

**PAGES
MISSING**

THIS IS THE 1,334th ISSUE OF

CANADIAN GROCER

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

Vol. XXVII.

PUBLICATION OFFICE: TORONTO, JULY 4, 1913

No. 27

Crystal Sugar

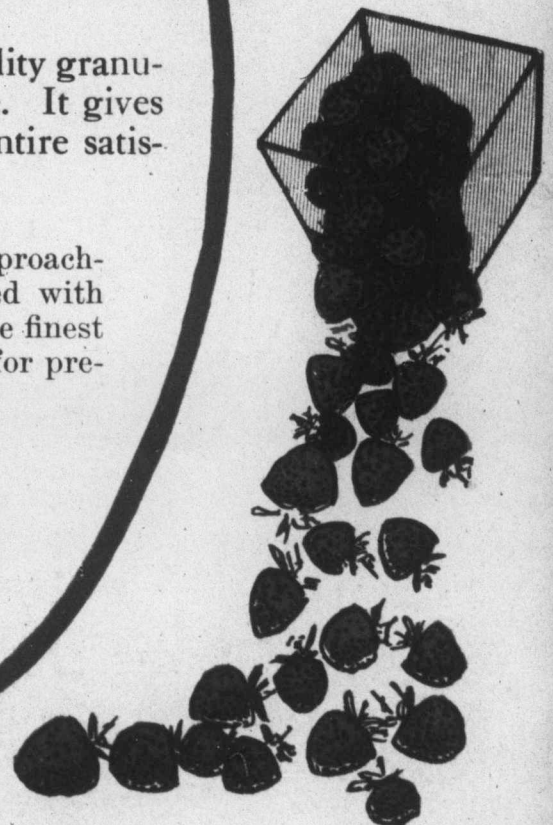
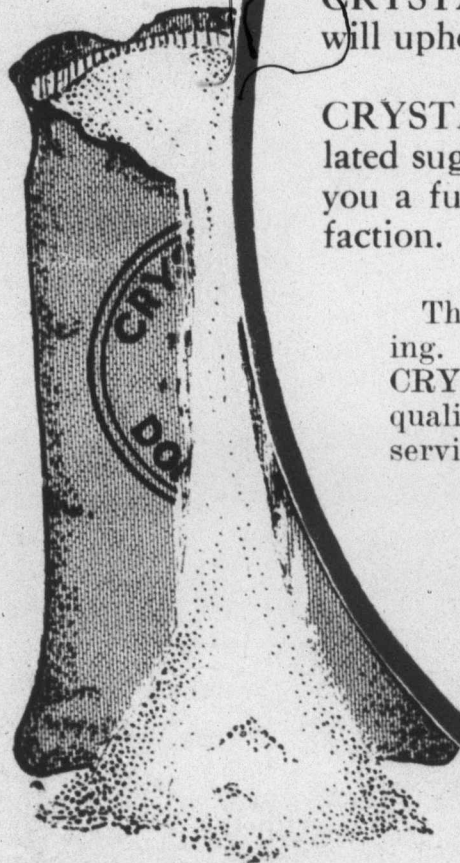
**Every Pound You Sell
Will Back You Up in
Your Strongest Statement**

Don't hesitate to put your full weight behind the strongest statement you can make regarding CRYSTAL SUGAR, for every pound you sell will uphold you.

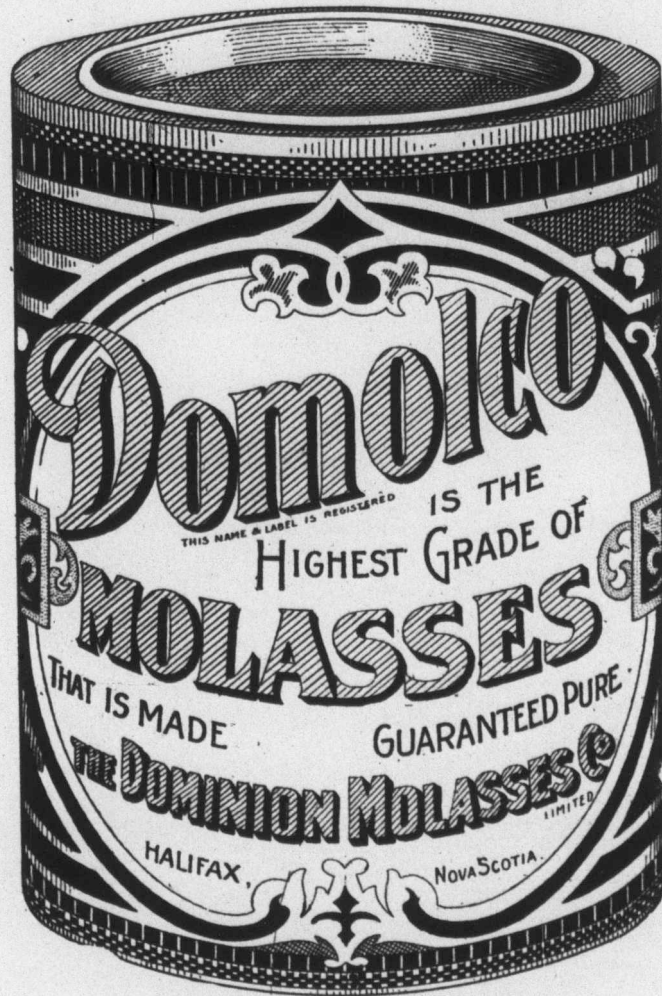
CRYSTAL SUGAR is the finest quality granulated sugar you can buy at any price. It gives you a full profit and your patrons entire satisfaction.

The Preserving season is fast approaching. See that you are well stocked with CRYSTAL SUGARS. We make the finest quality Cane Sugar on the market, for preserving and all other purposes.

**Dominion Sugar
Company, Limited**
Wallaceburg and Berlin, Ont.



THE CANADIAN GROCER



More "DOMOLCO," Please—

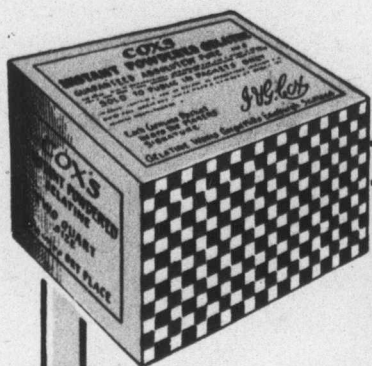
That's the molasses call that is heard from every side. It's the call at the family table, it's the call at grocery store (where handled). This demand for "Domolco" is "profit music" to the dealer's ear.

DOMOLCO

is the highest grade sugar-cane molasses that is made and is guaranteed PURE. Every package bearing this registered label contains the gem of molasses perfection.

Domolco is the table delicacy of the masses—every progressive dealer should handle.

THE **Dominion Molasses Co., Ltd.**
HALIFAX, N.S.



*the instant powdered
gelatine made famous
by its PURITY.*

COX'S Gelatine is the standard the world over. It has an exceptionally large sale throughout Canada the year round, especially during the warm weather season when it is used with fresh, ripe fruits.

Cox's makes the most delicious, instant jelly without any labor or fuss.

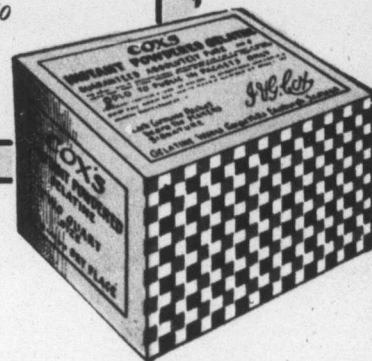
Suggest Cox's to your housewife patrons and solve the dessert problem for them.

Arthur P. Tippet & Company

Agents

Montreal

Toronto





Warehouses at Central Points Ensure Prompt Satisfactory Service

Our large warehouses at the most central shipping points in the West enable us to give a service second to none.

Royal Shield Brand Goods are unrivalled for quality, purity and value. They are the standard of the West.

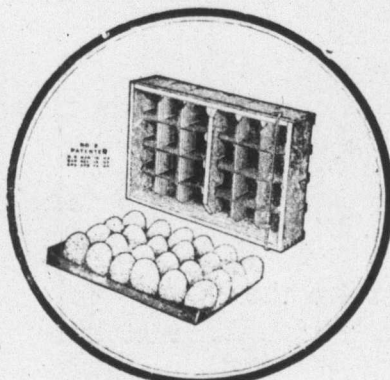
Our representatives cover the territory often and ship from the nearest point. Wait for the Royal Shield man.

Campbell Bros. & Wilson, Limited, Winnipeg

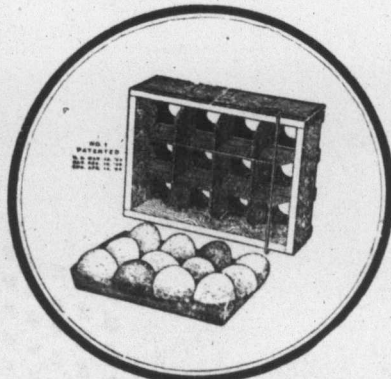
WHOLESALE GROCERS AND IMPORTERS

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

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



THE TWO DOZEN SIZE



ONE DOZEN SIZE

If You Deliver Eggs, You Need Star Egg Carriers and Trays

Nearly a 20% greater saving is made by using the Two Dozen Size STAR EGG CARRIER in connection with the One Dozen Size.

Right now in the Summer, in the Fall or Spring, eggs are cheapest and you have more orders for two dozen at a time. To deliver them at the greatest profit to yourself and the satisfaction of your customers, you SHOULD USE

STAR EGG CARRIERS and TRAYS

On the two dozen orders, using the Two Dozen Size will save your clerk's time in filling and candling—the deliveryman's in delivering—AND TIME IS MONEY!

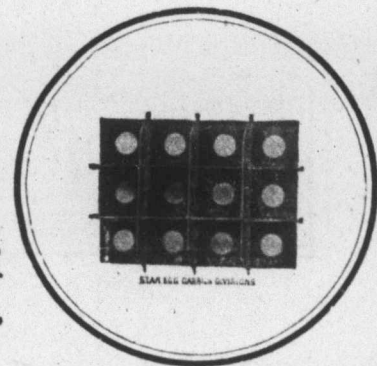
Therefore, you should order a full equipment of both sizes of STAR EGG CARRIERS and TRAYS from your Jobber, TO-DAY, and they will make you a PROFIT on your egg trade.

STAR EGG CARRIER DIVISIONS, fit both sizes, cost little, and being replaced occasionally, keep STAR EGG CARRIERS like new, and absolutely sanitary.

If Your Jobber Cannot Supply You, We Will

STAR EGG CARRIER and TRAY MFG. CO.

1500 Jay St., Rochester, N.Y., U.S.A.



THE CANADIAN GROCER



Borden Milk Products are Always on the Go

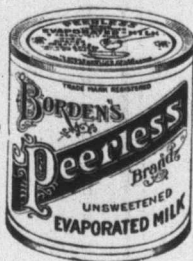
The exceptionally high quality and purity of these products have made for them a large and ever-increasing circle of friends and accordingly they are always in demand.

The dealer barely gets them on his shelf when off they go again, making a good profit for him and giving the customer the best there is in milk products.

Borden Milk Company, Limited, Montreal

"Leaders of Quality"

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



BISCUITS

from the Old Country

Some of the most popular Biscuits in Britain are made by

M^CVITIE & PRICE

Limited

Biscuit Manufacturers

EDINBURGH and LONDON

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

AGENTS:

Manitoba and Saskatchewan

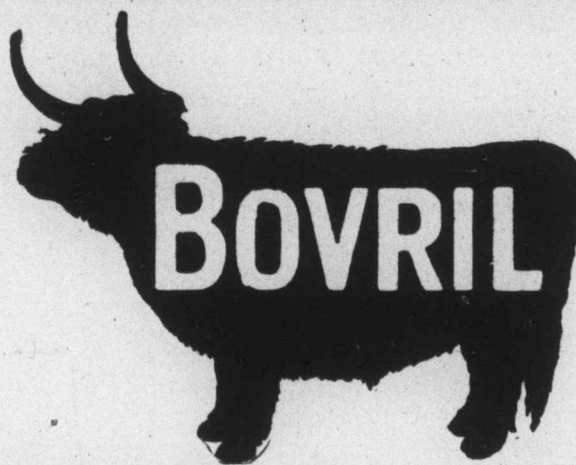
RICHARDS & BROWN, James Street, WINNIPEG

Alberta

CAMPBELL, WILSON & HORNE, Limited, CALGARY

British Columbia and Yukon

KELLY, DOUGLAS & CO., Ltd., Water St., VANCOUVER



Make this sign a part of your daily business

Let your patrons know that you carry the world-famous fluid beef—the concentrated essence of prime beef—Bovril. Display the goods and sales will follow. Large quantities of Bovril are used for summer cooking, sandwiches, etc.

BOVRIL LIMITED, MONTREAL



**Well
advertised
goods are
easiest
sold!**

In strong, convincing ads. in newspapers, street cars and magazines we are telling the people of the quality and absolute purity of

E.D.S. Fruit Products

Through good advertising the demand is created—and through their excellent flavor and genuine goodness repeat sales are a certainty. E. D. S. Jams and Jellies are guaranteed genuine—proven by Government test.

E. D. S. Raspberry Vinegar is a delicious thirst quencher and is selling well just now. Have you a stock?

Made only by

E. D. Smith & Son
Limited
WINONA, ONTARIO

AGENTS:

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



Hawaiian Pineapple Creates NEW Trade For The Grocer

HAWAIIAN PINEAPPLE is a non-competitive product which secured its own market through the consumer's instant appreciation of its delicious flavor and fine quality. It does not "take the place" of anything else, it is not like selling one brand of an article instead of some other brand,—the profits you make on it are profits you could not make in any other way.

The sale of HAWAIIAN CANNED PINEAPPLE has increased more rapidly than any other product ever offered to the grocery trade. Grocers who have stocked it from the first have been reaping the benefit.

We are Advertising Again

and there is going to be a further increase in sales of HAWAIIAN PINEAPPLE. Make up your mind to get your share of the profits on these increased sales. It's an easy seller: just keep it displayed and let your customers know you have it and our advertising will stir up the sales.

Always stock with HAWAIIAN PINEAPPLE, no matter what brand; so long as it comes from Hawaii it is sure to be "picked ripe" and "canned right." At all jobbers, —sliced, grated or crushed.

**Hawaiian Pineapple Packers'
Association**

Honolulu

Hawaii

Prince Albert,
June 10, 1913.

Aylmer Condensed Milk
Co., Hamilton, Ont.

Gentlemen—

I have used for many years past in my former home of Columbus, Ohio, the various kinds of Condensed Milk and I want to say after using a few cans of the "Aylmer" Brand, I believe you have them all beaten for two reasons, viz: It can be used in tea as well as coffee, giving the same flavor to both as fresh cream, and after a can is once opened and exposed to the air, I find it will keep some days longer than any of the five other brands I have used, which in itself is quite a saving as the other brands would often become spoiled before half used.

Since using the "Canada First" I find I can now dispense with the pint of cows' milk I had been accustomed to getting for tea alone.

Wishing you the success which you are bound to have, believe me,

Yours very truly,

(Signed)

W. N. PORTER.



FROM THE COW
TO THE CAN

"CANADA FIRST"
Evaporated Milk
Is Kept Perfectly
pure

**Manufactured
and Guaranteed
by Canadians**

**Aylmer
Condensed Milk Co. Ltd.**
AYLMER ONTARIO.

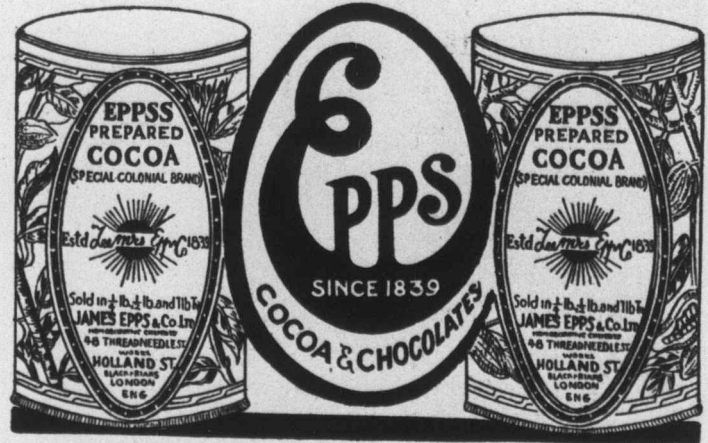




Litster Goods

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

Litster Pure Food Co.,
Limited
TORONTO



EPPS COCOA

"THE BEST EVER SINCE 1839"

EPPS COCOA IS MADE FROM THE FINEST SELECTED COCOA BEANS AND BY OUR SPECIAL PROCESS THE HIGHLY NUTRITIOUS BUTTER OR OIL CONTAINED IN THE NATURAL COCOA IS MADE SOLUBLE AND EASY FOR DIGESTION.

We have just received a supply of most attractive advertising matter and samples.

Write to-day—for YOUR share.

SAMPLES AND SPECIAL ADVERTISING FREE
JAMES EPPS & CO., Limited, LONDON, ENG.
25 East Front Street Toronto

Tea Hints for Retailers

By John H. Blake

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

The Tea Gardens of the World
Tea from Seed to Leaf
Tea from Leaf to Cup
The Tea Markets of the Orient
How to Test Teas
Where to Buy Teas
Is it Wise to Place an Importation Order?
Bulk versus Package Teas
HOW TO ESTABLISH A TEA TRADE
Tea Blending

(275 pages)

(24 full-page Illustrations)

Sent to any address on receipt of \$2.00

MacLean Publishing Company

(Technical Book Department)

143-149 University Ave.,

TORONTO

John Gray & Co., Limited
Glasgow Scotland

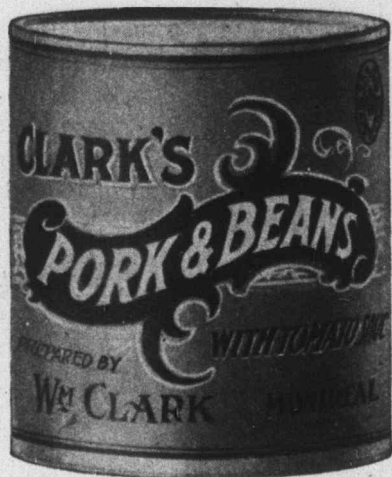
**1 lb. Floral
Glass**

Samples and Prices
from

Maritime Provinces, Quebec, Manitoba, Saskatchewan and Alberta, W. H. Dunn, 396 St. Paul Street, Montreal; Toronto, Lind Brokerage Co., 47 Wellington St. East; Ottawa, E. M. Lerner & Sons, 11 York Street; British Columbia and Yukon, Kirkland & Rose, 312 Water Street, Vancouver.



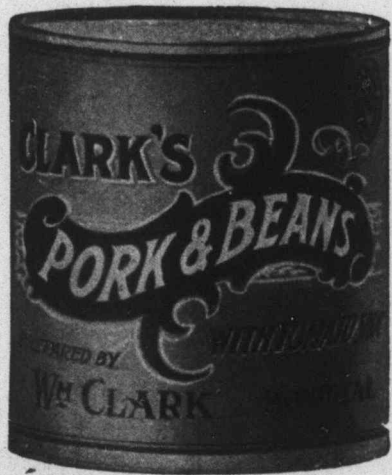
EVERY ONE



of your customers, Mr. Grocer, is a consumer to a greater or lesser extent of PORK AND BEANS. Have you ever given a thought as to which brand is the most popular with them? We venture the opinion without hesitation that your sales will prove.

Clark's Pork and Beans

To Be The Favorite



The REASON is obvious. CLARK'S are absolutely the BEST.

Your customer gets QUALITY and VALUE for his money, a comprehensive ADVERTISING scheme assists your sales and you derive SATISFACTION, from your repeat orders and increasing trade.

Reputation is Dependent on Quality.

W. CLARK, - MONTREAL



Aunt Em'ly Looks Back

"Times have changed. Nobody can have better times than we used to have, but I must say folks nowadays have better things to eat and less work preparing them. Think of making up a

JELL-O

dessert in a minute! I tell Helen and the girls it seems like play."

The Jell-O idea has enchanted woman generally, for not only are Jell-O desserts produced as if by magic, but they are as delicious as dishes that require an hour for making.

Needless to say the grocer whose stock is made up chiefly of goods that are popular with women, is the successful grocer.

**THE GENESEE PURE FOOD CO.,
Bridgeburg, Can.**

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

Your card in our **MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY** pages will keep you in touch with every manufacturer at home and abroad, who is looking for agents to represent him in Canada.

Many of the best British and foreign agencies in Canada have been secured through the cards on these pages.

One of the most successful retailers of late years says: "When a firm advertises in trade papers it is getting into good company. As I pick up one of a dozen of these periodicals here in my office, and glance through it, I find that the best people, the successful firms, are represented in such a way as to reflect their importance in the trade."

Grocery Advertising

By Wm. Borsodi

It contains suggestions for special sales, bargain sales, cash sales, etc.; ideas for catch lines or window cards, and many hints for the preparation of live advertising copy. A collection of short talks, advertising ideas and selling phrases used by the most successful grocery advertisers.

PRICE \$2.00

ALL ORDERS PAYABLE IN ADVANCE.

MacLean Publishing Co.
143-149 University Ave., Toronto

What Do You Earn?

Don't think us impertinent. We want you to put the question to yourself, and to supplement it with the further question, "Could you earn any more?"

Certainly you could, if your wasted evenings could be used to advantage.

Why not let The MacLean Publishing Company help you out? They will appoint you circulation solicitor in your district for MacLean's Magazine.

When you have tried it you may find it pays you well enough to give your whole time to it. That has been the experience of many before you.

The MacLean Pub. Co.
143-149 University Ave.
TORONTO

Fresh British Columbia



H. Bell-Irving & Co.,
Limited (Agents)
Vancouver, B.C.

SALMON

Selected Fish
Early Run



A Business Bringer—

Every pail or jar of L. & B. Banner Brand Jams, Jellies or Marmalade contains a fruit excellence to be found in no other make. Best value for the money.

The most careful attention is given to cleanliness and wholesomeness in the preparation and packing of the fruit. Put up in 2, 5 and 7 lb. gold lacquered tin pails and 30 lb. wooden pails, also in jars.

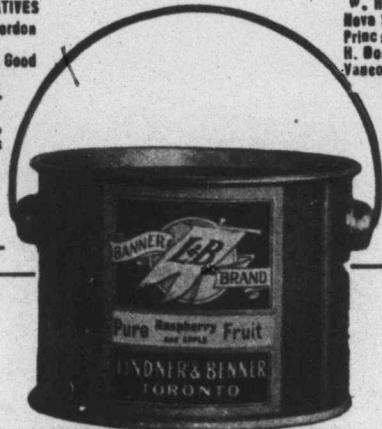
A line to stock for satisfaction and profit.

LINDNERS LIMITED

340 Dufferin St., TORONTO Phone Park 2985

REPRESENTATIVES
The Ames B. Gordon
Co., Toronto
Watt, Scott & Good
acre, Montreal
H. D. Marshall,
Ottawa, Ont.
C. A. Munroe,
New Brunswick

W. H. L. no Usher,
Nova Scotia and
Prince Edward Is.
H. Bonkin & Co.,
Vancouver
Western
Office at
Winnipeg



John Duncan & Co. MONTREAL

Importers of:
Ceylon, India, China, Japan
and Formosa Teas

We have some special offers to make
of spot Ceylons Guns for
Prompt delivery.

Write for Samples and Quotations
IMPORT ORDERS SOLICITED



That's what awaits
you if you start to
handle

MESSINA LEMONADE POWDER

You can't go wrong with it. Just introduce it once and repeats will undoubtedly follow. There is no getting away from its superior quality.

The true lemon flavor refreshes and creates a desire for more. This desire will be a golden egg for you.

Don't miss MESSINA.
Ask your wholesaler.

Henri Jonas & Co., Montreal

Readers Of The Grocer, Let Us Know Your Wants

You have noticed our Letter Box service. Every week we hear from dealers who desire names and addresses of firms manufacturing some particular article.

This service may be beneficial to you. If you are in the market for any article you do not know where to get, our services will be cheerfully given.

The Canadian Grocer is in position to secure information on new lines in the grocery trade, and of novelties occasionally asked for in the grocery store.

Don't hesitate to write us. As a subscriber of The Grocer you are entitled to this service.

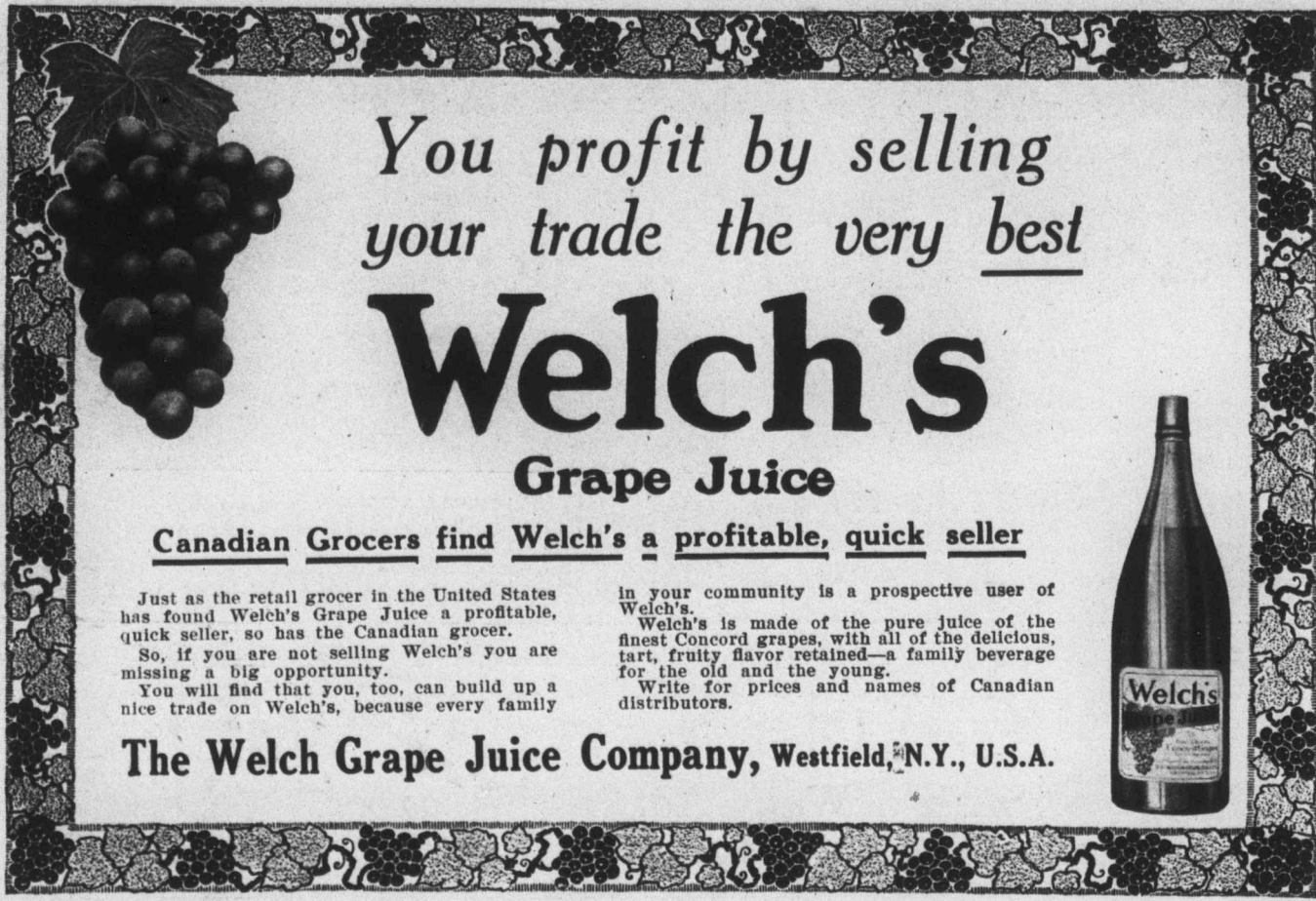
The Canadian Grocer

Montreal

Toronto

Winnipeg

Vancouver



*You profit by selling
your trade the very best*

Welch's

Grape Juice

Canadian Grocers find Welch's a profitable, quick seller

Just as the retail grocer in the United States has found Welch's Grape Juice a profitable, quick seller, so has the Canadian grocer.


So, if you are not selling Welch's you are missing a big opportunity.

You will find that you, too, can build up a nice trade on Welch's, because every family

in your community is a prospective user of Welch's.

Welch's is made of the pure juice of the finest Concord grapes, with all of the delicious, tart, fruity flavor retained—a family beverage for the old and the young.

Write for prices and names of Canadian distributors.



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



"WHERE DOES
THE SHINE COME FROM."

BRASSO

Is Your
Polish Trade
Fully Developed ?

Every dwelling, from mansion to shack, needs stove polish. Every customer you have has some dull metal to shine. Do they know it? Do they buy from you? If not, put them in the right way.

ZEBRA



STOVE POLISH

The Brasso way and—
The Zebra way.

MODERN GROCERY EQUIPMENT

Adds an air of distinction to your store
—and

ATTRACTS TRADE.

The "Walker Bin" System

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

Is this worth your consideration?

We manufacture the best in show
cases and refrigerator counters.

Write now for illustrated catalogue
and estimates.

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



Berlin,

Ontario



REPRESENTATIVES:

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



TWO CENTS PER WORD

with a Want Ad. in this paper.

You can talk across the continent for two cents per word



Keep a Good Stock

of Edwards' Soups all the year
round. Edwards' Soups sell quickly
because they are so widely advertised
—they sell again and again because
they are so good.

There's already a large sale of Edwards'
Soups, and this year's extensive advertising
campaign will make the demand bigger
than ever.

EDWARDS'
DEMICATED
SOUPS

Write for full particulars of trade terms to
Distributors:—W. G. Patrick & Co., Limited, Tor-
onto and Vancouver; Wm. H. Dunn, Montreal;
Escott & Harmer, Winnipeg.

By Royal



Letters Patent

NELSON'S
Crystal
Leaf
GELATINE

Unrivalled in the kitchen,
can be obtained from

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

St. Paul St.,

Montreal.

York St.,

Toronto.



How Much of Your Net Profit Do You Get?

YOUR success is determined, not by the volume of your sales, but by the net profit you actually receive. Losses caused by carelessness, mistakes, forgotten charges and temptation must be paid for out of net profit—you have just that much less for your family, your future and yourself.

A modern National Cash Register stops losses and increases trade and profits. It shows how much money should be in your cash drawer and how many sales were made by each clerk. It records all charges, bills paid and money received on account.

It insures your getting that part of every dollar which rightfully belongs to you as a fair return on your labor and investment.

Write for further information.

The National Cash Register Company

285 Yonge Street, TORONTO

Canadian Factory, Toronto

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



A gentle natural aperient that stimulates the organs of elimination.

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

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

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

ENO'S "FRUIT SALT"

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

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

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

Sold by Chemists and Stores throughout the World

Prepared only by

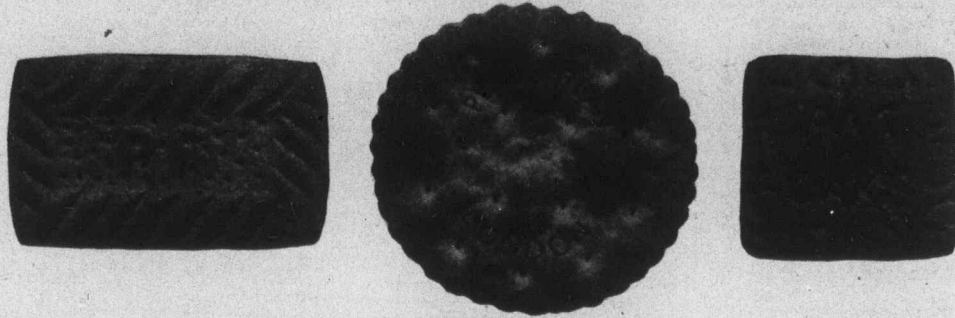
J. C. ENO, Ltd., FRUIT SALT WORKS, London, S.E.

The Golden Rule for satisfied customers is,---"something exceptionally good at a moderate price."

There you have the whole secret of the popularity of

Chase & Sanborn's
Coffees

THREE VERY POPULAR BISCUITS



P.F. SHORTCAKE	GOLDEN PUFF	PAT-A-CAKE (reg'd)
Delicious shortbread biscuits.	Very light and flaky.	Dainty shortbread squares.
About 32 to pound.	About 42 to pound.	About 60 to pound.
About 325,000,000 sold first year.		Over 425,000,000 sold in one year.

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

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

Protection from the Summer Heat

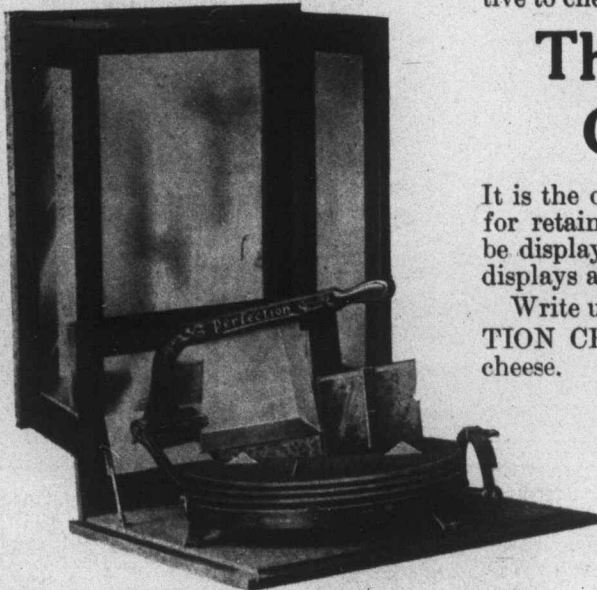
This is not an advertisement of a summer resort, but a straightforward talk to grocers who are not observing the best method to big cheese profits.

Summer heat, flies, and insects go together—all are destructive to cheese and deteriorating to its value. This is the remedy—

The Perfection Cheese Cutter and Cabinet

It is the only properly sanitary and absolutely practical device for retaining cheese in a store in summer. *CHEESE* has to be displayed well to sell it. Get a wood and glass cabinet that displays and protects the cheese at the same time.

Write us to-day for further convincing proof of the **PERFECTION CHEESE CUTTER** as a summer guardian of your cheese.



**American Computing Co.
of Canada**

Hamilton

Canada

Made in Canada

Manufacturers' Agents and Brokers' Directory

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

ONTARIO.

Japan Teas on Spot
Congou Teas on Spot

Ask for samples.

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

Import-Export 'Phones { Office 2190
Residence 1556
NORMAN D. McPHIE
MERCHANDISE BROKER
COMMISSION MERCHANT
MANUFACTURERS' AGENT

Handling General Grocery, Spice and
Produce Lines

Federal Life Building

HAMILTON, - Ont., Canada

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

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

**CONVENIENT, MODERN,
WAREHOUSING**
at Ottawa, tracks at the door, connection with steamers. Fireproof. Excise Bond Free. Write for low rates.
DOMINION WAREHOUSING CO.,
44-53 Nicholas Street - Ottawa

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

WESTERN PROVINCES.

ORR & McLAIN

Importers, Buyers
and
Manufacturers' Agents

Domestic and Foreign Agencies Solicited
507 Confederation Life Building, Winnipeg

**H. P. PENNOCK & CO.,
LTD.**

Wholesale Grocery Brokers & Manufacturers' Agents,
WINNIPEG
We solicit accounts of large and progressive manufacturers wanting live representatives.

WESTERN DISTRIBUTORS LIMITED

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

Eastern Manufacturers Limited

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

G. C. WARREN

Box 1036, Regina
**IMPORTER, WHOLESALE
BROKER and MANUFACTURERS'
AGENT.**

Trade Established. 15 Years
Domestic & Foreign Agencies Solicited

HOLLOWAY, REID & CO.

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

NORTH-WEST SPECIALTY CO.

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

FIREPROOF WAREHOUSE

We solicit your business for Storage
and as Forwarding Agents.

The **FIREPROOF WAREHOUSING
CO., LTD.,** London, Canada.

WESTERN PROVINCES—Continued.

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Wholesale Grocery Brokers
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Covering Manitoba, Saskatchewan and Alberta. We can give special attention to a few more first class lines. Domestic and Foreign agencies solicited.

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Will be pleased to discuss with agents or manufacturers of Bakers', Butchers' or Grocers' specialties, the introduction of their lines to the Prairie Provinces—we go direct to the trade or through the Jobbers.
Dealers in High Class Produce and Provisions.
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Grocery Brokers & Importers.
"Eiffel Tower Lemonade."
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Can give strict attention to a few first-class Grocery Agencies. Highest References.

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WHOLESALE GROCERY BROKERS
CANNED GOODS, DRIED FRUITS, ETC.
CANNED SALMON A SPECIALTY
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Head Office - Vancouver, B.C.
Reference: The Bank of Montreal.



STUHR'S
GENUINE CAVIARE,
ANCHOVIES IN BRINE
(Salted Sardels).
In Tins and Glasses.
"Please ask for our offer"
C. F. STUHR & CO., HAMBURG.



Oakey's
The original and only
Genuine Preparation
for Cleaning Cutlery,
6d. and 1s. Canisters.
'WELLINGTON'
KNIFE POLISH

JOHN Oakey & Sons, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass
and Flint Cloths and Papers, etc.
Wellington Mills, London, England

SHIP YOUR CARS TO
FERGUSON'S SIDING
Cars continually loading for all cities in the West and Northwest.
Inland Revenue and Customs Bonds.
Our siding is on G.T.P. and C.N.E., inter-switching with C.P.R. and Midland Railway. Cars distributed carefully.
FERGUSON BROS., Warehousemen,
123 Bannatyne Ave., WINNIPEG, Can.
We have records in our vaults covering ten years' satisfactory service.

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

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Canned Goods a Specialty
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The CAMPBELL BROKERAGE CO.
Manufacturers' Agents and Commission Brokers.
We have our own warehouse and trackage. Shipments stored and distributed. Can give special attention to a few good agencies.
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We can give special attention to a few good agencies. Anything we handle we push
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Wholesale Jobbers & Manufacturers' Agents.
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Correspondence solicited on Domestic and Foreign Lines.
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ST. JOHN'S NEWFOUNDLAND
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Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references.
Cable address: "Macnab," St. John's.
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The failure to stock some standard commodity may be the means of a merchant losing trade.

Mathieu's Nervine Powders

a quick sale and good profits. For all forms of headaches there is no remedy which reaches the seat of the trouble so quickly and so effectively as *Mathieu's Nervine Powders*. Be sure and stock them, as they are quick sellers. Try *Mathieu's Nervine Powders* yourself at our expense as per coupon attached, if you or someone of the family suffers from headaches.

Remember there is nothing equal to *Mathieu's Syrup of Tar and Cod Liver Oil* for breaking up colds.

The
J. L. MATHIEU CO.
Proprietors
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Please send regular box of Mathieu's Nervine Powders to the following address:—
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With (Name of firm)
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Sartan
BRAND
 THE SIGN OF PURITY

COFFEE

GROWN, ROASTED AND BLENDED FOR GROCERS WHO
 VALUE SATISFIED CUSTOMERS

Royal Stewart
 A blend of the
 highest grade to
 satisfy particular
 people.
 Retails at 45c.

Gordon
 A blend of high
 grade Coffees, pleas-
 ant and satisfying.
 Retails at 40c.

Highland Lassie.
 A blend of good
 Coffees to retail at
 35c.

Rob Roy
 Cheap in price but
 worthy in quality.
 To retail at 30c.

BALFOUR, SMYE & CO.,

Wholesale and
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TEA LEAD

(Best Incorrodible)

Buy "PRIDE OF THE ISLAND" Brand
 as extensively used for years past by most
 of the leading packers of Tea in Canada.

ISLAND LEAD MILLS Ltd.

Tel. Address: "Laminated," London. LIMEHOUSE
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Canadian Agents: **HUGH LAMBE & CO., TORONTO**
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CECIL T. GORDON, MONTREAL

BLACK JACK

**QUICK
 CLEAN
 HANDY**

½-lb. tins—
 3 doz. in case



TRY IT

**SOLD BY
 ALL
 JOBBERS**

A Seasonable Line

OUR NEW

**Sandwich and Salad
 Olive**

all ready for the table

**Pimento Stuffed
 Celery Stuffed
 Plain Pitted**

in salad form

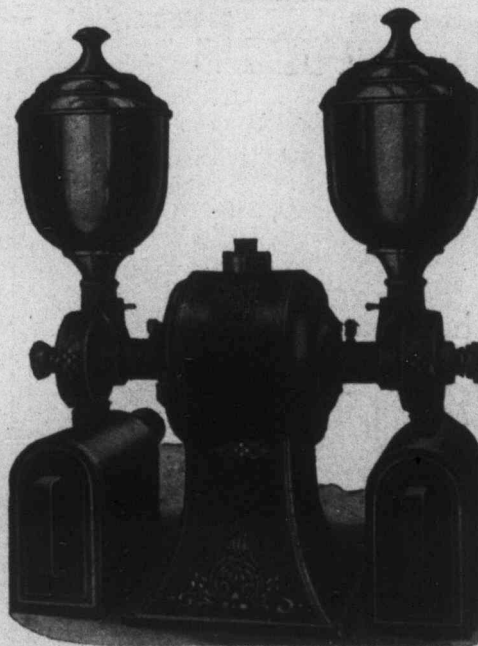
Ask your wholesaler for this 8 oz. bottle.
 Retails at 25c.

Gorman, Eckert & Co.
 LONDON, ONTARIO

Western Selling Agents:
MASON & HICKEY, Winnipeg

More Than Ever in a Class by Itself

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



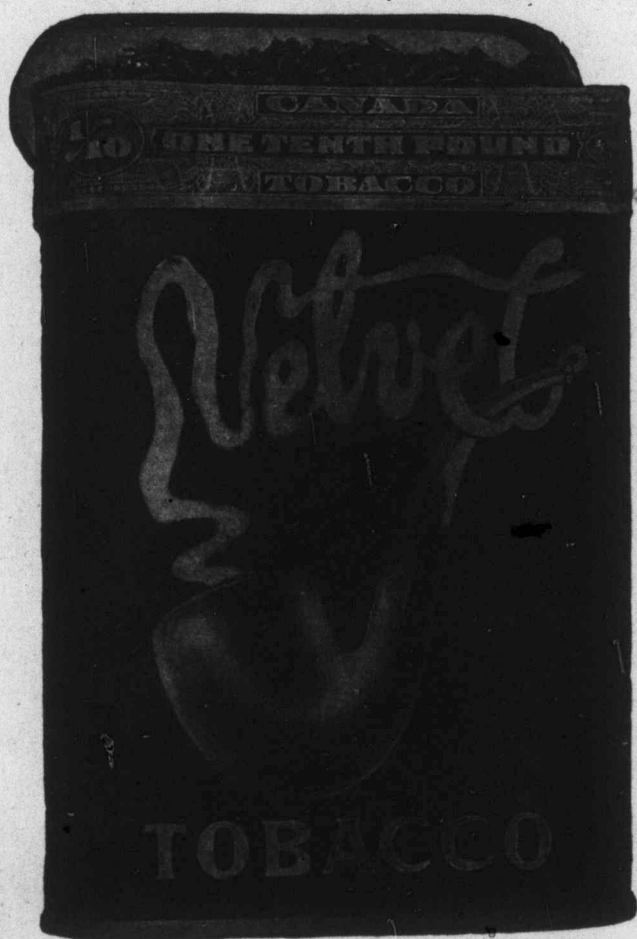
COLES MANUFACTURING CO.
 1615 North 23rd St. PHILA., PA.

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

Velvet

THE SMOOTHEST
TOBACCO

Not a bit of bite!



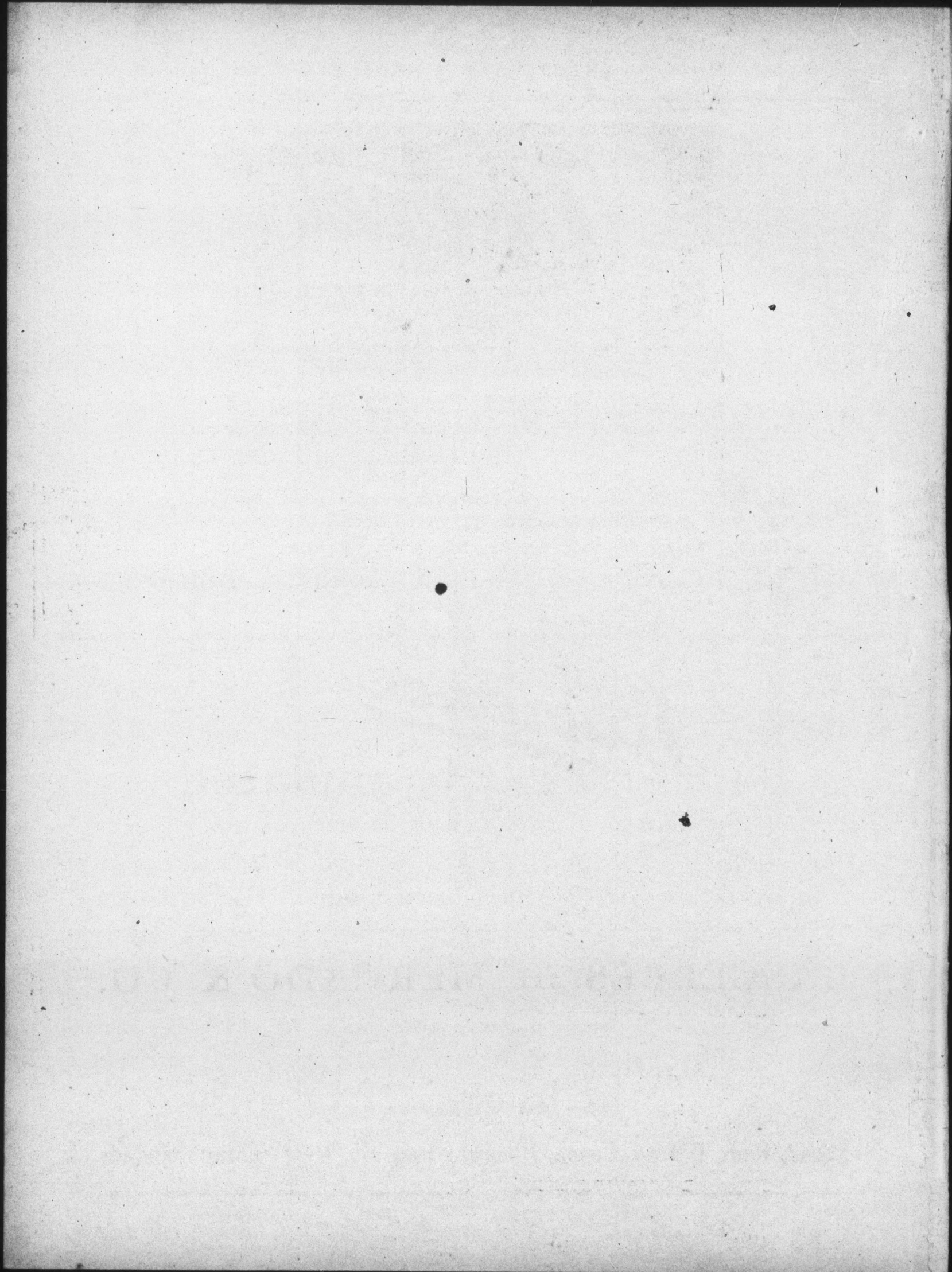
When a customer asks you "why VELVET has not a bit of bite," can you tell him? Well! we'll tell you, so you will be ready for the next man.

First of all, "VELVET" is pure Burley tobacco—and the very finest Burley leaf that money can buy.

Then the tobacco is put through a special process, which makes "VELVET" the smoothest tobacco.

Any wholesaler in Canada will fill your order for "VELVET."

Sold in red tins only





The Tea of "Distinction"

Your customers will like Red Rose Tea—no other tea will please them as well—no other tea will take its place—BECAUSE Red Rose Tea has distinctive qualities. It is largely composed of the fine teas of Northern India, which are generous in strength and richness. These, blended with the flavory teas of Ceylon, produce the distinctive qualities for which Red Rose is famed.

If you sell Red Rose Tea you are sure to hold and increase your tea business.

Head Office:—ST. JOHN, N.B.
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Calgary, 322-326 Ninth Ave. W.

T. H. Estabrooks Co., Limited
7 Front St. East, TORONTO

St. Lawrence

Granulated

Now packed in three different sizes of grain

RED LABEL
Fine Grain

BLUE LABEL
Medium Sized Grain

GREEN LABEL
Coarse Grain

LASCELLES DE MERCADO & CO.

General Commission Merchants

KINGSTON,

JAMAICA

EXPORTERS OF

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

Furuya & Nishimura

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



THE MCGREGOR PAPER BAG HOLDER.

HOLDS EVERY SIZE BAG FROM 1/4 TO 10 LBS.

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

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

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

Profit. Popular Price

These are two features about

Gilmour's Antiseptic Hand-Cleaner

which you should consider.

—Gilmour's Pleases.

—Not Over-Gritty.

—Quality Ingredients.

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

Write

THE GILMOUR CO.,
604 PAPINEAU AVE., MONTREAL

AGENTS:

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

CANADIAN NATIONAL EXHIBITION

TORONTO, August 23 to September 8, 1913

Charles Bond, Ltd.

Manufacturers of High Class Chocolates,

BRISTOL, ENGLAND

Stall in Manufacturers' Building

Carsons, Ltd.

Manufacturers of Highest Grade Pastilles,
Gums and Cachous.

Glasgow
Scotland

Shortwood
Gloucester

London
England

Melbourne
Australia

Stall under the Grand Stand

For information relative to above exhibit, please apply to

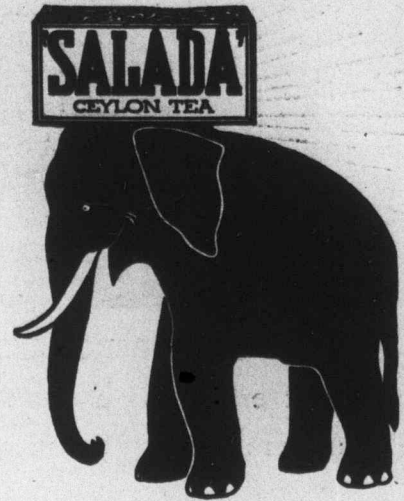
Mr. J. P. Wright

Queen's Hotel

TORONTO

It's New Business That Counts

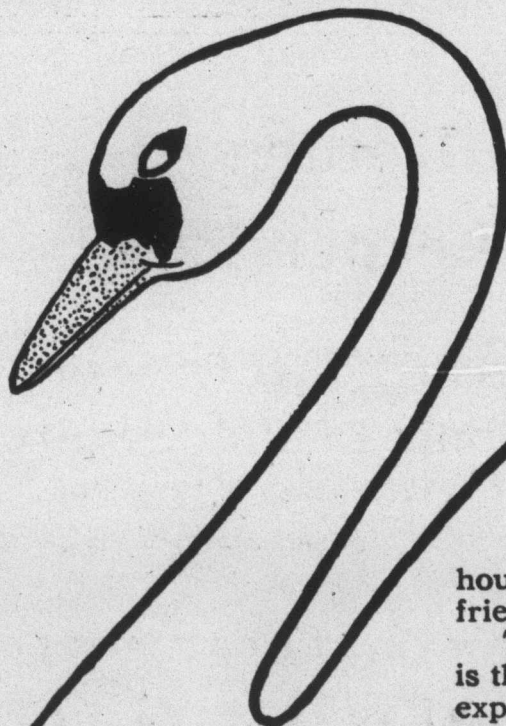
Don't travel in a rut. Get after new tea business. Regain the trade the peddler has taken. It can be done, and "SALADA" is the only tea to do it with. Every year—for twenty-one years — increase has topped increase in "SALADA" Sales. New customers have been added to the old. Their confidence and satisfaction have been obtained and retained. A reputation for reliability has been established. A trade worth while has been built up.



AND WE'RE STILL AFTER NEW BUSINESS.

"SALADA"

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



Pickling Season

demands a stock of pure spices that will not reflect on you and your store next winter when the good housewife offers her favorite pickles to her friends around the festive board.

The high quality of White Swan spices is the result of careful buying and years' of experience. Only the finest and purest ingredients are used.

Order from your wholesaler or direct

White Swan Spices & Cereals Limited
Toronto, Ontario

THE CANADIAN GROCER



KEEN'S OXFORD BLUE. The blue that insures snowy white laundry and because of its strength, its use is the truest form of economy.

Recommend it to the new housewife, the older folks use no other.

FOR SALE BY ALL THE CANADIAN JOBBING TRADE

MAGOR, SON & COMPANY, Limited

403 St. Paul Street, Montreal

30 Church Street, Toronto

Agents for the Dominion of Canada

Your Customers Return
For These Two Leaders!

BENSON'S

Prepared Corn

FOR CULINARY PURPOSES.

SILVER GLOSS

Home Laundry Starch

THE WASH-DAY FAVORITE

Standards for over half a Century

IT'S THE QUALITY THAT BRINGS THE REPEAT ORDERS

THE CANADA STARCH CO., LIMITED

Manufacturers of the EDWARDSBURG BRANDS

Montreal Cardinal Toronto Brantford Vancouver

This illustration shows a strong combination for getting new trade and holding it.



Views of the window and interior of the Peebles Hobson & Co. store, Hamilton, Ont.

Backing up Window Trim with Good Interior

Peebles, Hobson & Co., of Hamilton, Make Both Attractive—Aim to Hold the Customer That the Window Induces to Enter the Store—System in Showing Different Quality Goods.

Any real estate man will tell you it is difficult to sell a house with a Queen Ann front and a Mary Ann back. The brick front sometimes looks good from the street and the prospective purchaser becomes interested. But the view from the back yard is different and the sale is off.

Same applies to the appearance of the window in its relationship to the other selling department—the store interior. Sometimes one sees an attractive window display—a trim that will bring people into the store—but on investigation, the interior conditions there spoil the first impressions. That is not good business and is liable to make prospective new customers only occasional buyers.

Both Displays Effective.

A good look at the accompanying illustration shows a good interior display backing up a strong selling window. These are from the store of Peebles, Hobson & Co., Hamilton, Ont., a firm that takes great pride in always showing good window trims and a neat attractive interior arrangement.

Mr. Hobson's idea for getting the most from his displays, either window or interior, is to show prominently only the best goods in stock. If, for instance, he carries two kinds of a certain preserved fruit, he displays the more expensive variety where it will be seen, putting the other in the background to the rear of the store. His reason is that it always gives him a

chance to sell the better article. When a customer finds out the price of the line on display she frequently purchases without any more ado. But if she should think the price beyond her means there is the other grade to fall back upon. The chances for selling this are made greater because of the enquiry in the first place. In fact a sale is pretty nearly assured.

One Backs Up the Other.

The illustration herewith suggests to the dealer the advisability of always backing up a bright selling window, with an attractively arranged interior. A good combination of this character will not only bring new customers inside the store but will tend to hold them once they cross the threshold.

Business is Just as Good as Last Year

This is General Trend of Opinions Among Manufacturers, Selling Agents and Wholesalers—In Some Cases Demand Exceeded Supply—Slowness in Collections Rather General—Splendid Outlook for Future With Good Crops in Sight.

Montreal, July 2.—(Special)—A large milling firm with head offices in Montreal states that business during the past six months has been satisfactory, although in the three weeks just by there has been a dropping off owing to the rise in Canadian wheat prices. This they say has curtailed export business but at present there is somewhat of a relief.

A Montreal coffee house says that collections have not been up to the mark and attribute this to too much real estate speculation in the West. On this account some new business is being refused.

One of the wholesale grocery houses here reports that they are finding collections a little difficult to make and so cannot meet their own accounts as promptly as they would wish. During the past fortnight, however, probably on account of cheese and creamery season coming in, payments have been better. Some complaints are made that last fall, wholesalers were induced to stock up on goods that they could purchase to-day from 10 to 30 per cent. less.

Another wholesale grocery house here states that volume of business is just as heavy, in fact, heavier than during the first six months of 1912. Collections are, however, a shade harder to make. The head of the firm attributes this to over-investment and speculation. Some retail buyers, he claims, are disposed to spread their purchases around more wholesalers than usual. A third house corroborated this view of the situation.

A fourth house states that business is just as good as during last year. The rumor of money scarcity is not interfering with their regular business. Collections, while they might be better, are found to be fairly satisfactory. Advices from bankers given to dealers in general as to careful buying have kept many from purchasing heavily. Further orders are, however, just as heavy as last year at same time, but trade is expecting lower prices in some instances.

Conditions in Ontario Sound.

Toronto, July 2.—Reports from Ontario indicate that trade is not showing any decline, but on the contrary manufacturers and wholesalers generally say that business has been good and prospects for the future bright. Some of the views expressed to Canadian Grocer are as follows:

Gunn's, Limited, meat packers, West Toronto.—“We can say without hesitation that our business during the past

THE CROPS IN MANITOBA.

(From Our Own Correspondent.)

The crops throughout Manitoba have greatly benefited in many sections by the recent timely rains, but at time of writing are needing more.

In most of the province the season so far has been a dry one, but with a sufficient rain-fall during the next few weeks the crop will no doubt be an average one.

Through some parts of the province a very peculiar condition of things exists. In traveling about it is no uncommon sight to see some farmers harvesting last year's crop of flax and in some instances wheat. Others are busy threshing and marketing the crop that could not be handled last year on account of the excessive wet weather that prevailed in the fall.

Strange as it may appear to easterners, much of this wheat and flax is turning out very well and is a fair sample, the former grading No. 3. Truly this is a great country. As one resident remarked the other day California is not in it with Manitoba. They cannot harvest and thresh wheat there in the month of June.

The weather is warm and growth is rapid.

It is said that traveling circuses are an indication of prosperity in the country. If that is so there must be some money in Manitoba as there are an unprecedented number of them traveling through this province this season.

six months has been exceptionally good. There has been a brisk demand for all the products we handle and manufacture.

“Collections have been very good. We have every reason to believe that these conditions will continue throughout the balance of the year, despite the financial stringency, which seems to be affecting real estate and speculative operations to a far greater extent than legitimate business.”

Dane, Hortop & Co., manufacturers' representatives. — “Business generally has been good since the first of the year; the difficulty has been to keep up with the demand for the goods we handle. We have had a lull now and again, but it only afforded a chance to catch up with business in hand.

“For the future we see no reason why business should not be better. Conditions throughout the country are good; crop prospects are encouraging; construction work all over means employment, and that means circulation of money. People seem to be less interested in outside affairs and are more than ever attending to their immediate business. A great faith in the future prevails, and in our opinion conditions warrant it.”

White & Co., wholesale fruit and produce dealers.—“As to the fruit and produce trade we have little to complain of.

Prices have been high on nearly all lines in the South owing to frost and flood damage in the early season, but there has been an active market on all lines at this end. Collections are fairly good, sales being on short terms only.

“The outlook is for hand to mouth purchasing. Little speculation on fruits and vegetables will be done this fall, owing to the uncertainty prevailing in the money markets and the enormous losses sustained on stored goods the past season.”

Gorman, Eckert & Co., London, Ont., packers of olives.—“Business for 1913 is quite up to the mark compared with former years. Ontario trade, if anything, is better than previous years.

W. H. Gillard & Co., wholesale grocers, Hamilton, Ont.—We desire to say that during the past six months we have found trade very satisfactory, quite equal in volume to the corresponding period of last year.

With regard to the prospects for the remainder of the year, if the large building operations which are now in progress are not checked by continued stringency, and the crops fulfil the promises which they give, we see no reason why the prosperity that has prevailed in the country for some time past should not be continued throughout the year.

Winnipeg Wholesalers Satisfied.

Winnipeg, July 2.—Wholesale grocers seem well satisfied with the volume of trade. All staples are keeping well apace with last year. Some lines such as dried fruits, beans, syrups and teas and coffees are seasonably quiet, but by no means inactive. Fresh fruits, fruit syrups, lime juice and camp specialties including canned goods, are brisk.

CALGARY CLERKS ORGANIZED.

About 150 members of the Retail Clerks' Association of Calgary, Alta., attended an open-air meeting recently in Victoria park to discuss the objects of the association, which are the securing of shorter hours of labor and better conditions generally for the retail clerks of the city. The president, A. M. Mackie, acted as chairman, and the speakers were Messrs. Evans, Lewis, Andrews, Hyman, Hagger, and Mrs. De-fries.

A Window Dressing Contest

During the summer months trade can undoubtedly be greatly stimulated by means of window displays. With the coming of the summer season there opens up a lucrative trade for summer goods. This trade comes to those stores who cater to it with the strongest invitations. Let the window be a good, strong "invitation announcement" to the people.

To encourage and to help to develop window dressing of summer lines, The Canadian Grocer has arranged a window display contest, beginning now and terminating on August 8. This is open to grocers and their clerks in all parts of the Dominion and in Newfoundland. The only conditions attached are that the windows be dressed by the grocer or an employe, and that it shall contain seasonable summer goods.

Prizes will consist of twenty dollars. There will be three prizes for cities above 10,000 population, and three for centres under 10,000. The amounts will be five, three and two dollars respectively. This gives dealers and clerks in smaller places equal chances with those in the cities.

The best possible photograph should be secured. On back of each write brief description of how the display was constructed. Each contestant may enter as many photos as he desires. Mail them not later than August 8 to The Editor, Canadian Grocer, 143 University Ave., Toronto.

The CANADIAN GROCER

Established 1896.

Only Weekly Grocery Paper Published in Canada.

THE MACLEAN PUBLISHING CO., LIMITED

John Bayne MacLean - - President.

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

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

OFFICES:

CANADA—

Montreal—Rooms 701-702 Eastern Townships Bank Building. Telephone Main 1255. O. S. Johnston
 Toronto—143-149 University Ave. Telephone Main 7324.
 Winnipeg—34 Royal Bank Building. Phone Garry 2313.
 Vancouver, B.C.—2649 Third Ave. West, H. Hodgson.

UNITED STATES—

New York—R. B. Huestis, 115 Broadway, New York. Telephone 8971 Rector
 Chicago—A. H. Byrne, 140 South Dearborn Street. Phone Rand 3234.

GREAT BRITAIN—

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

Subscription: Canada, \$2.00; United States, \$2.50; Great Britain and Colonies, 8s. 6d. Elsewhere, 12s.

PUBLISHED EVERY FRIDAY.

TORONTO, JULY 4, 1913

ENTER WINDOW DRESSING CONTEST.

There are certain men in the grocery trade who do bigger business in summer than in winter. If some can do this, why cannot more? There must be methods whereby trade in these goods can be built up. The camping season is on for one thing and another is that people go in stronger for high-class specialties in summer than in winter. They want summer goods and not so much fresh meats and heavy cold weather foods.

The window should be included as one of the chief methods for securing this trade. It not only sells goods direct, but lets the public know what lines are carried and therefore becomes an advertisement with permanent results.

To help along the art of window display, Canadian Grocer has decided to hold a contest in which prizes will be given to the six best artists who enter. Full particulars are announced on another page. This competition is open to dealers and their clerks, and it is hoped that many will decide at once to jump into the race, dress a good summer window and send along a photograph.

BEGINNING REFORMS AT HOME.

It has been frequently stated that among the best customers of mail order houses are to be found the wives and families of retail dealers in cities, towns and villages. To substantiate this contention there is reprinted below a letter to a mail order house, which was a part of an article written for a daily paper on the humorous side of this phase of business dealing:

"Dear Sirs,—When sending my order, kindly omit label of your firm on the outside of parcel, because my husband runs the biggest store in this town and it would spoil trade and put us in the hole if it was found out we dealt with you. Besides, I have a rival here who copies everything I wear, and I don't want her to get wise to where I purchase my things.—Mrs. S. B."

If retailers are anxious to lessen as much as possible this mail ordering practice, they must begin the house-cleaning at home. If it should be found out that a merchant in a certain community finds it more convenient to buy

goods from an outside source than from among his fellow dealers, what excuse has he for preventing his own customers from doing likewise? Let every merchant buy all the goods he does not handle at home and set a good example to the community.

COLLECTING SMALL DEBTS.

No one can give a good reason why the collection of small debts due merchants should not be made easier. In Alberta the retail trade is greatly interested in getting in their money even after a judgment has been secured against the debtors.

At a recent meeting of the Edmonton Board of Trade, a report was submitted by the retail section in regard to a communication from the Calgary Board of Trade respecting the collection of small debts for which judgment had been obtained. Following was the report:

"That the retail section of this board recommends that representations be made by the board of trade to the premier of Alberta, and the three representatives of this city in the legislature with a view to securing amendments to existing provincial legislation designed to facilitate the collection of small debts in cases in which judgment has been obtained but in which the debtor, though apparently able to pay, fails to comply with the court's order to do so; and that the suggested amendments should conform in principle with legislation in effect in the province of Ontario, a number of states of the Union, and particularly in the province of British Columbia, under which there is a penalty clause (section 6, chapter 57) making it binding on a debtor against whom judgment has been obtained either to live up to the order of the court or, if demanded, to submit to the court good reasons for not so doing; and upon failure to do either, the court has power to commit such debtor for contempt."

It would seem to the average layman that the request of this body is nothing but fair. What is the use of going to the expense of securing a judgment if one cannot collect the money afterwards? Such a law would appear to be a farce and it is to be hoped the Alberta retailers will succeed in their request.

RETAINING HEALTH IN HOT WEATHER.

During the hot weather people are anxious to keep healthy even if they cannot always keep cool. Some good advice is given in this regard by Dr. Hastings, the medical health officer of Toronto. Here are some of his suggestions:

Eat no more than you have to. Avoid solids, such as meat, eggs, fats, and other heat producers. Eat fruit, vegetables, and cereals. If you can endure hunger, it is better to eat nothing. This advice is probably a little exaggerated as we all have got to eat something, especially those who have to work.

"A person who cannot eat this weather is fortunate," adds Dr. Hastings. "Food is rather a danger than a benefit."

ported that their business from January to the end of July beverages. Avoid intoxicating liquors.

Do not worry about excessive perspiration. It is a sign that the system is holding its own against the temperature. Thirst produces perspiration. Thus the body works in perpetual motion.

Wear light clothing, and approach nakedness as nearly as propriety will permit.

"This is the time when the conventionalities must go by the board," he declares.

THE CANADIAN GROCER

Try to get some sleep. Cold water is the best aid. Frequent baths cool the body and produce drowsiness. Get up in the night and take a cold shower or sponge bath. If you wake in an hour, take another bath. Brief applications of cold water to the body do not hurt the system. Only long immersions are dangerous.

Do not lose your temper or indulge in simmering thought or fiery fulminations. These things are hot in themselves.

If you follow these rules Dr. Hastings believes that you will escape partial sunstroke, dizziness, sick stomach, biliousness and despondency, and will remain fairly well and cheerful in spite of the soaring thermometer.

It will be noted this medical man advises the eating of fruits, vegetables and cereals. The retailer can with profit use this suggestion to increase sales on these lines.

GET RID OF CONSUMERS' LEAGUES.

A dispatch from Calgary, Alta., states that the Consumers' League there will shortly bring into the city a carload of fruit and vegetables to sell at "fair" prices to the general public. The league plans to erect a large tent somewhere near the railway tracks and in this the produce will be sold. The idea, of course, is the old one—to cut down the cost of living. It is claimed in Calgary that the middleman is extortionate in his methods and prices and this league is to be a panacea for all the ills that beset the running of a household.

The best word one can say about members of such a league is that they are either very ignorant or sadly misguided. There are probably no lines under the sun on which net profits are smaller than on staple groceries, fruits and provisions. On these goods the grocer tries to get an average gross margin of about 20 per cent. on turnover. Some do not even get that. From that he must deduct his overhead expenses to obtain his net profit. Expenses in the large cities run up to 15 and 16 per cent. and more. Where can anyone find an excessive profit in such a business?

The great trouble with these so-called consumer leagues is that they are led into this business blindly. They find that a grocer buys eggs for instance at 24 cents and sells them at 28. They think he ought to sell them for 25 cents, and if he doesn't he is extortionate. Then comes the league to remedy the alleged evil. There is a flash in the pan and for a time the price of eggs is cut. But not being built on a sound foundation, they soon go to the wall doing a lot of damage to the legitimate trade in the tumble.

It is time retailers took this matter into their own hands and prevented city governments from allowing such a thing. A town wouldn't be a town at all if there were no merchants. They are the builders of every centre and should be encouraged rather than dogged about. They are a necessity and will always exist whereas leagues of consumers are with us to-day and gone to-morrow and never serve any useful purpose during their brief lives.

GOOD SIX MONTHS' TRADE.

From information supplied to Canadian Grocer by several manufacturers and wholesalers it is evident that business in the grocery trade during the past six months has not gone backwards. Every firm interviewed—as will be seen by an article on another page of this issue—reported that their business from January to the end of July has been at least as good as during corresponding period of a year ago. This view is held by manufacturers of

flour, coffee, provisions, grocery specialties and by wholesale grocers and fruit dealers.

Wholesalers say that the recent warm weather has greatly stimulated sales of fruits, fish, vegetables, cereals and all the lighter grocery foods. This week they are exceedingly optimistic in regard to business, and as crops appear to be normal all over the country, all are looking forward to a splendid year's trade. The only phase of business that might be better is that of collections and these are improving in many districts.

Nova Scotians fear that the apple crop will be below normal this year on account of early warm weather and late frosts—as well as much wet weather. It is to be hoped that their fears are not well grounded.

WHAT SALESMANSHIP IS AND ISN'T.

It cannot be called good salesmanship to cut the price of anything and then sell a lot of it.

Good salesmanship is where a merchant sells a large quantity of an article at the regular, every day price.

Anyone can sell 40 cent. oranges for 20 cents.

But when a grocer sells several dozen more than usual of 40 cent oranges at 40 cents per dozen, by means of a good selling talk, newspaper advertisement or window display, then he may have 'salesman' tacked on to his name.

Some dealers cut prices on several lines and think they are No. 1 salesmen, because sales on those lines increase.

It must be remembered that anyone can give goods away. He can at all times find plenty of recipients, but it requires a salesman to increase sales of a line when it is at all times offered at its true value.

EDITORIAL NOTES.

Keep cool. This is sound advice in business as well as from a weather standpoint.

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Have you arranged for your holidays? A little respite from business cares puts new life into a man.

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It would be interesting to know just what taxes these "consumers' leagues" pay for the upkeep of their own towns.

• • •

July and August are the big fruit months. If short of help, an extra clerk would pay for himself in looking after fruit sales alone.

• • •

If the selection of small eggs for sale by the dozen continues, the Game Wardens may be summoning dealers suspected of handling pigeons' eggs.—Toronto Globe.

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A good summer goods window now and again will tone up the summer sales. When you have your best arranged get a photograph and enter it in The Canadian Grocer contest.

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If those of the general public who send to the mail order houses for goods refrained from choosing those known as "leaders," they would probably soon discover that the alleged superiority of the catalogue house goods is but a delusion.

Advises Against Starting Wholesale House

Inquirer Points Out That Italians Have Succeeded in Wholesale Fruit Business and Desires to Know if Retail Grocers Could Not Do Same—Reasons For the Advice—Former Work With Great Singleness of Purpose.

By Henry Johnson, Jr.

June 14, 1913.

Mr. Henry Johnson, Jr.,
Care Canadian Grocer.

Dear Sir,—I should like your advice on a proposition I am thinking about.

We have in our town, one of about twelve thousand inhabitants, some Italians who went into the wholesale and retail fruit and vegetable business about ten years ago, with practically no capital. They are now worth probably eight or ten thousand dollars. We have about forty grocers here, most of them small, who patronize this firm. I am thinking about starting a stock company, taking in all the grocers I can get to take stock, and start a wholesale fruit and vegetable business. Am thinking that we can drive them out of town, as they are getting about all the retail business.

I will thank you if you can give me your advice on this.

Very truly yours,

I do not think you can win out on this proposition for several reasons, the principal one of which is that those Italians can and will work harder, with greater singleness and concentration of purpose, and be content with slower accumulations than you or I or your neighbors can or will do. That, in a nutshell, is the base of the entire argument.

They Deserve to Win.

But, again, why should you wish to do what you plan? Those men started in your town "practically without capital," and from that beginning they have earned, saved and accumulated \$8,000 to \$10,000. Surely, then, they are worthy citizens, fully entitled to our tolerance and respect. What better could you ask of a German, or Irishman, or plain "Down East Yankee"? And if you would be pleased to have one of those put that kind of record behind him, why be displeased when an Italian does the like?

Men win who deserve to win—whether they be Italians or other.

Form an Association.

I should think that much the better way would be to get your local grocers together and make a deal whereby those

men would confine their operations to wholesale selling. If they could count on having the trade of all of you, or nearly all of that trade, undoubtedly they would be glad to cut out the retail end of their business. Then would you have the advantage of their knowledge, experience and evident enterprise, plus the ability to buy in large quantities, and you would make immediate use of all this instead of entering what is, to my mind, certain to be a losing, destructive fight. For, mark you, those men are not of the stuff which gives up. They have clearly indicated that they have fight in them. If you undertake such a fight with them you will come off second best at the end—and you will then have to begin where you can begin now without any loss whatever.

Take those men into your association. Make use of them. Fraternize with them. They are worthy to associate with you or they would not have built up such resources where of the forty grocers most are still "small."

A Similar Instance.

Our town was smaller than yours 25 years ago, though it is three times as big now. The first man to undertake the wholesale fruit business here was a Russian—a big, husky, bright fellow. He frankly made the rounds of the grocers soliciting orders and pledging himself not to retail IF HE COULD GET THE WHOLESALE BUSINESS. "But I will not lose my stuff if you do not buy from me. If I have a lot of berries or other fruit which you fellows will not take off my hands I'LL SELL 'EM for some price. I will not dump them. At the same time I DO NOT WANT TO RETAIL." That was fair and square; but we did not all take it quickly enough. Result was he retailed a lot of stuff. Then he sold out to the son of a Yankee. This second man worked very hard, though he was only a moderately good manager. He did a big business, and I think made some money. In turn, he sold to a Jew.

There are now three wholesale fruit houses here, the biggest and most profitable belonging to the Jew; and he earns all the money he gets by hard work and bold enterprise. He has the goods and knows how to handle them. It is to the advantage of all of us to buy from him, and I for one never go elsewhere that I do not conclude I could have done better with him.

Look up the Saturday Evening Post for the story, "One Way Out." If you do not find it readily, write the office in Philadelphia asking the dates of publication. I think the story is now in book form. Get it and read it carefully—though I hardly need say that, for you will pay attention to it all right when you get into it. Follow that by a reading of "Old Lives For New," by the same author. These stories will illuminate present conditions for you, and I am mistaken if you do not shift your viewpoint just a little bit on this question of other nationalities in legitimate business.

The truth is the eternal one which has been variously expressed since the dawn of literature:

"A man's a man for a' that!"



Following items are from Canadian Grocer of July 7, 1893.

"H. P. Eckardt, of H. P. Eckardt & Co., Toronto, spent a few days fishing on Lake Seugog last week. hooked some large maskallonge and bagged some of the latest fish yarns that are flying around that locality."

Editorial Note.—H. P. Eckardt & Co. is still another of the several wholesale grocery houses who have been in the trade for more than twenty years.

"The annual meeting of the Hamilton Board of Trade was held on Monday afternoon. The following officers were elected: H. N. Kittson, president; Archdale Wilson, vice-president; C. R. Smith, secretary-treasurer. Council—St. C. Balfour, W. H. Glasco, M. Leggat, A. Gartshore, J. A. Bruce, John Hoodless, W. A. Robinson. Board of Arbitration—J. Turnbull, Robert Thomson, John Calder, F. H. Lamb."

Editorial Note.—It would appear from the above names that in those days the members of the grocery trade took an active part in the Board of Trade work.

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

How Other Grocers Do Things

GOOD IDEA ON SELLING BANANAS.

In selling fruits, J. Peachey, grocer, Brantford, Ont., has adopted the plan of always assorting the different fruits into different grades, and charging prices ranging according to grade. This he does especially in bananas, where he makes three grades which sell at 15c, 20c and 25c per dozen. "No matter how a grocer tries to avoid it," he states, "so long as he leaves bananas on the bunch he will always find some sales clerk who will pick off the finest bananas, leave the poor ones, and in the majority of cases for the customer who least deserves the preference." To avoid such practice Mr. Peachey has resorted to the assortment plan. He claims that since the change he has increased his sales by 50 per cent., and is in a position to give much better satisfaction to his customers.

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COUNTER TOP ALL GLASS.

A counter in the form of a silent salesman, with space below, cased in with glass, for displaying goods, and with an all glass top so as to allow of stocks in drawers being shown also, is one of the "wrinkles" in the Wm. Foster store, Roncesvalles Avenue, Toronto. While in most respects just like the average silent salesman, this is provided with this special device at the top for displaying a larger quantity of goods. Mr. Foster keeps his confectionery in the top, and for further convenience has the drawers divided off into a number of sections, so that a great variety of confectionery is shown at one time.

The counter has the appearance of attractiveness, and the sectional idea for confectionery does away with the sometimes untidy appearance of a number of cardboard boxes.

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DOUBLE DUTY OF ELECTRIC LIGHTS.

In the grocery department of a large Canadian department store frosted electric light shades are used extensively as an advertising and directing medium. Painted in large black letters on the frosted shades are the names of the various grocery lines handled in those sections of the store.

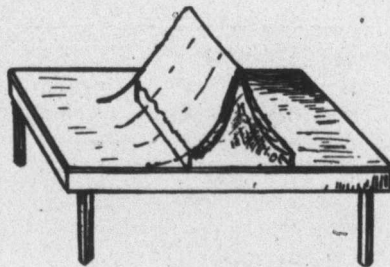
The idea, although used more extensively in connection with special dis-

play booths, for example, to call attention to "Blank's Chocolate and Cocoa," or "Smith's Soups," may also be developed extensively for the purpose of directing customers to the various sections of any store. Thus shades with "Cashier," "Adjusting Bureau," "Fresh Fruits," "Household Goods," etc., might all be used to advantage both for advertising and lighting purposes.

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UNIQUE CAMP GOODS DISPLAY.

To attract buyers of camp goods is what many grocers are trying to do just now. A unique idea is being used in the grocery department of The T. Eaton Co., Toronto, for this purpose. A large table has been set aside laden with all sorts of staple and dainty eatables that the camper would find useful and tasty. The feature of the display, however, is a miniature tent placed in the centre of



Small tent on display table to emphasize camp goods.

the table. Under and around it are placed the jars, packages and cans of the camp goods for sale. These include all kinds of canned fruits, vegetables, meats, milk, fish, pork and beans, soup, etc., condensed soups, preserves and jams in jars, and many other lines. A show card, entitled "Suggestions for the Camper," was fastened to the top of the tent in front.

A clerk in the department stated that this display had sold large quantities of camp goods that otherwise would not have been thought of.

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TICKETS ON SMALL QUANTITIES.

In the store of Fred C. Harp, grocer, Brantford, Ont., price cards are featured strongly. Arthur Harp states:—"We wouldn't be without them. The price we announce through the medium of the card is simply the regular price, not a cut rate. So firmly do we believe in the

practice of ticketing goods, that it has come to be quite a hobby with us.

"One feature that we play up is to give the price on small quantities or numbers of an article. For example, we quote lemons 2 for 5 in place of 30 cents per dozen, oranges 5 cents each in place of 60 cents a dozen, and so on. This we do because we think 2 for 5 appears a much more reasonable price than 30 cents a dozen and thus results in more sales than the price when given on larger quantities would do."

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COVERING UP A BARE WALL.

"Empty wall space in a grocery store is never attractive," states Arthur Harp of the Cash Bargain Store, Brantford, Ont. "Until a short time ago, much of the back wall in our store was bare. As the office on the one side, and the door into the shipping department on the other, occupied much space, it was not convenient to put up shelving for the display of goods. I therefore determined to use this empty space to at least some advantage, and so covered it all with the sides of packages of oat cartons, and packages. Now it gives the appearance of a large pile of package oats. Though not as attractive as might be desired, it is much better than a blank wall, and advertises these rolled oats as well."

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CHANGES TO CASH.

J. J. Christopher, grocer, Wetaskiwin, Alta., has adopted the cash system of doing business. In a newspaper advertisement under the heading "Change in Business System," he made the following announcement:—

"On and after June 1st we will conduct our business on a strictly Cash basis, which means that all goods must be settled for when purchased or when delivered at the house. By doing this we hope to increase our volume of business as we will be placing ourselves in a position to give our patrons better value than ever before. We will keep up the high standard quality of our goods and not try to catch trade by offering inferior goods. But we will always sell good goods cheap."

Following up this is a list of "specials" for the first twelve days of June.

Grocer Tells of Change from Credit to Cash

The Difficulties He Had to Overcome and His Methods in Doing So—Used Circulars and Newspaper Space and Presented a Strong Argument—Granted No Favors Even to Sure Pays—An Increase in Business.

By Stanley Williams.

The other day the following letter was received from a Saskatoon, Sask., grocer:—"Editor Canadian Grocer—We contemplate placing our business on a cash basis July 1. If there is any material you can send us to help on this, it will be appreciated." One of the best articles that has appeared in Canadian Grocer on this subject was that from Stanley Williams, a Sarnia, Ontario, dealer who a few years ago changed from credit to cash and who later wrote an article for us on how he accomplished the task. We could not do better than reprint this article as is done on this page. A note of warning, however, ought to be added to anyone contemplating such a change. It is no easy matter and one must be very judicious in what he does and must be able to see his way clearly before he begins.—The Editor.

The merits of a grocery business run on a cash basis, as compared with one run on the credit system, are constantly under review. There are advantages to be cited in either system, but until one adopts the cash system it seems hard to realize what a different business it is.

At the request of a representative of The Canadian Grocer I will endeavor to explain how I changed my credit business to a strictly cash basis. I might also state that I have had several letters from grocers of other towns asking me to explain to them how I effected the change and the results of the new system.

First of all, I would like to go back to when I started in business. When I purchased my stock from R. J. Goring, I opened up accounts with all of his customers that he had found to be all right. Any with whom he had trouble I simply dropped.

Now the question of how I was to increase my trade presented itself to me. To whom to give credit and whom to refuse was the great problem. I was very careful, as I had been in Sarnia six years and knew a good many people.

But what in most families is the method pursued? A monthly account is opened, all items desired are ordered from the solicitor, no attention being given to the price or quantity received, and no account being kept of the cost. The housekeeper has little idea how much the orders amount to.

The monthly bill is presented. It is much larger than the customer expected. Then in a good many cases we hear this: "I can only give you half of that to-day, but will make it up next pay day."

If the account were \$30 and a customer paid \$15, can she pay \$45 next month? How often we get \$5 on a \$50 account accompanied with an order for \$8 worth of groceries to be charged. And then grocers will say that you can sell a family more groceries on credit than you can for cash. Very true, but is there any object in selling a customer

more goods than he or she can pay for? I have yet to meet a grocer who does not complain about the credit system, and how hard it is to collect accounts.

Conference With the Clerks.

On the 1st of October last, I discussed the question with my clerks, and told them my plans. I secured their opinions on the matter, then framed up

a strong argument in favor of the cash system. I first used my space in the daily newspapers, and cards in my window announcing the fact that the business would be cash after November 1st. Then in a day or two I mailed five hundred letters to customers and people whom I thought would be interested in the cash system. I sent them the following letter:

Sarnia, Ont., Oct. 10, 1909.

Mr.....
Dear Sir:—As a customer and friend of ours, we know you are interested in what we do, and in our well-being. Therefore, we like to take you into our confidence. What we are going to tell you about we believe is as much to your interest as ours.

In the past this store has been liberal in extending credit. Most of our customers, like yourself, paid promptly. Others did not. We lost what they failed to pay. Now, we have determined that on and after November 1, 1909, we shall sell for CASH ONLY—that means the payment of the money when the goods are bought or cash on delivery. No credits; no bookkeeping; no collections; no disputed accounts to lose us friends. We've placed the date far enough ahead so all our customers can easily adjust themselves to the new plan.

Here's where you'll be benefited: We're going to take what we lost on bad accounts heretofore, and what we paid for collections and bookkeeping, and deduct it from our cash prices. Every time you spend a dollar here you're going to get several cents' worth more than we or anyone else could give you under the credit system. It means saving to you, saving to us, and no bad debts.

We honestly believe you'll welcome the change. You'll get more for your money and have a better command of your finances. There will be no bills to pay for "dead horses." We'd like to have a talk with you about this. Come in and let us explain more fully.

We thank you very much for the trade you've given us, and are sure we'll have better opportunity to serve you than ever heretofore.

Yours very truly,

STANLEY WILLIAMS.

Then as I met and dealt with customers, I took the first opportunities to explain the new system, and why we were adopting it. I also risked my life so far as to visit some 250 in their homes, and was told nearly that many times that it was impossible for them to pay cash. They never had to pay cash and could get all the credit they wanted elsewhere, etc. To make it brief, I asked the railroad employees especially to do two things for me and then I would be satisfied:

1st.—To keep the money they intended to pay me on account, whatever

WILLIAMS GOOD THINGS TO EAT :::

AFTER NOV. 1ST.—CASH.
Honest debtors pay dead beats' debts. **Book-keeping** and **collecting** are expensive. not saying anything about the fellow who skins out and leaves you for anywhere from \$5 to \$40.

WHO PAYS FOR HIM ?
Not the merchant, he knows from experience that credit business can't be done without losses. So he allows a fair sum for bad accounts in his expense account.

It's the honest, hard-working customer who pays for all he gets. Why should he pay enough extra to make up for the fellow who don't try to pay. He won't at our store after Nov. 1st. For we'll sell for cash.

THAT MEANS LOWER PRICES.

Stanley Williams
Cor. Victoria and Lochiel Sts.
PHONE 229.

News ad. announcing change of methods in selling after a certain date.

amount it might be, and pay cash for one month.

2nd.—To come and tell me after paying cash for one month that they had reason to feel that the benefit wasn't mutual, and I would give them a receipt in full for their account.

Now, we had customers who were usually a year getting their back accounts paid up. But now they are paying as they go and how nice it is for hardworking men to know they haven't their money spent before it's earned.

All Treated Alike.

We had a number of customers who were just as good as cash, would pay the first time they were down-town, or every week or every two weeks, whatever the case might be. They thought the cash system was adopted for the other fellow, and not for them. The great question in my mind was: Can we let some few continue the old system? It was a bold step to take, and one which required a great deal of courage, but after due consideration, I decided to treat all alike, rich and poor, then no man could say to me, "You gave my neighbor credit and refused me."

The new rule was strict. All goods had to be paid for at the counter or on delivery. All orders telephoned were marked C.O.D. on the top near the address. The driver carried his own change, and after each load was delivered he turned in the amount of the bills on the C.O.D. file.

We lost some of our best customers, as they simply refused to pay on delivery, and the driver returned the goods. I might say we had six orders returned on the first cash day. This was the trying time to see the good customers go who could pay cash if they chose to, but here is the one point I wish to emphasize: I have every reason to believe that if we had given way to special customers and let them continue the old system, our trouble would have never ceased. But the very fact of us refusing people with money spread rapidly, and was our first big boost. People knew then that we meant the contents of our announcement when we said that after November 1st—CASH.

Economical people realize to-day that there are heavy losses with the credit system and they appreciate that expenses connected with collecting, book-keeping and bad accounts must come out of the profits, and they know who pays it—not the merchant, as he knows when he is figuring his expenses that he must allow a fair amount for this.

Brought Inquiries From Customers.

So they came to our store to see if we could show them advantages that the credit man couldn't.

Our trade has increased in the four months since we adopted the cash system 20 per cent. over the corresponding months of the previous year.

A word about the C.O.D. orders. Customers tell the delivery man that they are more than pleased that he collects at the house. A good many want to pay cash and with the convenience of the phone, and the driver having all necessary change, it saves them walking down town.

WILLIAMS' GOOD THINGS TO EAT

"You Economical Home Keeper"
Do You Want to Save Money

If you do, call at this store and let us explain to you the working of

The Cash System

Without taking into consideration our specials with every dollar you spend here, we would like to present to you an order from one of our cash customers, and have you compare same with prices you pay at the credit stores.

Customers' Order	Credit Store Prices	Our Cash Prices
25 lbs. Queen Flour	75c	70c
1 doz. Fresh Eggs	30c	27c
1 peck Choice Potatoes	15c	14c
1 peck Parsnips	15c	14c
1 lb. Sliced Breakfast Bacon	22c	20c
1 lb. Sliced Cured Ham	22c	20c
1 lb. Cheese	15c	15c
1 lb. Select Raisins	10c	9c
1 lb. Best Seeded Raisins	13c	9c
1 lb. Laundry Starch	10c	9c
1 lb. Icing Sugar	10c	9c
1 lb. Tapioca	10c	9c
1 dozen large Oranges	40c	28c
1 doz. large Lemons	25c	20c
1 qt. Select Oysters	50c	40c
1 lb. Christie's Arrowroot	18c	16c
1 lb.-lb Washboard	25c	17c
1 large Galvanized Tub	\$1.00	90c
1 gal. Best Lard Oil	18c	15c
\$ 3.24c		\$ 4.37c

Now, then, if this difference which in this case is 50c looks good to you, and you use that many groceries each week, why come and trade at the Cash Store, and thereby make your hard-working husband a present of a saving of \$45.25 a year.

"Yours for Cash"

Stanley Williams
 Corner Victoria and Lochiel Sts.
 "The Home of Good Groceries"

Ad. giving special prices when cash is paid and a comparison with credit prices—Reduced from 2 column size.

To increase your business under the credit system simply means to take a chance on a few more customers. If you open up ten new accounts and lose one, you simply increase your book accounts and you get the pleasure of doing the extra work. But under the cash system, you sell every one, rich and poor. The more goods you can sell the better, and every night you either have the money, or the goods on the shelf, and how much easier would it be to sell your stock than to sell your book accounts?

Now, there are many more good strong points about the cash system that I feel merchants should find out for themselves, such as the way we get business by our "specials," which we advertise in the paper. We have two specials for each day of the week, but we just give them to the customer who buys \$1 worth or more of other goods.

APPROACHING A CUSTOMER TO INTRODUCE NEW LINE.

Speaking of the manner of approaching a customer to sell an expensive article, J. R. Pears, manager of the grocery department of Geo. Williams, Guelph, Ont., recently expressed the opinion that it is useless to attempt a sale without the goods. A free and easy manner is always effective. For example, bringing down a bottle of preserved ginger the first intimation probably is "How do you like that?" The customer's curiosity is generally strong enough to lead her to ask what it is. Following this up with a talk as already outlined, the method is very frequently productive of a sale.

A rule carefully observed throughout the store is never to let a customer go out stating, "That will be all, will it?" where the answer evidently expected is in the affirmative, but always to put the question in a way that will cause thought, as "Are you sure that is all?"

The motto of the store also shows the business attitude. It runs thus: "There is no order too mean to ship, and none too large to handle."

Mr. Williams has made a hobby of securing goods from all over the world. High class fruits and fruit salads are to be found in the store from England, France, and many other European countries, while cheese is brought from France, Denmark, Germany, Holland, and England. This is simply a hobby with Mr. Williams, but goes to show his efforts to secure quality goods.

In building up a trade for all these the grocery department is very greatly assisted by the catering department, each helping the other to the advantage of both.

OPENS NEW OFFICES.

Harold F. Ritchie & Co., Ltd., manufacturers' agents, Toronto, recently moved into their own new building at 14 McCaul St. from 32 Church St. The building is a large four storey one with bright private offices, and showrooms with handsome showcases, wall fixtures and mirrors. It contains too, warehouse rooms to the rear for storing goods. Mr. Ritchie has plans laid to open an office in New York in the fall.

NEW CANNING COMPANY.

The T. J. Medland Co., wholesale grocers, R. Muirhead of Muirhead's restaurant and T. Loblaw, of the Loblaw stores, all of Toronto, are interested in a canning factory at Glencoe, Ont. A report from there states that a \$100,000 company has been formed to be known as the Glencoe Canning Co., and that a factory will be erected this fall.

Current News of the Week

Quebec and Maritime Provinces.

J. H. Walker, grocer, St. John, N.B., has sold to Wright C. Broadbent.

Campbell & Dandurand, general merchants, Farnham, Que., have registered.

Samuel L. Scribner, of St. John, recently sustained a fire loss which was covered by insurance.

N. E. Clement & Co., Ltd., grocers and provision dealers, Three Rivers, Que., have obtained a charter.

R. J. Morse, of Furuya & Nishimura, New York, spent some time in Montreal last week on his honeymoon trip.

W. R. Spooner, sales manager North Atlantic Fisheries, Ltd., Halifax and Montreal, returned to Montreal after a visit to the Eastern headquarters.

W. H. Halford, Canadian manager of Furuya & Nishimura, has returned from a trip through Ontario. He also visited a number of American centres.

The British American Tobacco Co., Ltd., has been granted letters patent to carry on the tobacco business in Canada. The head office is in Montreal, the capital stock being \$50,000.

In the item referring to Mr. Ward's change from the grocery department of Murphy-Gamble, of Ottawa, to Scroggie's, of Montreal, it should have stated he had become assistant manager of the latter. Mr. Jones is the manager.

Ontario.

New Bros. are erecting a jam factory in Hamilton, Ont.

H. Hardy, of Eby, Blain, Ltd., Toronto, spent a week in New York ending on July 1.

John Gill, of London, has purchased a building at Dutton, Ont., and will start a grocery store there.

M. J. Lawson, of Elmvalle, Ont., is starting a grocery department in connection with his harness shop.

W. G. Patrick, of W. G. Patrick & Co., Toronto, sailed yesterday for England and will be away about five weeks.

J. F. MacLaren, manager of the Toronto branch of the Ogilvie Flour Mills Co., was in Parry Sound over the week end.

Geo. Louks, grocer, Hamilton, Ont., is succeeded by Jno. Miller. E. P. Kenner, another Hamilton grocer has sold out.

Merchants of Dutton, Ont., beginning July 2 will close their stores at 6 o'clock,

excepting on Saturdays and evenings before holidays.

Chas. Furnace one of the outside staff of T. H. Estabrooks Co., left last Monday for a two weeks' holiday trip up the lakes as far as Duluth.

The L. Sutton Co., of Clinton, Ont., have sold their business to Gunn's, Ltd., and H. Raynor, the local manager, will start in business in Glencoe.

The merchants of Little Current, Ont., have arranged to close their stores at 6 o'clock p.m. on Tuesdays and Thursdays in July, August, September and October.

A new grocery business is being opened in Bowmanville, Ont., by Messrs. Snowden and Pointon, both of whom, for some years, have been salesclerks in other Bowmanville grocery stores.

The Chatham, Ont., grocery boys held a moonlight excursion by the S.S. Ossifrage to Lake St. Clair. The 24th Kent Regiment band was in attendance and the affair was largely patronized.

G. A. Cook, grocer and baker, Newmarket, Ont., has bought the business of W. W. Roberts, Bowmanville, Ont. Mr. Cook intends making Bowmanville his home, and will move there shortly.

A report recently received from Oshawa states that business there is fairly booming. One Toronto tea traveller who visited the town last week claims that he made almost a record breaker from the standpoint of large quantity sales in short length of time.

Thos. Mitchell, who for the past three and a half years has been a member of the outside staff of Davidson & Hay, wholesale grocers, Toronto, Ont., has resigned. Mr. Mitchell covered the territory east of Toronto as far as Belleville, Peterboro and Lindsay. He is being succeeded by R. B. Neil.

Galt, Ont., merchants are considering early closing. Most of the stores have been keeping open till 9 o'clock, but a number have agreed to close at 6.30 on week nights, except Tuesday, when they will keep open till 8 o'clock. The association also favors a weekly half holiday on Thursdays. A committee has been appointed to meet those who have not formally adhered to the early closing plan and to see if an agreement cannot be reached.

Western Canada.

F. C. Mitchell, grocer, Winnipeg, is succeeded by J. H. Avery.

J. B. Ward, grocer, St. James, Man., is succeeded by R. Lamontagne.

F. L. Charleson's general store in Telkwa, B.C., was burned recently.

The Fink Mercantile Co., Cranbrook, B. C., have disposed of the grocery section of their business to Ira R. Manning.

A. W. Barber, Kelowna, B.C., has disposed of his grocery business to the Kelowna Grocery Co. The manager is Geo. Robinson.

The A. Macdonald Company has declared its regular preferred dividend at the rate of seven per cent. per annum and common dividend at the rate of five per cent. per annum for the quarter ending June 30, payable July 15 to subscribers on record July 1.

Secretary C. F. Roland, of the Canada Land & Apple Show, which is to be held this year, October 10-18, at Winnipeg, has already received some hundreds of letters from Easterners, fruit growers and secretaries of fruit-growing associations, indicating that good interest is being taken in this show. It is the first National Land & Apple Show to be held in Canada.



P. R. Colebrook, of Green & Colebrook, Ltd., Auckland, New Zealand, writes: "One of our salesmen in the confectionery department, gained great popularity with customers through giving overweight. We noticed early that he was in great demand and that regular customers would wait a long time just to be served by him. Finally his popularity became so great as to provoke suspicion and upon investigation it was found to have been gained altogether at our expense.

Upon removing him to another department we found that our confectionery sales fell off very considerably, but the profits of the department were increased materially."

Sugar Advances 20 Points in New York

Refiners Now Sell on a \$4.50 f.o.b. New York as Compared With \$4.30 Week ago—Firmness is Also Reflected in Canada But Has Resulted in No Change as Yet—Prices Hold Firm—Canned Goods Expected to Open Low Regardless of Pack.

QUEBEC MARKETS.

POINTERS—

Sugar.—Steady.
Molasses.—Active.
Spices.—Firm.

Montreal, July 2.—Wholesalers report that in spite of financial stringency business has been generally good. In fact some say that buying has, in cases, been better than during corresponding period of last year.

Reports from France not only state that the almond crop is none too good, but state further that French vegetables are showing up poorly, and some packers have refused to quote.

California apricots in tins have advanced 10 per cent.

SUGAR.—The demand for this season is reported by wholesalers not to be as heavy as last year because there has been a falling off in berries, nor is the outlook of growing crop any too encouraging. Dealers are therefore simply buying in quantities to fill actual requirements.

Granulated, bags	4 30
Granulated, 20-lb. bags	4 40
Granulated, 5-lb. cartons	4 60
Granulated, 2-lb. cartons, per cwt.	4 60
Granulated, Imperial	4 15
Granulated, Beaver	4 15
Paris lumps, boxes 100 lbs.	5 05
Paris lumps, boxes 50 lbs.	5 15
Paris lumps, boxes 25 lbs.	5 35
Red Seal, in cartons, each	0 35
Crystal diamonds, bbls.	5 10
Crystal diamonds, 100-lb. boxes	5 25
Crystal diamonds, 50-lb. boxes	5 25
Crystal diamonds, 25-lb. cartons	5 20
Crystal diamonds, Dominoes, cartons	7 00
Extra ground, bbls.	4 70
Extra ground, 25-lb. boxes	4 80
Extra ground, 10-lb. boxes	5 10
Powdered, bbls.	4 50
Powdered, 50-lb. boxes	4 70
Powdered, 25-lb. boxes	4 80
Phoenix	4 80
Bright coffee	4 45
No. 3 yellow	4 35
No. 2 yellow	4 25
No. 1 yellow	3 95
Bbls. granulated and yellow may be had at 5c above bag prices.	

MOLASSES.—Deliveries by wholesalers for orders taken ahead are being made and there is considerable business passing for immediate needs. With the low quality of the choice, molasses people have been led to the use of fancy, although many would very much prefer the old style if it were up to usual standard.

Punchoons	36	Choice		
Barrels	39		38	
Half Barrels	41		40	
For Island of				
Barbadoes molasses in Montreal, Combined Territories.				
	Fancy	Choice	Fancy	Choice
Punchoons	0 41	0 39	0 39	0 37
Barrels	0 44	0 42	0 42	0 40
Half barrels	0 46	0 44	0 44	0 42
Carload 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.				
Antigua	0 32	0 33		
Corn syrups, bbls.	0 05	0 05		
Corn syrups, half-barrels	0 05	0 05		
Corn syrups, quarter-barrels	0 05	0 05		
Corn syrups, 2 1/2-lb. pails	1 75			
Corn syrups, 25-lb. pails	1 25			
Cases, 2-lb. tins, 2 doz. per case	2 40			

MARKETS IN BRIEF

ONTARIO.

PRODUCE AND PROVISIONS—
Cooked meats—Advance 1 cent.
Pure Lard—1/4 cent easier.
Eggs—Easier feeling prevails.
Cheese—Prices on new advance.

FISH AND OYSTERS—
Lobsters—Advance.
Trade—Brisk.

FRUIT AND VEGETABLES—
Holiday prices reported.

FLOUR AND CEREALS—
Purely a weather market.

GENERAL—
Sugar—Feeling is firmer.
Rice—Primary market stronger.
Canned Goods—Expected to open low, regardless of pack.

QUEBEC.

PRODUCE AND PROVISIONS—
Barrelled Pork—Advance 50c to \$1.
Butter—Booming.
Cheese—Trend is upward.

FISH AND OYSTERS—
Lobsters and salmon firming up.

FRUIT AND VEGETABLES—
Lemons—Advanced slightly.
Bananas—Firming up.
Higher prices due to hot weather and holiday.

FLOUR AND CEREALS—
Markets firm, following weather conditions.

GENERAL—
Sugar—Steady.
Molasses—Active.
Seeded raisins—Being firmly held.
Cloves and caraways—Firm.
California apricots—Up 10 per cent.
French Vegetables—Outlook none too bright.

DRIED FRUITS.—Considering the season the business passing is satisfactory. Of course the chief demand is for the higher grade.

Samples of new Californian apricots are on way and quality is reported good.

Seeded raisins are held firm but demand is not great. Early fall shipments of seedless and Sultanas are asked for, but if reports are correct there is little desire on part of packers to fill orders.

Raisins—		
Choice seeded raisins	0 07 1/2	
Choice fancy seeded, 1-lb. pkgs.	0 08	
Choice loose muscatels, 3-crown, per lb.	0 08 1/2	
Choice loose muscatels, 4-crown, per lb.	0 09 1/2	
Seedless, new, in packages, 12 oz.	0 07	
Seedless raisins, new, 16 oz. pkgs.	0 08	
Select raisins, 7-lb. box, per lb.	0 07	
Sultana raisins, loose, per lb.	0 10	
Sultana raisins, 1 lb. cartons	0 09	
Malaga table raisins, 3-crown, lb.	3 50	
Malaga table raisins, 4-crown, lb.	3 40	
Malaga table raisins, 5-crown, lb.	4 00	
Malaga table raisins, 6-crown, lb.	5 20	
Malaga table raisins, 7-crown, lb.	5 50	
Malaga table raisins, clusters, per 1/4 box	1 25	
Valencia, fine, off stalk, per lb.	0 05 1/2	
Valencia, select, per lb.	0 07	
Valencia, 4-crown layers, per lb.	0 07 1/2	
Evaporated apricots	0 14 1/2	
Evaporated apples	0 08 1/2	
Evaporated peaches	0 09 1/2	
Evaporated pears	0 12 1/2	
Currants, fine filitras, per lb., cleaned	0 05 1/2	
Currants, 1-lb. pkgs. fine filitras, cleaned	0 07 1/2	
Currants, Patras, per lb.	0 09	
Currants, Vostizas, per lb.	0 09 1/2	
Dates, 1-lb. packages	0 06 1/2	
Dates, Hallowee, loose	0 05	
Figs	0 11	
Figs, 3 crown	0 10 1/2	
Figs, 4 crown	0 10 1/2	
Figs, 5 crown	0 11 1/2	
Figs, 6 crown	0 12 1/2	
Figs, 7 crown	0 13 1/2	
Figs, 8 crown	0 14 1/2	
Comadre figs, about 33-lb. mats.	1 30	
Glove boxes, 15-oz., per box	0 10 1/2	
Glove boxes, 18-oz., per box	0 07 1/2	
Fruites		
20-30	0 12	
30-40	0 11	
40-50	0 09 1/2	
50-60	0 08 1/2	
60-70	0 07 1/2	
70-80	0 07	
80-90	0 06 1/2	
90-100	0 06	
Bosnia prunes	0 07	
Cases, 5-lb. tins, 1 doz. per case	2 75	
Cases, 10-lb. tins, 1/2 doz. per case	2 85	
Cases, 20-lb. tins, 1/4 doz. per case	2 60	
Pure maple syrup, in 6 1/2-lb. tins.	0 75	
Pure maple syrup, in 15-lb. bags, 8c per lb., or per gallon	1 00	

Pure maple sugar 0 10 0 11

TEAS.—The rumor current in Montreal and referred to in last week's issue that new crop Japan teas would be 10 per cent. lower this year than last has been denied by a prominent importer who states that the decrease only amounts to 1/2c or thereabouts. Market is still firming up and while there is little chance of another increase, yet the scarcity of the good quality leaf must make itself felt.

Latest advices from Japan state that the hot weather there has caused the leaf to grow very rapidly and therefore teas will be available a little earlier than hitherto.

Japanes—		
Choiceest	0 40	0 50
Choice	0 35	0 40
Fine	0 30	0 35
Medium	0 25	0 30
Good common	0 20	0 25
Common	0 15	0 20
Yamashiro	0 75	1 00
Ceylon—		
Broken Orange Pekoe	0 30	0 40
Pekoes	0 20	0 22
Pekoe Souchongas	0 20	0 22
India—		
Pekoe Souchongas	0 19	0 20
Ceylon Greens—		
Young Hysons	0 24	0 25
Hyson	0 22	0 23
Spanish No. 1	0 12 1/2	0 13 1/2
Virginia No. 1	0 10	0 13 1/2
Gunpowders	0 19	0 35
China Greens—		
Pingsuey gunpowder, low grade	0 14	0 15
Pingsuey gunpowder, pea leaf	0 20	0 30
Pingsuey gunpowder, pinhead	0 30	0 50

COFFEE.—Roasters report that they have no reasons to complain about volume of business offering, and state that if collections were better, a very satisfactory state of affairs would exist. There is no change in market conditions.

Mocha	0 25	0 30
Rio	0 19 1/2	0 21 1/2
Mexican	0 25	0 28
Santos	0 21 1/2	0 23 1/2
Maraacibo	0 23 1/2	0 24 1/2
Javas	0 30	0 40

SPICES.—Market for most lines is firm. Cloves are firm to a degree and

THE CANADIAN GROCER

it is hardly likely that any decrease will take place until new crop comes along. Carraways are also on the strong side and are expected to remain so.

Allspice	0 13	0 18
Cinnamon, whole	0 18	0 20
Cinnamon, ground	0 16	0 20
Caraway seed		0 12
Batavia cinnamon	0 25	0 30
Cloves, whole		0 28
Cloves, ground	0 24	0 28
Cream of tartar	0 25	0 28
Ginger, Cochin	0 17	0 20
Ginger, Jamaica	0 20	0 25
Ginger, Jamaica, whole	0 17	0 20
Mace		0 75
Nutmegs	0 25	0 30
Peppers, black	0 16	0 18
Peppers, white	0 27 1/2	0 30
Peppers, white, whole	0 25	0 27
Pepper, black, whole	0 15	0 17
Pimento	0 15	0 17

RICE.—A few substantial orders have been booked, but trade is not so active as can be expected during warm season.

Reports from Patna are pretty much the same as last week.

Rangoons—		
Rice, grade B, bags 250 lbs.	3 35	
Rice, grade B, bags 100 lbs.	3 35	
Rice, grade B, bags 50 lbs.	3 35	
Rice, grade B, pockets 25 lbs.	3 45	
Rice, grade B, 1/2 pockets, 12 1/2 lbs.	3 55	
Rice, grade C.O., bags 250 lbs.	3 25	
Rice, grade C.O., bags 100 lbs.	3 25	
Rice, grade C.O., bags 50 lbs.	3 25	
Rice, grade C.O., pockets 25 lbs.	3 35	
Rice, grade C.O., 1/2 pockets, 12 1/2 lbs.	3 45	
India bright, 250 lb. bags	3 50	
Lustre, loose, 250 lb. bags	3 60	
Patna, polished	4 40	
Finest imported Patna, 224 lb. bags	5 37 1/2	
Finest imported Patna, 112 lb. bags, bag	5 50	
Finest imported Patna, 56 lb. bags	5 62 1/2	
Pearl	4 60	
Sparkle	5 10	
Crystal	5 10	
Snow	5 30	
Imperial Glace	4 90	
Ice Dips	5 45	
Canadian Caroline rice	7 10	
Imported Caroline rice, hand picked	9 00	
Imported Caroline rice, fancy	8 00	
Brown saro, lb.	0 04 1/2	0 05 1/2
Tapioca, medium, pearl, lb.	0 05 1/2	0 06
Seed, lb.	0 05	0 06

NUTS.—There does not seem to be any very great interest taken by retailers in nuts at present, most of the demand coming from manufacturers for factory use. Latest advices from Continent state that there will be an abundant supply of filberts this year, but no very re-assuring news is forthcoming about almonds from producing centres.

In shell—		
Brazils	0 19	0 20
Filberts, Sicily, per lb.	0 12 1/2	0 13
Filberts, Barcelona, per lb.	0 11	0 13
Tarragona Almonds, per lb.	0 18	0 18 1/2
Walnuts, Myette Grenobles, per lb.	0 18	0 18
Walnuts, Marbots, per lb.	0 12 1/2	0 13 1/2
Walnuts, Orleans, per lb.	0 11	0 12
Hungarian	0 13 1/2	0 15
Shelled—		
Almonds, 4 crowns, selected, per lb.	0 42	0 50
Almonds, 3 crowns, selected, per lb.	0 35	0 37 1/2
Almonds, 2 crowns, selected, per lb.	0 31	0 32
Almonds (in bags), standards, lb.	0 27	0 28
Cashews	0 15	0 17
Peanuts—		
American—		
Japanese roasted	0 08 1/2	
Coon, roasted	0 08 1/2	
Diamond G, roasted	0 09 1/2	
Bon Ton, roasted	0 11	0 12
Sun, roasted	0 10	0 12
Peanuts, jumbo	0 18	0 20
Pistachios, per lb.		0 75
Walnuts—		
Bordeaux, halves, bright	0 27	0 28
Broken	0 27	0 28

ONTARIO MARKETS.

POINTERS—

Sugar.—Situation firm.
Molasses.—Firmer.
Coffee.—Lower grades easier.
Spices.—Firm.
Rice.—Situation strong.
Canned Goods.—Low levels predicted.
Trade.—Brisker.

Toronto, July 3.—Trade has taken on a much brisker tone during past week. One wholesale grocery firm stated: "We have all we can handle at present, and the same feeling seems to prevail along the street." Owing to extremely hot weather, light summer lines have been moving more freely, and much more in demand than heavy groceries. Cereals and summer drinks are two lines particularly worth mentioning, but many others are also included.

As to collections, prospects seem rather inclined to be better. One firm states: "For all legitimate lines of business, money seems fairly easy, and, of course, groceries are quite legitimate."

SUGAR.—New York keeps on upward trend, and though trade here has not followed, sentiment is quite in keeping with New York changes. Raws in New York moved up twice on Tuesday, and since last report refined have advanced 20 points. All United States refiners except the Arbuckle, are now up to a \$4.50 f.o.b. New York, less 2 per cent., basis, and market continues firm. Strength of market is attributed largely to heavy prevailing demand for United States refined. Owing to abnormally heavy crops, low prices have ruled to date, and on account of this and other peculiar conditions there has been no disposition to speculate in refined. Thus the trade enters upon the season of heaviest consumption with almost no stocks, and for this reason buying is likely to be of a daily hand to mouth nature for some time. This means that refiners' production will be readily absorbed, which indicates good prospects for future.

At present refiners are handicapped owing to a shortage of raws on hand. As a result of a feeling that tariff changes would be against them, and that the market would improve, buyers of raws have held off. This condition is expected soon to right itself, but probably only after buyers come up with their offerings.

To date there has been no change in the Canadian situation. Prices hold at last week's level, but a marked improvement is noticeable in consumptive demand. For this reason, and owing to the strength of the outside market there are those who look for an improvement in values in the near future.

Year ago, sugar in Toronto sold on a \$5.15 basis, or an advance of 75 cents over present prices.

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

Powdered, 50-lb. boxes	4 80
Crystal diamonds, 5 lb. boxes	7 10
Crystal Dominos, 5 lb. boxes	7 20
Paris lumps, in 100-lb. boxes	5 15
Paris lumps, in 50-lb. boxes	5 25
Paris lumps, in 25-lb. boxes	5 45
Paris lumps, cartons, 20 to case	0 35

MOLASSES.—Owing to raw sugars continually advancing both in New York and at sources of production, a feeling of greater firmness prevails throughout molasses markets. The action of some firms in advising that no orders be booked after June 30 would tend to forecast a change, and especially now, considering primary market. No change has yet been announced, however, but some anxiety is being felt as to what future will bring.

Syrups—		Per case.
2 lb. tins, 2 doz. in case	2 40	
5 lb. tins, 1 doz. in case	2 75	
10 lb. tins, 1/2 doz. in case	2 65	
20 lb. tins, 1/4 doz. in case	2 60	
Barrels, per lb.	0 03 1/2	
Half barrels, lb.	0 03 1/2	
Quarter barrels, lb.	0 03 1/2	
Pails, 38 1/2 lbs. each	1 75	
Pails, 25 lbs. each	1 25	
Molasses, per gallon—		
New Orleans, barrels	0 27	0 29
New Orleans, half barrels	0 29	0 31
West Indies, barrels		0 28
West Indies, half barrels		0 30
Barbados, fancy, barrels	0 45	0 47
Barbados, fancy, half barrels	0 48	0 50
Maple Syrup—Compound—		
Gallons, 6 to case	4 80	
1/2 gals., 12 to case	5 40	
1/4 gals., 24 to case	4 80	5 40
Pints, 24 to case	2 70	3 00
Maple Syrup—Pure—		
5 gallon cans, 1 to case	1 25	
Gallons, 6 to case	6 60	6 30
1/2 gallons, 12 to case	7 25	7 25
Quarts, 24 to case	7 25	6 40
Pints, 24 to case		4 70
Maple Sugar—		
Pure, per lb.	0 14	0 15
Maple Cream Sugar—		
24 twin bars		1 80
40 and 48 twin bars		3 00
Maple butter, lb. tins, dozen		1 90

DRIED FRUITS.—All California fruits hold firm, with holders showing no inclination to sell. Feeling prevails that higher prices are likely to rule later in season.

Even better reports are forthcoming regarding crop of Valencia raisins, so now lower prices would almost seem assured.

Apples, evaporated, per lb.	0 06 1/2	0 07
Apricots—		
Standard, 25-lb. boxes	0 14	
Choice, 25-lb. boxes	0 15	
Fancy	0 18	0 22
Candied Peels—		
Lemon	0 11	0 12 1/2
Orange	0 12	0 13
Citron	0 15	0 18
Currants—		
Filiatras, per lb.		0 07
Amalas, choicest, per lb.		0 07 1/2
Patras, per lb.		0 07 1/2
Vostizas, choice		0 10
Vostizas, shade dried	0 10 1/2	0 11
Cleaned, 1/4 cent mere.		
Dates—		
Faris, choicest, 12-lb. boxes	0 08 1/2	0 09 1/2
Faris, choicest, 60-lb. boxes	0 07	0 07 1/2
Package dates, per pkg.	0 06 1/2	0 07 1/2
Figs—		
Natural figs, in bags, lb.	0 05	0 07
Comadre figs, in taps, per lb.	0 04	0 04 1/2
Eleme figs, in boxes, according to size, lb.	0 08 1/2	0 15
Pesches—		
Standard, 25-lb. boxes		0 10
Choice, 25-lb. boxes	0 11	0 12 1/2
Choice, 50-lb. boxes	0 07 1/2	0 08
Prunes—		
30 to 40, in 25-lb. boxes, faced	0 13 1/2	0 15 1/2
40 to 50, in 25-lb. boxes, faced		0 11 1/2
50 to 60, in 25-lb. boxes, faced		0 09
60 to 70, in 25-lb. boxes, faced		0 07 1/2
70 to 80, in 25-lb. boxes, faced		0 07
80 to 90, in 25-lb. boxes, faced		0 08 1/2
90 to 100, in 25-lb. boxes, faced		0 08
Same fruit in 50-lb. boxes, unfaced, 1/2 less.		
Raisins—		
Sultans, choice	0 10	0 12
Sultans, fancy	0 12	0 14
Valencias, old stock	0 07 1/2	0 08
Seeded, fancy, 1 lb. packets	0 06	0 08
Seeded, choice, 1 lb. packets	0 06 1/2	0 07

TEA.—Buyers on London market this week bought at same price as week ago, which would indicate no change in situation. Quality is still off, and all markets more or less uninteresting.

COFFEE.—An easier tendency prevails on lower grades, but mild coffees are being well maintained. Bogotas and fine Mexicans are scarce, practically all of the latter having now been shipped from the source of supply.

Coffee, Roasted—		
Bogotas	0 27	0 28
Guatemala	0 26	0 28
Jamaica	0 24	0 25
Java	0 32	0 35
Maricao	0 25	0 26
Mexican	0 27	0 28
Mocha	0 30	0 32
Rio	0 19	0 21
Santos	0 23	0 25
Chicory, per lb.	0 11	0 13

SPICES.—All spices hold firm. Peppers, both black and white, show no sign of declining, and same applies to cream of tartar and other lines.

	5 and 10 lb. Tins	1/4 lb. pkgs.	1/4 lb. tins doz.
Allspice	14-17	65-70	75-80
Cassia	22-27	72-80	80-90
Cayenne pepper	23-28	72-80	90-1 15
Cloves	30-35	1 00-0 95	..-1 00
Cream tartar	30-31		
Curry powder	..-35		
Ginger	22-27	65-85	75-85
Mace	15-1 00		0-2 75
Nutmegs	25-30	90-90	1 00-2 50
Peppers, black	15-22	67-75	80-90
Peppers, white	27-29	90-1 05	1 05-1 15
Pastry spice	20-27	65-85	75-1 10
Pickling spice	14-18	75-80	75-80
Turmeric	16-18		

Range for pure spices according to grade. Pails or boxes 3 cents per lb. below tins. Barrels 3 cents below tins.
 Cardamom seed, per lb., in bulk 2 25 1 80
 Cinnamon, Ceylon, per lb. 0 50
 Mustard seed, per lb., in bulk 0 10 0 12
 Celery seed, per lb., in bulk 0 60 0 70
 Shredded cocconut, in pails 0 17 0 20

RICE AND TAPIOCA.—A report from London, just received, states with regard to Patna rice: "There is no possibility of selling at lower prices. Stocks are small, and the export of rough rice from India is finished for season. As we are now getting towards the end of the stock, the question is, 'What further advances are to be made?'"

Also regarding Rangoon rice: "Market has been suffering from a long period of inactivity, but we do not see any room for a further decline in prices. Whole tendency of rice market has been brighter during past week, and we really believe bottom prices have been reached."

	Per lb.
Rice—	
Rangoon, per lb.	0 03 1/2 0 04
Rangoon, fancy, per lb.	0 06 1/2 0 06 1/2
Patna, per lb.	0 05 1/2 0 06 1/2
Japan, per lb.	0 05 1/2 0 08
Java, per lb.	0 05 1/2 0 07
Carolina, per lb.	0 08 0 10
Sago—	
Brown, per lb.	0 05 1/2 0 05 1/2
White, per lb.	0 05 1/2 0 05 1/2
Tapioca—	
Bullet, double goat	0 05 1/2 0 05 1/2
Medium pearl	0 05 0 05
Seed pearl	0 05 1/2 0 05 1/2
Flake	0 05 1/2 0 05 1/2

NUTS.—Firmness continues to prevail in all markets. At present, however, few lines save peanuts are moving at all.

In shell—	Per lb.
Almonds, Formigetta	0 15 0 15
Almonds, Tarragona	0 17 0 17
Brazil	0 15 0 15
Filberts	0 19 0 19
Filberts, Barcelona	0 09 1/2 0 09 1/2
Peanuts, green, per lb.	0 10 0 10 1/2
Peanuts, roasted	0 12 0 14
Pecans	0 18 0 20
Walnuts, Bordeaux	0 13 0 13 1/2
Walnuts, Grenoble	0 15 0 15 1/2
Walnuts, Marbots	0 14 0 15
Walnuts, Combes	0 13 0 14
Shelled—	
Almonds	0 40 0 40
Filberts	0 27 0 27
Peanuts	0 09 0 10
Pecans	0 07 0 08
Walnuts, new	0 30 0 32

BEANS.—Prices are again inclined to be easier, but show such a range, according to samples, that no one price can be quoted. Even H.P. fail to show uniform quality, and much has to be judged by color.

Beans, Canadian, H.P., per bus.	2 00	2 25
Beans, Canadian, cheaper grades	1 80	2 00
Austrian pea beans, H.P.	2 75	2 85

CANNED GOODS.

Toronto, July 3.—Canned goods market is at present in quite an unsettled condition. In anticipation of lower prices, buyers are not at all keen to place orders unless a bargain is assured.

One broker states: "Futures are likely to be cheaper whether fruit is scarce or not, as canners have come to the conclusion that their goods will not sell satisfactorily at high prices unless packs are much below normal."

Prices on peas, strawberries, raspberries and cherries are expected to be announced shortly.

MANTOBA MARKETS.

POINTERS—

Almonds—Advance 3c per lb.
 Raw Sugar—Firmer.

Winnipeg, July 2.—Typical summer weather characterized by extreme heat and fierce electrical storms has prevailed over the West during the past week and nearly all sections have had abundant rainfall. Vegetation is making luxurious growth and grain crops are promising.

Good crop prospects are giving a healthy tone to business and there are no complaints except among real estate men who complain of lack of all speculation.

This week the annual industrial exhibition in full swing and is, as usual, giving quite an impetus to retail trade in all lines while it is in progress.

SUGAR.—Raw sugar is reported to be firmer in the primary market and there is an improved consumptive demand for refined product. The preserving season here is just commencing and there is a good demand.

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

SYRUPS.—Business in syrups is seasonably quiet particularly as butter prices are about as low as they will be. A steady rise in corn prices points to all corn products advancing in near future.

Corn Syrups—	
2 lb. tins, per case	2 25
8 lb. tins, per case	2 65
10 lb. tins, per case	2 51
20 lb. tins, per case	2 62
Barrels, per 100 lbs.	3 83
Molasses, New Orleans, gal.	0 35
Molasses, Barbados, gal.	0 45
Maple syrup, quarts, per case	6 20
Maple syrup, 1/2 gals.	5 85

DRIED FRUITS.—Prunes are reported firm but unchanged. Business in

dried fruits is quiet as is usual at this time.

	Per lb.
Prunes—	
Prunes, 90 to 100, 25 lbs.	0 05 1/2
Prunes, 80 to 90, 25 lbs.	0 05
Prunes, 70 to 80, 25 lbs.	0 06 1/2
Prunes, 60 to 70, 25 lbs.	0 06 1/2
Prunes, 50 to 60, 25 lbs.	0 08
Prunes, 40 to 50, 25 lbs.	0 10

Apricots—	
Choice	0 15 1/2
Standard	0 13 1/2
Slab	0 11 1/2
Nectarines	0 11 1/2

Cooking Figs—	
Choice boxes	0 06 1/2
Half boxes	0 06 1/2
Half bags	0 06 1/2

Valencia Raisins—	
Fine, f.o.s., 28s, s.p., per box	2 75
Fine, selected, 28s, s.p., per box	2 70
4-crown layers, 28s, s.p., per box	2 65
4-crown layers, 17s, s.p., per box	1 35
4-crown layers, 17s, s.p., per box	0 75
Ne plus ultra, 82s, s.p., per box	2 20

Sultanas—	
California	0 09 1/2
Smyrnas	0 14 0 14

Currents—	
Dry clean, per lb.	0 07 1/2
Washed, per lb.	0 07 1/2
1-lb. package	0 08 1/2
2-lb. package	0 17 1/2

TEAS AND COFFEES.—Hot weather does not particularly favor retail trade in teas and coffees but this year's consumption at this time is quite up to average of last year and in fact a little better. In coffee, the new crop season in Brazil is starting with prices at a comparatively low level.

Coffee—	
Green Rio, No. 5	0 16 1/2
Roasted Rio	0 21
Green Santos	0 17
Roasted Santos	0 23
Chicory	0 11 1/2

Teas—	
China blacks, choice	0 25 0 40
India and Ceylon, choice	0 32 0 40
Japans, May picking	0 35 0 50
Japans, choice	0 35 0 45

NUTS.—As predicted in this market, some issues back, almonds have had a sharp advance in price. This is due to a failure of the Mediterranean almond crop. Brazils are also likely to be scarce and dear. Other lines are steady. Peanuts are in good demand.

Brazil	0 18 0 19
Tarragona almonds	0 16 1/2 0 16 1/2
Peanuts, roasted, Jumbos	0 13
Peanuts, choice	0 11
Pecans	0 22
Marbot walnuts	0 13 1/2
Grenoble walnuts	0 15
Sicily filberts	0 11 1/2
Shelled almonds	0 37
Shelled walnuts	0 31

BEANS.—Just at present there are not many beans moving and trade in this line is quiet.

Beans—	
Hand picked	2 35
3 lb. picker	1 95
Peas—	
Split peas, sack, 98 lbs.	3 85
Whole peas, bushel	2 75 2 85
Barley—	
Pot barley, per sack 98 lbs.	4 75
Pearl barley, per sack 98 lbs.	3 65
Wheat granules, bale of 16	3 08

CHANCE FOR BRIGHT CLERK.

Secretary W. C. Miller (632 Yonge Street, Toronto), of the Ontario Retail Grocers' Association, has an application for a clerk from a large Western Canada retail grocery house. This firm desires a young man who has had good experience selling high quality groceries, who is careful, honest, of good appearance and standing, and who has initiative. To a good man this firm will pay around \$65 a month to begin with. Young clerks who are looking for a position and who can qualify for this, should get in touch with Mr. Miller at once.

The Proper Calculations of Retail Profits

The Success of a Business Depends Upon the Adoption of a Proper System of Pricing—Profits Should be Reckoned on Selling and Not on Cost Price—A Definition of Cost Price—Figuring Costs of Doing Business.

A problem in which every retail merchant is interested, or should be interested, is the proper calculation of profit on his merchandise. Profit and success are inter-dependent and success is more closely related to profit than to any other incident of the retail business. In our many interviews with credit managers and wholesalers, we have been told repeatedly that the cause of financial difficulty, which in some cases eventually means failure can in the majority of cases be accounted for by the fact that the merchant is afraid to put on the necessary amount of profit, or does not figure his profits correctly and overlooks the fact that 50 per cent added to the cost is only equivalent to 33 1-3 on the sale. This is the feature that we wish to impress on the minds of our readers, the percentage on cost is altogether different to the percentage on sale.

Another point that should not be forgotten is the fact that the invoice price is not the cost of the goods. The cost should include freight and cartage charges and represent the actual cost of the goods laid down in the store. The margin of profit should then be added to the cost, but, in adding the profit, the dealer should again remember that 50 per cent. of the cost is only 33 1-3 per cent. of the selling price.

The merchant should make his plans ahead and consider carefully every detail connected with his business. He should consider the amount of his capital invested and the amount of stock he can afford to carry. He should endeavor to turn his stock at least 3 or 4 times. In figuring his expenses he should not forget to include such items as his own salary, rent on the building even if he is the owner, interest on the investment, allowance for bad debts, and carrying accounts, where a credit business is done.

There are also many other items that must not be overlooked. Expenses are always, or should be figured on sales. The percentage cost of doing business varies to a great extent among the hardware trade, some merchants state their expenses to be as low as 16 per cent. and others as high as 23 per cent. of their sales. In some cases the percentage is even higher than 23 per cent. Let us take, for example, a firm that is doing business under an expense of 20 per cent. In order for this firm to break even, it would be necessary to add 25 per cent. to the laid down cost of the

goods. The merchant should not lose sight of the fact that the percentage is figured on his total sales and does not make allowance for staple lines such as sugar, butter, etc., on which he is often unable to get that percentage of profit. If he goes below that percentage on any line of goods, he is losing money on that line, and it must be made up in some manner or a deficit is bound to result. If in this particular instance, the dealer does not get an average of 25 per cent. on the laid down cost of all his merchandise, he is losing money. If on the other hand he gets 25 per cent. on his laid down cost, he is only breaking even and is not making a profit on his investment.

If a dealer cannot make a reasonable profit on his investment, he would be much better off if he used his capital and energy in other directions.

In making up expenses, the merchant should be extremely careful in seeing that all items of expense are included, not overlooking interest on money borrowed, if any. The percentage of advance should be sufficient to cover all expense items and in addition afford a reasonable profit as well.

One of the predominant features of success in the retail business is the proper calculation of and adding profits. Do not forget that the invoice price is not the cost upon which to add your profit, add freight charges, cartage and any other expenses which are necessary to put the goods in the store, and on the total add your percentage of profit. Always bear in mind that 50 per cent. on your cost only means 33 1-3 per cent on

your sale. If your business is not yielding you the returns that it should, it is time that you investigated it. The proper figuring of profit often means success or failure.

It is a good plan to be friendly with your opposition. A friendly feeling will often eliminate price cutting on staple lines. There are many towns and cities in which staple goods are often sold below cost on account of unfriendly competitors. On the other hand there are towns in which the merchants are on the best of terms with each other and frequently hold conferences to discuss trade matters. In these towns we find that price cutting on staple lines has been eliminated to a great extent and that each dealer is able to get a reasonable profit on his merchandise. In towns and cities where the merchants are not unfriendly they are often enabled to save losses from bad debts or dead-beat customers, through information gleaned from each other.

THE AD. INTRODUCTION.

C. A. Welsh, New Westminster, B.C., introduced an advertisement in a newspaper recently as follows:—**PICKLING SEASON AND PRESERVING SEASON** is again with us and now is your time to look into the future and provide your next winter's supply of table fruits, vegetables, pickles and relishes.

CALL ON US this year for your supplies. Our stock of fresh fruits will be always the best to be had in season. We handle the famous E. Z seal fruit jars and pure granulated sugar.

LEAKS IN CARTOON



Flour Market Dependent Upon Weather

Announcement of Prospects of Heavy Rain Enough to Cause Slump in Wheat Market—No More Changes Expected in Flour or Cereals Till Crops Are Fully Assured—Dealers All Make Mill Feeds Sell Their Flour by Keeping Prices Low.

Feeling in general this week appears to be that crop conditions have been greatly discounted. Some of the larger grain buying centres have already taken up the cry, rendering the market in an extremely sensitive condition, likely to fluctuate upon the slightest provocation. Any damage to crops now would be most likely to result in prices even higher than present level.

July wheat in Winnipeg closed Monday at 96⁷/₈, a drop of 1⁵/₈ cents on the week, and October wheat at 92⁷/₈, a drop of 1/2 cent on the week. These prices, however, are liable to fluctuate anywhere up to 2 cents from day to day. Weakness in Chicago on Monday was attributed to more encouraging crop reports.

All feeds are practically cleaned up. One Toronto miller states: "When flour went up, feeds were taken up as if by a big scoop. Some buyers are still trying to put one over on us, and get a full car of feeds, but we can't afford to sell that way, and only let the price remain where it is in order to sell our flour."

MONTREAL.

FLOUR—Trading is fairly brisk at present but very little export business is being transacted owing to the spread between Canadian and American wheat. Ontario flour as always happens at this time of year has advanced to an appreciable extent.

Spring wheat flour remains firm, both counter and local buyers ordering strongly.

Manitoba 1st Spring wheat patents, bags	5 60
Manitoba straight patents, in bags	5 10
Manitoba strong bakers, in bags	4 90
Manitoba second, in bags	4 70
Winter wheat, fancy patents, in bags	4 80
Straight rollers, in bags	4 75
	5 25

ROLLED OATS. — Trading is good with market firm. Local houses report good business in spite of recent advance in price. Export business, though, is not so heavy.

Rolled oats, in 25 sack lots	2 15
Rolled oats, in single bag lots	2 35
Rolled oats, in bbls.	4 55
Standard oatmeal, in single bag lots	2 35
Granulated oatmeal, in single bag lots	2 36
Fine oatmeal, in single bag lots	2 36
(In 25 bag lots the price of the above is 10c lower.)	
Rolled wheat, in barrels	2 70
Hominy, in 96 lb. sacks	2 05
Cornmeal, in 96 lb. sacks	1 90
Rolled oats, in cotton sacks, 5c more.	

MILL FEEDS.—Market for bran holds quite firm at advance reported last week. Supplies have been greatly reduced, owing to increased demand both from local and outside points. Should present weather conditions prevail for long, even a

firmer feeling, with possibility for a further advance, might readily be expected.

Bran, in car lots, per ton	18 00
Shorts, in car lots, per ton	19 00
Middlings, in car lots, per ton	22 00
Wheat moulee, per ton	23 00
	25 00

TORONTO.

FLOUR.—"We're not getting much new business on the new basis," states one miller, "but all our customers who had booked up with us are gladly taking delivery on old orders."

Situation is purely a weather market, and likely to continue so until definite assurance can be given of the growing crop. At present wheat holds firm, but is extremely sensitive and liable to fluctuate at any moment upon the prediction of heavy rains.

To keep flour moving dealers are keeping feeds down, but are refusing to sell except in mixed cars with a fair proportion of flour in each.

Manitoba Wheat Flour—	car lots, in bags,	
	per bbl.,	
First patent	5 50	
Second patent	5 00	
Strong bakers'	4 80	
Flour in cotton sacks, 10c per bbl. more.		
Winter Wheat Flour—		
Fancy patents	4 90	5 10
90 per cent.	4 80	5 00
Straight roller	4 60	4 80
Blended flour	5 05	5 35

CEREALS.—"For export we have been doing a little business in cut oatmeal," states one broker. Early in the year the States cut us out, so that we have done no business in that line since February; but now oats have gone up high enough on the other side to give us a look in." Should oats continue to go up on the other side, greater firmness would likely follow here in rolled oats and oatmeal market owing to increased inquiry from across the water.

Cornmeal is tame. Price on corn is such as to shut off all speculation, and dealers are now buying only according to actual requirements.

Cornmeal, per 96 lb. bag—		
Kiln dried, 25 bag lots	1 85	1 90
Softer grades, 25 bag lots	1 70	1 75
Rolled oats, per 90 lb. sack, in jute—		
Small lots	2 25	2 30
25 bags to car lots	2 15	2 20
Rolled oats in cotton sacks, 5 cents more.		
Oatmeal, standard and granulated, 10 per cent. over rolled oats in 90 S, in jute.		
Rolled Wheat—		
50 lb. boxes	1 50	
100 lb. barrels, small lots	2 85	
100 lb. barrels, 5 bbl. to car lots	2 70	

MILL FEEDS.—"We have to make our mill feeds sell our flour," is the common statement this week. To do this millers have kept down prices, but refuse to sell in car lots. Brokers' prices in car lots to millers at present are: Bran, \$19, and shorts, \$20, which shows the firmness of the market. Everything

depends upon the weather. There is now a good demand, and with surplus all cleaned up prospects following continued drought would be excellent for an advance.

Mill Feeds.—	car lots, per ton.
Bran	18 00
Shorts	20 00
Middlings	21 00
Wheat moulee	23 00
Feed flour	25 00
	28 00

WINNIPEG.

FLOUR AND CEREALS.—Domestic demand is first rate; export quiet. Prices are unchanged.

Flour—	
First grade patents	5 60
Second grade patents	5 10
First clears	4 20
Prices are for cotton bags jute 10 cents off.	
Rolled oats, 80 lbs.	1 65
Standard granulated, 96 lbs.	1 65
Corn meal, 96 lbs.	1 90
Wheat granules, 16-165	3 08

A KEY CONTEST.

The Ideal Grocery Co., Weyburn, Sask., of which W. H. Farrell is manager, is operating what is called a "Key Contest." They are giving as first prize a sewing machine.

The plan is to distribute a box of keys, one of which will open a lock in their store on a sewing machine. The holder of the right key wins the prize; the holder of the largest number of keys gets a coupon good for \$5 worth of groceries, and the holder of the second largest number of keys a coupon for \$2.50.

Each customer is entitled to one key, with every \$2 cash purchase. The lock is sealed and on display, as is also the sewing machine. "The contest," the firms say, "is for the purpose of introducing ourselves to those who are not regular customers and to show our appreciation of those we have had the pleasure of serving."

They will advertise the day when all keys are to be tried in the lock.

TREACLE UP TOO.

Tommy's mamma was discussing the high price of food, with one of her lady friends. After they had finished talking, Tommy said, "Treacle gone up too, hasn't it mother, as I see you keep it on the top shelf now."

Lemon and Potato Markets Hard to Forecast

Strawberry Season Now Reached Its Height—Cherries and Gooseberries Offering Freely—Lemon Crops 100,000 Cases Below Last Year—Market Depends Entirely on the Weather.

MONTREAL.

GREEN FRUITS.—Lemons as might be expected, have advanced slightly, owing to extra business resulting from present hot weather. Bananas have also firmed up as supplies have dropped off some until July 4 has passed. Oranges are also decidedly firm, and it looks as if the whole variety of fruits will see slightly higher prices should present weather continue.

Apples—		
Spies, first grade, per barrel	6 50	
Spies, second grade, per barrel	5 50	
Apricots, per 4 basket crate	2 25	2 50
Bananas, crated	2 25	2 50
Cantaloupes, California, per crate	8 00	
Cherries, California, 7-lb. box	2 75	3 35
Cocoanuts, per bag	7 00	
Grapefruit, Florida, case	6 50	7 00
Lemons	4 50	5 50
Limes, Florida, per box	1 75	
Oranges, late Californias	6 00	
Oranges, late Valencias	6 00	
Oranges, late Californias	6 75	
Oranges, late Valencias	6 75	
Pineapples, Havana	2 50	2 75
Pineapples, Florida—		
30s, per case	3 50	4 50
24s, per case	4 75	
36s, per case	3 75	4 25
Plums, California, per box	2 25	
Plums, fancy, per box	3 25	
Watermelons, each	0 40	0 60

VEGETABLES.—Between holiday at first of week and extreme hot weather demand has been exceptionally heavy for all kinds of vegetables. More domestic stuff is appearing daily which has tendency both to pull down prices and to build up increased demand. Prices on Monday, owing to holiday following, ruled high, but were expected to fall back again to old level before end of week.

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

TORONTO.

GREEN FRUITS.—California and Canadian fruits are big feature of fruit market this week. Peaches, plums, pears, and apricots are beginning to

Owing to Tuesday, July 1, being a holiday, prices on all fruits naturally rose to holiday prices on Monday afternoon, and as information presented below was of necessity gathered on that date some quotations may be found high for the latter part of the week. The general trend of the market, however, will still hold good.

arrive in fair quantities, while in Canadian fruits this is the big week for strawberries, cherries and gooseberries.

What the future of the lemon market will be, appears to depend directly on weather conditions. One local broker states: "There's no use predicting, as all depends on the weather. Should July and August be warm, prices will rule high, but if cool, there might even be a decline, though no matter how cool it became, there would be no great recession made as Sicily lemons are in great demand owing to there being a short crop in California. Taking Sicily and California together the shortage as compared with last year amounts to about 100,000 cases. So far, weather has been favorable, and prices have been high. A lot of guesses have been made as to the future, and a number with great correctness, but no one can say 'I told you so' as market depends purely on weather conditions.

Pines are selling well but with advent of warm weather only a few will take the risk to bring them in. Range of sizes has been cut down so that now only 30's remain. Stocks now offering show much waste, and in some cases cause loss all round.

Apples, Ben Davis, per box	3 25	
Apples, harvest (Illinois), box	2 00	
Apricots, per box of 4 bkts.	2 50	2 75
Bananas, per bunch	1 35	1 65
Cantaloupes, California, 45s, case	5 50	6 00
Cherries, California—		
9 rowed boxes	2 75	
15 rowed boxes	2 50	
11 rowed boxes	2 25	
Cherries, Canadian, 11-qt. bkt.	0 90	1 00
Cherries, Canadian, 6-qt. bkt.	0 40	0 50
Cocoanuts, per sack of 80	5 00	5 50
Gooseberries—		
Small, 6 qt. bkt.	0 20	0 30
Small, 11 qt. bkt.	0 50	0 65
English, 6 qt. bkt.	0 60	0 65
English, 11 qt. bkt.	1 25	1 35
Lemons, Verdell, new	5 50	6 00
Oranges, California Valencias	5 50	6 25
Oranges, Messina, oval 1/2 box	2 50	
Limes, per box of 100	1 50	
Peaches, California, Alexanders, box of 8-10 dozen	2 50	2 75
Pears, California, half case	3 25	
Peaches, Georgia, 6 bkt. carriers	3 25	4 50
Pineapples, Florida, 30s, per case	4 00	
Plums, Clyman, box	1 50	
Plums, Tragedy, box	2 50	

Strawberries, Canadian, quart	0 12	0 14
Watermelons, 23 to 35 lbs.	0 50	0 75

VEGETABLES.—Canadian outdoor and hothouse grown vegetables are now making a big feature, and as they come on, imported stuff is disappearing.

Potato market is a puzzling one. "Anybody who can forecast the potato market," states one broker this week, "is a supreme being. Wholesalers are losing money daily through being unable to size up conditions." Last week it looked as if prices would soar; this week they are at even a lower level than a week ago.

Asparagus, domestic, 11-qt. basket	1 25	1 75
Beans, green, hamper	2 25	2 50
Beans, wax, hamper	2 25	2 50
Beets, Canadian, new, doz. bchs.	0 40	0 40
Carrots, Canadian, new, doz. bchs.	0 20	0 20
Carrots, imported, per box	2 00	2 25
Cabbage, Virginia, new, crate of 4-5 doz.	4 00	
Cabbage, Canadian, crate of 30	3 50	
Cauliflower, Canadian, cs. of 2 doz.	2 00	
Cauliflower, Canadian, cs. of 5 doz.	5 00	
Corn, new, crate of 5 doz.	2 00	
Cucumbers, Florida, hamper	2 25	2 50
Lettuce, domestic heads, doz.	0 30	0 40
Mushrooms, per lb.	0 75	0 75
Onions—		
American, new, hamper	1 75	
Egyptian, sack of 112 lbs.	2 25	2 50
Texas, Bermudas, 50-lb. crate	1 40	1 50
Bermudas, 50-lb. crate	1 80	
Green, imported, per doz.	0 25	0 30
Parsley, large bunches, doz.	0 75	0 75
Peas, green, hamper	2 75	3 00
Peas, green, 11 qt. bkt.	1 75	
Potatoes—		
New, per barrel	3 25	
New Brunswick, per bag	0 75	
Ontario, per bag	0 75	0 85
Radishes, doz. bunches, domestic	0 20	0 20
Rhubarb, domestic, doz. bunches	0 20	0 20
Spinach, Canadian, bushel	0 25	0 40
Tomatoes, Canadian hothouse, lb.	0 15	0 17
Tomatoes, Florida, case	2 50	3 00
Tomatoes, Mississippi, 4-bkt. carriers	1 50	1 65
Water cress, domestic, 11-qt. basket	0 35	0 50

WINNIPEG.

GREEN FRUITS AND VEGETABLES.—Summer weather has brought on a very active demand for green fruits and vegetables.

The regular vegetable merchants report a satisfactory amount of business, notwithstanding the competition created by the local public market, recently opened. Of course the public market deals chiefly in domestic produce, and the regular merchants are handling large quantities of imported stuff. Florida tomatoes have been replaced by Mississippi tomatoes.

Vegetables—		
Lettuce, dozen	0 45	
New beets, box	2 00	
Cabbage, new, per lb.	0 04	
Carrots, lb.	0 04	
Florida tomatoes, case	5 00	
Mississippi tomatoes, case	1 50	
Green onions	0 35	
Cucumbers, dozen	1 75	
Cauliflowers, dozen	2 50	
Imported mushrooms, lb.	0 90	
Man. rhubarb	0 02	
Manitoba spinach, per lb.	0 06	
Fresh Fruit—		
Apricots	2 50	
Plums	2 50	
Peaches	2 50	
Cherries, 10 lb. box	2 75	
Strawberries, case 24 qts. Hood River	4 50	
Pines	3 75	4 50
Bananas, per bunch	2 50	3 50
California lemons, crate	11 50	12 00
Florida grape fruit	7 00	
Navel oranges, case	6 00	6 50
Messina lemons	9 00	
Valencia oranges	7 00	7 50
Florida tomatoes	5 00	
Watermelons, dozen	7 00	
Apples, box	3 00	3 25

Continued Hot Weather Helps Fish Trade

Salt Mackerel Now Ready For Shipment—Stormy Weather on Coast Prevents This Being a Banner Mackerel Season—Scarcity in Several Lines of Fish Is Now Being Felt.

MONTREAL.

FISH.—Hot weather and high prices of fresh meats have together had effect of increasing sales of fresh fish. That this should follow is evident, as from standpoint of heating foods, fish compares favorably with other meats, and should thus occupy a prominent place in hot weather. Then there is the economical viewpoint, which never fails to attract attention, but especially now, as fresh meats are steadily advancing.

Some mackerel are expected for a week or so yet, but season is rapidly approaching an end. Gaspé salmon season, too, is now pretty well over. On these prices continue high owing to scarcity and heavy demand.

Owing to lobster districts being now practically all closed, higher prices are now predicted. Stocks now offering come from private reserves, so that with smaller supply and greater control of situation higher prices are expected.

FRESH FISH.

Barbotte (dressed) bullheads, per lb.....	0 09	0 10
Bluefish, fancy, per lb.....	0 16	0 18
Bass, striped, per lb.....	0 13	0 14
Buck shad, each.....	0 40	
Carp, per lb.....	0 06	
Doree, per lb.....	0 11	0 12
Market cod, cases, 250 lbs., per lb.....	0 05	0 06
Flounders, per lb.....	0 06	0 07
Haddock, fresh, per lb., by express.....	0 04	0 05
Salmon, B.C., red, per lb.....	0 15	0 16
Salmon, Gaspé, per lb.....	0 15	0 16
Steak cod, per lb.....	0 08	0 09
Trout, brook, per lb.....	0 30	
Trout, lake, per lb.....	0 11	0 12
Frog's legs, large, per lb.....	0 50	
Halibut, fresh, per lb.....	0 09	0 10
Herring, per 100 fish.....	1 80	
Herring, per 100 fish.....	2 00	
Mackerel, per lb.....	0 09	0 10
Pike, dressed.....	0 07	0 08
Perch, dressed.....	0 09	0 10
Whitefish, per lb.....	0 11	0 12

FROZEN FISH.

Herring, per 100 @lb, medium.....	1 80	
Haddock, per lb.....	0 04	0 05
Smelts, fancy.....	0 12	0 13
Smelts, No. 1, per lb.....	0 09	0 10
Salmon, fancy spring, per lb.....	0 14	0 15
Salmon, Gaspé, per lb.....	0 15	0 16
Salmon, Qualla, per lb.....	0 07 1/2	0 08
Whitefish, large, per lb.....	0 10	0 11
Whitefish, small, per lb.....	0 07	

PREPARED FISH.

Boneless fish, in blocks, 20 lb. boxes, per lb.....	0 06	
Dry Pollock, 100 lb. bundle, per bundle.....	6 00	
Pure cod tablets, 20 lb. boxes, per lb.....	0 10 1/2	0 11
Pure cod, 3 lb. box, per lb.....	0 15	
Shredded cod, 2 doz. in box, per box.....	1 80	
Boneless strip cod, 30 lb. box, per lb.....	0 10	
Pure skinless cod, 100 lb. boxes, per lb.....	6 50	

SALTED AND PICKLED.

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

SMOKED.

Bloaters, box.....	1 00	1 10
Eels, per lb.....	0 12	0 13
Haddies, fancy, fresh cured.....	0 08	0 09
Haddies, regular.....	0 06	0 07
Fillets, fancy, fresh cured, lb.....	0 12	
Fillets, regular, lb.....	0 10	
Herring, boneless, 10 lb. boxes, lb.....	0 10	0 12
Herring, new, smoked, per box.....	0 13	0 15
Kippers (small), per box of 50 fish.....	1 00	1 25
Smoked salmon, per lb.....	0 22	

CRUSTACEANS.

Crab meats, per gal.....	2 00	
Lobsters, live, per lb.....	0 24	
Lobsters, boiled, per lb.....	0 25	
Shrimps, per gal.....	2 00	
Periwinkles, per bus.....	2 50	
Prawns, per gal.....	3 00	

SHELL FISH.

Scallops, per gal.....	2 75	
Solid meats—Standards, gal., \$1.50; selects, gal.....	2 00	
Bulk standards, gal., \$1.50; selects.....	1 50	
Clams, per bbls.....	7 00	
Cape Cod shell oysters.....	12 00	

TORONTO.

FISH.—Haddock are now getting scarce and are expected to last only about 10 days longer. Trout too, are hard to get but after about two weeks will likely be on hand in larger quantities. Warm weather, it is stated, has caused these to move out into deeper water, but they will likely return upon the expiration of that time. Some mackerel are still to be had, and dealers look forward to having these for even a couple of weeks yet. Halibut and whitefish are in good supply and both moving quite freely.

Frozen Stock—		
Roe shad, weight 3 lbs., each.....	1 00	1 25
Whitefish, per lb.....	0 09	0 10
Fresh Caught—		
Haddock, per lb.....	0 06 1/2	0 07
Halibut, per lb.....	0 11	0 12
Herring, per lb.....	0 06	0 08
Lobsters, live, per lb.....	0 40	0 50
Mackerel, weighing 1 1/2-3 lbs., each.....	0 15	0 25
Pickered, yellow, per lb.....	0 12 1/2	0 13 1/2
Pike, per lb.....	0 06	0 07
Roe shad, weight 3 lbs., each.....	1 00	1 50
Salmon, Restigouche, per lb.....	0 22	0 28
Salmon, B.C., per lb.....	0 08	0 10
Steak, cod, per lb.....	0 12	0 14
Trout, per lb.....	0 12	0 14
Whitefish, per lb.....	0 15	
Smoked—		
Finnan haddie, per lb.....	0 08 1/2	0 10
Kippers, box of 40.....	1 10	1 25
Bloaters, box of 60.....	1 25	
Fillets, per lb.....	0 13	
Prepared—		
Cod, 1 lb. tablets, case of 20.....	2 00	
Salted and Pickled—		
Herring, Holland, per keg.....	0 70	0 75
Shrimps—		
1 gal. cans, \$1.25; 2 gal. cans, \$2.40; 3 gal. cans, \$4.60; in pound lots, per lb. 16c.		

HALIFAX.

FISH.—Trade is about average for season. Various points along coast continue to export fair catches of mackerel. Most of the fish are being salted, and it is stated that there are several thousand barrels ready for shipment. Catch this season is fair, but it would have been a banner one, had not a week's stormy weather set in just at the time when the mackerel were on the coast in large schools.

There is a good supply of halibut on the market, and it is retailing at 15 cents per pound. Haddock and cod are plentiful, and salmon is in better demand. Lobsters are scarce, only sufficient coming on the market to supply the restaurant trade.

Salt fish trade is comparatively quiet. Oysters in bulk are selling freely, also smoked fish, finnan haddies being the

market leaders, with kippers next in line.

WINNIPEG.

FISH.—Fish is hot weather food and the demand is fair with supplies adequate.

Fish—		
Fresh trout.....	0 12 1/2	
Fresh salmon.....	0 15	
Fresh halibut.....	0 10	
Lake Winnipeg white fish, lb.....	0 09	
Fresh pickered, lb.....	0 14	
Steak, cod, lb.....	0 12 1/2	
Haddock.....	0 06	
Market cod.....	0 05	
Finnan haddie.....	0 08	
Fresh gold eyes, per doz.....	0 50	
Kippers, per box.....	2 00	
Lake trout, per lb.....	0 12	
Bloaters, per box.....	1 50	
Holland herring, keg.....	0 70	
Labrador herring, half barrel.....	4 25	4 50
Salt mackerel, kit.....	2 75	

Association News

The retail merchants, of Sarnia, Ont., have elected the officers of their branch. A meeting had been held about three weeks previously, in which the merchants decided to form a strong organization.

T. H. Maher, and R. C. Doyle, representatives of the Provincial board of the Association spent a few days in the town in order to increase the membership roll, and they claim they have succeeded in enrolling a large number of merchants.

The following officers were elected:— President, R. E. Le Suer, boots and shoes; First Vice-President, J. D. Mills, grocer; Second Vice-President, J. McAlister, hardware; Secretary, Homer Robertson, druggist; Treasurer, J. Gammon, grocer.

The Retail Merchants' Association, of Brockville, Ont., will hold their annual picnic this year in support of the Brockville exhibition. The date is their civic holiday the first Monday in August.

Hamilton grocers have made big preparations for their annual picnic to be held July 16, at Niagara Falls, Ont. Programme of sports has now been completed, and arrangements have been made to get out ten thousand copies of these which will be distributed broadcast. That Hamilton will be 'dead' from the standpoint of the grocers on picnic day is already fully assured by the hearty co-operation of every grocer in the place to make July 16 a red letter day in the history of the trade.

U.S. Buyers Speculate on Butter Market

Expect New Tariff to Alter Conditions During Coming Winter and Are Now Laying Aside Stock Awaiting Developments—Cooked Meats Advance 1 Cent All Round in Toronto—Cheese Market Firm With Advancing Tendency.

Offerings in most lines at the regular meeting of the Toronto Produce Exchange held last Monday were large but owing to fairly heavy stocks on dealers' hands buying was slow. Dealers turned down butter, and appeared in no way anxious to take eggs at boarded prices. The following produce was registered on the call board:—

Butter.—Dairy, 25 boxes, marked prints, 22½c, not sold; creamery, 50 boxes, prints, 26c, delivered, not sold; 20 boxes, prints, 25½c, del., offered; 100 boxes, prints, 26c del., 25½c offered, sold. Butter buyers on the whole went slowly owing to lack of confidence.

Eggs.—50 cases, rots off, 22c del., 21½c offered; 50 cases, rots off, 22c del., not sold; 75 cases, rots off, 22c del., not sold; 85 cases, rots off, 22c del., not sold; 50 cases, rots off, 22c del., 21¼c offered; 50 cases, rots off, 21¾c del., 21¼c offered. Market inactive, supplies heavy.

Cheese.—50 boxes, June, 1912, large 14c del., not sold; 25 boxes, June, 1913 large, 13c, del., sold; 25 boxes, June 1913, twins, 13¾c del., sold. Market steady; no change; tendency higher.

Honey.—20 cases, 5 and 10-lb. pails 12¼c. 11½c offered.

The above quotations and sales show in concise form the exact trend of the Toronto market. Butter and eggs have both been inactive owing to lack of confidence and heavy stocks on hand.

MONTREAL.

PROVISIONS.—The warm weather of the past week has done much to create a better demand for all provisions but more particularly of hams and cooked meats. In barrelled pork several changes have been made and all in upward direction. Advances run from 50c to \$1 per barrel.

Prices on lard rule steady but with no particular change.

HAMS—	
Extra large sizes, 28 to 40 lbs., per lb.	0 17
Large sizes, 20 to 28 lbs., per lb.	0 15
Medium sizes, selected weights, 12 to 20 lbs., per lb.	0 20
Extra small sizes, under 12 lbs., per lb.	0 20
Boned and Rolled, large, 18 to 25 lbs., per lb.	0 20
Boned and rolled, small, under 12 lbs., per lb.	0 21
Picnic hams, 6 to 12 lbs., per lb.	0 18
BACON—	
Breakfast bacon, heavy, 14 to 20 lb. sides	0 22
Fancy breakfast bacon, boneless, lb.	0 22
Windsor bacon, skinned, backs, lb.	0 22
Windsor bacon, skinned, backs, boneless, per lb.	0 24
Spiced roll bacon, boneless, short, lb.	0 17
Wiltshire bacon, 50 lb. sides, lb.	0 18
SHOULDERS—	
Square shoulders, boneless, per lb.	0 15½
Square shoulders, bone in, per lb.	0 15
Cottage rolls, small, 4 lbs., per lb.	0 20
COOKED MEATS—	
Roiled ham, small, skinless, boned, lb.	0 29
Jellied tongue, 10 lb., open tins, lb.	0 29
Headcheese, per lb.	0 08
English brawn, per lb.	0 11
Jellied hock, 6 lb. tins, per tin.	0 75

Cooked pickled pig's feet (in vinegar, 25 lb. kits), per lb.	0 07
DRY SALT MEATS—	
Long clear bacon, 50-70s, lb.	0 15½
Long clear bacon, 80-100s, lb.	0 14½
Flanks, bone in, not smoked, lb.	0 15½
PURE LARD—	
Tierces, 375 lbs., per lb.	0 14½
Tubs, 50 lbs., net, lb.	0 14½
Boxes, 50 lbs., net, per lb.	0 14½
Pails, wood, 20 lbs. net, lb.	0 14½
Pails, tin, 20 lbs. gross, lb.	0 14½
Cases, tins, 10 lbs., each, lb.	0 15
Cases 3 and 5 lb. tins, per lb.	0 15½
One pound bricks, 60 in case	0 15½
COMPOUND LARD—	
Tierces, 375 lbs., per lb.	0 09½
Tubs, 50 lbs., net, lb.	0 10
Boxes, 50 lbs., per lb.	0 09½
Pails, wooden, 20 lbs., net	0 10½
Pails, tin, 20 lbs. gross, lb.	0 10
Cases, 10 lb. tins, in case	0 10½
Cases, 3 and 5 lb. tins, 60 lbs. in case	0 10½
One pound bricks, 60 lb. cases	0 11½
BARRELLED PORK.	
Heavy Canada short cut mess, bbl, 35-45 pcs.	\$30 00
Canada short cut back pork, 45-55 pcs., bbl.	30 00
Heavy short cut clear pork, bbl.	30 00
Heavy clear fat backs, 40-50 pcs. bbl.	29 00
Flank fat pork, bbl.	28 00
Pickled pigs feet, short, 200 lb. bbls., bbl.	6 00
SUNDRIES.	
Bologna, beef bungs, per lb.	0 08
New England ham, per lb.	0 14
Blood pudding, per lb.	0 05
White pudding, per lb.	0 07½
Sausage, farmer's, per lb.	0 09
Pure pork sausage, little pig casings, lb.	0 18
Tripe, in kits, 25 lbs., per lb.	0 08
HOGS.	
Live weight, per 100 lbs.	10 00 10 25
Dressed pork, per 100 lb.	14 50

BUTTER.—Butter is booming, that's what it is doing. Prices at country points advanced all round last week, as much as 25½c having been paid at St. Hyacinthe, and it looks as if the trend is still upwards. The reason is by no means apparent, but it seems that it is a straight case of discounting the future, some taking as long a chance as to look for the new tariff to alter conditions during the coming winter. Again it is said that large quantities are being put in cold storage and that the demand is not for immediate consumption but simply to suit the plans of certain speculators. Prices so far are unchanged here, but it looks as if there will be an increase shortly because 25½c in the country is about equal to 26¼c cold storage here; ¾c margin is not large enough, handlers say, to realize money on.

EGGS.—The Ontario hen does not seem to be working as well these days as the Quebec, as while supplies here are coming along in good quantities, a shortage is reported in Ontario centres. The Montreal market seems to be getting the preferences, although prices offered are no better than elsewhere. Quality so far has been fair but all the same there is plenty of room for more of the strong educational work now being carried on by the Department of Agriculture. A representative was here quite recently and spent considerable time explaining the proper methods of

Fresh creamery print	0 28	0 27½
Creamery solids	0 27	
Farmers separator butter	0 24	
Dairy prints, choice	0 24	
Dairy solids	0 24	

handling eggs. More of this, as afore-said, will help much towards bettering conditions. Prices are just the same as quoted last week.

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

CHEESE.—No very important change has taken place since last week. Prices have been well maintained though a few concessions have been reported. But these do not indicate any weakness by any means. On the other hand, the trend of market is upward as a 10 per cent. shrinkage in make, compared with last year, is reported as likely. Very little business is being done over the cable, in fact, the high prices asked on this side have almost made export business prohibitive.

Cheese—		New.	Old.
Large	0 13	0 14½	
Twin	0 13	0 15	
½ Twin	0 13½	0 15	
Stilton	0 17		

POULTRY.—Save for a good demand for turkeys and geese there is little doing in this market. Hens and chickens are decidedly short, while fowl and ducks are practically at zero mark.

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

TORONTO.

PROVISIONS.—Owing to packers turning out a larger proportion of cooked meats to supply demand, a corresponding scarcity is being felt in smoked hams, but as there is just a limited demand for these latter, no movement is expected to result. Cooked meats, however, have moved up one cent all round owing to increased inquiry, and scarcity of raw material.

Pure lard is easier causing a decline of ¼ cent all round. Compound lard by some firms is reported as up ¼ cent, but no change is made from quotations given below.

Hams—	
Light, per lb.	0 20
Medium, per lb.	0 20
Large, per lb.	0 18 0 19½
Bacon—	
Plain, per lb.	0 23 0 24
Boneless, per lb.	0 25 0 26
Pea meat, per lb.	0 24 0 25
Bacon—	
Breakfast, per lb.	0 20 0 21
Roll, per lb.	0 15½ 0 16
Shoulders, per lb.	0 19½ 0 19½
Pickled meats—le less than smoked.	
Dry Salt Meats—	
Long clear bacon, light	0 15½ 0 16
Long clear bacon, heavy	0 15 0 15½
Cooked Meats—	
Hams, boiled, per lb.	0 29 0 30
Hams, roast, per lb.	0 30
Shoulders, boiled, per lb.	0 22½
Shoulders, roast, per lb.	0 23½
Barrelled Pork—	
Heavy mess pork, per bbl.	24 00 25 00
Short cut, per bbl.	28 50 29 00
Lard, Pure—	
Tierces, 400 lbs., per lb.	0 14 0 14½

THE CANADIAN GROCER

Tubs, 60 lbs., per lb.	0 14%	
Pails, 20 lbs., per lb.	0 14%	
Pails, 3 and 5 lbs., per lb.	0 15%	
Bricks, 1 lb., per lb.	0 15%	
Lard, Compound—		
Tierces, 400 lbs., per lb.	0 10	0 10%
Tubs, 60 lbs., per lb.	0 10%	0 10%
Pails, 20 lbs., per lb.	0 10%	0 10%
Hogs—		
Live, f.o.b., per cwt.	9 15	9 25
Live, fed and watered, per cwt.	9 50	9 60
Dressed, per cwt.	13 25	14 50

BUTTER—"I don't know what to make of the butter market this week," states one dealer. There is plenty of creamery coming in, sales are none too brisk, and yet market holds quite firm. There has been some buying here by American dealers in anticipation of changes in the tariff, duty expected to be either completely removed, or much reduced, but so far this has cut no big figure." Butter bought thus, it is stated, is being placed in storage in Montreal awaiting further developments. Usually a decline in market follows June butter going off, but so far conditions show a strong tendency to firmness.

Butter—		
Creamery prints, fresh	0 26	0 28
Creamery solids	0 25	0 26
Dairy prints, choice	0 20	0 22
Dairy solids	0 18	0 19
Farmers' separator, prints	0 23	0 24
Separator prints, printed	0 22	0 23
Separator solids	0 21	0 22

EGGS—"Ontario packers," states one dealer, "seem to have put one over on the city dealers. Through stopping storing earlier than usual they are allowing all eggs to come to the city. Toronto now has plenty of eggs so that price offered by dealers in the country has dropped 1 to 2 cents per dozen." Another dealer states. "It isn't a case of our trying to hammer down prices for profit's sake, we have to put more money into the business now before we get eggs in shape to sell. Whereas a man would test 5 dozen a few weeks ago he can now candle only 1 dozen in the same time.

I received a wire on Saturday urging me to buy but the price was not right. Monday it came down 1/2 cent, and even at that I wasn't just very keen. We have to make something on them." These two circumstances combined are having a tendency to bring about declines and this week fresh gathered are 1 cent lower.

An attempt is being made to cut out No. 2 altogether. What few remain will be known hereafter as "trade" eggs and will consist of stock having no bad eggs in them, but at the same time no eggs that could be classed as No. 1s.

Eggs, case lots—		
Selected new laid	0 26	0 27
Fresh gathered	0 22	0 23
No. 2's	0 18	0 20
Splits	0 17	0 18

CHEESE.—Greater demand has come from across the water for cheese. Cables are up, and dealers there are doing some buying. This has tended to firm up markets here considerably.

Locally there are heavy holdings both of new and old. As the new tends to make the old quiet, and as old has to

be worked off, there is little life shown in any of older stock.

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

POULTRY.—Spring ducks are now appearing, in weight about 2 to 3 lbs., and selling at 20 to 25 cents. Some old ducks are also on market this week. Frozen stock is now coming to an end, and is expected to hold out for only about a month longer.

Frozen Stock—		
Broilers, dressed	0 22	0 25
Chicks, milk fed, dressed	0 25	0 28
Chickens, dressed	0 20	0 22
Ducks, dressed	0 19	0 20
Fowl, dressed	0 17	0 18
Turkeys, dressed	0 24	0 25
Fresh Stock—		
Broilers, Spring, live	0 20	0 23
Broilers, Spring, dressed, 1 1/2 lbs. and over	0 35	0 40
Ducks, Spring dressed, lb.	0 20	0 25
Ducks, old, dressed	0 17	0 18
Fowl, live	0 14	0 16
Fowl, dressed	0 18	0 20
Turkeys, Old Tom, dressed	0 18	0 20
Turkeys, Old Tom, live	0 14	0 18

Purposes of the New Produce Exchange

Place Where Wholesale Produce Dealers May Buy and Sell Twice a Week—Benefit of Co-operation in Business Operations Secured—The Officers of the Exchange.

It was briefly announced in a recent issue that the wholesale produce dealers of Toronto had formed a produce exchange. The purpose of this exchange will be observed from the following letter sent out by the secretary:—

"Dear Sir,—
"The wholesale produce section of the Toronto Board of Trade have opened a butter, egg and cheese board to be known as Toronto Produce Exchange.

"The officers are: James T. Madden, chairman; H. B. Clemes, treasurer; W. T. McDonnell, secretary.

"The purpose for which the exchange is formed is to establish for the benefit of its members daily market quotations and prices for butter, eggs, cheese and other products; and to furnish general information to its members regarding the market for such commodities; and to furnish a convenient place where its members may buy and sell such commodities; and to facilitate a speedy adjustment of business disputes among its members; and to secure to its members the benefit of co-operation in the furtherance of its legitimate products.

"Might say that we have tried the above in a small way locally and have found it to be very beneficial.

"The secretary has been authorized to write you inviting you to become a member of the exchange. The fee for Toronto members is \$12.00 per annum, for outside members \$6.00 per annum payable in advance. Would like to enroll you as a member."

The new exchange has already met and certain commodities offered for sale. The headquarters are at 42 Church St.

WINNIPEG.

PRODUCE AND PROVISIONS.—

There is no change as yet in dairy or creamery butter and in the meantime stocks are accumulating and going into cold storage. Eggs are not quite as plentiful but prices are steady. Cheese is unchanged. Cured meats and lard steady.

Butter—		
Creamery	0 26	0 24
Dairy, best		0 21
Dairy, No. 1	0 19	0 20
Dairy, No. 2	0 17	0 19
Cooking	0 16	0 17
Eggs, per doz.	0 18	0 19
Cheese—		
Ontario, large		0 15%
Ontario twins		0 15%
Lard—		
Tierces, per lb.		0 13%
50 lb. tubs		7 00
20 lb. pails		2 85
3 lb. tins, cases		8 85
5 lb. tins, cases		8 80
10 lb. tins, cases		8 70
Cured Meats—		
Hams	0 17	0 20%
Bacon	0 20%	0 24
Long clear D.S.		0 15%
Shoulders		0 15%
Mess pork		28 00
Seneca root, new crop, per lb.	0 45	0 48

The exchange will be somewhat similar to the Cheese Boards in the various cities. It will be open on Mondays and Thursdays at 11.30 a.m.

COMPULSORY HALF HOLIDAY.

A half holiday once a week, on Saturday in preference, is the demand now being made by the Retail Employees' Organization of British Columbia, which held a meeting recently. The hall was crowded to the doors, and throughout the meeting there was an unanimous demand for shorter hours, urging in support of their appeal that shorter hours meant increased efficiency on the part of the employees, thereby being beneficial to the employers.

The consensus of opinion of the speakers was that it was a matter of paramount necessity that a union or association be formed as early as possible, in order to urge upon the Government the desirability of placing a law upon the statute books which would make it compulsory to grant a half day's holiday and criminal to compel an employee to work overtime.

A. H. B. Macgowan, M.P.P., in the course of a brief but eloquent speech, stated that most wholesale employees, as well as the majority of insurance men, had a half holiday, and that in the long run they benefited by it. Retail employees should also be granted this respite, and he was of the opinion that the day was not very far distant when their demands would be granted by the Government.

QUOTATIONS FOR PROPRIETARY ARTICLES

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

BAKING POWDER.

ROYAL BAKING POWDER.

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

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

WHITE SWAN SPICES AND CEREALS, LTD.

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

BORWICK'S BAKING POWDER

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

COOK'S FRIEND BAKING POWDER.

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

In Tin Boxes—

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

FOREST CITY BAKING POWDER.

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

BLUE.

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

COUPON BOOKS—ALLISON'S.

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

UN-NUMBERED.

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

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

CEREALS.

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Breakfast Food, 2 doz. in case, per case, \$3.00.
The King's Food, 2 doz. in case, per case, \$4.80.

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

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

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

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

White Swan Flaked Rice, \$1.

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

DOMINION CANNERS.

Aylmer Jams. Per doz.

Strawberry, 1912 pack	2 15
Raspberry, red, h'vy syrup	2 15
Black Currant	2 60
Red Currant	1 85
Peach, white, heavy syrup	1 50
Pear, Bart., heavy syrup	1 77½

Jellies.

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

Marmalade.

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

Pure Preserves—Bulk.

	5 lbs.	7 lbs.
Strawberry	0 69	0 95
Black currant	0 69	0 95
Raspberry	0 69	0 95

14's and 30's per lb.

Strawberry	0 13
Black currant	0 13
Raspberry	0 13

Freight allowed up to 25c per 100 lbs.

COCOA AND CHOCOLATE THE COWAN CO., LTD.

Cocoa—

Perfection, 1-lb. tins, doz..	4 60
Perfection, ½-lb. tins, doz.	2 40
Perfection, ¼-lb. tins, doz.	1 25
Perfection, 10c size, doz..	0 90
Perfection, 5-lb. tins, per lb.	0 35
Soluble, bulk, No. 1, lb. ..	0 20
Soluble, bulk, No. 2, lb. ..	0 18
London Pearl, per lb.	0 22

Special quotations for Cocoa in barrels, kegs, etc.

Unsweetened Chocolate—

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

Icings for Cake—

Chocolate, white, pink, lemon orange, maple, almond, cocanut, cream, in ¼-lb. packages, 2 doz. in box, per doz.. 0 90

Chocolate Confections—per lb.

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

Nut milk chocolate, ½'s, 6-lb. boxes, lb.	0 37
Nut milk chocolate, ¼'s, 6-lb. boxes, lb.	0 37
Nut milk chocolate, 5c bars, 24 bars, per box	0 85
Almond nut bars, 4 bars, per box	0 85

EPF'S.

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

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

JOHN P. MOTT & CO.'S.

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

Elite, 10c size (for cooking) dozen	0 90
Mott's breakfast cocoa, 2-doz. 10c size, per doz.	0 85
Nut milk bars, 2 dozen in box	0 80
" breakfast cocoa, ¼'s and ½'s	0 36
" No. 1 chocolate	0 39
" Navy chocolate, ¼'s ..	0 26
" Vanilla sticks, per grs. 1 00	
" Diamond chocolate, ¼'s ..	0 34
" Plain choice chocolate liquors	29 30
" Sweet chocolate coatings	0 20

WALTER BAKER & CO., LTD.

Premium No. 1, chocolate, ¼ and ½-lb. cakes, 33c lb.; Breakfast cocoa, 1-5, ¼, ½, 1 and 5-lb. tins, 39c. lb.; German's sweet chocolate, ¼, and ½-lb. cakes, 6-lb. boxes, 26c lb.; Caracas sweet chocolate, ¼, and ½-lb. cakes, 6-lb. boxes, 32c lb.; Auto sweet chocolate, 1-6 lb. cakes, 6-lb. boxes, 32c lb.; cinquieme sweet chocolate, 1-5-lb. cakes, 6-lb. boxes, 29c. lb.; Falcon cocoa (hot or cold soda), 1-lb. tins, 34c. lb.; Cracked Cocoa, ¼-lb. pkgs., 6-lb. bags, 31c lb.; Caracas tablets, 5c cartons, 40 cartons to box, \$1.25 per box.

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

ROYAL

BAKING
POWDER

Absolutely Pure
*The only baking powder
made with Royal Grape
Cream of Tartar*
No Alum, No Lime Phosphate

ALL grocers should carry a Full Stock of Royal Baking Powder.

It always gives the greatest satisfaction to customers, and in the end yields the larger profit to the grocer.

THERE IS NO SUBSTITUTE

MELAGAMA
TEA
and
COFFEE

The only way to increase your sales and your profits is to sell your customers what they most want and appreciate.

In your Tea and Coffee Department **MELAGAMA** is the best proposition for you and your customer. We're ready to prove it by guaranteeing sales or refunding your money.

MINTO BROS.

Established 1873

TORONTO

THE CANADIAN GROCER

CONDENSED AND EVAPORATED MILK.

BORDEN MILK CO., LTD.

East of Fort William, Ont.

Preserved— Per Case.

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

Evaporated (Unsweetened)—

St. Charles Brand, small, ea. 4 dozen	2 00
Peerless Brand, small, ea. 4 doz.	2 00
St. Charles Brand, Family, ea. 4 doz.	3 90
Peerless Brand, Family, ea. 4 doz.	3 90
Jersey Brand, Family, ea. 4 doz.	3 90
St. Charles Brand, tall, ea. 4 doz.	4 50
Peerless Brand, tall, ea. 4 doz.	4 50
Jersey Brand, tall, ea. 4 dozen	4 50
St. Charles Brand, Hotel, ea. 2 doz.	4 25
Peerless Brand, Hotel, ea. 2 doz.	4 25
Jersey Brand, Hotel, ea. 2 doz.	4 25
St. Charles Brand, gallons, ea. 1/2 doz.	4 75
"Reindeer" Coffee & Milk, ea. 2 doz.	5 00
"Regal" Coffee and Milk, ea. 2 doz.	4 50
"Reindeer" Cocoa & Milk, ea. 2 doz.	4 90

WHITE SWAN SPICES AND CEREALS, LTD.

WHITE SWAN BLEND.

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

Presentation (with tumblers) 28c per lb.

MINTO BARS.

MELAGAMA BLEND.

Ground or bean— W.S.P. R.P.	
1 and 1/2	0 25 0 30
1 and 1/2	0 32 0 40
1 and 1/2	0 37 0 50

Packed in 30's and 50lb. case. Terms—Net 30 days prepaid.

FLAVORING EXTRACTS. SHIRRIFFS

Quintessential.

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

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

CRESCENT MFG. CO.

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

GELATINE.

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

CLARK'S PORK AND BEANS IN TOMATO SAUCE.

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

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

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

CASTILE SOAP.

"Le Soleil," 72 p.c. olive oil	
Cs. 200 7-oz. pieces, cs.	7 50
Cs. 200 10-oz. pieces, cs.	12 00
Cs. 100 10-oz. pieces, cs.	6 50
Cs. 50 1/2 lb. pieces, cs.	3 75
Cs. 50 1lb. pieces, cs.	4 50
Cs. 12 3-lb. bars, lb.	0 09
Cs. 25 11-lb. bars, lb.	0 08
Cs. "Le Lune," 65 p.c. olive oil.	
Cs. 50 1/2-lb. pieces, cs.	3 35
Cs. 12 3-lb. Bars, lb.	0 68 1/2
Cs. 25 11-lb. Bars, lb.	0 08

ALIMENTARY PASTES.

BLANC & FILS.

Macaroni, Vermicelli, Animals, Small Pastes, etc.	
Box, 25 lbs., 1 lb.	0 07 1/2
Box, 25 lbs., loose	0 07

DUFFY & CO. BRAND.

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

Apple Juice, 12 qts.	3 75
Apple juice, 24 pts.	4 50
Champagne de Pomme, 24 p	5 90
Motts Golden Russett— Sparkling Cider, 12 qts.	4 50
Sparkling Cider, 24 pts.	4 75
Sparkling Cider, 36 sp.	4 90
Extra Fins, 100 1/2	16 00
Apple Vinegar, 12 qts.	2 40

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

Per case	
Tres Fins, 1/2 kilo, 100 tins	13 50
Fins, tins, 1/2 kilo, 100 tins	12 50
Mi-Fins, tins, 1/2 kilo, 100 tins	11 50
Moyens No. 1, tins, 1/2 kilo, 100 tins	10 50
Moyens No. 2, tins, 1/2 kilo, 100 tins	10 00
Moyens No. 2	9 00
Fra. "Petit" Peas.	
Fins, tins, 1/2 kilo, 100	10 00
Moyens, tins 1/2 kilo, 100.	7 50
Asparagus, Hericots, etc.	

MINERVA PURE OLIVE OIL.

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

CANNED HADDIES "THISTLE" BRAND.

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

INFANTS' FOOD.

Robinson's patent barley, 1/2 lb. tins, \$1.25; 1-lb. tins, \$2.25; Robinson's patent groats, 1/2-lb. tins, \$1.25; 1-lb. tins, \$2.25.	
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BOAR'S HEAD LARD COMPOUND.

N. K. FAIRBANK CO., LTD.	
Tierces	0 10 1/2
Tubs, 60 lbs.	0 10 1/2
Pails, 20 lbs.	0 10 1/2
Tins, 20 lbs.	0 10 1/2
Cases, 3 lbs., 20 to case.	0 11 1/2
Cases, 5 lbs., 12 to case.	0 11 1/2
Cases, 10 lbs., 6 to case.	0 11

MARMALADE.

SHIRRIFF BRAND. "SHREDDED."	
1 lb. glass (2 dz case)	\$1.90 \$1.80
2 lb. glass (1 dz case)	3.20 3.00
4 lb. tin (1 dz case)	5.50 5.35
7 lb. tin (1/2 dz case)	8.60 8.35

"IMPERIAL SCOTCH."

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

MUSTARD.

COLMAN'S OR KEEN'S.

Per doz. tins	
D. S. F., 1/4-lb.	1 40
D. S. F., 1/2-lb.	2 50
D. S. F., 1-lb.	5 00
F. D., 1/4-lb.	0 95
F. D., 1/2-lb.	1 45
Per jar	
Durham, 4-lb. jar	0 75
Durham, 1-lb. jar	0 25

VERMICELLI AND MACARONI C. H. CATELLI CO., LIMITED.

Hirondelle Brand 1 lb. pkgs. Loose	
Vermicelli, Macaroni, Spaghetti, Macaroni (short cut), Animals, Stars, Alphabets, Small Paste Assorted, 30 lbs. cases.	7 6 1/2
Egg noodles, case 10 lbs. loose; case 60 pkgs, 1/2 lb. each.	7 1/2 7
Marguerite Brand. Same assortment as above	6 1/2 6
Egg noodles in 10 lb. cases, loose, in 60 pkgs, 1/2 lb. each.	7 6 1/2
Catelli Brand. Vermicelli, Macaroni, Spaghetti, 5, 10, 30 lbs. (loose)	5 1/2
30 lb. cases, 1 lb. packages	6
Terms, Net 30 days.	

D. SPINELLI CO., Registered.

Globe Brand. Vermicelli, Macaroni, Spaghetti, Macaroni (short cut), Alphabets 30 lb. case	7 6 1/2
Spinelli Brand. Vermicelli, Macaroni, Spaghetti, 5, 10, 30 lb. cases (loose)	5 1/2
30 lb. cases, 1 lb. pkgs.	6
Terms—Net, 30 days.	

JELLY POWDERS.

JELL-O. Assorted case, contains 2 doz.	1 90
Straight. Lemon contains 2 doz.	1 80
Orange contains 2 doz.	1 80
Raspberry contains 2 doz.	1 80
Strawberry contains 2 doz.	1 80
Chocolate contains 2 doz.	1 80
Cherry contains 2 doz.	1 80
Peach contains 2 doz.	1 80
Weight 8 lbs. to case. Freight rate, 2nd class.	

JELL-O ICE CREAM POWDER

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

SOAP AND WASHING POWDERS.

SNAP HAND CLEANER. 3 dozen to box	3 60
6 dozen to box	7 20
30 days.	

RICHARDS PURE SOAP.

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

FELS NAPTHA.

Prices—Ontario and Quebec: Less than 5 cases.	\$ 5.00
Five cases or more.	4 95
SAPHO MFG. CO., LTD., MONTREAL "SAPHO" INSECTICIDE. 1-16 gall., doz.	\$ 2 00
1/2-gall., doz.	6 00
1/4-gall., doz.	10 80
1 gall., doz.	19 20
1-16 gall., gross lot	20 00



Don't Blindfold Yourself to The Possibilities of the Western Trade.

This is the only way you could possibly be ignorant of the vastness of the trade that is being or can be done in Western Canada.

There is not one line of goods that is not in demand in the West at the present time. Your line is wanted and we, with our five immense warehouses in the best sections, and large selling force offer our services to introduce your line. Get in touch with us, for we are in touch with the trade.

Drop a card to-day.

NICHOLSON & BAIN, Wholesale Commission Merchants
and Brokers

HEAD OFFICE, - WINNIPEG, MAN.

BRANCHES, REGINA SASKATOON EDMONTON CALGARY LETHBRIDGE

"Star" Brand

BACON

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

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

Cured under Government inspection by

F. W. FEARMAN CO.

LIMITED

HAMILTON

Compare—

UPTON'S PURE FRUIT JAMS

with any jam on the market.

Then compare the cost.

Upton's have all others beat a mile.

Accept no substitutes.

T. UPTON CO., LIMITED

Sales Dept.:

Factory at:

St. Catharines, Ont. Hamilton, Ont.

Coffee, Its History, Classification and Description

By Joseph M. Walsh

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

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

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

\$2.00

IT WILL PAY YOU TO SEND AT ONCE.

MacLean Publishing Co.

Technical Book Department

143-149 University Avenue, Toronto

TOMATOES, CELERY, PINEAPPLES, ORANGES, BANANAS.

Shipments of Fruits and
Vegetables arriving daily.

—Get our quotations.

Prompt shipment assured.

LEMON BROS.

Owen Sound, Ontario

Tracuzzi's

Verdellis first to arrive

They're fine

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

"St. Nicholas"

"Puck"

"Home Guard"

"Queen City"

J. J. McCABE

Agent

Toronto, Ont.

Verdelli Lemons

Finest, smoothest fruit seen in years, the best Brands arriving: STATUE OF REPUBLIC, TOREADORES, MAPLE LEAF, ROYAL, MARCONI. The quality lingers in the memory long after the price is forgotten. Ask your Jobber they all have them, or can get them.

EUGENE MOORE

Distributor

32 Church Street,

TORONTO

California Fruit

PEACHES
CHERRIES

PLUMS
APRICOTS

Now arriving freely. Sales every day.

WATERMELONS
CANTALOUPE
TOMATOES
CUCUMBERS

CABBAGE
BANANAS
ORANGES
LEMONS

Fresh Fish

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

WHITE & CO., LIMITED

Wholesale Fruit and Fish

TORONTO

HAMILTON

TOMATOES

Extra Fancy Texas put up in flat crates, 4 baskets to crate, and wrapped.

The quality is very fancy and will please you.

WATERMELONS

Special prices in lots shipped loose.

We receive fresh consignments every day of all seasonable varieties of

Canadian Fruits and Vegetables

Let us look after your requirements.

The House of Quality.

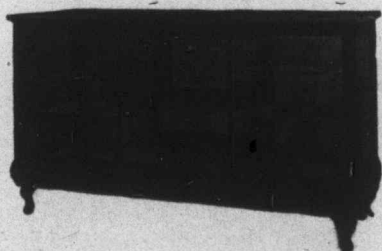
HUGH WALKER & SON

Established 1861

GUELPH

and

NORTH BAY



COLD STORAGE DISPLAY

is possible when you
use the Silent-Salesman

Arctic Refrigerator

The Arctic silent salesman refrigerator enables you to display your perishable goods in the most attractive manner, and at the same time keep them in a perfect state of preservation.

No trouble to sell goods displayed in this way. The case will soon pay for itself, with the increased business it will bring you.

Write for catalog showing all designs.

JOHN HILLOCK & CO., LIMITED

TORONTO, ONTARIO

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



Meats, Dairy Products, Selected Eggs

We have produce-buying facilities which warrant us making the statement that we are in a position to offer the grocers values in all kinds of cured meats, dairy products, and eggs, second to none.

Our products are all carefully selected, meats are well cured, and will appeal to the best trade.

A Post Card Order Book will be sent on request. We solicit your cold storage consignments.

**The St. Thomas Packing Co.
LIMITED**

Pork Packers and Provision Merchants, Dealers in Butter, Eggs and Cheese.

ST. THOMAS, ONT.

Wholesale Branches at Windsor and London, Ont.
Let us send you one of our Post Card Order Books.



THERE WILL BE A
BIG DEMAND
THIS YEAR FOR
**Keating's
Powder**

YOU will be asked for it. "Keating's" kills **EVERY** Bug, Roach, Beetle, Moth, Flea or Household Insect of any kind coming into proper contact with it. This statement is a **fact** based upon scientific authority.

The 10c, 20c and 35c tins are put up in compact cartons, each containing 3 dozen tins, obtainable at any of the usual wholesale houses.

The advertising campaign is on. It will run right through the summer, and this year be larger than ever.

THE SMOKER

appreciates **ROSE QUESNEL** smoking tobacco because it is perfect in every respect. A pure Canadian smoking tobacco, specially selected—makes a delightfully cool and sweet smoke.

In chewing tobacco **KING GEORGE Navy Plug** surpasses all others in quality and flavor. Deliciously sweet and non-irritating.

These lines are backed up with extensive advertising and pile up profits in the tobacco department.

**Rock City Tobacco Co.,
Limited
QUEBEC**



SNAP

Antiseptic, Non-injurious
Leaves the skin smooth
and soft.



Cleans sinks, pots, pans, better than any of those "finger eating" cleansers. May seem strange, but **TRUE**.

SNAP COMPANY, Limited
MONTREAL, QUEBEC

The Wash Day Wonder Worker

Everything that goes towards saving labor on Wash Day is welcomed by the busy housewife, and



has no equal in the effective and rapid cleaning of soiled clothes.

Its attractive labelling and packing assist in effecting a rapid sale, while its sterling qualities are your guarantee of repeat orders.

We quote the following prices for Wonderful Soap and other standard lines:

	Per case.
WONDERFUL SOAP (100 cakes)	\$4.15
ROYAL CITY BAR (24 bar)	2.85
PEERLESS BAR (30 bar)	2.45
STANDARD SOAP (100 cakes)	2.30
CRYSTAL SOAP CHIPS (100 pkg.)	3.75

FREIGHT PAID 5 CASE LOTS.
Crystal Soap Chips (200 lb. bbls.) 5½c. Freight paid.
YOURS FOR QUALITY.

GUELPH SOAP CO.
GUELPH, ONTARIO

THE NAME "FAIRBANK" MEANS SOAP SURETY



FAIRY SOAP

Make a prominent display of FAIRY SOAP at all times, because it's being extensively advertised at all times—connect YOUR STORE with OUR ADVERTISING.

The white, floating, oval cake of FAIRY SOAP at 5 cents is BETTER SOAP than any you can sell up to five times its price. It will please your customers better; it will SELL better. Women everywhere know the soap; grocers everywhere know its sale.

"HAVE YOU A LITTLE 'FAIRY' IN YOUR HOME?"

**The N. K. Fairbank Company,
LIMITED, MONTREAL**

Those Who Know Cane's Washboards Always Specify Them

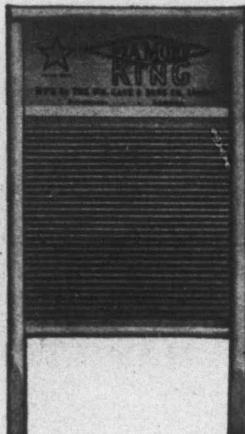
Because They are Right in Price and
Give the Best Service

Cane's Washboards stand in a class by themselves for neat construction, quality and durability, and pay an attractive profit.

Among the 13 different styles and grades you will have one to meet every demand.

If you haven't our catalog on "Cane's" Wash-day woodenware, we will be pleased to send you one.

**WM. CANE & SONS CO.
LIMITED
NEWMARKET, ONT.**



A SLIGHT DIFFERENCE

in price on a cheap article like

SAL SODA

should not count when quality is considered

**BRUNNER, MOND & CO.'S
ENGLISH SAL SODA**

is the PUREST, contains LEAST MOISTURE and
therefore GOES FURTHEST of any
Washing Soda Sold.

WINN & HOLLAND, LIMITED

SOLE AGENTS
MONTREAL



**DON'T
GUESS**

You cannot go on choosing your fancy biscuit stock forever. You must choose the right one some time or quit. CARR'S Biscuits have been chosen by more successful grocers more times than any other make. There must be a reason. *Put in a stock right away.*

**CARR & CO. CARLISLE
ENGLAND**

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



is the ideal chocolate for cooking and drinking purposes. Is especially suitable for icing cakes, making fudge, etc. Your customers want and should be given only the best—MOTT'S

JOHN P. MOTT & CO.

MANUFACTURERS

HALIFAX, NOVA SCOTIA

A Re-Order Producer

If you have not introduced "Soclean" Dustless Sweeping Compound to your trade you do not realize what a splendid profit you are losing.



Every Pail of "Soclean" leads to other sales. Every housewife who knows it, wants it.

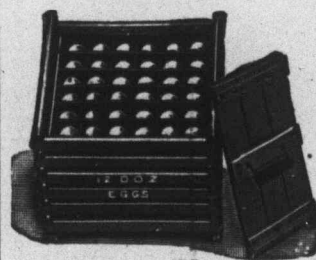
It makes sweeping easy and pleasant, kills moths, brightens floors and rugs, and disinfects the home.

You cannot afford to wait—get the "Soclean" profit now.

"Soclean" is sold in barrels for merchants' own use.

SOCLEAN LIMITED, Toronto

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



Humpty
Dumpty
**EGG
CRATES**

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

Walter Woods & Co.
HAMILTON and WINNIPEG



EVERY POUND OF
ANCHOR BRAND FLOUR

easily makes good bread

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

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

Leitch Brothers' Flour Mills, Ltd.

Makers of "ANCHOR BRAND FLOUR"

Oak Lake,

Manitoba

OUR EXTRACTS

are of superior grade in respect to both quality of ingredients and process of manufacture. You make no mistake in recommending



EXTRACTS
to your most particular customers.

One test or trial of our extracts or a visit to our factory will prove.

THE
T. A. Lytle Co.,
Limited
Sterling Road, Toronto

MASON'S
'O.K.'
SAUCE

THE ORIGINAL



As purveyed by appointment to the House of Lords. As supplied to the House of Commons, H.M. Navy & Army, Government Offices and the Leading Hotels and Caterers throughout the World.

CAUTION—No connection with any firm or company trading in a similar name.



THE MARK OF QUALITY

An introductory size and a certain leader to the larger size. Price

10 cts.

Sole Manufacturers:
GEORGE MASON & CO. LIMITED,
LONDON, ENGLAND.

Represented by:—

The Lind Brokerage Co., 49 Wellington St. E., Toronto.
G. H. Gillespie, 437 Richmond Street, London, Ont.
J. T. McBride, 62 Canadian Life Chambers, Montreal.
Nelson Shakespeare Watkins, Limited, 860-864 Cambie Street, Vancouver.
David Brown, 328 Smith St., Winnipeg, Man.
W. C. Mullins & Co., 25 King St., St. John, N.B.
Fenwick Hendry & Co., Wholesale Distributors, Kingston and District.

D. & J. McCALLUM
PERFECTION
SCOTCH WHISKEY

is known throughout the Canadian trade as the finest flavored Scotch on the market. It hasn't that smoky flavor of most Scotch Whiskies. It represents customer faction and good profits.

Wm. E. McIntyre, Limited
23 Water Street, St. John, N.B.
GENERAL AGENT

The Hall Mark of Sardine Superiority



By Special Royal Permission.

The sardine lover is one of the most particular customers you have. This is a demonstrated fact, and the sale of a poor quality article will have the effect of driving such a customer from your store.

"KING OSCAR" on your sardines is a real insurance against dissatisfied patrons.

You can't afford to take chances — stock "King Oscar" Sardines and you are sure of the finest, uniform sardines, carefully packed in pure olive oil. Get them from your wholesaler.

INSIST ON "KING OSCAR" BRAND.

CANADIAN AGENTS:

J. W. Bickle & Greening

(J. A. Henderson)

Hamilton, Ontario

THE British Columbian Fisheries, Limited

Salmon Packers

SALMON BRANDS:—

"Location"
"Dreadnaught"
"Aliford Bay"

FRESH FISH

FISHING STATIONS:—

Skidegate
Aliford Bay
Gumshewa

Manufacturers of

FISHMEAL, FERTILIZER, and
SKIDEGATE DOG FISH OIL
and RAT FISH OILS

OFFICES—

Bank of Ottawa Building
VANCOUVER

25 Victoria St.
LONDON, ENG.

Telegrams "Fishfoods" Vancouver



Three Lines You Should Know and Introduce to Your Customers

Tone up your stocks of Condensed Milk by adding these three lines—New Ones and Good. They will bring you new customers and quick returns.

St. George Evaporated Milk, 4 dozen in case	- \$3.60
Princess Condensed Milk, 4 dozen in case	- \$4.50
Banner Condensed Milk, 4 dozen in case	- \$5.25

Order them from your wholesaler or direct from the factory. Delivered in 5-case lots to any point in Ontario or East or Halifax. We will prepay freight up to 50c. per 100 lbs.

J. MALCOLM & SON

St. George

Ontario

A PLEASING REVELATION

To the customers who have never tried Rowat's Pickles there is a treat in store.

If you would seal your trade to your business just sell them Rowat's pickles—there is a difference and that spells repeat orders for your store.

Big sales during summer. Have you ordered yet?

ROWAT & CO.

Glasgow - Scotland

CANADIAN DISTRIBUTORS
Snowdon & Ebbitt, 325 Coristine Building, Montreal, Quebec, Ontario, Manitoba and the Northwest; F. K. Warren, Halifax, N.S.; J. A. Tilton, St. John, N.B.; C. E. Jarvis & Co., Vancouver, B.C.



Pacific Coast Fish

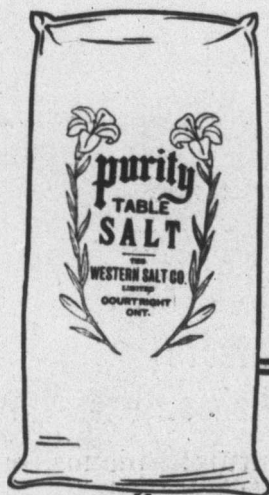
Order your requirements from the most progressive fish concern on the continent.

The Canadian Fishing Company, Limited
VANCOUVER, BRITISH COLUMBIA

Producers and shippers of all varieties of fish — fresh, frozen, smoked, salted and kippered.

Write us for prices and information.

Quality and Service Unequaled

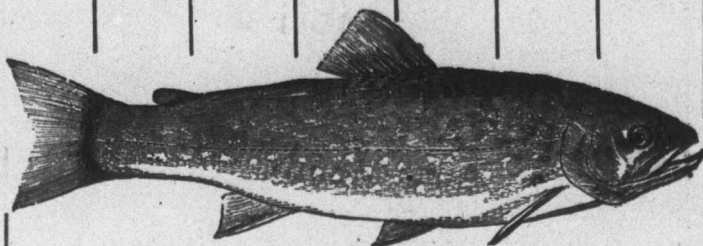


SALT, SALT, SALT,

All SALT and nothing but SALT

—positively not adulterated in any way. The best brine is pumped from our salt wells after which it is evaporated and dried by the most up-to-the-minute processes, ensuring for your patrons fine, dry, even crystals. Purity Salt is the salt for all household purposes. Purity Salt should be handled by all quality dealers.

The WESTERN SALT CO., Limited
COURTRIGHT, ONTARIO



A Fish 5 Minutes From The Water

cannot have a more real sea flavor than do the Brunswick Brand Sea Foods. The flavor is retained by the employment of the latest and most modern methods of preparing and packing—immediately after the fish comes from the water.



Brunswick Brand Sardines in oil, one of our leaders, is holding the foremost place among Canadian packed sardines. They sell at a moderate price and pay a good profit.

Our years of experience and large modern factories enable us to turn out sea foods as nearly perfect as can be made.

Our supplies are the choice of fishermen's catches, caught in the neighborhood of our factories.

Known and appreciated all over Canada.

OUR CHIEF SELLERS

1/4 Oil Sardines	Kippered Herring
3/8 Mustard Sardines	Herring in Tomato Sauce
Finnan Haddies	Clams
(Oval and Round Tins) Scallops	

CONNORS BROS., LIMITED

Black's Harbor, N.B.

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

Certainly You Need a Refrigerator

The heat of summer makes it necessary that every Grocery store be equipped with a refrigerator.

EUREKA

REFRIGERATORS

are backed with over twenty-seven years of manufacturing experience, which serves to make this line the standard on the Canadian Market.

The Eureka contains no zinc or galvanized iron to rust and corrode. It is the sanitary dry cold circulating air way that makes perfect refrigeration possible with minimum ice expense.

Catalog and prices sent on request.



Eureka Refrigerator Co., Limited

54 Noble Street TORONTO

Montreal Representative
JAMES RUTLEDGE, Tel. St. Louis 3076

Distributing Agents, Walter Woods & Co., Winnipeg

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

THE biggest and best selling, the most perfect and practical jar for you to stock and sell is the "Queen" Square Fruit Jar. Made of clear white flint glass with large mouth, and equipped with adjustable fastener. Your patrons will be delighted with the practicalness of this container, giving you excellent opportunity to do a big trade during this coming season. Profits are good. Get your orders in now.



Manufactured by

SMALLEY, KIVLAN & ONTHANK

BOSTON, U. S. A.

For sale by all first-class dealers in Canada and United States.

The housewife smiles at

wash day when she has

"YOUNG TOM" Washing Powder

She says: It does the work more quickly with less rubbing and does not injure the finest fabrics or the tenderest skin.

"Young-Tom" is a satisfactory soap powder that makes a steady and good profit.

Also get our proposition and prices of "Glycerine Pumice," and "Tar" Toilet Soaps, Laundry Soaps, etc.

Young-Thomas Soap Co., Limited

REGINA, :: CANADA

MATCHLESS LIQUID GLOSS

Customers come back again and again with "repeat" orders for Matchless Liquid Gloss. They find so many uses for it.

Cleans and disinfects as well as polishes.

Unequaled for furniture, pianos, hardwood floors (unwaxed), and all finished woodwork, as well as for linoleums and oilcloths.

Splendid, too, for renovating automobiles and carriage bodies.



Put up in handsome lithographed tins; also in half-barrels and barrels. Write to any of our agencies.

The Imperial Oil Co., Limited

Toronto Winnipeg Montreal
St. John Halifax

ANTI-DUST



Here is a compound with cleansing properties unknown to others. Housewives who use it once never try any other, for the simple reason that the fresh odor left behind proves to her satisfaction that none could be better. Anti-Dust is packed in attractive tins, and allows the retailer a good margin of profit.

We want a distributor in Western Canada.

Sapho Mfg. Co., Limited
MONTREAL

Ontario Agents: MacLaren Imperial Cheese Co., Limited
Fenwick & Hendry, Kingston, Ont.

PACKARD'S BLACK "O" Shoe Polish

One of the best 10c. lines on the market

EASY { TO APPLY
TO GET A SHINE
TO SELL

The HUSTLER'S FRIEND



A pleased customer calls again.

Have you one of our Dressing Price Lists? If not, write us.

L. H. Packard & Co. Ltd.
MONTREAL



Have No Hesitation

in recommending to your best customer

'Bluenose' Butter

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

SOLE PACKERS

SMITH & PROCTOR, - HALIFAX, N.S.

**SMITH
AND
PROCTOR**

SOLE PACKERS

Halifax, - N.S.

Avoid that Heavy Lifting

Equip your store with this practical labor, time and money saver—the RENFREW SCALE TRUCK. You can truck in all those big bags, barrels and boxes in shortest time and saving yourself unnecessary exertion. Moreover, you can weigh the goods as they come in and catch any shortages. This is just what you need. Write for fuller particulars.



RENFREW SCALE COMPANY, Renfrew, Ontario

PERFECTION

(BRAND)

BARBADOS GOLDEN SYRUP

CONVEYS that degree of satisfaction to the purchaser that is bound to result in repeats.

PERFECTION BRAND is undoubtedly the highest grade of molasses obtainable anywhere, and it is important that you should secure a supply for your better trade.

ASK YOUR WHOLESALER.

West India Co., Limited
MONTREAL

COOK'S FRIEND BAKING POWDER

on the market for over 50 years. Only best quality ingredients used—contains no alum.

If you want your customers to come back and send their friends, give Cook's Friend all the prominence you can.

Ask Your Wholesaler

W.D. McLaren, Ltd., Montreal

Hirondelle (Swallow)

Macaroni, Etc.

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

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

C. H. Catelli
LIMITED
MONTREAL

The best profits you make are the steady profits on regular sellers. No lines sell so surely and as easily as

RED ROSE BAKING POWDER, JELLIES, EXTRACTS.

Made by men who know how. From purest and most carefully selected ingredients. They are the leaders.

*One Trial Will
Prove*

Write
A. W. HUGMAN, LIMITED
MONTREAL

THE CANADIAN GROCER

YOU ARE BEHIND A
GOOD THING

IF YOU ARE PUSHING



IT SATISFIES YOUR CUSTOMERS AND SHOWS
YOU A GOOD MARGIN OF PROFIT

The Nugget Polish Co. Limited

9-11-13 Davenport Road

Toronto, Ontario

CLASSIFIED ADVERTISING

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

Contractions count as one word, but five figures (as \$1,000) are allowed as one word. Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

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

BUSINESS CHANCES

GOOD OPENING FOR COMPETENT GROCERY manager with \$1,000 to \$2,000 to invest in live department store in Western Canada. Man of ability and experience only will be considered, who can conduct department on up-to-date aggressive lines. Write in first instance to Box 485, Canadian Grocer, Toronto.

FOR SALE

NEW ARCTIC REFRIGERATOR, SIZE 7 ft. x 9 ft. x 10 ft. high (up-to-date), bargain for quick sale. Also new Toledo Scale. Apply Box 322, Simcoe, Ont.

FOR SALE—THE FIXTURES OF AN UP-to-date grocery store. Address James McKenzie, Piccadilly St., London, Ont.

GROCERY FOR SALE

HIGH-CLASS GROCERY AND PROVISION business and fixtures for sale. Situated in Toronto, on corner in rapidly growing locality. Modern equipment; 2 delivery outfits, coffee mill, computing scales and interior fittings. Lease can be renewed at reasonable terms. Communicate direct with us, D. M. Johnson & Co., Real Estate, 948 Gerrard St. E., Toronto.

SITUATIONS WANTED

ENGLISHMAN, 31, REQUIRES POSITION in tea trade; 15 years' practical experience in wholesale and retail tea trades London. First-class references. E. E. Hart, care of Canadian Grocer, 143 University Ave., Toronto, Ont.

ENGLISHMAN, 31, REQUIRES POSITION in tea trade; 15 years' practical experience in wholesale and retail tea trades London. First-class references. E. E. Hart, care of Canadian Grocer, 702 E. T. Bank Bldg., Montreal.

REPRESENTATIVES WANTED

A SIDE LINE FOR COMPETENT SALESMEN—a commission of 25% will be paid to salesmen of ability calling on grocery, drug, cigar stores, confectionery stores, etc., throughout Canada. Strictly high-grade goods manufactured by largest concerns in Canada. Only men of ability need apply, and by letter only. H. Jackson, Room 724, 64 Wellington St. W., Toronto.

SIDE LINES WANTED

TRAVELLER CALLING ON THE RETAIL trade and mines in Northern Ontario would like some good side line. Address A. L. Box 155, Byng Inlet, Ont.

MISCELLANEOUS

BUCKWHEAT FLOUR GUARANTEED pure and unsurpassed by any mill in the province. T. H. Squire, Queensboro', Ont., solicits your orders.

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

MODERN FIREPROOF CONSTRUCTION—Our system of reinforced concrete work—as successfully used in many of Canada's largest buildings—gives better results at lower cost. "A strong statement" you will say. Write us and let us prove our claims. That's fair. Leach Concrete Co., Limited, 100 King St. West, Toronto.

GOOD STENOGRAPHERS ARE WHAT every employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

PENS—THE VERY BEST PENS MADE are those manufactured by William Mitchell Pens, Limited, London, England. W. J. Gage & Co., Limited, Toronto, are sole agents for Canada. Ask your stationer for a 25c. assorted box of Mitchell's Pens and find the pen to suit you.

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

THE "KALAMAZOO" LOOSE LEAF BINDER is the only binder that will hold just as many sheets as you actually require and no more. The back is flexible, writing surface flat, alignment perfect. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto. (tf)

YOU CAN BUY A REBUILT TYPEWRITER from us. We have about seventy-five typewriters of various makes, which we have rebuilt and which we will sell at \$10.00, \$15.00 and \$20.00 each. We have also a large stock of better rebuilt at slightly higher figures. Write for details. The Monarch Typewriter Co., Ltd., 46 Adelaide St. W., Toronto, Canada.

COUNTER CHECK BOOKS—ESPECIALLY made for the grocery trade. Not made by a trust. Send us samples of what you are using, we'll send you prices that will interest you. Our holder, with patent carbon attachment, has no equal on the market. Supplies for binders and monthly account systems. Business Systems, Limited, Manufacturing Stationers, Toronto.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

EGRY BUSINESS SYSTEMS ARE DEVISED to suit every department of every business. They are labor and time savers. Produce results up to the requirements of merchants and manufacturers. Inquire from our nearest office. Egray Register Co., Dayton, Ohio; 123 Bay St., Toronto; 258 1/2 Portage Ave., Winnipeg; 308 Richards St., Vancouver.

BUSINESS-GETTING TYPEWRITTEN LETTERS and real printing can be quickly and easily turned out by the Multigraph in your own office—actual typewriting for letter-forms, real printing for stationery and advertising, saving 25% to 75% of average annual printing cost. American Multigraph Sales Co., Limited, 129 Bay St., Toronto.

MOORE'S NON - LEAKABLE FOUNTAIN pens. If you have fountain pen troubles of your own, the best remedy is to go to your stationer and purchase from him a Moore's Non-Leakable Fountain Pen. This is the one pen that gives universal satisfaction, and it costs no more than you pay for one not as good. Price \$2.50 and upwards. W. J. Gage & Co., Limited, Toronto, sole agents for Canada.

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott-Fisher, Ltd., Room 134, Stair Building, Toronto.

COUNTER CHECK BOOKS—WRITE US to-day for samples. We are manufacturers of the famous Surety Non-Smut duplicating and triplicating counter check books, and single carbon pads in all varieties. Dominion Register Co., Ltd., Toronto.

FIRE INSURANCE, INSURE IN THE HARTFORD. Agencies everywhere in Canada.

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

ACCURATE COST KEEPING IS EASY IF you have a Dey Cost Keeper. It automatically records actual time spent on each operation down to a decimal fraction of an hour. Several operations of jobs can be recorded on one card. For small firms we recommend this as an excellent combination—employees' time register and cost keeper. Whether you employ a few or hundreds of hands we can supply you with a machine suited to your requirements. Write for catalogue. International Time Recording Company of Canada, Limited. Office and factory, 29 Alice street, Toronto.

WE ADVERTISE

MAPLEINE

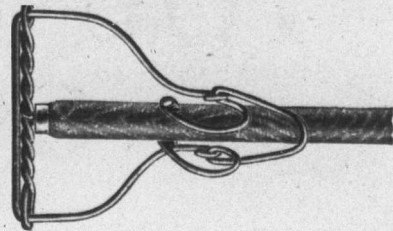
consistently in the leading women's magazines. Don't risk losing a customer by not having it in stock.

Order of your jobber, or Frederick E. Robson & Co., 25 Front St. E., Toronto, Ont. Mason & Hiekey, 287 Stanley St. Winnipeg Man

The Crescent Mfg. Co. SEATTLE. - WASH.



ELY'S No. 23



—the mop head that is rustless and unbreakable

This all wire mop head is full of strength and durability. It being made of No. 9 and 10 tinned wire is rustless—the head and slide made of No. 9 and the spring and lever made of No. 10, spring tempered. No sharp corners to mar baseboards or furniture.

If your jobber does not handle Ely's No. 23, Write to us for a trial gross.

Theo. J. Ely Mfg. Co.
Manufacturers of 23 styles of Mop Heads
25th and Ash Streets
Erie, - Pennsylvania

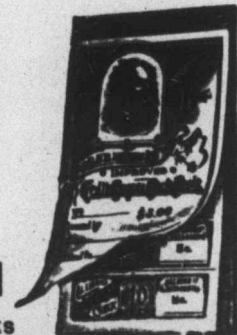
The Condensed Ads. in this Paper will bring good results

Do You Sell on Credit?

If so you need

ALLISON

Coupon Books



for SAFETY, for CONVENIENCE, for ACCURACY. Most of the risk of credit selling is eliminated where Allison Coupon Books are used.

HERE'S HOW THEY WORK

When a man wants credit, give him an Allison Coupon Book, and have him sign form at the front, which becomes then his promissory note to you. As he buys, you tear out coupons, and when his book is exhausted you can collect your note or extend his credit for another book, as you deem wise. No pass books, no charging, no time wasted, no errors, no disputes.

For sale by the jobbing trade everywhere.

ALLISON COUPON CO.,
Indianapolis, Indiana

Buyers' Guide

Pure Canadian Tobacco

We can supply any quantity at right price.

Give Your Customers The Best.
Pipes and All Accessories.

J. A. FOREST
189 Amherst St. MONTREAL

The Canadian Milling Agency

FLOUR, GRAIN and Fertilizers of all kinds.
VICTORIAVILLE, - QUEBEC

We have:— The Highest Quality
The Greatest Quantity The Lowest Price
17,500 Barrels per day. Correspondence Solicited

O. E. Robinson & Co.

Manufacturers and Buyers of Dried,
Evaporated and Canned Apples.

Ingersoll, - - - - Ontario
Established 1886.

A CARD WILL BRING PRICES Our PAPER BAGS

and
WRAPPING PAPER
may please you more than what you are
using now. If so, you want it.
Write To-day.
COUVRETTE & SAURIOL. Montreal

PICKLES TOMATO CATSUP

Our local trade has increased beyond
all expectation. The reason of course is
big value goods at remarkably reason-
able prices.

H. Bourque & Son, Montreal

SHOW CASES

Store Equipment in General

We have originated some of the best
display devices in Canada. Can produce
the most elaborate showcase, if neces-
sary, at a little lower figure than any-
body else.

S. Meunier & Son, Maisonneuve, P.Q.

WRITE TO

10 Garfield Chambers, Belfast, Ireland,
for Sample Copy of the

Irish Grocer, Drug, Provision and General Trades' Journal

if you are interested in Irish trade.

CIGARS MEAN PROFIT

Especially when you handle such ready
sellers as

Olympia
and
Ben Bey.

ED. YOUNGHEART & CO., Limited
MONTREAL

Biscuits and Confectionery

Big range from which to choose your
Christmas stock. Only the highest grade
goods made. Prompt attention given all
orders.

See Our Travelers.

THE AETNA BISCUIT CO., LTD., MON-
TREAL.

Coffee Agents Wanted

We want manufacturer's agents in all
parts of Canada to investigate our propo-
sition.

Package More than attractive
Quality. We act second to none.
Augustin Conte & Co., Montreal

SUCHARD'S COCOA

The Highest Quality
Most Reasonably Priced
"Quality" Cocoa.
On Sale Anywhere.

FRANK L. BENEDICT & CO.
Agents Montreal

BAKE OVENS

Baking Decks of Scotch
Fire Brick, Sectional Steel
Ovens that can be placed
anywhere.
Bread Racks, Proof Boxes,
Pans and every necessity
for the Bake Shop.

Write for General Catalog.

The BRANTFORD OVEN AND RACK CO., LTD., Brantford, Canada

Importers and Brokers Wanted

THROUGHOUT THE DOMINION FOR
WELL KNOWN OLD COUNTRY
TOFFEES PRESERVES
BOOT POLISHES HEALTH SALINE
FLY-CATCHERS, ETC.

Apply EDWARD KIDD & CO.
1090 Hamilton St., VANCOUVER, B.C.

One of the most successful re-
tailers of late years says: "When
a firm advertises in trade papers it
is getting into good company. As
I pick up one of a dozen of these
periodicals here in my office, and
glance through it, I find that the
best people, the successful firms,
are represented in such a way as to
reflect their importance in the
trade."

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TORONTO, ONT. GEO. J. CLIFF, Manager

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The strong disinfectant with pleas-
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8 Market Sq., St. John, N.B.

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Over
Bad
Debts



when you can have them collected for you.
If we cannot collect, we will not charge you
for our services. This is a good time to start.

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WESTMOUNT, MONTREAL QUE.

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a food product for all seasons. It will please your
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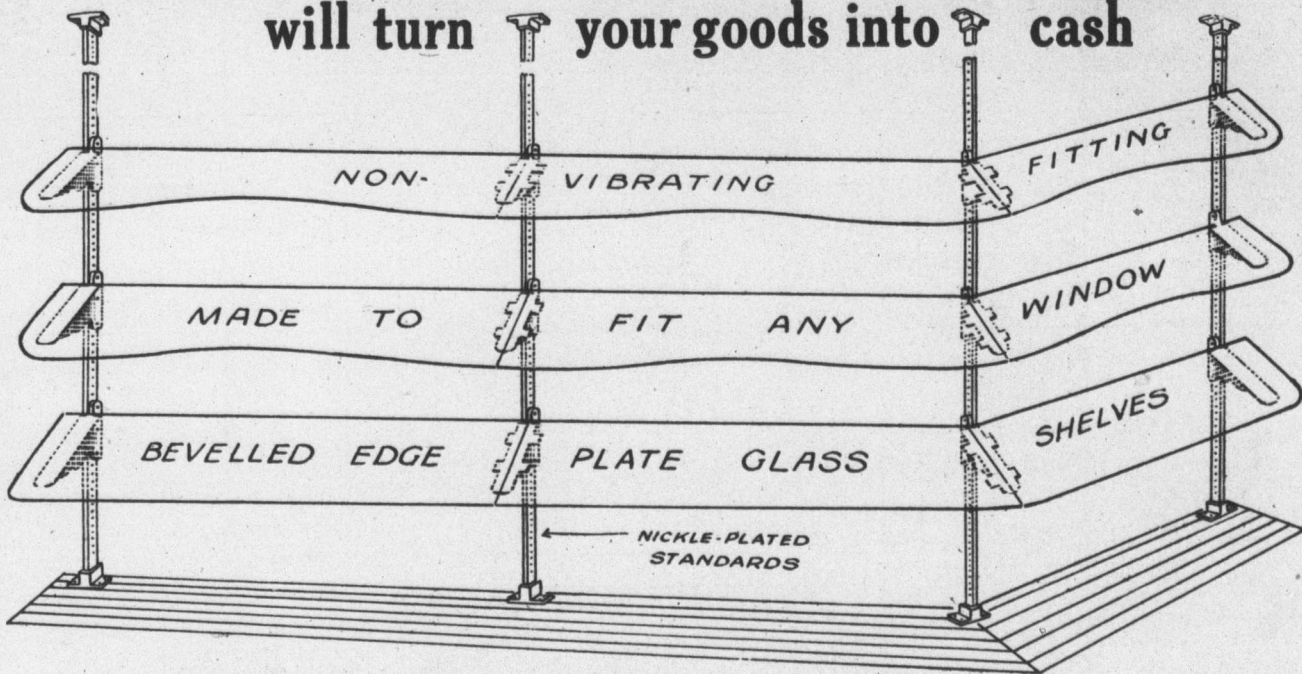
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will turn your goods into cash

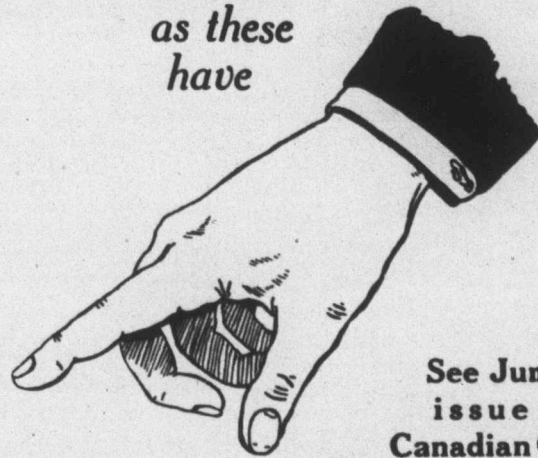


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have

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done



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issue of the
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page 23, and read what one live grocer
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"It paid for itself inside of two months."

"It is worth two clerks to me."

"It is the best investment I have made since being in business."

"It makes my store look much better class."

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Write now—You are losing dollars by delaying.

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Canned Peas

You have just as much opportunity of making a good-sized profit on canned peas as on any other line, especially if you take advantage of our present offerings and secure goods at rock bottom figures.

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For immediate delivery.

667 cs. "SOLEIL" Petits Pois.

456 cs. "FRS. PETIT & CIE" Petits Pois.

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 - 25 cs. Tres Fins, 100 1/2 kilo, cs. 13.50
 - 232 cs. Fins, 100 1/2 kilo, cs. 12.50
 - 170 cs. Mi-fins, 100 1/2 kilo, cs. 11.50
 - 77 cs. Moyens No. 2, 100 1/2 kilo. 10.00
 - 117 cs. Moyens No. 3, 100 1/2 kilo. 9.00
- Case.

"FRS. PETIT & CIE" Brand.

315 cs. Moyens, 100 1/2 kilo,
7.50 c/s.

141 cs. Fins, 100 1/2 kilo, cs. \$10.00

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INDEX TO ADVERTISERS

A		L	
Aetna Biscuit Co.	65	Lake of the Woods Milling Co.	21
Allison Coupon Co.	64	Lascalles de Mercado	21
American Corn Products Refining Co.	24	Lambe & Co., W. G. A.	16
American Comp. Co.	15	Laporte, Martin, Limited ..	67
Anglo-B.C. Packing Co., Ltd.	9	Litster Pure Food Co.	6
B		Leadley, Ltd.	17
Balfour-Smye & Co.	18	Leitch Bros. Flour Mills, Ltd.	57
Benedict, F. L.	65	Lemon Bros.	52
Bickle, J. W., & Greening ..	58	Lindners, Limited	9
Borden Condensed Milk	3	Lytle Co., Ltd., T. A.	57
Bovril, Limited	3	M	
Bond Limited, Chas.	22	MacNab, T. A., & Co.	17
Brown & Polson	23	McCabe, J. J.	52
Bourque & Son, H.	65	McVitie & Price, Limited ..	3
Bowser & Co., S. F., Inc.	65	McCann & Langford	17
inside back cover		McIntyre, W. E.	57
Brantford "Showall" Window Fitting Co.	66	McLeod & Clarkson	17
British Columbia Fisheries, Ltd.	58	McPhie, Norman D.	16
C		Magor, Son & Co.	26
Carr & Co.	56	Malcolm & Son, Jno.	58
Cairns & Sons, Alexander ..	23	Moore, Eugene ..	52
Campbell Brokerage Co.	17	Mathieu & Co., J. L.	17
Cane & Sons, Wm.	55	Meunier & Fils, S.	65
Campbell Bros., & Wilson ..	2	Millman, W. H., & Son	16
Canada Starch Co., Ltd.	26	Mott, John J., & Co.	56
Canadian Fishing Co., Ltd.	59	Minto Bros.	47
Canadian Milling Agency ..	65	Mason & Co., Geo.	52
Catell Co., Ltd., C. H.	62	McLaren, Limited, W. D.	62
Chamberlain - Downey Co., Ltd.	17	N	
Chaput Fils & Cie	8	National Cash Register Co. ..	13
Chase & Sanborn	14	Nelson-Dale ..	12
Clark, W.	7	Nicholson & Bain ..	51
Coles Mfg. Co.	18	No-Dust Mfg. Co.	65
Comte's Coffee	65	Nickle Plate Stove Polish Co.	18
Connor Bros.	59	Nuggett Polish Co.	63
Crothers, W. J.	23	Nagle Mercantile Agency ..	65
Cornish, E. O.	17	North West Specialty Co. ..	16
Couvrette & Saureol	65	O	
Crescent Mfg. Co.	64	O'Loane, Kieley & Co., Ltd. ..	17
D		Orr & McLain	16
Disher & Co., C. E.	17	P	
Dominion Cannery, Ltd.	5	Packard & Co., Ltd., L. H.	61
Dominion Sugar Co.	5	Patrick & Co., W. G.	16
outside front cover		Peck Frean & Co., Ltd.	15
Dominion Molasses Co.	5	Pennock, H. P., & Co., Ltd. ..	16
inside front cover.		R	
Dominion Register Co.	55	Roeca, Tasse & De Roux ...	66
Dominion Warehousing Co.	16	Renfrew Scale Co.	61
Duncan, John	9	Reckitt & Sons ..	11
E		Robinson & Co., O. E.	65
Ely Mfg. Co., Theo. J.	64	Rock City Tobacco Co.	54
Epps & Co., Jas.	6	Rowat & Co.	58
Eastern Manufacturers, Ltd.	16	Royal Baking Powder Co. ..	47
Eckardt & Co., H. P.	49	Ruttan & Chipman	16
Eno, Limited, J. C.	14	S	
Escott & Co., Ltd., W. H.	16	St. Lawrence Sugar Refining Co.	21
Eureka Refrigerator Co.	60	St. Thomas Packing Co.	53
F		Salada Tea Co.	25
Fairbank, N. K.	55	Sanitary Can Co.	16
Fearman, F. W., Co.	51	inside back cover	
Ferwick, Hendry & Co.	23	Sapho Mfg. Co.	61
Ferguson Bros.	17	Smith & Son, E. D.	4
Forest, J. A.	65	Simpson Produce Co.	17
Furuya & Nishimura	22	So-Clean, Limited	56
Fireproof Warehousing Co.	16	Spurgeon, H. G.	16
G		Star Egg Carrier & Tray Mfg. Co.	2
Gilmour & Co., John	16	Snap Co., Limited ..	54
Gilmour Soap Co.	22	Smalley, Kiolan & Onthank .	60
Genesee Pure Food Co.	8	Smith & Proctor	61
Gorman, Eckert & Co.	18	Stuhr, C. F.	17
Gray & Co., John	6	T	
Guelph Soap Co.	54	Tippet, Arthur P., & Co.	1
H		Tomlinson Co., The J. J.	16
Hawaiian Pineapple Packers' Ass'n.	4	Toronto Salt Works	65
Hillock, John & Co., Ltd.	53	W	
Hugman, Limited, A. W.	62	Walker Bin & Store Fixture Co.	12
Holloway, Reid & Co.	16	Walker, Hugh & Son	53
I		Warren, G. C.	16
Imperial Tobacco Co.,	19	Watson & Truesdale	16
Island Lead Mills	18	Welch Grape Juice Co.	11
Imperial Oil Co.	60	Western Salt Co.	59
Irish Grocer	65	Wellington Mills	17
J		Western Distributors	16
Jonas & Co., Henri	9	Winn & Holland	55
K		West India Co.	62
Kidd & Co., Edward	65	Wetley, Limited, J. H.	51
Kilgour Bros.	22	White & Co.	53
King, Fred.	12	White Swan Spices & Cereals, Ltd.	21
Keating, Thos.	54	Wiley, F. H.	16
L		Woods & Co., Walter	56
M		Y	
N		Young-Thomas Soap Co., Ltd.	60
O		Youngheart, Ed., & Co., Ltd.	65

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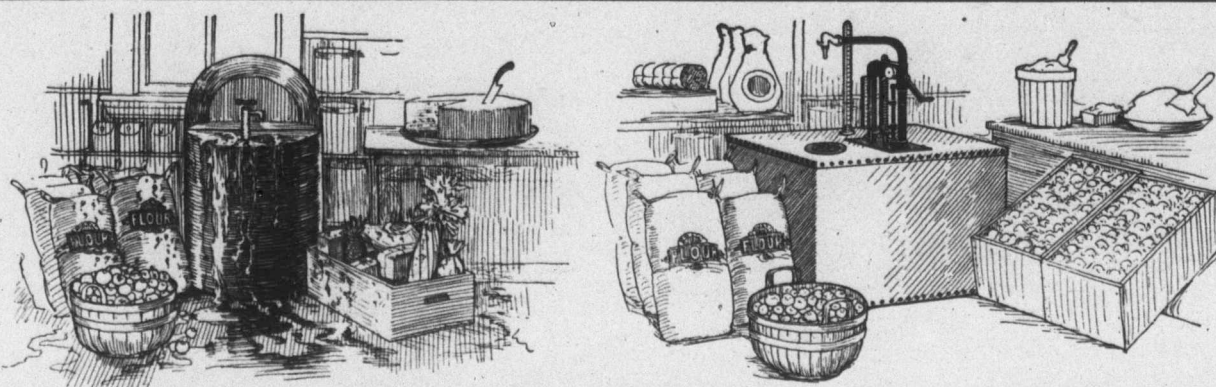
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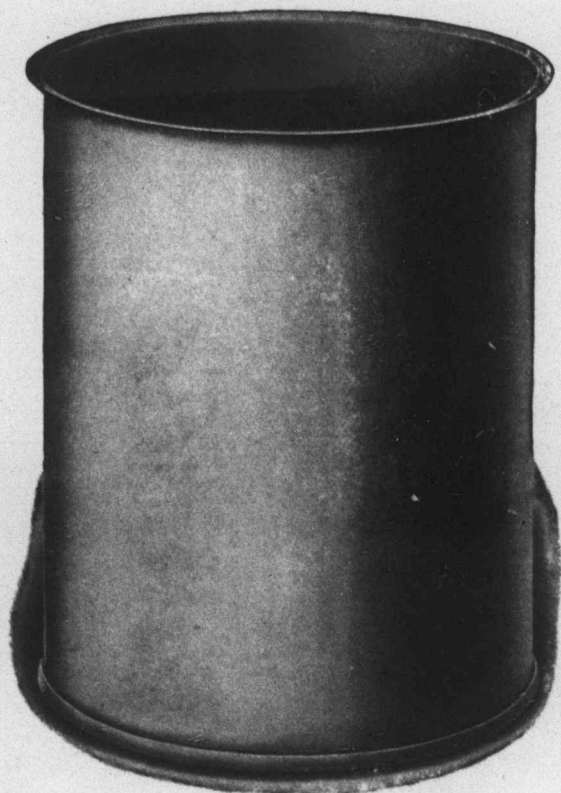
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