foodstuffs of perfect purity and quality—tried and tested. You will find it the means of bringing many repeat orders—at good profit.

ORDER TO-DAY

CHIVERS & SONS, LIMITED

FRUIT GROWERS,

HISTON, CAMBRIDGE, ENGLAND

For samples and quotations apply to the agents:—

THE W. H. MALKIN CO., LTD.
57 Water Street
VANCOUVER, B.C.
(British Columbia and Alberta)

FRANK L. BENEDICT & CO.
45 St. Alexander St.
MONTREAL
(Canada and Newfoundland)

—caught right and
canned right where
they are caught

The packers of "Thistle" Brand Canned Haddies have further improved the packing of their product by the adoption of a new seamless, sanitary tin. These tins are of $\frac{1}{2}$ and 1 lb. sizes and are attired in particularly striking labels

The new tins will tend to still better preserve the deliciousness of the freshly caught fish and will give the dealer a new talking point in selling.

"Thistle" Brand Haddies

are backed by a lifetime experience, they are absolutely free from slime or any uncleanness whatsoever

Other lines of "Thistle" Brand fish are Kippered Herring, Herring in Tomato Sauce, Tunny Fish, etc., all leaders of quality in their respective lines

Serve your own and your customers' best interests by displaying well and recommending the leader—"Thistle" Brand.

Arthur P. Tippet & Company

Agents

Montreal

Toronto



Don't Have Any Doubt

Henri Jonas & Co., never manufactured anything which could not stand up against the severest tests, nothing which is not a shade better.

Messina Lemonade Powder

will appeal to every one of your customers. Every sip is a sip of lemon, a sip that is a veritable thirst-chaser.

The tin is just the thing for camping and picnic parties.

*Ask Your Wholesaler
or Write for Sample.*

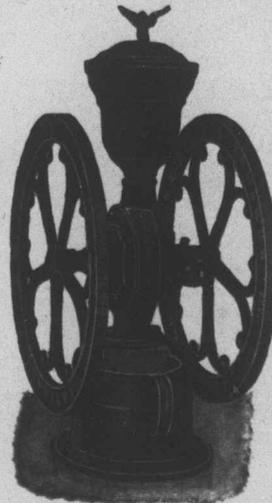
Henri Jonas & Co., Montreal

YOU ARE THE MAN WE WANT

—that is, if we haven't yet had the pleasure of putting an

ELGIN National Coffee Mill

in your store. No mill can match the "Elgin" for rapid grinding and easy running, and it is unsurpassed for attractiveness and finish. Equipped with special adjuster device and the new style force feed steel-cutting grinders.



Ask any of the following jobbers for our illustrated catalogue

WINNIPEG—G. F. & J. Galt (and branches); the Codville Co. (and branches).

VANCOUVER—The W. H. Malin Co., Ltd.; Wm. Braid & Co.; Kelly, Douglas & Co., Ltd.

HAMILTON—James Turner & Co.; Balfour, Smye & Co.; McEherson, Glasco & Co.

TORONTO—Eby, Blain, Ltd.; R. B. Hayhoe & Co.

LONDON—Gorman, Eckert & Co. **ST. JOHN, N.B.**—G. E. Barbour & Co.; Dearborn & Co.

REGINA, Sask.—Campbell, Wilson & Smith.

MONTREAL—The Canadian Fairbanks Co. (and branches).

EDMONTON, Alta.—The A. MacDonald Co.

**Woodruff & Edwards
CO.
ELGIN, ILL., U.S.A.**



*Quadruple Your Mileage
by using*



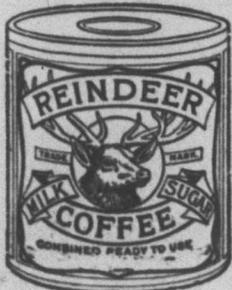
Brantford MOTOR TRUCKS



"We find that we are able to make from three to four times the mileage in a day than we were formerly able to make with single and double rigs"—*from a satisfied user of Brantford Motor Trucks.*

To increase your mileage is to decrease your operating expenses. Why not do it now? *Write for our catalogue to-day.*

*Brantford Motor Truck Co., Limited
Brantford, Canada*



ALL SUMMED UP, the dealer who goes to the trouble of investigating the quality and merits of various makes of milk products, invariably comes to the conclusion that the **Borden** lines are the better quality, and therefore most desired by his patrons. He accordingly stocks and recommends the

BORDEN

BRANDS

Many dealers do not care to go the trouble of investigating or experimenting and so they buy by the name—**Borden**—famed the country over for perfectness of system, integrity and purity. For over 56 years Borden milk products have served the public, and all knowing dealers handle. Display well right now during the camping and picnic season.

Borden Milk Co., Limited

"Leaders of Quality"

MONTREAL

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

Last Warning!

We have already mentioned twice that we will not stand for any retailer selling adulterant goods over the counter and stating that they are

"Pride of Canada"

which never knew adulteration.

**THE MAPLE TREE PRODUCERS ASSOC.
Limited, Montreal**

**Manufacturers of and Dealers in Pure
Maple Syrup and Sugar**

are the pioneers and protectors of the maple industry in Canada, and have a name for pure goods which has created a ready call for "Pride of Canada" from Coast to Coast.

Offenders will be prosecuted.

CENTURY

IF you are not handling Century salt—the pure and unadulterated—you are overlooking a brand that offers you a good profit and a brand that has proven its quality to both dealer and customer.

YOUR customers want a good salt—Century salt is the one good salt. Best for table and dairy. Put up in bags and barrels.

Dominion Salt Co., Limited

**Manufacturers and Shippers
SARNIA · ONTARIO**

SALT

A Japan Tea Special

Quality and Profit both good.

Profit for yourself.

Quality and satisfaction to your customer.

Sometimes your trade insists upon being supplied with a 25c line of Japan Tea, and in order to hold this particular customer you have to let them have it at this price, but do so by **SACRIFICING YOUR PROFIT.**

We were fortunate this past week in picking up a small line of good Japan, and will therefore be able to **PROTECT QUICK BUYERS** while this lot lasts. **BY BUYING NOW**, you can protect yourself, and at the same time be in a position to supply your customers with a good Japan Tea for 25c.

JAPAN SPECIAL hf. chests 80 lbs. 16c.

The above is good in the cup and equal to many teas being offered at 20c and over.

What else can we send you? We are prompt shippers.

FENWICK, HENDRY & CO.

**Importers and Manufacturing Wholesale Grocers
KINGSTON · · · ONTARIO**

Long distance phone 125.

RED RIDING HOOD BRAND



5 lb.
SLIP
TOP
CAN

5 lb.
SLIP
TOP
CAN

Samples and Prices from

Maritime Provinces, Quebec, Manitoba, Saskatchewan and Alberta—W. H. Dunn, 396 St. Paul Street, Montreal.

Toronto—Lind Brokerage Co., 47 Wellington St. E. Ottawa—E. M. Lerner & Sons, 11 York Street.

British Columbia and Yukon—Kirkland & Rose, 312 Water Street, Vancouver.



**The Substantiality of
a Business Depends on
the Pillars That Support It**

These pillars are made up of the various lines of products handled in the grocery store. In the line of a staple product like baked beans, "Simcoe" Brand has proven itself as a strong and profitable support in the business of a large number of dealers.

**"SIMCOE"
Baked Beans**

give the customer a larger quantity and a better quality. They afford the dealer a larger profit and improve sales.

"Simcoe" Baked Beans have that rich, nutty flavor, made possible by most careful and modern processing. Put up both plain and with chili sauces in large and small tins.

"Simcoe" Baked Beans make sales climb.

Dominion Cannery
LIMITED
Hamilton Canada

The Kind that makes
Mother Sit Up and
Take Notice



James and Jellies are the improved substitutes for home preserved fruits. In fact many housewives have realized this to such an extent that they do not bother canning and preserving in an over-heated kitchen but depend entirely on the Grocer to supply them with E. D. S. *Pure* fruit products.

Have you a full assortment of E. D. S. lines?



Made only by

**E. D. SMITH & SON
LIMITED**

WINONA, ONTARIO

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

A Good Profit For The Grocer

There is a good profit for the grocer in selling Shirriff's True Vanilla Extract — an extract that has been popular with Canadian house-keepers for thirty years.



Besides the profit, there is the feeling of satisfaction that comes from selling a high-grade product — a product you will never be called upon to apologize for.

Shirriff's True Vanilla invariably gives the utmost satisfaction to the user, and adds to the prestige of the store that sells it.

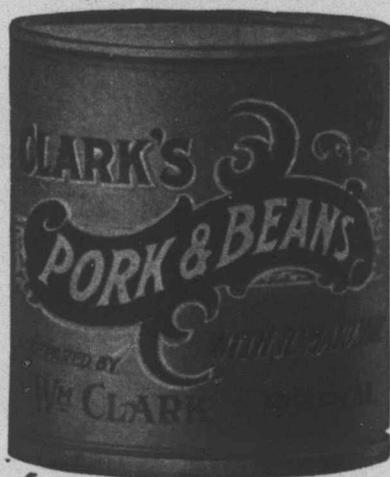
Shirriff's
True Vanilla
Imperial Extract Co.
Toronto

FIGURE IT OUT

MR. GROCER---

How many cans of CLARK'S PORK AND BEANS can you sell for every one you sell of other brands? How much more profit, therefore, can you make by handling

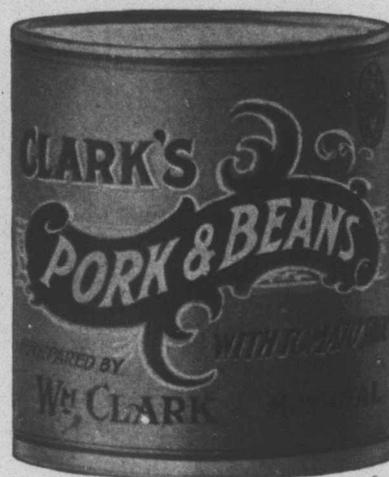
Clark's Pork and Beans



SELL
WITHOUT EFFORT

SAVE
YOUR TIME

INCREASE
YOUR BUSINESS

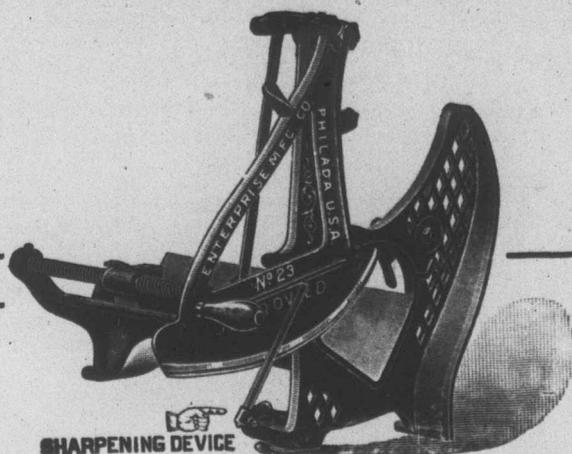


and give you the all-important reputation of keeping

ONLY THE BEST

W. CLARK, - MONTREAL

THE CANADIAN GROCER



Dried Beef the Big Seller in Summer Time— You Should Have an ENTERPRISE Beef Shaver

Summer time is dried-beef time, and with it comes the "call to action" in the meat department of the grocery store.

The old system of cutting the meat with an ordinary knife made slices either too thick or else ragged and broken—in short, the service was slow and unsatisfactory.

“Enterprise” Beef Shavers

have solved the slicing problem. They cut thin, wafer-like slices in lightning time. “Enterprise” Beef Shavers improve your service and efficiency, save much valuable time, and increase sales. Built in two styles: No. 23 is the smoked beef shaver with self-sharpening device. The knife is suspended pendulum-like, and each stroke cuts a slice cleanly and quickly. It is regulated automatically to cut from tissue thickness to an eighth of an inch.

Enterprise Rotary Smoked Beef Shaver with Self-Sharpener achieves the very highest point in the manufacture of this type of machine. The feed is easily regulated and cannot shift while in use. Slices are absolutely uniform always, the machine being capable of cutting from tissue thickness to a quarter of an inch. The sliced beef falls into a drawer which holds about two pounds.

Either machine will give you entire satisfaction for years and will rapidly earn its cost in increased sales and labor saving. All parts are interchangeable. They cut without waste.

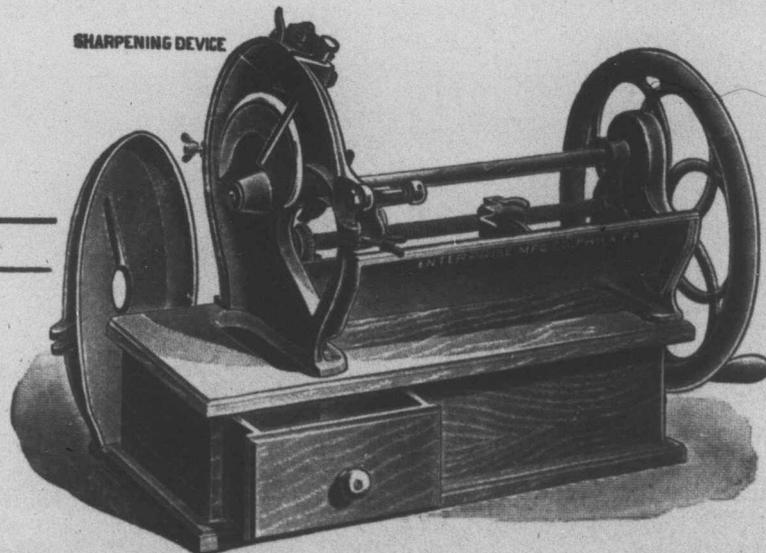
Write to-day for complete catalogue.

The ENTERPRISE MFG. CO. of PA.

Patented Hardware Specialties

29 Murray Street, New York
176 North Dearborn Street, Chicago
530 Golden Gate Avenue, San Francisco

Philadelphia, U.S.A.



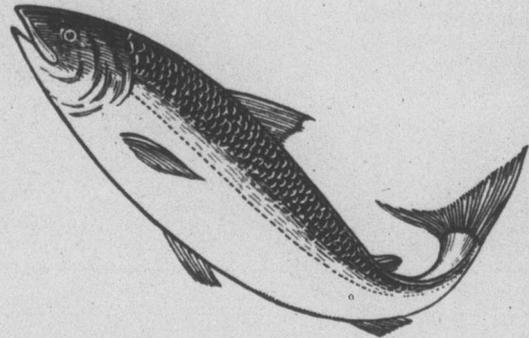
THE CANADIAN GROCER

British Columbia COHOE SALMON

"SWEET PEA" BRAND



The Kind
Your Customers
Come Back For.



Anglo-British Columbia Packing Co., Ltd.
H. BELL-IRVING & CO., Ltd., Agents
VANCOUVER, B. C.

Up-To-Date Dealers Candle Their Eggs

Because they obtain a better price for these "guaranteed eggs," it takes but a few seconds, and no expensive apparatus is needed, as they use—

STAR EGG CARRIERS

Here's [the Idea

Fill a STAR EGG CARRIER with eggs, then, in place of the STAR EGG TRAY, slip on a perforated bottom, which is included with every set of STAR EGG CARRIER DIVISIONS, slide the ball in place and then hold the Carrier between yourself and a strong light.

RESULT

You have candled the whole quantity with one operation, feel satisfied that the eggs are strictly fresh, and as they are now ready for delivery, you are sure that your customer gets these SAME EGGS and that there will be no mix-up.

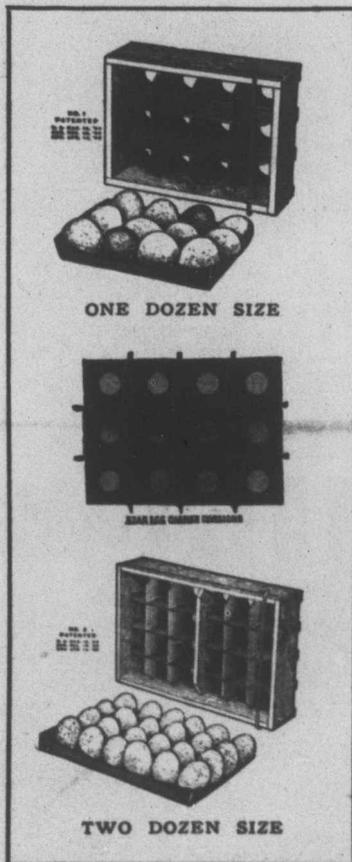
STAR EGG CARRIERS AND TRAYS

Also prevent breakage, count the eggs automatically, stopping miscounts and save time and money in delivery. Using the STAR system therefore, gives you two money-makers for the price of one.

Order from your jobber, to-day, which will enable you to handle your egg trade AT A PROFIT.

If Your Jobber Cannot Supply You, We Will

Star Egg Carrier and Tray Mfg. Co.
1500 Jay Street, Rochester, N. Y., U. S. A.



MODERN GROCERY EQUIPMENT

Adds an air of distinction to your store
—and

ATTRACTS TRADE.

The "Walker Bin" System

will save 25% of your floor space and
also of your expense for skilled sales-
men.

Is this worth your consideration?

We manufacture the best in show
cases and refrigerator counters.

Write now for illustrated catalogue
and estimates.

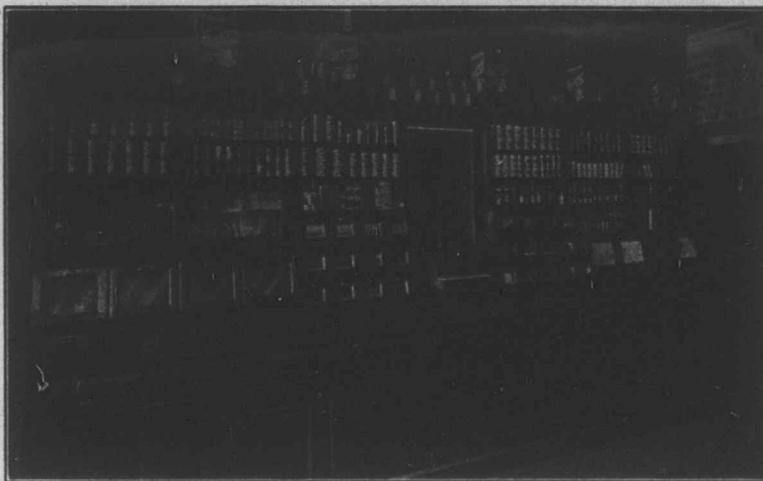
Walker Bin & Store Fixture Co.,

LIMITED



Berlin,

Ontario



REPRESENTATIVES:

Manitoba: Watson & Truesdale, Winnipeg, Man.
Northern Sask.: North-West Specialty Co., Saskatoon, Sask.
Southern Sask. and Alta.: J. N. Smith, Box 696, Regina, Sask.
Vancouver: Western Plate Glass Co., 318 Water St.
Montreal: W. S. Silcock, 33 St. Nicholas Street.
Maritime Provinces: R. R. Rankine, 4 Wright St., St. John, N.B.



TWO CENTS PER WORD

with a Want Ad. in this paper.

You can talk across the continent for two cents per word

**ROYAL
SALAD DRESSING**



*The Summer
time is salad
time*

Warm weather is the signal
for people to discontinue
heavy, hot meals and for them
to resort to fruit, vegetable,
and cold meat salads.

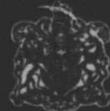
Your best trade will appre-
ciate Royal Salad Dressing for
its delightful, appetizing
flavor, for its keeping quali-
ties. It's the dressing found
in the best cafes and homes.

For sale only by

**The Horton-Cato
Mfg., Company**

WINDSOR, ONTARIO

By Royal



Letters Patent

**NELSON'S
Crystal
Leaf
GELATINE**

Unrivalled in the kitchen,
can be obtained from

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

St. Paul St.,

Montreal.

York St.,

Toronto.

While You Are Worrying Over Bad Accounts

the merchant who has a Barr Account Register is getting prompt payment from his customers. With each purchase his customers get an accurate, up-to-the-minute statement; customers are constantly reminded of just how much their debt is. This is all done in a most inoffensive way; in fact, the customers are pleased by it.

If you will analyze your bad accounts you will find that a large majority of them are unintentional. Most people, even those who don't pay promptly, are honest. They get behind simply because they allow their bills to grow and grow without realizing that they are going beyond their ability to pay.

You, by giving them a statement only once a month, have helped to make them poor payers. You have made it easy for them to go beyond their depth.

Furthermore, a lot of those bad accounts of yours reached their present size because you had not the time to go over your books before extending further credit. You were not sure just when to call a halt and the account, which might have been kept in good shape, went beyond all hope of settlement. With the

Barr Account Register

you see just what each customer owes you, as each purchase is made from day to day. You are relieved of the cost and drudgery of cumbersome bookkeeping. No more working until late hours of the night posting books and sending out statements. All your bookkeeping and statement rendering is done in one writing—when the purchase is made.

Are you willing to be shown a way of getting your accounts paid promptly; are you willing to be shown a way of wiping out the bad accounts that are sapping your profits? Are you willing to be freed from the old, expensive, tangled, bad-account-producing system of bookkeeping? Then use the coupon below. Do it now. Don't sidetrack and forget the impulse—it means the saving of a lot of money for you.

Barr Registers Limited

Trenton, Ont.

Barr Registers Limited
Trenton, Ontario

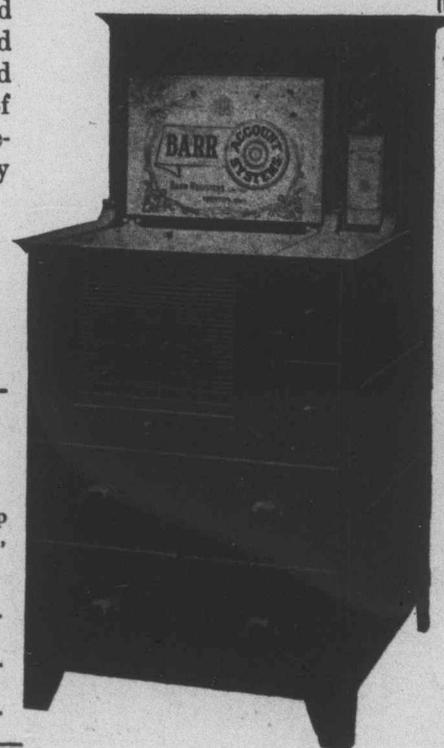
Gentlemen:

We will be glad to have you show us how the Barr Account Register will help us wipe out bad accounts and how it will relieve us of the expense of bookkeeping, providing that this places us under no obligation to buy.

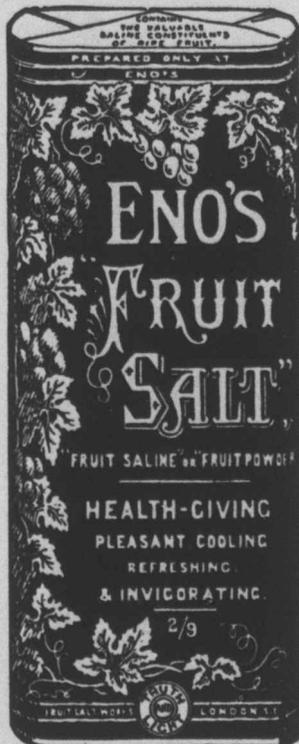
Name

Street and Number

City..... Province.....



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



A gentle natural aperient that stimulates the organs of elimination.

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

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

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

ENO'S "FRUIT SALT"

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

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

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

Sold by Chemists and Stores throughout the World

Prepared only by

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

A.1.



Advertised by its Admirers

There is always a ready demand for Brand's A.1 Sauce. Being equally delicious with cold or hot meats the demand is unceasing the year round. The summer season is the cold-meat season, so keep A.1 to the front.

Brand's A.1. Sauce

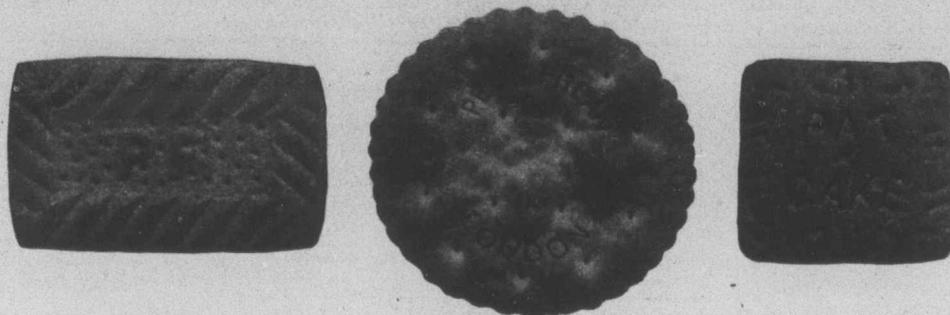
maintains its reputation for appetizing deliciousness in every bottle, a reputation founded by a generation's use on English tables, from those of Royalty down.

Brand's A.1 Sauce is a world-wide deliciousness. See your wholesaler or any of our agents.

BRAND & CO., Limited Purveyors to H.M. the Late King Edward VII

NEWTON A. HILL, 25 Front St. E., TORONTO MAYFAIR, LONDON, Eng.
 McLEOD & CLARKSON, Vancouver, B.C.: H. HUBBARD, 27 Common St. Montreal

THREE VERY POPULAR BISCUITS



P.F. SHORTCAKE

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

GOLDEN PUFF

Very light and flaky.
About 42 to pound.

PAT-A-CAKE (reg'd)

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

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

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

The Service That Covers All the West —The Royal Shield Service



This brand of goods has made a vast number of friends, both among the Western trade and the consumers.

Grocers everywhere are pushing Royal Shield Brand to our mutual satisfaction. It comprises the purest of products, which have a very ready sale.

Our service is the best, for our representatives cover their territories often and ship from the nearest of our six shipping points. Try "Royal Shield" Brand Service.



Campbell Bros. & Wilson, Limited, Winnipeg

Campbell, Wilson & Horne, Limited, Calgary,
Edmonton and Lethbridge

Campbell, Wilson & Strathdee, Limited, Regina
Campbell, Wilson & Adams, Limited, Saskatoon

Manufacturers' Agents and Brokers' Directory

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

ONTARIO.

Japan Teas on Spot
Congou Teas on Spot
Ask for samples.

W. H. MILLMAN & SONS
Wholesale Grocery Brokers
Toronto, Ont.

Import-Export 'Phones { Office 2190
Residence 1556

NORMAN D. McPHIE
MERCHANDISE BROKER
COMMISSION MERCHANT
MANUFACTURERS' AGENT

Handling General Grocery, Spice and
Produce Lines

Federal Life Building
HAMILTON, - Ont., Canada

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

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

**THE MARSHALL
BROKERAGE COMPANY**
67 Dundas St., LONDON, ONT.
Wholesale Grocery Brokers. Fully
equipped to act as agents for Brit-
ish, American and Canadian grocery
lines. WRITE US.

**CONVENIENT, MODERN,
WAREHOUSING**
at Ottawa, tracks at the door, connec-
tion with steamers. Fireproof. Excise
Bond Free. Write for low rates.
DOMINION WAREHOUSING CO.,
49-51 Nicholas Street - Ottawa

WESTERN PROVINCES.

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

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

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

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

G. C. WARREN
Box 1836, Regina
**IMPORTER, WHOLESALE
BROKER and MANUFACTURERS'
AGENT.**
Trade Established. 15 Years
Domestic & Foreign Agencies Solicited

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

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

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

WESTERN PROVINCES—Continued.

Regina Office—1861 Scarth Street—Phone 2622
Calgary Office—222 North Avenue—Phone M. 6276
Edmonton Office—656 Third Street—Phone 6858

W. H. Escott Co., Ltd.
Wholesale Grocery Brokers
181 Bannatyne Ave., Winnipeg
We Carry Stock
PHONE US | MAIN 6433
"We Have It" | " 6434
AFTER 6 P.M. GARRY 2163
Acadia Sugar Refining Co.

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

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

H. G. SPURGEON
WINNIPEG
Wholesale Broker and Manufacturers'
Agent
Canadian, British and Foreign Agencies
Solicited.
280 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
WHOLESALE COMMISSION MERCHANT
and
GROCERY BROKER
757-759 Henry Ave., WINNIPEG

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

Manufacturers' Agents and Brokers' Directory

(Continued.)

Western Provinces—Continued.

SIMPSON PRODUCE CO. Winnipeg Man.
Will be pleased to discuss with agents or manufacturers of Bakers', Butchers' or Grocers' specialties, the introduction of their lines to the Prairie Provinces—we go direct to the trade or through the Jobbers.
Dealers in High Class Produce and Provisions.
Simpson Produce Co. 249-252 Princess St. Winnipeg Man.

LEADLAY LIMITED
332 Bannatyne Ave.,
Winnipeg, Man.

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

BRITISH COLUMBIA.

McLEOD & CLARKSON

Manufacturers' Agents and Wholesale
Commission Agents

383-8 Cambie St., Vancouver, B.C.

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

O'Loane, Kiely & Co., Ltd.

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

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



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

In Tins and Glasses.

"Please ask for our offer"

C. F. STUHR & CO., HAMBURG.



Oakey's

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

'WELLINGTON'

KNIFE POLISH

JOHN Oakey & Sons, Limited
Manufacturers of

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

Wellington Mills, London, England

SHIP YOUR CARS TO FERGUSON'S SIDING

Cars continually loading for all cities in the West and Northwest.
Inland Revenue and Customs Bonds.
Our siding is on G.T.P. and C.N.R., inter-switching with C.P.R. and Midland
Railway. Cars distributed carefully.

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

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

C. E. DISHER & CO.
WHOLESALE GROCERY BROKERS AND
COMMISSION AGENTS
CANNED AND DRIED FRUITS,
BEANS, SALMON
Victoria VANCOUVER, B.C. Calgary

E. O. CORNISH
COMMISSION AGENT
Canned Goods a Specialty
821 Pender St. W., Vancouver, B.C.

The CAMPBELL BROKERAGE CO.
Manufacturers' Agents and Commission Brokers.
We have our own warehouse and truckage. Shipments
stored and distributed. Can give special attention to
a few good agencies.
857 Beatty Street Vancouver B. C.

McCANN & LANGFORD
Winch Building Victoria, B.C.
Manufacturers' Agents and Commission
Brokers.
We can give special attention to a few
good agencies. Anything we handle we push
References: Bradstreets, Royal Bank,
Union Bank.

The CHAMBERLAIN-DOWNEY
Company, Limited.
Wholesale Jobbers & Manufacturers' Agents.
Grocery, Confectionery and Tobacco Specialties.
Correspondence solicited on Domestic and Foreign
Lines.
TRUCKAGE AND WAREHOUSE,
1214 Homer Street, Vancouver, B. C.

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

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

Mathieu's Nervine Powders



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

Try Mathieu's Nervine Powders
yourself at our expense as per cou-
pon attached, if you don't know
them and are a sufferer from head-
aches.

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

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

Please send regular box of Mathieu's Ner-
vine Powders to the following address:—

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

Sartan BRAND

THE SIGN OF PURITY

COFFEE

GROWN, ROASTED AND BLENDED FOR GROCERS WHO VALUE SATISFIED CUSTOMERS

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

Wholesale and
Manufacturing Grocers

HAMILTON

RICE'S SALT

THE TABLE SALT ABOVE
THE AVERAGE

Your order to-day, for any amount, will be appreciated, for it is a certain forecast of your continued patronage. The Quality and Purity does it every time.

We ship promptly. Get our prices.

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

BUY

STAR BRAND

Cotton Clothes Lines

AND

Cotton Twine

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

For Sale by All Wholesale Dealers

SEE THAT YOU GET THEM

A Seasonable Line

OUR NEW

Sandwich and Salad Olive

all ready for the table

**Pimento Stuffed
Celery Stuffed
Plain Pitted**

in salad form

Ask your wholesaler for this 8 oz. bottle.

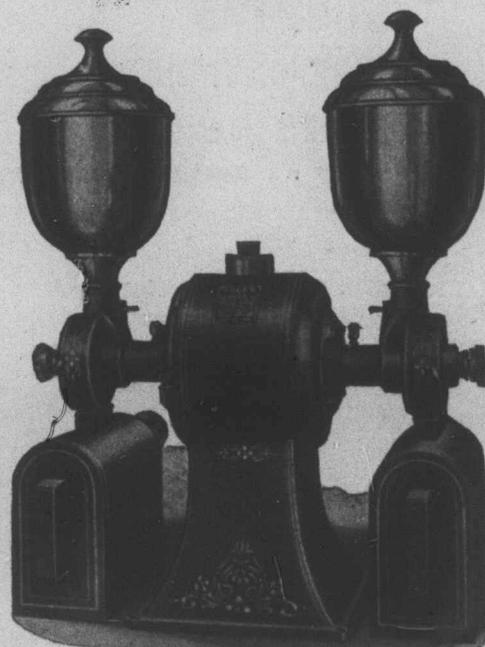
Retails at 25c.

Gorman, Eckert & Co.
LONDON, ONTARIO

Western Selling Agents:
MASON & HICKEY, Winnipeg

More Than Ever in a Class by Itself

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



COLES MANUFACTURING CO.

1615 North 23rd St.

PHILA., PA.

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

THE CANADIAN GROCER

St. Lawrence

Granulated

Now packed in three different sizes of grain

RED LABEL
Fine Grain

BLUE LABEL
Medium Sized Grain

GREEN LABEL
Coarse Grain

The only Essence that really retains the flavor, strength and fragrance of the best coffee is

SYMINGTON'S COFFEE ESSENCE

Your customers know this, and you will find a steadily increasing demand for our goods. Consistent up-to-date advertising fosters the regularly increasing sales.

ORDER YOUR STOCK TO-DAY

Thos. Symington & Co., Edinburgh and London

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



"Perfectly simple to make
Simply perfect when made"

ICED COFFEE

Nothing could be nicer than Iced Coffee for a pleasing summer drink. It can be made in a moment with KIT—Coffee.

KIT COFFEE CO. Govan, Glasgow

ALEX. TYTLER, Temple Building, London, Ont.
W. H. LYNE USHER, 270 South St., Halifax, N.S.
KIRKLAND & ROSE, 311 Water St., Vancouver
B.C. G. C. WARREN, Regina, Sask.
FREDERICK E. ROBSON & CO., TORONTO

CAIRNS'

have the fresh natural taste of the fresh ripe fruit, made possible only by careful selection and careful preparation of the newly picked fruit.

SCOTCH

Made in Scotland in a factory noted for its cleanliness and perfectness of system. Every jar of Cairns' Scotch Jam is a delight for your customers and a source of profit to you.

J A M S

By Royal Warrants of Appointment Cairns' products have served His Majesty King George V., His Majesty the King of Spain, Her Royal Highness The Crown Princess of Sweden, and for 22 years to Her Late Majesty Queen Victoria.

ALEXANDER CAIRNS & SONS

PAISLEY, SCOTLAND

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

Furuya & Nishimura

are daily receiving cable advices from their Shidzuoka Office concerning **NEW CROP JAPAN TEAS**. Quality and Prices are exceptionally favorable this year.



THE MCGREGOR PAPER BAG HOLDER.

**HOLDS EVERY SIZE BAG
FROM ¼ TO 10 LBS.**

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

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

O. P. MCGREGOR
Patentee and Manufacturer
411 Spadina Ave., Toronto

Profit. Popular Price

These are two features about

Gilmour's Antiseptic Hand-Cleaner

which you should consider.

—Gilmour's Pleases.

—Not Over-Gritty.

—Quality Ingredients.

N.B.—Remember, we pay freight on all orders of five gross or more to all points east of Port Arthur.

Write

THE GILMOUR CO.,
604 PAPINEAU AVE., MONTREAL

AGENTS:

E. O. Cornish, Vancouver; Watson & Truesdale, Winnipeg;
Fenwick & Hendry, Kingston; F. E. Roberge, Ottawa; G. W.
Gorham, Halifax.

WHITE SWAN

WHITE SWAN JELLIES for summer desserts

There is sufficient evidence in the tremendous sale of White Swan Jelly Powders to prove to every grocer the advisability of stocking these goods for his summer trade.

They jelly quickly, are deliciously flavored and colored, and take a prominent place in the home for light, hot-weather desserts. They are particularly delicious with fresh fruits.

“White Swan” products are the acme of purity, and are made of the very finest ingredients.

Order your stock now.

White Swan Spices & Cereals, Limited,
TORONTO



HIGH QUALITY



LOW PRICE



**L. & B.
BANNER BRAND**

Jams, Jellies and Marmalades can be relied on as being of best quality fruit carefully prepared and packed. They suit both the tastes and pocketbooks of the trade. Get up a display or put a number of jars on your counter with a price tag and watch the sales — just what your customers are looking for.

Lindners Limited
340 Dufferin St., TORONTO
Phone Park 2985
REPRESENTATIVES:
The Amos B. Gordon Co., Toronto
Watt, Scott & Goodacre, Montreal
H. D. Marshall, Ottawa, Ont.
C. A. Munroe, New Brunswick
W. H. Lyne Usher, Nova Scotia and
Prince Edward Island
H. Donkin & Co., Vancouver
Western Office at Winnipeg

**Stoves shine
like mirrors**

when cleaned with Gipsy Stove Gloss. It is not hard work either—a little Gipsy rubbed over the stove then polish with a soft brush and it's done. But it must be

**GIPSY
STOVE GLOSS**

the best polish made. Your wholesaler will give you prices.

HARGREAVES, (CANADA)
LIMITED,
33 Front Street E., TORONTO

**You Want to Earn More,
Don't You ?**

Your answer is Yes, Certainly!
The first essential is to find a way.

We are going to solve this problem for you. You can suit yourself as to whether you give up your present position or not. If you choose, you can devote only spare time to our proposition.

If you are enterprising and intelligent, and willing to work for \$7.00 or \$8.00 a week during your spare hours, for the first two or three weeks of your connection with our staff, we can put you on the road to success. After a few weeks, when you have had a little experience at our business, you can earn from \$25.00 to \$50.00 per week.

Write for full particulars to

THE MACLEAN PUBLISHING CO.

143-149 University Ave. Toronto, Ont.

BRITISH and FOREIGN

**JAM & MARMALADE
PULPS**

**CITRONS, LEMONS AND
BITTER ORANGES
FRESH AND IN BRINE**

SPANISH OLIVES IN BULK

**ESSENTIAL OILS
LEMON, ORANGE,
BERGAMOT**

F. C. GOODING & CO.

FRUIT PACKERS AND SHIPPERS

36 Eastcheap, LONDON, England

CABLES "GOODINGITE LONDON." ALL CODES.

Represented in TORONTO by W. B. STRINGER



Build up a family trade—sell it by the case

Welch's

Grape Juice

Other Canadian Grocers are doing it

The big increase in the sales of Welch's Grape Juice proves that the Canadian public as well as the dealer appreciate this article of merit.

Start in with a small stock of Welch's—you will soon order in increased quantities—making a nice profit and turning your capital quickly.

The high quality of Welch's is sure to please your trade and bring re-orders.

We will furnish you, free of charge, attractive, distinctive displays in beautiful colors.

Write to-day for prices and names of Canadian distributors. We furnish attractive display material.



The Welch Grape Juice Company, Westfield, N.Y., U.S.A.

PERSISTENCY IN ADVERTISING

One stroke of a bell in a thick fog does not give any lasting impression of its location, but when followed by repeated strokes at regular intervals the densest fog or the darkest night can not long conceal its whereabouts. Likewise a single insertion of an advertisement—as compared with regular and systematic advertising—is in its effect not unlike a sound which, heard but faintly once, is lost in space and soon forgot.—*Printing Art.*



It is the best possible value that capital, experience and enterprise can produce, resulting in a steady growing, resistless demand that ensures you a fair, actual and protected profit, giving satisfaction unbounded.

REMEMBER—every pound you sell advertises you as a dealer in—**QUALITY**.

“Salada” is never sold to peddlers or price cutters. This is the way we protect our customers.

“SALADA”

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

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

THE CANADIAN GROCER



**One Quality
Always and
That the Best**

Mustard, the staple condiment, to be good must be the Right Brand and properly prepared. Inferior quality materials are never used in the preparation of

**COLMAN'S MUSTARD
OR
KEEN'S MUSTARD
IN SQUARE TINS**

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

Magor, Son & Co., Limited

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

There is no doubt about it?

The Grocer who has a reputation for
quality-service
sells

BENSON'S PREPARED CORN
for Culinary Purposes

and

SILVER GLOSS STARCH
for Home Laundering

THE CANADA STARCH CO., LIMITED

Manufacturers of the EDWARDSBURG BRANDS

Montreal Cardinal Toronto Brantford Vancouver



Biscuit display recently shown in the window of F. C. Harp, Brantford, Ont., which sold 400 packages of biscuits.

New Window Fixture Boosts Biscuit Sales

Brantford Grocer Installs Device That Sold 400 Packages in Short Time—
Even Increased Sales Greatly on Such a Staple Article as Rice—Description
of the Fixture and the Value The Dealer Places on It.

"I can safely say that our window makes sales to the amount of \$40 or \$50 per week, each week," states Arthur Harp, with Fred C. Harp, of the Cash Bargain Grocery Store, Brantford, Ont.

The window shown in the accompanying illustration is one which Mr. Harp had on display only a few weeks ago, and which resulted in the sale of 400 packages of biscuits. As an experiment five cases of these biscuits, which are a comparatively new line, were purchased. To the purchase was attached the condition that a window display should be made, and that if desired, the manufacturer should take back all goods unsold. "Our window display did the work so completely," remarked Mr. Harp, "that so far we have returned none of the biscuits whatever."

A New Window Fixture.

Mr. Harp attributes much of his recent success in window trimming to a new fixture which has recently been placed on the market and which he has just had installed. This consists of five standards, and twelve glass shelves, which, arranged as three continuous shelves across the back of the window, form the basis for a splendid

This article demonstrates the power of a well-dressed window to make sales. It shows, indirectly, what the dealer is losing who does not give every attention to this strong, if not the strongest, medium he has for advertising purposes. If a window can be made to produce results, as herein stated, why should some grocery windows lie dormant some times for days or be dressed hap-hazardly?

background of any line of goods whatever. As the window in this store extends back only a short distance, this fixture permits of building up a splendid background which takes away all flat appearances and appears to give the window a depth which could be produced only by this or some fixture of similar character. In this way he claims that it is now possible to produce a much more attractive display and one productive of greater results than was possible under the old conditions.

Speaking of the way in which the window took, Mr. Harp states: "I sat in the store here one Sunday afternoon and watched the people go by on the street. Scarcely one went past without taking a second glance at the

window on display, and many stopped to look more closely into the arrangement of goods, and the class of goods shown.

Display Sold the Rice.

"A few weeks ago we showed Japan rice in the window, something which we had never done in the store before. You'd be surprised at the amount of rice we sold simply from that display. People to whom this was almost an unknown line, bought it on trial, and in many cases have returned since for more.

"Featuring prices has always been one of our strong points. We have tested windows both with and without price cards and find that almost invariably does the price ticket result in the sale of a greater quantity of goods. Price shown is always the regular price with no cut being made.

"Recently we displayed prunes and dried peaches and for a while we couldn't get peaches fast enough. Prices being so low has doubtless helped materially, but this year, we have already sent out over 1,500 lbs.

"Altogether our window is one of the greatest assets in the store, and since installing this new fixture its value has been greatly enhanced."

Minimizing Fire Risk in Country Store

How One Merchant Gradually Improved His Fire Fighting Apparatus After Series of Close Calls—Practically All Risks From Internal Causes Now Removed—Reduction Secured in Insurance Rates of 40 Cents per \$100.

By H. C. Lowrey.

Fighting fire in the country is a far more serious business than in the city where the merchant has the assistance of an organized fire department and plenty of water. In the country districts the only fire fighting force is the volunteer "bucket brigade" organized on the spur of the moment with the result usually, that by the time this force gets into working order the property is in ashes.

The writer has experienced a dozen or more of these country fires and the lessons learned will never be forgotten. The confusion—the running hither and thither for water—would be very amusing if the circumstances were not so serious. Fire in the country strikes more terror into the hearts of all living in those districts than it does to city dwellers.

This is the history of a general store in a little town in Ontario; we will not call it by name but it is a typical one with its two general stores, a hotel and a blacksmith shop. The hotel and blacksmith shop are now in ashes while both stores have had severe scorchings. This is mute and indisputable evidence that the fire risk is one to be guarded against in other ways than by the taking out of the fire insurance policy, which is a wise thing to do and should never be neglected. There are many little things that a merchant can do to minimize the fire risk and it behooves him to equip his property with up to date devices. The custom, however, is to delay doing this until after the fire has wiped out the business and then you sadly reflect on what might have been.

Mouse Knocked Down Matches.

In this town the first fire I remember was in our general store. A mouse running along the shelves knocked a box of parlor matches off the shelf which burst into flames when it struck the floor. This blaze was conquered only by the quick work of the store staff and that it did not result in a serious burn-out was a miracle. Just think, there wasn't a drop of water within 600 yards of our store and there was absolutely no fire fighting appliances that could be got at before the store would have been a mass of flames.

That was a lesson, for immediately, the insurance was increased and some water buckets were placed at handy spots while several barrels of water were stored in the cellars. Just watch

the important part these played in the subsequent history of our store.

Saved a Second Time.

A few months later a clerk in bringing freight from the station dropped a case of parlor matches on the verandah of the store. Again we were fighting fire. The case burst into flames right in front of the coal oil pump which, strange to relate, was installed on the verandah of the store, and as the handling of the oil had been careless the flooring was quite oily which added another risk. However, by quick work the place was saved again. A pail of water put out the fire in the case, while the fire in the floor was put out by shovelling sand upon it.

It is not generally known that sand is a very effective fire fighting weapon—yet it is—and for putting out fire in oil it is one of the most effective weapons. Again we learned another lesson and never again did we buy more matches than we absolutely needed. After that, too, we were careful about handling coal oil.

But we had to learn a good many more lessons before we had an effective fire fighting force. A year or so later, during some renovations, the painter was sent down to the cellar to draw some turpentine. Like the majority of general stores, the cellar was dark and the oil barrels were in a row in the darkest corner. The taps had leaked and the whole place was saturated with oil which has been covered with sawdust. Under the taps were measures, some of which were partly filled. The painter in groping his way to the turpentine barrel struck a match. The head flew off and lit in the measure under the turpentine barrel. The measure had about a quart of turpentine in it and again we were fighting fire. This time, one of the staff happened to have a pail of water in his hands and quick as a flash turned it upside down over the measure and we were saved again.

The Causes Removed.

Well, things began to move after that. The cellar was whitewashed. The floors were thoroughly cleaned of oil with sand, and instead of sawdust being used to absorb the drippings, we used sand. The leaky taps were discarded and brass taps installed. The old gummed measures were thrown out and new ones put in and strict orders were given

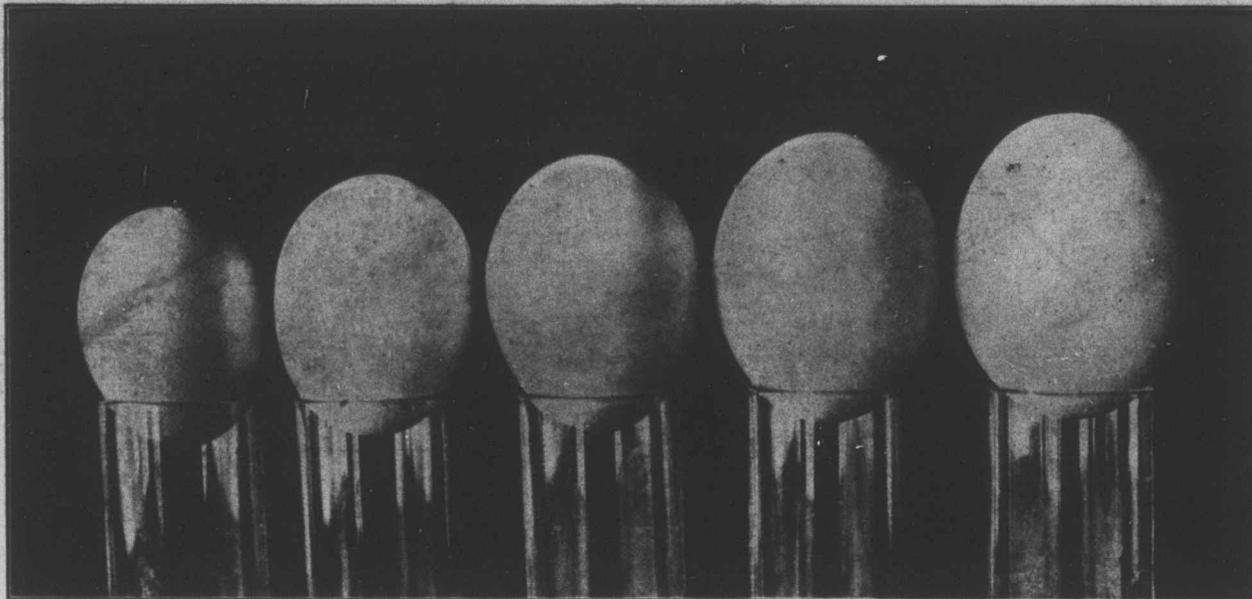
that no oil should be left in the measures or exposed in any way. An electric light was placed in each of the four corners of the cellar so that there would be no excuse to use matches. The number of water buckets and barrels were increased and an immense cistern was dug in one of the cellars. A large double-action force pump was installed in it with enough hose attached to carry the water to any part of the building. The pump was strong enough to force the water forty feet in the air. The installation of this pump later on saved the entire building.

Shortly after this some one left a candle burning in the refrigerator where we had been candling eggs. The candle had burned down and set fire to the woodwork, but as the refrigerator was shut tight and the wood was hardwood, the fire died out and was not discovered till the next morning when the charred wood told of another risk we had run. The store across the way was not so fortunate when one of their staff did the same thing. The clerk had gone to the attic storeroom for some goods and had left a candle burning with the result that it was not discovered until the whole top of the store was ablaze. By quick work with a chemical extinguisher the blaze was conquered but not before it had done considerable damage. Yet if that store had not been equipped with chemical extinguishers the whole building would have burned.

A Fire in the Wood Box.

Like all country stores we were blessed with the usual coterie of smokers and one winter's night the proprietor went into the store after a concert discovered the place filled with smoke and plunging into the dense air discovered the fire in a box behind the stove which had been filled with saw dust and placed there to be burnt in the stove. Some smoker had thrown a stub in the box where it had smoldered until the whole box of saw dust was one big coal and had burnt a hole through the hardwood floor as big as one's hand. The proprietor just got there in the nick of time and with the aid of the water buckets put out the fire. The hole in the floor was directly over the turpentine barrel which had figured in the episode related above. There is no telling what might have happened had a brand dropped on the barrel of turpentine.

(Continued on page 37.)



These five eggs all came out of the one case. Should No. 1 be worth as much as No. 5, or should they be sold on a weight basis?

Selling Eggs by Weight a Probability

Many in the Trade Consider This the Only Fair Method—Buyer Would Then Get Exactly What is Coming to Him—Seller Would Have No Particular Call for Large Eggs—Customers Would, of Course, Have to be Gradually Educated to Any Change in the Present System.

With a commodity such as eggs, the only sound way to buy and sell appears to be on a straight quality and weight basis. Produce associations have taken up the problem of dealing in eggs on the principle of quality and they are absolutely correct. Just because a buyer cannot determine the character of an egg from its outside appearance, is no reason why he should be imposed upon. He has a perfect right to get what he pays for.

Many in the trade, too, are claiming that it is a fallacy to sell eggs by the dozen. A butcher would not think of selling cuts of meat by the piece; neither is the buyer anxious to purchase that way. Each want to know what the meat weighs and to sell and buy accordingly.

Not Sound Business.

Why then, it is asked, shouldn't eggs be dealt with similarly? If one dozen of eggs weighs a pound and another of same quality a pound and a half, no dealer would consider it fair or even sound business principles to buy or sell them for the same money. With small eggs selling say, at 24 cents a dozen, and if these weigh 16 ozs., then these advocates claim the same quality weighing 24 ozs. would, on a weight basis, be worth 36 cents.

Note the five different sized eggs in the accompanying illustrations. These were all selected from 2 layers (6 doz.) in the same case.

Should eggs be sold by weight, wholesale, retail or both? What do members of the trade think about it? The Canadian Grocer would appreciate hearing from any in the trade with expressions of opinion on this question. Selling by weight rather than by count or measure has been discussed more or less lately, but many are inclined to think that it will be given even greater prominence in future. What are your opinions? Drop us a line to-day.

No. 1 weighs at the rate of 15½ to 16 oz. to the dozen.

No. 2 weighs at rate of 18 to 19 ozs. to a dozen.

No. 3 at rate of 21 to 21½ oz. to a dozen.

No. 4 at rate of 22½ to 23 oz. to a dozen.

No. 5 at the rate of 24½ to 25½ oz. to a dozen.

Great Difference in Weight.

Analyzing these figures it will be seen that the first egg weighs about 1¼ oz.; the second 1½ oz.; the third 1¾ oz.; the fourth almost 2 oz.; and the fifth a little more than 2 oz. It is quite plain, therefore that these eggs in reality have all different values when fresh just as different sized cuts of meat have different values. Custom, however, has up to the present placed

the same value on each; but if it is a wrong system, as it has been shown to be, there is no reason why the custom should be continued indefinitely into the future.

Many egg dealers say that the selling of eggs on a weight basis would tend to greatly eliminate poor poultry. While small eggs cannot be entirely done away with, the new basis would tend to correct the error considerably. Poultry authorities say that pullets, commencing to lay, produce small eggs and so do old hens at the moulting time. But the great majority of small eggs come from the mongrel, stunted stock found on a large proportion of our Canadian farms. If farmers were paid for their eggs according to weight, there should soon be a tendency on their part to improve their stock and therefore to place the egg trade on a more sound and fair basis.

Pound and a Half to Dozen.

Eggs ought to weigh a pound and a half to the dozen or 45 pounds (net) to the 30 dozen case. There does not appear to be any difficulty in sight in the matter of weighing them. With the computing scale, the operation is brief, the customer gets exactly what she pays for and no more, and once the change of custom is introduced—carefully and gradually, of course—the dealer could secure a reputation for fair and square

(Continued on page 41.)

The CANADIAN GROCER

Established 1886.

Only Weekly Grocery Paper Published in Canada.

THE MACLEAN PUBLISHING CO., LIMITED

John Bayne MacLean - - - President.

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

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NO FLAT RATE SYSTEM WANTED.

The Parcel Post Bill has passed the House of Commons. Retailers beyond a twenty-mile limit from each mail order centre have been protected by an increase in the postage rate. Just what that protection amounts to will not be known until the Postmaster-General brings down the rates.

But the question is, will the mail order houses be satisfied with the legislation as it stands? In Toronto for instance, practically half of the first zone is in Lake Ontario, so that there is only a district 20 miles in radius, north, east and west to which mail order houses there will be able to send parcels at the low rate. Will there be opposition then from the mail order firms?

In the United States there is already an agitation for a flat rate system, particularly from New York houses. These complain that half their territory by zones is in the Atlantic Ocean and that inland houses have a distinct advantage in this respect. This is no doubt true, but if the flat rate system were substituted, the country would be done a great injury.

Canadian retail associations would be well advised to keep a sharp lookout on similar agitations in this country. While for the present the zone system will prevail, time brings changes in postmaster-generals, and whether they will all be of the same opinion as the present holder of this office is a question. The zone plan will help those retailers who help themselves, to get business. With a flat rate system, the mail order houses with their "low-prices-for-leaders" selling plan will drain too much money from country communities.

THE SHELLED ALMOND MARKET.

Last week, Malaga packers of the Valencia Almonds, cabled their Canadian representatives in Montreal, advising that there was no change to report in the condition of the Spanish crop, which is good.

But it is reported that crops are a failure in Italy and France, storms and frosts having injured these crops seriously, with all the markets in producing countries absolutely bare of stocks. It is stated that the Spanish markets were excited almost to a state of panic, with

active buying from other countries at steadily increasing prices.

The prospects this week for the Spanish crop are, the packers say, encouraging and could scarcely be better; but it is altogether too uncertain to attempt to forecast the probable course of the market as regards prices, as everything depends upon whether the buying from England and the Continent, at the present high prices, is maintained.

IGNORANCE ON CANNING INDUSTRY.

Under the heading "Artificial Preservation of Fruit," The Toronto Globe recently ran an editorial in which were some statements exhibiting considerable ignorance of the canning industry. The retail trade knows that the canned fruits packed by reputable Canadian firms are as fine as can be produced anywhere.

Here is one loose statement made: "Home canned fruit is ordinarily far superior to the factory product, because the fruit is usually fresh, the sugar is abundant and everything is kept perfectly clean." The natural inference is that fruit at canning factories is never fresh, sugar is scarce and cleanliness is an exception.

Surely the writer of that editorial did not intend the inference that must be drawn. If he did, then he is lamentably ignorant of the facts. Those who are in touch with the canning business as it is conducted by reputable concerns, know that fruit supplied to factories is almost invariably fresher than what is received by the householders. Most of the canning factories are located in the midst of the fields and orchards and receive the fruit as soon as picked or pulled. Factories do not accept culls; in fact it is quite often the case that fruit refused by them is hawked about from door to door and sold for home preserving.

To show the strict regulations one large canning firm have adopted in this regard, the following extract from one of their contracts with growers is printed:

"Produce of all kinds, both fruit and vegetables must be strictly first-class in size, quality and condition, for the purpose required; free from frozen, bruised, unsound, or over-ripe stock or undersized, undeveloped or unripe specimens."

and again:—

"Berries of all kinds, red and black currants and cherries must be fresh, clean picked, free from sand, dirt or leaves, or soft, mushy fruit, and free from unripe, shrivelled, crushed and bruised fruit."

As far as cleanliness is concerned, the modern factory to-day is a good deal cleaner than the average householder's kitchen. This is due in part to the manufacturers' desire to build up a reputation for selling the finest quality of goods and in part to rigid government inspection. Decayed fruit cannot be canned nowadays to produce a merchantable article. Every retailer as well as every canner knows this.

In another part of the Globe editorial the decay in fruit is attributed to 'the presence and development of bacteria,' and it is stated that the success of the canning process depends on the 'complete expulsion of bacteria from the fruit by heat,' and the 'complete exclusion of them by sealing.' As a matter of fact, bacilli are present in all fruits and these are not expelled by heat, but are destroyed by it.

THE TIME FOR SUMMER DRINKS.

In many towns and cities throughout Canada, the water supply as far as purity is concerned, is not regarded very highly by the citizens.

THE CANADIAN GROCER

Here is a splendid opportunity, therefore, to capitalize on a town's deficiency by pushing sales during the summer months of summer drinks. The grocery store carries lemonade powder, grape juice, mineral and aerated waters, fruit juices, etc., and wherever there is or has been any talk of an impure water supply, these drinks could easily be extensively sold. The means at hand are neat, convincing window and counter displays with an occasional newspaper advertisement. In case a display is used a card bearing an inscription in reference to the chance one is taking in using tap water should be effective.

The grocery store is the logical centre for summer drinks. It is the only place visited on an average of once a day by the housewife and if aggressive methods are used in advancing sales of this line, a substantial extra profit must be the result.

THE STRENGTH OF PERSONAL CONTACT.

To beat out mail order competition one must be on the alert. The mail order houses are alive to every possible method of securing new customers. The large houses have separate organizations to cater to the outsider alone. But as The Canadian Grocer has stated so frequently, they lack one important feature—the personal service of the dealer. Why not attack them there? Where all other methods fail, this alone often wins out.

But to exercise his personality to the fullest extent, the dealer should be equipped with knowledge as to his own goods and those of the catalogue houses, as well as knowledge of their business methods.

There are no doubt many ways of preventing and overcoming mail order business. On another page of this issue is the story of how a country general merchant won out. His important weapon was the study of the catalogue. He became familiar with the "leaders" and knew exactly when a customer was comparing his prices with those of the catalogue. Other discoveries in that wonderful book demonstrated how the public was often lead to think that prices were low. With all this and other knowledge in his head, the merchant had no difficulty in getting those customers who had sent away for catalogues to discard them.

Personal contact had won out and now there is probably not a farmer in his district who does not purchase his household goods in his own village store. Judiciously used, the personality of the dealer will kill almost any outside competition.

AN EGG STORY.

To win a bet of \$25 a clerk in a railway office in Illinois town ate 61 eggs—five dozen and one. Fifteen were scrambled; sixteen soft boiled; fifteen hard boiled and fifteen fried. The previous record is said to have been 60.

If this report is correct it would be interesting to know some particulars of the capacity, both physically and intellectually, of this clerk. When a clerk in a railway office is spoken of, one naturally thinks of a long, lanky form—the drink of water sort—and not a man who could stow away 6 dozen and 1 eggs. In our youth, if our memory serves us right, we were taught that the capacity of the average man's stomach was somewhere around two quarts. If that be the case, could this clerk whom we have taken to be a comparatively lean fellow swallow at one sitting so many hen's eggs?

Let us look at it from another angle. A dozen of eggs should weigh a pound and a half. At that rate 61

eggs would weigh more than 7 1-2 lbs. including the shells. But as the latter although featherweight compared with the contents are not usually eaten, we can safely assume that this clerk consumed some 6 lbs. of eggs at one time. Just whether the \$25 were sufficient to cover the cost of the eggs and the doctor's bill, would be interesting additional information.

A question that one might also ask himself, is whether we shall have further attempts to break this record. If so, where will this high cost of living business end?

AN EXPENSIVE EXPERIMENT.

A report of some significance emanates from Washington to the effect that the U. S. Post office department is in a demoralized condition. It is reported that the talk of surpluses during the past few years have been fictitious and that really the department has been a drain on the country's finances. This condition was made much more serious by the inauguration of the Parcels Post system at the first of the present year. Whether full credence can be put in the reports, remains to be seen, but certain it is that hurry-up call was sent to Congress recently for an emergency appropriation of \$600,000 for the post office. One report states that President Wilson promptly signed the emergency appropriation bill, and the money is now being used to bolster up the weak points in the mail service. It is worth noting that these weak points are in the large cities, New York, Chicago, Philadelphia, Boston and other mail order centres, where parcel post mail has been the heaviest.

That Parcels Post is proving an expensive experiment in the United States seems a reasonable assumption from these facts. Has the situation in that country been fully looked into by the legislators who are now fathering the Canadian bill?

EDITORIAL NOTES.

Canada's future prosperity is unquestioned. There can be no continued hard times here.

If an egg weighing an ounce and a half is worth 2 cents, is one weighing an ounce worth as much?

Cutting down the fire risk is also paring down insurance premiums. That is exceedingly good business.

There is always something new to learn. The man who is satisfied with himself is scheduled for the down-and-out club.

The personality of the dealer counts for a great deal in holding trade. Every merchant should study himself from outside the counter.

There is a counteracting influence to every force. There are always methods to prevent mail order houses from getting a footing in rural districts.

If the practice should develop of railway clerks holding egg-eating contests, the trade will have to ship this precious commodity under lock and key.

Summer is a splendid season for sales of summer drinks. To adapt the method of the village blacksmith, the dealer should strike while the weather's hot.

Stopping M.O. House from Getting Footing

Actual Instances Where Knowledge of the Methods of These Institutions Prevented Business From Getting Away—General Merchant Studied the Catalogues and Beat the Mail Order House at its Own Game—Interesting Raisin and Wall Paper Cases—Publishing a Monthly Newspaper.

Practically every merchant has it within his power to keep his trade at home. If it wanders occasionally to the mail order house the fault must lie at his own door. It is usually because his service has been lacking; that he has not been stocking the goods his customers want, or that he has not carefully studied the catalogues of the mail order houses.

The latter is something that every merchant troubled, or likely to be troubled with mail order competition should attend to. There is information in those catalogues that ought to be known, as the experience of a certain general merchant in a farming district will demonstrate.

Indian River post office and station is located on the C.P.R. between Toronto and Ottawa about 85 miles from Toronto. It is therefore well located from a mail order house standpoint. One of the general merchants there is Walter H. Kidd. It happens too, that he is the postmaster. He is therefore in a position to know pretty nearly who send away for goods. Indian River is scarcely large enough yet to be called a village but it is surrounded by an excellent farming community and the farmers are prosperous. So Mr. Kidd has to deal principally with farmers. There is, of course, no newspaper there.

Secured Catalogue Himself.

Some time ago when he noticed a few catalogues from a mail order house coming through, he decided to take action. He also sent for a catalogue. When it arrived he studied it carefully and took particular pains to pick out the "leaders." One of them, for instance, was 25 lb. box of raisins at 6 cents per lb.; another was a low price on wall paper, etc. The same raisins were costing Mr. Kidd 7 cents and he was selling them at 8 cents making only a fair profit.

It wasn't long afterwards until a woman who had received a catalogue asked what raisins were worth by the box. Mr. Kidd knew what was coming.

"They are 8 cents a pound," he replied; "Were you wanting to get a box?"

The woman didn't know, she thought his price was rather high, and finally told him she could get them at — (the mail order house) for 6 cents.

"Quite right," he answered, "and

I'll be glad to give you a box at 6 cents with a \$25 order if you pay cash. I'll meet any price in the catalogue on that basis."

It was clearly pointed out that unless \$25 worth of goods were bought from the mail order house freight would have to be paid by the purchaser. The woman agreed that his proposition was fair and since that time he has had no trouble whatever with her trade.

Having made a thorough study of the catalogue Mr. Kidd was able to deal effectively with the few other similar cases that presented themselves.

Got All Wall Paper Orders.

The wall paper instance was an interesting one. The catalogue illustrated a number of wall paper patterns and borders. Mr. Kidd immediately got prices from the manufacturers on the same patterns knowing that those

The Indian River Economist

A MONTHLY SHEET DEVOTED TO YOUR INTEREST AND MINE

WALTER H. KIDD, General Merchant, Publisher.

TERMS: Free.

VOL. 1

INDIAN RIVER, APRIL 1, 1913

NO. 1

ANNOUNCEMENT

DEAR READER:—

Would you like to share in the profits of our business, and that without putting one dollar of capital into it or even paying a membership fee? We are going to solve, in a measure, the high cost of living problem for you about which we hear so much. I believe you will agree with me when I say that in the past we have divided with you our profits on butter and eggs, which action has brought us very much increase of business and has paid. We propose to go farther and divide with you our profits on all goods which admit of division. You are aware that even now a number of goods are actually sold at cost, while many others are sold at so close a margin that they barely give a living profit. The price on these of course cannot be cut but there are many lines, which at our low cost of doing business may be so priced that we can divide with you, and this we propose to do.

Through the medium of this paper we are, each month, going to keep you informed of how much money you will make simply by dealing at this store. While we are sharing with you our profits we are going to maintain the high standard of all goods as in the past. In buying our motto has always been "The best that cash can buy at a right price." We handle no cheap or inferior goods, if we know it. We believe we have the reputation of living up to our word, which you may feel assured will be carried out to the letter. We are busy marking goods down now, which prices are not for a day or a week, but for one whole year. We are going to give it a year's trial, sink or swim, but we believe it will be swim. If you are willing to co-operate all will be well, if not we shall at the end of one year go back to our former plan. Will you not give our scheme a trial and be convinced? In our next issue we shall show you how we need a very great increase to enable us to do this.

The following prices begin April 1st

when we shall discontinue giving discount tickets. To start with we quote a few prices as follows:—

Big "B" Brand Overalls, Smocks, Pants, regular \$1.00 line anywhere; our price 90 cts.
A line of extra heavy \$1.00 Shirts 90 cts.
Also 75c. Shirts 68 cts.
Unlined Leather Mitts and Gloves, any 50c. line for 45 cts.
A new stock just opened out.

A Few of Our Grocery Specials

8 lbs. Epsom Salts for 25 cts.
8 lbs. Sulphur for 25 cts.
8 lbs. Corn Meal for 35 cts.
3 Lantern Globes for 25 cts.
3 pkgs. Kellogg's Corn Flakes 25 cts.
3 pkgs. Corn Starch 25 cts.
3 Carburet Iron Stove Polish 25 cts.
3 Electric Paste Stove Polish 25 cts.
3 Bottles Extract (any flavor) 25 cts.
6 Royal or White Swan Yeast Cakes (4 cts. each) 25 cts.
Shredded Coconut 20 cts. lb.
Peel (any kind) 30 cts. lb.
Allspice 25 cts. lb.
Pepper (best) 30 cts. lb.
Pastry Spice 30 cts. lb.

Someone Will Get it FREE.

To the person giving us the largest single order during April, and paying cash, we shall give away free one Self Basting Roasting Pan, value \$1.25. Such order not to include flour or sugar by the 100 lb. bag.

Corn Meal Cake

One large tablespoon butter, two large tablespoons sugar; two eggs, well beaten; half teaspoon salt; one cup milk, three teaspoons baking powder; two cups of flour, one cup of corn meal.

Escalloped Salmon

Cover bottom of dish with crushed crackers, sprinkling with salt, pepper and butter. Then put in a layer of salmon, alternating with crackers until the salmon is all in, leaving the top layer crackers. Cover with milk and let stand five minutes before putting in the oven. Bake until a nice brown on top.

Mr. Winkleyheimer: "You don't sink of ruin new false teeth, Levi?"
Mr. W.: "Dey vos fine. Repekka You moost talk through your nose now, to save the year and tear on dose teeth."

How to Tell a Turkey's Age—"Casey," said Pat: "How do yez tel th'age of a tu-u-rkey?"
"O! can always tel by th'teeth," said Casey.

"By th'teeth!" exclaimed Pat; "but a tu-u-rkey has no teeth."
"No," admitted Casey; "but of lave."
—Ladies Home Journal

A Case of Mutual Application—Mr. Wood, a man very fond of playing jokes, met his friend Mr. Stone, and at once inquired jocosely:

"Hello, Stone, how are Mrs. Stone and all the little pebbles?"

"Fine," said Mr. Stone. "all well, thank you," and then with a twinkle in his eye: "How are Mrs. Wood and all the little splinters?"

Smith—Have you taken in the auto show?

Jones—Sure! I never miss 'em Smith—You don't own a car. Why are you so interested?

Jones—Well, once a year I like to look at a bunch of 'em I don't have to dodge.

Reduced reproduction of first issue of a paper published by Walter H. Kidd, general merchant, which is sent out free to customers.

customers who had received catalogues this spring would soon be on the market for wall paper. On analyzing the mail order house prices and the costs, he found that the margins on the paper itself were shaved pretty fine but those on the borders were quite large. He ordered similar paper patterns and borders suitable to his trade. Presently the would-be mail order house buyers saw the paper and asked for his quotations, which were placed at exactly the same as those of the catalogue.

"I wasn't making anything on the paper," he said, "but I made up on the border and I got orders from every customer who had secured the mail order house catalogue. To my knowledge there is not now a single farmer in the neighborhood sending away for his household goods."

Publishes Paper Monthly.

In aiming to get into closer touch with his customers, Mr. Kidd decided with the first of April last to get out once a month, a one page newspaper with information on prices, recipes, jokes, editorial announcements, etc. The accompanying illustration shows the first issue of the paper, the original being 12 by 9 inches in dimensions. Another has appeared since then and the publisher claims they have met with a good reception. Several customers have purchased articles listed and the store has received good publicity. The cost is not great so that this advertising is but a small percentage of the turnover.

A Talk on Profits.

The next issue starts off with the following informative editorial:—

"In our last issue we said we would show you why you would have to very greatly increase our business in order to make up for the loss in sharing profits. This you will probably understand without any explanation. For instance, if one figures his profit down to 10% of his turnover (i.e. the amount of money received for goods in one year) and his turnover is \$5,000.00, he makes only \$500.00, which is not enough to pay expenses,—one would go behind; and to sell this amount requires considerable business done. Say his turnover is \$10,000.00. Then his profit is \$1,000.00. That would allow some for wages after paying for expense and usual losses; and if increased to \$20,000.00 turnover the profit would be \$2,000.00, which, after paying expenses would leave good wages. We would like to reach that mark. Our first effort has met with some success, as extra trade has resulted from our first cut in prices."

The same issue tells who won the

roasting pan, the article to be secured free during May and other readable material. Mr. Kidd's aim is to remove

entirely all reasons for the people in his community sending away for their goods.

ASSOCIATION NEWS

To get away from the bad effects of the credit system and to work out a plan whereby every "dead beat" shall be rated and known to all members of the association is the line along which the Ottawa Retail Grocers Association is at present working. Co-operation is the by-word and should any grocer receive any information which may help out a fellow grocer and at the same time not injure the receiver by passing it along, he is obliged to report the same, and thus help out the Association generally.

Another fact further demonstrates the activity of this society. At holidays, such as May 24, where all grocers were not particular about closing, the Association took matters into its own hands, had large bills printed in red announcing that "This store will be closed on May 24 all day," and distributed them amongst members and non-members alike. These bills were hung right in the window so that definite announcement was publicly given as to the stand to be taken. This policy is pursued with regard to any holidays where "I'll close if my opposition down the street will," might apply.

Amongst the more active members in making the Ottawa Association one strong united body are: John Banbrick, President; T. W. Collins, A. P. Johnston, and Alex. Phillips.

An organization meeting of Petrolea, Ont., merchants was held recently when a unanimous resolution was passed to form a local branch of the Retail Merchants' Association. One merchant openly accused a neighbor with using "Trading Stamps." This matter was brought to the attention of the Provincial Officer, who was present and his decision was that it is illegal and the merchant using them will be asked to discontinue. The fine attached to a proven offence is one not exceeding two hundred dollars, and six months' imprisonment. Another meeting will be held shortly to elect officers.

A meeting of the Windsor, Ont., merchants was held last week when about thirty-five were present. Quite a number of matters came up for discussion, after which the following officers were elected:—President, A. D. Bowlby; 1st

vice-president, G. E. Copeland, Books, etc.; 2nd vice-president, A. B. Peddie; treasurer, J. M. Lord, groceries; secretary, G. H. Nairn, meats, etc.

Two resolutions were unanimously adopted—that of refusing to give donations, and the adoption of the "Credit Reporting System," now being used by the association. A Membership Committee has been formed with Secretary Nairn at the head and a branch of one hundred members or more is expected. One of the provincial officers of the association inspected that Port of Entry, so as to get information at first hand as to how smuggling is being carried on. This report will be laid before the Provincial Board of the Retail Merchants' Association, before any information will be given out.

It was briefly announced in last week's issue that the merchants of Wallaceburg, Ont., had organized. The organizers report that practically every merchant has become a member. It is also stated that the merchants had a grievance against a couple of manufacturing concerns which were alleged to have been selling groceries and meats to their employes at wholesale prices. The matter was taken up with the provincial officers and the report is that the practice has been discontinued.

The officers elected were:—President, E. Zavitz, hardware; 1st vice-president, W. Cousins, grocer; 2nd. vice-president, W. Howard, grocer; treasurer, F. C. Burgess, grocer; secretary, E. B. Snively, dry goods.

At a meeting of the Retail Merchants' Association of Calgary, Alta., held recently, it was decided to hold a monster picnic on Wednesday, July 25 at the Lowery gardens. All stores will be closed at twelve o'clock on that day and the merchants will invite their customers and employes to spend an afternoon in the gardens as their guests.

Lunch will be provided and served between the hours of 5 and 7 p.m., and amusements will be provided for all. An orchestra will be provided for dancers and the services of one of the city bands will be secured. A prize list will be prepared for races and other athletic contests.

Observations of a Traveler

Getting a Grip on the Individual Customer—A Salesman in a Retail Store Who Was Appreciated By Customers Because He Knew What They Wanted—Contrast With the Slot Machine Clerk, Who Treats Every Buyer Alike.

Written by a Traveler for Canadian Grocer.



"How do you do it?" I asked.

Every now and then, in my private shopping tours, I jolt against a grocery salesman who seems fairly to grip me. He sells without perceptible effort, and I find it a joy to purchase from him. Salesmen of that sort are the class who hold customers and build business.

A good salesman is often such quite unconsciously. To do things right comes natural to him; he would feel homesick and ill at ease if he sold in any other or less efficient way. Other salesmen have acquired the knack. Still others could acquire it if they set their minds to the task.

"How do you do it?" I asked a star salesman the other day.

He shook his head.

"Don't, please don't, put any of those Chinese puzzles up to me," he rejoined. "I couldn't tell you how I do it."

"But you make a good bunch of sales?"

"Yes, I make the sales all right. People seem to want to buy from me. The boss gets a bit cross now and then when he sees two or three lined up, waiting for me to get through with a customer. But don't ask me how it's done."

An Explanation.

With manifest eagerness to be through with the subject, he relapsed into business. "Half a pound of coffee?" he jotted down. "You prefer it strong, don't you? How did you like those pickles I recommended the other day—the new mustards at fifteen cents?"

He went on jotting down the order. At tea I hesitated. I can never remember whether we use mixed or black.

"You usually get Blank's package tea, 40 cents, black," he informed me; and down it went on the order.

"Your address is 15 Blank Street, isn't it?" he concluded. Which was about as close to the bull's eye as a good marksman can get.

He couldn't tell me how he did it—not infrequently the secret of success is a mystery to the man who succeeds. He

is too busy succeeding to analyze himself. But this salesman knew my particular wants so well that I, on the buying side of the counter, had plenty of time to analyze him and his methods. And his methods consisted solely in knowing me, my address, my preferences and prejudices with such complete accuracy and amazing thoroughness that I could, had I desired to be reticent, have ordered three or four dollars' worth of groceries in a dozen words. Yet only a few weeks had elapsed since my first visit to that store, and I certainly didn't purchase every day.

The Non-Observant Clerk.

Knowing the customer and getting a firm grip on his preferences is a fundamental of successful selling. The "Salesman" to whom all customers are the same, and whose attitude to each and all is that of an obliging but impartial slot machine, can't hold them even in competition with other slot machines which pay no more tribute than he does to their individuality. But the salesman who knows his customers thoroughly and caters to their individual preference can hold them against all sorts of competition. His only danger is that some bungler on the staff may make a mistake in putting up the order, or that a careless deliveryman may spatter the goods with mud.

Star salesmen of this variety are not too plentiful. One man I know seems never to forget the name of a customer. The minute a man or woman enters his store, he gives one quick look, says "Good morning"—and out pops the correct name, automatically. Yet there are dozens of salesmen, some in the same store, who will sell to you a score of times and still have to ask your name and address the twenty-first trip.

Applies to a Traveller.

It isn't merely in a store salesmanship that knowing the customer counts. This sort of knowledge figures in the success

of the traveling man; it makes the good hotel clerk an asset to his business. The knack of picking up names, addresses, peculiarities and prejudices and salting all this information down for future reference is worth dollars to a man. Intense mental concentration is the initial price. The chap who wants to study and learn his customer can't afford to let his wits go wool gathering.

CREDIT MEN APPRECIATE AMENDMENT.

Montreal, June 24.—Satisfaction was expressed at the dinner in the Place Viger Hotel, of the Canadian Credit Men's Association, at the amendment of the Criminal Code, whereby a person who makes a false statement to a third party for the purpose of obtaining goods renders himself liable to prosecution for false pretences. Henry Detchon, general manager of the association, was the principal speaker. B. W. Grigg presided.

The membership of the association, said Mr. Detchon was now between eight and nine hundred. Cleaner credit was what they were struggling for, and he thought their energies in that direction were greater in the West than in the East. Mr. Detchon reviewed the legislation which had been initiated by the association, and he also told of the work carried out by the adjustment bureau for the handling of insolvent estates. Through the bureau the creditors received more benefits from insolvent estates as the expenses were less. "The adjustment bureau stands for a fair deal to everyone," said Mr. Detchon, "but the Western creditor would rather get nothing than compromise."

F. White, grocer, formerly on McCaul Street, Toronto, is opening in new quarters on Avenue Road.

Fundamental Trade Conditions Quite Sound

No Reason to Look Forward With Any Distrust, Agree Prominent Financial and Business Men—Balkan War the Direct Cause of Any Tightness in Money—Crop Conditions Excellent.

The warm weather of June has evidently stimulated trade in practically every portion of the Dominion. Wholesalers in fruits, provisions and groceries practically agree that trade has been improving lately, and if the crops turn out as the present prospects would indicate, the business situation should at the end of the year compare favorably with that of the last few years. The West, of course, depends almost entirely on the crops. Just now these are exceedingly promising, having been visited at frequent intervals with the necessary rains.

Financial men, who are close students of economic conditions, speak most favorably of the outlook. In the last issue of *The Financial Post* the views of Sir Henry Pellatt, Sir Edmund Osler, A. E. Ames and Col. Henry Brock, all well known financial and business men, were given. Extracts from these are herewith quoted:—

Basic Conditions Sound.

Sir Henry Pellatt—"Fundamental conditions in the money market are perfectly sound. There is no plethora of cash, to be sure, but the reasons for this are plain. Manufacturing is at high water mark, everybody is busy, and, of course, money is in demand. On account of political conditions in Europe gold is being hoarded there, and in consequence Canada and the United States are obliged to finance themselves to a greater extent than heretofore.

"It is ridiculous to state that prosperity is on the decline in Canada. Our railways and manufacturing concerns are more busy than ever before. Sir Thomas Shaughnessy said not long ago that the C. P. R. is financed for years ahead, and is proceeding to carry out its huge plans, relying on the continuance and increase of prosperity throughout the Dominion.

"Canada, having the natural resources, means of transportation by rail and water, and all necessary fundamentals, has reached that stage of her development when she cannot fall back. She may hesitate, and have dull periods, but she will inevitably progress. The present stringency in money is directly due, I believe, to the Balkan War, and will certainly disappear within a few months."

Business Still Expanding.

Col. Henry Brock—"In spite of the money stringency which has existed in

The opinions expressed on this page are those of big men who have studied the economic situation minutely. They are therefore to be relied upon. Each one predicts without reserve continued prosperity for Canada because of the soundness of underlying business principles and the prospects for excellent crops. In this respect their views are exceedingly valuable and worth careful perusal.

Canada since the beginning of the present year, the dry goods business generally has continued to expand. I believe the same conditions have existed in hardware, groceries and other staple lines. Although bankers have refused to loan funds for use in speculation, merchants and manufacturers have been able to secure the necessary credits for use in legitimate trade. There have been fewer new enterprises than during the past two or three years, but this is no indication that hard times are at hand. It is well that we are having a sort of breathing spell, which should place us in condition to forge ahead faster than ever when the present period of tight money has passed.

"Collections throughout the country have been surprisingly good. We have come across instances in the West where merchants foolishly invested their surplus cash in real estate, upon which they are now unable to realize, except at a loss, and these men are slow in meeting their bills. Mercantile circles are pleased to observe that the real estate boom has burst in certain Western communities. The ultimate effect of the slump upon general business will be beneficial.

"Reports which have come to us indicate that the crop prospects are excellent, and we are looking forward to satisfactory trade conditions next fall and winter. We are not anticipating a boom, but certainly we see no reason to look for the hard times which are predicted in certain quarters."

To Improve From Now On.

Sir Edmund Osler—"People are too apt to think that Canada is the only country in the world in which money is tight. As a matter of fact, funds are scarce in all the financial centres of

Europe, and this condition will probably continue for some weeks to come. The situation is due, in large measure, to the Balkan War. As long as there was a possibility of a general European conflict every country hoarded gold. The creditor nations called loans, and the borrowing nations were obliged to liquidate. Canada and the United States, belonging in the latter category, have recently passed through a period of drastic liquidation in their stock markets, but there are no signs that legitimate business has suffered in either country.

"Our bankers have foreseen for months that money would be scarce for a time, and acted accordingly. As a result they are in a splendid condition. There is nothing approaching an over-expanded condition. In my opinion we have seen the worst of the liquidation, and things should gradually improve from now on. All signs point to bumper crops throughout the Dominion, which will insure another era of good business. The banks are preparing for an unusual demand for crop-moving funds, and will be ready to supply them when the time comes."

No Cause For Despairing.

A. E. Ames—"It is distinctly not a time for clapping on all sail. On the other hand, it is a time for the exercise of caution and making sure of the tendencies of business, and the doctrine of making haste slowly is one which may safely be applied even to Canada, which, like a thoroughbred horse, has, for a few years, been pulling pretty strongly on the bit. Nevertheless, it is a faint heart that despairs for even the near future of Canada.

"It is well that municipalities should check extravagant development, that manufacturers should not over-extend, and that all concerned should reason matters out and work to definite and clearly seen ends rather than toward indefinite and foggy conclusions. At the same time, in her grain-growing, dairying and live stock industries, and in her fisheries, mines and timber lands, Canada has a solid basis upon which to attract immigrants, to provide railway transportation and to furnish an assured output for manufactures. It seems to me that there remains, therefore, only the necessity for dealing as reasonably and deliberately as possible with the various elements involved.

Current News of the Week

Quebec and Maritime Provinces.

H. N. Blois, grocer, Truro, N.S., is selling out.

Smith Bros., grocers, New Glasgow, N.S., have retired from business.

Nickerson & Hart, wholesale fruit and produce merchants, Halifax, N.S., have dissolved partnership.

The Maritime Fish Corporation, Ltd., has been incorporated under a Federal A. W. Hugman, Limited, Montreal, A. W. Huguan, Limited, Montreal, manufacturers of Red Rose Baking Powder, Jellies, Flavorings, etc., have appointed Orr & McLain, of Winnipeg, their Western agents.

Announcement was made in Halifax last week that the wholesale fish firm of W. and M. Smith intended closing out their business in Halifax, and were going to Newfoundland, where their present branches would be enlarged.

The Dominion Wholesale Grocers' Guild will hold their annual convention on Monday and Tuesday, July 14 and 15, in Quebec City. Archibald Miller, of Quebec, is the present president. Last year the convention was held in Toronto, February 12 and 13.

Ontario.

P. E. Green, grocer, Toronto, has sold to Wm. Cook.

Walter Webster, grocer, Mount Dennis, Ont., has sold to F. E. Baines.

F. J. Martin, grocer, Queen Street W., Toronto, is retiring from business.

W. J. Trewin, grocer, Bathurst Street, Toronto, has sold to W. A. Rachar.

W. Dowdell has opened a grocery store on the Wellington Road, London, Ont.

Sherwood & Pilley are opening a grocery and provision store in North Bay, Ont.

L. O. Pearson has sold his grocery business at the corner of Redan and Balaclava Streets, St. Thomas, Ont., to Morley Jones.

J. J. Coyle, grocer, etc., of Phelpston, Ont., is selling out and moving to Dunnville, Ont., where he has bought the business of Mr. Day.

Wholesale grocers of Toronto and Western Ontario have arranged for their travelers' holidays this year from August 2 to the 16th.

Mr. Ward, the late manager of the Murphy-Gamble grocery store, Ottawa, Ont., is now in Montreal managing the grocery department in Scroggie's.

The financing of the Superior Match Co., Owen Sound, Ont., is stated to have been completed, and the industry will be in operation in a few months' time.

A. V. Elliott ("Dick"), traveler for Red Rose Tea, started last Monday on a two weeks' holiday trip. It is his intention to spend one week at Clear Lake, Muskoka, and the other in Cleveland, O.

Lee McIntyre has resigned from the staff of M. Masuret & Co., wholesale grocers, London, Ont., to join that of Louis Petrie Co., Calgary, Alta. He was presented with a leather suitcase by the firm before leaving.

The Retail Butchers' Association of Toronto held their annual picnic last week in Exhibition Park. About 5,000 were present, including many grocers who are members of the Retail Merchants' Association, and their families. Races, games and contests were the order of the day.

Duncan Bell, manager Bryson-Graham's grocery department, Ottawa, is in Toronto this week. He is a delegate from the Capital city to the Sons of Scotland convention in Toronto. Mr. Bell is an enthusiastic member of the Ottawa Retail Grocers' Association, and reports that body as being in a most flourishing condition.

A. Weseloh & Co., Berlin, Ont., has taken possession of the grocery business there conducted for past four years by A. & E. Heller. The two stores, which have been used as the grocery and china-ware departments, will be completely remodeled and new fronts will be put in. It is also proposed to unite the stores at present owned by A. Weseloh & Co. with an archway, thus providing entrances on King and Frederick Streets.

Western Canada.

F. C. Beresford is opening a general store in Macleod, Alta.

D. W. McLean, a Winnipeg grocer, has sold to Alex. Douglas.

N. Murphy & Co., grocers, Red Deer, Alta., have sold their business.

Jno. Smith & Sons, grocers, Winnipeg, have sold their Main Street business to Max Bryer.

The Canadian Credit Men's Association have increased their capital stock from \$5,000 to \$100,000.

Brandon, Man., grocers, close their stores on Thursday afternoon from June 12 until the end of August.

It is estimated that 210,000 people have visited the Made-in-Canada train on its tour through Western Canada.

The Retail Merchants' Association of Kelowna, B.C., is in favor of a standard weekly half holiday for the entire province.

The Brackman-Ker Milling Co.'s interests in Western Canada have been taken over by the Western Canada Milling Co. It is understood that the former mills will be operated as a separate entity, and that there will be practically no change in the management.



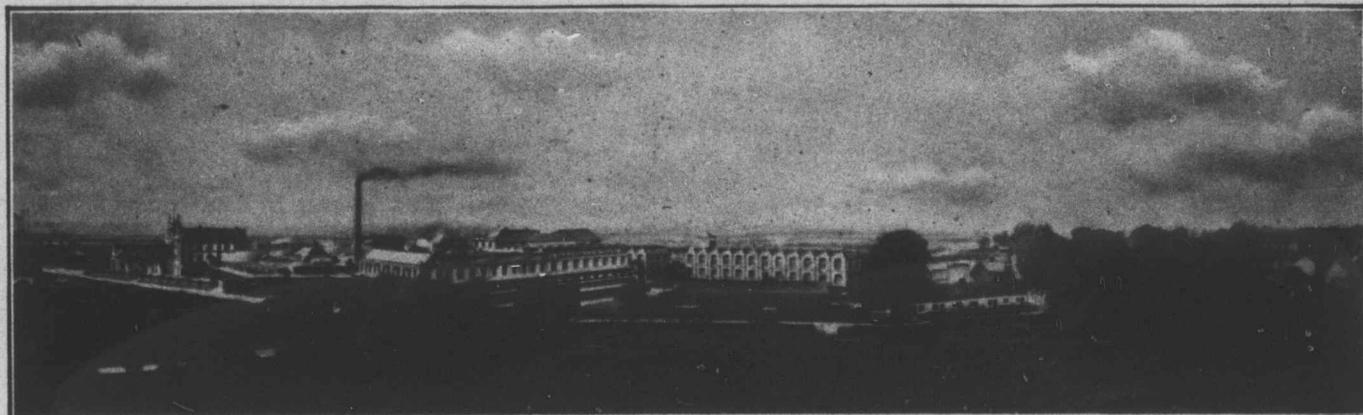
LOSING EGG CASE SECTIONS.

A Kingston, Ont., grocer writes as follows: "One of the annoyances of the trade is the receiving back from commission houses of empty egg cases, less some of the sections. The fault no doubt lies with the retail dealers who get them from the commission men."

In emptying cases of eggs many retailers are careless about saving sections and seeing that all are replaced before the cases are returned. Whether working under the conception that the wholesaler who can well afford to put up for such trifles will have to meet the discrepancy, or whether taking a chance that the wholesaler will see that all is right before the case is again sent out, they allow the practice to go on, never thinking that some day they may want an empty in order to move out some of their surplus stocks.

On the other hand it is the country merchant, the man who buys eggs from the producer and ships to large centres, who has to confront the proposition of making up the shortage. Thus directly the loss is one produced by one grocer to take effect against a fellow grocer.

The Kingston grocer who writes in about the matter states in conclusion: "Gross carelessness—Such men should have an egg shampoo with shady storage stock." Has he hit the nail on the head?



General view of Messrs. Chivers & Sons' Orchard Factory at Histon, Cambridge, England.

The Romance of an Orchard

Messrs. Chivers & Sons, Limited, the Great English Fruit Growers and Preservers

The preserving of fruit in some form is at least as old as the Romans, for sealed jars containing fruits in syrup have been found at Pompeii. But although the advantage of adding sugar to fruit so that the latter can be kept and used for food far beyond its natural life in the fresh state has been recognized right through the ages, it seems extraordinary that the preserving of fruit on anything like a large scale should be a development of comparatively recent growth. Sixty or seventy years ago practically all jams and fruit conserves were home-made, and even when enterprising individuals here and there saw the possibilities of a big industry in the preserving of fruit it was curiously enough in the towns and cities that jam manufactories were first set up. A stimulus, however, was given to fruit growing and the farmers used to send their crops to the cities and sell them to the jam-makers.

It has been stated that Mr. Gladstone was the first to suggest to the fruit-growers that they themselves should manufacture jam, but years before the Grand Old Man gave this sensible advice, the pioneering work had already been done by some of the fruit-growers. At the beginning of the Nineteenth Cen-

tury a small estate at Histon near the picturesque and historic University town of Cambridge was farmed by a Mr. John Chivers. Cambridgeshire is an ideal fruit-growing country and Mr. Chivers was so successful in raising crops of gooseberries, apples, pears, and plums, that very soon he had met all the local requirements and had to seek a market further afield. London was the nearest big city and as there was then, of course, no railway, all the fruit had to be taken by road, a distance of more than fifty miles, and the journey occupied forty-six hours.



The Histon Men's Institute.

Mr. Stephen Chivers, the son of the first cultivator, by careful thrift and business management extended the estate until he owned several hundred acres, and it was his sons who first saw the possibilities and developed the business of jam-making in the midst of the

orchards. Of course, the idea, like all great ideas, seems obvious enough in its simplicity to-day, but it was something quite new at the time when Messrs. Chivers made their first boil of jam in a little barn that is still standing. The idea must have come with something of the nature of an inspiration as when Stephenson saw the vision of a railroad in the tiny mine-engine he was tending, and the little barn at Histon is certainly well worth preserving as one of the industrial curiosities of the manufacturing world, in the same way as the Rocket is preserved in London.

Of course, a new idea of such obvious utility in the hands of practical men proved highly successful, and it was not long before a factory had to be built to meet the growing demand for Chivers' jams. Land was acquired by the side of the Great Eastern Railway, whose line now passed through this part of Cambridgeshire, and a substantial factory was erected. This, however, soon proved inadequate, and every year or two new buildings have had to be put up to meet the ever growing demand for Messrs. Chivers' manufactures. The present factory buildings contain acres of floor space and miles of passage-ways. The firm has long possessed its own railway siding and every day a complete freight

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Raspberry pickers at work in one of Messrs. Chivers' orchards.

train is loaded up and sent from the Histon works.

It would be tedious to detail the growth of the business, which has been steady and continuous from the first experiments in 1873 right down to the present day. The plantations have been added to until now Messrs. Chivers have some thousands of acres mostly under fruit cultivation. Their staff has increased correspondingly, and at the busy season of the year considerably more than two thousand persons are employed, and the goods manufactured at Histon go to all parts of the world. They are found in the bleak northern districts of Alberta, Saskatchewan and Manitoba; they go to Tasmania, Australia, and New Zealand; they are found in India and Japan and South America, and even in the very heart of Africa.

The factory at Histon is a model one; the lighting, heating, and ventilation embody all the latest improvements of sanitary engineering. The workers are specially picked and their personal cleanliness is looked after by a trained nurse, whose house is on the premises, while a second trained nurse, who lives

within the factory grounds, is retained to look after the health and physical welfare of the employees.

The bulk of the workers live in Histon or the other villages round, and hundreds of them come to the factory every day upon their bicycles. Other workers travel in from Cambridge and a special train is run in and out morning and night for their benefit. Every department of the factory is kept scrupulously clean, and special arrangements are made for washing, catering, and so on.

The machinery is of the most up-to-date description, much of it having been specially invented by the staff of engineers which Messrs. Chivers employ, and the principle aimed at is always that in the manufacture of their goods there shall be as little handling of the fruit as possible so as to keep it whole and fresh. Some of the machinery is almost human in its operations.

Only those who have visited the factory and have seen the ideal hygienic conditions under which the various commodities are prepared at Histon and have also visited large town and city factories can appreciate the advantage of having foodstuffs such as jams and jellies made right in the midst of the country. The surroundings of the Histon factory are absolutely rural. Birds nest under its eaves and in the trees and shrubs within its grounds. The cuckoo and the nightingale can be heard from its windows, and an old rustic windmill turns its sails just outside the doors. The factory grounds are planted with flowers and the fragrant blossoms are seen and enjoyed by the workpeople as they go to and from their employment.

The influence of the Chivers' ideal is seen in the villages of Histon and Impington, which are models from the



The girls' recreation ground.



Workmen's model cottages at Histon.

social and moral point of view. Mr. Rider Haggard in his "Rural England," speaking of Messrs. Chivers' Works, says: "Of the excellent influence of this great factory upon the neighborhood there can be no doubt."

Not only during working hours do Messrs. Chivers look after the welfare of their employees, but afterwards, too. They have provided and equipped in a way which would do credit to an exacting city taste, institutes for both men and women, and these are the centres of the social life of the village. Here there are rooms for reading, refreshment, billiards, table games, and so on, and the girls' institute, which was originally an old country mansion, has very beautiful grounds in which the girls can rest during meal times and on summer evenings. Classes are held regularly for the teaching of cookery, needlework, drill, nursing, basket-making, and domestic economy. Baths are also fitted up in the institutes, a very great boon in a rural village.

Of course, the manufacture of jam, great as it is, is now only a part of Messrs. Chivers' extensive business. They are also one of the leading pioneers in the wholesale manufacture of table jellies and their name throughout the world is the standard for these delicacies. Their jellies are acknowledged as first in flavor and quality, and they have been the favorite for a quarter of a century. Only the choicest materials

are used in their manufacture and the flavors are provided with the real juices of ripe fruits.

Messrs. Chivers are also the pioneers in the canning and bottling of English fruits, and these goods prepared at Histon cannot be equalled. The firm has the supreme advantage of being able to preserve the fruit directly it has been picked and thus it does not suffer the unavoidable deterioration that results from a long railway journey to a distant town. All the jams and jellies are made in silver-lined pans, and the interiors of the cans in which the preserved fruits are packed in syrup are prepared by a unique process so as to make them acid proof and thereby guarantee absolute safety and purity. The Lancet, the great organ of the Medical Profession in England, speaking of this says: "It is satisfactory to learn that the old objection to the use of the tin container for the purpose of preserving fruits has

been completely overcome by a method recently adopted by Messrs. Chivers & Sons, the well known fruit-growers and manufacturers of jams, of Histon in Cambridgeshire. The process is extremely simple, and is absolutely proof against the action of fruit acids, and in fact, as we have found, against even the action of mineral acids. We have examined several tins in which various fruits have been kept and in no instance were we able to find any evidence of the tin being acted upon, the lacquer being just as sound as when it had been first put on. In view of these results there is no reason whatever why prejudice should any longer exist against the use of tin for packing preserves so long as this veneering process is carried out in the satisfactory way just indicated. This departure not only satisfies hygienic requirements but also is calculated to reduce the cost to the consumer of a popular palatable article of food. The method, it seems to us, should give a stimulus to home fruit-growing as it provides a satisfactory means of preserving fruit which is hygienically sound and economical. We carried out a number of careful experiments with the following fruits preserved and packed in this way: raspberries, strawberries, gooseberries, plums, blackberries, greengages, and damsons. In no instance was there the least indication of any action on the tin, and not a trace of tin could



Where Messrs. Chivers made their first jar of jam.

THE CANADIAN GROCER

Advertising Section

be found in the syrup, while the color of the fruit was satisfactorily preserved."

The Chivers family have always been men of the strictest integrity and from the first have determined that they would supply no foodstuffs except such as were absolutely pure and of the very highest quality, a policy which they have continued to the present day. In England their name is everywhere recognized as a guarantee of purity, and they have been honored with a Royal Warrant as Purveyors of Jams, Jellies and Canned English Fruits to His Majesty King George V. Mr. Rider Haggard in his well-known work, "Rural England" says: "The firm has always been careful that the quality of its goods should be of the best. The factory itself, with its silver-lined boilers, its cooling rooms, its patent apparatus for filling the jars, its tramways, its printing and silver-plating, packing-case making, labelling, baking powder, mincemeat, and 'Cambridge Lemonade' departments, etc., is a truly wondrous place. Further, it is fitted with every possible convenience, such as electric light throughout."

The firm erects all its own factories, builds its own machinery, and makes all its own cans, boxes, and baskets. The works at Histon, indeed, are practically a self-contained town. The present Managing Director, Mr. John Chivers J. P., to whom the larger and more recent developments of the business are due, with the aid of a very competent and skilled staff actively controls the whole of its operations.

In their agriculture and horticulture, as well as in their manufacturing methods, Messrs. Chivers are always to the fore. Everything is done on a scientific basis, and the very latest improvements in the treatment of soil and crops are adopted, while in many matters Messrs. Chivers lead the way.

For instance, they have a system of

spraying fruit trees invented by their own staff, which is probably unequalled for efficiency in any part of the world. The spraying solution is boiled in great tanks in the orchards, and is then pumped through main pipes laid underground and conveyed to all parts of the plantations by lengths of flexible piping passing up the avenues of trees. A score or more of men can then tap the solution at one time and spray the trees by merely turning on the nozzles of the pipes which they hold in their hands.

Messrs. Chivers are just as enterprising in securing the very best varieties of fruits for their manufactures. Under scientific supervision hundreds of seedlings of new varieties of fruits, such as



A peep at Messrs. Chivers' offices.

raspberries, strawberries, gooseberries, plums, and so on, are being raised annually, and many of the latest creations of Luther Burbank, the famous American plant wizard, are imported direct for experimental purposes.

On their farms Messrs. Chivers have introduced pedigree stock and they recently took the first prize at the Royal Agricultural Show for the best small flock of Suffolk sheep in all England. Their shire horses and herd of dairy Shorthorns too, are among the finest in the country. They have also the biggest bee farm in the United Kingdom, and raise about ten thousand head of poultry annually. The bees are kept primarily

for fertilizing purposes, but the honey proves a valuable item in Messrs. Chivers' business, and the hens' eggs with butter made from the milk of their cows are used in the manufacture of Chivers' Lemon Curd, a highly nourishing delicacy which is becoming more popular every day.

They also make a lemon powder known as Cambridge Lemonade which is acknowledged to be the finest on the market. It is guaranteed absolutely pure and is made from fresh Sicilian lemons and refined sugar only. No chemicals whatever are used. Then there are Chivers' Custard and Blanc-mange Powders, which are sweetened ready for use; Cambridge Soups made from the

best home-grown vegetables and declared by Sir C. A. Cameron, C.B., M.D., F.R.C.P., to possess "much nutritive value." Chivers' Mincemeat and Christmas Puddings are in growing demand and their Marmalades—of which there are three varieties—Orange, Home-Made, and Olde English—are as well-known and as highly prized as their jams and jellies.

In view of these facts it is not surprising that Messrs. Chivers' export trade is going up by leaps and bounds, and in Canada, both East and West, they are forging ahead in a remarkable manner.



Following items are from Canadian Grocer of June 30, 1893:—

“A prominent London grocer proposes that a law be passed limiting a grocer’s suit for a debt to \$10, which he says, would compel the grocer to shut down on supplying a debtor before his losses would compel him to shut up.”

Editorial Note.—In many respects this does not appear to be a bad suggestion, particularly if it would prohibit accounts from getting beyond the \$10 figure. It should certainly tend to make retailers more careful in extending credits, but the smooth-tongued, professional dead-beat might find it convenient.

“Mayor H. Telfer, of Telfer Bros., Collingwood, was in Toronto Saturday last with the lacrosse team of that town, which, under his captaincy did battle with the Toronto’s for the intermediate championship.”

Editorial Note.—Telfer Bros. is another of the many firms who were in business 20 years ago as well as to-day.

“J. F. Eby, of Eby, Blain & Co., who injured his knee about three weeks ago while out riding, was down to business again Tuesday, the first time in over two weeks. He is not yet able to put his foot to the ground.”

Editorial Note.—In this case history has not repeated itself as far as the present is concerned. Mr. Eby is hale and hearty to-day.

MINIMIZING FIRE RISK IN COUNTRY STORE.

(Continued from page 24.)

Rescued by the Force Pump.

The next summer the blacksmith shop caught fire in the middle of the night. It was during the dry season and the old shop was like tinder. It was separated from the store by a narrow alley about 22 feet wide. The side of the store next to the burning shop was covered with metal siding and had a tin roof. The main part of the store however had a shingle roof. The wind was blowing directly over this part, and had it not been for the big cistern and the installation of the force pump, we would never have been able to keep the fire from gaining a foothold. As it was the stream was kept constantly playing on this part of the roof but still the

fire could not be kept down. The fierceness of the blaze can be judged from the fact that a live oak tree three hundred yards away caught fire from the flying brands. However, by covering the roof with horse blankets and then soaking these with water the fire was kept at bay. The water was then turned on the metal siding which was almost red-hot. That pump and cistern saved the building and after the fire died down, we swept five bushels of cinders off the roof.

This was the lesson that brought action for after that trying experience we determined to equip our store in a way that would reduce the fire risk to the minimum. It was decided to equip the place with chemical extinguishers and in later years this proved a wise move. An iron ladder was attached permanently to the roof at four different points. This reached to within seven feet of the ground as the ends were folded back and tied but could be let down to the ground level in case of need. All inflammable material was kept in a fire-proof cellar and the property was kept free from all accumulations that would provide material for a fire. The staff was organized into an

efficient fire fighting force and fire drills were held at unknown periods. A large fire alarm bell was placed in the building with a distinct set of signals for each floor and building.

Reduced Insurance Rates.

All these precautions were not without their reward for the equipment was soon paid for by the reduction of 40c per \$100.00 in the fire insurance rate. Formerly with the old slip-shod methods we were having fires at very frequent intervals but after adopting the new plan the fires from internal causes were practically eliminated and for five years now there have been none in this store. The fire fighting apparatus saved the store again when the hotel directly across the street burnt up. This time there was no confusion—everybody knew what to do and did it. The stock in the store was hardly disturbed while before, the store always looked as if a cyclone had hit it after every fire.

It certainly pays to eliminate the fire risk and when it can be done with such little expense it behooves every dealer to take preventive measures before it is too late. An ounce of prevention is worth a ton of ashes and regrets.

A Grocer’s Invoice of 1865

Editor, Canadian Grocer.—Your article in last weeks’ Grocer re grocery invoice of 1876, prompted me to look up an invoice of groceries of date May 15th, 1865, which I purchased from the late firm of Harvey Stuart & Co., Hamilton, forty-eight years ago. I have been in the grocery business ever since and clerked in a grocery store six years before that, making a total of over 54 years in the same business, a record which I think will be hard to beat.

Prices of above mentioned invoice of staple goods as follows:

Dark yellow sugar, in 100 lb. lots	9¼ to 10 c
Dry crushed sugar (now granulated), per lb.	12¼c
Ground sugar, per lb.	14 c
A good Young Hyson Tea, 85c, now bought for, per lb.....	35 c
A second grade Hyson Tea, 65c, now bought for, per lb.....	30 c
A medium Congou Tea, 65c, now bought for, per lb.....	28 c
A medium Japan Tea, 63c, now bought for, per lb.....	28 c
Scaled herring, per box	40 c
Common starch, per lb.	08 c
2 X. X. Vinegar, per gal.	25 c
Common figs, per lb.	14 c
Layer raisins, per lb.	15 c
Orange, citron and lemon peels, per lb.	30 to 35 c
Golden syrup, per gal.	57 c
¼ Sardines, per box	17 c
½ Sardines, per box	27 c
Many other lines of goods were fully double the price of to-day.	

In those early days, eggs were selling at 6c per doz., and best dairy butter 10c per lb. Barrel Salt, \$4.50 to \$5 per bbl. On the average, living is less to-day than 54 years ago.

Must say that The Grocer has been worth many dollars to me.

E. J. CODY,
Embro, Ont.

June 21st, 1913.

Editorial Note.—The above is certainly an interesting old invoice and shows that on imported goods prices were generally much higher 48 years ago than to-day. Butter and eggs, of course, were cheaper then because the population of Canada was thin and trade with the Old

Country had not been extensively developed.

Canadian Grocer would appreciate hearing from others in the trade with regard to old invoices. These are not only interesting to pioneer merchants but also to those who have joined the trade in recent years.

Wholesalers Take Tip from N.Y. Market

Advance of 10 Cents on Refined in New York Causes Toronto Wholesalers to Think of Buying—Brokers Differ as to Local Future of Market—Closest Attention Necessary—More News on Canned Goods.

QUEBEC MARKETS.

POINTERS—

Sugar—Steady.
Rice—Firm.
Raisins—Weak.

Montreal, June 24.—Grocery market is quiet and there were few new developments during past week. Prices seem to have tendency to remain steady and market might be termed a waiting one, as trade seems to be waiting to see what will be the outcome of the fluctuations in money market.

New pack lobsters are arriving and price asked is high, being \$3.25 per dozen for half pound tins. These are only size in stock at present.

Imported French peas have advanced 50c per case on arrival of new pack. It might be stated here that scientists in England and France have come to the conclusion that the copper sulphate used to give French peas a delicate green color is not present in sufficient quantities to prove injurious to health. It is further proven that nearly all vegetables and some grains among which is wheat, have a small proportion of copper in them. It is stated that as copper is insoluble there is no danger to be feared as the human system will discard that which it can assimilate.

Fairbank's lard is up 5c per tin, while pure lard is down 5c per tin. Sultana raisins are cheaper this year than last year and it is general opinion that prices will go still lower as crop is reported to be bumper one.

SUGAR.—New York market for refined sugars advanced 10c this morning, American and Nationals quoting \$4.45; Warner and Federal, \$4.40; Arbuckle, \$4.30, and all other firm at \$4.30. This advance is due to a better market for raw sugar and Cubas are selling at 2c. In Montreal there has been no change. The demand is fair but the buying is of hand to mouth variety. Buyers seem to take stand that prices will go lower and seem to prefer taking a chance of paying higher prices later on, than stocking up at present. Market here is steady with a stronger undertone and should demand increase and New York market remain firm there is every likelihood that prices here will be firmer. Local market is not yet on a parity with New York and it is possible that that market may advance another twenty cents before the local would be affected. However, local market has been acting rather independently of late which makes it

very difficult to predict its movement with any degree of certainty. It must be remembered that the refineries here have large stocks in hand and that this is biggest factor in keeping prices weak. Yet, on the other hand, the country is pretty bare of stocks, and when the canning season opens in full swing, there will be a big rush for supplies. The refiners are relying on this rush of business to reduce stocks and should their anticipations be realized the market will be put on a more stable basis. In that event price would most likely advance.

Granulated, bags	4.30
Granulated, 25-lb. bags	4.40
Granulated, 5-lb. cartons	4.60
Granulated, 2-lb. cartons, per cwt.	4.60
Granulated, Imperial	4.15
Granulated, Beaver	4.15
Paris lumps, boxes 100 lbs.	5.15
Paris lumps, boxes 50 lbs.	5.15
Paris lumps, boxes 25 lbs.	5.35
Red Seal, in cartons, each	0.35
Crystal diamonds, bbls.	5.10
Crystal diamonds, 100-lb. boxes	5.25
Crystal diamonds, 50-lb. boxes	5.35
Crystal diamonds, 5-lb. cartons	6.20
Crystal diamonds, Dominoes, cartons	7.00
Extra ground, bbls.	4.70
Extra ground, 50-lb. boxes	4.90
Extra ground, 25-lb. boxes	5.10
Powdered, bbls.	4.50
Powdered, 50-lb. boxes	4.70
Powdered, 25-lb. boxes	4.90
Phoenix	4.50
Bright coffee	4.45
No. 3 yellow	4.35
No. 2 yellow	4.25
No. 1 yellow	3.95

Bbls. granulated and yellow may be had at 5c above bag prices.

MOLASSES.—The ex-wharf price for molasses suddenly went up this morning and is now quoted in some quarters at 34½c, but there are still offerings being made at 33c. This is not likely to last for many more days as it seems to be the general opinion that market will advance to around 34 to 34½c. Stronger tone in sugar market both for raws and refined is having its effect on molasses market. Rally in molasses is not thought to be long lived and market will likely settle down to a price somewhere between 33 and 35c. Buyers are still indifferent. Ex-store price is unchanged but stronger in sympathy with the ex-wharf price.

Punchons	35	35
Barrels	38	38
Half Barrels	41	40

Fancy per gal. Choice.

For Island of				
Barbadoes molasses in Montreal. Combined Territories.				
	Fancy	Choice	Fancy	Choice
Punchons	0.41	0.39	0.39	0.37
Barrels	0.44	0.42	0.42	0.40
Half barrels	0.45	0.44	0.44	0.42

Carload lots of 20 punchons or its equivalent in barrels or half barrels to one buyer may be sold at "open prices." No discounts will be given.

Antigua	0.32	0.33
Corn syrup, bbls.	0.54	0.54
Corn syrup, half-barrels	0.54	0.54
Corn syrup, quarter-barrels	0.54	0.54
Corn syrup, 25-lb. pails	1.75	1.75
Corn syrup, 5-lb. pails	1.25	1.25
Cases, 2-lb. tins, 2 doz. per case	2.40	2.40
Cases, 5-lb. tins, 1 doz. per case	2.75	2.75
Cases, 10-lb. tins, ½ doz. per case	2.65	2.65
Cases, 20-lb. tins, ¼ doz. per case	2.60	2.60
Pure maple syrup, in 5½ lb. tins	0.75	0.75
Pure maple syrup, in 1½-gal. kegs, 8c per lb., or per gallon	1.60	1.60
Pure maple sugar	0.10	0.11

DRIED FRUITS.—There is good demand for dried fruits for this season.

Sultana raisins are cheaper than they were a year ago and the trade seem to think that these will go even lower as the reports from California advise a good crop. Currants are firm and in the event of continued warfare in the Balkans will likely go higher as the production of currants will be seriously hampered by scarcity of labor.

Choice seeded raisins	0.07½
Choice fancy seeded, 1-lb. pkgs.	0.08
Choice loose muscatels, 3-crown, per lb.	0.05½
Choice loose muscatels, 2-crown, lb.	0.05½
Choice loose muscatels, 4-crown, per lb.	0.07½
Seedless, new, in packages, 12 oz.	0.07
Seedless raisins, new, 16 oz. pkgs.	0.08
Select raisins, 7-lb. box, per lb.	0.07
Sultana raisins, loose, per lb.	0.08
Sultana raisins, 1 lb. cartons	0.09
Malaga table raisins, 3-crown, lb.	2.50
Malaga table raisins, 4-crown, lb.	3.40
Malaga table raisins, 5-crown, lb.	4.00
Malaga table raisins, 6-crown, lb.	5.20
Malaga table raisins, 7-crown, lb.	5.50
Malaga table raisins, clusters, per ¼ box	0.75
Valencia, fine, off stalk, per lb.	0.08½
Valencia, select, per lb.	0.07
Valencia, 4-crown layers, per lb.	0.14½
Evaporated apricots	0.15
Evaporated apples	0.05½
Evaporated peaches	0.10
Evaporated pears	0.14
Currants, fine filiatras, per lb., cleaned	0.05½
Currants, 1-lb. pkgs. fine filiatras, cleaned	0.07½
Currants, Patras, per lb.	0.09
Currants, Vostizsas, per lb.	0.09½
Dates, 1-lb. packages	0.06½
Dates, Hallowes, loose	0.08
Figs, 3 crown	0.11
Figs, 4 crown	0.10½
Figs, 5 crown	0.11½
Figs, 6 crown	0.12½
Figs, 7 crown	0.13½
Figs, 8 crown	0.14½
Comrade figs, about 35-lb. mats	1.30
Glove boxes, 15-oz., per box	0.10½
Glove boxes, 18-oz., per box	0.07½

Prunes—

20-30	0.12
30-40	0.11
40-50	0.09½
50-60	0.08½
60-70	0.07½
70-80	0.07
80-90	0.06½
90-100	0.06
Bosnia prunes	0.07

TEA.—Trading is quiet although there is a larger volume of business passing than a week ago. The new crop is firm and prices have an upward tendency.

Japanes—		
Choiceest	0.40	0.50
Choice	0.35	0.40
Fine	0.30	0.35
Medium	0.25	0.30
Good common	0.20	0.25
Common	0.15	0.20
Yamashiro	0.75	1.00
Ceylon—		
Broken Orange Pekoe	0.30	0.40
Pekoes	0.20	0.22
Pekoe Souchongs	0.20	0.22
India—		
Pekoe Souchongs	0.19	0.20
Ceylon Greens—		
Young Hysons	0.24	0.28
Hyson	0.22	0.25
Sprantha No. 1	0.15½	0.15½
Virginia No. 1	0.15	0.15
Gunpowders	0.19	0.20
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.—There is no change in the local or primary markets this week. Conditions governing price changes are unvaried. Trading is quite brisk.

Mocha	0.25	0.28
Rio	0.19½	0.21½
Mexican	0.25	0.25
Santos	0.21½	0.23½
Marscaibo	0.22½	0.24½
Javas	0.20	0.40

SPICES.—Trading is quite brisk. Prices now are stationary and it is ex-

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pected that they will remain so for some time to come as the primary markets are dull and uninteresting.

Allspice	0 13	0 15
Cinnamon, whole	0 15	0 20
Cinnamon, ground	0 15	0 20
Caraway seed	0 08	0 09
Batavia cinnamon	0 25	0 30
Cloves, whole	0 27	0 35
Cloves, ground	0 24	0 35
Cream of tartar	0 25	0 32
Ginger, Cochin	0 17	0 20
Ginger, Jamaica	0 20	0 25
Ginger, Jamaica, whole	0 17	0 20
Mace	0 25	0 30
Nutmegs	0 15	0 18
Peppers, black	0 27 1/2	0 30
Peppers, white	0 25	0 27
Peppers, white, whole	0 15	0 17
Pepper, black, whole	0 15	0 17
Pimento	0 15	0 17

RICE AND TAPIOCA.—Mail advices of the 20th, instant, regarding Patna rice report a strong market in England, and state that there is no possibility of selling at lower prices. Considering that firms are now getting to the end of their stocks, the question arises as to whether Patna rice will advance and what the amount of the advance will be.

A few days later advices state that Patnas have remained strong and as stocks are low and the export of the rough rice from India is finished for the season, Patnas should advance. The Rangoon rice market has been suffering from a long period of inactivity and depression, but there does not seem to be any further reason for drop in prices. The whole trend of the market has been brighter during the past week and it seems that the bottom prices have been reached. It now looks as if the market will recover. But it has been such a disappointing season that it is hard to predict the trend of the market.

Rangoons—		
Rice, grade B, bags 250 lbs.	3 25	
Rice, grade B, bags 100 lbs.	3 25	
Rice, grade B, bags 50 lbs.	3 25	
Rice, grade B, pockets 25 lbs.	3 45	
Rice, grade B, 1/4 pockets, 1 3/4 lbs.	3 55	
Rice, grade C.C., bags 250 lbs.	3 25	
Rice, grade C.C., bags 100 lbs.	3 25	
Rice, grade C.C., bags 50 lbs.	3 25	
Rice, grade C.C., pockets 25 lbs.	3 25	
Rice, grade C.C., 1/4 pockets, 1 3/4 lbs.	3 45	
India bright, 250 lb. bags	3 60	
Lustre, loose, 250 lb. bags	3 60	
Patna, polished	4 40	
Finest imported Patna, 22 1/2 lb. bags	5 27 1/2	
Finest imported Patna, 112 lb. bags, bag	5 50	
Finest imported Patna, 55 lb. bags	5 62 1/2	
Pearl	4 60	
Sparkle	5 10	
Crystal	5 10	
Snow	5 30	
Imperial Glass	4 90	
Ice Dips	5 45	
Canadian Caroline rice	7 10	
Imported Caroline rice, hand picked	9 00	
Imported Caroline rice, fancy	8 00	
Brown sago, lb.	0 04 1/2	0 05 1/2
Tapioca, medium, pearl, lb.	0 05 1/2	0 06
Seed, lb.	0 05	0 06

NUTS.—Marbot walnuts have declined one cent per pound and are now selling at 12 1/2 to 13 1/2 c. Peanuts are in good demand with prices firm.

In shell—		
Brazils	0 19	0 20
Filberts, Sicily, per lb.	0 12 1/2	0 13
Filberts, Barcelona, per lb.	0 11	0 15
Tarragona Almonds, per lb.	0 16	0 16 1/2
Walnuts, Myette Grenoble, per lb.	0 15	0 16
Walnuts, Marbot, per lb.	0 12 1/2	0 13 1/2
Walnuts, Cornea, per lb.	0 11	0 12
Hungarian	0 13 1/2	0 15
Shelled—		
Almonds, 4 crown, selected, per lb.	0 62	0 60
Almonds, 3 crown, selected, per lb.	0 35	0 37 1/2
Almonds, 2 crown, selected, per lb.	0 31	0 32
Almonds (in bags), standards, lb.	0 27	0 28
Cashews	0 15	0 17
Peanuts—		
American—		
Japanese roasted	0 09 1/2	
Coon, roasted	0 08 1/2	
Diamond G, roasted	0 09 1/2	
Bon Ton, roasted	0 11	0 12
Sun, roasted	0 10	0 12
Pecans, jumbo	0 18	0 20

Pistachios, per lb.	0 75
Walnuts—	
Bordeaux, halves, bright	0 27 0 28
Broken	0 27 0 28

ONTARIO MARKETS.

POINTERS—

Sugar—Opinions vary.
Tea—Primary markets uninteresting.
Coffee—Steady.
Molasses—Look Firmer.

Toronto, June 25.—Business on the whole has taken on a considerably brisker tone this week. One of main features accounting for this is fact that new crops in many lines have now been fully assured, and with this, and prices opening, excitement has increased, causing greater amount of buying on all hands. Wholesalers, too, report things in better condition. One tea traveller recently told The Grocer that month of June looked as if it would be his best month during past year both from standpoint of sales and collections. A coffee importer also states that his trade is ahead of last year's. Though trade is not as brisk as has been the case in some other years, prospects now are for greater activity and general improvement.

SUGAR.—Opinions vary as to real situation in sugar. New York advanced prices on refined 10 cents yesterday which is an advance of 20 points from recent lowest. Raws there, are fully one-sixteenth higher and show a decidedly improved tone which has been reflected by change in refined. Stocks until a short time ago, were heaviest on record, but are now being reduced every week through good seasonable consumption.

Following advance in New York buying amongst local wholesalers has been heavier than for some time, though even yet with no great speculative interest. One broker states, "Here, we look for a steady market. As yet there is no indication for a change in immediate future, but with seasonable consumption an advance would seem probable."

On other hand, there have recently been heavy rains in Germany, giving even better prospects for a bumper beet crop, and should favorable conditions continue, this will undoubtedly have its effect. One broker states, "market is unchanged from last week with exception of an advance of 10 cents in New York," but appears to think chances for a decline equally good as for an advance. Situation deserves close watching.

Extra granulated, bags	4 40
Extra granulated, 20-lb. bags	4 50
Extra granulated, 5-lb. cartons	4 70
Extra granulated, 2-lb. cartons	4 70
Second grade granulated	4 25
Yellow, bags	4 00
Barrels of granulated and yellow will be furnished at 5 cents above bag prices.	
Extra ground, bbls.	4 80
Extra ground, 50-lb. boxes	5 00
Extra ground, 25-lb. boxes	5 20
Powdered, bbls.	4 60
Powdered, 25-lb. boxes	5 00
Powdered, 50-lb. boxes	4 80

Crystal diamonds, 5 lb. boxes	7 10
Crystal diamonds, 5 lb. boxes	7 20
Paris lumps, in 100-lb. boxes	5 15
Paris lumps, in 50-lb. boxes	5 25
Paris lumps, in 25-lb. boxes	5 45
Paris lumps, cartons, 20 to case	0 35

SYRUP AND MOLASSES.—Greater

firmness would naturally be expected in molasses situation following advance in sugar in New York, but no action has yet been taken. Dealers still continue to limit time of futures with wholesalers to June 30.

Syrups—		
2 lb. tins, 2 doz. in case	2 40	Per case
5 lb. tins, 1 doz. in case	2 75	
10 lb. tins, 1/2 doz. in case	2 65	
20 lb. tins, 1/4 doz. in case	2 60	
Barrels, per lb.	0 05 1/2	
Half barrels, lb.	0 05 1/2	
Quarter barrels, lb.	0 05 1/2	
Pails, 3 3/4 lbs. each	1 75	
Pails, 2 1/2 lbs. each	1 25	
Molasses, per gallon—		
New Orleans, barrels	0 27	0 30
New Orleans, half barrels	0 29	0 31
West Indies, barrels	0 28	
West Indies, half barrels	0 30	
Barbados, fancy, barrels	0 45	0 47
Barbados, fancy, half barrels	0 40	0 40
Maple Syrup—Compound—		
Gallons, 6 to case	4 80	
1/2 gals., 12 to case	5 40	
1/4 gals., 24 to case	4 80	5 40
Pints, 24 to case	2 70	3 00
Maple Syrup—Pure—		
5 gallon cans, 1 to case	1 25	
Gallons, 6 to case	6 80	8 00
1/2 gallons, 12 to case	7 25	
Quarts, 24 to case	7 25	8 40
Pints, 24 to case	4 70	
Maple Sugar—		
Pure, per lb.	0 14	0 15
Maple Cream Sugar—		
24 twin bars	1 80	
40 and 48 twin bars	3 00	
Maple butter, lb. tins, dozen	1 90	

DRIED FRUITS.—Estimate on new crop Valencia raisins is now 20 to 22 thousand tons. This, while an average crop, is much above that of last year and should favorable conditions hold prices should open at about 8s 6d per cwt.

Latest report from California states: "All markets are extremely strong. Under a heavy demand stocks are rapidly disappearing." Estimates have been numerous, but so far there appears a general indifference towards following these as gospel truth.

Apples, evaporated, per lb.	0 06 1/2	0 07
Apricots—		
Standard, 25-lb. boxes	0 14	
Choice, 25-lb. boxes	0 16	
Fancy	0 18	0 22
Candied Peels—		
Lemon	0 11	0 12 1/2
Orange	0 12	0 13
Citron	0 15	0 15
Currants—		
Fine Filletas, per lb.	0 07	
Choicest Amalas, per lb.	0 07 1/2	
Patras, per lb.	0 07 1/2	
Choice Vostizzas	0 10	
Shade dried Vostizzas	0 10 1/2	0 11
Cleaned, 1/2 cent more.		
Dates		
Paris, choicest, 12-lb. boxes	0 08 1/2	0 09 1/2
Paris, choicest, 60-lb. boxes	0 07	0 07 1/2
Package dates, per pkg.	0 06 1/2	0 07 1/2
Figs—		
Natural figs, in bags, lb.	0 05	0 07
Comadre figs, in taps, per lb.	0 04	0 04 1/2
Eleme figs, in boxes, according to size, lb.	0 08 1/2	0 15
Peaches		
Standard, 25-lb. boxes	0 10	
Choice, 25-lb. boxes	0 11	0 12 1/2
Choice, 50-lb. boxes	0 07 1/2	0 08
Prunes—		
30 to 40, in 25-lb. boxes, faced	0 12 1/2	0 13 1/2
40 to 50, in 25-lb. boxes, faced	0 11 1/2	0 11 1/2
50 to 60, in 25-lb. boxes, faced	0 09	
60 to 70, in 25-lb. boxes, faced	0 07 1/2	
70 to 80, in 25-lb. boxes, faced	0 07	
80 to 90, in 25-lb. boxes, faced	0 05 1/2	
90 to 100, in 25-lb. boxes, faced	0 05	
Same fruit in 50-lb. boxes, unfaced, 1/2c less.		
Raisins—		
Sultans, choice	0 10	0 12
Sultans, fancy	0 12	0 14
Valencias, old stock	0 07 1/2	0 08
Seed, 1 lb. packets, fancy	0 08	
Seed, 1 lb. packets, choice	0 08 1/2	0 07

TEA.—Common and medium teas on Colombo market showed some interest during past week, and with prices right, some buying was done. Market is lower

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CANNED GOODS.

Toronto, June 25.—Opening prices on spinach have been announced this week at \$1.27½ on 2's and \$1.77½ on 3's. Some of this year's pack of strawberries have also been received, but no opening price has yet been given.

One local broker states, "There have been goods sold already on a flat price." But it is difficult to state what that price is, so many quotations are given.

Old stock is now moving out to such an extent that a fairly definite idea is had of how stocks are to last. In vegetables a hold over is expected in peas and pumpkins, and in fruits, in raspberries, strawberries and cherries. Other lines, it is thought, will be all moved out. Lower prices are predicted on peas for coming season, one wholesaler putting 85c as what will be most likely figure. While tomatoes are expected to open lower than last year, there is already some talk about poor crop prospects. Nothing definite can, however, be stated at this early date.

The Thistle Canning Co. are placing on the market a picnic tin of haddie in a seamless sanitary tin.

MANITOBA MARKETS.

Winnipeg, June 25.—As stated in last review, the weather and the crops are all absorbing topics. It is gratifying to be able to state that generally wheat prospects are good. The weather has been warm, but not excessively so, and Alberta and Saskatchewan have had plenty of rain. Some sections of Manitoba have also been favored; others are badly in need of a downpour at time of writing. Wheat on well-farmed land is good. Oats, flax and barley are fair, but hardly up to average.

Wholesale grocers report a satisfactory demand for staples and a good demand for summer specialties.

Patna and Brices are up ¼c.; there are no other changes of importance.

Collections are still cause of complaint, and there is still a conservative feeling as to orders, which, though numerous, are usually for small amounts.

Industrial conditions continue excellent; both civic and private enterprise are employing a large number of men, while at the same time no lack of labor, either skilled or unskilled, is cause of complaint.

SUGAR.—Sugar is a shade firmer in the primary markets on a generally improved demand, but there is no advance in prices. Big inroads in stocks are anticipated with the preserving season demand.

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

SYRUPS.—Market steady and trade somewhat dull, as is usual during the summer season.

Corn Syrups—	
2 lb. tins, per case	2 28
8 lb. tins, per case	2 63
10 lb. tins, per case	2 51
20 lb. tins, per case	2 62
Barrels, per 100 lbs.	3 62
Molasses, New Orleans, gal.	0 33
Molasses, Barbados, gal.	0 45
Maple syrup, quarts, per case	6 20
Maple syrup, ½ gals.	5 85

DRIED FRUITS.—Dried fruits are quiet, as is to be expected in warm weather, and a market well supplied with fresh fruit. Prunes are firm, and evaporated pears have advanced ¾c per lb.

Prunes—	Per lb.
Prunes, 90 to 100, 25 lbs.	0 05½
Prunes, 80 to 90, 25 lbs.	0 06
Prunes, 70 to 80, 25 lbs.	0 06½
Prunes, 60 to 70, 25 lbs.	0 06¾
Prunes, 50 to 60, 25 lbs.	0 08
Prunes, 40 to 50, 25 lbs.	0 10
Apricots—	
Choice	0 15½
Standard	0 13½
Slab	0 11½
Nectarines	0 11½
Cooking Figs—	
Choice boxes	0 06½
Half boxes	0 06½
Half bags	0 06½
Valencia Raisins—	
Fine, I.O.S., 28s, s.p., per box	2 75
Fine, selected, 28s, s.p., per box	2 70
4-crown layers, 22s, s.p., per box	2 65
4-crown layers, 17s, s.p., per box	1 35
4-crown layers, 17s, s.p., per box	0 75
Ne plus ultra, 82s, s.p., per box	2 20
Sultanas—	
California	0 09½
Smyrnas	0 14
Currents—	
Dry clean, per lb.	0 07½
Washed, per lb.	0 07½
1-lb. package	0 08½
2-lb. package	0 17½

TEAS AND COFFEES.—A very brisk demand at retail for fruit juices, syrups, etc., for hot weather beverages, has to some extent cut down the retail trade in teas and coffees. Prices are unchanged.

Coffee—	
Green Rio, No. 5	0 18½
Roasted Rio	0 21
Green Santos	0 17
Roasted Santos	0 23
Chicory	0 11½
Teas—	
China blacks, choice	0 25
India and Ceylon, choice	0 32
Japans, May picking	0 35
Japans, choice	0 35

NUTS.—Trade is fair, but not specially active. Advices from Palermo state that the Sicilian almond crop is a failure, and that these nuts will be scarce and dear. Brazils are also a light crop.

Brazil	0 18	0 19
Tarragona almonds	0 18½	0 21
Peanuts, roasted, Jumbos	0 11	0 11
Peanuts, choice	0 22	0 22
Pecans	0 22	0 22
Marbot walnuts	0 13½	0 13½
Grenoble walnuts	0 16	0 16
Sicily filberts	0 11½	0 11½
Shelled almonds	0 33	0 34
Shelled walnuts	0 31	0 31

BEANS.—Trade in beans and kindred lines is seasonably quiet.

Beans—	
Hand picked	2 35
3 lb. picker	1 95
Peas—	
Split peas, sack, 95 lbs.	2 85
Whole peas, bushel	2 75
Barley—	
Pot barley, per sack 95 lbs.	4 75
Pearl barley, per sack 95 lbs.	3 65
Wheat granules, bale of 16	3 08

PRODUCE AND PROVISIONS.—The summer camping season has given quite an impetus to cured and canned meats. Butter and eggs are steady. There is now practically no Manitoba cheese on the market.

Butter—	
Creamery	0 26
Dairy, best	0 21
Dairy, No. 1	0 19
Dairy, No. 2	0 17

on these than a month ago but seems to have reached bottom.

Quality in London and on better grades in Colombo is off rendering general lack of interest. Better samples are expected in Ceylons about August, and in Indians about September.

COFFEE.—Prices are somewhat easier in primary market owing to new stock coming on now from growing districts. Importers now look for present prices being maintained throughout the summer.

Bagotas	0 27	0 28
Chicoory	0 11	0 13
Gautemala	0 26	0 28
Jamaica	0 24	0 25
Java, roasted	0 32	0 35
Maricao, roasted	0 25	0 26
Mexican	0 27	0 28
Mocha, roasted	0 30	0 32
Rio, green	1 18	0 20
Rio, roasted	0 18½	0 21
Santos, roasted	0 23	0 25

SPICES.—Following an advance of ½ cent last week on cream of tartar some firms have put prices up still another cent this week. Gingers, if anything, are inclined to be easier. Firmness continues to prevail in all peppers.

	5 and 10 lb.	¼ lb.	½ lb.
	Tins.	plugs.	tins doz.
Allspice	14-17	60-70	70-80
Cassia	22-27	72-80	80-90
Cayenne pepper	23-28	72-80	90-1 15
Cloves	30-35	1 08-0 95	1 08
Cream tartar	30-31		
Curry powder	22-27	65-85	75-95
Ginger	22-27	65-85	75-95
Mace	75-1 00		0-2 75
Nutmegs	25-30	90-1 00	1 00-2 50
Peppers, black	18-22	87-95	90-1 00
Peppers, white	27-29	90-1 05	1 05-1 15
Pastry spice	20-27	65-85	75-1 10
Pickling spice	14-18	75-90	75-90
Turmeric	15-18		
Range for pure spices according to grade. Pails or boxes 2 cents per lb. below tins. Barrels 3 cents below tins.			
Cardamon seed, per lb., in bulk	2 25	1 90	
Cinnamon, Ceylon, per lb.		0 90	
Mustard seed, per lb., in bulk		0 10	
Celery seed, per lb., in bulk		0 90	
Shredded cocconut, in pails		0 17	

RICE AND TAPIOCA.—Primary market on tapioca is still quite weak and causing heavy buying locally both by wholesale and retail trade. Rice holds steady with little change.

Rice—	Per lb.
Rangoon, per lb.	0 03½
Rangoon, fancy, per lb.	0 05½
Patna, per lb.	0 05½
Japan, per lb.	0 05½
Java, per lb.	0 05½
Carolina, per lb.	0 05
Sago—	
Brown, per lb.	0 05
White, per lb.	0 05½
Tapioca—	
Bullet, double seat	0 09½
Medium pearl	0 05
Seed pearl	0 05½
Flake	0 09½

NUTS.—Opening price of 54s has been announced on Tarragona almonds. This is equivalent to about 14¼ cents here to wholesalers, and as compared with usual price of 11 to 12 cents shows advance this year over other years. All nuts continue firm with upward tendency.

In shell—	Per lb.
Almonds, Formigetta	0 15
Almonds, Tarragona	0 17
Brazils	0 15
Filberts, Sicily	0 10
Filberts, Barcelona	0 09½
Peanuts, green, per lb.	0 19
Peanuts, roasted	0 12
Pecans	0 18
Walnuts, Bordeaux	0 13
Walnuts, Grenoble	0 16
Walnuts, Marbots	0 14
Walnuts, Cornes	0 13
Shelled—	
Almonds	0 40
Filberts	0 27
Peanuts	0 08
Pecans	0 15
Walnuts, new	0 30

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Cooking	0 16	0 17
Eggs, per doz.	0 18	0 19
Cheese—		
Ontario, large	0 15%	
Ontario twins	0 15%	
Lard—		
Tierces, per lb.	0 13%	
50 lb. tubs	7 00	
20 lb. pails	2 85	
3 lb. tins, cases	8 85	
5 lb. tins, cases	8 80	
10 lb. tins, cases	8 70	
Cured Meats—		
Hams	0 17	0 20%
Bacon	0 20%	0 24
Long clear D.S.	0 15%	
Shoulders	0 15%	
Mess pork	28 00	
Seneca root, new crop, per lb.	0 45	0 48

Lard, pure, lb.	0 15%	0 15%
Lemons, Messina, per box	3 50	4 00
Molasses, Barbados, fancy	0 38	0 39
Oatmeal, rolled	8 25	8 50
Oatmeal, std.	29 00	
Pork, domestic mess	27 00	
Backs, American clear, bbl.	1 40	
Potatoes, barrel	0 06	0 08
Raisins, California, seeded	3 85	3 95
Rice, per cwt.	9 25	9 50
Salmon, Case—	8 50	8 75
Red Spring		
Cohoos		
Sugar—		
Standard granulated	4 40	
United Empire	4 40	
Bright yellow	4 30	
No. 1 yellow	4 00	
Paris lumps	5 50	

they lose in buying small eggs by the dozen.

Selling by weight therefore, is advocated as the only method whereby buyer and seller know exactly where they are at. The above illustration is certainly a strong proof that the present system is not good business.

FRUIT AND VEGETABLES.—There is a first-rate demand for fresh vegetables and green fruits, and numerous changes in prices will be seen in the list. Lemons and oranges are a little dearer. Strawberries and imported cucumber cheaper.

Vegetables—		
Lettuce, dozen	0 48	
New beets, box	2 00	
Cabbage, new, per lb.	0 04	
Carrots, lb.	0 04	
Florida tomatoes, case	5 00	
Green onions	1 75	
Cucumbers, dozen	2 50	
Cauliflowers, dozen	0 90	
Imported mushrooms, lb.	0 02	
Man. rhubarb	0 06	
Manitoba spinach, per lb.	0 06	
Fresh Fruit—		
Apricots	2 75	
Plums	2 75	
Peaches	2 75	
Cherries, 10 lb. box	4 50	
Strawberries, case 24 qts. Hood River	3 75	4 50
Pines	2 50	3 50
Bananas, per bunch	10 00	
California lemons, crate	7 00	
Florida grape fruit	6 00	6 50
Navel oranges, case	7 50	9 00
Messina lemons	6 80	7 00
Valencia oranges	5 00	7 00
Florida tomatoes	2 75	3 00
Watermelons, dozen		
Apples, box		

FLOUR AND CEREALS.—An advance in wheat and an improving domestic demand for flour is responsible for stiffer flour prices.

Flour—		
First grade patents	5 60	
Second grade patents	5 10	
First clear	4 20	
Prices are for cotton bags jute 10 cents off.		
Rolled oats, 80 lbs.	1 65	
Standard granulated, 98 lbs.	1 65	
Corn meal, 98 lbs.	1 80	
Wheat granules, 16-165	3 08	

NEW BRUNSWICK MARKETS.

By Wire.

St. John, N.B., June 25.—Market this week is quiet with few changes to be noted in local grocery situation. Pork prices threaten upward but so far have remained steady. Flour which has furnished surprises lately is now not expected to go higher. Summer quotations bring butter 3 to 4 cents lower. Other dairy products are also weakening.

Bacon, roll	0 15	0 16
Bacon, breakfast	0 18	0 20
Beans, Austrian, bushel	2 30	2 65
Beans, yellow eye, bushel	3 45	3 50
Butter, dairy, per lb.	0 24	0 25
Butter, creamery, per lb.	0 25	0 26
Buckwheat, W., grey, bag	2 75	2 85
Cheese, lb.	0 13	0 13%
Cheese, new, lb.	0 13%	0 14
Currants, 1's, lb.	0 07%	0 08
Canned Goods—		
Beans, baked	1 30	1 35
Beans, string	1 05%	1 05
Corn, doz.	1 10	1 15
Peas, No. 4	1 40	1 45
Peas, No. 3	1 45%	1 45
Peas, No. 2	1 45	1 50
Peas, No. 1	1 80	1 85
Peaches, 2's, doz.	1 55	1 60
Peaches, 3's, doz.	2 35	2 40
Raspberries, doz.	2 20	2 25
Strawberries	2 20	2 25
Tomatoes	1 65	1 70
Cornmeal, gran.		4 85
Cornmeal, bags		1 50
Cornmeal, bbls.		3 15
Eggs, hennery	0 22	0 24
Flour, Manitoba		6 45
Flour, Ontario		5 95
Lard, compound, lb.		0 11%

A VISITOR FROM CORNWALL.

Donald J. Gillies, of Cornwall, was a caller at the Toronto office of Canadian Grocer this week. Mr. Gillies, who is reeve of his town, has a large grocery and crockery business, and has been a reader of Canadian Grocer since it was first published. He became a subscriber when he first started in business, twenty years ago, and had read it before that when with G. W. Armstrong, who was one of our charter subscribers. Mr. Gillies reports Cornwall flourishing in anticipation of the early development of power on the Cedar Rapids. Trade this year has so far been in advance of last year, and collections satisfactory.

SELLING EGGS BY WEIGHT A PROBABILITY.

(Continued from page 25.)

dealing. From these standpoints it would seem that the man who decides to sell by weight has everything in his favor. He can make out a strong case to his customers by showing them how

TRADE NOTES.

Chatham, Ont., merchants have selected Thursday afternoon as their weekly half holiday.

Thos. Kinnear, of T. Kinnear & Co., wholesale grocers, Toronto, Ont., is on a six weeks' trip to the coast, with Prince Rupert as final destination.

W. A. McGowan, proprietor of the Rob Roy Cereal Mills, Durham, Ont., states that damages caused his plant by floods last spring have now been repaired, and that milling operations will be resumed next week.

Assistant Editor Wanted

Owing to the promotion of our assistant editor in Toronto to the editorship at our Montreal office, we have an opening for a bright young man on our Toronto staff—one who has a good education, can write well, and has a thorough knowledge of the grocery trade. This position is a desirable one and offers excellent chances for advancement for the right man. One under thirty preferred. Apply

CANADIAN GROCER

143 University Avenue, TORONTO, ONT.

LEAKS IN CARTOON



FLOUR & CEREAL DEPARTMENT



Rolled Oats Advance 10c. Per Barrel

Bran Also Reaches \$18 Mark on Mixed Cars, Dealers Refusing to Sell Any Great Quantity to One Man—Surplus is Reported all Cleaned Up—Flour Market Continues Firm — All Markets Depending Directly on Weather Conditions.

Whole market situation this week seems to be depending directly on weather conditions. Last week's rain caused all markets to ease off slightly but should dry weather since prevailing continue for another week speculative holders, as one miller states, are likely to go crazy, making use of every opportunity to force up prices. At time of writing, this is unlikely, as rain is anticipated. Though during past two weeks several price changes have been made, it is now considered that present figures will rule until crops are definitely assured.

Higher prices on flour have as yet not caused any marked decline in wheat. July wheat in Winnipeg closed Tuesday at 93 $\frac{3}{8}$, a decline of $\frac{5}{8}$ cents on the week. October, on the other hand, shows an advance of $\frac{1}{4}$ cent, closing Tuesday at 93 $\frac{1}{2}$. Thus, wheat market continues firm and with a fair domestic demand for flour every indication is given of market holding at present level.

Rolled oats this week show an advance of 10 cents per barrel. Oat market shows a decline of $\frac{1}{2}$ cent on the week, but owing to frequent fluctuations, this scarcely signifies anything.

Receipts of flour on Montreal market for week were 44,470 sacks, as against 91,976 sacks for same period last year. Exports for week were 83,275 sacks as compared with 49,477 sacks for corresponding week of a year ago.

Stock of flour in store on spot in Montreal on June 21 was 237,903 sacks; on June 14, 1913, 219,060 sacks; and on June 22, 1912, 83,995 sacks.

MONTREAL.

FLOUR.—Flour market is firm under a heavy demand for both domestic and export consumption. Advance of last week had effect of stimulating buying and a large volume of business has since been accomplished. Trade in winter wheat flour is quiet as demand is chiefly for spring wheat grades.

Winter wheat, fancy patents, in bags .. 4 50 4 75
Straight rollers, in bags 5 25

Manitoba 1st Spring wheat patents, bags 5 60
Manitoba straight patents, in bags 5 10
Manitoba strong bakers, in bags 4 90
Manitoba second, in bags 4 70

CEREALS.—Rolled oats have advanced 10c per barrel. This advance was predicted last week and change went into effect last Monday. Market is active at present and prices firm with another advance probable as price of oats is claimed to be higher than comparative price of rolled oats. This advance is not general at present but is likely to be by end of week. Some firms are still quoting 4.45 per barrel for rolled oats but new price will be ruling price in day or so.

Cornmeal is quiet selling at \$1.90, while some cheaper grades are being offered at \$1.65. Hominy is 5c higher, selling at \$2.05 instead of \$2.00 per bag, the price quoted last week.

Receipts of rolled oats for week were 400 sacks as compared with 3,550 sacks for same week year ago. Exports for week were 950 sacks and 72 cases, as against 5,719 sacks and 900 cases for corresponding week of last year.

Rolled oats, in 25 sack lots 2 15
Rolled oats, in single bag lots 2 35
Rolled oats, in bbls. 4 55
Standard oatmeal, in single bag lots..... 2 36
Granulated oatmeal, in single bag lots.... 2 36
Fine oatmeal, in single bag lots..... 2 36
(In 25 bag lots the price of the above is 10c lower.)
Rolled wheat, in barrels 2 70
Hominy, in 98 lb. sacks 2 05
Cornmeal, in 98 lb. sacks 1 90
Rolled oats, in cotton sacks, 5c more.

MILL FEED.—Feature of mill feed market this week is advance price of bran from \$17.00 to \$18.00 per ton. This price is result of increased demand from United States and domestic points. Some millers advise that they are sold out for a month to come. Price is firm at \$18.00 and it is expected that another advance will be a feature of the near future.

Bran, in car lots, per ton 18 00
Shorts, in car lots, per ton 19 00
Middlings, in car lots, per ton 22 00
Wheat moulee, per ton 25 00 25 00

TORONTO.

FLOUR.—Market holds firm at advanced prices reported last week. Situation now depends largely on weather conditions. Rain of last week certainly put a new color in fields, but should dry

weather prevail for another week again the bulls will likely make most of it to force wheat markets up. Until definite assurance is given either one way or other of crops it is thought that market will remain at present level.

Demand for export since advance in price has been fair but easily filled by millers. For export, Toronto is now more out of line than ever, and can scarcely hope to do any business.

Manitoba Wheat Flour— Car lots, per lb.
First patent 5 50
Second patent 5 00
Strong bakers 4 80
Flour in cotton sacks, 10c per bbl. more.
Winter wheat flour for domestic consumption—
Fancy patents 4 90 5 10
50 per cent. 4 75 5 05
Straight roller 4 55 4 75
Blended flour 5 05 5 35

CEREALS.—In accordance with advices which Canadian Grocer has been giving for some time past, rolled oats advanced last week 10 cents per barrel or 5 cents per sack. Speaking on the advance one miller states: "Whether this advance will hold or not is difficult to state as oat market is fluctuating a good deal, but I think it likely that present prices will prevail until crops are assured either one way or another."

On cornmeal, prices are said to be pretty close to production costs even since last advance, but at present no further change is looked for. Market holds firm.

Commeal, per 98 lb. bag—
Kiln dried, 25 bag lots 1 85 1 90
Softer grades, 25 bag lots 1 70 1 75
Rolled oats, per 90 lb. sack, in jute—
Small lots 2 25 2 30
25 bags to car lots 2 15 2 20
Rolled oats in cotton sacks, 5 cents more.
Oatmeal, standard and granulated, 10 per cent. over rolled oats in 90 S, in jute.
Rolled Wheat—
50 lb. boxes 1 50
100 lb. barrels, small lots 2 85
100 lb. barrels, 5 bbl. to car lots..... 5 70

MILL FEEDS.—Price on bran has moved up this week to \$18," states one miller. That is the price we quote on mixed cars, and I fully believe we could get \$19 on full cars if we were willing to sell in such large quantities."

A number of mills have sold all their surplus to the States and have now nothing to fall back upon, especially as they are almost all running light. Should dry weather continue prices are likely to be maintained or even advanced. One broker is quoting \$19 on bran, and claims that shorts are worth \$20 anyway.

Bran, in car lots, per ton 18 00
Shorts, in car lots, per ton 19 00 20 00
Middlings, in car lots, per ton 21 00 22 00
Wheat moulee, in car lots, per ton..... 25 00 26 00
Feed flour, in car lots, per ton 26 00



Potatoes Show Signs of Soaring Upward

Warm Weather Cuts Down Supply in South — Strawberries Now on in Full Swing on Toronto Market, But Extremely Scarce and High in Montreal—California Fruits Making a Big Feature—Oranges and Lemons Keep Climbing Up.

MONTREAL.

GREEN FRUITS.—"Ontario strawberries at 35c per quart is something that I have never seen in my 25 years' experience on this market" was the statement of a prominent fruit merchant this week. Prices of most fruits are abnormally high at present and there is no relief in sight for at least two weeks. This condition is outcome of shortage in oranges due to frosts in California. There are very few oranges on market at present and what few are offered are high with result that public are forced to buy other fruits, which are scarce at this season and consequently this fact has forced prices up. Other years there have been, on an average, twenty cars of oranges a week at this season to bridge the gap, but this year this is not the case and as the season is backward all fruits are abnormally high. California cherries are about done and very few Ontario berries are being offered. Prices advanced quite sharply early this week. Bananas are higher, selling at \$2.25 to \$2.50, as against \$1.25 to \$2.50 last week. This advance was predicted last week. Cherries advanced to \$2.75 to \$3.35 per box as against \$2.50 to \$2.75 last week.

Apples—		
Spies, first grade, per barrel	6 50	
Spies, second grade, per barrel	5 50	
Apricots, per 4 basket crate	1 85	2 50
Bananas, crated	2 25	2 50
Cantaloupes, California, per crate	8 00	
Cherries, California, 7-lb. box	2 75	3 35
Cocoanuts, per bag	5 00	
Grapefruit, Florida, case	6 50	7 00
Lemons	4 50	5 50
Limes, Florida, per box	1 75	
Oranges, late Californias	6 00	
Oranges, late Valencias	6 00	
Oranges, late Valencias	6 75	
Oranges, late Valencias	6 75	
Pineapples, Havana	2 50	2 75
Pineapples, Florida—		
30s, per case	3 50	4 50
24s, per case	4 75	
36s, per case	3 75	4 25
Plums, California, per box	2 25	
Plums, fancy, per box	2 75	3 25
Watermelons, each	0 40	0 80

VEGETABLES. — Potatoes declined again this week and are now selling at \$3.50 per barrel. Green corn is more plentiful this week and quality much improved. It is selling at \$5.00 per case

of six dozen. Florida tomatoes are a little higher, selling at \$3.50 for fancy, while choice are unchanged. Mississippi tomatoes are arriving and are selling at \$1.40 to \$1.60 per crate. Old potatoes took a decided slump this week owing to more liberal offering and lower price for American new potatoes.

Asparagus, Canadian, 11-qt. basket	1 25	
Beans, wax, per hamper	3 00	
Beans, green, per hamper	3 00	
Beets, old, per bag	2 50	
Cabbage, new, crate of 4 to 5 doz.	2 30	
Carrots, new, per doz. bunches	0 75	
Carrots, old, per bag	1 50	
Cantaloupes, Florida, per crate of 45	5 50	
Cauliflower, hothouse, per dozen	4 50	
Celery, Bermuda, small crate	4 50	
Celery, Bermuda, large crate	10 00	
Corn, green, per crate of 6 doz.	5 00	
Cucumbers, per dozen	0 90	2 00
Cucumbers, per basket	3 00	
Egg plant, doz.	2 50	
Garlic, per bunch	0 15	
Horse radish, per lb.	0 20	
Indive, French, per lb.	0 30	
Leeks, per bunch	0 75	
Lettuce, Boston, crate of 2 doz.	1 60	
Lettuce, curly, per doz. heads	0 40	
Mushrooms, basket of 4 lbs.	3 00	
Onions—		
Egyptian, per lb.	0 02	
New, green, per doz. bunches	1 25	
Oyster plant, Canadian	0 75	
Peppers, green, small basket	0 50	
Peas, green, per hamper	3 50	
Potatoes—		
Bermuda, new, per bbl.	3 50	
Green Mountain, car lots, bag	0 75	0 80
Quebec grades, car lots, bag	0 60	0 65
Quebec grades, small lots, bag	0 80	0 90
Sweet potatoes, basket	3 00	
Radishes, per doz.	0 30	0 40
Rhubarb, per doz. bunches	0 15	0 25
Spinach, per bbl.	3 00	
Tomatoes, Florida, fancy, case	3 00	3 50
Tomatoes, Mississippi, case	1 40	1 60
Tomatoes, Florida, choice, case	3 00	
Turnips, per bag	2 50	
Water cress, per doz. bunches	1 00	

TORONTO.

GREEN FRUITS.—Strawberries are now on in full swing. Speaking of prices, one dealer states: "We're asking 9 to 12 cents now. They may be lower for a day or two but this will be the biggest week of all. Crop appears to be rather on short side."

Canadian cherries are also appearing. Prices as yet are high and vary greatly according to quality.

Orange market is higher than ever. Car lots are now costing wholesalers in Toronto around \$6, and in New York have sold as high as \$7. Apart from a few Italians, late Valencias are only orange on market, and in both, great scarcity prevails.

Lemons continue to advance on primary markets, and are expected to go up here as soon as warm weather sets in in earnest.

Supply of watermelons is light, and demand extremely strong. Crop in Florida is much lighter than expected, and with Georgia later than usual in maturing, there is likely to be a scarcity for two weeks anyway.

Apricots, per box of 4 bkts.	2 25	
Bananas, per bunch	1 75	2 25
Cantaloupes, Florida, 45s, case	5 00	
Cantaloupes, California, 45s, case	7 00	
Cherries, California—		
9 rowed boxes	2 75	
10 rowed boxes	2 50	
11 rowed boxes	2 25	
Cherries, Canadian, 11-qt. bkt.	1 25	1 75
Cherries, Canadian, 6-qt. bkt.	0 50	0 75
Cocoanuts, per sack of 80	5 00	5 50
Lemons, Messina, old	4 50	
Lemons, Verdell, new	5 50	6 00
Oranges, California Valencias	6 00	6 25
Oranges, Messina, oval 1/2 box	2 50	
Limes, per box of 100	1 50	
Peaches, California, Alexanders, box of 8-10 dozen	2 00	
Pears, California, half case	3 25	
Pineapples, Florida—		
42s, per case	3 25	
36s, per case	3 50	
30s, per case	4 00	
24s, per case	4 25	
Plums, Clyman, box	1 50	2 25
Plums, Tragedy, box	2 50	
Strawberries, Canadian, quart	0 05	0 12
Watermelons, 23 to 35 lbs., each	0 40	0 60

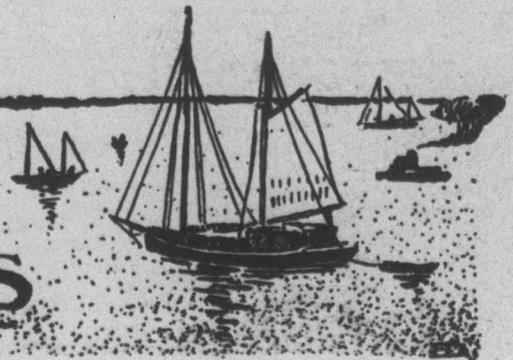
VEGETABLES.—Late last week potatoes were down to \$3, but have since risen to \$3.50. Eastern shore Virginia is now shipping, but with heavy demand, and with old stock in South having been totally destroyed by warm weather, there is some talk of scarcity and higher prices again prevailing. Two weeks ago there was a fear of a gluton market; now, indications are in entirely opposite direction.

Both Texas and Egyptian onions are getting cleaned up. Dealers expect to be quoting new Spanish onions shortly.

Asparagus, domestic, 11-qt. basket	1 25	1 75
Beans, green, hamper	2 50	
Beans, wax, hamper	3 00	
Beets, Canadian, new, doz. bchs.	0 40	
Beets, imported, per box	1 50	
Carrots, Canadian, new, doz. bchs.	0 40	
Carrots, imported, per box	1 75	
Cabbage, Virginia, new, crate of 4-5 doz.	4 00	
Cauliflowers, Canadian, ca. 1 1/2-2 doz.	2 50	3 00
Cucumbers, Florida, hamper	2 25	2 50
Lettuce, domestic heads, doz.	0 30	0 40
Mushrooms, per lb.	0 75	
Onions—		
Egyptian, sack of 112 lbs.	2 00	2 25
Texas, Bermudas, 50-lb. crate	1 50	1 80
Bermudas, 50-lb. crate	1 50	
Green, imported, per doz.	0 12	0 15
Parsley, large bunches, doz.	0 75	
Peas, green, hamper	2 75	3 00
Potatoes—		
New, per barrel	3 50	
New Brunswick, per bag	1 10	
Ontario, per bag	0 75	0 85
Radishes, doz. bunches, domestic	0 30	
Rhubarb, domestic, doz. bunches	0 25	0 35
Spinach, Canadian, bushel	0 25	0 40
Tomatoes, Florida, case	3 00	3 50
Tomatoes, Mississippi, 4-bkt. carriers	1 25	1 40
Water cress, domestic, 11-qt. basket	0 80	0 95



FISH & OYSTERS



High Price of Fresh Meat Helps Fish Sales

Owing to Comparative Cheapness of Fish, Sales Have Been Increasing Rather Than Decreasing Since Money Became a Shade Tight—Small Catches of Mackerel Still Reported.

MONTREAL.

FISH.—Doree and pickerel are scarce, and a number of other lake fish are in small supply. Gaspé salmon fishing is nearing its end for this season. Price is advancing owing to scarcity and increasing demand from United States points. There is a curious custom prevailing in United States of eating salmon and peas on the Fourth of July and this is cause for the large demand from this source. This demand will force prices higher until after this celebration.

Halibut, haddock, and mackerel are plentiful but catches of cod are short, and catch to date is away behind last year. Mackerel is lower but other prices are unchanged. Striped bass is arriving and selling at 13 to 14c. Buck Shad is very scarce and is offered at 40c each. Lobsters are higher as more districts are affected by the closed season this week. There are a few lobsters available at advanced prices.

Salt and canned fish are dull and uninteresting. A large pack of canned fish has been put up this year for fur trading stations and for lumber camps.

It is an evil wind that blows no one good, for the little dullness in money market has had effect of creating better demand for fish. This is easily explained by fact that price of fish is low and should appeal to the public more than it does as nutritive value pound for pound, compares favorably with fresh meats. Increasing cost of meat is also a factor making for a bigger fish business.

FRESH FISH.

Barbotte (dressed), bullheads, per lb.	0 09	0 10
Bluefish, fancy, per lb.	0 15	0 18
Bass, striped, per lb.	0 13	0 14
Buck shad, each	0 40	
Carp, per lb.	0 06	
Doree, per lb.	0 11	0 12
Market cod, cases, 250 lbs., per lb.	0 05	
Flounders, per lb.	0 09	
Haddock, fresh, per lb., by express	0 04	0 05
Salmon, B.C., red, per lb.	0 15	0 16
Salmon, Gaspé, per lb.	0 15	0 16
Steak cod, per lb.	0 06	
Trout, brook, per lb.	0 30	
Trout, lake, per lb.	0 11	0 12
Frog's legs, large, per lb.	0 50	
Halibut, fresh, per lb.	0 09	
Herring, per 100 fish	0 10	0 12

Herring, per 100 fish	0 10	0 12
Mackerel, per lb.	0 09	0 10
Like, dressed	0 07	0 08
Perch, dressed	0 09	0 10
Whitefish, per lb.	0 11	0 12

FROZEN FISH.

Herring, per 100 fish, medium	1 50	
Haddock, per lb.	0 04	0 05
Smelts, fancy	0 12	0 13
Smelts, No. 1, per lb.	0 08	0 09
Salmon, fancy spring, per lb.	0 14	0 15
Salmon, Gaspé, per lb.	0 15	0 16
Salmon, Qualla, per lb.	0 07 1/2	0 08
Whitefish, large, per lb.	0 10	
Whitefish, small, per lb.	0 07	

PREPARED FISH.

Boneless fish, in blocks, 20 lb. boxes, per lb.	0 06	
Dry Pollock, 100 lb. bundle, per bundle	6 00	
Pure cod tablets, 20 lb. boxes, per lb.	0 10 1/4	
Pure cod, 3 lb. box, per lb.	0 15	
Shredded cod, 2 doz. in box, per box	1 80	
Boneless strip cod, 30 lb. box, per lb.	0 10	
Pure skinless cod, 100 lb. boxes, per lb.	0 05	

SALTED AND PICKLED.

Green cod, per bbl., 200 lbs., No. 1	7 00	
Labrador herring, per bbl.	5 00	5 00
Labrador herring, per half bbl.	2 75	
No. 1 mackerel, 20 lb. kits	1 75	
No. 1 mackerel, half bbls.	7 00	
Lake trout, kegs	7 00	
No. 1 green haddock, per 200 lbs.	5 00	
Salt eels, per lb.	0 06	0 06 1/2
Salt sardines, bbls., 200 lbs.	5 00	
Salt sardines, half bbls.	3 00	
Scotch herring	7 00	
Holland herring, bbl.	9 00	
Holland herring, half bbl.	5 00	6 00
Holland herring, keg	0 70	0 75
Labrador salmon, bbls.	15 00	16 00
Labrador salmon, half bbls.	8 00	9 00
Sea trout, half bbls.	4 50	
Eels, per lb.	0 08	

SMOKED.

Bloaters, box	1 00	1 10
Eels, per lb.	0 12	0 13
Haddies, fancy, fresh cured	0 08	
Haddies, regular	0 06	0 07
Fillets, fancy, fresh cured, lb.	0 12	
Fillets, regular, lb.	0 10	0 10
Herring, boneless, 10 lb. boxes, lb.	0 10	0 12
Herring, new, smoked, per box	0 13	0 15
Kippers (small), per box of 50 fish	1 00	1 25
Smoked salmon, per lb.	0 22	

CRUSTACEANS.

Crab meats, per gal.	2 00	
Lobsters, live, per lb.	0 24	
Lobsters, boiled, per lb.	0 25	
Shrimps, per gal.	2 00	
Periwinkles, per bus.	2 50	
Prawns, per gal.	2 00	

SHELL FISH.

Scallops, per gal.	2 75	
Solid meats—Standards, gal., \$1.50; selects, gal.	2 00	
Bulk standards, gal., \$1.50; selects	1 80	
Clams, per bbls.	7 00	
Cape Cod shell oysters	12 00	

TORONTO.

FISH.—Some dealers have already finished on mackerel for the season, but others expect to have supplies on hand for at least two weeks yet. Run for trout is about over. Whitefish are now about at most plentiful stage and show fine quality. Lots of Eastern salmon are to be had, but British Columbia tend to scarcity. Owing to scarcity during summer season, steak cod have been advanced to 8 and 10 cents. Finnan haddie too are higher selling at

8 1/2-10 cents. Business generally is brisk for season.

FROZEN FISH.

Roe shad, each	1 00	1 25
Whitefish, per lb., straight	0 09	0 10

FRESH CAUGHT FISH.

Flounders, per lb.	0 07	
Haddock	0 06 1/2	0 07
Halibut, per lb.	0 11	0 12
Herring, per lb.	0 06	0 06
Lobsters, live, per lb.	0 25	0 40
Mackerel, weight from 1 1/4 to 3 lbs. each	0 15	0 25
Pickerel, yellow, per lb.	0 07	0 12 1/2
Pike, per lb.	0 06	0 07
Roe shad, each	1 00	1 25
Salmon, Restiguse, lb.	0 22	0 25
Salmon, B.C., per lb.	0 22	0 23
Steak cod	0 07	0 08
Steak, cod	0 08	0 10
Trout, per lb.	0 12	0 14
Whitefish, per lb.	0 12	0 14

SMOKED.

Finnan haddie	0 08 1/2	0 10
Kippers, box of 40	1 10	1 25
Bloaters, box of 60	1 25	
Fillets	0 13	

PREPARED.

Cod, 2 and 3 lb. boxes, 12 to crate	2 50	
Acadia cod, 2 and 3 lb. boxes, 12 to crate	2 50	
Cod in loose strips, 25-lb. to box, lb.	0 06 1/2	
Shredded cod, 2 doz. pkgs. to box	2 25	

SALTED AND PICKLED.

Holland herring, per keg	0 80	0 85
Shrimps—		
1 gallon cans	1 25	
2 gallon cans	2 00	
3 gallon cans	4 00	
Shrimps, in pound lots, lb.	0 16	

HALIFAX.

FISH.—Trading is quieter in the fish markets this week. Some small catches of mackerel have been made at several points along coast, but big run for season is about over. Codfish are more plentiful. Haddock and halibut are in fair supply, and are about an average. Good salt herring are scarce. The demand for oysters and smoked fish continues fair, while sales of salt cod are comparatively light. Lobster season on the west coast being over, there is a heavy demand for small receipts of lobsters coming on market from Eastern shore.

WINNIPEG.

FISH.—Fish being hot weather food, is in good demand, and supplies seem sufficient to satisfy the demand. Trout, pickerel and Labrador herring are advanced in price.

Fish—

Fresh trout	0 12 1/2	
Fresh salmon	0 13	
Fresh halibut	0 10	
Lake Winnipeg white fish, lb.	0 09	
Fresh pickerel, lb.	0 14	
Steak, cod, lb.	0 12 1/2	
Haddock	0 06	
Market cod	0 05	
Finnan haddie	0 08	
Fresh gold eyes, per doz.	2 50	
Kippers, per box	2 00	
Lake trout, per lb.	0 12	
Bloaters, per box	1 50	
Holland herring, keg	0 70	
Labrador herring, half barrel	4 25	4 50
Salt mackerel, kit	2 75	



Produce & Provisions



Prices Advance on Country Cheese Boards

Meat Packers Still Endeavor to Hammer Down Prices on Hogs—Expect to Bear Prices Down Even More Next Week—Butter and Eggs Holding Steady.

Packers are still insistent in their efforts to hammer down prices on hogs. "We've got them down about 25 cents anyway this week, and you'll see that next week they'll be down even farther," stated one of those taking a leading part in the game. While hogs tend to weakness, meats are firmly maintained at present prices with inclination towards advancing if anything.

Demand for butter from middle and extreme West so far this year has been considered quite unsatisfactory by Eastern shippers. Some give the explanation that the West is going in for more mixed farming and will soon be in a position to provide for itself. At any rate Western business so far is reported as 1-3 that of same period last year.

Firmer feeling has prevailed on country cheese boards all round this week, and even greater firmness looked for. In that case higher prices would seem inevitable.

Following table shows receipts of butter, cheese and eggs on Montreal market for past week, with comparisons:—

	Butter.	Cheese.	Eggs.
Week end. June 21, 1913.	26,907	65,666	10,075
Week end. June 22, 1912.	20,480	75,778	8,505
Season May 1-June 21, 1913.	126,894	280,129	104,750
Season May 1-June 22, 1912.	119,303	326,559	106,948

MONTREAL.

PROVISIONS.—Provision market is devoid of interest this week. Prices are being firmly maintained and trading is quite brisk. Otherwise things remain identical with last week. Lower price prevailing for live hogs has had effect of keeping prices from advancing. There is good demand for all lines of smoked meats and especially for picnic hams. Cooked and prepared meats are also in good demand.

HAMS—	
Extra large sizes, 25 to 40 lbs., per lb.	0 17
Large sizes, 20 to 25 lbs., per lb.	0 15
Medium sizes, selected weights, 12 to 20 lbs., per lb.	0 20
Extra small sizes, under 12 lbs., lb.	0 20
Boned and rolled, large, 15 to 25 lbs., per lb.	0 20
Boned and rolled, small, under 12 lbs., per lb.	0 21
Picnic hams, 6 to 12 lbs., per lb.	0 15
BACON—	
Breakfast bacon, heavy, 14 to 20 lb. sides	0 19
Fancy breakfast bacon, boneless, lb.	0 22
Windsor bacon, skinned, backs, lb.	0 23

Windsor bacon, skinned, backs, boneless, per lb.	0 24	0 25
Spiced roll bacon, boneless, short, lb.	0 17	0 18
Wiltshire bacon, 50 lb. sides, lb.	0 18	
SHOULDERS—		
Square shoulders, boneless, per lb.	0 15 1/2	
Square shoulders, bone in, per lb.	0 15	
Cottage rolls, small, 4 lbs., per lb.	0 20	
COOKED MEATS—		
Rolled ham, small, skinned, boned, lb.	0 29	
Jellied tongue, 10 lb., open tins, lb.	0 29	
Headcheese, per lb.	0 08	
English brawn, per lb.	0 11	
Jellied hock, 6 lb. tins, per tin.	0 75	
Cooked pickled pig's feet (in vinegar, 25 lb. kits), per lb.	0 07	
DRY SALT MEATS—		
Long clear bacon, 50-70s, lb.	0 15 1/2	
Long clear bacon, 80-100s, lb.	0 14 1/2	
Flanks, bone in, not smoked, lb.	0 15 1/2	
PURE LARD—		
Tierces, 375 lbs., per lb.	0 14 1/2	
Tubs, 50 lbs., net, lb.	0 14 1/2	
Boxes, 60 lbs. net, per lb.	0 14 1/2	
Pails, wood, 30 lbs. net, lb.	0 14 1/2	
Pails, tin, 30 lbs. gross, lb.	0 14 1/2	
Cases, tins, 10 lbs. each, lb.	0 15	
Cases 3 and 5 lb. tins, per lb.	0 15 1/2	
One pound bricks, 60 in case	0 15 1/2	
COMPOUND LARD—		
Tierces, 375 lbs., per lb.	0 09 1/2	
Tubs, 50 lbs. net, lb.	0 10	
Boxes, 60 lbs., per lb.	0 09 1/2	
Pails, wooden, 30 lbs., net	0 10 1/2	
Pails, tin, 30 lbs. gross	0 09 1/2	
Cases, 10 lb. tins, 60 lbs. in case	0 10 1/2	
Cases, 3 and 5 lb. tins, 60 lbs. in case	0 10 1/2	
One pound bricks, 60 lb. cases.	0 11 1/2	

BARRELLED PORK.

Heavy Canada short cut mess, bbl. 35-45 pcs.	\$30 00
Canada short cut back pork, 45-55 pcs., bbl.	\$8 00
Heavy short cut clear pork, bbl.	\$0 00
Heavy clear fat backs, 40-50 pcs., bbl.	\$0 00
Heavy clear fat backs, 40-50 pcs., bbl.	\$0 00
Flank fat pork, bbl.	\$0 00
Pickled pigs feet, short, 200 lb. bbls., bbl.	\$ 00

SUNDRIES.

Bologna, beef bungs, per lb.	0 08
New England ham, per lb.	0 14
Blood pudding, per lb.	0 08
White pudding, per lb.	0 07 1/2
Sausage, farmer's, per lb.	0 09
Pure pork sausage, little pig casings, lb.	0 15
Tripe, in kits, 25 lbs., per lb.	0 08

HOGS.

Live weight, per 100 lbs.	10 00	10 25
Dressed pork, per 100 lb.	14 50	

BUTTER.—There is a shade firmer feeling in butter market this week even though receipts to date are greatly in excess of those of last year. Cowansville market is 1c higher this week than last, while prices at St. Hyacinthe were only a 1/4c higher. Business on spot for past week was more active than usual and it is understood that several round lots were purchased for American accounts. Local market while firm has not advanced, although it is very likely that an advance will go into effect before end of week.

Fresh creamery print	0 25	0 27 1/2
Creamery solids	0 27	
Farmers separator butter	0 24	
Dairy prints, choice	0 24	
Dairy solids	0 24	

EGGS.—There are no new features in egg market this week. Prices are

steady, and receipts picking up. Storage men it is said, have packed more eggs than last year so far. Price paid for cartons seems to be increasing, as grocers are finding this method of handling them convenient through being a great time and breakage saver. Firm feeling prevails in mark + and an early advance may be looked for as the supplies to date are lower than last year and the demand is improving.

Eggs—		
New laid, in 30 doz. case, doz.	0 29	
New laid, in cartons	0 30	
Selects, in case, per doz.	0 27	
No. 1, in case, per doz.	0 24	

CHEESE.—Only change in cheese market this week is a lower price for 1/2 twins which are now selling at 13 1/2 to 15 1/2c instead of 15c straight, as has been quoted for some weeks past. Cheese sold at 12-3/8c on the St. Hyacinthe board on Saturday; sales 250 boxes.

There was a stronger feeling in market this week owing to high prices being paid for new cheese on country boards which are 3/4 to 15-16c higher than last week. Highest price being paid at Napanee, where cheese sold as high as 13c. This advance is attributed to several reasons of which the chief one is shortage in make for season to date, and increased demand from both domestic and foreign sources.

Cheese—	New.	Old.
Large	0 15	0 14 1/2
Twin	0 13	0 15
1/2 Twin	0 13 1/2	0 15
Stilton	0 17	0 17

POULTRY.—Receipts of poultry are small and prices firm. A few more broilers are coming forward this week than last, but this is about only thing worth mentioning.

Broilers, spring, 3 lb. pair	1 50	
Broilers, milk fed, frozen	0 28	0 32
Chickens, per lb.	0 20	0 21
Ducks, per lb.	0 22	
Fowl, per lb.	0 17	
Geese, per lb.	0 14	0 15
Turkeys, per lb.	0 15	0 25

TORONTO.

PROVISIONS.—One dealer states: "Everybody is talking higher prices. There is a firmer feeling to market but

THE CANADIAN GROCER

we have made no change, though I believe that some have put up their prices. Breakfast bacon in particular is inclined to be firm."

Prices on hogs were put down at first of week. Packers are trying to maintain low level but sellers are still holding out. Packers appear determined however and claim they will have prices down in a few weeks time.

Lard market is rather a puzzle. Some dealers have advanced their prices 1/2 cent all round on pure, but others think market inclined towards weakness. One of the latter states: "Lard doesn't look to be at all firm to me. Others are talking about firmness, but I don't see it, and never have seen it. With limited demand now, and a smaller amount of lard being made, I see no reason for it going up. A continued steady market is what appears to me as most probable." In spite of this however, some firms have put up their prices 1/2 cent.

HAMS—
Light, per lb. 0 20
Medium, per lb. 0 20
Large, per lb. 0 18

BACKS—
Plain, per lb. 0 23 0 24
Boneless, per lb. 0 25 0 26
Pea meal, per lb. 0 24 0 25

BACON—
Breakfast, per lb. 0 20 0 21
Roll, per lb. 0 15 0 16
Shoulders, per lb. 0 13 0 14
Pickled meats—1c less than smoked.

DRY SALT MEATS—
Long clear bacon, light 0 15 0 16
Long clear bacon, heavy 0 15 0 15

COOKED MEATS—
Hams, boiled, per lb. 0 28 0 29
Hams, roast, per lb. 0 29 0 30
Shoulders, boiled, per lb. 0 21 0 22
Shoulders, roast, per lb. 0 20 0 21

BARRELLED PORK—
Heavy mess pork, per bbl. 24 00 25 00
Short cut, per bbl. 25 50 29 00

LARD, PURE—
Tierces, 400 lbs., per lb. 0 14 0 14
Tubs, 60 lbs., per lb. 0 14 0 14
Pails, 30 lbs., per lb. 0 15
Pails, 5 and 5 lbs., per lb. 0 15 0 15
Bricks, 1 lb., per lb. 0 15

LARD, COMPOUND—
Tierces, 400 lbs., per lb. 0 10 0 10
Tubs, 60 lbs., per lb. 0 10 0 10
Pails, 30 lbs., per lb. 0 10 0 10

HOGS—
Live, f.o.b., per cwt. 9 15 9 25
Live, fed and watered, per cwt. 9 50 9 60
Dressed, per cwt. 13 25 14 50

BUTTER.—Butter market is inclined to be easier here. Two days of rain

last week revived pastures materially, so that now, according to one dealer, it looks as if there might be a fair flow of milk for another month. Though no change has been made in prices, an easier feeling prevails.

Butter—
Creamery prints, fresh 0 25 0 25
Creamery solids 0 25 0 25
Dairy prints, choice 0 20 0 22
Dairy solids 0 19 0 19
Farmers' separator, prints 0 23 0 24
Separator prints, printed wrappers 0 22 0 23
Separator solids 0 21 0 22

EGGS.—"I find that eggs are short, but so far as Toronto is concerned, there is a better supply owing to packers letting go a certain quantity to large consuming centres. Quality is not good enough for storage purposes, and present prices are a little risky. Such is the situation as viewed by one local dealer. Prices tend to be easier, but with no market change so far.

Eggs, case lots—
Selected new laid 0 26 0 27
Fresh gathered 0 23 0 24
No. 2's 0 18 0 20

CHEESE.—During past week cheese moved up 3/4 cents in country and caused corresponding firmness on this market. Should prices outside advance still further an advance here would appear likely to follow.

Cheese—
Old, large 0 14 0 15
Old, twins 0 15 0 15
New, large 0 13 0 14
New, twins 0 14 0 14

POULTRY.—Spring broilers are making still a bigger feature this week and as prices have been reduced to 35 to 40 cents, greater demand is looked for shortly. Quite a lot of fowl and old Toms are coming in, and selling fairly well considering season.

Frozen Stock—
Per lb.
Broilers, dressed 0 22 0 25
Chicks, milk fed, dressed 0 25 0 28
Chickens, dressed 0 20 0 22
Ducks, dressed 0 19 0 20
Fowl, dressed 0 17 0 18
Turkeys, dressed 0 24 0 25

Fresh Stock—
Per lb.
Broilers, Spring, live 0 20 0 25
Broilers, Spring, dressed, 1 1/2 lbs. and over 0 35 0 40
Fowl, live 0 14 0 16
Fowl, dressed 0 18 0 20
Turkeys, Old Tom 0 18 0 20

sack is to keep all air from circulating through the box, and to especially prevent light from penetrating to the fish.

Slate Tank for Day Time.

In the day time all fish are placed on ice in a large slate tank which is connected direct with the sewer so as to allow all drippings to pass off. In this, Mr. Simpson much prefers slate to marble, claiming that marble has a tendency to draw from the fish, owing to its being more porous. Covering the tank are three large close-fitting glass covers so that when closed the whole is practically a refrigerator.

"Can you detect the odor of fish in this department?" asked Mr. Marshall, of the writer on entering. "You see that," he said, pointing to an air purifier in the rear of the department, "that, together with the cleanliness which we observe around this department is responsible for the lack of a disagreeable fishy odor such as is met in a great many fish departments. On an average day we sell about four to five hundred pounds of fish, and on Fridays we move out as much as 2 1/2 to 3 tons regularly. Last Friday morning we had a ton and a half made up before 7.30. In spite of this large amount of fish handled we are able to keep our department sweet and clean.

"Every night when the fish are removed from the display tank, the tank is washed out and cleansed thoroughly. During the night it is given a chance to air, so that it never becomes disagreeably fishy."

Window Changed Every Day.

In window displays, the same principle is worked out, an altogether different window being put in every day. Instead of exposing fish during hot weather (except on such days as the amount of business done would warrant it) and on Mondays when trade is naturally dull, Mr. Marshall quite often fills the window with some display which has little or no connection with fish, and in the centre places a large card stating that all fish are on ice. For example, only recently a window of fresh cut clover was shown. This, while having no direct connection with the fish department served as an attraction to the card, and filled up what otherwise would have been a blank space.

In arranging fish displays an effort is made to place fish in as natural a position as possible. A hobby of the trimmer's is to use hooks and bits of line which have come into the store in the mouths of the fish, to attract special attention. By hooking a fish in the window, and connecting the line up to a fishing rod rather a novel effect is presented, which seldom fails to draw attention.

Keeping Fish Fresh and Making Sales

What an Extensive Dealer Does in Summer to Build Up the Fish Department—How They Are Packed Away Overnight—Window Display Suggestions.

"Fish should not be exposed to light any more than is necessary," states Geo. Marshall, manager of the fish and game department of F. Simpson & Sons, grocers, Yonge Street, Toronto. "For this reason it is important that while fish are not on display in the store, special care be taken of them."

The following method is employed in

the Simpson store: Before closing in the evening all fish are taken out of the display tanks and placed in clean boxes in the cellar. The contents of these boxes are arranged in layers as follows: first, clean wet sacks lining the box; second, a layer of ice; and third, a layer of fish over which are second layers of sacks, ice, fish, etc. The idea of the

QUOTATIONS FOR PROPRIETARY ARTICLES

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

BAKING POWDER.

ROYAL BAKING POWDER.

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

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

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Baking Powder—5-lb. size, \$3.25; 1-lb. tins, \$2; 12-oz. tins, \$1.60; 8-oz. tins, \$1.20; 6-oz. tins, 90c; 4-oz. tins, 65c; 5c tins, 40c.

BORWICK'S BAKING POWDER

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

COOK'S FRIEND BAKING POWDER.

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

In Tin Boxes—

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

FOREST CITY BAKING POWDER.

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

BLUE.

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

COUPON BOOKS—ALLISON'S.

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

UN-NUMBERED.

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

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

CEREALS.

WHITE SWAN SPICES AND CEREALS, LTD.

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

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

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

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

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

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

White Swan Flaked Rice, \$1.

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

DOMINION CANNERS.

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

Jellies.

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

Marmalade.

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

Pure Preserves—Bulk.

	5 lbs.	7 lbs.
Strawberry	0 60	0 95
Black currant	0 30	0 95
Raspberry	0 60	0 95

14's and 30's per lb.

Strawberry	0 13
Black currant	0 13
Raspberry	0 13

Freight allowed up to 25c per 100 lbs.

COCOA AND CHOCOLATE THE COWAN CO., LTD.

Cocoa—

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

Special quotations for Cocoa in barrels, kegs, etc.

Unsweetened Chocolate—

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

Icings for Cake—

Chocolate, white, pink, lemon orange, maple, almond, coconut, cream, in ½-lb. packages. 2 doz. in box, per doz... 0 90

Chocolate Confections—per lb.

Maple buds, 5-lb. boxes ..	0 37
Milk medallions, 5-lb. bxs.	0 37
Chocolate wafers, No. 1, 5-lb. boxes	0 31
Chocolate wafers, No. 2, 5-lb. boxes	0 20
Nonparell wafers, No. 1, 5-lb. boxes	0 31
Nonparell Wafers, No. 2, 5-lb. boxes	0 26
Chocolate ginger, 5-lb. bxs.	0 31
Milk chocolate wafers, 5-lb. boxes	0 37
Coffee drops, 5-lb. boxes ..	0 37
Lunch bars, 5-lb. boxes ..	0 37
Milk chocolate, 5c bundles, 3 doz. in box, per box. ..	1 36
Royal Milk Chocolate. 5c cakes, 2 doz. in box, per box	0 85

Nut milk chocolate, ¼'s, 6-lb. boxes, lb. 0 37

Nut milk chocolate, ¼'s, 6-lb. boxes, lb. 0 37

Nut milk chocolate, 5c bars, 24 bars, per box 0 85

Almond nut bars, 4 bars, per box 0 85

EPF'S.

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

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

Smaller quantities 0 37

JOHN P. MOTT & CO'S.

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

Elite, 10c size (for cooking) dozen
 0 90 |

Mott's breakfast cocoa, 2-doz. 10c size, per doz.
 0 85 |

Nut milk bars, 2 dozen in box
 0 80 |

" breakfast cocoa, ¼'s and ½'s
 0 36 |

" No. 1 chocolate
 0 30 |

" Navy chocolate, ½'s..
 0 26 |

" Vanilla sticks, per grs. 1 00

" Diamond chocolate, ¼'s. 0 24

" Plain choice chocolate liquors
 20 30 |

" Sweet chocolate coatings
 0 20 |

WALTER BAKER & CO., LTD.

Premium No. 1, chocolate, ¼ and ½-lb. cakes, 33c lb.; Breakfast cocoa, 1-5, ¼, ½, 1 and 5-lb. tins, 39c lb.; German's sweet chocolate, ¼, and ½-lb. cakes, 6-lb. boxes, 26c lb.; Caracas sweet chocolate, ¼, and ½-lb. cakes, 6-lb. boxes, 32c lb.; Auto sweet chocolate, 1-6 lb. cakes, 6-lb. boxes, 32c lb.; cinquemele sweet chocolate, 1-5-lb. cakes, 6-lb. boxes, 20c lb.; Falcon cocoa (hot or cold soda), 1-lb. tins, 34c lb.; Cracked Cocoa, ¼-lb. pkgs., 6-lb. bags, 31c lb.; Caracas tablets, 5c cartons, 40 cartons to box, \$1.25 per box.

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

THE CANADIAN GROCER

CONDENSED AND EVAPORATED MILK.

BORDEN MILK CO., LTD.

East of Fort William, Ont.

Preserved— Per Case.

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

Evaporated (Unsweetened)—

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

WHITE SWAN SPICES AND CEREALS, LTD.

WHITE SWAN BLEND.

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

Presentation (with tumblers) 28c per lb.

MINTO BIS.

MELAGAMA BLEND.

Ground or bean— W.S.P. R.P.	
1 and ½	0 25 0 30
1 and ¼	0 32 0 40
1 and ½	0 37 0 50

Packed in 30's and 50lb. case.

Terms—Net 30 days prepaid.

FLAVORING EXTRACTS.

SHIRRIFFS

Quintessential.

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

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

Discount on application.

CRESCENT MFG. CO.

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

GELATINE.

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

CLARK'S PORK AND BEANS IN TOMATO SAUCE.

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

LAPORTE, MARTIN & CIE., LTD., MONTREAL AGENCIES, BASSIN DE VICHY WATERS.

La Capitale, 50 qts.	5 00
St. Nicolas, 50 qts.	7 00
St. Nicolas, 50 pts.	9 00
La Neptune, 50 qts.	6 00
La Sanitas Sparkling, 50 quarts	8 00
Claret, qts., Crown, 50s	7 50
Claret, pts., Crown, 50s	5 10
Claret, qts., Cork, 50s.	7 50
Claret, pts., Cork, 50s.	5 00
Champenoise, qts., Cork, 50s.	8 00
Champenoise, pts., Cork, 50s.	5 50
Champenoise, sp., Cork, 120s	9 50
Lemonade Savoureuse, 50 qts	8 00
Lemonade, St. Nicolas, 50 qts.	7 50
Lemonade, St. Nicolas, 50 pts.	5 50
Lemonade, St. Nicholas, 100 pts.	10 00
Lemonade, St. Nicolas, 100 Splits	7 50

CASTILE SOAP.

"Le Soleil," 72 p.c. olive oil	
Cs. 200 7-oz. pieces cs.	7 50
Cs. 200 10-oz. pieces, cs.	12 00
Cs. 100 10-oz. pieces, cs.	6 50
Cs. 50 ¾ lb. pieces, cs.	3 75
Cs. 50 1lb. pieces, cs.	4 50
Cs. 12 3-lb. bars, lb.	0 09
Cs. 25 11-lb. bars, lb.	0 06
Cs. "Le Lune," 65 p.c. olive oil	
Cs. 50 ¾-lb. pieces, cs.	3 35
Cs. 12 3-lb. Bars, lb.	0 08½
Cs. 25 11-lb. Bars, lb.	0 08

ALIMENTARY PASTES.

BLANC ½ FILS.

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

DUFFY ½ CO. BRAND.

Grape Juice, 12 qts.	4 75
Grape Juice, 24 pts.	5 00
Grape Juice, 36 splits	4 75

Apple Juice, 12 qts.	3 75
Apple juice, 24 pts.	4 50
Champagne de Pomme, 24 p	5 90
Motts Golden Russett— Sparkling Cider, 12 qts.	4 50
Sparkling Cider, 24 pts.	4 75
Sparkling Cider, 36 sp.	4 90
Extra Fins, 100%	16 00
Apple Vinegar, 12 qts.	2 40

These prices are F.O.B. Montreal.	
Imported Peas "Soleil" Per case	
Tres Fins, ½ kilo, 100 tins	13 50
Fins, tins, ½ kilo, 100 tins	12 50
Mi-Fins, tins, ½ kilo, 100 tins	11 50
Moyens No. 1, tins, ½ kilo, 100 tins	10 50
Moyens No. 2, tins, ½ kilo, 100 tins	10 00
Moyens No. 2	9 00
Frs. "Petit" Peas.	
Fins, tins, ½ kilo, 100.	10 00
Moyens, tins ½ kilo, 100.	7 50
Asparagus, Hericots, etc.	

MINERVA PURE OLIVE OIL.

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

CANNED HADDIES "THISTLE" BRAND.

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

INFANTS' FOOD.

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

BOAR'S HEAD LARD COMPOUND.

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

F.O.B. Montreal.

MARMALADE.

SHIRRIFF BRAND. "SHREDDED."

1 lb. glass (2 dz case)	\$1.90 \$1.20
2 lb. glass (1 dz case)	3.20 3.00
½ lb. tin (1 dz case)	5.50 5.35
7 lb. tin (½ dz case)	8.60 8.35

"IMPERIAL SCOTCH."

1 lb. glass (2 dz case)	\$1.60 \$1.55
2 lb. glass (1 dz case)	2.80 2.70
4 lb. tin (1 dz case)	4.80 4.65
7 lb. tin (½ dz case)	7.75 7.50

MUSTARD.

COLMAN'S OR KEEN'S.

Per doz. tins	
D. S. F., ¼-lb.	1 40
D. S. F., ½-lb.	2 50
D. S. F., 1-lb.	5 00
F. D., ¼-lb.	0 95
F. D., ½-lb.	1 45

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

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

Fine.

4-lb. box "Special," 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), lb.	0 06

Globe Brand.

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

JELLY POWDERS.

JELL-O.

Assorted case, contains 2 doz.	1 90
--------------------------------	------

Straight.

Lemon contains 2 doz.	1 80
Orange contains 2 doz.	1 80
Raspberry contains 2 doz.	1 80
Strawberry contains 2 doz.	1 80
Chocolate contains 2 doz.	1 80
Cherry contains 2 doz.	1 80
Peach contains 2 doz.	1 80

Weight 8 lbs. to case. Freight rate, 2nd class.

JELL-O ICE CREAM POWDER

Assorted case, contains 2 doz.	2 50
--------------------------------	------

Straight.

Chocolate contains 2 doz.	2 50
Vanilla contains 2 doz.	2 50
Strawberry contains 2 doz.	2 50
Lemon contains 2 doz.	2 50
Unflavored contains 2 doz.	2 50

Weight 11 lbs. to case. Freight rate, 2nd class.

SOAP AND WASHING POWDERS.

SNAP HAND CLEANER.

3 dozen to box	3 00
6 dozen to box	7 20

30 days.

RICHARDS PURE SOAP.

5-case lots (delivered), \$4.15 each with 20 bars of Quick Naptha as a free premium.

Richards Quick Naptha Soap.

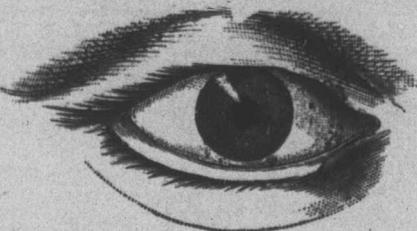
GENUINE. Packed 100 bars to case.

FELS NAPTHA.

Prices—Ontario and Quebec: Less than 5 cases.....\$ 5.00 Five cases or more..... 4 95

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

1-16 gall., doz.	\$ 2 00
¼-gall., doz.	6 00
½-gall., doz.	10 50
1 gall., doz.	19 20
1-16 gall., gross lot	20 00



WE ARE

THE EYE

of the CANADIAN WEST

and a wide awake eye at that. We have our finger on the pulse of the fastest growing country in the world—the Golden West. We are so closely in touch with the trade, through our many representatives covering the territory often that nothing misses us—we see everything that will be of benefit to you and your line.

The Canadian West with her immense fortune in Wheat, is attracting your competitors. You, too, should jump in and get your share of the golden harvest.

Let us handle your line—Write now

NICHOLSON & BAIN, Wholesale Commission Merchants
and Brokers

HEAD OFFICE :

WINNIPEG, MAN

BRANCHES: REGINA SASKATOON EDMONTON CALGARY LETHBRIDGE

“Star” Brand

BACON

is the result of nearly 60 years' experience in curing Bacon and careful selection of the best Canadian stock.

When your customers go to their summer houses, send a piece of this Bacon with the groceries and they will send back for more.

Cured under Government inspection by

F. W. FEARMAN CO.

LIMITED

HAMILTON

WETHEY'S

Condensed Mince Meat

(In Red Cartons)

was introduced originally for the purpose of meeting the summer demand from lovers of mince pies.

Now it sells the year round. Are you getting your share of the summer business?

J. H. Wethey, Limited

St. Catharines

NATION'S

SPECIALITIES

Egg Powder
Custard Powder
Jelly Powder
Health Saline

Agents required where
not already represented

**E. J. NATION & CO.,
LIMITED**

Bristol, England

TOMATOES, CELERY, PINEAPPLES, ORANGES, BANANAS.

Shipments of Fruits and
Vegetables arriving daily.

—Get our quotations.

Prompt shipment assured.

LEMON BROS.

Owen Sound, Ontario

Tracuzzi's

Verdellis first to arrive

They're fine

Ask your Jobber for price
now before the real
demand starts.

"St. Nicholas"

"Puck"

"Home Guard"

"Queen City"

J. J. McCABE

Agent

Toronto, Ont.

Hirondelle (Swallow)

Macaroni, Etc.

stands out pre-eminently as the leader
amongst alimentary pastes. You can-
not get any better, so why bother with
imported lines on which your profit is not
so good?

The extreme care taken in its manu-
facture and the cleanliness of the factory
both go hand-in-hand in bringing
Hirondelle Brand to the top of the
ladder.

C. H. Catelli

LIMITED

MONTREAL

Break Away From

The "Just As Good"

And Sell The Best

Red Rose Specialties

Red Rose Baking Powder

Red Rose Jellies

Red Rose Extracts

These goods are manufactured by experts. From the
outset there was a determination to make them
absolute leaders. They are that to-day.

A Small Trial Order
Will Convince You.

Write

A. W. HUGMAN, LIMITED

MONTREAL

California Fruit For Dominion Day

PEACHES
CHERRIES

PLUMS
APRICOTS

Now arriving freely. Sales every day.

WATERMELONS CABBAGE
CANTALOUPE BANANAS
TOMATOES ORANGES
CUCUMBERS LEMONS

Fresh Fish

We have a fully equipped Department for handling Fish. Special cold storage facilities, and a full assortment of all kinds of fish.

WHITE & CO., LIMITED

Wholesale Fruit and Fish

TORONTO

HAMILTON

Extra Fancy Florida Pineapples

We have been fortunate in securing two cars of **Large Sizes**. These pines are the very finest grown, and have a most delicious flavor.

STRAWBERRIES will be scarce and high in price. Sell your people these pines in their place.

LARGE — SWEET — JUICY.

The House of Quality.

HUGH WALKER & SON

Established 1861

GUELPH

and

NORTH BAY



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A grocery store is known by its service. With an Arctic Refrigerator in a size proportioned to your requirements you will be able to serve the public in a most satisfactory manner. Your goods will keep fresh, clean and sanitary. The "Arctic" will greatly increase the figures of your "Profit" account.

Write to-day for catalogue and prices.

JOHN HILLOCK & CO., LIMITED

TORONTO, ONTARIO

Agents in West: J. UPRICHARD Regina, Sask.
Quebec and Maritime Provinces: WOLF, SAYER & HELLER

The Easiest Way in The World

To Handle BANANAS

Save your back and your boy. Don't abuse either when you can shift the lifting to this immensely practical and economical device. It pulls up the bananas like any small block and tackle. But unlike them all, it locks the load in mid-air the instant you let up on pull rope.



Banana Hoist

Hoist and Hanger Combined

Nearly a quarter of a million Hall Safety Self-Locking Hoists are used by farmers and others. The simplicity of the patent lock has given this Hoist supremacy over all. Now we have nicely adapted it to the needs of the average fruit man. Every fruit man ought to have several. No device has ever been offered which will so simplify his heavy work or so quickly earn its cost in time and trouble saved.

Satisfaction Guaranteed or Money Refunded

If your wholesale grocer or hardware dealer cannot supply Hall Banana Hoists, send us fifty cents for sample and we will ship by parcel post under "Money Back Guarantee."

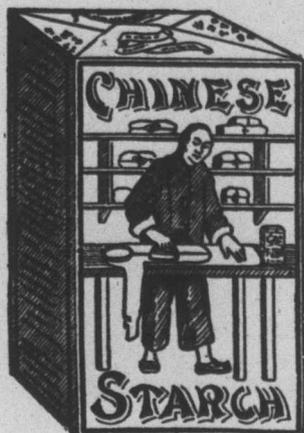
Hall Manufacturing Co.
Monticello, Iowa.



See that
Lock

Heavier the Bunch the
Tighter the Grip.

Enlighten the Housewife



tell her of the wonderful starching qualities of CHINESE STARCH. It is the only starch containing two oils, one to make the iron slip (ensuring a better finish), the other to perfume the linen. Each package contains full 16 oz.

Chinese Starch keeps selling because the users are satisfied.

OCEAN MILLS, MONTREAL
O. Lefebvre, Prop.

AGENTS:—Standard Brokerage Co., Vancouver, B.C.; John J. Gilmor, 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.; Bolvin & 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.

EUREKA

REFRIGERATORS

fill the requirements of the modern store

The experience of over a quarter of a century is behind the manufacture of Eureka Refrigerators. All the most modern improvements for perfect refrigeration on strictest sanitary principles are embodied in the **Eureka**.

Before buying secure one of our catalogs containing prices and explaining in detail the workings of the **Eureka** dry cold circulating air method.



Eureka Refrigerator Co., Limited

54 Noble Street TORONTO

Montreal Representative
JAMES RUTLEDGE, Tel. St. Louis 3076

Distributing Agents, **Walter Woods & Co., Winnipeg**!

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

ROSE QUESNEL

A Pure Canadian Smoking Tobacco

specialy selected and perfect in every respect. Delightfully cool and sweet in its natural fragraney.

and

KING GEORGE

NAVY PLUG

A Chewing Tobacco

surpassing all others in quality and flavor. Deliciously sweet and non-irritating.

QUALITY backed up with extensive advertising make them profitable to handle.

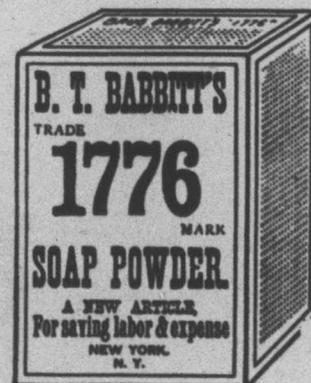
Rock City Tobacco Co., Limited
Quebec

"BABBITTS"

IS A

CONCENTRATED
SOAP POWDER

OF WONDERFUL
CLEANSING POWER



It pleases the housewife because of its efficiency and economy. This makes it a steady, regular seller — an active package that never stops earning profits for the grocer. PUSH ITS SALE and tell your customers about our Premium Store, 396 St. Paul Street, Montreal.

B. T. BABBITT, INC.
NEW YORK

New Idea in Account Register System

A Register that can grow as you grow.

One that can expand as your business expands.

The Expansion Type Register is the New Idea and is the latest and exclusive feature of

With Only One Writing **The McCaskey SYSTEM** The End of Drudgery

Write for further information. We will gladly have our nearest salesman call on you and explain the Expansion Type Register features without any obligation on your part to purchase.

Unless you need System he will not urge you to buy. Write to-day to

THE DOMINION REGISTER CO.
LIMITED

TORONTO, ONTARIO

Trafford Park, Manchester, Eng.

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The Largest Manufacturers of Carbon Coated Salesbooks in the World



Showing Electric Recorder and Cash Till

FIRST AND STILL THE BEST



Every Household Has Use for Arrowroot!

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

ST. VINCENT ARROWROOT

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

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

Write the Secretary for information and samples.

St. Vincent Arrowroot Growers' and Exporters' Association

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

AGENTS: Wallace Anderson, 49 Wellington St., Toronto
L. H. Millon, Hamilton, Can.

Strength	Your	Purity
guarantee of profit lies in "COW BRAND" Baking Soda		
		
because of its popularity with the housewife! Order from your jobber. CHURCH & DWIGHT LIMITED Manufacturers		
Uniformity	MONTREAL	Reliability



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

**Brightens Floors and Rugs,
 Prevents Dust from Rising
 and Kills Moths**

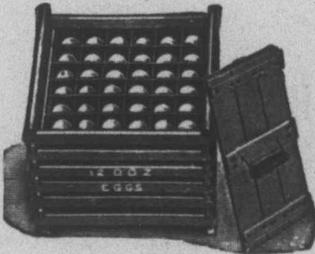


For these reasons "Soclean" Dustless Sweeping Compound wins a permanent place in every home where it is tried.

It will be much to your advantage to stock "Soclean" NOW and introduce it to your trade.

Use "Soclean" in your store—we sell it in barrels for merchants' own use.

SOCLEAN LIMITED, Toronto
 The originators of the Dustless Sweeping Compound in Canada
 Agents for Western Canada—J. J. GILMOR & CO., Winnipeg.
 Agents for Montreal, SUCKLING & CO. Agents for Ottawa—W. R. BARNARD & CO.



**Humpty
 Dumpty
 EGG
 CRATES**

**Carload just received
 from the Patentee --- the
 Wholesale trade Supplied
 (and protected on price.)**

Walter Woods & Co.
 HAMILTON and WINNIPEG



EVERY POUND OF
ANCHOR BRAND FLOUR

easily makes good bread

such as you will be told everywhere it is used. "I simply set it in the evening away from any stove, and, next morning, I take and knead the dough a little bit, add a little more flour, let it stand for about an hour and a half, then shape it and put it in the oven without closing the oven door for a little while—then I close the oven door, using a moderate heat for the baking, and in every instance I can guarantee splendid bread if the flour is 'Sovereign.'

Thousands of householders use **Anchor Brand Flour**, Sovereign grade, and never worry about the quality of their bread.

Leitch Brothers' Flour Mills, Ltd.

Makers of "ANCHOR BRAND FLOUR"

Oak Lake,

Manitoba



YOUR PATRONS WANT QUALITY

in pickles, catsups, fruit flavors, summer drinks, etc., more than quantity. The **Sterling Brand** gives both at a moderate price. Let us send you sample of our lines if you do not already carry them in stock. They are trade winners.

THE
T. A. Lytle Co.,
Limited

Sterling Road, Toronto

MR. MERCHANT.

HAVE YOU EVER STOPPED TO CONSIDER THAT *QUALITY* IN FOODS IS REMEMBERED AFTER PRICE IS FORGOTTEN?

If you have, you will understand why we put the purest and best materials into every one of

HEINZ 57 VARIETIES
PURE FOOD PRODUCTS

regardless of price, and combine with it absolute cleanliness of preparation in our model, sanitary kitchens.

We are co-operating with you, Mr. Merchant, in holding the confidence of your customers, and thus assuring the permanency of their trade — for you and for us.

H. J. Heinz Company

D. & J. McCallum
Perfection Scotch
Whiskey

One of the most widely advertised Scotch Whiskies of the day. McCallum's Perfection Scotch is distinctive in flavor, and is noted for its mellowness of age. It does not have that "smoky" taste of most Scotch whiskies.

Stock McCallum's Perfection
WM. E. MCINTYRE, LIMITED

General Agent

23 WATER STREET

ST. JOHN, N.B.

STORE MANAGEMENT—COMPLETE

16 Full-Page Illustrations

ANOTHER NEW BOOK
By FRANK FARRINGTON

A Companion book to **Retail Advertising Complete**
\$1.00 POSTPAID

"Store Management—Complete" tells all about the management of a store so that not only the greatest sales but the largest profit may be realized.

THIRTEEN CHAPTERS

Here is a sample:

CHAPTER V.—The Store Policy—What it should be to hold trade. The money-back plan. Taking back goods. Meeting cut rates. Selling remnants. Delivering goods. Substitution. Handling telephone calls. Rebating railroad fare. Courtesy to customers.

ABSOLUTELY NEW

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Send us \$1.00. Keep the book ten days and if it isn't worth the price return it and get your money back.

Technical Book Dept., MacLean Publishing Co.
TORONTO

272 Pages
Bound in Cloth





By Special Royal Permission

None Quite So Good

You take no chance in pushing "King Oscar" Brand Sardines. Give them prominent display, for they are attractive and will create interest and sell quickly.

After they are sold the sardines will do the rest, for there is no other brand quite so good, none quite so tasty, as the "King Oscar." Try them.

CANADIAN AGENTS

J.W. Bickle & Greening

(J. A. Henderson)

Hamilton, Ontario

THE British Columbian Fisheries, Limited

Salmon Packers

SALMON
BRANDS:—
"Location"
"Dreadnaught"
"Aliford Bay"

FRESH FISH

FISHING
STATIONS:—
Skidegate
Aliford Bay
Cumshewa

Manufacturers of
FISHMEAL, FERTILIZER, and
SKIDEGATE DOG FISH OIL
and RAT FISH OILS

OFFICES—
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Superlative Quality Consistently Maintained

Malcolm's preserved milk products are noted for their high and unvarying quality—only the richest and purest cow's milk being used.

Grocers should tone up their stocks with the Malcolm lines. Your customers will appreciate them.

Order from your wholesaler or direct from the factory. Delivered in 5-case lots to any point in Ontario or East of Halifax. We will prepay freight up to 50c per 100 lbs.

St. George Evaporated Milk, 4 doz. in case \$3.00
Princess Condensed Milk, 4 doz. in case.. 4.50
Banner Condensed Milk, 4 doz. in case... 5.25

J. Malcolm & Son, St. George, Ont



Say This and MEAN IT!

"Madam, this is the best Table Salt we sell—it is always clean, dry and fine—it never cakes, flows evenly from the shaker, and flavors food as it should be flavored."

WINDSOR Table Salt

is the only salt to use in cooking or baking—pastries are crisp and flaky, with absolutely no trace of a bitter after-taste.

The Salt will prove you to be right.

The Canadian Salt Co., Limited

Windsor, Ontario

Pacific Coast Fish

Order your requirements from the most progressive fish concern on the continent.

The Canadian Fishing Company, Limited
VANCOUVER, BRITISH COLUMBIA

Producers and shippers of all varieties of fish — fresh, frozen, smoked, salted and kippered.

Write us for prices and information.

Quality and Service Unequaled

Do you know
the reason why so many dealers handle D. W. C. Spanish Olives? Stock them and you will find out.



Rowat & Co.
Glasgow, Scotland

CANADIAN DISTRIBUTORS:
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F. K. Warren, Halifax, N. S.;
J. A. Tilton, St. John, N.B.;
C. E. Jarvis & Co., Vancouver, B.C.



BRUNSWICK

BRAND

FINNAN HADDIES

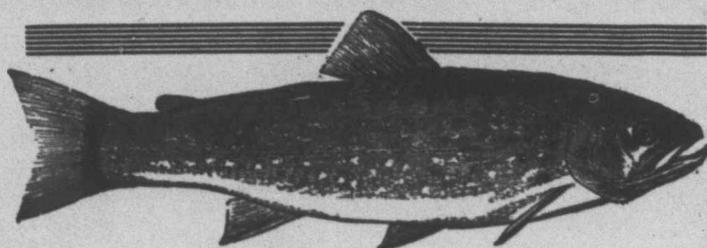
Only the most carefully selected and sweetest fish caught in the famous Passamaquoddy Bay are used in the packing of the Brunswick Brand sea foods.

The high quality of our goods has given us a large trade, which, by the exercise of conscientious business methods, is constantly increasing. When you handle Connor Bros' Brands you sell goods that are trade winners.

Our plant is operated under the most ideal conditions, and our goods come perfect to the consumer.

CONNORS BROS., LIMITED
Black's Harbor, N.B.

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





It is to the advantage of the individual user of Paper Bags to study carefully the Bag situation. By close comparison of the important features of Paper Bags of different makes, you will be convinced that the

Continental Germ-Proof Grocery Bags

(with reinforced Automatic Opening Square Bottoms) are without equal. Send a trial order to the nearest Distributor.

Satisfaction guaranteed by the Manufacturers:

THE CONTINENTAL BAG AND PAPER COMPANY, LIMITED

OTTAWA - ONTARIO

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 NEW BRUNSWICK—J. Hunter White, Agent, North Market, St. John.
 BRITISH COLUMBIA—Smith, Davidson & Wright Ltd., Vancouver.
 QUEBEC PROVINCE—The Continental Bag & Paper Co., Ltd., Montreal.



Housecleaning Season is at hand

and with it comes the demand for Whitewash Brushes, in fact Brushes of almost all kinds. See that your stock of Keystone Brand Brushes is complete. They are the most reliable in the market.

Manufactured by

Stevens-Hepner Company Limited

PORT ELGIN, - Ontario

Like sunshine after rain—

just so pronounced are the results the housewife secures when washing with "Young-Tom," the leading washing powder of the west.

"Young-Tom" makes the linen snowy white, and the knowing housewife will come regularly for her washing powder to the dealer who handles this line.

"YOUNG-TOM"

has no smell, contains no harmful ingredients, and will not injure the finest fabrics or the tenderest skin. It soon becomes well-known wherever introduced, thereby making good sales for the dealer.

Every Western dealer should stock and feature this line, also "Glycerine Pumice" and "Tar" Toilet Soaps, Laundry Soaps, Etc.

Prices on request.

Young-Thomas Soap Co.,

Limited

Regina, Canada

Would You Appreciate a Quick- Selling Line That Offered You 50% Profit?

Certainly you would and every live dealer would and if you will read carefully this ad. it may mean a good many extra dollars for you.

Our proposition is to dealers who have the patronage of country customers, people that own horses, cattle, sheep, poultry, etc. We want one dealer in each town to stock and introduce to his patrons

QUINQUINOL STOCK FOOD

You pay \$4 per doz. gal. tins and sell at \$6 per doz. We guarantee no loss from sales—each tin carries a money-back guarantee and if there is cause for complaint the dealer is authorized to refund the money which we will make good, moreover, if before thirty days you can point out any defect in the goods, we will take them back at our own expense.

Quinquinol is recommended by the Minister of Agriculture and has been awarded three diplomas at big exhibitions.

Put up in attractively lithographed tins. You cannot lose. Write now for exclusive territory.

QUINQUINOL STOCK FOOD CO.

9 St. Timothee St. Montreal

ANTI-DUST



Here is a compound with cleansing properties unknown to others. Housewives who use it once never try any other, for the simple reason that the fresh odor left behind proves to her satisfaction that none could be better. Anti-Dust is packed in attractive tins, and allows the retailer a good margin of profit.

We want a distributor in Western Canada.

Sapho Mfg. Co., Limited

MONTREAL

Ontario Agents: MacLaren Imperial Cheese Co., Limited
Fenwick & Hendry, Kingston, Ont.

Molasses Moving

There is a decided demand for

Perfection

(BRAND)

Barbados Golden Molasses

just now.

Retailers realize that this is the very best grade procurable, the very thing to satisfy the wants of their better class trade.

Have You Had a Supply?

Ask Your Wholesaler.

West India Co., Limited
MONTREAL

ENERGETIC CLERKS

who are willing to work after hours can add substantially to their salary by joining the MacLean Circulation Organization, the largest and most efficient in America.

There are already over 400 circulation salesmen getting subscriptions for MacLean's Magazine, but there is scope for more. If you will take up the work in your district you will find it will pay you well.

Get started now—Don't wait.

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MacLean Publishing Co., ¹⁴³⁻¹⁴⁹ University Ave., Toronto, Can.

Successful Businesses

are built on Quality, System and Advertising — the three are necessary. These were success elements of Fels-Naptha soap.

And in selling Fels-Naptha soap (which does all and more than the makers claim) you take a step toward permanent success.



ESTABLISHED 1849

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Offices Throughout the Civilized World
OFFICES IN CANADA

Calgary, Alta.
Edmonton, Alta.
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London, Ont.
Ottawa, Ont.
St. John N.B.

Vancouver, B.C.
Victoria, B.C.
Hamilton, Ont.
Montreal, Que.
Quebec, Que.
Toronto, Ont.
Winnipeg, Man.

Reputation gained by long years of vigorous, conscientious and successful work.

THOMAS C. IRVING, General Manager
Western Canada
TORONTO

OUR GUARANTEE

If this polish damages your customer's piano, we'll pay for the piano. That's why live Grocers everywhere stock it. It sells, repeats, and brings new faces to a store.



Order from your jobber, or The Harry Horne Co., 309 King W., Toronto. Leadlay, Limited, Bannatyne Ave., Winnipeg, Man. Every package carries above guarantee in detail. Our travellers carry unique propositions.

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

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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.

Coffee, Its History, Classification and Description

By Joseph M. Walsh

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

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

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

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IT WILL PAY YOU TO SEND AT ONCE.

MacLean Publishing Co.

Technical Book Department

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One of the best 10c. lines on the market

EASY { TO APPLY
TO GET A SHINE
TO SELL

The HUSTLER'S FRIEND



A pleased customer calls again.

Have you one of our Dressing Price Lists? If not, write us.

L. H. Packard & Co. Ltd.
MONTREAL

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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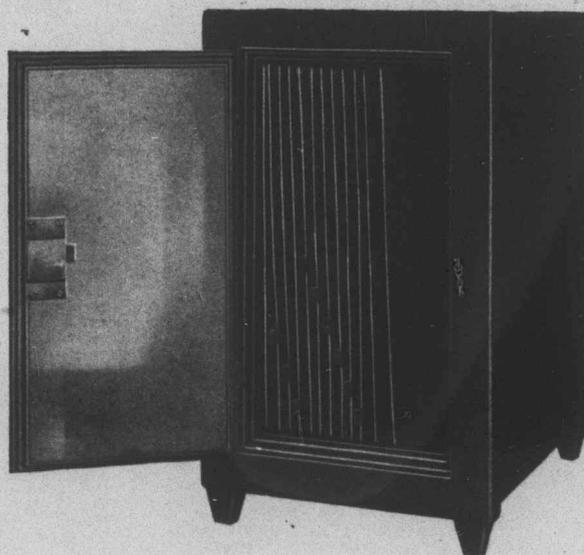
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Bookkeeping Without Books



Systematize the credit end of your business and stop losing money. Stop losing customers, stop taking chances. Protect your accounts against mistakes and fire by using the Ullman Account Register and Safe.

The two at the price of one.



Write us to-day.

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Hamilton, Ontario

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

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

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

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

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NEW ARCTIC REFRIGERATOR, SIZE 7 ft. x 9 ft. x 10 ft. high (up-to-date), bargain for quick sale. Also new Toledo Scale. Apply Box 322, Simcoe, Ont.

FOR SALE—THE FIXTURES OF AN UP-to-date grocery store. Address James McKenzie, Piccadilly St., London, Ont.

GROCERY FOR SALE

HIGH-CLASS GROCERY AND PROVISION business and fixtures for sale. Situated in Toronto, on corner in rapidly growing locality. Modern equipment; 2 delivery outfits, coffee mill, computing scales and interior fittings. Lease can be renewed at reasonable terms. Communicate direct with us, D. M. Johnson & Co., Real Estate, 948 Gerrard St. E., Toronto.

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ENGLISHMAN, 31, REQUIRES POSITION in tea trade; 15 years' practical experience in wholesale and retail tea trades London. First-class references. E. E. Hart, care of Canadian Grocer, 143 University Ave., Toronto, Ont.

EXPERIENCED GROCERY CLERK WISHES position immediately in clean, up-to-date store. Unquestionable recommend. Apply, stating salary, to Box 304, Aylmer, Ont.

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A SIDE LINE FOR COMPETENT SALESMEN—a commission of 25% will be paid to salesmen of ability calling on grocery, drug, cigar stores, confectionery stores, etc., throughout Canada. Strictly high-grade goods manufactured by largest concerns in Canada. Only men of ability need apply, and by letter only. H. Jackson, Room 724, 64 Wellington St. W., Toronto.

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TRAVELLER CALLING ON THE RETAIL trade and mines in Northern Ontario would like some good side line. Address A. L. Box 155, Byng Inlet, Ont.

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MERCHANTS—OUR SYSTEM WILL COLLECT your unsavory accounts, no matter where located. Seldom fails. Stamp for particulars. Brown & Co., Hamilton, Ont.

MISCELLANEOUS

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

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

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.

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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.

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EVERY BUSINESS SYSTEMS ARE DEvised to suit every department of every business. They are labor and time savers. Produce results up to the requirements of merchants and manufacturers. Inquire from our nearest office. Egly Register Co., Dayton, Ohio; 123 Bay St., Toronto; 258 1/2 Portage Ave., Winnipeg; 308 Richards St., Vancouver.

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ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott-Fisher, Ltd., Room 134, Stair Building, Toronto.

COUNTER CHECK BOOKS—WRITE US to-day for samples. We are manufacturers of the famous Surety Non-Smut duplicating and triplicating counter check books, and single carbon pads in all varieties. Dominion Register Co., Ltd., Toronto.

FIRE INSURANCE, INSURE IN THE HARTFORD. Agencies everywhere in Canada. THE NATIONAL CASH REGISTER COMPANY guarantee to sell a better register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 285 Yonge St., Toronto.

ACCURATE COST KEEPING IS EASY IF you have a Dey Cost Keeper. It automatically records actual time spent on each operation down to a decimal fraction of an hour. Several operations of jobs can be recorded on one card. For small firms we recommend this as an excellent combination—employees' time register and cost keeper. Whether you employ a few or hundreds of hands we can supply you with a machine suited to your requirements. Write for catalogue. International Time Recording Company of Canada, Limited. Office and factory, 29 Alice street, Toronto.

A POSSIBLE CUSTOMER



is often made by having just the particular thing he or she wants.

MAPLEINE

is a popular flavoring. Be sure and have it in stock. Order from your jobber, or

Frederick E. Robson & Co., 25 Front St. E., Toronto, Ont. Mason & Wokey, 287 Stanley St. Winnipeg Man.

The Crescent Mfg. Co. SEATTLE, WASH.



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Gets 50,000,000,000 flies a year—vastly more than all other means combined.

The Sanitary Fly Destroyer, Non-Poisonous.

Pascall's

ENGLISH

Confectionery

and Chocolates

Quality: The Purest and Best

Variety: The Largest

Prices: Right

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Winnipeg: Ruttan & Chipman, Fort Garry Court.

Vancouver: C. & J. Jones.

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Put Credit Business on a "Business Basis"

There is a way of making the credit customer feel his responsibility—a method that gives you a check on him and impresses him with the fact that he is expected to settle at the proper time.



ALLISON

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enable you to get the money, and help you to get it promptly. The Allison Coupon Book system really puts your credit accounts on a cash basis. Allison Coupon Books have saved the day for many a merchant.

HERE'S HOW THEY WORK

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

For Sale Everywhere by Jobbers.

Manufactured by

Allison Coupon Co., Indianapolis, Ind., U.S.A.

Buyers' Guide

Pure Canadian Tobacco

We can supply any quantity at right price.

Give Your Customers The Best.
Pipes and All Accessories.

J. A. FOREST

189 Amherst St. MONTREAL

The Canadian Milling Agency

FLOUR, GRAIN and Fertilizers of all kinds.
VICTORIAVILLE, - QUEBEC

We have:— The Highest Quality
The Greatest Quantity The Lowest Price
17,500 Barrels per day. Correspondence Solicited

O. E. Robinson & Co.

Manufacturers and Buyers of Dried,
Evaporated and Canned Apples.

Ingersoll, - - - Ontario
Established 1866.

A CARD WILL BRING PRICES

Our PAPER BAGS

and

WRAPPING PAPER

may please you more than what you are using now. If so, you want it.

Write To-day.

COUVRETTE & SAURIOL. Montreal

PICKLES TOMATO CATSUP

Our local trade has increased beyond all expectation. The reason of course is big value goods at remarkably reasonable prices.

H. Bourque & Son, Montreal

SHOW CASES

Store Equipment in General

We have originated some of the best display devices in Canada. Can produce the most elaborate showcase, if necessary, at a little lower figure than anybody else.

S. Meunier & Son, Maisonneuve, P.Q.

WRITE TO

10 Garfield Chambers, Belfast, Ireland,
for Sample Copy of the

Irish Grocer, Drug, Provision and General Trades' Journal

if you are interested in Irish trade.

CIGARS MEAN PROFIT

Especially when you handle such ready sellers as

Olympia
and
Ben Bey.

ED. YOUNGHEART & CO., Limited
MONTREAL

Biscuits and Confectionery

Big range from which to choose your Christmas stock. Only the highest grade goods made. Prompt attention given all orders.

See Our Travelers.

THE AETNA BISCUIT CO., LTD., MON-
TREAL.

Coffee Agents Wanted

We want manufacturer's agents in all parts of Canada to investigate our proposition.

Package More than attractive
Quality. We act second to none.
Augustin Conte & Co., Montreal

SUCHARD'S COCOA

The Highest Quality
Most Reasonably Priced

"Quality" Cocoa.

On Sale Anywhere.

FRANK L. BENEDICT & CO.
Agents Montreal

BAKE OVENS

Baking Decks of Scotch
Fire Brick, Sectional Steel
Ovens that can be placed
anywhere.

Bread Racks, Proof Boxes,
Pans and every necessity
for the Bake Shop.

Write for General Catalog.

The BRANTFORD OVEN AND RACK CO., LTD., Brantford, Canada

Write us for New Price List of WINDSOR SALT

TORONTO SALT WORKS

TORONTO, ONT. GEO. J. CLIFF, Manager

Importers and Brokers Wanted

THROUGHOUT THE DOMINION FOR
WELL KNOWN OLD COUNTRY
TOFFEEES PRESERVES
BOOT POLISHES HEALTH SALINE
FLY-CATCHERS, ETC.

Apply EDWARD KIDD & CO.
1090 Hamilton St., VANCOUVER, B.C.

A want ad. in this paper

will bring replies from

all parts of Canada.

SWEEPING POWDER In Bulk only

"NO-DUST"

The strong disinfectant with pleas-
ant, refreshing odor.

No-Dust Mfg. Co.

8 Market Sq., St. John, N.B.

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

When writing advertisers kindly
mention having seen the advertise-
ment in this paper.

HOLLAND RUSK

have an established reputation for uniformity of quality
and general excellence. Keep it displayed on your counter
and watch the demand grow.

HOLLAND RUSK COMPANY, Holland, Mich.



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

OLIVE OIL

The salad season is here. Olive oils are bound to be in good demand. Make a window display introducing a number of show cards, one of which devote to the medicinal qualities of this product. Results will undoubtedly be satisfactory.

MINERVA BRAND.

The very purest imported from Marseilles.

IN STOCK AND TO ARRIVE.

12 litre case.	2 5-gal. tins to cs.
12 qts. case.	6 2-gal. tins to cs.
24 pts. case.	10 1-gal. tins to cs.
24 1/2 pts. case.	20 1/4-gal. tins to cs.
	48 1/8-gal. tins to cs.

N.B.—MINERVA BRAND OLIVE OIL is bottled and sealed under the supervision of the Official Director of the Laboratory of Marseilles. You can easily see how pure it must be.

CASTILE SOAPS.

Marseilles' Best.

LE SOLEIL BRAND.

In cases of 200 pieces, 7 oz., cs..	\$ 7.50
In cases of 200 pieces, 10 oz., cs..	12.00
In cases of 100 pieces, 10 oz., cs..	6.50
In cases of 50 pieces, 3/4 lb., cs..	3.75
In cases 50 pieces, 1 lb., cs.....	4.50
In cases of 12 bars, 3 lb., lb....	.09
In cases 25 bars, 11 lb., lb.....	.08 1/2

LA LUNE BRAND.

In cases of 50 pieces, 3/4 lb., cs..	\$3.35
In cases of 12 bars, 3 lb.....	.08 1/2
In cases 25 bars, 11 lb.,08

ALWAYS IN STOCK.

Full assortment of Canadian Canned Goods and Imported Canned Goods, "SOLEIL" Brand.

Write for Quotations.

Laporte, Martin, Limitee

568 St. Paul St., - Montreal

Telephone Main 3766

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Hugman, Limited, A. W.	52	Western Distributors	14
I		West India Co.	61
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J		Wiley, F. H.	14
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K		Woodruff & Edwards	2
Kidd & Co., Edward	65	Y	
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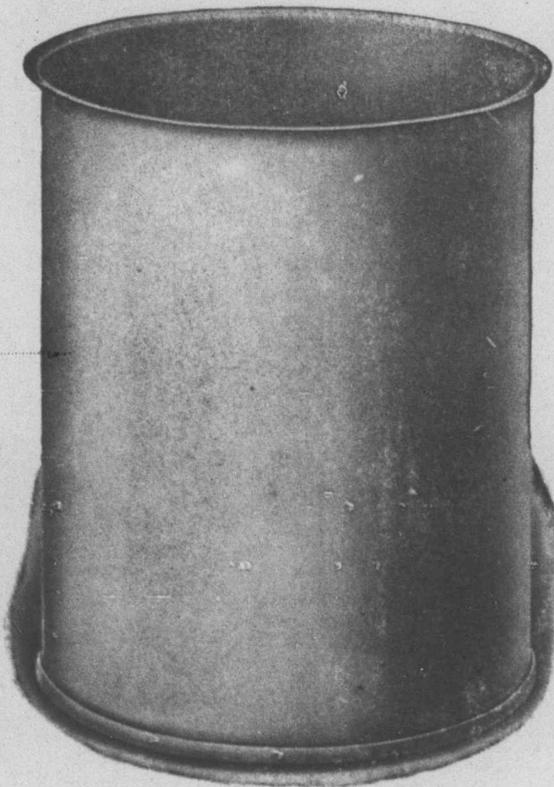
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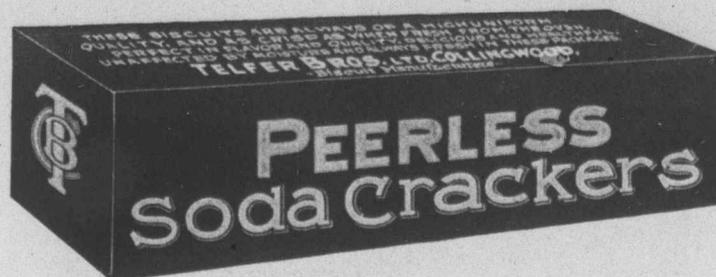
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