

**PAGES  
MISSING**

SELLING COOKED MEATS IN SUMMER

7045

# CANADIAN GROCER

Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXX

PUBLICATION OFFICE: TORONTO, JULY 2, 1915

No. 27

## The Strawberry Season

has greatly reduced our store of  
**Dominion Crystals.**

And judging from the immense shipments that  
have been made

# Crystal Sugar

has been the favorite with the housewife.

## Raspberries

and the general preserving season is on with  
a rush.

### We Are Prepared.

This is your harvest, so "Make hay while the sun shines." Take advantage of the demand for a good sugar, and be supplied with DOMINION CRYSTAL. It is pure sugar, and has the greatest sweetening power of any on the market.

### Write, Phone or Wire

direct to our head office at Wallaceburg, or any of our agents, and **PROMPT** shipment will be made **DIRECT** from our factory, whether it be an order for a car or a five-sack lot.



**Dominion Sugar Company, Limited**  
Wallaceburg and Berlin, Canada



# Packing the pick of Canada's Strawberry Crop

Push  
Canadian  
Jams  
and Give  
Employment  
to Canadian  
Labor.

**Wagstaffe's  
Jams**

*are purely  
Canadian  
and the Best.*

NEW CROP  
NOW BEING  
PACKED

**WAGSTAFFE'S LIMITED**  
HAMILTON, CANADA

Prepared  
in Copper  
Kettles  
Boiled in Silver  
Pans



Always Packed  
in Gold-Lined  
Pails and  
Glass

CANADIAN GROCER

Commencing to pick the Strawberries for the immense Imperial War Office Order for 1,100,000 lbs. of Strawberry Jam

# What a Chance for Grocers!

Of course, it's quite true that grocers are "bothered to death with new things." But you will also find that the leaders in the trade never turn down a "new thing" without first carefully investigating its claims. The reason why they have built up their profitable businesses, is because they take the trouble to look into every new thing, and if it proves up to its claims, they stock it and push it and take advantage of the fresh, lively advertising, to sell lots of it.



Right now, Grocers have a wonderful chance to associate their stores with the new LANTIC SUGAR.

Just think what it means to you to have a corporation with millions behind it, to guarantee every carton, bag and barrel of LANTIC SUGAR. Just think of having a new \$2,000,000.00 Refinery to take care of your orders.

Then—there's the advertising—ripping big ads, with a selling punch to them that is making women demand LANTIC SUGAR. Surely, you want to get some of the benefit of this advertising.



We haven't stopped with the newspapers. The popular home magazines, like "Everywoman's World," are carrying full pages about LANTIC SUGAR. And our 24 sheet Poster—that is a masterpiece, isn't it? In Montreal and



Toronto, the grocers say it is the most effective poster that has been on the billboards in years. It is helping to sell LANTIC SUGAR, too.

This is your opportunity to become known as the LANTIC SUGAR store of your neighborhood. Right now, make a big window display of the 2 and 5 pound cartons, and 10, 20 and 100 pound bags. The preserving season is here and hundreds of women—who are possible customers—will instantly associate your store with the LANTIC SUGAR advertising, which doesn't cost you a cent.



You will, thus, win their trade for LANTIC SUGAR with a good prospect of making them permanent customers.

Now is the time to do it. Now is your chance to take advantage of the biggest sales opportunity that has come to grocers in some time.

Your wholesaler has LANTIC SUGAR in cartons, bags and barrels. Order to-day.

**Atlantic Sugar Refineries  
Limited**

**Montreal and St. John, N.B.**



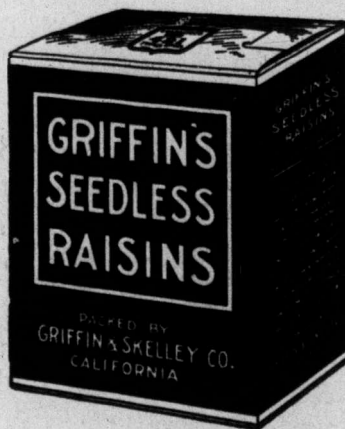
# Insist on Griffin & Skelley's Quality Lines

*The Best Only—Always the Best*

**"Griffin & Skelley's"  
Canned  
Fruits**

Griffin & Skelley's Canned Fruits possess a quality and recognized excellence that has made the name "Griffin & Skelley" a safe motto by which to buy and sell.

Canned Apricots, Canned Peaches, Canned Grapes, Pears, White Cherries, Black Cherries, Blackberries, Damson Plums, Egg Plums, Golden Drop Plums, Greengages, Raspberries, Strawberries and Pineapples.



**Grown Without  
a Seed**

Griffin & Skelley's fancy variety of seedless raisins never possessed a seed—they grow without them, and thus retain all their natal freshness. Cured in the sun, most highly flavored, most wholesome, and naturally the cleanest.

**"Griffin & Skelley's"  
Sterilized  
Prunes**

Made absolutely pure, clean and safe with the special sterilizing they undergo by HOT STEAM. No living animal matter—no bacteria or germs, when sterilized as thoroughly as this.

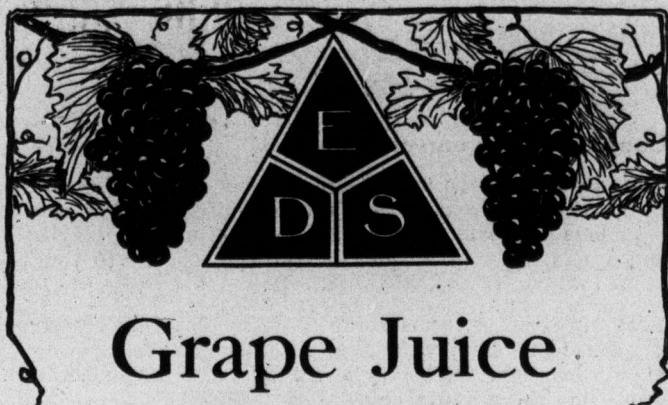
Griffin & Skelley Dried Fruits and Vegetables are recognized as the standard of evenness and packing. The range for selection is large. Insist on Griffin & Skelley's to-day.



Make sure of highest quality by insisting on the "Griffin & Skelley" lines.







Grape Juice  
pressed from  
the world's  
finest-flavored  
Concord Grapes

Winona grapes are famous for their superior flavor. Evidence of this is in the fact that there are five times as many Concord grapes shipped on actual orders from Winona as from any other section in the grape-growing sections of Canada.

Winona Concorde in fact are recognized as the finest-flavored grapes in the world. It is the unadulterated, unfermented juice of these grapes you supply to your patrons when you sell E.D.S. grape juice.

This health-giving beverage is growing in popularity every day with the masses and classes. Its true wholesomeness and thirst-satisfying quality is recognizable with the first glass.

**SHOW E.D.S. GRAPE JUICE** in your interior and window displays—call attention to it when taking orders over the counter or 'phone.

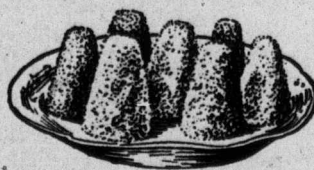


Stock up.

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

Agents:

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



POTATO CROQUETTES



VEAL SOUPS

**Serves all Purposes of  
Fresh Milk—and More**

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

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

For camp parties and picnics their deliciousness is firmly established.

Feature Borden Milk products to-day.

**Borden Milk Co., Limited**

"Leaders of Quality"

MONTREAL

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

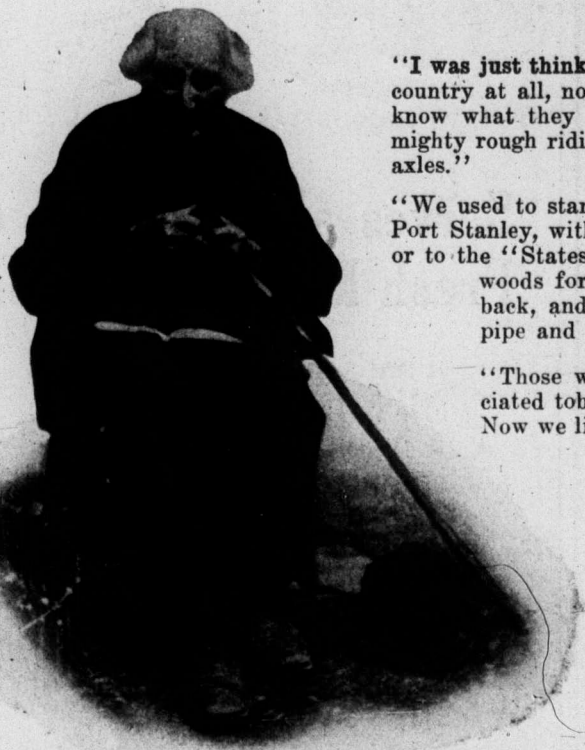




No. 4

# Chats with "Old Baba"

(Canada's 105-year-old Pioneer)



"I was just thinking, lad, about the days when there were no railroads in this country at all, nothing but corduroy roads and a few of those. 'Course you know what they are—timbers laid side by side and packed in with clay—mighty rough riding, but a sight better than plowing through mud up to your axles."

"We used to start out at 2 o'clock in the morning to go to the nearest port, Port Stanley, with our grain to be shipped by boat to other Canadian points or to the "States." Long, lonesome rides they were, lad; right through the woods for a whole day there and a day back, and no company but your jimmy pipe and a pluf of chewing tobacco."

"Those were the days when you appreciated tobacco and could chew anything. Now we like something a bit better, eh—lad? You're right. We stop at nothing short of 'King George Navy!' tickles this old palate of mine nearly as much as yours, I guess."



Rock City Tobacco Co., Ltd.  
Quebec and Winnipeg



## A Profit Producing Store

is the end and aim of every merchant. The surest way to attain this result is to sell what the public wants. The reputation of

# Libby's Food Products

for purity and flavor has made them popular favorites for over forty years.

- Olives      California Fruits
- Canned Meats      California Asparagus
- Alaska Salmon
- Pork and Beans.
- Hawaiian Pineapple      Mince Meat
- Plum Pudding      Jams and Jellies

Libby, McNeill & Libby  
of Canada, Limited  
Guelph

Ontario

Canada



## More Than Ever in a Class by Itself

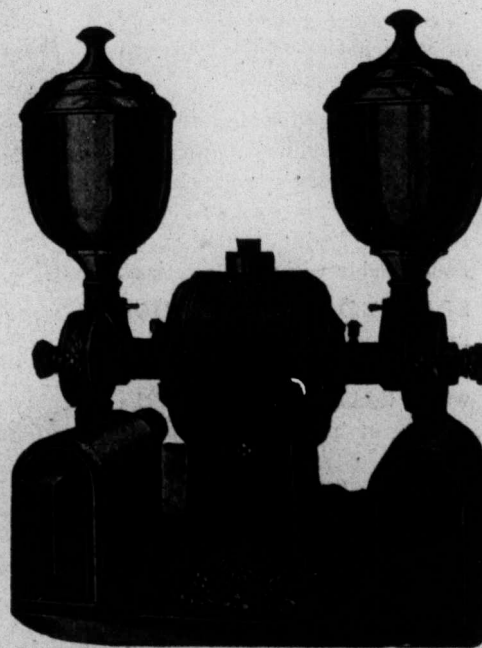
One of our 12 new models.

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. Mewburn & Co., Calgary, Alta.

# Canada's Choicest Catsup **AYLMER BRAND**

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

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



*The  
Evidence of  
Quality*





# CLARK'S

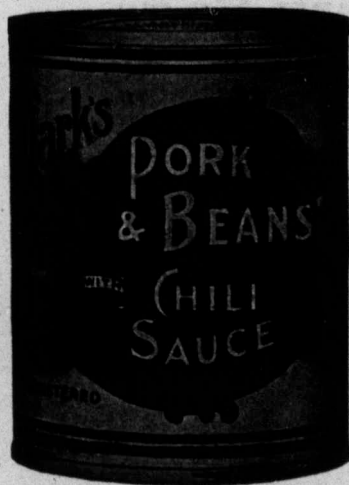
## MADE-IN-CANADA GOODS

for

# SUMMER SEASON

## PORK AND BEANS

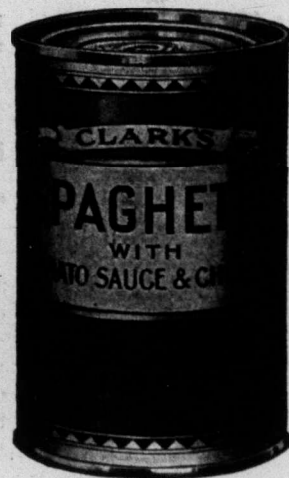
Corned Beef	Beef Steak and Onions
Roast Beef	Jellied Hocks
Boiled Beef	Cambridge Sausage
Lunch Ham	Sliced Smoked Beef
Ready Lunch Beef	Potted Meats
English Brawn	Devilled Meats
Boneless Pigs' Feet	Picnic Pates
Minced Collops	Mince Meat
Veal Loaf	Tongue, Ham and Veal
Beef Loaf	Soups (concentrated)
Beef Ham Loaf	Peanut Butter
Jellied Veal	Tomato Ketchup
Stewed Kidney	Ox Tongues
Irish Stew	Lunch Tongues
Spaghetti with Tomato Sauce and Cheese.	



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Quality  
Goods  
Best  
Sellers

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W. CLARK, Limited, MONTREAL



# ROBINSON'S

OF BRISTOL, ENGLAND

## TEA

For packing Tea the best substitute for Tea Lead is our Tin Foil (Coated Paper), either one-sided or two-sided. Inexpensive, but effective.

ROBINSON'S TEA BAGS can also be had lined with Tin Foil, as well as with Parchment.

*Samples from*

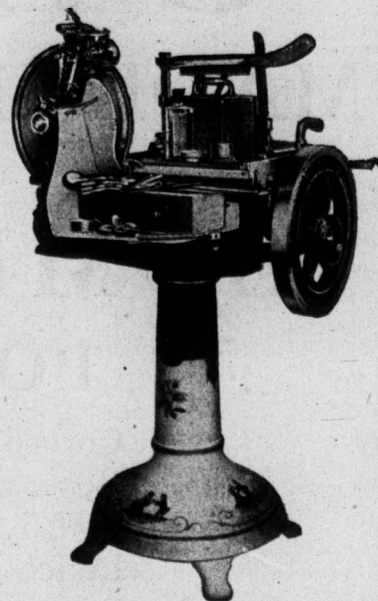
**J. W. PINKHAM**

73 Boustead Ave. Toronto, Canada

## VAN BERKEL SLICING MACHINE

Will about pay for itself in the saving of waste which other machines make.

Send for illustrated catalogue giving full particulars.



The **W. A. Freeman Company, Ltd.**  
HAMILTON, CANADA

**Same Old Story—hubby raising a fuss about the salt again**



If you wish to bring joy to and get the blessing of the good housewives in your town, sell them the scientifically prepared, free-running

## SIFTO Table Salt

It eliminates all the chances of caking in the shaker and is put up in handy, germ-proof and damp-proof packages—is a big selling line. Order now.

**The Dominion Salt Co., Limited**  
Sarnia, Ontario

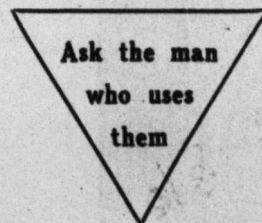
## The Best Proofs

of the PRE-EMINENCE of the

## Continental Grocery Bags

are the bags themselves.

Manufactured for those who use the best.



**The Continental Bag & Paper  
Company, Limited**

Manufacturers OTTAWA

Branches, Montreal and Toronto.  
Agencies throughout Canada.



## Mind Your P's and Q's,

when you purchase Laundry Blue. In OCEAN BLUE there is just a little more Quality and Quantity than is expected; the Price is right; and Permanently Profitable Patronage is the result.

# OCEAN BLUE

Order from your Wholesaler.

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

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



# "SOVEREIGN" SALMON



**FINEST  
BRITISH  
COLUMBIA  
SOCKEYE**

**QUALITY  
IS OUR FIRST  
CONSIDERATION**

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

## Indian Chief Brand CLAMS



Canned the same day they are taken from the clam beds.

Sell your customer a can and advise her to make a

**CLAM  
CHOWDER.**

It can be prepared in a few minutes and is really delicious.

Your Jobber will Supply You

**Shaw & Ellis, Pocologan, N.B.**

AGENTS:

Montreal, R. E. Hall & Son. Ottawa, William Forbes. Quebec, A. Francois Turcotte. Winnipeg, George Adam & Co. Toronto and Hamilton, Walter S. Bayley. Edmonton, D. J. McLeod & Co. Vancouver, H. C. Janion.

## Carr & Co.'s Carlisle Biscuits

have their own distinct following. People who know good biscuits, use good biscuits, demand good biscuits, are the people who buy Carr's Biscuits.



The mere "say so" that you handle Carr's Biscuits puts you into the front rank of a quality salesman.

For Prices, etc., Write To-day

**CARR & CO. CARLISLE  
ENGLAND**

AGENTS—Wm. H. Dunn, Limited, Montreal; Dunn-Hortop, Limited, Toronto; Hamblin & Brereton, Limited, Winnipeg, Man., and Vancouver, B.C.; T. A. MacNab & Co., St. John's, Newfoundland.





# 50% Profit is Yours

In every household in your community there is a demand for a remedy that will straighten up disordered or devitalized nerves. Every day you have dozens of patrons placing orders with you for groceries, who, if they knew the merits of

## DR. CASSELL'S TABLETS

would include a package in their list and derive untold benefit from their use. Their merits have been proven beyond a shadow of a doubt for the past 30 years in the "Old Country." Now we want Canadians to know and appreciate them. We want grocers to back us up in our extensive consumer advertising campaign.

A small trial order will pay you well. Send for it and make a little counter display. Don't stick them back in the shelf, but show them to everybody. We are spending \$60,000 to advertise these Tablets to your customers. Why let your competitor get this business?

**Dr. Cassell's Medicine Co., Limited**  
**MANCHESTER, ENGLAND**

Agents for Canada: **HAROLD F. RITCHIE CO., Limited**  
 10-14 McCaul Street - - - TORONTO



# GOLD DUST



We are always advertising GOLD DUST.

Women are always buying GOLD DUST.

Grocers are always selling GOLD DUST.

Don't fail to keep GOLD DUST well displayed at all times.

Its wonderful cleansing powers, plus steady advertising, make it a "seller-at-sight."

**THE N.K. FAIRBANK COMPANY**  
**LIMITED**

# YOU KNOW IT'S GOOD

The question of what coffee you supply your customers is left with you—but the coffee must be **good**, and to be **good** must be **fresh**.

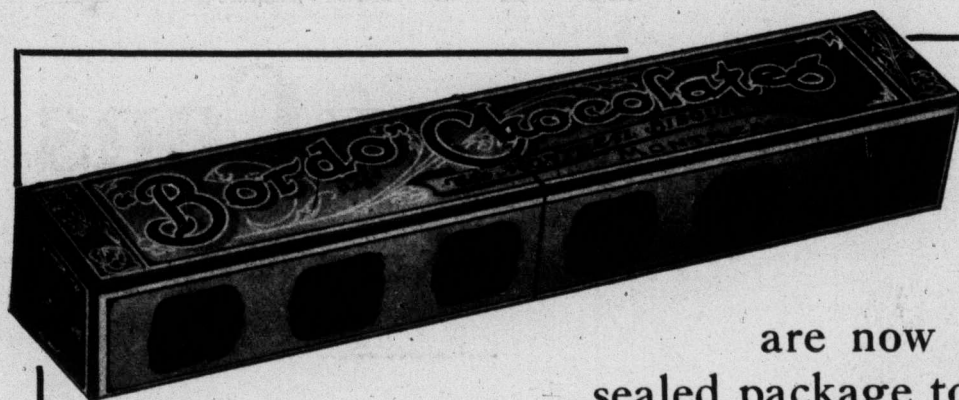
All coffee deteriorates with age. No container has yet been devised that will keep intact the delicate flavor of fresh ground coffee.

Learn about our "Guarantee Quality" plan—by which quick sales are made, sales increase, and make each and every coffee customer a little more than satisfied.

1. Every tin of our coffee, whether Melagama or bulk, will bear the date it was roasted and ground.
2. We will take back and allow full invoice price for all coffee not sold within two months.
3. We will also pay Transportation charges both ways.

Think this over. See our representative's samples, or favor us with an order direct. Let us co-operate to give your customers the **Best Coffee**.

**MINTO BROS., Limited, Toronto, Ont.**



## "BORDO" Chocolates

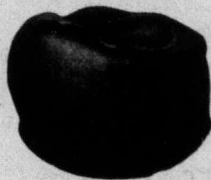
are now put up in a new  
sealed package to retail at **10c**

This package is without doubt the most attractive ever placed on the market, and is in keeping with the unbeatable "Bordo" quality. The attractiveness of the package is an incentive to buy, but it's the contents that bring customers back for more. The final touch to Bordo is the unique flavor. Just enough, just the right tone makes it complete.

"Bordo" is "Bordo," and unless this name is on every piece it is not the original.

This is a superior package line of merit, and is made high grade to draw fine trade.

"The name is on every piece."

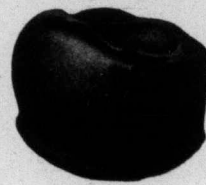


**The Montreal Biscuit Co.**

"THE ORIGINATORS"

MONTREAL

CANADA





**Tartan**  
**BRAND**  
THE SIGN OF PURITY

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

## Phulcherra Garden Teas

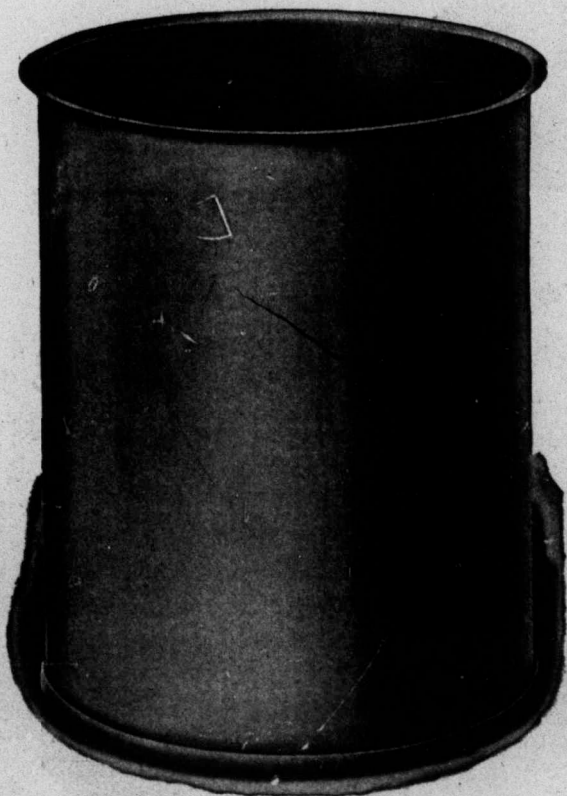
These are recognized the highest type of Indian Tea, and we are offering this tea 5c. lb. below the present cost of importation. See our travellers or write for samples.

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

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

## WINNING THE BUYER'S FAVOR

**T**HE best possible buyer is not made an actual buyer at a single step. It is one thing to win the buyer's favor for an article and another to make adjustments incident to closing the sale. Winning the buyer's favor is the work of trade paper advertising. Under ordinary conditions it should not be expected to do more.



# Sanitary Cans

*"The Can of Quality"*

---

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

---

**Sanitary Can Company**

LIMITED

NIAGARA FALLS, ONTARIO

CANADIAN GROCER

## YOU CAN INSURE

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

# St. Lawrence

## Granulated

THE ALL PURE CANE SUGAR.



See How Well  
They Take to

**BEE BRAND  
JELLY POWDERS**

once they know their delicious goodness, their purity, their pleasing flavor. But when to this is added the moderate price, the result is usually sales in excess for you. There are so many points in favor of Bee Brand Products, together with the good margin, you would do well to send your order through now.

**FORBES & NADEAU, Montreal, Que.**

**YOU should buy an ELGIN NATIONAL  
because**



No. 40

**It will STEEL-CUT Coffee**  
faster than any other mill of corresponding size.

It can be regulated while running to grind the coffee to suit each patron's taste.

It costs you less, grinds fastest, runs easiest, best finished, made strongest—lasts longest, and because thirty years' actual usage has made it the most popular mill in Canada.



No. 35

**WOODRUFF & EDWARDS CO., Elgin, Ill., U.S.A.**

## LARGEST MAKERS IN THE WORLD

**Tin Foil**—all descriptions

**Tea Lead**—all gauges and sizes

**Metal Bottle Capsules**—any size,  
color or stamping

**Collapsible Tubes**—plain or colored

ALL BRITISH MADE

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

**BETTS & COMPANY, LIMITED**

Chief Office:—1 Wharf Road

LONDON N., ENGLAND



**F**INEST NEW SEASON FIRST CROP  
JAPAN TEAS are now arriving in our  
store. The leaf and liquor are exceptionally  
fine quality this season.

We will be pleased to submit samples and  
quotations.

OUR THISTLE AND BOUQUET BRANDS  
ARE STANDARDS OF QUALITY FOR  
OVER TWENTY YEARS IN JAPAN TEA.

## **Kearney Bros., Limited**

Wholesale Tea and Coffee Merchants

33 ST. PETER STREET, MONTREAL

Established 1874

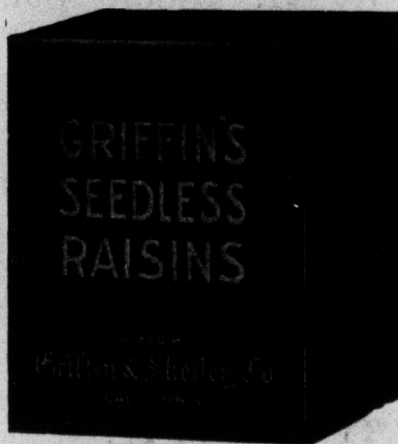
## *There is Always Room for a GOOD MAN!*

Canadian Grocer's Condensed Ad. Column found him the  
job. This is what he says:

*"Thanks for advertisement in the Grocer. I am  
now suited and am making a start on Monday. I  
may say your paper is a Champion Medium for  
Practical Grocers, not 'shopmen,' who are want-  
ing a berth. Rest assured I shall boom the Grocer  
wherever I go."*

Are you wanting a job? Perhaps you have something for sale or are wanting a  
Clerk, a Salesman or a Manager? Among the readers of "Canadian Grocer"  
you will find just the man you are looking for to fill the bill.

**Wholesome**                      **Nutritious**  
**Clean**



**Griffin's Seedless Raisins**

Sell them by the dozen

**Who Wants Your Order?**

¶ The firms that are most likely to appreciate your order are the ones that are keenest to get it.

¶ The firms that advertise are bidding for your business in a broad, yet personal way—the modern way. They are proud of their goods and are not ashamed to show them in public to the most critical.

¶ Patronize the firms that advertise.

¶ A firm that appreciates your order will serve you well.

**Note This**

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

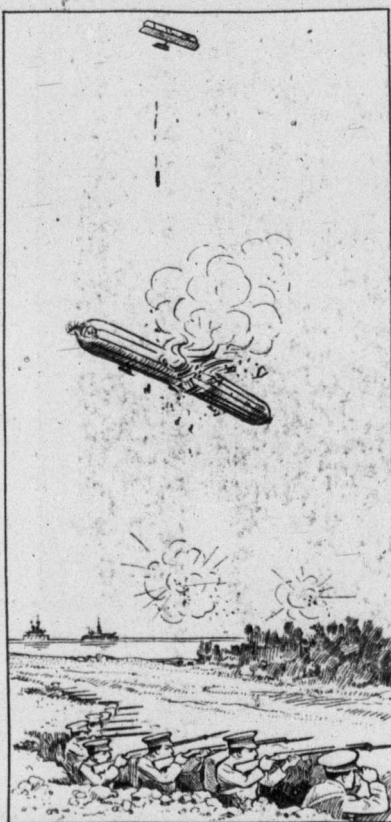
**FRUIT BULLETIN**

Mrs. Housewife, see your Grocer for those delicious White Oxheart Cherries arriving daily. The Red Sour Cherry for Pie and preserving are ready. Red Currants coming along next week, all Niagara Peninsula grown. See your grocer to-day.

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







## 47 Weeks of War

The world's greatest war is now 47 weeks old. During the period just passed, Canadian business men—manufacturers, wholesalers, retailers, financiers—have had to face many trying situations, but have come through with flying colors.

The business situation in Canada is improving. The feeling of optimism and confidence grows stronger every day. Despite the continued advance in the price of Indian and Ceylon teas, we look to the future with confidence. Good tea is something that Canadians must have, price being a secondary consideration. And of all good teas, Red Rose Tea has distinctive Indian qualities of richness, vigor and strength that will hold its old patrons and continue to gain new friends.

**T. H. ESTABROOKS CO., LIMITED**

St. John Toronto Montreal Winnipeg Calgary

## “Banner Brand” Jams and Jellies



“*BANNER*” *BRAND* *JAMS* are a food, Pure, Wholesome, Delicious and Nourishing, and can be served at a moment's notice.

*Just The Thing* for Picnic and Camping parties.

“*BANNER*” *BRAND* is the Best line in Jams and Jellies for the Grocer to recommend and handle—Satisfaction for the Customer—Profit for the Dealer.

You're safe in pushing

**“BANNER” BRAND JAMS.**

**LINDNERS LIMITED**

306 Ross Ave., WINNIPEG

340 Dufferin St., TORONTO

REPRESENTATIVES:

H. Whissell, 2928 Drolet St., Montreal; H. D. Marshall, Ottawa; W. L. McKenzie & Co., Edmonton and Regina; Jacksons, Limited, Calgary; H. E. Gross, Vancouver; R. S. McIndoe, Toronto.



**PURE GOLD MFG. CO. LIMITED**  
**TORONTO**

*No hands touch Pure Gold Jelly Powders.*



*Are not the one-sale kind.  
 The first sale is the ice-  
 breaker of repeat business*

Repeat business comes only from satisfying your patrons — from supplying them with goods whose quality and purity are unquestioned.

Pure Gold Jellies are the very essence of purity, and being made from materials of the highest quality, break the ice of repeat business and hold repeat sales with a grip that means healthy, profitable business.

**PURE GOLD JELLIES**

**Barr Registers, Limited**  
 TRENTON, ONT. |

*Write for full particulars.*

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

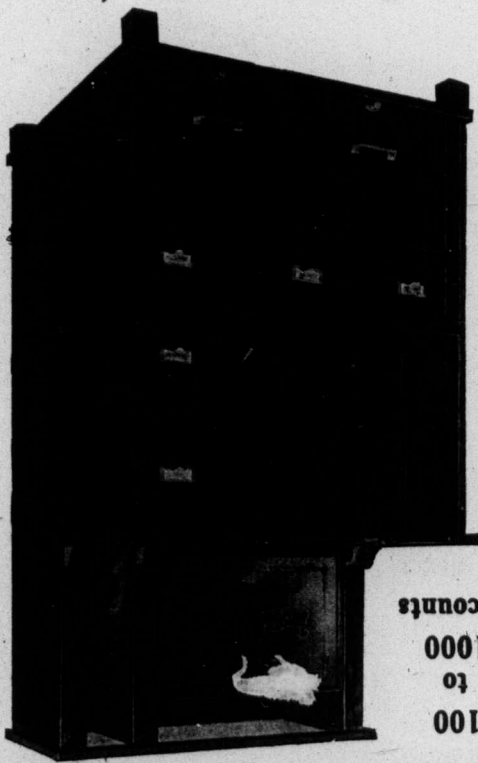
*The Barr System*

With

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

*protects your customers*

**The "Barr" Register System**



Accounts  
 1000  
 to  
 100

The Obvious Advantages of Handling

# "SALADA"

You always have **FRESH TEA**, which *is most important*, as all Tea deteriorates with age.

You carry a **small stock**, and *little capital* is locked up.

You make **no loss** in weights—you have **no complaints** from customers.

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You can always get **cost in cash** from us **for every pound** of Salada Tea you have in stock, and

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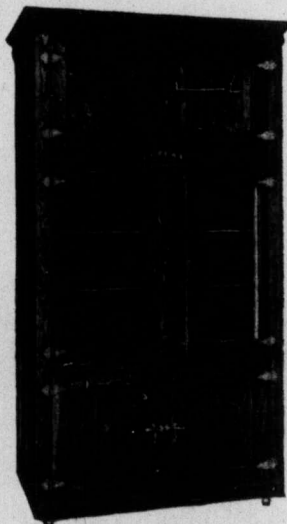
The new 1915 pack shows your customer how really delightful Strawberry Jam can be. The new pack is ready. Get your nearest jobber to supply you to-day.



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

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*The Blue*  *of Blues*

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Thousands of Canadian housewives to-day are doing their own laundry work either from choice or necessity. This means increased sales of laundry materials—soap, powder, starch and **BLUE**. Why not supply the best and help them get good results?

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AGENTS FOR THE DOMINION OF CANADA



## Delicious Summer Desserts

Lighter desserts will rule until cold weather comes again. And the most popular summer dishes are delicious, dainty Blanc Mange and Custards, made with

## BENSON'S CORN STARCH

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“SILVER GLOSS” LAUNDRY STARCH is as well known as BENSON'S CORN STARCH. “Silver Gloss” is so widely used because the quality is always right. The woman, who does her own laundering, knows it.



# CANADIAN GROCER

VOL. XXIX

TORONTO, JULY 2, 1915

No. 27

## Summer Trade in Cooked Meats

Methods of Different Retailers Who Go After This Business in a Methodical Way — Special Counter Near the Door With Meat Slicer, Computing Scale and Refrigerator— Business From Summer Cottagers—Is Competition Always a Hindrance?

Written by J. R. MANTLE for Canadian Grocer.

Fifth of The Mantle Series.

THERE are many in the grocery business to-day losing money by not selling cooked meats, or at the most only going after the business in a half-hearted manner.

"I never used to pay any attention to provisions," remarked a grocer, in a live Canadian town, the other day. "After seeing an article in The Canadian Grocer, giving the methods of a number of dealers for handling and pushing the sales of cooked meats during the summer months, I immediately decided to put in a special provision counter and to devote more time and attention to this line. I felt at the time that it was necessary to do some thing special in order to keep business above the mark of last year, and this was one of the methods I hit upon.

"You can see for yourself where the provision counter is located. I placed it just inside the door, so that every customer entering could not fail to see it, and they cannot fail to see it on leaving the store. I certainly have found that this small counter has secured considerable business. The cooked ham, tongue, jellied hock and cooked specialties as well as nicely sliced bacon, invariably get the at-

tention of the customer, especially on a hot day. Being close to the door, people see the counter on passing, and I have frequently got not only business in cooked meats but in groceries as well from people who are only casual customers. This has given a decided boost to business and I feel sure with the same attention, this counter during the remainder of the year, will bring in a nice increase in business."

The display on the counter referred

to, was certainly an inviting one. On the corner next to the door, was a small glass refrigerator through which could be seen, the cooked meat and bacon already sliced. The bacon was sliced with a meat slicer placed on the other end of the counter, and between each slice was a piece of parchment paper. Then the bacon slices were piled one on top of the other in rows, with pieces on the top left uncovered so that the quality and character of the meat could be easily ascertained. There was also a computing scale on this counter. The counter was painted pure white and cleaned carefully every morning so that it was immaculate all the time. This was one of the most inviting features of the entire display. It soon became a paying investment and meant a great deal to the volume of business.

### Trade With Cottagers.

There is, too, in summer a great opportunity for trade in cured and cooked meats with campers, cottagers, etc. Folks who go to the lake for the summer do not intend to do any more work than is absolutely necessary. This means that there are few hot dinners cooked. Cold meat appeals

## Why Bother With the Hot Fire?

WHEN you can get such delicious and nourishing cooked meats ready to serve? Now that the warm weather is at hand we would urge that you use more of these wholesome cooked meats. All of our meats are of a selected quality and we can confidently say that you will be greatly pleased with them. Here are a few suggestions:

**Cooked Ham**—What is more delicious than a slice of nicely flavored ham? All ready to serve; per lb. .... —c.

**Jellied Tongue**—A creator of appetite in itself on a warm day. Garnish with parsley; per lb... —c.

**Cooked Specialty**—This is a most appetizing cold meat line and one of our best sellers; per lb.. —c.

**Jellied Hock**—As with tongue, Jellied Hock is a fine appetite stimulator. Per lb. .... —c.

**Breakfast Bacon and Sausage**. — In the cool of the morning these are splendid lines to serve for breakfast. Bacon, per lb. —c, and Sausage ..... —c.

**Bologna Sausage**. — Nicely flavored and made by a reputable firm. Per lb. .... —c.

Cooked and smoked meats evenly sliced any thickness by a modern meat slicer.

J. K. BROWN

17 Main St.

Phone 77

Suggestion for a seasonable summer newspaper ad. on cooked meats, etc.



to them. I met a grocer in a town on the shore of Georgian Bay last year, who catered to this trade regularly. Not far away was a shore on the Bay where a great many cottages were located, and by calling personally on the people a splendid trade in cooked and cured meats as well as general groceries was worked up. Every morning a delivery wagon was sent to the beach with produce, and orders were taken for the next day's delivery.

#### Good Trade Despite Competition.

I know a grocer in an Eastern Ontario city who has worked up a splendid trade

in provisions, in spite of the competition a few doors away of a large exclusive provision store. This man said to me one day, as we were talking over the possibilities of getting provision trade while one was in such close proximity to the exclusive provision dealer: "Why, that is exactly the reason I am devoting a special counter to provisions here. It struck me, that because this provision store was on the corner, it would attract a great many customers to this part of the city, and I asked myself why I could not get into my store some of these people who came to this vicinity. At the same time, I wanted the trade of

the regular customers who were dealing with me all along. I put in a provision counter, purchased a display refrigerator, added a computing scale and a meat slicer and now I am getting a great deal of trade from this particular department. Especially in the summer time, cured and cooked meats are splendid sellers and I certainly do not regret the day that I opened up this department on a large scale."

Here, then, is evidence that if the cooked and cured meat trade is gone after methodically good results are to be obtained. Are you getting your share?

## Tea Prices Now and 40 Years Ago

At One Time During Intervening Period Price Was Down to Six Cents Per Pound on London Market—Forty Years Ago They Were About Same Levels as Now—The Rapid Increase in Consumption.

Written by E. A. HUGHES for Canadian Grocer.

**I**N the light of the very high prices which now obtain for tea, it is interesting to those who are concerned with it to look over the past 40 years and compare tea levels at intervals during that period. Some startling comparisons are to be noted.

About 40 years ago teas were just about as high as they are now. They were then at the climax of an upward movement which had extended for some considerable time and a shilling for common and 14d. for a pretty fair tea were the average London prices. Almost immediately after those prices had been reached the downward movement began and kept up pretty generally right up to say 22 to 24 years ago. For instance, 25 years ago a pretty drinkable Indian tea could be purchased in London at 11d., and a fair tea at 1/2—we are quoting English currency because we are alluding to the primary market where teas are bought. Gradually from these levels the market went down until the whole trade was demoralized and the planter saw nothing ahead of him but starvation, always supposing that he depended upon his tea gardens for his bread and butter. Indeed, many gardens were abandoned.

#### Tea at 6c a Pound.

Then the slump began in real earnest and for a short time something like 23 years ago tea could be bought in London, England, for 3d per pound—6 cents. The reason for this was that there was more tea being produced by a long shot than the people consumed. After that very bad year the market worked up until common tea was sold in the neigh-

borhood of about 6d, or 12 cents a pound with upward turns. At that time a pretty fair tea—and when we use this term we mean a tea that can be drunk by nearly anybody, unless he was a faddist—was worth in the neighborhood of 9d or 18 cents a pound. This state of affairs lasted probably about 8 to 10 years, during which time the consumption kept on increasing in much greater proportion than the production. Heretofore it had been a case of the boot being on the other foot. Nevertheless the market level was pretty nearly the same for a number of years until six years ago when the market commenced to advance pretty steadily. At the time that war broke out last year common tea was in the neighborhood of 9d. or 18 cents.

#### Present and Past Levels.

Anybody who has studied carefully our market reports in Canadian Grocer for the past year will have observed the steady and rapid advances which commenced about the beginning of September and which have kept on right up to the present time of writing. Some weeks it has been a farthing; some weeks it has been a cent; now and then, by way of varying the monotony of the thing, it has been two cents or one penny. We therefore come to a time—the present—when common tea, that is, tea that most of us would not bother to drink, is worth about one shilling or twenty-four cents a pound. A fair drinkable tea cannot be obtained for less than 14d. or 28 cents a pound.

Now go back to a preceding paragraph in this article and look at the figure of 3d., six cents, a pound which was, some

years ago, the price for India and Ceylon tea in London. There is a great deal of difference between 6c a pound and 28c a pound—well over 300 per cent. difference.

Canadian Grocer from time to time has gone carefully into the reasons for increased cost in the primary market for tea, and has shown how that increased consumption all over the world has increased the demand which has not been met by production. There is, however, one other side upon which we have not touched to any material extent, and that is the reason for the decreased production. To a degree this has been caused by rubber being planted out in the low grown gardens, thus greatly cutting off the supply of tea from this source. Some time ago the man who was planting tea found out that it would be very advantageous from a point of view of pocket if he went into the rubber business. Proof superlative of this is to be found any time in the reports of the annual meetings of the rubber companies who are paying absurdly large dividends and have been doing so ever since five or six year ago. The planter of tea therefore decided to put his low grown garden under rubber cultivation and figured on having two strings to his bow. His logic was not of the best because the growth of rubber upon tea gardens does not exactly give the very best sort of help to the garden conditions for the growth of tea.

#### No Lower Prices.

Nevertheless, the planter to-day is doing very well and the only difficulty is  
(Continued on page 35.)

## Displaying Summer Foodstuffs

Now The Time to Make the Most of This Trade — An Attractive Trim That Secured Considerable Business—The Lines Featured.



A neatly arranged summer goods window shown last year by E. L. Aikin, Hamilton, Ont.

“**W**HILE the summer season is on, is the time to display summer goods.”

That is the contention of E. L. Aikin, a Hamilton, Ont., grocer, whose window trim is shown herewith. This display was run last year and it brought considerable business to the Aikin store.

Too many grocers overlook the fact that the housewife purchases different food in summer to what she does in winter. In fact the warm weather presents greater opportunities to the retailer, than does the cold weather, because of the part that so many canned and package goods—those already prepared for the table—are to-day playing a part in the culinary operations in the home. In the accompanying window will be seen such lines as prepared breakfast foods, canned salmon, olives, orangeade, lemon juice, grape juice, prepared coffee, cocoa, mustard, peanut butter, etc. The neat, symmetrical arrangement of this display will be seen at a glance. On either side are packages of breakfast food, as well as a row or two up the centre and at the rear. Inside this on either side is a pyramid of canned salmon. Then neatly arranged in the centre is a pyramid of bottles of olives and in front of them, bottles of grape juice and other summer drinks. A row of peanut butter, mustard, etc., will be seen along the front, near the plate glass.



# Increase in Hog Exports

Eastern Packers Now Look to Britain Instead of to the West—How Conditions Have Changed—Market Profitable for Packers Just Now—Some Interesting Figures.

**S**PECTACULAR increases in Canada's exports of hogs and hog products, as shown by recent Government returns, has a special bearing on the hog and meat market just now. For the month of May, the value of bacon alone, imported into Great Britain from Canada, was £227,684, as compared with £82,166 in May, 1914. These figures are quite in keeping with the statistics for the fiscal year ending March 31, which show that of hogs, bacon, hams and lard, Canada exported last year a value of \$20,484,956, while for the preceding twelve months the exportation only amounted to \$4,689,215.

"There was never a more striking example of the resiliency and capacity of a comparatively small community to increase its livestock products," said a prominent packer to Canadian Grocer, in commenting on the increase. "It affords a striking example of what can happen, when a community once comes to believe in its enterprise. If we, as a country, could minimize wisely the spirit of agitation which finds fault and develop the spirit of agitation which calls for construction, it would be wonderful what we could accomplish. In the terrible depletion of Europe's livestock, Canada has a great opportunity."

The following table gives an excellent idea of the trend of business in hog products:

IMPORTS.		
(Bacon, Hams, Lard, Product of Hogs.)		
*Year.	Weight.	Value.
1910	25,957,579	\$ 3,189,225
1911	21,222,879	2,747,937
1912	26,804,648	2,914,396
1913	37,728,197	4,604,301
1914	26,256,994	3,281,640
1915	11,437,309	1,296,354

EXPORTS.		
*Year.	Weight.	Value.
1910	50,919,950	\$ 7,030,293
1911	60,471,261	8,504,933
1912	62,738,042	7,992,017
1913	39,257,015	5,736,991
1914	27,686,759	4,247,016
1915	118,737,555	17,370,519

EXCESS OF EXPORTS OVER IMPORTS.		
*Year.	Weight.	Value.
1910	24,962,371	\$ 3,841,068
1911	39,248,382	5,846,996
1912	35,933,394	5,077,701
1913	1,528,818	1,132,690
1914	1,429,765	965,376
1915	107,300,246	16,074,165

\*Year ending March 31.

When the pork packing industry was first established in Eastern Canada it had in view the export trade almost entirely and, until Western Canada began to fill up, the export trade continued to be an important factor. Then when the West became populated, a good market developed there, for the Western farm-

## CANADA'S EXPORTS AND IMPORTS OF HOG PRODUCTS.

	Exports.		Imports.		Excess of Exports.	
	Weight	Value	Weight	Value	Weight	Value
1910	50,919,950	\$ 7,030,293	25,957,579	\$3,189,225	24,962,371	\$3,841,068
1911	60,471,261	8,504,933	21,222,879	2,747,937	39,248,382	5,846,996
1912	62,738,042	7,992,017	26,804,648	2,914,396	35,933,394	5,077,701
1913	39,257,015	5,736,991	37,728,197	4,604,301	1,528,818	1,132,690
1914	27,686,759	4,247,016	26,256,994	3,281,640	1,429,765	965,376
1915	118,737,555	17,370,519	11,437,309	1,296,354	107,300,246	16,074,165

ers confined their attention at first almost exclusively to growing grain. By degrees, however, they took up hogs and within the last few years they have been producing not only enough for their own needs, but sufficient to permit of a large export business to the United States.

### Again After Export Trade.

This Western development has forced the Eastern pork packers back again more strongly than ever into the British trade, and this is one reason why the exports of bacon, hams and lard have been increasing of late so enormously. Of course, over and above this, the war has had a powerful influence. The Russian supply has been practically cut off entirely from the British market. The Danish supply has been very considerably reduced, though this will pick up again as soon as the arrangement between Great Britain and Denmark facilitating the importation of feed into Denmark becomes operative, while the Dutch supply is very much restricted. It remains for Canada and the United States to fill the void thus created.

Canadian pork packers still do business with the Old Country on the old consignment basis. This, of course, means that prices are more or less of a speculation. The pork goes over in the form of Wiltshire sides, cured for early consumption, and the market is a weekly one. This means that while prices may be firm at the beginning of the week, they may drop off by the end of the week or vice versa. No matter how prices rule, the packer must get his brand on the market to retain his regular custom.

The whole genius of the packing business, it has been well said, is in volume. The greater the volume that can be handled, the less the proportion of primary expense and the larger the margin of safety. At best, so packers say, the margin of profit on a single turnover of capital in the pork packing business is small. Any conditions which tend to increase this margin must be regarded as favorable and that is why the present boom in exports, with the prevailing strong market in London, is proving of great ad-

vantage to the industry. Frequent turnovers, even on a small ratio of profit, are advantageous and that is the system under which the packers are operating.

### NEW DEFINITION OF JAM.

Pure or Genuine Jam Applies to Product of One Fruit and Sugar.

The Inland Revenue Department announces establishment of standards for jam, a recent examination of samples leading to the conviction that the existing standards for the article were unsatisfactory, so far as the Department officials are concerned. The new standards proposed are:

The word "jam" shall be applied without modification only to a product consisting of one fruit and sugar. Whether or not addition of another fruit juice, up to 10 per cent. of the weight of the jam; or of glucose, up to a limit of 5 or 10 per cent. may be permitted without statement is matter for consideration.

The words "pure" or "genuine" or any equivalent terms, will not be permitted, except in the case of jam as described above.

In all other cases the words compound or mixed must precede the word "jam," on the label; and be printed in equally prominent type.

All compound or mixed jams must be labelled in such a way as to show their actual percentage composition.

When artificial coloring or preservatives are used, the fact must be stated on the label, in accordance with Orders-in-Council.

### Lime Juice Standards.

Following are the standards of quality for lime juice and lime fruit juice now in force:

Lime juice, lime fruit juice, is the freshly expressed juice of the ripe fruit of citrus (various species), and has a specific gravity of 20 per cent., not less than 1.030 and not greater than 1.040, and contains not less than 8 per cent. of solids and not less than 7 per cent. of free citric acid.



# Sugar Market Comparisons

Ups and Downs During 1914 and for First Half of 1915 — Now \$2.20 Cwt. Higher Than on July 1 of Last Year—One Result of War Conditions—Some Strong Competition In Canada

**A**N inspection of the two charts on this page will show at a glance the changes in the sugar market during the year 1914 and the first part of the present year. To-day it is \$2.20 cwt. higher than this time last year. Readers of Canadian Grocer will remember that 1914 was an exceptional year in sugar on account of the outbreaking of hostilities in Europe, which have continued up to the present time. These abnormal conditions are the reasons for the big difference in the price of sugar in January of this year, and in the corresponding month of 1914. For instance, the top chart shows that January this year started out with sugar at \$6.30 cwt., whereas last year it was \$4.35, or almost \$2 lower. The prices given on both these charts represent the Montreal market in each case.

While sugar opened in 1914 at \$4.35, it went down to \$4.25 cwt. before the month was concluded. Then in March it dropped down to \$4.15, and held at that figure until May, when in three rises it reached \$4.45. That was the price at the end of the seventh month last year. The remainder of the year shows a continuous succession of advances—including a 70c war tax—up to November, when a decline was made, and also one in December.

The 1915 chart shows that sugar opened this year at \$6.30, then advanced to \$6.40 in February, and again to \$6.80, making an advance in one week of 50c

15c was registered, bringing the price down to \$6.65 cwt., which has held ever since. This price, it will be noted, is just \$2.20 cwt. higher than the corresponding price a year ago.

1915 Sugar Changes (Jan to July)

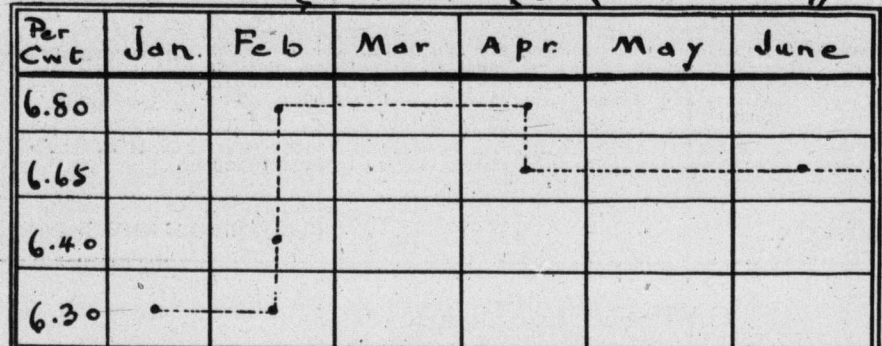


Chart showing changes in Montreal sugar market since the beginning of this year.

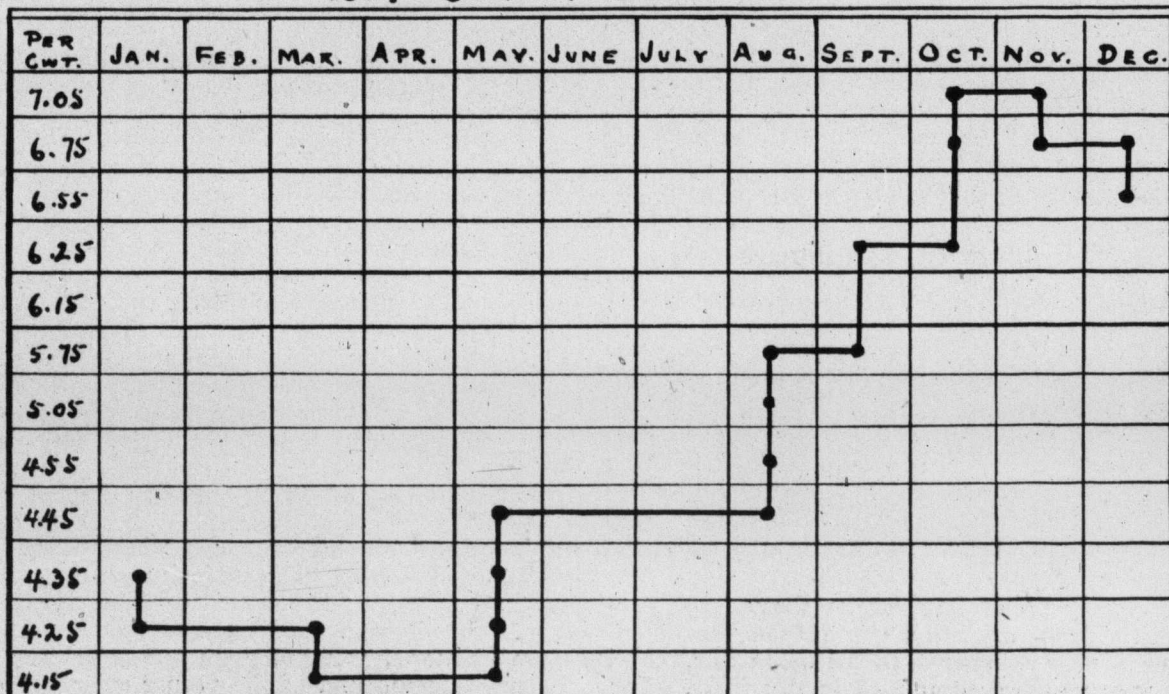
## Second War Tax Not Realized.

At that time there was a great deal of speculation as to whether there would be an additional war tax on sugar or not after the Finance Minister brought down his budget. This, however, was not realized, and sugar held at the \$6.80 mark, Montreal basis, through the remainder of February, all March and to the middle of April, when a decline of

At the time of the 15-cent decline in April, few could see the exact reason for it, apart from competition considerations in the Canadian market. Since that time sugar has advanced in New York, but owing to the strenuous competition in Canada, and the fact that sugar is being bought on a hand-to-mouth basis, no reduction has been made here. Just

(Continued on page 43.)

1914 SUGAR CHANGES.



This illustrates in brief the remarkable advances in sugar last year due to war conditions.



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H. T. HUNTER, General Manager.

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No. 27

## On the Fringe of Success

A GROCER went out of business in a Canadian town the other day, who was just on the fringe of success. He was a bright, energetic fellow who worked hard and who was a splendid salesman. He showed good windows, advertised occasionally in the local paper and was a man well known and well thought of about the town. He was indeed a man whom everybody believed was making a success of his life's work. Business appeared to be coming his way, and there was every prospect that in a few years' time, he would be listed among the successful grocers of that part of the country.

But he had just one failing—at least, just one that presented itself on the surface very prominently when the business was being wound up. He was dilatory in the matter of getting in his money. It was a hard thing for him to say "no" to a credit applicant. And so when he failed his books were well filled up with accounts which had been running so long that it was almost out of the question to collect them. He went strenuously after business but not after the collections and so he failed on the fringe of prosperity.

## Wonders of Transport

WHEN it is mentioned that 2,000 tons of goods—food and other necessities—are sent every day from the base depots to the firing line of the British army, some idea of the gigantic task of the army service corps will be gathered.

This enormous weight of goods says Harold Begbie, in London *Tit-Bits*, goes almost entirely from England, for the British are not buying in France even so perishable a necessity as milk. Vast stores are sent from England and loaded into sheds at the base depots.

All day by motor lorry and railway truck supplies for the troops are sent out from these base depots to stores as near as possible to the firing line. And just as reserves are accumulated in the docks, so reserves are accumulated near the front, since an acci-

dent to the railways might cut off the fighting soldiers' supplies.

On one occasion there was a delay on the railways of thirty-six hours, but not only did the soldier at the front get all his food and ammunition, but he did not even have to draw on the reserves I have mentioned; regimental stores were sufficient for his need. Everything goes by clockwork. There is no room for an accident.

## Bananas in Hot Weather

WITH the opening up of the warm weather in real earnest the problem of making a profit on fruit during the hot weather presents itself once more to the retail dealer.

It is a well established fact that a great many grocers do not make any money out of fruit in the summer time for one reason or another. Care in buying, handling, displaying or selling is lacking somewhere.

Consider the banana for instance. Despite the fact that it has a thick skin, the banana is one of the most tender of fruits. A current of cold air during the ripening period for instance prevents it from maturing properly. If it is bruised in the handling it decays. Probably one of the great reasons why so many lose money in bananas is the fact that they buy them in too large quantities. There are to-day wholesale fruit men located in many centres, who are in a position to ship on a day's notice to their customers. Why should not bananas be ordered as sold? Some retailers too, purchase inferior bananas just because they get them a few cents cheaper than the better quality. The cheaper grades are, of course, more susceptible to decay than the better ones.

Then there is the point of displaying bananas to get the best results. The majority of men who understand this will tell you that bananas displayed in hands, cut off from the bunch, sell better simply because a better showing of them can be made. If the banana is sound and of the proper color, the customer will notice it more quickly if the fruit is shown



in hands than if it is hanging on the bunch. Canadian retailers could very well take a lesson from those of our Italian friends who go in for the selling of fruit. They invariably show their bananas in that way. When too the fruit is cut off from the bunch, the dealer can tell exactly just how many dozen he is going to have for sale and by looking up his invoice, he is in a better position to determine a selling price upon which a profit can be made. There are dealers who lose money by not knowing the quantity of bananas in a bunch.

### Destroy the Fly

**W**HY not make your store a flyless store? It can be done for many are doing it. A store full of flies is one of the worst advertisements a grocer can possibly have. This is an age of cleanliness and because the fly is unclean it has become necessary that it be eliminated from places where foodstuffs are sold. A window display of foodstuffs, no matter how attractive it is shown, is of little selling value if it is spoiled by the presence of flies.

In the first place if flies are to be kept away from the store, the cause of them must be eliminated. Flies breed rapidly in refuse and manure heaps in the back yard and around the stables and unless these are removed at least every nine or ten days, the place has a small chance of being immune from this notorious pest. Garbage cans, drains, refuse heaps, etc. should be freely sprinkled with chloride of lime, lye, etc., and this will go a long way in preventing the flies from securing a favorable breeding resort. Better still, however, remove the cause entirely. If there are swarms of flies in the immediate vicinity of your premises, screens will be necessary to keep them from entering the store. If the entrance is so constructed that a double set of screen doors can be used, a very effective barrier is the result. There are many stores throughout the country with these double sets of screens and it is almost impossible for a fly to get through them both if any degree of care at all is exercised. Not only however, should the front door be screened, but also the rear and side doors. Flies will come in there just as quickly if not more so than by the front entrance. They probably have a depraved idea of social etiquette in this respect. The back door is just as good to them as the front.

If every precaution is exercised a grocer does not need to worry very much about the flies. Screens on fruit and hanging from the ceiling, covering the shelves are an inside protection of a very valuable character once the fly has run the gauntlet of the screen.

### Fruit Crops Promise Fair

**R**EPORTS from the Niagara district indicate that this year Elberta peaches will be from a fair to a good crop, with other varieties very good. On the whole, cherries do not promise as good a crop as last year, frost having caused considerable damage to them as well as to plums. Currants, gooseberries, raspberries and blackberries all give promise of a good crop, though there was considerable winter killing of raspberries.

Reports come from many districts to the effect that grapes, especially back from the lake and in low places suffered considerably from the frost of May

27. It is believed that the total crop will be affected some 25 per cent. or more. Early and late pears are generally light with the exception of one or two varieties. But taking into consideration the damage done by frost there is every indication that the fruit crops generally throughout the Niagara district will yield well this year, providing we have seen the last of the cold weather. The continued cold has been causing many growers to look for rather a heavy drop of fruit.

Apples appear to be from a fair to a good crop, east of Toronto, in the counties of Ontario, Durham, Northumberland and Prince Edward, probably 70 per cent. of that of last year. Some summer apples including the Duchess will likely be nearly a full crop. Spies, however, are only fair, as well as greenings. Baldwins and russets look to be coming along splendidly. Ben Davis are very good. In the counties of Halton and Wentworth, apples are reported generally to be from a fair to a light crop, with Spies and Kings better than other varieties. About the same reports come from the county of Norfolk. In Huron, Grey and Bruce and Simcoe the frost has done considerable damage, some reports stating that the apple crop was almost ruined.

While the apple crop will not come up to that of last year by a considerable percentage, there should be a fair yield with the prospect of higher prices.

Canning factories are offering the growers from \$1.50 to \$1.60 per 24 qt. crate for strawberries and around \$1.65 for raspberries.

### Editorial Notes

THE MAN who never made a mistake never made anything.

\* \* \*

THERE ARE just as many new ideas to be developed as there have been in the past.

\* \* \*

THE RETAIL dealer is the last word—the balance wheel between his customers and the manufacturer.

\* \* \*

THERE ARE hundreds of grocers making good money out of cooked meats these days. Why not you?

\* \* \*

MANY QUALIFICATIONS are necessary to become a successful grocer and one of them is the necessary capital.

\* \* \*

NOW IS THE time to go after the sugar trade — connect it up with fruit preserving and best results will be secured.

\* \* \*

JUNE HAS certainly been playing some pretty pranks this year, but surely the guess that warm weather is at hand is now correct.

\* \* \*

DURING THE past few days orders for \$2,500,000 worth of jam has been given to Ontario jam manufacturers, according to a report from the Canadian High Commissioner's Office in London, England. It looks as if Canada is just now commencing to get her share of the big war order contracts, all of which is going to be of considerable advantage to the country as a whole.



# Cardwriting Made Easy

By R.T.D. Edwards

## Lesson No. 7.

**I**N this lesson I have taken up an entirely new phase of brush work—brush stroke Roman lettering. To some beginners this class of work may at first appear very difficult, but when mastered it is comparatively easy and is used extensively by showcard writers.

In this lesson I will also explain how the card writer, who is unable to secure prepared materials for cardwriting, can mix his own colors from materials which may be secured from any hardware or drug store. Cardwriters throughout Canada and the United States use the "brush stroke Roman lettering" quite extensively, on cards which are to be executed quickly and yet are expected to have the appearance of well-finished work. In this style of lettering all strokes are made with one sweep of the brush. To some beginners it may appear rather difficult to make wide and narrow strokes with one stroke of the same brush, but nevertheless it can be done, and when you have acquired the knack, you have the secret of brush stroke Roman letter.

### Getting the Brushes Ready.

One of the most important things to bear in mind is that your brush must be kept in perfect condition. All expert card-writers take pride in having well-cared for brushes.

Fig. 3 accompanying this article shows a side and a front view of a brush in good working order. The brush after being filled with color must be worked out to a

chisel point on a piece of cardboard or glass, and must be kept in that shape in order to do the work properly.

The wide lines are made with the full width of the brush and the narrow lines are made by turning the brush sideways. This can be accomplished by rolling or turning the brush between the thumb and fore-finger.

### Charts of Letters and Figures.

You will observe that the charts accompanying this article show the upper case of the alphabet and numerals. The lower case to the alphabet will appear in the next lesson (No. 8). On examining the chart please note the letter "A"—this letter is a good example. You will note that on this letter as well as on all others the strokes are numbered—and the small show the direction of the stroke. In the letter "A", stroke No. 1 is made with the side of the brush. Stroke No. 2 is made with the full width of the brush. Care should be taken in executing the work where the two strokes meet at the top of the letter. Stroke No. 3 also shown in letter "A", is a more difficult stroke than the others and requires considerable practice. It is made by holding the brush firmly between the fingers and drawing a "wavy" stroke. The spurs on the letter "A" and similar ones on all other letters are made with three distinct strokes—all being made when the color is low in the brush. The narrow portion of the brush is used mostly in making the spurs.

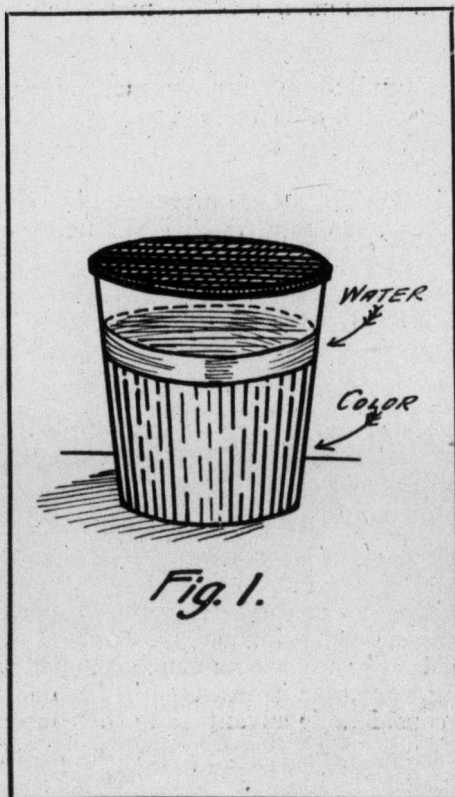
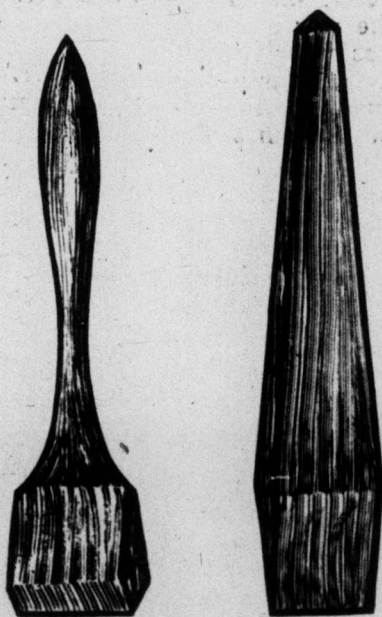


Fig. 1.



Suggestions for  
Home-made paddles  
for mixing color  
Fig. 2.

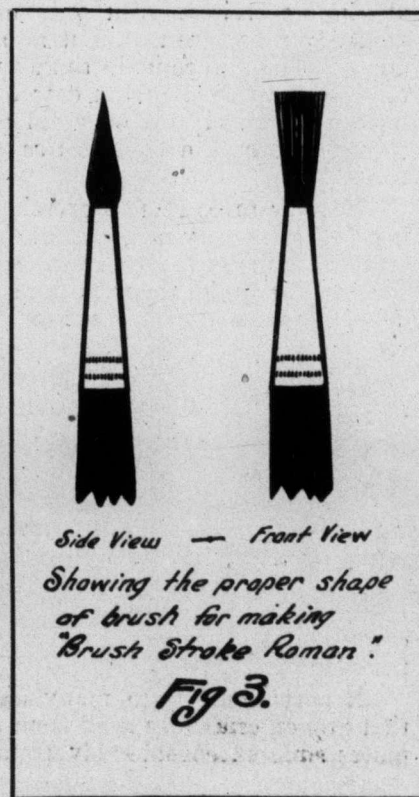


Fig. 3.



**Work Quickly on Curved Lines.**

The letter "C" must be made quickly, as all letters with curved lines must be. No finishing stroke or spurs are required if the brush is lifted properly. The letter "D" is a two-stroke letter with the same class of spurs as the letter "B". This stroke should be practised many times.

Letters "E" and "F" are more difficult. I would like to direct your attention to the spurs at the right of stroke No. 2 on letters E and F. These spurs are made with one stroke and this can be accomplished by turning the brush in the fingers and lifting at the same time.

Stroke No. 3 on letters E and F is similar to stroke No. 3 of the letter "A." This stroke requires much practice and the beginner should not become discouraged if he at first encounters difficulty in doing this work. The letter "G" has three main strokes. No. 2 stroke is finished without a spur. The spur at the top of stroke No. 3 is just the reverse to the strokes on letter "A."

In making the letter "H", care should be taken to get the two down strokes of this letter the same width at all points. Stroke No. 3 should be slightly above the middle of the letter.

The most important point in making the letter "I" is to get it correctly at right angles with the guide line.

The "J" is a two-stroke letter, the practice secured in making preceding letters is found most useful in arranging the formation of this letter. In making the letter "J" be sure and see that the line curves before it touches the lower guide line.

The formation of the letter "K" is also rather difficult and it will be found that a great deal of practice will be necessary before you are able to make the letter easily. The student should note that the spurs at the end of stroke No. 2 must not extend as far to the right as those on the end of stroke No. 3.

Letter "L" is a two-stroke letter. The spur on the end of stroke No. 2 is made in the same manner as that of stroke No. 4 of the letter "E."

The most difficult part of "M" and "N" is the finishing of stroke No. 2. This being a wide stroke the brush must be brought down full width and when near the bottom the edge must be turned to get the narrow point. Note the exercise preceding the letter "N." The spurs on the ends of the narrow strokes are also rather difficult for beginners. They are made the same as on the wider strokes but more care must be exercised to keep the brush from overrunning the narrower lines.



Care and practice is necessary in making the letter "O". It is a two-stroke letter the card-writer should use care in joining the strokes.

In forming the letter "P" the end of stroke 2 should meet stroke 1 mid-way between the guide line.

The letter "Q" is simply the letter "O" with the addition of stroke No. 3 as shown on the chart. Stroke No. 3 requires much practice.

The letter "R" is similar in construction to the letter "P" with the addition of stroke No. 3. The end of the stroke extends slightly beyond that of the above loop.

The letter "S" is made with three strokes without the necessity of spurs or finishing strokes. The end of stroke No. 2 is very often extended to the right of the lower part of the letter, for purposes of effect only. I would advise you to stick to the formation shown in the chart.

In forming the letter "T" stroke No. 1 should meet stroke 2 in the centre. The spurs of this letter are made with one sweep of the brush.

In the letter "U," strokes No. 1 and 2 do not reach the lower guide line. The brush should be stopped within a quarter-inch above this line. Stroke 3 joins strokes 1 and 2.

**"W" is a Difficult Letter.**

The letters "V" and "W" are somewhat similar in formation. Stroke 3 of the latter is one of the most difficult strokes in the whole course. It has to be started with the edge of the brush and brought down with a wide stroke and ending by turning brush to get the point. In forming the letter "X," stroke 2 should cross stroke 1 about half way between the guide lines. The three strokes forming the letter "Y" should be joined at equal distances between the guide lines. The spurs of the letter "Z" are made with one stroke and should not extend beyond the points above or below them.

In the chart showing the figures, it will be noted that the same brush stroke idea is followed out. If any difficulty is experienced by the beginner it will probably be with the letter "7", as it is



Chart 7.

R. D. Edwards



usually considered the hardest letter to balance up.

**Work on the Numerals.**

Figure 4 will give you a good idea how to start practising this work. Draw out the guide lines about an inch and a half apart, and with your No. 6 red sable brush practise each letter and exercise in the whole chart. Do not skip any of the letters. Take each one up in turn and don't forget that constant practice will soon make you perfect. Accompanying this article in addition to the charts and figures, are two seasonable show card suggestions in which the lettering is, "brush-stroke Roman."

Card writers and students sometimes experience difficulty in securing proper colors. This applies more especially to those located in small towns where there are no art supply stores. Some card writers prefer to send away to some of the large supply houses for materials, while others would rather purchase materials locally. For those who wish to secure supplies locally I will explain how the card writer can mix his own colors and have them whenever he wants them, and also have almost any color he may desire.

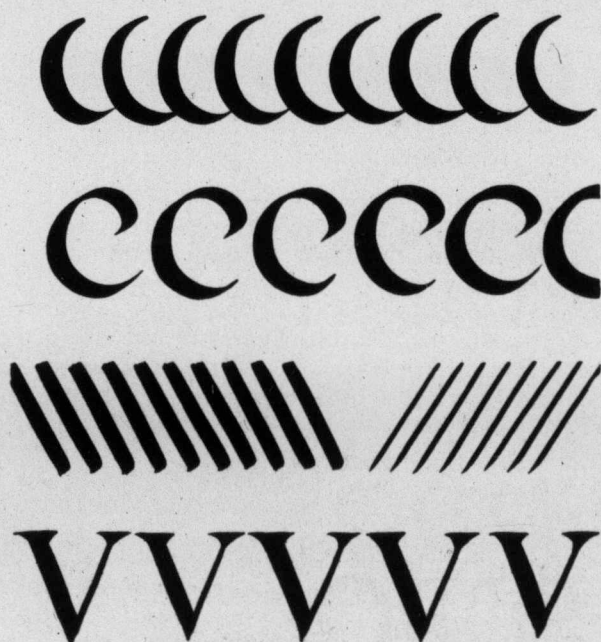
In every town there are hardware stores where painters' supplies are sold. At these stores you will find that a good assortment of dry paint colors is always carried in stock. These colors range in cost from 5 cents per pound upwards according to the color and quality.

For the beginner I would suggest the following colors, ultramarine blue, vermilion, chrome yellow and white and black.

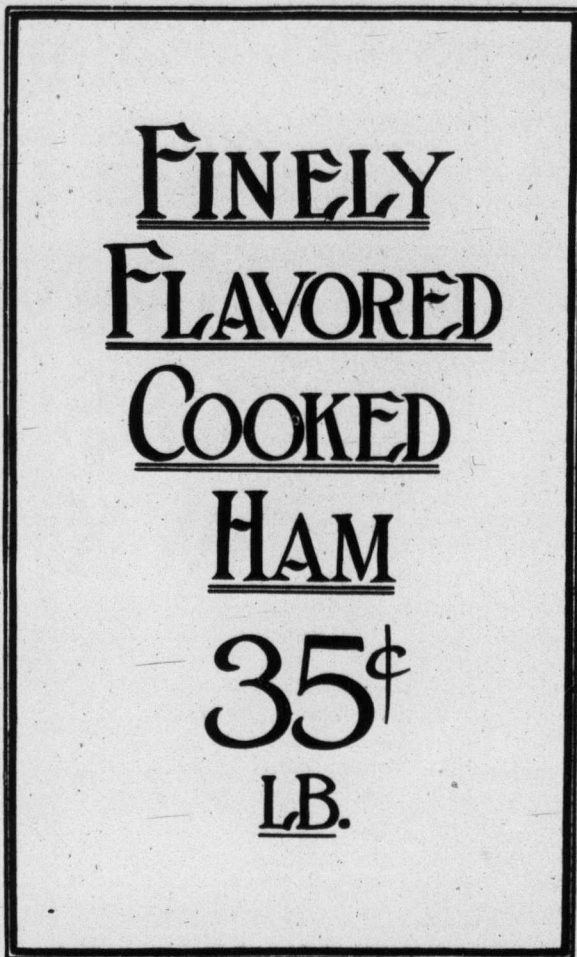
In the next lesson I will take up in detail the mixing of two or more colors to secure certain desirable shades. black. (In the next lesson I will take up in detail the mixing of two or more colors to secure certain desirable shades. One pound or even less of each color will be plenty to start with and will last for a long time. First secure five glass jars similar to jelly jars with tin covers. Tin receptacles should not be used because they rust, use glass containers if available. Glass jars with screw tops are the best because the contents are kept air-tight.

**Adding Mucilage.**

After placing the dry color in the receptacle, filling about two-thirds full pour in small quantities of water mixing thoroughly until the contents are thoroughly mixed



Exercise Work



A card that could be used to advantage just now on the provision counter.

and all lumps have disappeared. Enough water should be added until the mixture flows like thick syrup. Add about three teaspoons of good clear mucilage to the mixture. After again mixing thoroughly place the cover on tightly and allow to stand for one or two days. The mucilage is added as a sizing and prevents the color from rubbing off after it has been applied to the show cards. Gum arabic, obtainable at drug stores, is the best kind to use. It is almost colorless and does not affect the color of the paint. It comes in dry form and must be dissolved in hot water before being placed in the color. Black is used more than any other color. Most card writers use dry drop-black and mix it as needed. Should the colors become lumpy after mixing add a small quantity of wood alcohol. For white use dry zinc white or flake white and proceed in the same manner as with the other colors.

In all hardware and paint shops you will also find that they carry distemper colors in glass containers. These are dry colors ground in water and are often used by show card writers. In using distemper colors, just mix what is needed at one time and do not attempt to mix up the whole contents at one time. Distemper colors can be thinned down as required. In order to keep the coloring in good condition, follow the suggestion given in Figure 1 by keeping the color covered by water. This will prevent the color from drying out and save much time which might otherwise be lost in softening colors.

Figure 2 shows two styles of paddles for mixing colors. These are only suggestions. There are many other shapes, you can make, that will serve the purpose. Paddles can be easily made from cedar or pine and all card writers should keep a supply always on hand.



# London Grocers Picnic at Detroit

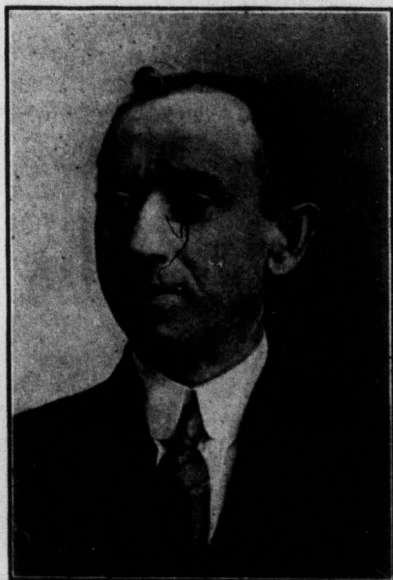
Despite Cold of Early Morning a Good Crowd Was on Hand — Visit Windsor, Sandwich and Walkerville on Way Over—Many Attend Big League Ball Game—There Was Fun Galore.

LONDON, Ont., June 30.—(Special). —The London Retail Grocers' Association ran their eleventh annual excursion to Detroit on Wednesday, June 23rd. The weather in the morning was more like the 23rd of April. Many of the grocers were wearing their overcoats at the depot that morning, but when they got to Detroit they wished they had left them at home. The sun came out in all its splendor, as if welcoming them and their friends. It was a perfect afternoon, but at least 200 remained at home on account of the morning conditions. However, there were 600 of London's fair wives and daughters with their husbands, etc.

The train had not gone many miles before the energetic committee got to work with their baskets loaded with oranges, bananas, sandwiches, olives and soft drinks of all kinds, even buttermilk. Every person on the train had their desire and more of the good things. The McCormick Manufacturing Co. and the D. S. Perrin Co. gave every person a souvenir box of candies and biscuits, which were greatly appreciated.

## Fun in the Car Ahead.

It was in the baggage car ahead that the grocers themselves congregated. There was a good supply of grape juice, orangeade, etc., and cigars. Solos, choruses, and the latest jokes were the



J. W. EEDY,

President of The Retail Grocers' Association, of London, whose excursion to Detroit was again successful.

order. The smiling countenance on every one bespoke of enjoyment, which was real. It was a picture that would do anyone good to see, and would sure make you forget your troubles if there were any. The caterers were Gordon Drake, Harvey Ellis, and George Ecclestone, and they certainly were at home behind the counter. One could not help having another one on their request—and a cigar for good measure. They couldn't have done better if you were paying them an old account.

President Eedy and Secretary Harley had charge of the basket brigade. They had working under them Alderman Adam Palmer, J. A. McFarlane, Harry Ranahan, Harry Hooper, E. J. Ryan and John Diprose. They served everything and anything, with the exception of the old cheese and crackers—that was left for the men in the buffet.

Ed. Ryan, assisted by a number of grocery clerks, looked after the vocal entertainment in the baggage car, and everybody joined in the chorus. Market Clerk Charles Maker acted as door-keeper for the sixth time. On arriving at Windsor, the grocers were entertained to an auto trip by the Neale Bread Co., assisted by the Board of Trade. They were shown through the Neale Bread Company's plant and the now historical Peabody plant. The blow-out of the Peabody plant, by the way, was greatly exaggerated by the press reports, as the damage will be less than one thousand dollars. They were also shown all through Walkerville and Sandwich. Many Windsor and Walkerville grocers lent their cars for the occasion, among them Messrs. Nairn, Fraser and Hawthorne. The trip was enjoyed by all, and the ladies particularly. The crowd then scattered for Detroit. Many took the pleasure steamer to Belle Isle, others looking through big stores. Still others went to the theatres, but the large majority of the men went to the Baseball Park to see Detroit and St. Louis play. The score was two to nothing in the seventh in favor of Detroit, when St. Louis scored two runs, tying it up, and for a time looked as if they were going to win; but Ty. Cobb finished the job up handsomely. Detroit won by 4 to 2. Gordon Drake and Tom Shaw were reported lost earlier in the day, but were located at the ball game.

Talk about your Barney Oldfield. Harry Harley's brother has him beaten



HARRY HARLEY.

Secretary of the London Association, and a hard worker for the success of the event.

a mile on speeding. Joe Beechey is not yet over his scare, and he is a speed artist himself on London streets.

## Grocers' Friends on Hand.

Harry J. Neale, of Neale Bread Co., and their London manager, Mr. Bridge, accompanied the grocers on the train, as did also N. Ripley, of M. Masuret & Co.; James McKenzie, of J. X. L. Spice Co.; Joe Beechey, of Hunt Bros.; W. Hungerford, of A. M. Smith & Co.; Harry Bell and Eddie Richards, of Scandrett Bros.; P. C. Powell, of Sunlight Soap Co.; W. Dowell, of Edward Adams Co.

A special train left Detroit at nine o'clock p.m. for London, and arrived about midnight, in time to get a street car home. Many remained over till Thursday night.

## On the Side.

President Eedy and Secretary Harley were in evidence at all times, making everybody happy.

Tom Shaw and Gordon Drake had to take in the burlesque show—the fat man gave it away.

The next time Dan Carter goes to Detroit he is going to take a trunk.

You would have thought it was the 17th of March, to see the committee with their green badges.



# The Toronto Grocers at Cobourg

One of the Biggest and Best Excursions Yet Held, Despite Unpromising Weather in the Morning—Many and Varied Contests—Grocers Win the Ball Game—Tugs-of-War Were Exciting Events—The 1915 History of the Big Event.

*Special Staff Correspondence.*



Some of the Judges: Dave Bell, Jerry Burns, Donald McLean, Billy Miller and Neil Carmichael. J. S. Bond is behind Bill Miller's cigar.



On the fore deck — Pitching marbles into the basket. See Announcer Dave Clark with the megaphone and J. S. Bond in the rear.



Three old-time ball players—Milt Cork, Jerry Burns and Fred. Thorne, in the game for 21 years.

**C**OBOURG, Ont., June 30. — The 1,013 excursionists who came here last Wednesday on the Toronto Grocers' Excursion bore ample evidence of the same spirit that is carrying our boys to victory at the front. The uninviting atmospheric conditions of the early morning would have dampened the excursion ardor of a great many, but not the indomitable "Admiral" Neil Carmichael and his lusty followers. The result was one of the biggest and best excursions the Toronto grocers have run in their 30 years' career, for just as the grounds were being approached in the early afternoon, sufficient blue sky was observed to make a man a pair of the proverbial trousers and inside half an hour everybody could have had them. From that time on, there was scarcely a cloud in the sky and the picnic became an unqualified success.

As with every Toronto grocers' excursion, there were contests galore and everywhere — fore and aft, starboard and port, and these were again multiplied on the pretty picnic grounds on the shore of Lake Ontario at Cobourg. There were marble throwing contests, guessing contests, a ball game, all kinds of running races for the children, middle aged and old folks and mixed up with the whole thing there was a lot of fun. One pleasing feature of the excursion this year, was the large number of grocers present. There were more than ever, and this is no doubt attributed to the amalgamation of the former Retail Grocers' Association and the Retail Merchants' Association since the last annual picnic. J. Milton Cork was the excursion secretary, and he received con-

gratulations from all sides on the way things were conducted both on the steamer and on the grounds. There wasn't a break in anything—except in the tug of war rope, and it wasn't strong enough for the dozen 200 avoirdupois men among the grocers.

## Contests of All Kinds.

There were tea contests, soap and ammonia contests, contests put on by a meat extract firm, metal and floor polish firms, computing scale men; coffee and blueing men, etc., etc. There were in fact so many of these competitions that it would have required the staff of the London Times during war time to collect everything. The only occasion, however, that the war correspondent of Canadian Grocer was required, was at the conclusion of the tug of war contest, when a rope strong enough had been secured; but more about that later. One of the features of the running races, particularly where the ladies were concerned was the manner in which the judges looked after the winners. Dave Clark, Neil Carmichael, Donald McLean, "Billy" Millers, Jerry Burns, Fred Higgins, et al., deserve special mention here, more particularly the first mentioned. The way they seized—that is seized the opportunity—to arrest the progress of the feminine marathoners when they reached the finishing line, was easily worth the trip. Fred Thorpe, W. J. Parks, W.

J. Nichol and E. M. Trowern had to forego this pleasure because they were assigned to the more prosaic duty of starting the runners.

For the time being that will be enough for the generalities. Now for the particular events which figured prominently in the day's outing. On board the "Turbinia" going down, in face of a fifty or sixty-mile breeze that felt as if it came somewhere from the Arctic regions, the marble throwing contests were held. Some carpenter among the grocers made a tripod, tin pail and barrel arrangement in which the marbles were to be thrown. This does not mean that they all reached their destination, but at any rate a sufficient number hit the tip ware to get Fred Higgins a \$50 computing scale, and Jerry Burns a gold watch—it should of course be remembered that Jerry Burns has been playing baseball with the Toronto grocers for the past 21 years. Harry Macdonald led in another and drew a box of soap. Fred Higgins' win of the computing scale, donated by the Brantford Computing Scale Co. was a popular one, but it was only secured after a throw off with Jerry Burns and some others.

In the contest open to grocers who are members of the Grocers' Section of the R. M. A., Jerry Burns, as intimated, was the winner, and he secured a handsome gold watch for his few exertions and good marksmanship. Milton Cork was second in this event, Donald (long o please) Nicholson was third and Harry Macdonald fourth. The N. K. Fairbanks open competition in marble throwing was won by Harry Macdonald with Nicholas Brown second, T. Sharp third



## CANADIAN GROCER

and G. H. Thornley fourth. There were no less than 65 contestants in this event. There was still another marble throwing contests on the grounds for the travelers over 50 years. This was won by Mr. Murphy with Jack Wright second.

### Some Fine Sprinting.

One would never have known from the speed displayed by some of the grocers in the foot races that they were suffering from headaches, lumbago and other troubles. Nevertheless that was exactly the case. In the race for grocers 45 years and under, W. J. Parks showed his heels to the rest of them with F. C. Higgins second, D. W. Clark third, and J. Porteous fourth; and then too considering the fact that a large object moving through the air has to displace several cubic inches of the atmosphere, one was astonished to see the rapid strides of the fat men. This was won by Harry Macdonald with Fred Thorne second, "Dave" Clark third and H. Newton fourth.

Still another race demonstrated that the married grocers have had splendid training in making quick get-aways. It

was won by Fred Thorne, with W. J. Nichol second, G. H. Thornley third, and W. J. Parks fourth.

One of course would naturally expect that the travelers can run fast and so they can. Any man who has to chase for a train every other morning of his life, as well as chase around for orders ought to be in shape for a hundred-yard dash at any time. This contest was won by H. S. Dallimore, followed by R. Barton, J. Barton and W. C. Patterson.

Just now there is a race on among the officers of the Retail Merchants' Association, who are conducting a big membership campaign in Toronto. "Billy" Miller, who is at the head of this organization work, entered this race and naturally won the prize. As a runner he is second only to a megaphone announcer. J. C. Doyle arrived a close second and Provincial Secretary E. M. Trowern easily trimmed the rest of the field in a walk. The lady grocery clerks also ran a race. This was won by Miss E. Varnell, followed by Miss M. Wilson, Miss R. Leigh and Miss Flora Macdonald. Soap, no doubt, would have been a splendid prize for this race, as it will

surely be needed to bring the flounces and lingerie back to their original immaculate condition. In the race for the wives of grocers Mrs. A. Curry, of Bloor street, crossed the rope a winner.

### The Men With the Pull.

And now for the tug of war. As already intimated, the first attempt was a failure, because of the fact that a rope is no stronger than its weakest strand—and the way the grocers piled up one on top of the other reminded one some what of a train wreck without the train. Some Cobourg enthusiasts; however, searched the town and came back with one that stood the test. First trial in this was won by the following six grocers:—Ferguson Giles, F. C. Higgins, Robert Dowson, Neil Carmichael, W. J. Parks and D. W. Clark. There were two other teams in this contest, one including Fred Thorne, Milton Cork, Harry Macdonald, Nicholas Brown, W. Gillespie and John Whelpdale. The third team included Jerry Burns, C. Collard, J. C. Sharp, W. J. Nichol, E. Sharp and T. C. Scott.

Canadian Grocer does not attempt to



1—Jerry Burns arranging for the tug-of-war.  
2—The tug-of-war just before the rope broke.  
3—J. S. Davison and Donald Nicolson, who are just learning to play euchre.

4—W. J. Parks and W. J. Nichol on field duty.  
5—Chairman Neil Carmichael throwing marbles for the scale.  
6—Making ready for the sports—W. J. Nichol, E. M. Trowern, Fred. Higgins and D. W. Clark.



## CANADIAN GROCER

say which of these won the second prize, but if anybody would like to know they might ask either Fred Thorne or Milton Cork on the one team, and W. J. Nichol or Jerry Burns on the other—but be very careful that men on opposite teams are not present when the inquiries are being made. The veteran grocer J. S. Bond was the official referee for this event, and so has ideas on the matter. Nevertheless the tug of war was a very exciting event and one that will live long in the annals of these historical picnic events.

### Grocers Win Ball Game.

Last but not least we come to the ball game. This was a glorious victory by the Grocers over the Travelers, the score being 13 to 10. The initial proceedings of this event looked as if the travelers were going to get the hats but Fred Thorne and his team came through in the next innings with 9 runs, which, as the sporting editors say, "put the game on ice." The grocers' team included Fred Thorne, Jerry Burns, Milton Cork, Jim McLean, W. J. Nichol and Messrs. Fawcett, Haffey, Brown and Irving. The travelers' team included Geo. Patterson, W. C. Patterson, Messrs. Davidson, McBurney, Littlejohn, Wiley, Wilson, Lane and Hamilton. With Fred Thorne on first, and Jerry Burns pasturing in the out field no wonder the grocers won. Mr. Bond was here again the official referee, and escaped unscathed after the game with the exception of the customary "complimentary" remarks an umpire always receives.

And so endeth the story of the 1915 picnic.

### On the Side.

Neil Carmichael and his lieutenants may well feel proud of the success of the event—the treasury will be enriched by a few hundred dollars at least.

Some of the boys were in the Cobourg jail—upon invitation of course.

Did anybody say John Davison would sooner play euchre than eat?

Wes. Williams' of Red Rose Tea, and "Billy" Miller's court session on board the boat was one of the funniest yet.

Where was Grocer Fitzpatrick from Lambton Mills? Edwin Raymond was hunting for him all day.

If you want to know the correct time ask Jerry Burns.

The Welch Grape Juice Co. had a demonstration on board—and R. H. Roberts had many callers during the trip.

In the R. M. A. staff race, E. M. Trowern was an Easy third.

"Davy" Bell was glad the grocers' picnic and Herb Lennox's didn't come on the same day.

"Bob" Dowson the Queen west grocer showed that he is a useful committee man—he was always on the job.

Bailey Snow says the crops look well

around Cobourg. Several rural citizens thought Bailey a parcel post inspector.

When it comes to "active service" as applied to baseball, the grocers have five actors who have been on the job since '94—Fred Thorne, Capt. and 1st baseman; Milt Cork and Jerry Burns, outfielders; Dave Clark, official scorer, and J. S. Bond, the general umpire.

Fred Higgins and Jerry Burns were long shots in the marble game, but finished well. 'Tis said that since the first contest at London they have been practising daily in The Back Shop.

Some lady said Ed. McCoy and Harry Brown were the captains of the good looking euchre teams.

Harry Macdonald demonstrated that he is still an active member of the Beef Trust Sprinters' Club.

John Davison, Donald Nicolson, W. J. Parks and Wm. Forster were right on edge for the euchre game; have an eye on them when it's pulled off.

Bill Dallimore is a grocer one day a year—on "picnic day."

Some Wednesday the ball teams are going to play a real game of "nine innings." Then McCaffrey may sign up a few to help Clymers climbers climb up instead of down.

Captain Fred Thorne's ball team were all wearing new hats last Sunday.

The Red Cross tent harbored Excursion-secretary Milton Cork during the day.

Somebody said that "Dave" Clark was the most popular judge in the ladies' races.

"Lord Kitchener"—the X Y Z in announcing—divided his time between calling out the various events and telling secrets to the canines that crossed the course.

If it hadn't been for the Comfort Soap guessing contest we never would have known the number on board.

The grocers' ball team certainly finished strong. It brought to mind the garrison finishes made in the 90's, when Sykes, Tom Holmes, Bob Davies and Tom Clark formed part of the old guard. "Lord Kitchener" was on deck, but "Bobs" Davies, Stewart, Maxwell and Williamson didn't risk the weather.

### THE CHERRY TO SELL NOW.

Each retailer should make a big feature this week and the beginning of next of Ox Heart Cherries, both the big white and black varieties. According to the Niagara Fruit Growers, this is the time of the year when the Ox Heart cherry is at its best. The time to get after this trade is right now.

## Letters to the Editor

Editor Canadian Grocer,—The American Express Company has developed a system of revenue which yields a handsome return. While the system is profitable for the company, it is only made so by the imposition of a charge of ten cents on each consignment entered in the train manifest for the customs at the port of entry into Canada.

The customs law requires all common carriers to make a report of cargoes imported as well as consigner's name and destination. If such goods are to be forwarded "in bond," to be cleared at an inland port, triplicate manifests must be made by the forwarding company. The writer had many years' experience in railway business and can vouch for the fact that no charge was levied for such service.

On a consignment for which a charge of twenty-five cents is made under the legalized freight tariff, a further charge of ten cents is made for manifesting same. To make the matter clearer—40 per cent. is added to the tariff charge for a service that they are obliged to perform.

Shipments from New York and Buffalo, via the port of Bridgeburg, destined for Hamilton, Toronto and other large centres, are very numerous, and would yield a handsome revenue if reported separately, but as they use blanket manifests, covering as many as thirty consignments, the system is vastly more profitable. Has such an addition to the tariff charge been sanctioned by the Railway Board? As the Express Company is the only one making such a charge, I conclude that it is not an authorized charge or other transportation lines would be working the gold mine. This charge has been levied since the company was compelled by the United States Service Commission to revise and reduce their tariff charges.

On foreign shipments entering the United States ports practically the same manifest system is used, but no charge is levied on importers.

It should be the duty of the Canadian Railway Board to order another revision and compel the express company to pay their own expenses in connection with the customs as the railways entering at this port are now doing and have always done.

C. W. VAHEY.

Bridgeburg, Ont., June 22, '15.

Murray Bros. general merchants, Viking, Alta., have sold to Wittman and Waugnness.





**Where Woman Reigns**

New York Sun.

An Oklahoma man laid violent hands on his wife because she gave him ham, eggs and toast for breakfast, although he had commanded her to cook pancakes.

The judge, a Daniel come to judgment, fined him \$25 and costs, taking judicial notice that ham and eggs with toast is a competent and savory breakfast, and memorably ruling that a married man's dominion and authority didn't reach into the kitchen; which by necessary inference is not run a la carte. Sound if not kind doctrine. In the matter of food the person bonded in matrimony must take meekly what he can get and disabuse himself of the fantasy that the dining room is a restaurant.

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**Co-operators and Their Dividends**

The Grocer, London, England.

It is the custom of those who support co-operatism to point out that this movement is for the benefit of the laboring classes. The philanthropic aspect of co-operation is the continual theme of many so-called social reformers, clergy and other public speakers who advocate the adoption of the co-operative system. The co-operators themselves never fail publicly to announce anything they do in what may be called a charitable direction. It is instructive therefore, to note that occasionally the selfish character of the co-operative movement comes into the daylight, and perhaps no more striking evidence of it could be found than at the recent half-yearly meeting of the St. Cuthbert's Co-operative Association held in Edinburgh. Some of the more philanthropic members of this society brought forward at the meeting a motion to the effect that during the war the price of goods should be reduced to allow the poorer members to remain loyal to their society, and in order to do this they desired to carry a resolution that the dividend should not exceed 2s. 6d. in the £. This, of course, touched the pockets of the members, and the value of their philanthropic feelings found expression in an ignominious rejection of such a proposal. Occasionally the independent reporter at meetings of co-operative societies is able to indicate the true feelings of the majority of the members as exhibited in the continuous demand made by them for dividends.

These instances are conclusive evidence that, whatever our philanthropists may say, the co-operative movement is simply a form of joint stock trading, the shareholders in the movement being as eager to make gains as are the shareholders in any other commercial concern. The sooner this is recognized, alike by philanthropists and cabinet ministers, the sooner will justice be done to the ordinary trading section of the public. It is a gross injustice that statutory privileges should be given to co-operative societies which are not afforded to any other section of the trading community, and this fact cannot be too constantly pointed out if fair play is to be secured.

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**The Black List**

The Enterprise, Chesley, Ont.

Chesley Retail Merchants' Association has a black list. It certainly can't be called the honor roll. We were shown the list of dead beats on Tuesday, and learned that the black-listers are being sued jointly for accounts they never intended paying if they could legally get out of them. There are some on that list whom we think are trying to be honest men and they should see that their debts are squared away and their names removed from the dishonor roll. There are also veteran dead-beats on that roll, and it would puzzle a committee to decide which of them should be placed at the head of the list.

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**Cotton's New Use**

Wall Street Journal.

Cotton is being blown up now at a faster rate than at any previous time in the history of the world. The use of guncotton in up-to-date warfare is enormous, being used largely in the high explosives; for instance the English cordite is 37 p.c. guncotton.

United States ordnance experts estimate that every time one of the big 15-inch guns of Uncle Sam's navy goes off there is one less bale of cotton, or 500 pounds. One discharge of the 12-inch gun consumes 300 pounds of cotton.

Those same experts figure that it requires one pound of cotton to make one pound of guncotton, the loss in weight being accounted for in the treating of cotton in a mixture of strong nitric and sulphuric acids. One of them estimates that 4,000,000 men on the firing line use up about 40,000 bales of cotton in a week

in fairly active fighting, although guesses on that score are necessarily vague.

Powder companies have been very large buyers of cotton.

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**Better Times Coming**

New York Commercial.

Manufacturers and eastern wholesalers who sell the bulk of their goods through commercial travelers who cover the country twice a year, found that retailers were conservative a month or two ago, but are now inquiring for more goods for delivery next fall. So marked has this change in sentiment in retail circles become that their travelers have gone back over their regular routes for a summer campaign, a thing never before done by them. The men will lose most of their nice long summer holiday but trade is calling them. Shoe manufacturers have found it necessary to cover the ground again in this way. It may be that they showed so many freaks and novelties last spring that the retailers did not know what to buy, but the retail trade of Cleveland, Pittsburg and the Middle West wants to buy more now and to receive guarantees of prompt deliveries as well. The roar and smoke of the steel mills tells them what is coming in the early fall.



**TEA PRICES NOW AND 40 YEARS AGO.**

(Continued from page 22.)

that there is no more land to be planted out on Ceylon, and not much suitable tea land in India. However, the planting of tea has extended to Sumatra, and the capacity for the production of the plant in Java is almost unlimited. Notwithstanding these things, it is difficult to see how we can hope for any lower prices at present. There is nothing on the horizon which would point to any sort of slump except one which is of the flash-in-the-pan variety. The new heavy buyers of tea—meaning France and Russia—have, we think, come to stay and therefore have increased consumption to an alarming extent. Therefore, as far as can be seen at present, teas are going to remain about as high as they are to-day for some years to come. They may even go higher. If they have got to go either higher or lower, we think they will go higher.





**SELLING SEED CORN.**

By P. Hache, Portneuf Station, Que.

I sell seed corn for fodder. I keep always a quantity in a conspicuous place. The customers always object to the price, which is double that of the ordinary corn. I suggest the comparison between a dollar's worth of mill feed and what half a dollar's worth of seed will produce, and the advantage and agreeableness and time spared in feeding the cows with the latter and the quality of the feed. The price is forgotten and the seed is bought, generally in quantity proportionate to the quantity of mill feed usually bought.

**INCREASING SALE OF BISCUITS.**

By Joseph Dubuc, Quebec P.O.

I have a case which contains about 6 lbs. of biscuits. We mix in this several different kinds, which cost 8c, 9c and 10c. These biscuits are very attractive, some being sugared, while others contain jam or marmalade. We sell them at 12c a pound, or 3 lbs. for 35c. This case is placed in a prominent position on the counter, and clients seeing it inquire as to the price, or sometimes we mark the price on it. We nearly always sell 3 lbs. at a time. Another advantage of this method is that it enables us to mix with these biscuits others which have been slow sellers and which we have been unable to get rid of in any other way. We usually mix eight or ten different kinds in the case. In this manner we sell about 300 lbs. of biscuits a month.

Some time ago we received 5 cases of salmon in half tins which we could retail at 5c a tin. We placed some of them in our windows with the price 5c marked on a show card. We sold the five cases in a month. The public were attracted by the low price and the convenient size of the tins. This salmon cost us \$3.80 the case of 8 dozen.

**KEEPING THE STORE CLEAN.**

One of the important duties of the clerk is to help keep the store clean. Not only should a grocery store be clean and sanitary in every way, but the clerks should have clean hands and should also be neat in appearance. The proprietor or manager who fails to properly instruct his men in such things falls short of doing his duty to himself and his business.

The matter of sanitary stores and kin-

dred subjects is constantly receiving so much consideration in the newspapers and periodicals, that the public naturally expects the cleanest, neatest kind of service.

The delivery boy with the soiled hands is a reflection on the management of a store and anyone who thinks such things pass unnoticed is mistaken.

Some chains of stores, notably one which is going ahead at a very rapid rate, are paying great attention to maintaining clean stores. This is because the management is up-to-date and knows the value of it from an advertising point of view.

The grocer who gets the name of having the cleanest, neatest store in his community and who sees that the clerks are neat both in their appearance and the handling of goods will seldom fail to increase his business by this very method.

The man who can honestly talk up the clean handling of goods in his store in his advertising will score a big hit by so doing. The public has gone from one extreme to the other in this matter, and women will go a long way, sometimes, to patronize what is to them the ideal kind of store.

**SHOW CARD SUGGESTIONS.**

Pickles—sweet and sour—mixed or not, just as you like.

Canned cherries, fine quality in heavy syrup.

Canned soups take but little time to prepare and make an appetizing dish.

Superior olive oil, tasteless in ginger ale.

Something dainty and tasty, club cheese in tinfoil.

A broom that sweeps clean—light weight.

Ammonia is useful for a great many things, and this is the best.

Your orders will be delivered carefully and promptly.

Fancy cakes and crackers—fine for luncheons, or any meal.

Butter that's better, sweeter, fresher—absolutely the finest quality.

This is guaranteed to be a pure cider vinegar.

Rolled oats from the finest selected oats—free from shucks and dirt.

If you are a "doubting Thomas" come in and let us prove we sell the finest groceries on earth.

Celery—fresh and crisp.

For the jaded appetite see our vegetable display.

Don't forget the grape juice—this is extra fine.

Bring a dollar in and see what it will do here.

All the "fixins" for salads.

Finest lettuce — small leaf, tender, crisp, positively first quality.

All groceries in this store are bought up to a standard and not down to a price.

Gelatine of a dozen different flavors—every one of superior quality.

Coffee that makes you forget everything else you had for breakfast.

Spices with a known reputation for quality.

No picnic is complete without olives—these are extra good ones.

Several kinds of quick-to-get breakfast foods.

Peanut butter is a fine sandwich spread for the kiddies.

Sandwich time is here—peanut butter, cheese and jelly, deviled ham, sliced tongue, and many others. We have them all.

You can't beat these canned beets—Grocers' Magazine.

**SORRY HE ASKED.**

The new clergyman was sent for by an elderly lady.

"Oh, sir," she said, "I hope you will excuse my asking you to call, but when I heard you preach and pray last Sunday you did so remind me of my poor brother, who was took from me, that I felt I must speak with you."

"And how long ago did your poor brother die?" asked the clergyman, sympathetically.

"Oh, sir, he isn't dead," was the reply; "he was took to the asylum."—Boston Transcript.

A branch of the Retail Merchants' Association was formed at Carleton Place, Ont., under the leadership of Eric C. Jamieson, district secretary for Eastern Ontario. Ex-Mayor Jas. E. Bennett, butcher, was elected president. G. H. Edwards, grocer, vice-president, and W. H. Matthews, furniture dealer and undertaker, secretary.





## Quebec and Maritime Provinces.

C. S. Phillips, grocer, St. John, N.B., has sold to J. W. Phillips.

George A. McHaffie, manager of the Tuckett Tobacco Co., Montreal branch, has been appointed a transport officer with the 60th Canadian Battalion.

W. A. Black, vice-president and managing director of the Ogilvie Flour Mills Company, Limited, has left for an extended tour throughout the Canadian Northwest.

The "Carisbrook," which sailed from Montreal, June 5, under charter of MacLean Kennedy Co., carrying approximately 140,000 bushels of grain, was sunk by a German torpedo off the north of Scotland. Thirteen of a crew of twenty were saved.

The daylight saving plan is meeting with favor among St. John, N.B., grocery houses. Several St. John wholesalers in addition to closing at noon on Saturdays have cut an hour off in the average day by closing at 5 instead of 6 o'clock during the summer months.

Retailers of Charlottetown, P. E. I., have formed a Retail Merchants' Association. The following officers were appointed: President, S. A. McDonald; first vice-president, R. H. Jenkins; second vice, William Peardon; treasurer, C. H. Black. Ernest Sellar was appointed secretary of the grocery branch.

## Ontario.

Robt. Cahoon, grocer, Toronto, has sold to H. L. Martin.

Geo. H. Hopper, grocer, Ottawa, is succeeded by W. G. Cunyworth.

J. M. Heard is operating a grocery store on Simcoe street, Peterborough, Ont.

White & Co., wholesale fruit dealers, Toronto, sustained a small fire loss last week; insured.

The Ratcliff Paper Co., Ltd., have removed to their new warehouses, No. 44-46 York street, Toronto.

The merchants of Huntsville, Ont., close each night at 6 p.m. except Saturdays and nights before holidays.

Mrs. M. E. Draper has opened a grocery store on the corner of Ontario and Napier streets, Collingwood, Ont.

The Ralston Shoe Polish Co. have moved from 26 McNab street south to 33 Sanford avenue south, Hamilton, Ont.

Jas. Harris, Jr., managing director of the Harris Abattoir Co., Toronto, was in-

jured in an automobile accident last week.

Private William L. Lindner, reported from the front as dangerously ill, is a son of W. A. Lindner, of Lindners, Ltd., Toronto.

The Noble Manufacturing Co., biscuit manufacturers, St. Thomas, Ont., resumed operations last Monday under the management of H. S. Moore.

Jas. P. Peltier of Fort William, Ont., has taken over the business of Scannells, Limited, commission merchants, manufacturers' agents and wholesale confectioners. Mr. Peltier was formerly in business as a manufacturers' agent in Fort William.

The following Napanee, Ont., grocers have decided to close Wednesday afternoon during July and August: H. W. Kelly, J. H. Fish, The Fair, A. S. Kimmerly, The H. E. Maddock Co., S. Casey Denison, R. J. Wales, F. H. Perry, T. D. Scrimshaw, John Paisley, V. Cowling, Theo. Windover.

A number of Toronto grocers and travelers recently spent a pleasant holiday at Burleigh Falls on the Kawartha Lakes. The party included D. W. Clark, J. M. Cork, T. P. Loblaw, W. McCaw, T. J., R. and J. Medland. It is reported that the water in Black Duck lake took a fall when these grocer-anglers left.

It was announced last week in London, Ont., that the Travelers' Mutual Benefit Association of Western Ontario, organized 29 years ago, had decided to go into voluntary liquidation. Numerous death claims in the past few years are given as the cause. All claims incurred prior to June 19 will be met and the members will make up the deficiency by a special assessment.

## Western Canada.

E. A. Hardham, grocer, Winnipeg, is succeeded by T. B. Vickery.

E. P. Milward, grocer, Brandon, Man., has sold his 10th street grocery to L. C. Powell.

One of the oldest general stores in Camrose, Alta., the R. B. Price store, has been sold to J. H. Green of Winnipeg.

On June 5 E. Windfield became proprietor of the Broadway Grocery Co., Winnipeg. H. A. King was formerly proprietor.

The date of the picnic of the Vancouver, B.C., grocers has been changed to July 28. It will be held at Bowen Island.

A. E. Kinnear of the Central Cash Grocery, Lethbridge, Alta., is now occupying the store vacated by Thompson's Grocery, 1112 Sixth avenue south.

The Central Wholesale Grocers and Commission Co. has been formed by Vegreville, Alta., men and will open a wholesale warehouse there in the near future.

W. S. Thompson is moving his grocery from Sixth avenue, Lethbridge, Alta., to the store adjoining P. Burns Co., on Third avenue.

The 1915 officers of the Victoria, B.C., Retail Merchants' Association are: President, W. J. Shortt, of Shortt, Hill & Duncan; first vice-president, J. H. Fletcher, of Fletcher Bros.; second vice-president, E. A. Waterman, Weiler Bros., Limited.

At a recent meeting of Victoria, B.C., retail grocers, the advisability of eliminating credit accounts from their trade, and establishing the same generally upon a cash basis, was considered. A further meeting of the trade will be held at an early date with a view to arriving at some uniform action on the subject.

The following Saskatchewan retailers were in Regina recently discussing with the Government inspector matters in connection with the retail trade, including that of farmers' clubs buying direct: J. L. S. Hutchinson, Provincial Treasurer of the Saskatchewan Retail Merchants' Association, and F. E. Raymond, Secretary, both of Saskatoon; W. W. Cooper, Swift Current; H. D. MacPherson, Regina; S. D. McMicken, Moose Jaw; J. A. Nichol, Radisson; N. J. Soupley, Aylesbury; E. H. Insull, Craik; A. E. Evans, Outlook; and P. M. Anderson, Regina, solicitor to the association.

Nanaimo, B.C., retail merchants have organized an association with Geo. S. Hougham, secretary. Officers elected were as follows: President, W. R. Griffith, manager, P. Burns & Co.; first vice-president, John Sampson, hardware merchant; second vice-president, Harvey Murphy, men's furnishings; treasurer, Chas. Rawlinson, Rawlinson & Glaholm, grocers; executive, R. McRae, McRae & Lucier, gents' furnishings; A. R. Johnston, A. R. Johnston & Co., grocers; etc.; R. Ormond, the Ideal Plumbing & Heating Co.; H. Leaman, manager the Workmen's Co-operative Association; Mr. Armstrong, of Armstrong & Chiswell, ladies' furnishings; and A. McPhail, of the McPhail-Smith Hardware Co.



# Noticeable Firmness in Currants

Both Markets Reflect Stiffening in Currant Prices—Fancy Molasses Higher in Montreal—Nuts Are Firming Up—Tea Market Very Strong—Indians Sell at High Levels.

Office of Publication, Toronto, June 30th, 1915.

**T**HE situation in the egg market is interesting because it looks now as if we shall have lower prices within a week or two. The fact of the matter is that there is an enormous supply of new-laid eggs in the West and it is understood that new-laid eggs can be bought out there for 16c. If that is the case they can be shipped down here for—at the most—18c, and that is a cent or two under our price here. For that reason it looks as if levels in new-laid eggs will shrink some during the next two or three weeks. It is simply a case of over-production, just as in the States. This year there are more eggs than the public really needs, although there has been, too, an abnormal public consumption. Storage facilities are poor inasmuch as both on this side of the line and the other, there has been a good deal of meat storage which has taken up practically all storage room. For this reason the eggs are thrown on the market and there is apt to be a glut. With added competition from our own Canadian West, the price of new-laid eggs ought to get down here in the East a couple of cents within a short time; otherwise it will pay Western shippers to send their eggs down East and they will be able to turn them over to advantage.

Once more we have to record an advance in the price of cheese. For two or three weeks the markets have been fairly steady and even showed—three weeks ago—a disposition towards shrinkage. This, however, was a flash in the pan and was not a permanent condition for the cheese market. This week again all prices are up half a cent, following a rise of half a cent last week too. Some very active buying has been going on over the cables, and the price has steadily advanced for two or three days, simply on English buying. Apparently they cannot get enough cheese over there and it is said that the army is consuming an extraordinary amount. In one way it is not surprising that cheese has gone up again this last two weeks because of the remarkable drop in London from 95 shillings to 81 shillings for Canadian cheese was so startling that it was inevitable there should be a reaction. At the moment of writing prices in London are still going up.

All fruits and vegetables show a disposition towards easier prices this week. There are several new lines on the market and of lines that have been with us for some time there is now an abundance where before there was only just enough and sometimes a scarcity. Canadian cherries are now on the market and getting the business rather than California crop. This year's cherry crop looks to be fair and it may turn out—in proportion—as good as the strawberry crop has been.

A big feature of the grocery trade in general this year so far has been the amount of fish that has been sold. Each week reveals the fact that fish men are selling far more fish this year than they were last year and for this there are two reasons: First of all the hotel trade has grown to a very considerable extent during the last twelve months and in addition to that the general public has shown a marked preference for fish with fresh meat at such high levels. Fish men are luckily in the position to meet the demand because their prices in some cases are two or three cents under those of last year. Lobster, for instance, is much cheaper, and white fish, trout, flounders and blue fish and so on are all of moderate price. There is no doubt that a good deal more fish is being eaten this summer than has been the case for some time past. Consonant with this has been the big demand for salad vegetables; lettuce, cresses and the like have all had a good sale now for the last couple of months.

## Markets in Brief

### QUEBEC MARKETS.

#### FLOUR AND CEREALS—

No further change in flour.  
Flour demand quiet.  
No change in rolled oats.  
Feed market a little steadier.

#### FISH AND OYSTERS—

Gaspe salmon advanced 2c per lb.  
Haddock supply curtailed.  
Lobster fishing poor.  
Dore and trout scarcer.  
Dominion Day affects supplies.

#### PRODUCE AND PROVISIONS—

Broilers arriving more freely.  
Honey market featureless.  
Eggs receipts large.  
Cheese market much higher.  
Receipts of butter slightly off.  
Pure lard quotations down ¼c.

#### FRUIT AND VEGETABLES—

Market up on oranges.  
New apples arrive at \$2 box.  
Big drop in strawberries.  
Grapefruit scarce and high.  
New potatoes drop to \$2.75 bag.  
Lettuce a glut on the market.  
Cucumbers 60c per dozen.

#### GENERAL GROCERIES—

Fancy molasses up; choice down.  
Currants up 1c per lb.  
Sultanas and figs advance ¼c.  
Shelled walnuts advance 1c lb.  
Advance in cream of tartar.  
Japan new crop steadies tea market.  
Better demand felt for sugar.

### ONTARIO MARKETS.

#### FLOUR AND CEREALS—

Flour prices weak.  
Rolled oats dull.  
Mill feeds still strong.  
Good prospects for crops.

#### FISH AND OYSTERS—

Roe shad getting scarce.  
Blue fish now selling.  
Trout and whitefish cheap.  
Lobster prices down.  
Good all-round demand.

#### PRODUCE AND PROVISIONS—

Western eggs are competitors; may send Eastern prices down.  
Butter prices very firm.  
Cheese up once more.  
Demand for cooked meats.  
Honey may be scarce.

#### FRUIT AND VEGETABLES—

Domestic cherries now in.  
Strawberries much reduced.  
Mushroom prices higher.  
Asparagus quotations down.  
Peaches and plums selling.  
Demand for salad stuff.

#### GENERAL GROCERIES—

Foreign walnuts scarce.  
Currants stiffen up.  
Tea levels quite firm.  
Sugar market dull.  
Coffee trifle firmer.  
Collections and trade better.

### QUEBEC MARKETS.

Montreal, July 1.—A Montreal importer declares that the worst of the depression is over, and that a big improvement has already been seen in business. He believes that the country has had the blues, and has been importing nothing. All the wholesalers are busier than they were two weeks ago, and it will soon be a question of getting the stuff.



## CANADIAN GROCER

Among the most important changes is an advance in fancy molasses to the retailer. The wholesalers put the market up 2c per gallon, following an even bigger advance in the primary market. On the other hand, the price of choice molasses has declined as the price was already high, and the demand not heavy. It is hoped now that a difference of six or seven cents exists between the price of choice and fancy that there will be a much better demand for former.

Advances have taken place in several lines of dried fruits. Currants went up a cent, and during the week the market here has been combed for supplies, with little success. It looks as though, with small spot stocks in Canada, and scarcity in London and Greece, that prices here will be higher. Both Sultanas and figs are up 1/2c per lb. It is well known that the former are scarce, and the latter will not be coming from Turkey for some time to come. It begins to look as though there will be a scramble for some of these lines between now and September.

**SUGAR.**—There is considerable buying of refined going on in New York for export, but early this week it had had no effect on prices. It is not thought here that prices in Canada will go up this week at any rate. Raws are hanging around 4 7/8 and 4 15-16. There has been a decided improvement in the demand here, following arrival of cheaper fruits.

Extra Granulated Sugars—		Per 100 lbs.
100 lb. bags	.....	6 65
50 lb. bags	.....	6 75
2 and 5-lb. carton	.....	6 95
Yellow Sugars—		
No. 3	.....	6 50
No. 1	.....	6 25
Extra Ground Sugars—		
Barrels	.....	7 05
50 lb. boxes	.....	7 25
25 lb. boxes	.....	7 45
Powdered Sugars—		
Barrels	.....	6 85
50 lb. boxes	.....	7 05
25 lb. boxes	.....	7 25
Paris Lump—		
100 lb. boxes	.....	7 40
50 lb. boxes	.....	7 50
25 lb. boxes	.....	7 70
Crystal Diamonds—		
Barrels	.....	7 30
100 lb. boxes	.....	7 40
50 lb. boxes	.....	7 50
25 lb. boxes	.....	7 70
Cartons and half cartons	.....	8 05
Crystal Dominoes, cartons	.....	8 15

**TEA.**—It was expected that black teas would take a big jump in this market, but there has been no advance for three weeks. This is thought in some quarters to be due to arrival of Japan teas on this market at a comparatively low level, and a good crop. However, black teas continue scarce, and while they appear to have reached their zenith at the present moment, it would not surprise the trade to see them go higher still. Retailers are buying more freely, realizing that market is high, but they are hard to convince. Some are buying at the advance, their stocks having become low. They are inquiring for cheap teas, but what used to be called cheap teas are now dear teas, with the exception of Japans. Chinas are reported to be cheap but they are hard to find. There is lots

of poor tea on the market, but very little cheap tea.

**DRIED FRUITS.**—Currants advanced 1c per lb. early this week and are scarce in London and in Greece. They are likely to go higher. Importers are doing their utmost to buy up all they can lay hands on in Canada, as they cannot be imported at less than 8c. A situation unprecedented exists in market for currants. Both figs and Sultanas advanced 1/2c in primary market this week. No figs are expected out of Turkey for two years, which fact is the cause of considerable speculation in these two lines.

EVAPORATED FRUITS.		Per lb.
Apples, choice winter, 25-lb. boxes	.....	0 09
Apricots	.....	0 15 1/2
Nectarines, choice	.....	0 11 1/2
Peaches, choice	.....	0 10
Pears, choice	.....	0 13 1/2
Apples, choice winter, 50-lb. boxes	.....	0 08 1/2

DRIED FRUITS		
Candied Peels—		
Lemon	.....	0 30
Lemon	.....	0 13 1/2
Orange	.....	0 14
Currants—		
Amalias, loose	.....	0 07 1/2
Amalias, 1-lb. pkgs.	.....	0 08
Filiatras, fine, loose, new	.....	0 07 1/2
Filiatras, packages, new	.....	0 08
Vostizzas, loose	.....	0 08 1/2
Dates—		
Dromedary, package stock, per pkg.	.....	0 09
Fardis, choicest	.....	0 12 1/2
Hallowee, loose	.....	0 08
Hallowee, 1-lb. pkgs.	.....	0 07 1/2
Figs—		
8 crown, 12 lb. boxes, fancy, layer, lb.	.....	0 14
7 crown, 12 lb. boxes, fancy, layer, lb.	.....	0 14
6 crown, 12 lb. boxes, fancy, layer, lb.	.....	0 13 1/2
1 lb. glove boxes, each	.....	0 12
Prunes—		
30 to 40, in 25-lb. boxes, faced	.....	0 14
40 to 50, in 25-lb. boxes, faced	.....	0 13
50 to 60, in 25-lb. boxes, faced	.....	0 12
60 to 70, in 25-lb. boxes, faced	.....	0 11
70 to 80, in 25-lb. boxes, faced	.....	0 10
80 to 90, in 25-lb. boxes, faced	.....	0 09 1/2
90 to 100, in 25-lb. boxes, faced	.....	0 09
Raisins—		
Malaga, table box of 22 lbs., 3-crown cluster, \$2.50; 5-crown cluster	.....	3 60
Muscadels, loose, 3 crown, lb.	.....	0 09
Sultana, loose	.....	0 10
Sultana, 1-lb. packages	.....	0 11 1/2
Valencia, selected	.....	0 09
Valencia, 4-cr. layer	.....	0 09 1/2
Cal. seedless, 15 oz.	.....	0 11
Seedless, 12 oz.	.....	0 08 1/2
Fancy seeded, 12 oz.	.....	0 09
Choice seeded, 15 oz.	.....	0 13 1/2

Prices quoted on all lines of fruits are liable to be shaded for quantities, according to the state of market.

**RICE.**—Canadian millers state that if the situation warrants it, prices will be advanced later. Considerable difficulty is being experienced in securing supplies. On the other hand, in certain qualities a reduction would not be surprising. Freights are interfering with the export of British rices. There is lots of rice in England, and it is suggested by a Montreal miller that more rices might come to this market than could be handled if the freight difficulty were overcome. On the other hand, an importer states that it is the prices of rice in England which prevents its importation, and that these are advancing right along. Markets are strong, both in England and in the East.

Rangoon Rices—		Per cwt.
Rangoon, "B"	.....	3 70
"C.C."	.....	3 60
India bright	.....	3 85
Lustre	.....	3 95
Fancy Rices—		Per cwt.
Imperial Glace	.....	5 50
Sparkle	.....	5 70
Crystal	.....	5 45
Ice drips	.....	5 20
Snow	.....	5 70
Polished	.....	4 85
Pearl	.....	5 05

Prices are per 100 lbs., packed in bags (100 lbs.), half-bags (50 lbs.), and quarter-bags (25 lbs.); add 10c per 100 lbs. for pockets (25 lbs.), and 20c for half-pockets (12 1/2 lbs.)

Imported Patna.		Per lb.
Bags, 224 lbs.	.....	0 06 0 06 1/2
Half bags, 112 lbs.	.....	0 06 1/2 0 06
Quarter bags, 56 lbs.	.....	0 06 1/2 0 06 1/2
Velvet head Carolina	.....	0 06 1/2 0 10 1/2
Sago, brown	.....	0 06 1/2 0 07
Tapioca—		
Pearl, lb.	.....	0 06 1/2 0 07
Seed, lb.	.....	0 06 1/2 0 07

**NUTS.**—Shelled walnuts on Monday advanced 1c lb. on account of scarcity, and there will be no more exported until September, as it is unsafe in the heat. Brazils are up 3c per lb., and are now offered to the retailer at 15c to 16c; they are said to be scarce. Shelled almonds are firm.

Almonds, Tara	.....	0 17	0 18
Grenobles, new	.....	0 15 1/2	0 16 1/2
Marbots, new	.....	0 12	0 14 1/2
Shelled walnuts, new, per lb.	.....	0 36	0 37
Shelled almonds, 25-lb. boxes, per lb.	.....	0 38	0 40
Sicily almonds	.....	0 13	0 14
Filberts, shelled	.....	0 30	0 32
Pecans, large	.....	0 18	0 21
Brazils, new	.....	0 11 1/2	0 12
Peanuts, No. 1, 1 1/2c; No. 2	.....	0 09 1/2	0 09 1/2
Peanuts, No. 3	.....	0 08 1/2	0 08 1/2

**MOLASSES.**—Montreal wholesalers have advanced the price to retailers on molasses, following the advance in Barbadoes. The price on fancy was advanced 2c per gallon, which brings the price on Montreal Island to 47c, and to outside points 44c. The price of choice molasses was dropped 1c per gallon, as there is not a big demand for it, and the price was considered rather high. It was hoped that, with a difference of six or seven cents between the prices of fancy and choice, that the demand for the latter would improve. The general opinion in the trade is that considering that molasses cannot be laid down in Montreal to-day for less than 45c, wholesalers have not made the price high enough on fancy molasses. Importers declare that situation grows stronger all the time, and the output has been further curtailed by rains in Barbadoes. Little can be heard of further large sales in or around Montreal.

		Price for Island of Montreal.	
		Fancy.	Choice.
Barbadoes Molasses—			
Punchoons	.....	0 47	0 40
Barrels	.....	0 50	0 45
Half barrels	.....	0 52	0 45
For outside territories prices range about 3c lower for fancy; nothing for choice.			
Careful lots of 20 punchoons or its equivalent in barrels or half barrels, to one buyer, may be sold at "open prices." No discounts will be given.			
Corn Syrup—			
Barrels, per lb. 3 1/2c; 1/2 bbls., 4c; 1/4 bbls.	.....	0 04 1/2	
Pails, 3 3/4 lbs., \$1.25; 25 lbs.	.....	1 48	
Cases, 2 lb. tins, 9 doz. in case	.....	2 65	
Cases, 5 lb. tins, 1 doz. in case	.....	3 00	
Cases, 10 lb. tins, 1/2 doz. in case	.....	2 80	
Cases, 20 lb. tins, 1/4 doz. in case	.....	2 85	
Maple Syrup—			
New, pure, per 8 1/2 lb. tin	.....	0 75	0 80
Pure, in 15 gal. kegs, 8c per lb. or, per gal.	.....	1 15	
Maple sugar, pure, per lb.	.....	0 10	0 12

**COFFEE.**—The trade is buying their usual lines, and prices are about same as they have been for the past six months. Coffee at primary points is quoted about as low as possible, but the high freight rates, war tax and insurance makes it rather dear in Canada.

Coffee, Roasted—		
Bogotas	.....	0 26
Jamaica	.....	0 17
Java	.....	0 31
Maricao	.....	0 25
Mexican	.....	0 27
Mocha	.....	0 33
Rio	.....	0 15
Santos	.....	0 21
Chicory, per lb.	.....	0 10

**SPICES.**—Cream of tartar has been advanced during the past week, and



## CANADIAN GROCER

quotations should now read 45-50c. Difficulty is being experienced in getting the raw material. These prices are, of course, for absolutely pure cream. Sage would cost down to-day 32c, and would retail between 40 and 45c, which is practically prohibitive. Only a few New York houses have it. Cloves are not down enough to affect our quotations. Pepper keeps high, but is fluctuating.

	5 and 10-lb. boxes	¼-lb. pkgs. dozen	¼-lb. tin
Allspice	0 17	0 70-0 80	0 24
Cassia	0 23	0 75-1 05	0 31
Cayenne pepper	0 30	1 05-1 21	0 35
Cloves	0 41	1 21-1 31	0 48
Cream tartar-45-50c.			
Ginger, Cochia	0 19		
Ginger, Jamaica	0 23	1 00-1 15	0 31
Mace	0 80	1 00-1 15	0 31
Nutmegs	0 40	1 05-1 25	0 75
Pepper, black	0 20	0 90-1 00	0 31
Pepper, white	0 31	1 15-1 20	0 40
Pastry spice	0 23	0 85-1 20	0 31
Pickling spice	0 20	0 85-1 00	0 80-0 95
Turmeric	0 21-0 23		

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

Cardamon seed, per lb., bulk	2 00	2 50
Carraway—		
Canadian	0 15	0 13
Dutch	0 22	0 25
Cinnamon, China, lb.	0 19	0 23
Mustard seed, bulk	0 36	0 46
Celery seed, bulk	0 35	0 35
Cayenne chillies	0 19 1/4	0 17
Shredded cocconut, in pails		
Pimento, pure		

**DRIED VEGETABLES.**—Prices being quoted for beans are about the same as have prevailed during past few weeks, that is, they are high. It is asserted that the crop is pretty well cleaned up, and that only about fifteen cars remain. Reports are to the effect that peas also are cleaned up in first hands.

Beans—		
Canadian, 3-lb. pickers, per bushel	3 25	3 30
Yellow, per bushel	3 50	3 50
Yellow eyes, per bushel	3 50	3 50
Lima, per lb.	0 07 1/2	0 08
Peas, white soup, per bushel	2 85	3 00
Peas, split, bag, 96 lbs.	5 25	5 25
Barley, pot, per bag	2 85	2 85
Barley, pearl	4 50	4 50

### ONTARIO MARKETS.

Toronto, June 30, 1915.—At last we have had three or four consecutive days of hot weather, for which the saints be praised! Summer drinks are moving after all. There were those who thought they would be a sort of red herring this year, on account of the protracted cold weather, to which there seemed to be no let up. Cooked meats is another good hot weather line, and the market for these remains fairly firm, with a better demand than most years in bulk—though individual orders are not so heavy, possibly.

All sorts and conditions of fruits and vegetables continue to arrive, and salad vegetables are getting good business. Such things as cucumbers, lettuce, radishes and that sort of product are to be preferred—it is apparent—above cauliflower and cabbage and potato. Light, fresh salads ought to have a good market. The weather man is supposed to have prophesied an extremely hot session, now that it has showed itself, and if this be so, salads should be good business. Fish is moving very well, too. Butchers say that their trade is none too rosy just now, and that between the

egg demand and the fish demand they are hard put to it. It may be so, at that.

Trade is getting gradually, but none the less surely, on to a better footing. Collections, many wholesalers tell us, are better than for some time, and looking back over the past nine or ten months, taking things by and large, we have not done so badly. Nobody, not even the most sanguine, would have predicted so quick and so sane a reorganization of our commercial values as we now have. It has been hard going, but values now are valid; before, in almost every branch of commercialism, they were inflated.

Demand, in most lines, continues to be hand-to-mouth rather than of the large-order character. Nevertheless, this is not at all harmful. The orders come in just the same, and, indeed, they are more sure when buying is done by this new method.

We would draw the attention of our readers to the produce and provision markets this week, as given on another page in this issue. Reports from both Montreal and this city are interesting, particularly with regard to the butter and the egg situation.

**SUGAR.**—There is no change in this market, and little in New York, unless it be that the tone is somewhat easier there. This may or may not be due to the report on the beet crop, which, it is estimated, will be in the neighborhood of 29 per cent. better this year than last. Then figures are approximately 750,000 tons this year; last year the crop was little more than 600,000. Such an estimate may be a bear factor to some extent. It is said that British and French buying has slackened somewhat, and the price of raws has declined slightly. As for Toronto, there is about as little doing as ever; prices are felt to be too low, but active competition keeps them there.

Extra Granulated Sugars, Montreal Refined—per 100 lbs.	
100 lb. bags	6 71
20 lb. bags	6 81
10 lb. bags	6 85
2 and 5-lb. cartons	7 00
Nova Scotia refined, 100-lb. bags	6 61
New Brunswick refined, 100-lb. bags	6 71
Extra Ground Sugars—	
Barrels	7 11
50 lb. boxes	7 29
25 lb. boxes	7 41
Powdered Sugars—	
Barrels	6 91
50 lb. boxes	7 11
25 lb. boxes	7 31
Crystal Diamonds—	
Barrels	7 36
100 lb. boxes	7 45
50 lb. boxes	7 56
Cartons (20 to case)	8 11
Cartons (50 to case)	8 61
Crystal Dominoes, cartons	8 11
Paris Lump—	
100 lb. boxes	7 46
50 lb. boxes	7 56
25 lb. boxes	7 76
Yellow Sugars—	
No. 1	6 31
Barrels granulated and yellow may be had at 5c per cwt. above bag prices.	

**TEA.**—On account of the holiday this week we are not able to have cable news of the London auction which takes place there. The market tone all week has been exceedingly firm, however, and there is no prospect of any reduction, if

even an advance does not happen along again. Moreover, prices on the Indian market are very high. It was thought when the buying opened that there might be a reaction and lower values, but this did not materialize, and Indians are quoted—the common teas—at around 28 cents in London. All teas are firm. When they don't advance a week they stiffen, and then finish the job next week.

**DRIED FRUITS.**—The market all round is quiet. There is little demand for any line at all, and where prices are steady or stiff it is chiefly due to the conditions obtaining in the primary market rather than to any surprising demand here. Grecian and Mediterranean stuff, such as currants, figs and such, is all fairly firm. Currants are stiff at present, though we don't quote them any higher. Old crop raisins for August-September shipment from the coast are selling slightly on the basis of prices announced by the Associated Raisin Company. Fancy seeded gets most of the business. Prunes are dull again; little demand is felt although levels are reasonable enough now. Evaporated apples felt some business this week. Peaches are slow and price is easy. Dates, particularly package stuff, are getting some little business. So much fresh fruit, however damages trade in dried fruits and there is little of it to be had.

Apples—		
Standard, 25 lb. boxes	0 13	0 14
Choice, 25 lb. boxes	0 14	0 14 1/2
Apples, evaporated, per lb.	0 08	0 08 1/2
Candied Peels—		
Lemon	0 13	0 14
Orange	0 13	0 14
Citron	0 19	0 22
Currants—		
Piliatras, per lb.	0 08	0 08 1/2
Amalas, choicest, per lb.	0 08 1/2	0 09
Patras, per lb.	0 08 1/2	0 09
Yostizas, choice	0 10	0 10 1/2
Cleaned, 1/2 cent more.		
Dates—		
Paris, choicest, 25-lb. boxes	0 08 1/2	0 10
Paris, choicest, 50-lb. boxes	0 09	0 09 1/2
Package dates	0 08	0 08 1/2
Halloween	0 07 1/2	0 07 1/2
Prunes—		
30-40s, California, 25 lb. boxes	0 14 1/2	0 15
40-50s, 25 lb. boxes	0 12 1/2	0 13 1/2
50-60s, 25 lb. boxes	0 12	0 12 1/2
60-70s, 50 lb. boxes	0 10 1/2	0 11 1/2
70-80s, 50 lb. boxes	0 09	0 09 1/2
80-90s, 50 lb. boxes	0 08	0 09
90-100s, 50 lb. boxes	0 07 1/2	0 08
25 lb. boxes, 1/2c more.		
Peaches—		
Choice, 50 lb. boxes	0 07	0 07 1/2
25 lb. boxes, 1/2c more.		
Raisins—		
Sultanas, choice, new	0 12	0 13
Sultanas, fancy, new	0 14	0 15
Valencia	0 10	0 10 1/2
Seeded, fancy, 1 lb. packets	0 10 1/2	0 10 1/2
Seeded, choice, 1 lb. packets	0 09 1/2	0 10 1/2
Seeded, choice, 12 oz. packets	0 08	0 08
Seedless, 16 oz. packets	0 10 1/2	0 11
Seedless, 12 oz. packets	0 10	0 10

**NUTS.**—It is said we shall see higher prices on walnuts and cables from France and Italy would appear to indicate this. Irregular shipment combined with this means firmness on foreign lines. California walnut crop is said to be large; estimated at about 12,500 tons. Almonds, both shelled and in shell are firm in the primary market. Demand here for all lines is small. Brazils are tending up somewhat and there has been spasmodic buying; but business in nuts is naturally poor, taking it all round.



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<b>In Shell—</b>		<b>Per lb.</b>
Almonds, Tarragona .....	0 17½	0 18
Brazils, medium, new .....	0 10	0 11
Brazils, large, washed, new .....	0 12	0 13
Chestnuts, peck .....	1 75	2 00
Filberts, Sicily, new .....	0 13	0 14
Peanuts, Jumbos, roasted .....	0 12½	0 13½
Peanuts, hand-picked, roasted .....	0 11	0 11½
Peanuts, fancy, roasted .....	0 09	0 10
Pecans .....	0 17	0 18
Walnuts, Grenoble .....	0 11	0 12
Walnuts, Bordeaux .....	0 11	0 12
Walnuts, Marbots .....	0 13	0 14
<b>Shelled—</b>		
Almonds .....	0 36	0 37
Filberts .....	0 35	0 36
Peanuts .....	0 11	0 11½
Pecans .....	0 05	0 06
Walnuts .....	0 37	0 38

**COFFEE.**—Cheaper grades are getting some business and Rios are a trifle firmer. Finer grades are dull. The market is featureless and business is light.

<b>Coffee—</b>		
Standard Old Govt. Java .....	0 36	0 38
Plantation Ceylon .....	0 32	0 34
Java .....	0 35	0 40
Arabian Mocha .....	0 34	0 37
Guatemala .....	0 30	0 30
Bucaramanga .....	0 30	0 32
Mexican .....	0 30	0 32
Maricao .....	0 28	0 28
Jamaica .....	0 24	0 26
Santos .....	0 19	0 22
Rio .....	0 16	0 18
Chicory .....	0 14	0 14

**MOLASSES.**—There is nothing new either in price or condition to report. Market is quiet here but higher in Montreal. Little molasses in demand here, in this market, and what there is is bought only hand to mouth.

**RICE AND TAPIOCAS.**—Patnas are firm and buying has been better this last week. Freight difficulties are not heard so much about these days, and shipments appear, so far, to be coming along all right. Tapiocas are easy and there is not much doing in them.

<b>Rice—</b>		
Rangoon "B." per cwt. ....	3 48	3 48
Rangoon, per cwt. ....	3 50	4 00
Rangoon, fancy, per cwt. ....	5 00	5 00
Patna, fancy .....	0 07½	0 08
<b>Tapioca—</b>		
Pearl, per lb. ....	0 07	0 07½
Seed, per lb. ....	0 07	0 07½
Sago, brown, per lb. ....	0 05½	0 05½

**MANITOBA MARKETS.**

**WINNIPEG, June 30.**—There is a marked improvement in the weather during the past week and crops have made excellent progress and the general business tone has correspondingly become more optimistic wholesalers and jobbers report country trade as good. In many of the smaller towns and villages there is more enterprise and activity than for some time past. In Winnipeg as compared with former years business is dull but better than many expected considering the slackness in the contracting and building lines.

Of price changes this week there is little to report. Prices seem to have found a basis that seems likely to hold for some time.

**SUGARS.**—There seems to be at last a possibility that there is an end of the long drawn out difference on sugar quotations. Shipments from Winnipeg are to-day on a basis of 6.95 for standard granulated. Shipments from points west of Winnipeg and Brandon for example, are 7.00 for standard granulated. The prices quoted in the list being those on shipments from western points except Edmonton and Saskatoon where an ad-

ditional 5 cents must be added and 5 cents deducted as the Winnipeg price. The sugar market is steadier but expected to advance.

<b>Sugar, Eastern—</b>		<b>Per cwt. in sacks.</b>
Standard granulated .....	7 05	
Extra ground or icing, boxes .....	7 99	
Extra ground or icing, bbls. ....	7 70	
Powdered, boxes .....	7 70	
Powdered, bbls. ....	7 50	
Hard lump (100-lb. cases) .....	8 00	
Montreal, yellow, bags .....	6 65	
<b>Sugar, Western Ontario—</b>		
Sacks, per 100 lbs. ....	7 05	
Halves, 50 lbs., per cwt. ....	7 15	
Bales, 20 lbs., per cwt. ....	7 20	
Powdered, 50s .....	7 45	
Powdered, 25s .....	7 80	
Icing, barrels .....	7 75	
Icing, 50s .....	8 00	
Icing, 25s .....	8 05	
Cut loaf, barrels .....	7 85	
Cut loaf, 50s .....	8 10	
Cut loaf, 25s .....	8 35	
<b>Sugar, British Columbia—</b>		
Extra standard granulated .....	7 00	
Bar sugar, bbls. ....	7 15	
Bar sugar, boxes .....	7 40	
Icing sugar, bbls. ....	7 35	
Icing sugar, boxes .....	7 60	
H. P. lumps, 100-lb. cases .....	7 85	
H. P. lumps, 25-lb. boxes .....	8 10	
Yellow, in bags .....	6 60	
<b>Corn Syrup—</b>		
2s, per case 2 doz. ....	2 73	
5s, per case 1 doz. ....	3 13	
10s, per case ½ doz. ....	3 01	
20s, per case ¼ doz. ....	3 02	
<b>B. C. Cane Syrups—</b>		
2-lb. tins, 2 doz. to case, per case ..	3 15	
5-lb. tins, 1 doz. to case, per case ..	3 50	
10-lb. tins, ½ doz. to case, per case ..	3 30	
20-lb. tins, 3 tins to case, per case ..	3 25	
(These prices prevail in Winnipeg, Calgary, Regina, Moose Jaw and Lethbridge. For Edmonton and Saskatoon they are 5c case higher.)		
<b>Molasses—</b>		<b>Per gal.</b>
Barbadoes .....	0 53	
New Orleans .....	0 34	
<b>Maple Syrups—</b>		<b>Per case.</b>
Imperial quarts, case, 2 doz. ....	5 40	
Imperial, ½ gals., 1 doz. ....	5 55	
New, pure, ½ gal. case .....	9 00	
New, pure, ½ gal., quart, case 2 doz. ....	9 70	
New, pure, quart bottles, case 2 doz. ....	9 75	

**DRIED FRUITS.**—Prospects both east and west point to easier prices in the stone fruits—apricots, prunes and peaches. Quotations on new apricots may be looked for shortly. There is of course considerable uncertainty as to Mediterranean supplies, some of which such as Smyrna figs and Asiatic dates will not be obtainable. If the California prune crop harvests up to promise prunes should be cheaper.

<b>Apples, evaporated, new, 50's .....</b>	<b>0 08½</b>
<b>Apricots, choice, 25's .....</b>	<b>0 14</b>
<b>Apricots, choice, 10's .....</b>	<b>0 14½</b>
<b>Apricots, standard, 25's .....</b>	<b>0 12</b>
<b>Currants—</b>	
Dried clean .....	0 07½
Washed .....	0 08¼
1 lb. package .....	0 08½
2 lb. package .....	0 17½
Vostizzas, bulk .....	0 10
<b>Dates—</b>	
Hallowee, loose, per lb. ....	0 09
Hallowee, 1 lb. pkgs. ....	0 07½
Fard dates, 12-lb. boxes .....	1 25
<b>Peaches—</b>	
Standard, 25-lb. boxes .....	0 07½
Choice, 25-lb. boxes .....	0 07½
Choice, 10-lb. boxes .....	0 08½
<b>Raisins, Muscatels—</b>	
3 crown, loose, 25's .....	0 09
3 crown, loose, 50's .....	0 08½
<b>Raisins, Valencias—</b>	
Fine selected .....	2 30
Four crown layers, F.O.S. ....	2 35
Choice, seeded, lb. ....	0 11¼
Fancy seeded, lb. ....	0 11
12-oz. packages, fancy .....	0 08½
12-oz. packages, choice .....	0 08½
<b>Raisins, Sultanas—</b>	
Corinthian Giants .....	0 13¼
Superfine .....	0 12½
Finest .....	0 10½
Fine .....	0 10¼
<b>Prunes, in 25-lb. boxes—</b>	
50 to 100 .....	0 08¼
80 to 90 .....	0 08½
70 to 80 .....	0 08½
60 to 70 .....	0 10
50 to 60 .....	0 11
40 to 50 .....	0 11½
<b>Table Layer Figs—</b>	
7-crown, 3-lb. boxes, per lb. ....	0 15½
5-crown, 10-lb. boxes, per lb. ....	0 15
5-crown, 10-lb. boxes, per lb. ....	0 13¼
4-crown, 10-lb. boxes, per lb. ....	0 13
3-crown, 10-lb. boxes, per lb. ....	0 12½
Glove boxes, per doz. ....	1 00
Cooking figs, taps, about 5 lbs., lb. ....	0 07½
<b>Cooking figs, choice natural, 25-lb. bags .....</b>	<b>0 07 0 07½</b>

**RICE AND TAPIOCA.**—In these lines there is nothing new to report. Warmer weather makes for popularity in these lines and they are worth while for retailers to feature at this time.

<b>Rice and Tapioca—</b>		<b>0 04½</b>	<b>0 04½</b>
No. 1 Japan, per lb. ....		0 04½	0 04½
No. 2 Japan, per lb. ....		0 03½	0 04
Siam, per lb. ....		0 07	0 07½
Patna, per lb. ....		0 08½	0 08½
Carolina, per lb. ....		0 05½	0 05½
Sago pearl, per lb. ....		0 05½	0 05½
Tapioca, pearl, per lb. ....		0 05½	0 05½

**NUTS.**—There is a steady and featureless trade in nuts with the exception of peanuts for which there is good demand. Patriotic week should bring some extra business.

<b>Nuts—</b>		
Brazil, new stock .....	0 15	
Tarragona almonds .....	0 19	
Peanuts, roasted Jumbos .....	0 12½	0 14
Peanuts, choice .....	0 10	0 22
Pecans .....	0 14½	0 14½
Marbot walnuts .....	0 14½	0 14½
Sicily filberts .....	0 41	0 41
Shelled almonds .....	0 41	0 41
Shelled walnuts .....	0 41	0 41

**BEANS.**—No new features in the local trade but much interest is being taken in the Ontario bean crop which will be the only source of supply for the ensuing year:

<b>Beans—</b>		
Canadian, hand picked .....	3 85	3 95
Three-lb. pickers .....	3 55	....
<b>California Lima Beans—</b>		
Bag lots .....	0 08½	
Less than bag lots .....	0 08½	
<b>Barley—</b>		
Pot, per sack, 96 lbs. ....	3 30	
Pearl, per sack, 96 lbs. ....	4 30	
<b>Peas—</b>		
Split peas, sack, 98 lbs. ....	6 00	
Sack, 40's .....	3 02	
Whole peas, bushel .....	2 90	

**BRITISH COLUMBIA MARKETS.**

(By Wire.)

**Vancouver, June 30.**—New Zealand butter is scarce, but a fresh shipment is due on Friday. Selected eggs are up a cent and a half. Flour is now \$7.75. Onions are a shade easier at 2c per lb. Currants are firm and up ¼c.

**PRODUCE AND PROVISIONS.**

<b>Butter, creamery, per lb. ....</b>	<b>0 35</b>
<b>New Zealand cubes .....</b>	<b>0 36½</b>
<b>New Zealand brick .....</b>	<b>0 37</b>
<b>Cheese, per lb., large .....</b>	<b>0 21</b>
<b>EGGS—</b>	
Local fresh .....	26 c
Extra selected .....	22½c
Vancouver Island .....	26 c
Lard, 3's, per case .....	8 75
Lard, 5's, per case .....	8 87
Lard, 10's, per case .....	8 8c
Lard, 20's, each .....	3 05

**GENERAL.**

<b>Almonds, shelled, lb. ....</b>	<b>0 45</b>
<b>Beans, Ontario, per lb. ....</b>	<b>0 6¼c</b>
<b>Beans, Lytton .....</b>	<b>0 6¼c</b>
<b>Cream of tartar, lb. ....</b>	<b>50 c</b>
<b>Cocoonut, lb. ....</b>	<b>1 8¼c</b>
<b>Cornmeal, ball .....</b>	<b>\$3 00</b>
<b>Evap. apples, 50's .....</b>	<b>0 8¼c</b>
<b>Flour, 49's, bbl. ....</b>	<b>7 75</b>
<b>Lemons, box .....</b>	<b>3 75</b>
<b>Potatoes, per ton .....</b>	<b>20 00</b>
<b>Rolled oats, ball of 80 lbs. ....</b>	<b>3 45</b>
<b>Onions, lb. ....</b>	<b>32 c</b>
<b>Oranges, box .....</b>	<b>2 75</b>
<b>Rice, 50's, sack .....</b>	<b>1 90</b>
<b>Sugar, standard, gran., per cwt. ....</b>	<b>7 35</b>
<b>Sugar, yellow, per cwt. ....</b>	<b>6 70</b>
<b>Walnuts, shelled, lb., 40c; Almonds .....</b>	<b>42 c</b>

**CANNED GOODS.**

<b>Apples, gala, 6case .....</b>	<b>\$1 62</b>
<b>Beans, 2's .....</b>	<b>2 05</b>
<b>Corn, standard, per 2 dozen case ..</b>	<b>2 10</b>
<b>Peas, standard, per 2 dozen case ..</b>	<b>2 05</b>
<b>Plums, Lombard, 2's, case .....</b>	<b>1 90</b>
<b>Peaches, 2¼'s, case .....</b>	<b>4 80</b>
<b>Strawberries and raspberries, 2's, case</b>	<b>4 80</b>
<b>Tomatoes, standard, per dozen, case</b>	<b>2 30</b>

**SALMON.**

<b>Sockeye, 1's, 4 doz. case .....</b>	<b>\$9 00</b>
<b>Sockeye, ¾'s, 8 doz. case .....</b>	<b>10 75</b>
<b>Cohoos, 1's, 4 doz. case .....</b>	<b>4 75</b>
<b>Humpbacks, 1's, 4 doz. case .....</b>	<b>4 80</b>

**DRIED FRUITS.**

<b>Apricots, per lb., 13¼c; Apples, lb. ....</b>	<b>0 6¼c</b>
<b>Prunes, 70-80, 25's, lb. ....</b>	<b>0 6¼c</b>
<b>Currants, per lb., 8¼c; Raisins, seeded, lb. ....</b>	<b>10 c</b>
<b>Peaches, per lb. ....</b>	<b>0 7 c</b>
<b>White Figs, per lb. ....</b>	<b>0 8 c</b>



CANADIAN GROCER

SASKATCHEWAN MARKETS.  
(By Wire.)

Regina, Sask., June 30.—There is a considerable increase in acreage in wheat in Saskatchewan this year, a Government report placing the increase at three-quarters of a million acres. Weather mostly cool, but grain progressing favorably. Markets are quiet. Eggs have slumped to 12 to 15c. Creamery butter is now 26c, and dairy is down to 17c per lb. Flour is lower at \$3.50. Peaches, plums and apricots are \$2.50. Oranges are firmer at \$4.25 to \$4.75.

Produce and Provisions—	
Butter, creamery, per lb.	0 26
Butter, dairy, No. 1	0 17
Cheese, per lb., large	0 21 1/2
Eggs, new laid	0 12
Lard, 3's, per case	8 90
Lard, 5's, per case	8 85
Lard, 10's, per case	8 80
Lard, 20's, each	2 90
General—	
Beans, Ontario, per bushel	3 75
Coffee, whole roasted, Rio	0 17 1/4
Cream of tartar, lb.	0 45
Cocunut, lb.	0 19
Cornmeal, ball	2 80
Apricots, per lb.	0 12
Evap. apples, 50's	0 08 1/2
Flour, 98's	3 50
Potatoes, Ont. bush.	0 85
Rolled oats, ball of 80 lbs.	3 10
Rice, per cwt.	3 90
Sugar, standard, gran., per cwt.	7 44
Sugar, yellow, per cwt.	7 04
Walnuts, shelled, 41c; almonds	0 41
Canned Goods—	
Apples, gals., case	1 39
Broken beans, 2's	2 85
Beans, standard, per 2 dozen	2 28
Corn, standard, per 2 dozen	2 28
Peas, standard, per 2 dozen	2 28
Plums, Lombard	2 15
Peaches	3 21
Strawberries, \$4.33; Strawberries	4 73
Tomatoes, standard, per case	2 15
Salmon—	
Sockeye, 1's, 4 doz. case	9 85
Sockeye, 1/2's	12 35
Cohoos, 1's	6 00
Humpbacks, 1's	4 60
Fruits and Vegetables—	
Apples, fancy, box	2 25
Grapefruit, per crate	4 80
Sweet potatoes, per crate	4 80
Lemons	5 25
Oranges, Valencias	4 25
Pineapples, case	4 75
Potatoes	0 80
Celery	0 11
Dried Fruits—	
Currants, per lb.	0 06 1/2
Prunes, 70-81, 25's, lb.	0 10 1/2

ALBERTA MARKETS (EDMONTON).

By Wire.

Edmonton, June 30.—There has been considerable excitement in flour market here owing to a sharp rise in wheat. However, this had no actual quotable effect in flour prices. Cheapest grades are difficult to obtain. Butter, dairy, shows a slight increase. There is very little inquiry for prices on new canned goods, there being a comparatively large carry-over.

Produce and Provisions—	
Cheese, new, lb.	0 21 1/2
Butter, creamery, per lb.	0 30
Butter, dairy, No. 1, 18c; No. 2	0 14 1/2
Lard, pure, 3's, per case	9 00
Lard, pure, 5's, per case	8 85
Lard, 10's, per case	8 80
Lard, pure, 20's, each	2 95
General—	
Beans, Ontario, per bushel	3 75
Beans, Japan, per bush.	3 90
Coffee, whole roasted, Rio	0 15
Evaporated apples, 50's	0 09
Potatoes, per bush.	0 65
Rolled oats, 20's, 83c; 40's	1 60
Rolled oats, ball, \$3.55; 80's	3 15
Flour, 98's	3 45
Rice, per cwt.	3 85
Sugar, standard gran., per cwt.	7 55
Sugar, yellow, per cwt.	7 15
Canned Goods—	
Apples, gals., case	1 80
Corn, standard, per two dozen	2 00
Peas, standard, 2 dozen	2 10
Plums, Lombard	2 20
Peaches	3 25
Strawberries, \$4.45; raspberries	4 90
Tomatoes, standard, per dozen	2 50

Salmon, sockeye, 4 doz. tails, case, 1s	7 50
Cohoos, 1's, \$5.75; humpbacks, 1's	4 35
Fruits—	
Lemons	4 50

ALBERTA MARKETS (CALGARY).

Calgary, June 30.—Strawberries and raspberries are each \$3 a cwt. Cherries are \$1.75. There was a sharp advance in oranges and lemons, which are now \$4.75 and \$5.50 respectively. Ontario cheese has taken a slight advance to 21 cents. Dairy butter is down to 18 cents. California cheese on the market is not meeting with much favor. Canned lobster is dearer, halves being up 25 cents a dozen, making \$2.65. There is some keen competition for the match business here. One maker lowered several lines 25 cents case. There was a heavy rainfall last Friday, but no damage to crops is reported so far.

Fruits—	
Strawberries, crate, 24 pints	3 00
Raspberries, crate, 24 pints	3 00
Cherries, 8-lb. box	1 75
Cantaloupes, crate	5 00
Oranges, case	4 75
Lemons, case	5 50
General—	
Beans, small white Japan, lb.	0 06 1/2
Beans, Soya, per lb.	0 04 1/2
Flour, No. 1 patent, 98's	3 50
Rolled oats, ball	3 70
Rolled oats, 80s	3 30
Rice, Siam, cwt.	4 00
Potatoes, No. 1 white, B.C., bushel	0 75
Sugar, pure cane, granulated, cwt.	7 55
Shelled walnuts, finest halves, lb.	0 40
Shelled walnuts, broken, lb.	0 30
Produce and Provisions—	
Cheese, new, Ontario, large, per lb.	0 21
Butter, No. 1 creamery, lb.	0 26
Butter, No. 1, dairy, lb.	0 18
Eggs, new laid, doz.	0 20
Lard, pure, 3s, per case	9 00
Lard, pure, 5s, per case	8 85
Bacon, smoked backs, per lb.	0 19
Bacon, smoked bellies, per lb.	0 21
Canned Goods—	
Tomatoes, 3s, standard, case	2 55
Corn, 2s, standard, case	2 10
Peas, 2s, standard, case	2 10
Tomatoes, gals., case	2 00
Apples, gals., Ontario, case	1 85
Strawberries, 2s, Ontario, case	4 90
Raspberries, 2s, Ontario, case	4 60
Lobster, 1/2s, per doz.	2 65
Salmon, finest sockeye, tails, 48x1s, per case	10 00
Salmon, pink, tails, 48x1s, per case	4 25
Dried Fruits—	
Evaporated apples, 50s, per lb.	0 09 1/2
Peaches, choice, 25s, per lb.	0 08
Apricots, choice, 25s, per lb.	0 15
Pears, choice, 25s, per lb.	0 14

Jones Bros. & Co., of 31 Adelaide street west, Toronto, will no doubt be able to meet your requirements.

Editor Canadian Grocer:

Dear Sir,—The retail merchants of this place are trying to get the council to pass a pedlar and transient traders' by-law, and, as I know you are interested in the retail trade, I thought you might be in a position to give us some information along these lines. Possibly you could procure us a copy of a by-law passed by some other place along these lines, so we would have a precedent to go by. Any information you can give us will be gratefully received.

Mildmay, Ont. J. N. S.

Editorial Note.—The following is taken from the Ontario statutes and shows the limit to which a municipality can go, as defined by the Ontario Provincial Government, in the passing of a transient trader's by-law:

Section 420.—By-laws may be passed by the councils of towns, townships, villages and cities having a population of less than 100,000, and by Boards of Commissioners of Police in cities having a population of not less than 100,000.

6. For licensing, regulating and governing transient traders and other persons whose names have not been entered on the assessment roll in respect of income or business assessment for the then current year, and who offer goods, wares or merchandise for sale by auction, conducted by themselves or by a licensed auctioneer or otherwise, or who offer them for sale in any other manner.

7. For requiring transient traders and other persons whose names are not entered on it for the first time, in respect of income or business assessment, and who so offer goods, wares or merchandise for sale, to pay a license fee before commencing to trade.

(a) A by-law passed under paragraphs 6 or 7 shall not apply to the sale of the stock of an insolvent which is being sold or disposed of within the county or district in which he carried on business therewith at the time of the issue of an attachment or of the execution of an assignment.

(b) "Transient traders" shall include any person commencing business who has not resided continuously in the municipality for at least three months next preceding the time of his commencing business there.

(c) The fee to be paid for a license under paragraph 8 shall not exceed in a city or town \$200, and in other local municipalities \$100.

(d) The sum paid for a license shall be credited to the person paying it on account of taxes thereafter payable by him.—3-4 Geo. V., c. 43, s. 420.

SERVICE DEPARTMENT

Editor, Canadian Grocer.—Would you kindly give me the names of two or more Milling Companies where I could purchase Ontario Winter Wheat Flour, and oblige,

G. C. L.

Hunta, Ont., June 19.

Editorial note.—Try McLeod Milling Co., Stratford; the Canadian Cereal & Flour Mills Co., Royal Bank Building, Toronto, or the Campbell Milling Co., West Toronto.

Editor Canadian Grocer.—Please give address of firm supplying small sundry grocery fixtures.

S. & L.

Port Dalhousie, June 19.

Editorial note.—The Walker Bin & Store Fixture Co., of Berlin, Ont., or



# Law Governing Stock Food Sales, Etc.

Regulations Which Every Grocer and General Merchant Selling Stock Foods, Paris Green, Wood Alcohol, Etc., Should Know—Published Here as Result of Many Enquiries From Readers.

IT is quite evident from the number of inquiries being received at the office of The Canadian Grocer that there are many grocers and general merchants who have forgotten, or are not acquainted with the provisions of the law governing the sale of certain important products. Many inquiries continue to ask about the war tax on stock foods. All provisions of the war tax, which went into effect on April 15, appeared in Canadian Grocer when the announcement of the tax was first made public by the Finance Minister at Ottawa.

For the benefit of those who are not thoroughly conversant with the provisions of the tax, Canadian Grocer would, therefore, remind readers that stock foods, if medicated, and other articles, such as animal regulators, lice killers, heave cure, etc., must have war tax stamps of the requisite value mentioned in the schedule of the Act affixed to each package by the dealer, and cancelled at or before the time of sale to the consumer. Thus it will be necessary for the dealer to attach stamps equivalent to 4 per cent. of the selling price of the goods—a dollar package of medicated stock food would require stamps to the value of four cents—a twenty-five cent package requires a one cent stamp.

A penalty is provided for those not complying with the provisions of the Act. Another case brought to light a few weeks ago was that of a Toronto retail merchant, whose store is located in the suburbs, refusing to sell Paris green because he was of the opinion that a license was necessary before a retail merchant could sell Paris green.

Regarding the sale of Paris green, the pharmacy acts of the various provinces are much alike and may be summed up as follows: "Nothing in the Act shall prevent the sale, by persons not registered, of Paris green, hellebore, tincture of iodine, arsenate of lead, carbolic acid not exceeding a five per cent. solution, and London purple, if such articles are sold in WELL SECURED PACKAGES DISTINCTLY LABELED WITH THE NAME AND ADDRESS OF THE PERSON PREPARING OR PUTTING UP SUCH PACKAGES AND DISTINCTLY LABELED WITH THE NAME OF THE ARTICLE AND MARKED "POISON." When sold by retail, then also the name of the pro-

prietor of the establishment in which the poison is sold.

On account of recent prosecutions, one in West Toronto, some retail merchants are in doubt as to what procedure should be followed in selling wood alcohol.

All provinces in Canada come under the Inland Revenue Act, as far as the sale of wood alcohol is concerned. Section 266 of the Act states that, "Every person who uses spirits containing methyl alcohol in any form in any pharmaceutical or medicinal preparations for internal use, shall be liable to a penalty of five hundred dollars." This section of the Act has been amended by adding the following sub-section thereto: "Every person who uses methyl alcohol, or spirits containing methyl alcohol, in any form, in any pharmaceutical, medicinal or other preparation for external use shall affix to the vessel containing the said preparation a label stating in BLACK LETTERS NOT LESS THAN ONE-FOURTH OF AN INCH IN HEIGHT, the presence of methyl alcohol therein, and every person violating the provisions of this sub-section shall incur a penalty not less than fifty dollars and not exceeding two hundred dollars.

Merchants should note particularly the following from section 10: "All vessels containing the word alcohol, whether in the possession of the manufacturer or other person, shall have affixed thereto a label bearing the words 'Wood alcohol Poison,' in black letters not less than one-fourth of an inch in height. Any person who holds in possession, sells, exchanges or delivers any wood alcohol contrary to the provisions of this section shall incur a penalty not less than fifty dollars and not exceeding five hundred dollars." In Prince Edward Island wood alcohol comes under the Prohibition Act.

## MUNICIPAL MARKETS FAIL.

Joplin, Mo., after expending \$90,000 for a big municipal market in a wild burst of enthusiasm to eliminate the middleman, has been unable to get people to patronize the market. There is said to be a movement on foot at the present time to compel the retail grocers of the city to go to the municipal market to buy their farm produce from farmers and truck growers who sell to consumers at the market.

Youngstown, Ohio, is said to be having the same trouble with its municipal market, and the city council is considering the matter of renting the market to private parties.

## DIED FOR HIS COUNTRY.

From the Glasgow Herald, Glasgow, Scotland, is taken the following which will be of interest to the many friends in Canada of R. & W. Davidson, Ltd: "Lieutenant Henry Steel Davidson, 3rd Highland Light Infantry, was killed in action in France on Tuesday. Lieutenant Davidson, who was 19 years of age, was attached to the 1st Battalion. He was the youngest son of Mr. William Davidson (of Messrs. R. & W. Davidson, Limited), 18 Lilybank Gardens, and lately of Windyhill, Kilmaecolm. After attending Glasgow Academy and Fettes College, Edinburgh, he entered Glasgow University, and joined the Officers' Training Corps there. He was with his regiment in France since the middle of March."

## SUGAR MARKET COMPARISONS.

(Continued from page 25.)

what the preserving season will bring forth is difficult to say. It means, however, that the retail trade will have to use more aggressive means this year in selling sugar and fruit if the housewife is going to put down the usual amount. At the same time, it is generally understood that the canner will not pack as much fruit and vegetables this year as last. That will mean a considerable reduction in the consumption of sugar in the manufacture of canned goods.

Just now it is an exceedingly difficult matter to foretell what is going to happen in sugar. France and Britain have been in the market for American sugar, and just when it will be necessary for them to come again is difficult to say. However, until the war clouds begin to roll away, and until freight rates are reduced, it does not appear that we will have as cheap sugar for some time as we had during the first part of last year.

R. B. Price, general merchant, Camrose, Alta., is succeeded by J. H. Green.

C. Richards, general merchant, Killarney, Man., is succeeded by C. E. Richards.





# FRUIT AND VEGETABLES



## Domestic Cherries Coming Along

Cantaloupe, Canadian Cherries, Egg Plant and Cauliflower Are Among the New Lines — General Easing Up of Prices—Some Stuff Still High—Mushrooms Firm and Advancing—Potatoes Dull; Lettuce in Big Demand.

### MONTREAL.

**FRUIT.**—The only oranges offering just now are late Valencias and California seedless, both of which are quoted at \$4 per box. The high prices being quoted for oranges is militating against a heavy demand. Some houses are asking as high as \$5 for late Valencias. A big drop occurred in strawberries this week. Canadian berries are now offered at \$5 per crate of 54 boxes, and American berries are selling at 10c per quart. Peaches are down to \$1.50 per box. New apples are offered at \$2 per box. They are the first, and are green and sour. Both plums and apricots are offered at \$1.75 per box. Large bunches of bananas sell for \$2.25, and are going well. Very few old crop apples are on market, only a man here and there having any to offer. Cantaloupes are quoted \$4 for crates of 45 and 54 sizes. Water melons, which have been on for a week or more, dropped from 50c to 40c apiece, and are expected to drop to 25c soon. There is little demand for cocoanuts. Grapefruit are scarce and high—\$4 per box. Lemons are down to \$3.50 per box, and the demand is heavy. There is no change in cherries. Limes are down to \$1.25 box.

<b>Apples—</b>	
New apples, basket .....	2 00
Bananas, crate .....	2 00
Cocoanuts, sack .....	4 00
Grapefruits, case .....	4 00
Grapes, Belgium hothouse, lb. ....	1 00
<b>Lemons—</b>	
Messina, Verdelli, extra fancy, 300 size .....	3 50
Limes, box .....	1 25
<b>Orange—</b>	
Valencias, Cal., late, 136-250 .....	4 00
Cal., Navels .....	5 00
Pineapples, 18-24 and 30-36 .....	2 25
Peaches, box 6 baskets .....	1 50
Plums, box 4 baskets .....	1 75
Strawberries, per qt. cup .....	0 10
Cherries, California, box .....	1 75
Cantaloupes, box of 45 .....	4 00
Apricots, box .....	1 75
Watermelons, each .....	0 40

**VEGETABLES.**—There are not so many changes in the vegetable market this week. Two of the most important features are drop in new potatoes to \$2.75 per sack, while lettuce is almost a glut on the market, dealers having much difficulty in disposing of it. Curly is selling 4 dozen for 25c, and head at 25c dozen. Montreal cucumbers are on the market at 60c per doz., and Montreal

peas at \$1.75 per bag. Cabbage is selling at the same price. Old carrots have advanced to \$1.50 per bag, and there are only a few left. Only new parsnips are on market now, and these are selling at 30c per doz. bunches. Peppers are down to 50-60c per basket. Rhubarb, for nice stuff, brings 20-25c; cheaper stuff is offered. Old Quebec turnips are up to \$2.50 per bag; new turnips are down to 25c per doz. Tomatoes are down to \$1 crate, and the quality is excellent.

Asparagus, Canadian, doz. bunches .....	2 50	3 00
Beets, new, doz. bunches .....	0 50	0 50
Beans, wax, basket .....	2 00	2 00
Beans, green, basket .....	2 00	2 00
Cabbage, new, crate .....	1 50	1 50
Carrots, bag .....	1 25	1 25
Carrots, new, doz. ....	0 40	0 50
Cauliflower, Canadian, doz. ....	2 00	2 00
Cucumbers, fancy, doz. ....	0 60	0 60
Celery, washed, doz. ....	1 50	1 50
Horseradish, Canadian, lb. ....	0 10	0 15
Head lettuce, doz. ....	0 25	0 25
Curly lettuce, 4 doz. ....	0 25	0 25
Mushrooms, 4 lbs., basket .....	2 50	2 50
<b>Onions—</b>		
Bermuda, 50-lb. crate .....	1 75	1 75
White, Texas, crate .....	1 75	1 75
Parsnips, new, doz. bunches .....	0 30	0 30
Parsley, Canadian, doz. bunches .....	0 50	0 50
Peas, sack .....	1 75	1 75
Peppers, green, 3/4-qt. baskets .....	0 50	0 60
<b>Potatoes—</b>		
Montreal, bag .....	0 55	0 55
Green Mountain .....	0 65	0 65
New, bbl. ....	1 75	1 75
Radishes, doz. ....	0 05	0 15
Rhubarb, hothouse, doz. ....	0 20	0 25
Spinach, Canadian, box .....	0 40	0 40
Turnips, bag .....	2 50	2 50
Turnips, new, doz. bunches .....	0 25	0 25
Tomatoes, Mississippi, crate, 4 baskets .....	1 00	1 00
Tomatoes, hothouse, lb. ....	0 15	0 15
Watercress, Canadian, doz. ....	0 35	0 35

### TORONTO.

**FRUIT.**—In addition to the California cherries which we have had now for a couple of weeks, there is some domestic fruit arriving, and it looks good. We quote 40c to \$1 for 6-quart baskets and \$1 to \$1.75 for 11-quart baskets. Ranges are wide because quality is different, but this domestic stuff is getting the business in great style. Imported cherries, on the other hand, are firmer; they are somewhat scarce now, and we quote an advanced price. Cantaloupes are in now, selling at anywhere from \$4 to \$5. Cuban grapefruit is getting lots of business at firm levels of around \$4.25. Valencia oranges are stiffer, and are said to be scarcer than for some time. We quote \$4 to \$4.50, but we hear that even the top price is

firm enough, and an advance may be asked and gotten. New Verdelli lemons are worth \$3.75 to \$4.50. This is the time when there is a good demand. Strawberries get cheaper and cheaper, and may now be had for about 7c or 7½c a box for the moderate quality, while the best fetch 11c; still this last price is down considerably from last week. Bananas are firm, and there is a big demand. Limes are a trifle cheaper, and we quote them at around \$1.50, a decline of 10c.

Apricots, Cal., box .....	1 50	1 75
Bananas, per bunch .....	1 50	2 25
Cocoanuts, sack .....	4 00	4 25
California cherries, box .....	2 50	2 75
Cherries, case, imported .....	2 25	2 50
Cherries, Can., 8 qt. bask. ....	0 40	1 00
Cherries, Can., 11 qt. bask. ....	1 00	1 75
Cantaloupes, case .....	4 00	5 00
Grapefruit, Cuban, case .....	4 00	4 50
<b>Oranges—</b>		
California Valencias .....	4 00	4 00
Lemons, Messina .....	3 75	4 00
Lemons, California .....	3 75	3 75
Limes, per 100 .....	1 60	1 60
Musk melons, box .....	4 00	4 50
Peaches, Cal., box .....	2 00	2 00
<b>Pears—</b>		
California, box .....	3 25	3 25
Pineapples, Porto Rico, case .....	3 25	3 25
Pineapples, Cuban .....	2 75	3 00
Plums, case .....	2 00	2 25
Strawberries, qt. box .....	0 13	0 15
Watermelons .....	0 65	0 65

**VEGETABLES.**—Spinach is a drug on the market, and while we quote 25c, some of the wholesalers will throw bunches at you to get rid of it. The same applies to radishes already. There are lots and lots of them and the price is exceedingly cheap. There is a big demand for radishes at that, but supply is overbearing. Cucumbers, hothouse and American, are cheaper and in first-rate demand. Hothouse stuff may be had for around 90c now. Egg plant is something new on the market, at \$2 a dozen. Cauliflower is worth \$1 to \$1.25, and so far there isn't any great call for it. Asparagus is worth 75 cents to \$1.25 for 11-quart hampers; we hear of some going under that low price, but quoted figures are about the average. All kinds of lettuce has a big sale these days for salads and such. Potatoes show no change; new stuff sells better, if anything, but there isn't a great deal of business in potatoes just now anyway. Root stuff is slow; carrots, parsnips and

(Continued on page 47.)





# FISH AND OYSTERS



## General Easing of Fish Prices

Mackerel, Lobster and Other Lines Show Seasonable Declines—Roe Shad Still High—Gaspe Salmon Higher—Blue Fish Now on the Market—Filleted Haddie Lower—Good Business Results From Hot Weather.

### MONTREAL.

FISH AND OYSTERS.—There is no feature of interest in this market, except that the demand for all kinds of fresh lines is keeping up, and prices now are comparatively low on some kinds. This will be a big week as regards the sale of Gaspe salmon, due to the festival of July 4 across the border. It is customary on that day for U. S. citizens to have a meal of salmon and green peas, a custom which, up to the present, has been strictly adhered to. As a consequence, the price of salmon is up 2c per lb., and arrivals are not as large as expected. There will also be a shortage of lake fish, particularly dore and trout, as reports from fishing grounds state that fishing is falling off considerably; thus the market is looking forward to an advance in these lines. Some haddock banks have also shown signs of exhaustion lately, and the supply after this will be curtailed for some time—until fall fishing starts up again. In all other lines of luxuries, trade is slim, and prices have a tendency to sag. Very little oysters, clams or scallops, either bulk or shell, are moving, due to very severe storms last week on certain parts of the coast. Lobster fishing has been very poor, and supplies short, but as the demand has slackened off, prices are not much affected. In smoked fish trade is narrow, without appreciable change. Thursday being Dominion Day, the distribution of fish will be upset, and the output for the week reduced, which is liable to affect prices generally. However, as the available supply is moderate, it is not expected that the prices quoted below will be out much.

### TORONTO.

FISH.—Lobster has come down in price; you can get small size for 18c, or around there, and the medium and large for about 30c. There is a good demand, but supply is abnormally large

this year owing to the fact that there isn't as much canning going on as usual. Mackerel is easier at 8c; it has come down about a nickel in a month. Flounders are a cent easier at 7c, and cod the same at 8c. There is a general easing up in prices of fish this week. Roe shad keeps fairly high, and we quote at \$1.50, which is enough; but demand is limited and it is expensive to get here at that. Bluefish is now on the market, and is selling at 10c a pound. Kippered herrings are down to a dollar and a quarter, and filleted haddie, for which there is a big call, to 10c, a reduction of a couple of cents. Lake stuff is still the best favored and gets lots of business. Fish sales keep up and increase, and this week has started off particularly well, because of the fine send-off the hot weather gave it.

### SMOKED FISH.

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

### FROZEN FISH—SEA FISH.

	Montreal	Toronto
Salmon—		
Gaspe, large, per lb.	.14	.18
Red, steel heads, per lb.	.12	.12-.13
Red, sockeyes, per lb.	.12	..
Red, Cohoes or silvers, per lb.	.08-.08½	.11
Pale qualla, dressed, per lb.	.07-.07½	.08
Halibut, white western, large and medium, per lb.	.08½-.09	.09½
Halibut eastern, chicken, per lb.	.09-.09½	.09
Mackerel, bloater, per lb.	.07½-.08	.08
Haddock, medium and large, lb.	.03½-.04	..
Market codfish, per lb.	.03½	..
Steak codfish per lb.	.04-.04½	.09
Canadian soles, per lb.	.06	..
Blue fish, per lb.	.15-.16	..
Smelts	.09	.06
Herrings, per 100 count	3.00	..
Round pike	.06-.06½	..
Grass pike	.06	..

### DRIED AND PREPARED FISH.

Dried codfish, medium and small, 100 lb.	7.00
Dried hake, medium and large, 100 lb.	6.00
Dried pollock, medium and large, 100 lb.	6.00
Dressed or skinless codfish, 100-lb. case.	7.25
Boneless codfish, 2-lb. blocks, 30-lb. bxs., per lb.	0.08
Boneless codfish, 2-lb. blocks, 30-lb. bxs., per lb.	0.07
Boneless codfish, strips, 20-lb. boxes	0.12
Shredded codfish, 12-lb. boxes, 24 cartons, a box	1.80
Boneless codfish, in 2-lb. and 3-lb. boxes	0.15

### BULK OYSTERS, CLAMS, ETC.

Standard, solid meats, gal.	1.80
Standard, bulk, gal.	1.60
Selects, per gal, solid meat	2.00
Best clams, imp. gallon	1.50
Best scallops, imp. gallon	2.00

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

### FRESH SEA FISH.

	Montreal	Toronto
Halibut	11-12	9½-10
Haddock, fancy, express, lb.	4-4½	8
Mackerel, each	16-18	18
Steak, cod, fancy express, lb.	5½-6	0.08
Herrings, Gasperaux	2	..
Flounders	5	0.07
Salmon, Western	15-16	18
Salmon, Eastern	16-18	22
Roe, Shad, each	..	1.50
Bluefish, lb.	..	0.10

### FRESH LAKE FISH.

Carp, lb.	0.06
Pike, lb.	0.07
Brook trout	0.25
Perch, lb.	0.08
Suckers, lb.	0.05
Whitefish, lb.	0.12
Herrings, lb.	0.04
Lake trout, lb.	0.11
Dressed bullheads	0.12
Eels, lb.	0.10
Frogs, medium, lb.	0.20
Frogs, large, lb.	0.40

### FROZEN—LAKE AND RIVER.

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

### PICKLED FISH.

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

### WINNIPEG.

FISH.—Trade fairly active with no change in prices. Fish is hot weather food.

Fresh salmon, lb.	0.16
Fresh halibut, lb.	0.09
Pickered	0.10
Whitefish	0.09
Finnan haddies	1.75
Kippers, box	0.12
Lake trout, lb.	0.12
Holland herrings, kegs	0.73
Smoked gold eyes, doz.	0.30





# PRODUCE AND PROVISIONS



## Egg Prices May Come Down

Competition May Compel Reduction—West Overstocked; Selling Below Eastern Level—Prices in the East May Tumble—Little Doing in Poultry—Butter Very Firm on Account of Export Demand—Cheese Up Again in Toronto.

### MONTREAL.

**PROVISIONS.**—There is a big demand for meats from England, while trade in Canada is normal. Considerable quantities of our provisions are being shipped to Europe for our armies. There is a good demand here for smoked meats, particularly breakfast bacon, and for cooked and jellied meats. The lard market is a shade easier, and it is hard to say why. There is no change in the American lard market, but prices here are down 1/4c. There is little change to note in the hog market.

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

**BUTTER.**—The general opinion is that the creamery market is as high as it should go, and that it is not safe to store at higher than present prices. Stored at to-day's prices means that butter would cost wholesalers 30-30 1/2c at Christmas, i.e., allowing 2c for carrying it—which would be pretty dear butter. The market during the week has shown an advance of 1/4c, 28 3/8c being paid at Cowansville last week. Receipts show considerable shrinkage compared with

last year. An American authority, speaking of the market, says: "The demand in the United States is not as large as it was at this time last year. The market on all first quality butter is steady, but is weak on all lower grades."

<b>Butter—</b>		
Finest creamery	.....	0 28
Dairy prints	.....	0 23
Dairy, solids	.....	0 22
Separator prints	.....	0 22
Bakers'	.....	0 19

**CHEESE.**—Market is considerably higher, prices in the country having advanced to 175-16, which is a high market. The high price is accounted for by reason of large Government contracts being placed, which resulted in keen competition for the bulk of supplies. There is nothing else to warrant the high prices, as receipts are very high. The general opinion is that the make will continue to show market increase, and that prices will not advance much further.

<b>Cheese—</b>		
Old make	.....	0 22
New make	.....	0 18
Old specials, per lb.	.....	0 22
Stilton	.....	0 19

**EGGS.**—Receipts of eggs continue large, and the quality fairly good. Advices from the middle West, say Regina and Winnipeg, are to the effect that there is a flood of eggs, and storage space is filled up. Current receipts in the West must be taken care of. Thus the market in the West is weak. Eggs can be bought in car lots at 15c and 16 1/2c, according to quality. No change in Montreal quotations.

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

**HONEY.**—The market is dull and featureless.

**POULTRY.**—Receipts of live poultry last week were fairly large, broilers coming in much more freely, and of better quality. There is a disposition, however, on the part of the farmer to market live poultry before well fattened. A few days of special feeding would repay the farmer three or four times over, as skinny fowl are a drug on the market. No frozen fowl over 5 lb. offering; 3-lb. fowl are selling for 15-17c.

<b>Poultry—</b>			
<b>Frozen stock—</b>			
Fowl, 5 lbs. and over	.....	0 17	0 18
Fowl, small	.....	0 13	0 15
Turkeys, fancy	.....	0 20	0 25
Ducks	.....	0 15	0 18
Geese	.....	0 12	0 15
Pigeon, pair	.....	0 30	0 35
<b>Fresh stock—</b>			
Fowl, dressed	.....	0 18	0 19
Spring broilers, dressed, pair	.....	1 00	1 25
Squabs, pair	.....	0 50	0 60
<b>Live stock—</b>			
Fowl, 5 lbs. and over	.....	0 14	0 18
Fowl, small	.....	0 10	0 16
Turkeys	.....	0 15	0 16
Ducks, old	.....	0 09	0 15
Geese	.....	0 09	0 10
Ducklings, 3 lbs.	.....	0 23	0 24

### Receipts in Montreal.

Receipts of butter, cheese and eggs in Montreal are:

	Butter boxes	Cheese boxes	Eggs cases
Week ending June 19, 1915	14,835	86,400	22,637
Week ending June 20, 1914	19,944	74,781	11,920

### TORONTO.

**PROVISIONS.**—There is no special feature to the provision trade. Bacons are easy and demand is small while, as was the case last week, there is a big call for cooked meats of all kinds. Lard remains firm at last week's quotations:

<b>Hams—</b>			
Light, per lb.	.....	0 18	0 19
Medium, per lb.	.....	0 17	0 17 1/2
Large, per lb.	.....	0 14 1/2	0 15
<b>Bacon—</b>			
Plain, per lb.	.....	0 22	0 23
Boneless, per lb.	.....	0 24	0 25
Pea meal, per lb.	.....	0 25	0 25
<b>Bacon—</b>			
Breakfast, per lb.	.....	0 20	0 23
Roll, per lb.	.....	0 14	0 15 1/2
Shoulders, per lb.	.....	0 14	0 14 1/2
Pickled meats—1c less than smoked.			
<b>Dry Salt Meats—</b>			
Long clear bacon, light	.....	0 13 1/2	0 14
<b>Cooked Meats—</b>			
Hams, boiled, per lb.	.....	0 25	0 26
Hams, roast, per lb.	.....	0 26	0 27
Shoulders, boiled, per lb.	.....	0 24	0 25
Shoulders, roast, per lb.	.....	0 24	0 25
<b>Barrelled Pork—</b>			
Heavy mess pork, per bbl.	.....	25 00	26 00
Short cut, per bbl.	.....	25 00	27 00
<b>Lard, Pure—</b>			
Tierces, 400 lbs., per lb.	.....	0 11 1/2	0 12
Tubs, 60 lbs.	.....	0 12	0 12 1/2
Pails	.....	0 12 1/2	0 12 1/2
Tins, 3 and 5 lbs., per lb.	.....	0 12 1/2	0 13 1/2
Bricks, 1 lb., per lb.	.....	0 13 1/2	0 14 1/2
<b>Lard, Compound—</b>			
Tierces, 400 lbs., per lb.	.....	0 09	0 09 1/2
Tubs, 50 lbs., per lb.	.....	0 10 1/2	0 10 1/2
Pails, 20 lbs., per lb.	.....	0 10 1/2	0 11
<b>Hogs—</b>			
Dressed, per cwt.	.....	14 00	
Live, per cwt., off cars	.....	9 65	

**BUTTER.**—The butter market is firm, chiefly on account of export. There is quite a respectable export demand and while the make is large enough the export call has synchronized with a pronounced demand from the home trade. There is, too, quite a lot of butter selling for storing notwithstanding the high prices. We do not see any immed-



CANADIAN GROCER

WINNIPEG.

PROVISIONS.—All lines of hams and cured meats are steady as well as lard. Butter is plentiful and comparatively cheap. Eggs are also coming in quite large numbers. The high price of cheese has led to quite a revival of the cheese making industry in Manitoba and some jobbers have accumulated quite important stocks.

<b>Hams—</b>		
Light, per lb. ....	0 18	0 18½
Medium, per lb. ....	0 17½	0 18
Large, per lb. ....	0 15	0 15½
Backs, clear, per lb. ....	0 20	0 23
<b>Bacon—</b>		
Breakfast, per lb. ....	0 18½	0 23
Shoulders, per lb. ....	0 13½	0 14½
<b>Dry Salt Meats—</b>		
Long clear bacon, light ....	0 13½	0 14
<b>Cooked Meats—</b>		
Hams, boiled, per lb. ....	0 26	0 27
Shoulders, boiled, per lb. ....	0 22	0 23
<b>Barrelled Pork—</b>		
Heavy pork, per bbl. ....	25 00	26 00
Short cut, per lb. ....	26 00	..
<b>Lard—</b>		
Tierces ....	0 13½	
Tubs ....	6 88	
Pails ....	2 77	
Cases, 56 ....	8 47	
Cases ....	8 70	

BUTTER.—

Creamery ....	0 25	0 26
Rest dairy ....	0 18	0 20
Cooking ....	0 12	0 15

EGGS.—

Eggs—		
New-laid ....	0 12½	0 15

CHEESE.—

<b>Cheese—</b>		
New, large ....	0 20	
New, twins ....	0 20½	0 21
Manitoba ....	0 19	

POULTRY.—

<b>Fresh Stock—</b>		
Turkeys, per lb. ....	0 13	0 15
Chickens, per lb. ....	0 11	0 15
Fowls ....	0 10	0 12

FRUIT AND VEGETABLES.

(Continued from page 44.)

old turnips are moving poorly. Outside rhubarb is anybody's buy, at any price. Best stuff will still fetch 20c or a quarter, though. Mushrooms are higher and in good demand. There is some fine stuff in this line this week.

Asparagus, Canadian, baskets ....	0 75	1 25
Beets, imported, doz. bunches ....	0 60	0 60
Beets, hamper, doz. bunches ....	0 40	0 60
Beans, green, hamper ....	1 50	2 00
Beans, wax hamper ....	1 25	1 50
Cabbage, new, crate ....	1 25	2 00
Cauliflower, hamper ....	1 25	1 50
Cabbage, bush. ....	0 50	0 75
Carrots, new ....	0 20	0 25
Carrots, bag, old ....	0 50	0 75
Carrots, new, hamper ....	1 50	1 75
<b>Cucumbers—</b>		
Slicing, hothouse, dozen ....	0 85	1 00
Hampers ....	1 25	1 75
Celery, California, doz. ....	1 25	1 25
Egg plant, doz. ....	2 00	2 00
Mushrooms, 6 qt. basket ....	1 50	1 60
Water cress, 11-qt. basket ....	0 50	0 50
<b>Onions—</b>		
Can., 75-lb. bags ....	1 25	1 50
Can., 100-lb. sacks ....	2 25	2 50
Egyptian, crate ....	4 75	5 00
Bermudas, crate ....	1 50	1 75
Green onions, doz. ....	0 12½	0 20
Green peppers, basket ....	0 75	0 75
Green peas, 12-qt. basket ....	1 00	1 25
Potatoes, N.B. Delawares ....	0 65	0 70
Potatoes, Ontario, bag ....	0 60	0 65
Potatoes, Carolina, bbl. ....	5 00	5 00
Potatoes, new, hamper ....	3 50	4 00
Parsley, basket, 11-qt. ....	0 30	0 35
Radishes, doz. ....	0 10	0 20
Tomatoes, Florida, crate ....	2 75	3 25
Tomatoes, Mississippi flats, 4-bkt. carriers ....	1 50	1 50
Turnips, bag ....	0 35	0 50
Lettuce, leaf ....	0 20	0 30
Lettuce, Boston, head, small, doz. ....	0 90	1 00
Lettuce, Canadian Lead, doz. ....	0 50	0 75
Parsnips, Canadian, bag ....	0 55	0 65
Rhubarb, outside, doz. bunches ....	0 20	0 25
Spinach, bushel ....	0 25	0 25

iate prospect of reduced levels; the three sources for high prices, (1) export, (2) storing, and (3) ordinary domestic, being pretty consistent at present. Baker's butter has advanced; the other prices, while strong, are unchanged.

<b>Butter—</b>		
Creamery prints, fresh made ....	0 23	0 29
Dairy prints, choice, lb. ....	0 22	0 24
Dairy solids, lb. ....	0 21	0 23
Bakers', lb. ....	0 19	0 21

CHEESE.—Prices are rambling right along again and following last week's advance they are up another half a cent this week. Export demand is still the reason. This keeps up unabated; at this rate the Allies ought to have enough cheese to line the trenches with. Demand is largely for war purposes. Still, retailers are having to pay high prices for cheese in a year when the make is as good as gold.

<b>Cheese—</b>		
Old, large, per lb. ....	0 22	0 23
Old, twins, per lb. ....	0 22½	0 23½
New, large, per lb. ....	0 17½	0 18
New, twins, per lb. ....	0 18	0 18½

EGGS.—Prices here at present are quite firm, but it is thought they may be easier on account of the conditions obtaining at present west of Winnipeg. It is said that there fresh eggs are selling at 16c, there are so many of them. Here they are cents higher than that and even allowing for the extra price taken up by freight our prices would appear to be such that at present the Western men could afford to ship their eggs down here in carloads. The West has an enormous supply. So that it is reasonable to suppose that prices will ease up some this week towards the end, after the holiday. Demand keeps right up to normal.

<b>Eggs—</b>		
Specials (in cartons), doz. ....	0 23	0 24
Extra (selects) ....	0 22	0 23
No. 1s (straight new laid) ....	0 21	0 22
No. 2 ....	0 17	0 18
Cracked ....	0 16	0 17

POULTRY. — Old fowl and spring broilers divide what little business there is in poultry these days, and that isn't saying much. Dressed stuff gets no trade to speak of. Broilers must be up to weight conditions as we have observed before. Business is dull. There are no price changes.

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

HONEY.—With the exception of the fact that levels are somewhat firmer there is nothing new to report. Demand does not vary much and it has not appreciated as a cause for the firmness in price. Supplies are none to heavy, however.

<b>Honey—</b>		
Buckwheat, in bbls. ....	0 07	0 07½
Buckwheat, in tins ....	0 07½	0 08
Strained clover ....	0 12½	0 09
Comb honey, No. 1, doz. ....	3 00	0 00
Comb honey, No. 2, doz. ....	2 40	0 00

WINNIPEG.

FRUITS AND VEGETABLES. —

There is a quite satisfactory demand for fruits and vegetables. Oranges have advanced to \$5 per case. Florida tomatoes 4 to a case are worth 1.25. Plums, peaches and apricots are selling at 2.25, but will soon be cheap as the crop is a heavy one. Raspberries are in and going at \$3.50. Hot weather will increase fruit consumption.

<b>Apples—</b>		
Washington ....	2 25	3 25
Apricots ....	2 25	2 25
Bananas, lb. ....	0 05	0 05
Cherries, per box (10 lbs.) ....	5 00	5 00
Lemons, Cal., case ....	4 25	4 50
Oranges, Valencias ....	4 25	4 50
Med. Sweets ....	4 25	4 50
Peaches ....	2 25	2 25
Plums, case ....	4 50	4 50
Pineapples, per case ....	3 50	3 50
Raspberries ....	4 00	4 00
<b>Strawberries—</b>		
Hood River, crate ....	4 00	4 00
Tomatoes, Florida ....	1 25	1 25

VEGETABLES.—

Potatoes, car lots, bushel ....	0 60
Potatoes, small lots ....	0 70
Onions, Washington, sack ....	3 00
Onions, Australian, sack ....	3 00

CANADA AND SWITZERLAND.

Switzerland Has Not Been Isolated by Reason of the War.

Certain unfounded rumors having led a part of the Canadian public to erroneously believe that Switzerland was completely isolated in the centre of Europe between four powerful belligerent nations, and, since the entry of Italy in the war, had been shut off from any outlet on the sea, and was consequently prevented from exchanging products with Canada, Mr. Henri Martin, Consul-General of Switzerland for the Dominion, has just received from the Swiss Political Department at Berne the following cable:

"There is in Switzerland absolutely no interruption of traffic with foreign countries. All said traffic goes through French ports direct or via Great Britain. Route through Rotterdam could also be used, but sailing opportunities are scarce from Holland."

All Canadian newspapers are respectfully requested by the Consulate-General of Switzerland in Montreal to kindly reprint this information. The Consul-General states also that, according to a recent agreement with the Swiss National Bank and the Bank of Montreal, all Canadian payments intended for Switzerland can be made in Canada through the channel of all offices of the Bank of Montreal in the Dominion.

A. S. Pond from South River, Ont., is starting in business for himself at 1600 Queen street west, Toronto.

BUSINESS FOR SALE

FOR SALE — SAUCE MANUFACTURING business, including plant, formulae, etc. Box No. 100, Canadian Grocer, Toronto.





# FLOUR AND CEREALS



## Downward Summer Movement in Flour

Little Business in Any Market—Flour, if Not Dead, Yet Sleepeth—Some Activity in Mill Feeds—Rolled Oats Strikes Quiet Patch—Harvesting Ontario Wheat Looked Forward to.

### MONTREAL.

**FLOUR.**—While the local or country demands have not shown any signs of improvement, a steadier feeling has prevailed in the market for several days. Millers state that in all their experience they have not known a period of so prolonged dullness as has prevailed during the last two months. The consensus of opinion seems to be that fair stocks are still being carried by the trade, and there does not seem to be any prospect just yet of an improvement in the situation. The same remarks apply equally to spring and winter wheat flours. The former, first patents, are quoted at \$7.10, and the latter, fancy patents, at \$6.80 per barrel.

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

**CEREALS.**—There is no change in the market for rolled oats, the feeling being steady. Very little business is being done.

Cornmeal—		Per 98-lb. sack	
Gold dust	.....	2 50	2 55
Unbolted	.....	2 25	
Rolled Oats—		90's in jute.	
Small lots	.....	3 20	
25 bags or more	.....	3 15	
Packages, case	.....		4 50
Rolled oats in cotton sacks, 5 cents more.			
Oatmeal—fine, standard and granulated, 10 per cent. over rolled oats in 98s, in jute.			
Rolled Wheat—		100-lb. bbls.	
Small lots	.....	3 80	
Hominy, per 98-lb. sack	.....	2 75	
Corn flour, bag	.....	3 05	
Rye flour, bag	.....	3 00	3 25
Barley, pot	.....		2 90

**FEEDS.**—On account of the falling off in the production of mill feeds, and the continued demand for it, has resulted in a limited supply being available on spot, and a steady feeling is evident in this market. Prices are the same on bran, shorts and middlings, as have been quoted for some weeks past; viz., \$26, \$28, and \$33.

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

Feed oats, cleaned, Manitoba, bush.....	0 69
Feed wheat, bag .....	2 30

### TORONTO.

**FLOUR.**—Like the rest of the different branches of the grain business now—that is, the selling end—the flour business is at low ebb. Cables, when they do come, only ask the price; they don't offer to buy, and domestic business is little or no better. The general downward summer movement has struck in now, and prices are tending downwards all the time. A trend of this sort grows on what it feeds on. The more easy become levels, the more easier they may become; what buyers there are keep on holding and holding off for a more propitious buying figure. There is no doubt that many needy purchasers are keeping out because they look for lower purchases. There are no flour changes to report at all.

With regard to the wheat market, there is little new there either. Manitoba wheat firmed up here a little Monday and sold up to \$1.35¾. In Chicago, July wheat is worth \$1.03, which contrasts oddly with our quotations of, say, a couple of months ago. The crumble in prices, though not so pronounced, still goes on.

Ontario wheat is coming to maturity nicely now, and the yield, it is said, will be a good one.

Manitoba Wheat Flour—		Small	Car
		lots.	lots.
		per bbl.	per bbl.
First patents	.....	7 20	7 00
Second patents	.....	6 70	6 50
Strong bakers	.....	6 50	6 40
Flour in cotton sacks, 10c per bbl. more.			
Winter Wheat Flour—		Small	Car
		lots.	lots.
		per bbl.	per bbl.
Fancy patents	.....	6 20	6 00
90 per cent.	.....	6 00	5 80
Straight roller	.....	5 80	5 60
Blended flour	.....	5 80	5 60

**CEREALS.**—The rolled oats trade is feeling summer quietness and the tendency is, if anything, lower. We quote \$3 right now, but that price may be shaded in a day or two. Barley is more or less quiet, too. Peas are a trifle more active, but nothing to write home about at that. Buckwheat is very flat.

Barley, pearl, 98 lbs.	.....	5 00
Buckwheat grits, 98 lbs.	.....	4 25
Corn flour, 98 lbs.	.....	2 55

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

**MILL FEEDS.**—The activity with which we dealt last week keeps up, and shorts and middlings are enjoying some little business. It is nothing great, but the temptation is to make a lot of what little business we get nowadays. As pointed out last week, there is a slight scarcity because there has not been so much feed turned out, and the cool weather held things back, so far as the grass was concerned. It's hot enough now, though, and the firmness in this market may disappear. We have no price changes at this writing to record.

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

### WINNIPEG.

**FLOUR.**—Flour is a little firmer following the tone of the wheat market. Trade both domestic and export is dull. There is no inclination to stock up with flour as the general impression is that lower prices are inevitable later on.

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

The Leamington & Western Co-operative Company, Limited, Leamington, Ont., have been granted an Ontario charter to do business as sellers of fruit and vegetables. The provisional directors include Thos. Rowley, Chas. S. Sanders, J. Boyer, G. A. Morgan, A. H. Hewer, J. W. Milkins, Morgan Hatch, E. J. Stockwell, J. E. Burgess, E. N. Allen, W. J. Anderson, C. W. Morgan, P. Jacques, G. G. Curtis, L. N. Malott, and A. A. Malott.





The popular brands that win and retain the trade of thousands of housewives.

Do you handle these lines? If not, you should get in touch with us at once.



## RAINBOW FLOUR

is made of the best hard wheat in the world. Grown right in our Canadian Golden West. Every housewife will recognize its superiority for the uniformity of moisture, fermentation and baking. Rainbow Flour means perfect bread.

## GOLD SEAL FLOUR

Made of best Ontario Wheat

is the last word in a perfect Pastry Flour. Thousands are using it daily for pies, buns, cakes and pastry. No flour is more scientifically prepared. Order from us direct.

Don't forget we carry a complete line of all bulk and package cereals. It is our greatest pride to know that all our products are absolutely as pure as science and skill can make them.

QUALITY—THEN PRICE—THAT'S TILLSON'S

**Canadian Cereal and Flour Mills, Limited**

TORONTO, CANADA





## The Three Features You Insist Upon

in a product, and especially in macaroni, are combined most effectively in

# L'ETOILE

(Star)

and

# Hirondelle

(Swallow)

Made from the choicest of Manitoba Hard Wheat.

Manufactured here in Canada under the most sanitary conditions and scientific principles.

Advertised extensively wherever the public eye and attention can be obtained.

Could you ask more of any product? L'Etoile and Hirondelle are the macaronis particular people prefer. Why not make sure they know you can supply them?

*Order from your wholesaler.*

## C. H. Catelli, Limited

MONTREAL

AGENTS

Tees & Persse, Limited, Winnipeg  
C. C. Mann, Toronto

## QUOTATIONS FOR PROPRIETARY ARTICLES

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

### BAKING POWDER.

#### WHITE SWAN SPICES AND CEREALS, LTD.

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

#### ROYAL BAKING POWDER.

Size	Bbl. lots	
	Less than 10 cases	10 case lots and over
	Per doz.	Per doz.
Dime	\$ .95	\$ .90
4-oz.	1.40	1.35
6-oz.	1.95	1.90
8-oz.	2.55	2.50
12-oz.	3.35	3.75
16-oz.	4.90	4.80
2 1/4-lb.	11.60	11.35
3-lb.	13.60	13.35
5-lb.	22.35	21.00

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

#### BLUE.

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

#### COUPON BOOKS — ALLISON'S.

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

#### UN-NUMBERED.

100 books and over, each	0 03 1/4
500 books to 1,000 books	0 03
For numbering cover and each coupon, extra per book, 1/4 cent.	

#### CEREALS.

##### WHITE SWAN Per case

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

#### DOMINION CANNERS, LIMITED.

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

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

#### Aylmer Pure Jellies.

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

#### Aylmer Marmalade

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

#### Aylmer Pure Preserves—Bulk

	5 lbs.	7 lbs.
Strawberry	.072	1 00
Black currant	.065	0 85
Raspberry	.065	0 85
Aylmer 14's and 30's per lb.		
Strawberry	0 14	
Raspberry	0 14	

#### COCOA AND CHOCOLATE. THE COWAN CO., LTD.

##### Cocoa—

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

Special quotations for Cocoa in barrels, kegs, etc.

##### (Unsweetened Chocolate).

Supreme chocolate, 1/2's, 12-lb. boxes, per lb. ....	0 55
Perfection chocolate, 20c size, 2 doz. in box, doz. ....	1 80
Perfection chocolate, 10c size, 2 and 4 doz. in box, per doz. ....	0 90
Sweet Chocolate— Per lb.	
Queen's Dessert, 1/4's and 1/2's, 12-lb. boxes	0 40
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, 1/4-lb., 6 and 12-lb. boxes	0 35
Diamond, 8's, 6 and 12-lb. boxes	0 29
Diamond, 6's and 7's, 6 and 12-lb. boxes	0 26
Diamond, 1/4's, 6 and 12-lb. boxes	0 27

##### Icings for Cake—

Chocolate, white, pink, lemon, orange, maple, almond, coconut, cream, in 1/4-lb. packages, 2 and 4 doz. in box, per doz. ....	1 00
Chocolate Confections Per lb.	
Maple buds, 5-lb. boxes. ....	0 36
Milk medallions, 5-lb. boxes	0 38
Chocolate wafers, No. 1, 5-lb. boxes	0 32
Chocolate wafers, No. 2, 5-lb. boxes	0 27





## Royal Baking Powder Pleases Them All

You can always sell *Royal Baking Powder* with confidence because it is *sure to please*. Cooks of all kinds have used it all over the world for many years. Established popularity, because of its absolute purity and extensive advertising, makes it the *easiest* baking powder to *sell*, and it will *pay you more profit* in the long run than any other baking powder you can handle. *Royal Baking Powder* is made of pure Cream of Tartar.

ROYAL BAKING POWDER COMPANY, NEW YORK



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

*How is it Affecting You?*

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

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

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

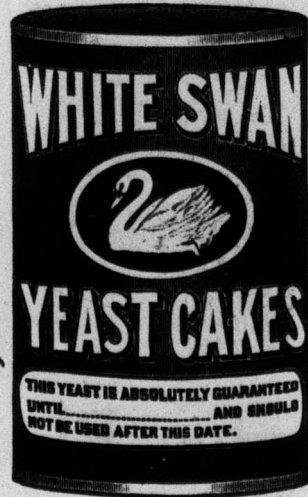
Note these prices:

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

ORDER NOW.

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





“There’s your guarantee”

When you sell Yeast Cakes you don’t want to “think” or “hope”—you’ve got to know.

Whether your customer is Mrs. Newlywed, her more experienced housekeeping friend or the baker, you, as a matter of solid business, want to supply yeast cakes that will ensure absolutely the best possible results in every batch of bread.

Take another look at that Expiry Date, Mr. Dealer, and remember that it’s right on the outside of the label where your customer can see it months after the purchase. It may save her batch of bread and you a complaint.

You must realize what the rock-fast guarantee, as shown above, means to you in making sales and holding your trade.

## White Swan Yeast Cakes

cost you \$1.20 for 3-doz. case of 5c packages. A 10c coupon goes with every case. Save 10 of them and get a free case.

12½-lb. cartons for baker at 10c lb. Freight paid on shipments of 50 lbs. or more.

Order from Jobber or Direct.

**White Swan Spices and Cereals, Ltd.**  
156 Pearl St., TORONTO

Nonparell wafers, No. 1, 5-lb. boxes	0 32
Nonparell wafers, No. 2, 5-lb. boxes	0 27
Chocolate ginger, 5-lb. boxes	0 33
Milk chocolate wafers, 5-lb. boxes	0 38
Coffee drops, 5-lb. boxes	0 38
Lunch bars, 5-lb. boxes	0 38
Milk chocolate, 5c bundles, 3 doz. in box, per box	1 36
Royal Milk Chocolate, 5c cakes, 2 doz. in box, per box	0 90
Nut milk chocolate, ½'s, 6-lb. boxes, lb.	0 38
Nut milk chocolate, ¼'s, 6-lb. boxes, lb.	0 38
Nut milk chocolate, 5c bars, 24 bars, per box	0 90
Almond nut bars, 24 bars, per box	0 90

**JOHN P. MOTT & CO'S.**

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

doz. 10c size (for cooking)	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 gr.	1 00
Diamond chocolate, ¼'s	0 24
Plain choice chocolate liquors	20 30
Sweet chocolate, coatings	0 20

**CONDENSED AND EVAPORATED MILK.**

**BORDEN MILK CO., LTD.**

East of Fort William, Ont.

Preserved	Per case
Eagle Brand, each, 4 doz.	\$6 25
Reindeer Brand, each, 4 doz.	6 25
Silver Cow Brand, each, 4 doz.	5 75
Gold Seal Brand, each, 4 doz.	5 60
Mayflower Brand, each, 4 doz.	5 60
Purity Brand, each, 4 doz.	5 60
Challenge Brand, each, 4 doz.	4 85
Clover Brand, each, 4 doz.	4 85
Evaporated (Unsweetened)—	
St. Charles Brand, small each, 4 doz.	2 00
Peerless Brand, small each, 4 doz.	2 00
St. Charles Brand, Family, each, 4 doz.	3 90
Peerless Brand, Family, each, 4 doz.	3 90
Jersey Brand, Family, each, 4 doz.	3 90
St. Charles Brand, tall, each, 4 doz.	4 50
Peerless Brand, tall, each, 4 doz.	4 50
Jersey Brand, tall, each, 4 doz.	4 50
St. Charles Brand, Hotel, each, 2 doz.	4 25
Peerless Brand, Hotel, each, 2 doz.	4 25
Jersey Brand, Hotel, each, 2 doz.	4 25
St. Charles Brand, gallons, each, ½ doz.	4 75
"Reindeer" Coffee and Milk, "large" each, 2 doz.	4 80
"Reindeer" Coffee and Milk, "small" each, 4 doz.	5 50
"Regal" Coffee and Milk, each, 2 doz.	4 50
"Reindeer" Cocoa and Milk, each, 2 doz.	4 80

**COFFEE.**

**WHITE SWAN SPICES AND CEREALS, LTD.**

**WHITE SWAN.**

1 lb. tins, 4 doz. to case, weight 80 lbs.	0 36
1 lb. tins, 2 doz. to case, weight 35 lbs.	0 36
Add one-half cent per pound to the above.	

**ENGLISH BREAKFAST COFFEE.**

½ lb. tins, 2 doz. to case, weight 22 lbs.	0 22
1 lb. tins, 2 doz. to case, weight 40 lbs.	0 20

**MOJA.**

½ lb. tins, 2 doz. to case, weight 22 lbs.	0 32
1 lb. tins, 2 doz. to case, weight 40 lbs.	0 36
2 lb. tins, 1 doz. to case, weight 40 lbs.	0 36

**PRESENTATION COFFEE.**

A Handsome Tumbler in Each Tin.	
1 lb. tins, 2 doz. to case, per lb.	0 27
Shipping weight, 50 lbs per case	

**MINTO BROS.**

**MELAGAMA COFFEE.**

Whol. Ret.	
1s, ½s, B. or G.	0 25 0 30
1s, ½s, B. or G.	0 32 0 40
1s, ½s, B. or G.	0 34 0 45
1s, ½s, B. or G.	0 37 0 50

Coffees packed 30-50 lb. cases.

**MINTO COFFEE (Bulk.)**

M. Bean or Gr.	0 38
I Bean or Gr.	0 35
N Bean or Gr.	0 32
T Bean or Gr.	0 30
O Bean or Gr.	0 28
Spec. Grd. Compound	0 25
Packed in 25 and 50-lb tins.	

**FLAVORING EXTRACTS.**

**WHITE SWAN FLAVORING EXTRACTS—ALL FLAVORS.**

1 oz. bottles, per doz., weight, 3 lbs.	\$ 1 25
2 oz. bottles, per doz., weight 4 lbs.	2 00
2½ oz. bottles, per doz., weight 6 lbs.	2 30
4 oz. bottles, per doz., weight 7 lbs.	3 50
8 oz. bottles, per doz., weight 14 lbs.	6 50
16 oz. bottles, per doz., weight 23 lbs.	12 00
32 oz. bottles, per doz., weight 40 lbs.	22 00
Bulk, per gallon, weight 16 lbs.	10 00

**CRESCENT MFG. CO.**

**CRESCENT MAPLEINE.**

Special Delivered Price for Canada.	
Per doz.	
1½-oz. (4 doz. case), weight 9 lbs., retail each 15c.	\$1 40
1 oz. (4 doz. case), weight 14 lbs., retail each 30c.	2 50
2 oz. (3 doz. case), weight 15 lbs., retail each 50c.	4 40
4 oz. (2 doz. case), weight 17 lbs., retail each 90c.	7 00
8 oz. (1 doz. case), weight 17 lbs., retail each \$1.50.	13 00
Pint (1 doz. case), weight 29 lbs., retail each \$3.	25 00
Quart (1 doz. case), weight 53 lbs., retail each \$5.50.	47 75
Gallons, each, retail each \$20.	17 15

**GELATINE.**

Knox Plain Sparkling Gelatine (2-qt. size), per doz.	1 30
Knox Acidulated Gelatine (Lemon flavor), (2-qt. size), per doz.	1 30
Cox's Instant Powdered Gelatine (1-qt. size), per doz.	1 10

**W. CLARK, LIMITED, MONTREAL.**

Compressed Corned Beef, ¼s, \$1.50; 1s, \$2.75; 2s, \$5; 6s, \$18; 14s, \$37.	
Roast Beef, ¼s, \$1.50; 1s, \$2.75; 2s, \$5; 6s, \$16.	
Bolled Beef, 1s, \$2.75; 2s, \$5; 6s, \$16.	
Jellied Veals, ¼s, \$1.50; 1s, \$2.75; 2s, \$4.50; 6s, \$18.	
Corned Beef Hash, ¼s, \$1.50; 1s, \$2.30; 2s, \$4.25.	
Beefsteak and Onions, ¼s, \$1.50; 1s, \$2.75; 2s, \$5.	
Cambridge Sausage, 1s, \$2.40; 2s, \$4.	
Boneless Pigs' Feet, ¼s, \$1.50; 1s, \$2.25; 2s, \$4.25.	
Lambs' Tongues, ¼s, \$1.90.	
Sliced Smoked Beef, tins, ¼s, \$1.65; 1s, \$2.65.	



## CLEAN STORES CLEAN PROFIT

THE CITY GROCERY STORES,  
J. E. Nix, Prop.  
Edmonton, Alberta.  
January 26th, 1915

Imperial Oil Company, Limited,  
Edmonton, Alberta.

Re Standard Floor Dressing.

Gentlemen:—

Kindly forward at once one 5 gal. tin of your Standard Floor Dressing.

We have tried during the last five years several kinds of floor dressing and have found none to equal the Standard. It is the best thing we have ever used as a dressing for our floors and we consider it much better for keeping down the dust than any sweeping compound.

Very truly yours,

The City Grocery Stores.  
J. E. Nix, Prop.

## STANDARD Floor Dressing

on your own floors will keep your store bright and fresh-looking and your stock free from dust. It eliminates disease germs, preserves the floors and lowers cleaning costs. One application lasts from 3 to 6 months.

Stores, offices, warehouses, etc., form a field for the sale of Standard Floor Dressing which has proved profitable for many grocery stores. It will pay you to stock Standard Floor Dressing. Supplied in half-pint, pint, quart, half-gallon, gallon, and five-gallon lithographed cans; also half-barrels and barrels.

MADE IN CANADA

THE IMPERIAL OIL COMPANY  
LIMITED

BRANCHES IN ALL CITIES

## Hothouse Tomatoes

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

MISSISSIPPI TOMATOES  
4-Basket Crates. Now Arriving

CANADIAN STRAWBERRIES  
Every Day

Cucumbers Cabbage Pineapples

"Royal Crest" Valencia Oranges

California and Verdelli Lemons

Everything the Pick of the World's  
Markets

WHITE & CO., Limited

Branch at Hamilton TORONTO

Wholesale Fruit and Fish

In buying

## KETCHUP

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

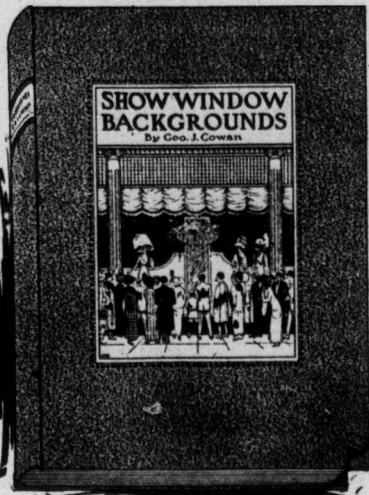
Try It and See

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

The T. Upton Co., Limited

ST. CATHARINES





## This Book Will Help Trim Your Show Windows

### "Show Window Backgrounds"

By GEO. COWAN

Vice-President of the Koester School of Window Trimming

This is the most useful window trimming book ever published and sells at only \$1.70 postpaid; a price that makes it possible for every window trimmer and merchant to possess it.

Every background design is drawn in such a way that anyone can follow out the idea the same as a carpenter does his work from blue prints. Every detail is fully illustrated and fully described with complete text matter.

The first half of the book has the windows arranged in the order in which they should be installed, thus being a yearly window trimming program.

The following partial list of contents will give you a clear idea of what a valuable book this is:

New Year's Windows.	Period Decorations in
White Goods Windows.	backgrounds, showing
St. Valentine's Day Windows.	examples of
Spring Opening Windows.	Greek, Moorish,
Easter Windows.	Roman, Italian,
Summer Windows.	Gothic, French,
Horse Show Windows.	German, Empire,
Fall Opening Windows.	Japanese, Colonial,
Carnival Windows.	Egyptian, Mission, etc.
Hallowe'en Windows.	Sale Windows,
Thanksgiving Windows.	Ras Relief Backgrounds.
Christmas Windows.	Stencill Backgrounds.

and a great variety of general and special backgrounds, making up a total of over 150 background designs, with a great number of small detail drawings. Many of the drawings are in colors.

It has taken over ten years' continuous work to make the drawings in this book and over 25 years' experience in every phase of window trimming to equip the editor with the practical knowledge necessary to prepare a volume of this kind.

This book is 7 x 10 inches in size, strongly bound in de luxe silk cover with handsome art design. Over 250 pages and about 200 illustrations. Sent prepaid only on receipt of \$1.70.

The MacLean Publishing Company, Ltd.  
143-153 University Avenue, Toronto

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

In boxes only.

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

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

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10-lb. tins, 1/2 doz. in case... 2 90  
20-lb. tins, 1/4 doz. in case.. 2 85  
Barrels, 700 lbs. .... 3 1/4  
Half barrels, 350 lbs. .... 4  
Quarter barrels, 175 lbs. .... 4 1/4  
Pails, 58 1/2 lbs. .... 1 05  
Pails, 25 lbs. each ..... 1 40

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10-lb. tins, 1/2 doz. in case.. 3 25  
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(5, 10 and 20-lb. tins have wire handles.)

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Barrels ..... 0 03 1/4  
1/2 barrels ..... 0 04

CANNED HADDIES, "THISTLE" BRAND.

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Cases, 4 doz. each, flats, per case ..... \$5 40  
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Robinson's patent barley, 1/4 lb. tins, \$1.25; 1-lb. tins, \$2.25; Robinson's patent groats, 1/4-lb. tins, \$1.25; 1-lb. tins, \$2.25.

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Quart tins (wine measure), 2 doz. in case, per case... 4 70

**MOLASSES.**

THE DOMINION MOLASSES COMPANY, LTD.

Gingerbread Brand.

2s, Tins, 2 doz. to case.  
Quebec, per case ..... \$1 85  
Ontario, per case ..... 1 90  
Manitoba, per case ..... 2 30  
Saskatchewan, per case .... 2 60  
Alberta, per case ..... 2 70

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2s, Tins, 2 doz. to case.  
Quebec and Ontario, per case 2 85  
Manitoba, per case ..... 3 40  
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Alberta, per case ..... 3 75  
British Columbia, per case. 2 40  
British Columbia, per case. 3 35

**SAUCES.**

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

**STOVE POLISH.**

JAMES DOME BLACK LEAD.

2a size, gross ..... 2 50  
6a size, gross ..... 2 40

**NUGGET POLISHES.**

Polish, Black, and Tan .... 0 65  
Metal Outfits, Black and Tan 3 05  
Card Outfits, Black and Tan 3 25  
Creams and White Cleanser 1 10

**TEAS.**

THE SALADA TEA CO.

East of Winnipeg.

Whole-sale. R't'l.  
Brown Label, 1s and 1/2s .33 .40  
Blue Label, 1s, 1/2s, 1/4s .40 .50  
Red Label, 1s and 1/2s. 46 .60  
Gold Label, 1/2s ..... 54 .70

**ORANGE MARMALADE.**

"BANNER BRAND" PURE

FRUIT PRODUCTS.

JAMS AND JELLIES.

2's ..... \$ 2 15  
4's ..... 0 25  
5's ..... 0 42  
7's ..... 0 60  
30's, wood ..... 0 08  
12-oz. glass jar ..... 1 15  
Tumbler, glass ..... 0 95

**MARMALADE.**

2's, per doz. .... \$ 2 30  
4's, per pail ..... 0 40  
5's, per pail ..... 0 45  
7's, per pail ..... 0 65  
30's, wood, lb. .... 0 06 1/2  
12-oz. glass jar, doz. .... 1 20  
Tumbler, glass, doz. .... 1 00

Prices subject to change without notice.

MINTO BROS., Limited,

Toronto.

MELAGAMA AND MINTO

TEAS.

Whol. Ret.

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

**YEAST.**

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

IMPERIAL TOBACCO CO. OF

CANADA, LIMITED,

EMPIRE BRANCH.

Black Watch, 1/2s, butts 9 lbs. .... \$0 60  
Bobs, 6s and 12s, 12 and 6 lbs. .... 0 48  
Currency Bars, 12s, 1/2 butts, 12 lbs., boxes 6 lbs. .... 0 46  
Currency, 6s, 1/2 butts, 9 lbs. 0 48  
Stag Bars, 6 1/2s, butts, 11 lbs., boxes 5 1/2 lbs. .... 0 48  
Walnut Bars, 8 1/2s, boxes 7 lbs. .... 0 64  
Pay Roll, thick bars, 8 1/2s, 6 lb. boxes ..... 0 68  
Pay Roll, thin bars, 8 1/2s, 5 lb. boxes ..... 0 66  
Pay Roll, plug, 8 1/2s, 12 and 7 lb. caddies ..... 0 68  
Shamrock, plug, 7 1/2s, 1/2 butts, 12 lbs., boxes 6 lbs. 0 67  
Empire, 7s and 14s, caddies 15 lbs., 1/4 caddies, 6 lbs. 0 68  
Great West, pouches, 9s ... 0 72  
Forest and Stream, tins, 11s, 2 lb. cartons ..... 0 80  
Forest and Stream, 1/2s, 1/2s and 1-lb. tins ..... 0 80  
Forest and Stream, 1-lb. glass humidors ..... 1 00



# Our Seal TUCKETT'S SMOKING Tobacco

has a peculiarly delightful fragrance—not a straight one-kind tobacco but a blend of the choicest leaves which took years of testing and experimenting to achieve. "Our Seal" is well known throughout tobacco-using Canada. While new on the market as compared with some of our old established brands, it is rapidly gaining in popularity with smokers who know and appreciate a really good blend.



You should stock "Our Seal."  
Ask your wholesaler.

**Tuckett, Limited**  
HAMILTON

## The Erie Co-Operative Co. Limited of Leamington

control the output of the largest and best growers of hothouse and field vegetables and fruits:—

**CUCUMBERS  
TOMATOES  
MELONS  
PEACHES  
CABBAGE  
POTATOES  
STRAWBERRIES  
GREEN PEAS  
CAULIFLOWER  
EGG PLANT  
PEPPERS  
ONIONS, ETC.**

and sell direct to the trade, from small lots to car lots. Fresh goods at right prices. **Write us.** Special quantity quotations on Canadian Cabbage will be made at present.

Daily arrivals of  
fine, fresh, frozen

## Lake Trout and Herring

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

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

**Lemon Bros.**  
Owen Sound, Ont.

For Your  
Particular  
Customers  
Buy

**"Aurora"**

The Extra  
Fancy California  
Valencia Oranges

**J. J. McCabe**  
Agent  
TORONTO



# Books You Ought to Have

## Grocer's Encyclopedia

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

1200 subjects, 500 illustrations, 80 full-page color plates, 748 pages, 11 x 8 1/2 inches in size; printed on fine calendered paper and strongly bound in heavy buckram.

Price only \$10.50, Delivery Prepaid.

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

## Digest of the Mercantile Laws of Canada

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

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

Eastern Edition, Price	\$2.00
Special Western Edition	2.50

## Grocery Advertising

By William Borsodi

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

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

Price \$2, Postpaid.

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

## An Asset to Your Business

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

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

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

All orders payable in advance.

## Store Management Complete

By Frank Farrington

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

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

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

Price \$1.00, Postpaid.

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

## How to Buy and Sell Canned Goods

By J. A. Lea

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

### INDEX TO CONTENTS

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

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

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

Price \$2.15, Postpaid.

## Showcard Lettering, Designing, Etc.

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

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

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

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

Price \$1.00, Postpaid.

The MacLean Publishing Company, Limited  
BOOK DEPARTMENT

143-153 University Ave.,

Toronto, Ontario



# BANANAS

Three Reasons Why Our Banana Trade Has Doubled  
Within the Last Few Years

1. *QUALITY*—We buy only the best Fruit imported, and buy it right. Our long experience has taught us how to get best results in ripening.
2. *CONSTANT SUPPLY*—When supply of Fruit is short, our orders to importers are amongst those that are filled. By leaving your order with us you have Fruit when the other fellow is out.
3. *UNIFORMLY FAIR PRICES*—Our prices are not guess-work—every bunch goes over the scale—and are priced according to weight.

*By letting us look after your Banana trade, the same increase will be yours.*

“The House of Quality”

## HUGH WALKER & SON

GUELPH

and

NORTH BAY

## Our Tiger (50 cent line) Brooms

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

We make **Factory Brooms**.

### Walter Woods & Co.

HAMILTON

## The Best Process

You can grind up a mixture of wheat, and barley, and hay, and call it a “breakfast cereal,” but you can’t make

## Shredded Wheat

that way. The shredding process is the best process ever devised for making the whole wheat grain digestible in the human stomach—but it doesn’t permit us to use anything but perfect, cleaned grains of whole wheat. All broken, defective grains are discarded. There is but one Shredded Wheat; it stands alone, unique among cereal foods. No free deals—no premiums—just a good, steady profit from a steady demand which we create through continuous, persistent educational advertising.

**MADE IN CANADA**

The Biscuit is packed in odorless spruce wood cases which may be easily sold for 10 or 15 cents, thereby adding to the grocer’s profits.



The Canadian Shredded  
Wheat Co., Limited  
Niagara Falls - Ontario

80-L



# Buyers' Guide

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

We are buyers of evaporated and  
farmers' dried apples. Prices and  
tags on application.

**O. E. Robinson & Co.**  
Ingersoll Ontario

**ASSIGNEES AGENTS LIMITED**  
154 Simcoe Street TORONTO  
COLLECTIONS ASSIGNMENTS

Book-debts are monies in the other  
man's pocket. Use our special collec-  
tion service—charges moderate, no col-  
lection, no charge. Phone Adelaide 919.

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

## EGG FILLERS

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

## ST. MARC COFFEE

Gives all users entire  
satisfaction.

**AUGUSTIN COMTE & CO., LTD.**  
725 Notre Dame E. Montreal

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



# TANGLEFOOT



The Non-Poisonous Fly Destroyer

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

## CARD WRITER'S SUPPLIES

Send for Catalogue!



**THE ART EMPORIUM**  
23 McGill College Ave., Montreal

SAY YOU SAW IT IN  
CANADIAN GROCER

More than five  
million families  
annually testify to  
their superiority.

For twenty years  
the standard of  
clean, wholesome,  
natural, sun-cured,  
seedless raisins.



May be purchased  
from any wholesale  
grocer in Canada.

Canadian Agents:  
**Nicholson & Bain,**  
Winnipeg, Edmonton,  
Saskatoon, Regina.

**Eugene Moore,**  
Toronto.

**Universal Importing  
Company,**  
Montreal.

11 x 22 six-color display card  
mailed on application.

Always sold in this package.

**AMERICAN VINEYARD COMPANY, Growers and Packers**

# TWO CENTS PER WORD

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



## CANADIAN GROCER

### CLASSIFIED ADVERTISING

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

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

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

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

#### FOR SALE

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

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

**FOR SALE—1 4-FT. REFRIGERATOR SHOW** case, 1 300-acct. McCaskey register, 1 vegetable spray display stand, all in good condition. Apply Sutherland & Robertson, Brandon, Man.

#### WANTED

**SMALL CASH REGISTER FOR CANDY** counter; must be in first-class shape in every particular. Give style, make, and capacity. J. W. Burgess, Ltd., Bala, Ont.

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

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

**WANTED—GOOD MANUFACTURERS' LINES** to establish agency and handle on the road—Maritime Provinces. Write with full particulars. Box 98, Canadian Grocer, Toronto.

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

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

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

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

#### DO YOU NEED HIM?

**THE ADVERTISER IS EARNESTLY SEEK-** ing an opening where real and practical executive knowledge will meet with the appreciation it deserves. He is a Scotsman, thirty-one years of age, of good appearance and address, with fourteen years' experience of the very best class grocery business. Having followed this business in four different countries, it has given him an insight into methods and systems which may be said to be unique. Possessed of a natural aptitude for salesmanship and organizing, he has always been successful, in so far as advancement of results are concerned. Last position held was that of assistant advertising manager in America's finest grocery establishment (fact). Will be glad to communicate with wholesale or manufacturing concerns in need of a capable correspondent. "Opportunity" of more importance than initial salary. Address: Honorable, Canadian Grocer.

**WANTED — COMMISSION BROKERS IN** grocers' sundries calling on wholesale and retail trade desire additional lines for British

Columbia. Best of references furnished. Halliday & Thomson, 509 North-West Trust Bldg., Vancouver, B.C.

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

#### SITUATION WANTED

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

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

#### MISCELLANEOUS

**THE NATIONAL CASH REGISTER COM-** pany guarantee to sell a better register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 235 Yonge St., Toronto.

**B U C K W H E A T F L O U R G U A R A N T E E D** pure and unsurpassed by any mill in the province. T. H. Squire, Queensboro, Ont., solicits your orders.

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

### FINE FLAVOR

for summer desserts

### MAPLEINE

is dainty and delicious in ices, puddings, pies.

Order from

Frederick E. Robson & Co.,  
25 Front St. E., Toronto, Ont.

Mason & Hickey  
287 Stanley St., Winnipeg, Man.

CRESCENT MFG. CO.  
SEATTLE, WASH.



**OAKLEY'S KNIFE POLISH**

20-102-7175

JOHN OAKLEY & SONS, LIMITED,  
LONDON, ENGLAND.

AGENTS

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

### FOR SALE

Fancy Creamery Butter, Selected Eggs,  
Fancy Dressed Poultry. Grocer Orders  
our Specialty.

**Mann, Laurie & Co.**

Phone 1577.

London, Ont.

### ALLISON COUPON BOOKS

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

#### HOW THEY WORK:

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



For sale by the jobbing trade everywhere.

Manufactured by

**ALLISON COUPON COMPANY**

Indianapolis, Indiana, U.S.A.

### A SEED DEPARTMENT

will add to your profits

*Kelway Langport*  
*England*

grow and sell

**SEEDS OF ALL KINDS**

for Traders

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

Buy well ahead to secure

**LOWEST PRICES.**

**WRITE TO-DAY**

ESTABLISHED 1849

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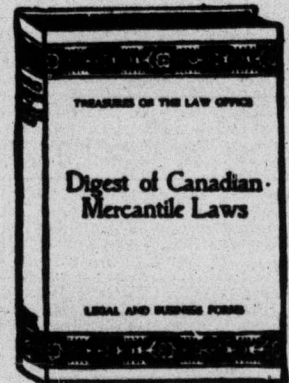
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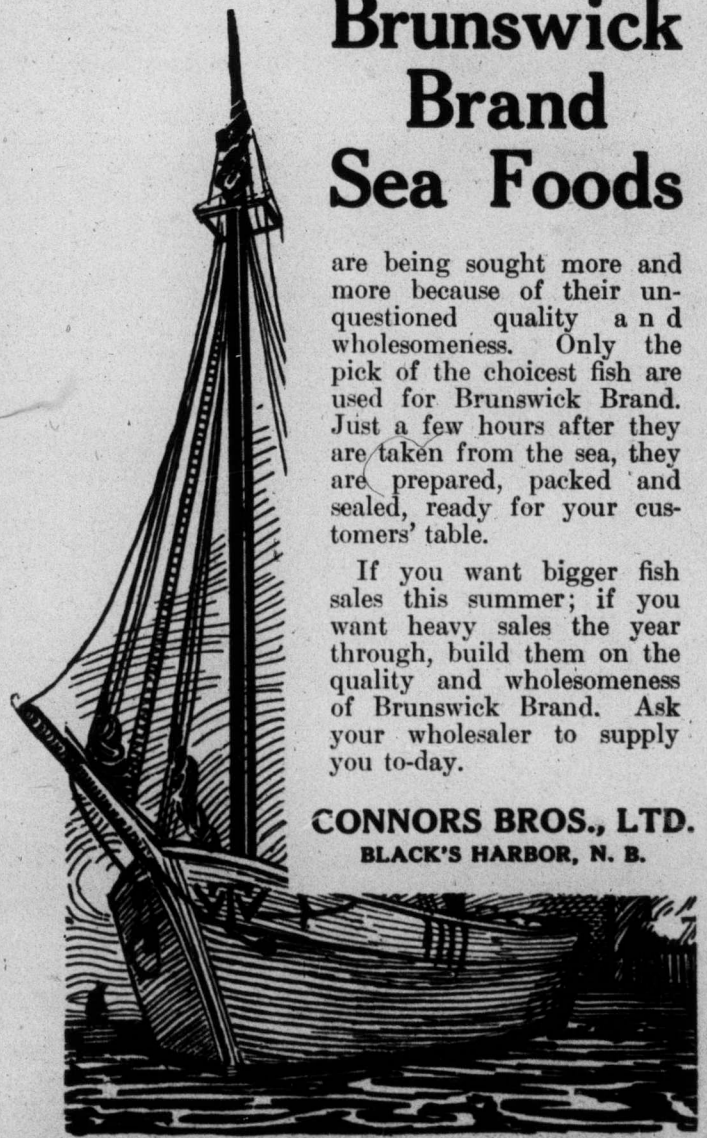
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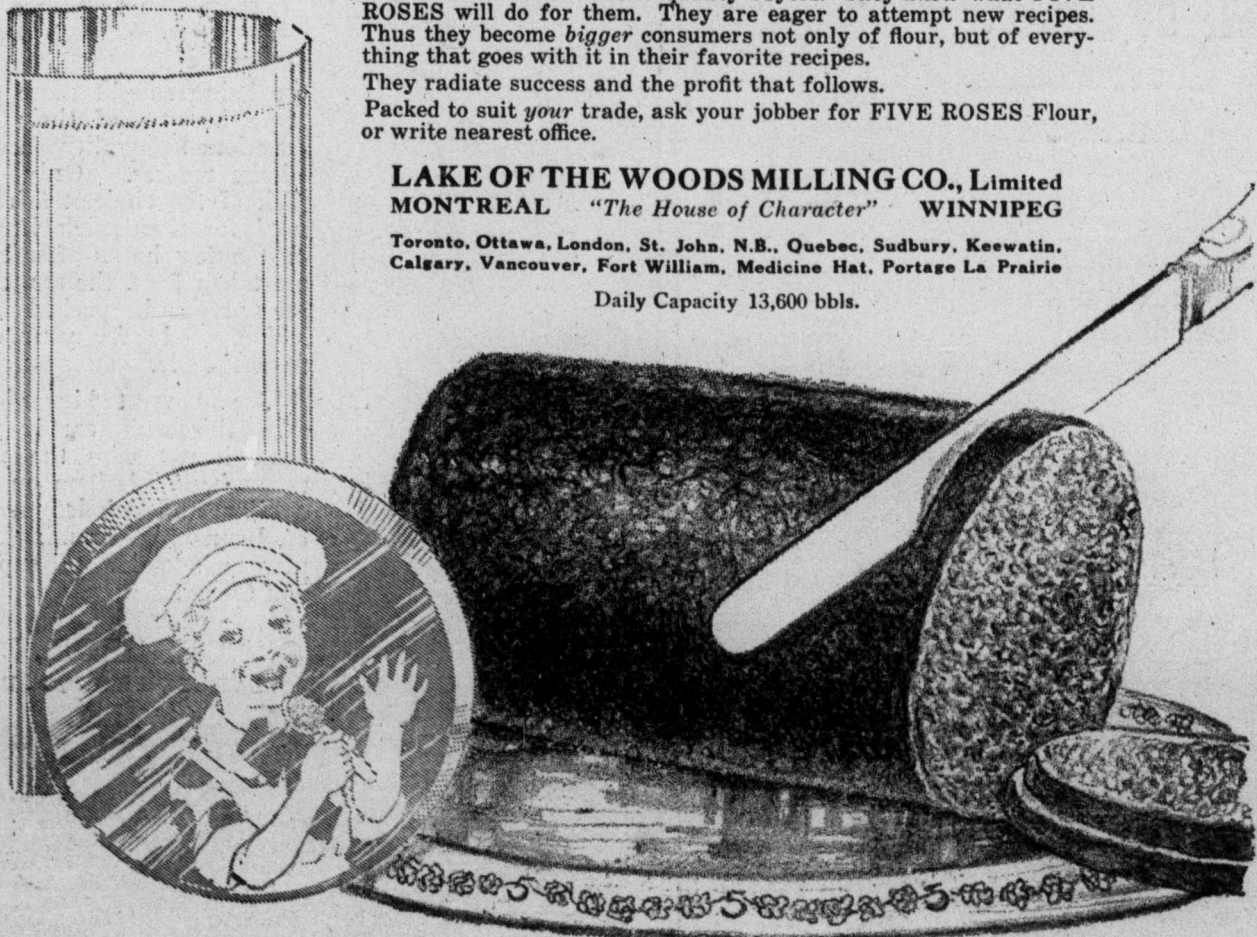
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