

THIS IS THE 1,284th ISSUE OF

# CANADIAN GROCER

PUBLISHED WEEKLY BY  
THE MACLEAN PUBLISHING COMPANY, LTD.

Vol. XXVI

PUBLICATION OFFICE: TORONTO, JULY 19, 1912

No. 29

If you sold out to-morrow,—how  
much would you get for your good-will?

“Just as much as you put into those factors  
that assured your customers’ satisfaction.”

“Good-will” is not a theoretical value,—it’s  
real and practical—

And the best way to assure the most  
“good-will” is to sell the right goods.

## Post Toasties

are the most delicious bits of  
toasted Indian Corn—

They’re very good—your customers like them.

Post Toasties build “good-will” and  
make good profits at the same time.

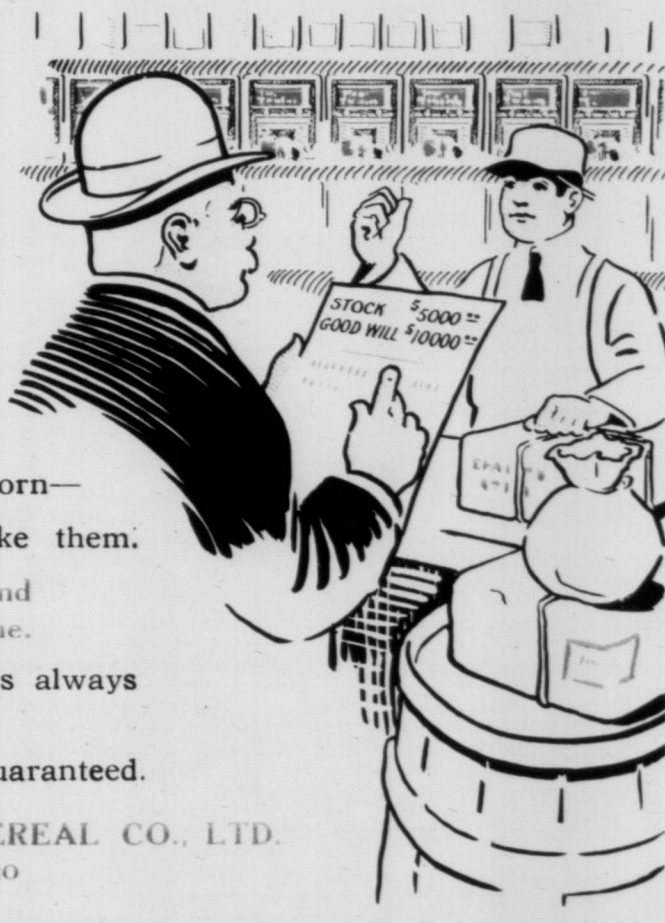
They’re made by a concern that has always  
aimed to treat the trade right—

And the sale of Post Toasties is guaranteed.

CANADIAN POSTUM CEREAL CO., LTD.

Made in Canada

WINDSOR, ONTARIO



THE CANADIAN GROCER

# BRIGGER'S

NEW SEASON

PURE

# STRAWBERRY JAM

FINEST QUALITY

NOW READY  
AT YOUR WHOLESALE

Put up in Gold Lined Tin Pails and Glass Jars



W. J. BRIGGER, Hamilton, Ont.



# The Buyers of Quality

Have a particular desire for Thistle Brand fish—they serve the appetite with such delicious satisfaction that to “try” even to sell another brand to one who has already tasted Thistle Brand would be useless.

## CANNED WHERE CAUGHT

The “Thistle” Brand of Canned Haddies, Fancy Lobsters, Kippered Herring and Herring and Tomato Sauce, are canned right where they are caught—at the water side. How better could you preserve the natural and delicate flavor of the fish? IMPOSSIBLE.

But that is not all, because Captain Austin has the unequalled skill of a lifetime of experience. THERE IS NO DIRT OR SLIME—NO UNCLEANLINESS TO BE FOUND IN THE “THISTLE” BRAND. The reputation of the foremost fish curer in the country is at stake under the label of “Thistle” Brand.

**BUY IT AND YOU BUY  
THE BEST**

**Arthur P. Tippet & Co.**

AGENTS

**MONTREAL**


**TORONTO**

# GROCCERS---Please Note Carefully

IN ORDER to bring our Standard Blends under a distinctive and registered Trade Mark, we have decided to call them "Prosperity" Blends, and in future every package shipped by us will bear this Mark.

These Blends are Exactly the Same as those which we have been selling heretofore under Star.

Here is a PLUM FOR You!

PROSPERITY No.  Exceptional Value  A Good Liquoring Tea at 16c.lb.  
MIXED; ONLY


FREIGHT PAID on 100 lbs. and over.


We OFFER 500 Chests at this price.


Stock right up for your 25c Canister—as this blend is 2c. per lb. Under Market Value.


## PROSPERITY STANDARD BLENDS

No. 1 Subject to Market	16c.	No. 2 Black or Mixed	- - 19c.
No. 3 Black or Mixed	22c.	No. 4 English Breakfast only	27c.
No. 5 Black or Mixed	27c.	No. 6 Black or Mixed	- - 32c.
No. 8 Black or Mixed	40c.	No. 10 Finest Blend in Existence	68c.


 Green at - 16c.

 Green at - 19c.

 Green at - 22c.

 Green at - 27c.

Togo Japan at - 21c.

 Finest Green Blend in Existence 33c.

# EBY-BLAIN, LIMITED

TEA BLENDS TO THE TRADE

TORONTO

MADE IN CANADA

## A LEADER FOR FIFTY-FIVE YEARS

Merit and integrity have sustained the high reputation of

### Borden's Eagle Brand



The Original and Leading  
Brand Since 1857.

From when first put on the market scores of years ago it commanded respect.

With the prestige of being recognized year by year as the leader, that influence has grown, and to-day among the many other brands it is admitted to be in a class by itself. Your customers all know this, and will buy "Eagle Brand," even if the price is a little more than for other brands.

If you are not now stocking Borden's Leading Brand you are the loser.

Order from your wholesaler.

## Borden Milk Co., Limited

"Leaders of Quality"

Montreal

# VALORIZATION OR NOT—

## HIGH COFFEE IS HERE TO STAY!

BESIDES—THE PRICE OF COFFEE has advanced less during the "high cost of living" period than any other food commodity used for general consumption. That's commercial history—not an opinion.

There has been 47 per cent. more filler or substitute used in coffee this year than last, and the demand increasing.

Everybody's doing it—including the best houses in the trade. If you are not, you're behind the times. Substitutes are necessary to allow making a decent profit on some business.

**KOFFIO**, the new filler, possesses actual food value practically equal to the coffee it displaces. (See official analyses in FREE booklet, showing carbon-hydrates in KOFFIO 67.71, as against 70.22 in high grade coffees.) That enables you to give the ultimate consumer an honest deal.

**KOFFIO** looks, smells, tastes and "draws" like good coffee, and will tone down strong Mexicans or soured types to a sweet palatable cup.

You can use double the amount of **KOFFIO** over any other filler or substitute on the market, and at the same time furnish a satisfactory beverage.

Guaranteed under all Pure Food laws as a pure wheat product and absolutely immune from spoilage by age, dampness, heat or vermin. Keeps perfectly winter or summer—in any climate. Stands ocean shipment, and does not "cake up" like chicory.

The exceptionally low price of **KOFFIO** (less than one-third the price of cheapest coffee) will allow you to make good money on institution business. Used extensively in all large railroad and construction commissaries, lumber camps and mining communities. Restaurant, boarding house and small hotel trade now demanding it.

A new booklet, "Facts about **KOFFIO**," giving (confidential) important information, together with samples and prices FREE on request. Write nearest representative—(See list below.)

### LOCAL REPRESENTATIVES:

We have local representatives in the following cities, and orders originating in their territory should be sent direct to them:

**P. S. DOYLE & CO.,**  
3 St. Nicholas St., Montreal, Canada } Eastern Canada.

**MASON & HICKEY,**  
387 Stanley St., Winnipeg, Canada } Western Canada, from Winnipeg to Pacific Coast.

Local Stocks at both Montreal and Winnipeg.

## BLACK JACK

**QUICK  
CLEAN  
HANDY**

½-lb. tins  
3 doz. in case



TRY IT

**SOLD BY  
ALL  
JOBBERs**

## For Fly Destruction

—Lasts All Summer



There is no surer, speedier or cleaner method to destroy flies than by the Wonder Fly Killer.

It is good stock, because it never grows old, and is worth its full value any time.

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



## Up Go White Beans

White Beans \$3.00 per bushel.

**Simcoe Baked Beans, Family size,** are still no higher than when beans cost only \$1.80 per bushel.

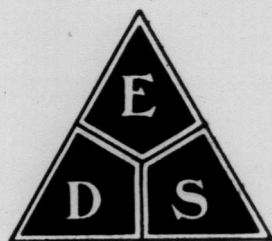
This is only possible because **Simcoe bought their beans when prices were low.** You are **now** getting the benefit. Profit by that motto you learned as a boy, "Never put off till to-morrow what you can do to-day."

Buy **Simcoe Baked Beans** and secure larger profits and increased sales. Remember the **Family size.** "A larger tin at a smaller price."

**DOMINION CANNERS LIMITED**  
HAMILTON, ONT.

## The Summer Heat Suggests E. D. S. Raspberry Vinegar

In the hot weather there is so much demand for cooling, thirst-quenching beverages. Are you prepared to meet the need? If you have not a stock of



### Raspberry Vinegar

you are overlooking an opportunity to "make good" with a trade that may mean a steady customer. Every bit of fresh juice of the raspberry is prepared with the keenest sense to absolute cleanliness in our modern factory by experts that make the "E. D. S." brand unsurpassed in quality of flavor.

See to your stocks.

Made only by

## E. D. SMITH

WINONA :: ONT.

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

## WHITE SWAN YEAST CAKES

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

ORDER FROM  
YOUR WHOLESALER

**White Swan Spices & Cereals,**  
LIMITED  
Sole Distributors - TORONTO

## Eureka Canada's Sanitary Refrigerator

THE GREATEST

Dry air circulating Refrigerator of the age.



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

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

Made all sizes and prices for every purpose.

WRITE FOR CATALOGUE AND PRICES

**Eureka Refrigerator Co., Ltd.** 54 NOBLE STREET  
TORONTO

Montreal Representative  
JAMES RUTLEDGE - Telephone St. Louis 3076  
Distributing Agents, WALTER WOODS & CO., Winnipeg  
Agents at Fort William, Hamilton, Calgary, Moose Jaw, Saskatoon



# Clark's Pork and Beans

The food for  
**BONE, MUSCLE, BRAIN**



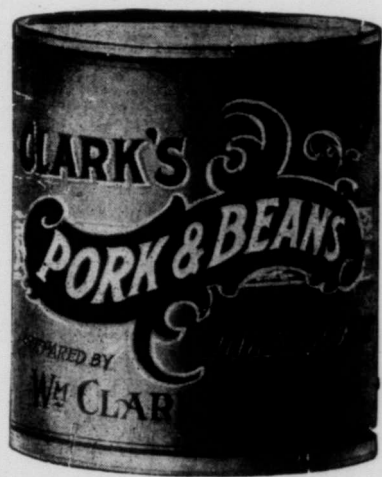
The strenuous worker of to-day, be his work physical or mental, requires a strengthening diet to enable him to keep up the pace and maintain his position in the daily struggle for existence.

Full of the most nourishing elements and dished in appetizing form.

# Clark's Pork and Beans

are the ideal tissue builders.

THERE IS NO WASTE, they are prepared only from the finest grade beans, cooked in such manner that not one particle of the nutritive power is lost, and combined with such delectable sauces that even the most delicate appetite cannot resist the temptation to eat.



The people know this and ask for CLARK'S. Don't be behindhand, Mr. Grocer, keep in touch with the demand.

**THEY DON'T STAY ON YOUR SHELVES,  
THEY SELL.**

**WM. CLARK, - Montreal**

## A Feminine Characteristic

To pick and choose. An inherited trait, peculiarly feminine. Nevertheless, it is good policy and sound business to play up to it, while woman holds the purse.

Give her the choice of articles worth her attention and your time and trouble. There will be no wash-day dissatisfaction on her part or yours if "OCEAN" is the Laundry Blue you sell her.

## OCEAN BLUE

Squares in 5 cent. packets.

Bags in 5 cent. cartons.

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

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

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



## A MODERN METHOD

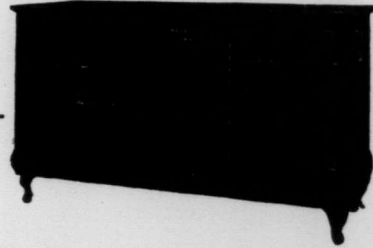
NO WASTE SPACE—every inch of shelf room available where our system of PATENT ADJUSTABLE BRACKETS is installed.

Adjustable Shelving is adaptable to any line of goods, from the most delicate to heavy merchandise. It is the modern method of store Shelving. Each shelf may be of a width and distance to accommodate the goods it carries.

**NO OBSTRUCTIONS—EASILY  
ADJUSTED**

**THE PIQUA BRACKET CO.**  
SOLE MANUFACTURERS

PIQUA, . . . . . OHIO



## Interior Appearance

counts tremendously in the first impression of a customer to your store, and invariably wins trade that otherwise you would not get.

## Silent Salesman Arctic Refrigerator

display, and is so practical in its methods of refrigeration that you can count on it as a veritable trade puller.

It is incomparable for displaying a perishable stock in hot weather. Send for our 1912 catalogue.

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

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

## The Woman Makes the Home



Most every woman customer to your store is engaged in making a successful home. They are ever alert to hear of a means of better sanitation and cleanliness besides eliminating part of the labor. Such are features which commend

## SOCLEAN

THE DUSTLESS SWEEPING COMPOUND

to every housewife. Make them acquainted with the good working of Soclean and you will find sales coming from all quarters. Put up in 25c, 50c and \$1.00 pails.

**SOCLEAN LIMITED, Toronto, Ont.**

The originators of the Dustless Sweeping Compound of Canada

Persistent,  
Canada to  
Its perfect  
regular use  
The result  
is sold from  
it sold than



Persistent, forceful, attractive advertising led the people of Canada to try **COWAN'S PERFECTION COCOA**. Its perfect purity and delicious flavor have made them all regular users.

The result is that **COWAN'S PERFECTION COCOA** is sold from the Atlantic to the Pacific, and there is more of it sold than any other brand.

**THE COWAN CO.**  
LIMITED

**TORONTO, - CANADA**

Buy  
**TETLEY'S**

**TEAS**

and be sure of quality



Life is too short for dealers to become expert judges of every line of goods they sell. How many are there who could select good tea if there were no labels on the packages? Not many, are there?

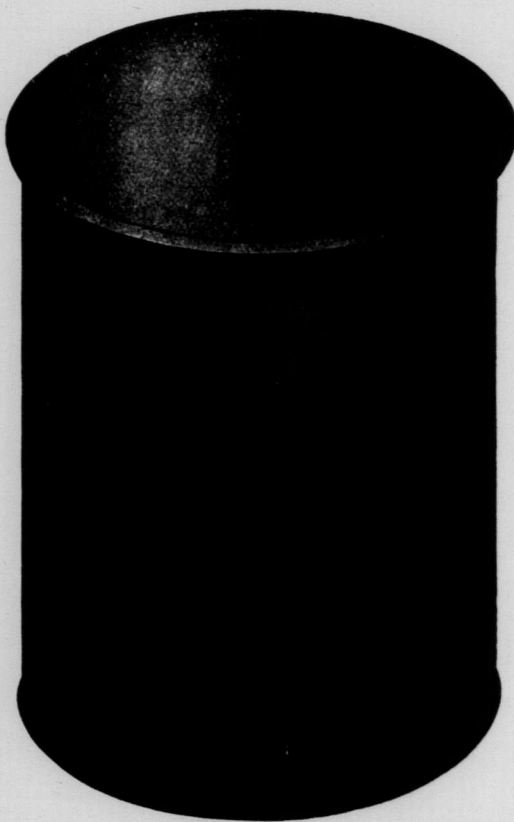
To eliminate all elements of risk—buy by the name, it is TETLEY'S TEA, you will come out right.

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

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

**JOSEPH TETLEY & CO., LIMITED**

110 JAMES STREET - WINNIPEG, MAN.



**SANITARY CANS**

*“The Can of Quality”*

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

**Sanitary Can Co., Ltd.,**

Niagara Falls, Ont.

PE

5c  
Bl  
O

DAIRY

D. S. Perrin  
LONDON

# PERRIN'S

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

Regular Lines put up in:

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



DAIRY

CREAM

# SODAS

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

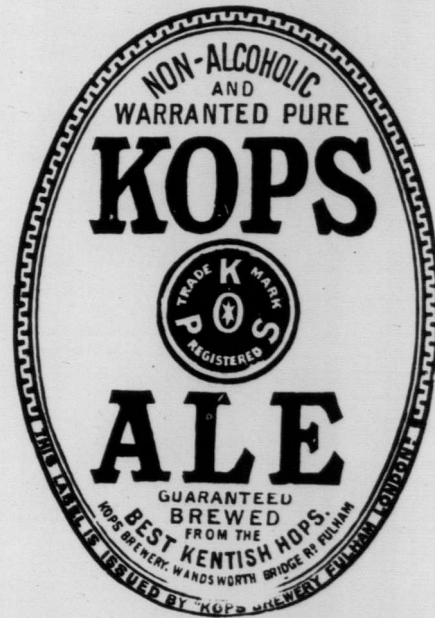
An Ideal and Healthy Food  
Quality unsurpassed. Test the flavor and crispness

# English Brewed Ale and Stout

The most healthful drink of old England is KOPS ALE, brewed from finest Kentish hops. It is in enormous demand in all parts of the world, and our several breweries, situated in London, Birmingham and elsewhere, are kept busy all the year round.

## Kops Ale or Kops Stout

will be found the best for luncheon or dinner, and are refreshing and stimulating at any time. They have a fine, bitter taste, but are entirely free from anything of an injurious nature. **THEY ARE ABSOLUTELY NON-INTOXICATING.** Good for all the year round trade. Let us correspond with you and send you Analytical report with other information.



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

**KOPS BREWERIES, London, S.W., England**

# POTATOES

We have a few hundred bags good re-picked

## ENGLISH STOCK

that must be cleared out at once.

To do this we offer them in

**10-bag lots or over at 60 cents per bag**  
(90 lbs.)

**GEO. KEITH & SONS**  
124 King Street East, - TORONTO



# RESULTS

Satisfactory results that have attended the use of Chinese Starch among many women in your locality is proof positive that it is a good selling stock.

Chinese Starch as a laundry requisite is incomparable for smooth ironing and neat finish to the work.

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

Write for list of our products and prices.

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

O. Lefebvre, Prop. OCEAN MILLS Montreal

Number  
the s.

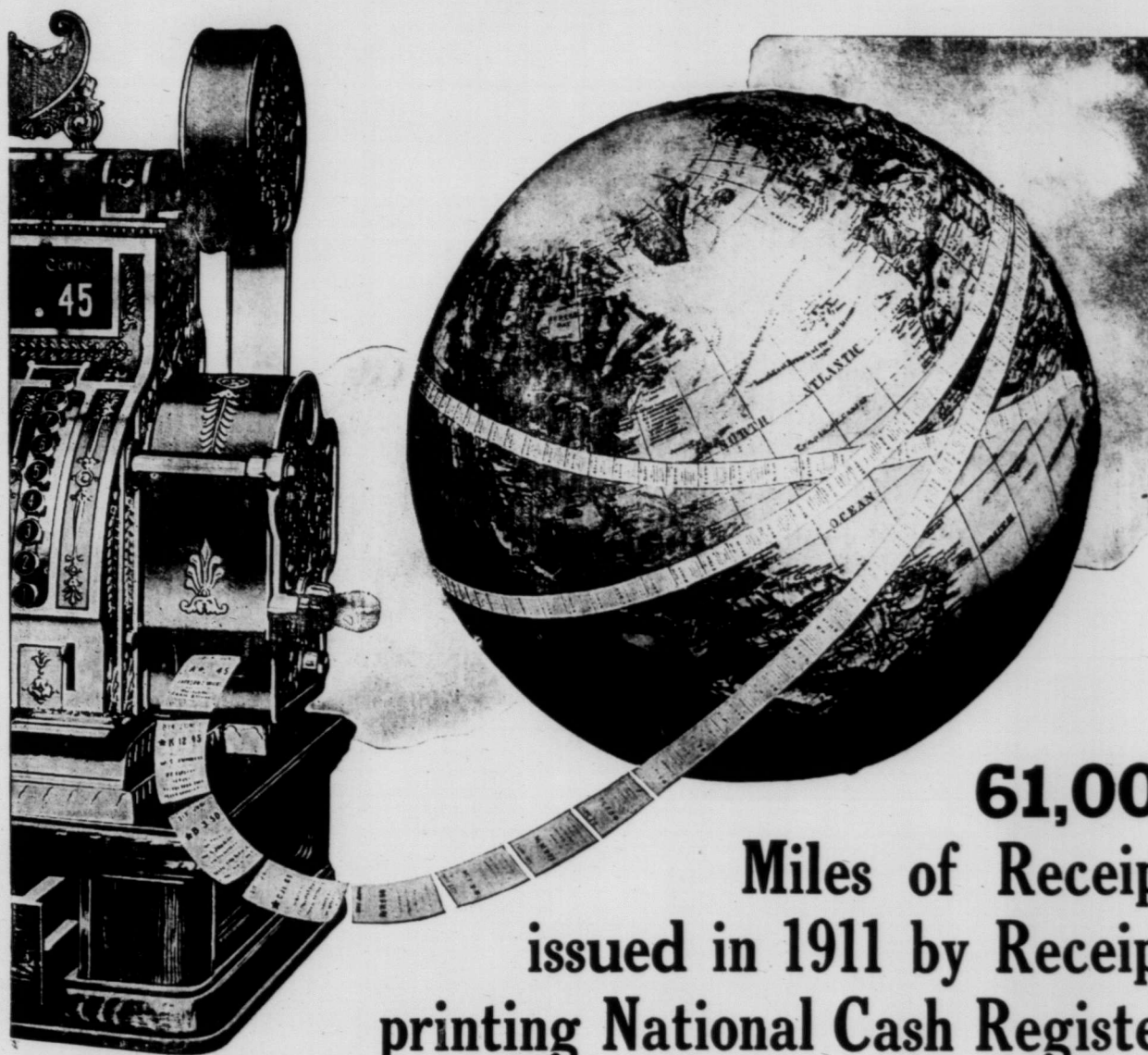
Date of

\* Indical  
cash s

Initial of c  
who mac

Amount of

This same am  
is also printed  
the sales strip  
side the reg  
and added to  
other sales on  
adding wt



**61,000**  
**Miles of Receipts**  
**issued in 1911 by Receipt-**  
**printing National Cash Registers**

It prints on both sides of a Receipt, cuts it off and issues it

This Receipt is wrapped in the package with the goods

Number of the sale → 014

Date of sale → MAY 18

\* Indicates a cash sale → K

Initial of clerk who made it → W. S. JOHNSON

Amount of Sale → 416 Fourth Ave.

This same amount is also printed on the sales strip inside the register and added to the other sales on the adding wheels

**Keep This Receipt**  
**It is your Protection**  
**WATCH FOR ANNOUNCEMENT**  
 (over)

Front of Receipt

**Keep your eye on this space. We will advertise new goods and special sales from time to time.**

Back of Receipt

If placed end to end they would reach two and one fourth times around the world.

These receipts are protecting and increasing the profits of merchants in every part of the world. They are used in the store farthest North, the store farthest South; even on ships and dining cars.

They are protecting clerks against temptation, children and servants against suspicion, and customers against arguments, disputes and loss of time. They do so much and cost so little.

They are used in over 212 different lines of business.

Write to-day for our booklet "Get a Receipt."

Investigation will cost you nothing.

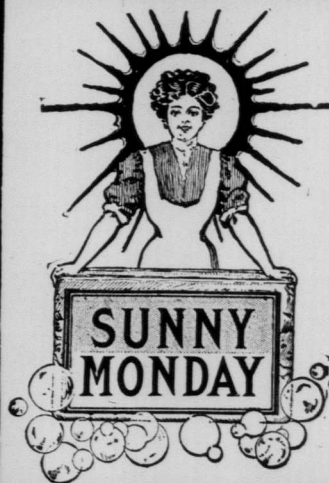
**THE NATIONAL CASH REGISTER COMPANY**

Headquarters for Canada: 285 Yonge St. Toronto

J. C. LAIRD, Manager in Canada

Canadian Factory: TORONTO

# THE NAME "FAIRBANK" MEANS SOAP SURETY



## SUNNY MONDAY

Tell your customers that SUNNY MONDAY (the White Laundry Soap) contains a wonderful dirt-starter that saves rubbing, time and clothes.

SUNNY MONDAY works equally well in hard, soft, hot or cold water.

You'll find SUNNY MONDAY will completely satisfy more women than any other laundry soap you can sell; this fact, together with our heavy advertising, means you can SELL MORE of it than any other.

SOLD TO RETAIL AT 5c.

"Sunny Monday Bubbles Will Wash Away Your Troubles"

THE N. K. FAIRBANK COMPANY, MONTREAL

## THE TEST OF SERVICE

Few electric coffee mills develop trouble in the first year of their service. To the new owner, enthusiastic over the beauty and convenience of his new mill, what is out of sight is more than likely to be out of mind.

But to the level head buyer the value of foresight in what is out of sight needs no explaining. He knows that on these parts depend the life and service of his mill. Many a COLES mill is to-day, after three or four years service, giving just as good satisfaction as when it came fresh from the factory. Is this kind of service worth anything to you?



COLES MFG. CO., Philadelphia, Pa.

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



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

THE F. F. DALLEY CO.  
LIMITED

HAMILTON, CANADA

BUFFALO, U.S.A.



# AN OUNCE OF PREVENTION IS WORTH A POUND OF CURE

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To prevent flies from gathering around the Molasses barrel, dispense with the barrel.

There is no time like the present to test the selling merits of

## DOMOLCO

the Molasses packed especially for use on the Family Table. At no other season will the Sanitary Fly-proof Container make so strong an appeal to careful housekeepers.

A dissatisfied customer is worse than no customer at all. It is therefore important that you prevent "the Fly in the Molasses" and adopt the modern method of handling this heathful food product.

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**THE DOMINION MOLASSES CO.,**  
LIMITED

HALIFAX, N. S.

**Sartan**  
**BRAND**  
 THE SIGN OF PURITY

**During Travelers' Holidays**

We give special prices  
 on all

Mail, Telephone and Telegraph Orders

All orders shipped the same day received

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

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

**LASCELLES DE MERCADO & CO.**

General Commission Merchants

KINGSTON,

JAMAICA

EXPORTERS OF

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

**Every Live Grocer**

Should know about

**"Walker Bin" Fixtures**

They represent the maximum efficiency in grocery equipment—the most complete system for easy and economical handling of a grocery stock, either large or small.

They insure minimum of waste, shrinkage, labor and expense, which means larger profits.

The attractive display makes customers feel "more like buying and buying more."

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

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

REPRESENTATIVES,—

Manitoba: Watson & Truesdale, Winnipeg, Man.  
 Montreal: W. S. Silcock, 33 St. Nicholas Street  
 Vancouver, B.C.: W. W. Burke & Co., 334 Cordova St. W. **Berlin, Ontario**



**CLUB HOUSE**

**QUEEN OLIVES**

ARE EXTRA SELECT  
 STOCK.

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

**Gorman, Eckert & Co.**  
 LIMITED

London, Ont.

Winnipeg, Man.



To g

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JA

PA

W. C

# URGENT

To get immediate delivery and supplies of sugar  
you had better specify

*St. Lawrence*

**Granulated**

the granulated specially adapted for insuring  
the keeping qualities of all preserves. We  
guarantee every pound to give absolute  
satisfaction.

For immediate delivery of any quantities or grades  
of St. Lawrence Sugars phone your wholesale  
grocer and you will get quick despatch.

**The St. Lawrence Sugar Refineries, Limited**

## EVERY LITTLE HELPS

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

**JAMES DOME BLACK LEAD**

PAYS GOOD PROFIT,

DOES GOOD WORK.

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

**TORONTO**

CANADIAN AGENTS

# NEW CROP JAPAN TEAS

(ON THE SPOT)

## FURUYA & NISHIMURA

NEW YORK

CHICAGO

MONTREAL

JAPAN

This is  
**Laurentia  
Milk  
Weather**



Why? Why shouldn't any season be? Hot weather is destructive to the so-called "sweet" milk, and never yet has Laurentia Milk fallen from absolute purity, and is always perfectly fresh, in either winter or summer.

Fresh milk passed through the mechanical process of homogenization mixes cream and milk, and perfectly sterilizes every bit of it, so that it will keep indefinitely in all weathers.

Send for prices and descriptive literature

**LAURENTIA MILK CO., Limited**

371 Queen Street West, Toronto, Ont.

## Scotch Marmalade

Made from Seville oranges  
and pure refined sugar  
by

**JOHN GRAY & CO.,  
LIMITED  
GLASGOW**

Contains neither Glucose  
nor preservatives.

Prices and Samples from:

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

### British America Assurance Company

A.D. 1833

**FIRE & MARINE**

Head Office, Toronto

BOARD OF DIRECTORS

Hon. Geo. A. Cox, President. W. R. Brock, Vice-President.  
Robert Bickerdike, M.P., W. B. Meikle, E. W. Cox,  
Geo. A. Morrow, D. B. Hanna, Augustus Myers,  
John Hoskin, K.C., LL.D., Frederic Nicholls, Alex. Laird,  
James Kerr Osborne, Z. A. Lash, K.C., LL.D.,  
Sir Henry M. Pellatt, E. R. Wood.

**W. B. Meikle, General Manager.**

CAPITAL . . . . . \$1,400,000.00  
ASSETS . . . . . 2,061,374.10  
LOSSES PAID SINCE ORGANIZATION 35,000,000.00

### **WESTERN** Incorporated 1851 ASSURANCE COMPANY

**FIRE  
AND  
MARINE**

HEAD OFFICE, TORONTO, ONT.

Assets over - \$3,570,000.00

Losses Paid Since Organization  
of the Company, over - 54,000,000.00

HON. GEO. A. COX, President  
W. R. BROCK, Vice-President  
W. B. MEIKLE, General Manager  
C. C. FOSTER, Secretary

Branch  
156  
322  
Head O

In 7

Fa  
cu

Cold

S. H.

## MUCH EASIER TO DO THAN YOU MAY THINK

No article that you sell will so well repay you for a little extra effort as 40c Red Rose Tea.

We doubt if there is anything sold in the grocery store that is so fully worth to the consumer the small extra cost as 40c. Red Rose, while at the same time giving the merchant a much better profit.

Within a very few months nearly any merchant could, by a little but persistent effort, change his 30c. tea trade to 40c., and when once changed he will only wonder that he had ever sold any tea but the 40c. Red Rose.

It is a very easy way to make a little more profit in your business this year.

Branches:

156 Lombard St., Winnipeg, Man.  
322-6 Ninth Ave. W., Calgary, Alta.

Head Office: St. John, N.B.

**T. H. Estabrooks Co.,**  
Limited

7 Front Street East, TORONTO, ONT.

## 93° In The Shade!!

Fancy what a boon your customers will consider that

**Delightfully  
Lemony**

**Cold Spring Lemonade  
Powder**

Are you supplied?

**S. H. EWING & SONS**  
MONTREAL

## SWEETHEART BRAND BAKING POWDER

OUR SPECIALTY

Trade Mark



of Quality

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

OUR MOTTO—QUALITY

**IXL. Spice and Coffee Mills,**  
Limited

LONDON

ONTARIO

# Manufacturers' Agents and Brokers' Directory

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

**WESTERN PROVINCES.**

**ESCOTT & HARMER**  
Successors to W. H. ESCOTT CO.  
  
WHOLESALE GROCERY  
BROKERS, COMMISSION MERCHANTS and MANUFACTURERS' AGENTS  
  
OFFICES:-  
Winnipeg, Regina, Calgary, and Edmonton

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

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

**The J. J. TOMLINSON CO.**  
**WINNIPEG**  
Wholesale Grocery Brokers.  
Office and Track Warehouse,  
92 Alexander St. E.  
Correspondence solicited on domestic and foreign lines.

**FRANK H. WILEY**  
MANUFACTURERS' AGENT  
and  
IMPORTER  
757 Henry Ave., WINNIPEG

**The TURNBULL Company**  
DIRECT IMPORTERS OF  
GROCER SPECIALTIES.  
Open for additional first-class lines.  
179 Bannatyne Ave. East, Winnipeg

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

**WESTERN PROVINCES—Continued.**

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

**DISTRIBUTORS, LIMITED**  
P. O. Drawer 99  
EDMONTON, ALBERTA.  
Manufacturers' Agents, Commission Merchants, Warehousemen.  
Track connection with all Railroads.

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

**THE WESTERN BROKERAGE & MANUFACTURER'S DISTRIBUTING CO.**  
Commission Brokers, Customs Brokers and Manufacturers Agents, Shipments stored and distributed, Bonded warehouse in connection. Your business solicited.  
222 Ninth Ave. West - Calgary, Alta.

**ONTARIO.**

**W. H. MILLMAN & SONS**  
Wholesale Grocery Brokers  
Toronto

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

**W. G. A. LAMBE & CO.**  
TORONTO  
Grocery Brokers and Agents.  
Established 1885.

**ONTARIO—Continued.**

**MacLaren Imperial Chese**  
Co. Limited  
**DEPARTMENT AGENCY**  
Agents for Grocers' Specialties and Wholesale Grocery Brokers  
TORONTO, Ont. DETROIT, Mich.

Secure our prices for  
Fine **FILIATRA CURRANTS**,  
Greek cleaned, in half cases,  
before purchasing  
**LIND BROKERAGE CO.**  
49 Wellington St. East - Toronto

**LONDON.**

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

**MARITIME PROVINCES.**

**H. R. SILVER, LTD.**  
MANUFACTURERS' AGENTS  
AND GROCERY BROKERS.  
**HALIFAX NOVA SCOTIA**  
First-class frost-proof storage facilities. Correspondence solicited on Domestic and Foreign lines.

**W. S. CLAWSON & CO.**  
Manufacturers Agents and  
Grocery Brokers  
Warehousemen  
**ST. JOHN, N. B.**  
Open for a few more first-class lines.

**NEWFOUNDLAND.**

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

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.

**Manu**

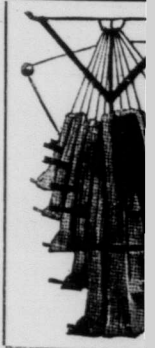
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# Manufacturers' Agents and Brokers' Directory

(Continued.)

**BRITISH COLUMBIA.**

**McLEOD & CLARKSON**

Manufacturers' Agents and Wholesale Commission Agents  
852-6 Cambie St., Vancouver, B.C.  
Can give strict attention to a few first-class Grocery Agencies. Highest References.

**O. E. Robinson & Co.**

Manufacturers and Buyers of Dried, Evaporated and Canned Apples.  
Ingersoll, - - - - Ontario  
Established 1886.

**SUCHARD'S COCOA**

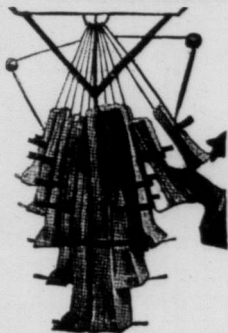
This is the season to push SUCHARD'S COCOA. From now on Cocoa will be in demand daily. It pays to sell the best. We guarantee Suchard's Cocoa against all other makes. Delicious in flavor. Prices just right.  
FRANK L. BENEDICT & CO., Montreal Agents.

Write us for New Price List of  
**WINDSOR SALT**

**TORONTO SALT WORKS**  
TORONTO, ONT. GEO. J. CLIFF, Manager



*No Odor*  
It dries them up **Common Sense**  
**KILLS** { *Roaches and Bed-Bugs*  
*Rats and Mice*  
All Dealers and 381 Queen St. W., Toronto, Ont.  
Dealers find Common Sense a very good seller, for the reason that it gives general satisfaction and each customer tells others about same. Write for prices.



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

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

The Brown Mfg. Co.  
Creston, Iowa, U.S.A.

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

**QUEBEC.**

**L. EMILE GABOURY**

Manufacturers' Agent and Commission Merchant  
235 St. John St., QUEBEC, CAN.  
Correspondence solicited with brokers or manufacturers looking for a reliable representative. Can furnish best of references.

**CLAY PIPES**

The best in the world are made by

**McDOUGALLS**

Insist upon this make.

D. McDOUGALL & CO., LTD., GLASGOW, SCOTLAND

**MONEY MAKING OPPORTUNITIES**

Grocery stores, barber shops, post halls, hotels, lunch rooms, boarding houses, theatres, etc., from \$300 to \$32,000. V. de la Ronde, Business Broker, Room 14-16, McGill College Ave. Montreal.

**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

## 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

## A Few Dollars More a Week

makes a big difference in your yearly income.

Have you ever thought how you might add to your weekly salary without interfering with your regular work?

Will you let us solve this problem for you?

So far this year, we have shown seventy-five enterprising and ambitious clerks how to make \$5.00 a week more during their spare hours. They will each make this additional salary every week this year and longer should they wish.

If you would like us to show you, write to-day.

This is genuine.

**THE MACLEAN PUB. CO.**

143-9 University Ave., Toronto

TRY A  
**Condensed Ad.**  
IN  
This Paper

**IT WILL PAY YOU** to watch our Condensed Ad. columns. There are many money-making

positions there. You may find just what you want.

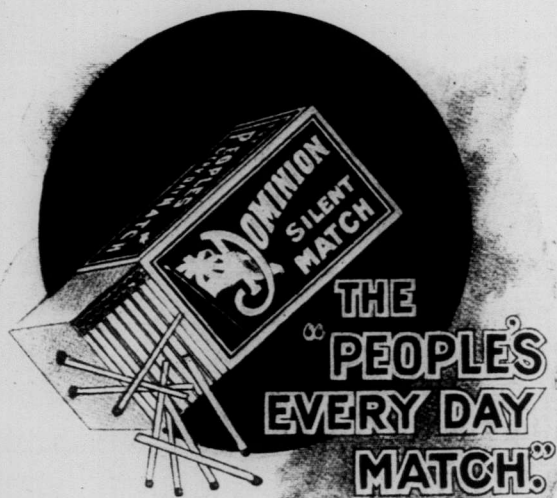
## The Most Profitable Stock

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

**CHASE & SANBORN**  
COFFEES  
MONTREAL

## YOU SHOULD SELL

matches that give satisfaction in every particular. The Dominion Match is famed for its reliable, non-sputtering and silent features. It is a perfect match.



**DOMINION MATCH CO., LIMITED**  
DESERONTO, ONTARIO

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



Perfume  
Gloss

Ezy Wash

Parisian  
Perfume  
Blue

Odor Gloss

## Five Laundry Specialties

which are winners. Don't you feel that these are just the very kind of lines that your customers will try and be pleased with?

Write for particulars.

**V. J. CARON & CO., LIMITED**  
13 ST. CLAUDE STREET, MONTREAL

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There is No Time Limit  
to the popularity of

# "SALADA"

The facts and figures dealing with the extraordinary and persistent increase in the sales of "Salada" published from time to time in this journal prove conclusively that "Salada" has won a place in the esteem and good will of the public that cannot be filled by any other tea. In Summer and in Winter, on the lawn and in the dining-room, "SALADA" is the people's choice.

*Are you helping them to get it?*

The Salada Tea Company

Toronto

Montreal

## During Travelers' Holidays

(JULY 22nd to AUGUST 3rd)

We solicit your orders by

**MAIL, 'PHONE OR TELEGRAPH**

AT OUR EXPENSE

WE GUARANTEE QUICK SHIPMENT SAME DAY  
AS ORDER IS RECEIVED

**PRICES RIGHT**

**EBY-BLAIN, LIMITED**

Wholesale Grocers

Toronto



## For Years in the Lead —Still Leading

is the unparalleled record of these two brands of staple condiment.

### COLMAN'S MUSTARD KEEN'S MUSTARD

Double Superfine Quality  
In square tins.

Any dealer stocking these brands will be catering to the demands of the general public.

## MAGOR, SON & CO.

AGENTS FOR THE DOMINION OF CANADA

403 St. Paul St., MONTREAL  
Toronto Office, 30 Church St.



## There Is An Unlimited Sale For BENSON'S PREPARED CORN

### Among Your Customers

- ☞ It finds a daily use in every kitchen because women find it an indispensable aid in cooking.
- ☞ The demand for Benson's is permanent because it is the purest and finest Corn Starch obtainable and never fails to give satisfaction.
- ☞ You can unhesitatingly recommend Benson's because you will please your patrons by so doing.
- ☞ You can sell Benson's every day of the year—but especially now, during the summer months.

Your Order Will Receive Immediate Attention.

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

An attractive

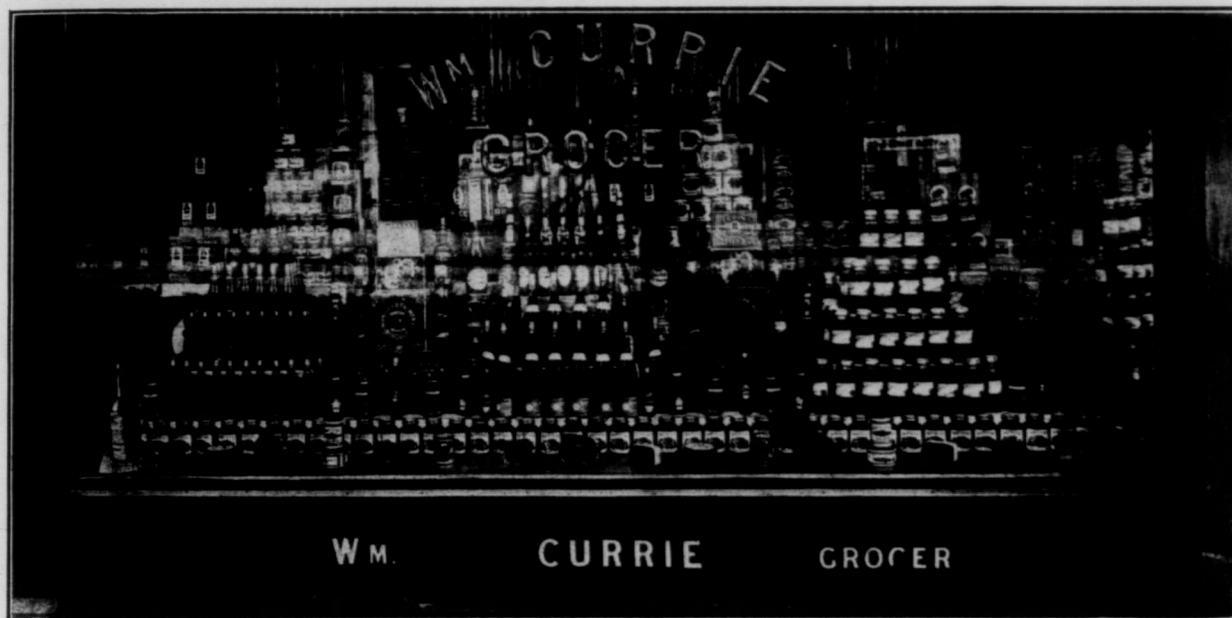
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“Thirty years ago these few words were written by Wm. Currier. He has been in business for a long time and his attitude towards his customers will undoubtedly be noticed in a few words. He has noticed in notice.

In earlier days the owner of a store was then part of a marketing system acquainted with Gill Street is a form of a road to the sale section of the town.

Just as laborer and retailer must be satisfied, Currier soon found that it was to show a good example. He must provide a town where he can camp. After a long time on Gill Street, he decided to go in the probable growth of the town, and he now has a large business having broken down on his own account.

“Yes, I have seen the corners of the market at my first orders with Gill Street, and



An attractive display of summer lines in Montreal store. They include canned fish, preserves, biscuits, jelly powders, canned vegetables and soups, breakfast foods, summer drinks, etc.

## Preventing Complaints from Occurring

**Montreal Dealer Finds it Easier to Do This Than to Smooth Out the Difficulties When They Do Happen—Standing Offer to Take Back Unsatisfactory Goods—Makes Specialty of High Quality Goods — Educating Customers to Carry Home Parcels—In Business for Thirty Years.**

"Thirty years at it and not yet tired." These few words sum up the length of time Wm. Currie, Guy Street, Montreal, has been in business, and his present attitude towards it. His business methods will undoubtedly prove of interest, but a few words about certain changes he has noticed in Montreal must deserve notice.

In earlier days Mr. Currie was part owner of a store on McGill Street, which was then partly residential and partly a marketing centre, but to-day those acquainted with the city know that McGill Street is no longer residential, but forms a road through the largest wholesale section of the city.

Just as labor follows capital, so the retailer must follow trade, and Mr. Currie soon found that if his business was to show a satisfactory increase yearly, he must pitch his tent further uptown where the good families were camping. After remaining in partnership for a number of years on Bleury Street, he decided, on summing up the probable growth of the city in various directions, that the west end must grow and he now has no reason to regret having broken loose and starting on his own account on Guy Street.

"Yes, I have customers at the four corners of the Island, and a number on my books at present who gave me my first orders when I opened up on McGill Street, and I am holding their ac-

counts simply because they have faith in me." There is quite a lot in that little word faith, and Mr. Currie knows just what it means to have the confidence of his customers. "I never give anyone reason to complain, and if there should be any ground for an argument, I always let the customer win; because I want her orders. I let her think she knows it all. It does me no harm."

"The dearest and best goods are the cheapest in the long run." This is another of our subject's mottoes, and so strongly does he believe in the trade-pulling power of good goods, that he has no hesitation in telling a customer who is somewhat doubtful about a new line, that he is willing to refund her money if, after trial, she has a reasonable complaint to make. This straightforward way of dealing is bound to secure confidence, and what is a more valuable asset?

### Creates Demand Himself.

"No, why should I wait for people to come to my store after seeing an advertisement for a good line?" Such was Mr. Currie's remark when asked about that too common reply given to the traveler, "Oh! Create a demand first, then we'll put in a stock." He realizes that waiting for a demand means an admission of inability to sell, and consequently he puts in a stock of all the leading lines, instructs his clerks to push them, and by their selling talk

they manage to build up a good business whether the goods are above the average price or not.

### Likes the Customer in Store.

A customer in the store is worth two on the phone, to vary an old adage. Mr. Currie, amongst others interviewed, believe that it is well nigh impossible to swell an order over the phone to the same extent as when taken in the store, and no grocer should allow any customer once in the store to go away with only one package. "Make them look ahead," says Mr. Currie. "Once you get a woman in the store who cannot reach you by phone, tell her that she may have a call from friends, and that you have a nice line of biscuits and fresh cake. Or perhaps it will be raining to-morrow and she will not want to come down again for another supply of goods."

The window connected with this article, though somewhat spoiled by reflections from buildings opposite, will give a good idea of what Mr. Currie thinks of the value of well-dressed windows, and he is particularly fortunate in this respect, as in W. Deane he has a man of ideas. Mr. Deane does not get into the window and spend half a day thinking out an idea, but plans ahead, perhaps while he is making up parcels, and then when time comes he is in a position to simply arrange the goods artistically with the maximum results in a minimum of time.

## A Bookkeeping System for Retailers

First of Series of Articles Going Deeply Into the Question—  
Books Should be Kept Simply But Accuracy And Sufficiency  
Are Imperative—Regularity and Systematic Work Cannot be  
Dodged.

\*By Henry Johnson, Jr.

I have the following letter:

W——, Alta., June 15, 1912.  
Henry Johnson, Jr., Canadian  
Grocer,—

Dear Sir:—Have always read your teachings with great care and interest, come to you for a little advice. As we are about to take up stock and wish to start a new set of books, would like you to give us an outline for a simple and safe system. One that does not take an expert to keep them. Hoping to hear from you at an early date,

C. H. G.

It is really impossible to give anybody an "outline" for a set of books unless that person is already an expert; for only an expert would understand an outline. The amateur must have the entire system laid out. To do that here will take the space of several articles; yet I am inclined to write up my entire system, because I believe it will prove valuable to a number of readers.

Again I am sorry that I could not reply to this communication before now. I simply do the best I can, handling each letter in rotation. I hope that my friend has not yet taken his inventory, for I should like to have him use his old books until he has digested the new idea. If, as he reads, he will be sure he understands, and if he does not, if he will immediately write for fuller details, I shall be able, I hope, to do him some good. But if he starts out without full knowledge, he will probably not be very well pleased with his results. So I urge him to "go slow."

### Must Have Accurate Information.

Note carefully this point: A system for the retailer should be simple as possible; but it must first be sufficient. That is, we are after full, accurate information about our business. That, we must get from our books, or we had better not bother to keep books at all. So let us make up our minds to start with the understanding that we shall have to think of this as a serious matter and study it accordingly. We must be ready to do the necessary work to get our results; and, while the system does not require more than 20 to 30 minutes daily on the part of a rapid worker, yet to begin with

\*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.

it will probably keep the head of the firm busy for one or two hours. He must be willing to put in that time until he has mastered all details, until the details mean something to him, or he might as well save his time for some other work. If he is not ready to begin on this plan, he has not a fair conception of the great value of accurate accounting to his business; and if that is the situation, he will not go very far as a bookkeeper anyway.

### An Expert or Failure.

Another thing that occurs to me as I look back over his letter. That is the question of what is an expert? Is he not one who knows his subject thoroughly? If that is so, then the man who, in his own business, undertakes to keep accounts, must be an expert or he will not succeed. For until those accounts are actual, living things to him, and not mere rows of figures, his work will have little value to him. He must UNDERSTAND what he is working at. He must know the WHY as well as the what. He must be able to see ahead and know just what he is working toward each time he writes a figure, or his work will be valueless. Thus, so far as his own bookkeeping goes, he is an EXPERT, or he is a failure—there is no middle ground.

I make all these points preliminary to the discussion because it is only right that the merchant realize that this is a portion of his work which is just as important as his buying and selling and making margins. In fact, the best results cannot be obtained from the rest of his labors unless he has good books and keeps them. Hence, some would say this is the most important of all his work. I do not go so far as that, because many men have made money who did not keep any books at all. But those men took tremendous chances—like other men who risk fire without insurance, and never burn out; and it is not good business to take chances which are avoidable and the avoidance of which tends to security and peace of mind.

### Accounting Appliances Used.

My accounting machinery consists of a cash register, run in the usual, proper way; my check book and bank book; a small memo book wherein is daily entered the details of cash on hand; a common counter book in which are pasted the register slips to serve as an original record of petty payments, all totalled

up for entry in one daily sum; my Journal, with six columns to the page; and my ledger. To indicate how the final figures are boiled down to simplicity, I may say that my ledger, now in use, contains 136 pages, has been used for all my records for 15 years, and is good for perhaps 10 years more. Yet in that little book I have the entire history of what I have done in the business during all that time. That surely is simplicity. The time required is, as stated, 20 to 30 minutes daily. That certainly is not much time. But it is not much time and it is sufficient to produce results simply because it is done regularly and carefully every day.

### The Division of Accounts.

It is usual to divide business accounting into a series of principal accounts, called controlling or cardinal accounts. I call them cardinal. These are cash, merchandise, expense, discount, barn, advertising, bills payable, capital, furniture and fixtures, proprietor or partners, loss and gain.

Again, if you own real estate, whether occupied by your business or not, an account should be kept of each parcel thereof. Also, if you do as I do, lay aside money every month as business insurance, putting that into outside investments, an account must be kept of such investments in one form or another. I call this account surplus so long as it is simply money waiting investment in the savings bank; and I change that into separate accounts as I put it into various definite investments, such as stocks, bonds, etc.

### Business Standing Always Known.

This very simple bookkeeping of mine enables me to care for all these various matters with accuracy, telling me all the time just where I stand, with the least expenditure of the time and the greatest flexibility. The most satisfying thing about it is that it allows nothing to "get away." Everything is right there, where it can be found and where it is in tangible existence at all times.

It will be seen that several of the accounts are really only divisions of expense, such as advertising, barn, wages. These are kept thus divided so that we may know just what each is costing us. We can readily compare one period with another in this way, to see whether we are doing better or worse, or just keeping about even on our expenses; and we can trim sails to meet altering conditions very promptly. If it were not for these subdivisions, we should not be able to act as promptly, nor could we be kept in such constant touch with our business.

Next week I shall take up the various accounts and show how they are operated in the actual working of the business.

## Buying

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## Buying Agency to Cut Out Retail Grocer

**Citizen of Canadian Town Asks a Large City Wholesale Grocer for Price List and is Courteously But Firmly Rebuked — The Correspondence Published Herewith — Why Citizens Should Buy at Home.**

Below is printed some interesting correspondence for the perusal of retailer, wholesaler and manufacturer. A private citizen in a Canadian town asks a wholesale firm for its best quotations on food-stuffs, with a view to forming some sort of citizens' agency to cut out the retail grocer. Here are the letters:—

Wholesale Grocers,

Gentlemen,—Kindly mail me your advanced catalogue of wholesale prices as a number of citizens are joining together and are going to buy and form an agency.

Awaiting your favor at an early date, I remain,

Yours very truly,

### The Wholesaler's Reply.

Dear Sir,—Your favor of the 28th ult., has been duly received, requesting our catalogue of wholesale prices, as a number of citizens have joined together to purchase from the wholesale trade as a buying agency.

While we would not, for a moment, question the right of your combination of citizens to buy your groceries at less than the regular retail prices, we hardly think the policy is a wise one, and could not, therefore, become a party to it, or such a proposal, by complying with your request. We trust you will pardon our refusal, but we feel that the retail trade is an essential element in the prosperity of business points like ———, and that the practice of sending for supplies to larger places is the chief cause of the want of prosperity in a great many small towns all over Ontario. The failure of the retail trade is the sure precursor of the ruin of such places and in our opinion, is a most suicidal policy for the citizens to adopt.

We feel further, and we speak with some knowledge of the question, that the general consumer, being absolutely dependent upon the retail merchant for the necessities of life, should encourage the retailers of their own town and enable them to cater to the wants of the community with the utmost efficiency, instead of sending away for their most profitable articles, thus lowering the character and standing of their home stores on whom they depend for their everyday wants.

We are, of course, deeply interested in the retail grocery trade, which we offer

as our excuse for answering at such length, but we feel sure we can faithfully guarantee that there is no class of citizen, who gives as close attention to business, with as meagre compensation for his strenuous efforts, as the retail grocer, and we would like to see the community properly appreciate the invaluable service he gives to the people.

Hoping you will accept the views we have expressed, as a reason for not giving you wholesale prices, we remain,

Yours truly,



**"Twenty Years Ago"  
in the Grocery Trade**

"Todhunter & Mitchell's spice mills, Nos. 130 and 132 Adelaide st., Toronto, took fire a few mornings ago. The damage about \$1,000 is fully covered by insurance."

Edit. Note.—This firm is in business to-day on College st.

"On Saturday morning a considerable section of the business quarter of Stayner, Ont., was destroyed by fire. Among the sufferers were

## SOLD MORE BERRIES BY PLANNING AHEAD OF RECEIPTS

**How St. John, New Brunswick, Dealer Arranged to Satisfy His Customers When Fruit Was Cheapest—Took Orders Ahead—Will Try Same Plan With Later Fruits.**

St. John, N.B., July 18—(Special)—A local dealer in spite of the light receipts of strawberries managed to supply his customers better than some others, because of his foresight. He realized that Tuesday or Wednesday of last week would be the days when the largest supplies of strawberries would be brought down river and he advised his customers that those would be the best days to buy. He warned them not to defer later if they wished to procure any fair quantity for preserving.

On Friday, when orders were being taken for the Saturday delivery, he asked his customers as to the quantity they would want for preserving, telling them what he expected would be the price on Tuesday or Wednesday when he hoped to

John Petrie and D. Gillespie, whose grocery stores were burnt."

"Four freight trains of tea, each consisting of thirteen or fourteen cars, have left Vancouver since the arrival of the steamship Empress of China. The longshoremen commenced unloading the steamer at 8 o'clock on Saturday morning, and by 11 o'clock the first train started. This is hustling and no mistake."

"Items having appeared in the paper cautioning the public against forged \$10 notes of the Ontario Bank, the manager of that institution authorizes the statement that there are no known counterfeits of the \$10 notes now issued by the bank, which are of a reddish color, dated June 1, 1888, and payable in Toronto. A forging of the \$10 notes issued by the bank, Nov. 1, 1870, payable at the Ontario Bank, Bowmanville, and of a light green, almost white, color, has been in circulation for almost fifteen years, but as the bank has been withdrawing bills of that date from circulation since the counterfeit was discovered, there can be very few genuine bills of that issue unredeemed by the bank."

Edit. Note.—That was twenty years ago. To-day the Ontario Bank is not in existence.

be able to procure all required. Orders came in most promisingly. By Monday morning he knew just about how many crates he would need and before Tuesday he had arranged to get them. This was the day when they were cheapest and most abundant, and there were many disappointed on the following days when the stock began to decrease and prices advanced.

Because he had been careful enough to arrange for his supply well beforehand, he was able to furnish the berries at a profit, and fill his orders. He says he sold more than he otherwise would have, and the idea worked so well that he plans to try it when the rush of raspberries and other preserves is on.

The CANADIAN GROCER

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TORONTO, JULY 19, 1912

OPENING PRICES ON CANNED GOODS.

From the opening prices of strawberries announced in our market columns, it looks as if quotations on small preserved fruits would be fairly high this season.

In Ontario f.o.b. prices on 2's are \$2.15 per dozen for Group A and \$2.12½ for Group B. Those dealers who gave their orders for canned goods before May 1, will, of course, get a discount of 2½ per cent. The percentage of delivery will be about 60 per cent.

Last year the opening prices were \$1.77½ and \$1.80. The advance was anticipated by the trade in view of the shortage due to the drought of last season killing off many of the runners. The long winter also had an adverse effect, and the crop was somewhat shortened by the hot spell of a couple of weeks ago.

Tomatoes and corn in Western Ontario suffered little are bright for good crops in each case.

Peas were injured by the prolonged hot sun, but recent rains helped them considerably, so that the yield is expected to turn out fairly well. The prices on peas have not yet been given out, but may be expected soon. They will depend largely on the size of the pack, as the larger the pack, the smaller the expenses of labor.

FOUNDING AN ACCOUNTING SYSTEM.

To know exactly how the business stands compared to other years ought to be the aim of every retail dealer. It is only the merchant who knows what he has sold every day, week or month of the year, what those goods cost him and what it cost to sell them, who can systematically eliminate the business leaks.

Beginning in this issue, Henry Johnson, Jr., will tell how he has perfected a bookkeeping system that gives him definite knowledge of the ups and downs in profits from time to time. He has had some thirty years' successful experience in the retail trade, and can speak with authority on this subject. In starting out with the series on bookkeeping problems, he makes the declaration that an accountant in a retail store is either an expert or a

failure—so far as his own business is concerned. His reasons are given.

These articles are just what a large percentage of the trade have been looking for. They will lay the foundation of a tested and proved accounting system, if properly assimilated. Every grocer should read the series.

GOING AFTER THINGS.

We get by giving. In the case of a retail association, the members get results by giving their time and energy.

This is well exemplified by the change in the by-law in Toronto governing the privileges of street peddlers. Hitherto peddlers have been allowed to call out their wares all over Toronto, even to the extent of going into exclusive residential districts where the grocer is not permitted to locate.

Many of these peddlers offer inferior goods, and call them out like braying donkeys to get the people from their houses. They pay almost insignificant licenses into the bargain.

The Retail Grocers' Association took the matter in hand and inside of three weeks had the by-law changed or practically a new by-law drawn up. A deputation called on the Legal Committee which in a few minutes endorsed the grocers' suggestion that peddlers should not have the privilege of calling out their wares. It was then passed on to council, where the by-law was changed. After January 1, 1913, the practice will have to be discontinued.

The grocers gained their point because they went after it. "Watch and wait" is a poor motto when something is wanted.

MEANING OF PURE FOOD CAMPAIGNS.

There is an exceedingly strong sentiment all over Canada in favor of purity in foods. In all the large cities and towns campaigns are being waged by medical health officers against "food unfit for human consumption." Reports reach this paper every week of articles intended for food having been destroyed by order of the health authorities. In such centres as Montreal, Saskatoon, Winnipeg, Moose, Jaw, Edmonton, Toronto, etc., the arm of the law has reached out to gather in offenders and put a stop to trucking in impure foods.

None of us will dispute the consistency of these condemnations. People must eat to live, and because health is the great sustaining force of any individual or nation, the people must have foods that will not injure their physical natures.

It is because of this growing sentiment that grocers should look to the future. They should endeavor to meet it more than half way, because the tendency is more and more apparent that goods of the highest quality and stores run under the most sanitary conditions are going to be the chief attraction for new custom.

The Grocer would emphatically advise dealers to purchase goods of known purity and quality. If they have the knowledge they should have about them, they can in various ways easily sell them in competition with those merchants who handle inferior classes of goods. Instance after instance has been given in these columns to prove this assertion.

A dealer can usually, if he so desires, purchase cheaply inferior goods in almost all lines carried. But he is not looking into the future. He is not business building.

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## Importance of the Retail Dealer

WE publish on another page of this issue correspondence between the representative of a number of citizens, joining together in a country town to buy goods at wholesale prices, and a wholesale grocery house. The wholesale firm refuses to send a catalogue or sell to a combination of consumers associated together for the purpose of buying goods at wholesale prices, and takes the ground that the retail merchant is necessary under the conditions of modern commutual life, and that the consumer, ordering goods from a distance, impairs the standing and usefulness of the local trade.

The position take by the firm is, in the opinion of The Canadian Grocer, sound, and we would like to impress it forcibly on our readers. If the foundation of a community is really commutual or reciprocal, as the name implies, then the members should carry out the principles and conditions which bind them together as a community. The doctors, lawyers, dentists, clergymen and other professional men, as well as mechanics and officials and those who may have retired into private life, get their incomes, as a rule, entirely from the locality in which they live. Should they not reciprocate by spending that income among the people of the community from which they receive it?

Even the farmer, under advanced modern conditions, gets his revenue, if not all, certainly the most profitable part of it, from the community in or near to where he lives. These are the parties that send away from home for their most expensive things, and in this way so impoverish their local merchant that he cannot afford to keep the best class of goods, and consequently the character and usefulness of his business is greatly impaired, and he is forced to charge more for the goods his customers are obliged to buy from him.

There is certainly nothing commutual about this. When these same parties want a pound of nails or a spool of thread or a pound of sugar, or perhaps a rake or hoe, what a panic there would be if there were no retail stores to go to! The retail merchant is, unquestionably, a necessity, and it is equally true that when he is put out of business the place goes to ruin. The heaviest taxpayer ceases, and the municipal corporation will look in vain to the large stores where her wealthy citizens send their money for supplies. Every community should take a pride in itself, and the members should loyally support those institutions that give character and stability to the place.

The business activity of a town or village is the best evidence of its importance. Prosperous business means a prosperous place, surrounded by prosperous farmers, and establishes a standard of values that give a conscious feeling of importance and satisfaction to every surrounding. In such a place the retired farmer, or citizen of whatever class, would prefer "to husband out life's taper at the close, and keep the flame from wasting by repose," instead of leaving as they do, a wretched looking town or village for the turmoil of a large city.

The town or village where business is stagnant and where the citizens send away for the cream of their requirements, is dead. Dead socially, financially, intellectually. The citizens lack confidence and interest in each other. They do not co-operate. They do not reciprocate. They cease to be enterprising; overlook the rights of their neighbors, and neglect to look properly after their own; in short become slovenly and careless and degenerate into conditions in which no person of taste, refinement, culture, enterprise or ambition would

care to live. Who pays their taxes; keeps up their churches; manages their Sunday schools; arranges their social entertainments; visits the sick, helps the needy or looks after the poor? Certainly not the big concern at a distance, to whom they send their money.

No individual or institution can be healthy or prosper if starved. Starve the retail trade and you weaken and destroy the most vital essential in the life of a community. Starvation does not necessarily mean the absolute stoppage of all sustenance. The process can be carried out by degrees, and by sending away for their most profitable goods, the citizens of a town or village can gradually starve to death the retail business and destroy the life and prosperity of any community.



### THE CLERK AND THE TRADE PAPER.

One or two of our representatives have recently run across the unique experience of retail dealers not allowing their clerks to have a look at The Canadian Grocer.

During the past week clerks in a Western Ontario store stated that when The Grocer came in, there was a scramble for it. Everybody was anxious to see the contents, and they found many pointers of value in each issue.

Recently, however, the store proprietor has given instructions to the bookkeeper to hold the copy of The Grocer in the office, and he takes it home the first night of arrival. Now the clerks never see it.

It is natural to suppose that a grocer would encourage his staff to read the trade paper, and no doubt most dealers do. If clerks are anxious to see it for the benefit they derive, it is a big asset to the store. The Grocer does not believe there are many stores where the clerks do not read the paper, but nevertheless considered the matter of sufficient importance to call attention to it here.



### EDITORIAL NOTES.

One is equal to three, is the way the New Zealand dealer puts it, referring to automobile delivery and horses.

\* \* \*

You can't make things come your way by waiting for them. You get what you go after rather than what you wait for.

\* \* \*

When the woman who came to loaf remains to buy, the dealer has probably made the sale through some attractive interior display.

\* \* \*

Health authorities are helping Canadian dealers to sell pure foods. Take advantage of this "lift" by buying pure goods only. Then you cannot sell anything else.

\* \* \*

This is picnic week in Ontario. Hamilton, Brantford, Toronto, Paris, Dundas and Burlington grocers with their wives were out with their lunch baskets on Wednesday.

\* \* \*

Some women are real scientists, chemists and everything else simply by instinct. A Montreal woman says certain canned goods which made her ill had been carried too long. She knows in a minute what will take chemists probably several days to discover.

## Association Wants Help From all Members

Words of Advice to Those Who Did Not Join in Agitation to Prevent Pedlars Calling Their Wares—Wholesalers Selling to Consumers—Grocers Anxious to See By-law Governing Fruit Displays Outside Stores Enforced.

Toronto, July 19—(Special)—That the unanimous support and active interest of every member of the association is needed to secure desired legislation, was one of the points emphasized at the monthly meeting of the Toronto Retail Grocers' Association on Monday night.

The question was swung into prominence when Wm. Miller presented the report of the Legislation Committee regarding the amendment secured to the pedlars' by-law prohibiting them from calling their wares on the street. Although the amendment had been passed he regretted the small number of grocers on hand to press their claims at the third reading of the by-law. "It is in the interests of the trade as a whole and every grocer should take an active part," was his comment. Neil Carmichael also protested against so few of the members having to do what the whole association should assist in.

### The Wholesaler Selling Direct.

The association have not yet carried out last month's resolution as to writing wholesalers regarding the question of them selling goods direct to the consumer. The Legislation Committee is to give immediate attention to this matter.

"A man told me the other day," stated one member, "that he could buy from one to five pounds of tea from any wholesale grocer in the city. I don't think that is right."

Objection was taken to this statement by another who contended that such could not be true unless the man was a traveler or connected with a wholesale house. "I bet you \$100 to \$5," he declared, "that if that man can buy that quantity of tea he is connected with a wholesale house."

"I got some goods from a certain wholesale house the other day," broke in another, "and on looking over the driver's book I saw a bag of sugar, 10 lbs. of tea, and similar quantities of other goods for delivery to private houses."

### Thanks To The Mayor.

On motion of Wm. Miller it was decided to send a letter to the Mayor thanking the chairman of the Legislative Committee and members of the Council for their support of the recent amendment to the peddler's by-law.

On motion of D. Bell and W. S. Hall, it was decided to send a letter to chairman of Board of Health endorsing that

body's action in sustaining by-law re covering of fruits.

Jno. Craig of Vair Produce Co., Spadina ave., M. E. Bush, College St., T. Parke, College st., and J. B. Stephens, Dufferin st., were proposed for membership.

Medical Health Officer Hastings says that his policy in the future regarding the covering of fruits will be even more aggressive than in the past.

### RAISING PEDLARS' LICENSES.

#### London Grocers Make Move to This End —To Ask Co-operation of Other Associations.

London, Ont., July 18—(Special)—At the last regular meeting of the Retail Grocers' Association a committee was named to wait on the Hon. Adam Beck to lay before him the facts in regard to pedlars, and if possible to get him to bring in a bill to raise the pedlar's license to one hundred dollars, which is considered by the trade little enough when the taxes merchants pay into the coffers of this country are considered. The association will also ask the co-operation of Toronto, Hamilton and Brantford associations to take the matter up with their respective members.

E. J. Ryan who has retired from the grocery business, and was at the last meeting made a life member of the Retail Grocers' Association, was presented with a handsome scarf pin, set with pearls. Thos. Shaw in a few well chosen words made the presentation. President John Diprose also eulogised Mr. Ryan for the good work he had done ever since the organization of the society.

Mr. Ryan was taken completely by surprise. He thanked the members for their expression of good will, and for the handsome present.

### TRADE NOTES.

The 26th annual excursion of the Winnipeg Caterers' Association will be held on Wednesday, July 24, at Winnipeg Beach. This is one of the big events of the year for Winnipeg grocers, confectioners, travelers, etc.

Vancouver, B. C., will receive a sample shipment of six cases of apples from

New Zealand. Last season the latter country received apples from British Columbia and a reciprocal trade during their respective apple seasons may be worked up to the advantage of both.

## A Worker on the Executive

It is now evident that the Ontario Retail Grocers' Association, when it organized in Hamilton on Good Friday last, made no error in selecting J. D. Wisdom of Allandale, Ont., as one of its executive members.

Almost any Barrie grocer will tell you to go over to Allandale (just a mile dis-



J. D. WISDOM, Allandale, Ont.,  
Member of Executive of the Ontario Retail  
Grocers' Association.

tant), and talk to Jack Wisdom if you want news about association work. But now the Ontario R. G. A. has reason to refer one to Mr. Wisdom for association news of the North. Wm. C. Miller, secretary of that body recently received from the Allandale executive member one of the first accounts of his stewardship. The Barrie grocers are going to join the Ontario Retail Grocers' Association. "A meeting was called last week at which nine were present, all becoming members," reports Mr. Wisdom. Geo. C. Brown was selected as secretary treasurer. "He will send you the dues at an early date," adds Mr. Wisdom; "we are trying to get all the grocers to join before remitting."

At the same time the northern executive member is interesting the Collingwood grocers in the new organization and he hopes to report favorably in this connection in the near future.

Jos. Landbrooke, Que.,

A. G. Snow, Montreal,

S. J. Math, Montreal, has

A. C. Savard, general Co., died recently.

Wm. R. Adams, in Montreal has passed away

Arthur Desroches, wholesaler, now living at

Page & Shinton, manufactory, have opened a

Hudon Ormiston, Montreal, are which are situated

L. Brouille, Maple Tree, Montreal, will leave

W. R. Spence, Halifax, has left from business in Newfoundland.

E. Littler, general manager of the Wholesale Grocers' Association, returned from a tour he spent some

The Health Department is carrying on a campaign against dealers who handle dust and flies. A large number of dealers have been seen in front of

Geo. V. Kneass, Montreal, has established a weekly market in July and August is at the busy end of St. Catherine street being followed by

Hudon Hebert, as L. Chaput, Montreal, are interested in their position to their p



# Current News of the Week

## Quebec.

Jos. Landry & Co., grocers, Sherbrooke, Que., have registered.

A. G. Snowden, of Snowden & Elliott, Montreal, was in Ottawa this week.

S. J. Mathewson, Mathewson & Sons, Montreal, has returned from holidays.

A. C. Savage of A. C. Savage, Son & Co., general merchants, Granby, Que., died recently.

Wm. R. Adams, for forty years a grocer in Montreal at 275 St. Lawrence St., has passed away.

Arthur Desroches of Lalonde & Desroches, wholesale grocers, Montreal, is now living at Belle Plage, Vaudreuil.

Page & Shaw, chocolate and confectionery manufacturers of Boston, Mass., have opened a retail store in Montreal.

Hudon Orsali, wholesale grocers, Montreal, are adding to their premises which are situated on St. Paul street.

L. Brouillette, secretary-treasurer of Maple Tree Producers Association, Montreal, will leave soon for a short holiday.

W. R. Spooner, Montreal manager Halifax Cold Storage Co., has returned from business trip to Halifax and Newfoundland.

E. Littler, general manager for Canada of the Walter M. Lowney Co., has returned from Western Canada where he spent some time on business.

The Health Department of Montreal is carrying on a strong campaign against dealers who have fruits, etc., exposed to dust and flies in front of stores. A number have been fined and there are a large number of showcases now to be seen in front of stores.

Geo. V. Kneen, grocer, Maisonneuve, Montreal, has established for himself and clerks a weekly half holiday during June, July and August. His place of business is at the busy corner of Letourneux and St. Catherine streets. His example is being followed by others in that district.

Hudon Hebert & Co., Limited, as well as L. Chaput Fils et Cie, Limitee, of Montreal, are making extensive additions to their properties on Desbroses

street. It looks as if the whole block, which has a frontage of 225 feet approximately, will be occupied entirely by these two firms in a short time.

## Ontario.

In June 2,093 quarts of milk were destroyed in Toronto as being unfit for consumption.

R. J. Woods, grocer, of London, Ont., is seriously ill in Victoria Hospital with hemorrhage of the stomach. His many friends hope for his speedy recovery.

The Drummers' Snack outing is billed for Georgetown, Ont., this, (Friday) evening, and all day to-morrow. The usual concert will be held to-night and the ball and other games and races to-morrow.

The Quaker Oats Co., Peterborough, Ont., have a unique moving advertisement for their puffed rice and puffed wheat. A motor car runs about, in the box of which a gun pointing upwards shoots out the puffed goods. A glass dome covers the gun.

H. Pfaff, a shoe dealer of Paisley, Ont., has moved to a new store in the Oddfellows' Building, and will add a line of groceries soon. There is a new plate glass front with boxed spaces for window display of goods and prism glass sections have been installed.

The Hamilton and Brantford Retail Grocers' Associations picknicked on Wednesday at Grimsby Beach. They were joined by Burlington, Dundas and Paris grocers. The Toronto R.G.A. were at Victoria Park, Niagara Falls, the same day. Reports of these excursions will appear in next week's issue.

W. H. Millman of W. H. Millman & Sons, Grocery Brokers, Toronto street, Toronto, leaves on Saturday for a trip to the Pacific Coast, calling on the wholesale and jobbing trade throughout the West.

Glasseo Limited has been incorporated with a capital stock of \$100,000 to can fruits and vegetables and manufacture jams, jellies, and catsup. The head office is in Hamilton, Ont., and the directors are Malcolm Glasseo and Reginald Glasseo of Hamilton; Geo. Jacobs,

Oakville, E. Glasseo, Toronto, and W. J. Morrison of Atlanta, Georgia.

## Western Canada.

A. Bridgeman, general merchant, Sandy Lake, Man., has sold to A. W. Gilbert.

V. E. Ross has opened a general store at Doreenlee, Alta.

Sestrap Bros. have opened a general store at Gilby, Alta.

A. T. Flynn, Hamilton Lake, Alta., has opened a general store.

W. Watts, grocer, Brandon, Man., is succeeded by David Wilson.

E. H. Winfield, grocer, Winnipeg, has sold to Livingstone & McMillan.

V. R. German, grocer, Red Deer, Alta., has been succeeded by A. Excell.

Parr Bros., general merchants, Tes-sier, Sask., are succeeded by Thos. Hamilton.

Brogan Bros., general merchants, Pit-cox, Alta., have been succeeded by Donnell Bros.

Claxton Bros., general merchants, Grenfell, Sask., have sold their Windthorst branch to Clark & Co.

Mark & Johnston, Westminster Grocery, Westminster and Evanson streets, Winnipeg, Man., have sold to J. H. Grainger.

James Parnell, St. Catharines, Ont., farmer, has been appointed by the Ontario Government Western Market Commissioner, with headquarters at Winnipeg.

## CATALOGUES AND BOOKLETS.

The Canada Sugar Refining Co., have issued a booklet of jam, jelly and preserve recipes. The foreword is a conversation with the housewife on the value of fresh fruit and the necessity of the art of preserving. This is followed by a number of recipes.

Don't sell goods on credit to everybody who looks prosperous and talks plausibly. These are signs that often fail. Get their references and find out all about their ability and resources. Better to be sure than sorry.

# Opening Prices on Strawberries Out

Higher Than Last Year—Prices on Other Early Berries Should Soon be Issued—Salmon Has Taken on Firmer Tone at Some Centres—Sugar is Firmer But Rather Uncertain.

## QUEBEC MARKETS.

### POINTERS:—

Strawberries—New prices out.  
Sugar—Firm.  
Rice—Going up.

Montreal, July 19. — Wholesalers are finding trade in all parts in highly satisfactory condition, collections being better, while there is a general disposition to place good substantial orders.

The opening price for strawberries, group one, is fixed at \$2.15, which is much in excess of prices asked last year. The increase may be explained best by the fact that farmers have been asking about 50 per cent. more for fruit this year, owing to short crops.

Rice is still on the upward move, but from all reports it seems that the corner in the Far East has been practically broken.

SUGAR.—An unexpected advance in raw beets in Europe took place last week and New York changed quickly in sympathy. The advance is hard to explain away until we have definite news from Europe, nevertheless it certainly cannot be put down to any likely shortage in sugar, as Cuba's crop will be phenomenal, while conditions are also favorable for a splendid yield on Continent, while the same may be said of beets on this side also.

Prices may be firm for some little time now. Preserving is now going on, perhaps more so than last year. Refiners are busy and are having bother filling orders promptly. They realize that they will have big business if they increase the price, and big also if they lower it, and from various news expressed, it seems that they will follow a laissez faire policy, and leave things as they are.

Granulated, bags	5 65
Granulated, 25-lb. bags	5 15
Granulated, 5-lb. cartons	5 35
Granulated, Imperial	4 90
Granulated, Beaver	4 90
Paris lump, boxes 100 lbs.	5 80
Paris lump, boxes 50 lbs.	5 90
Paris lump, boxes 25 lbs.	6 10
Red Seal, in cartons, each	0 35
Crystal diamonds, bbls.	5 70
Crystal diamonds, 100-lb. boxes	5 80
Crystal diamonds, 50-lb. boxes	5 90
Crystal diamonds, 25-lb. boxes	6 10
Crystal diamonds, 5-lb. cartons	6 60
Crystal Diamonds, Dominos, cartons	7 10
Extra ground, bbls.	5 45
Extra ground, 50-lb. boxes	5 65
Extra ground, 25-lb. boxes	5 85
Powdered, bbls.	5 25
Powdered, 50-lb. boxes	5 45
Powdered, 25-lb. boxes	5 65
Phoenix	5 65
Bright coffee	5 00
No. 3 yellow	4 90
No. 2 yellow	4 80
No. 1 yellow	4 65
Bbls. granulated and yellow may be had at 5c above bag prices.	

SYRUPS AND MOLASSES.—Syrup trade continues fair, there being no particular feature in market to note.

The demand for molasses continues good, and prices remain at former level.

Fancy Barbados molasses, puncheons	0 38	0 40
Fancy Barbados molasses, barrels	0 41	0 43
Fancy Barbados molasses, half-barrels	0 43	0 45
Choice Barbados molasses, puncheons	0 33	0 35
Choice Barbados molasses, barrels	0 36	0 38
Choice Barbados molasses, half-barrels	0 38	0 40
New Orleans	0 25	0 28
Antigua	0 30	0 30
Porto Rico	0 40	0 40
Corn syrups, bbls.	0 03 1/2	
Corn syrups, half-barrels	0 03 1/4	
Corn syrups, quarter-barrels	0 04	
Corn syrups, 38 1/2-lb. pails	1 90	
Corn syrups, 25-lb. pails	1 35	
Cases, 2-lb. tins, 2 doz. per case	2 90	
Cases, 5-lb. tins, 1 doz. per case	3 25	
Cases, 10-lb. tins, 1/2 doz. per case	3 15	
Cases, 20-lb. tins, 1/4 doz. per case	3 10	

TEAS.—Situation continues steady, there being good demand from the country. Formosas have been firm and active for some time past, and considerable interest is being focussed around this particular market. Low grade Japans are moving a little more freely, and it is expected that the second crop will be about 20 per cent. short.

The total Ceylon crop so far is about equal to last year's but quality is by no means as good, and little fine tea has been offered.

Japans—		
Choiceat	0 40	0 50
Choice	0 35	0 37
Fine	0 30	0 35
Medium	0 26	0 30
Good common	0 21	0 24
Common	0 19	0 21
Yamashino	0 75	1 00
Ceylon—		
Broken Orange Pekoe	0 21	0 40
Pekoes	0 20	0 22
Pekoe Souchongs	0 20	0 22
India—		
Pekoe Souchongs	0 19	0 30
Ceylon Greens—		
Young Hysons	0 24	0 27
Hyson	0 22	0 22
Gunpowders	0 19	0 35
China Greens—		
Pingsuey gunpowder, low grade	0 14	0 18
Pingsuey gunpowder, pea leaf	0 20	0 30
Pingsuey gunpowder, pinhead	0 30	0 50

COFFEE.—A good volume of business is passing at prices mentioned, there being no sign of any decrease in price so far. A local wholesale house has a supply of extra choice coffee, price being 55 cents lb. wholesale, and it is moving out even at this price.

Mocha	0 25	0 28
Rio	0 21 1/2	0 23 1/2
Mexican	0 25	0 28
Santos	0 22	0 24
Maracaibo	0 23	0 26 1/2

SPICES.—Market on whole is active, chief business being done in black and white peppers, cloves and nutmegs being also well looked after. We may say that prices show an upward tendency, as there is a marked scarcity of all lines of general demand. Gingers are a little easier, but will firm up again shortly. Considerable speculation is going on in nutmegs.

Allspice	0 13	0 18
Cinnamon, whole	0 16	0 18

Cinnamon, ground	0 15	0 19
Batavia cinnamon	0 25	0 30
Cloves, whole	0 25	0 35
Cloves, ground	0 23	0 35
Cream of tartar	0 25	0 32
Ginger, whole	0 17	0 30
Ginger, Cochin	0 17	0 20
Mace	0 25	0 35
Nutmegs	0 16	0 18
Peppers, black	0 22	0 27
Peppers, white	0 22	0 27

DRIED FRUITS.—Continual dullness in Californian fruits is the order of things just now, but in future raisins there is some unsettlement amongst buyers, as there are reports extant that offerings from all quarters will not be as large as anticipated. Apricots are firmer than they were last week. New crop peaches are said to be offered pretty reasonably for shipment from the coast, but there is little activity showing. Prunes are slow to move as usual, but firmness in the market is looked for shortly.

Evaporated apricots	\$0 22	\$0 24
Evaporated apples	0 11	0 11
Evaporated peaches	0 18	0 19
Evaporated pears	0 18	0 19
Currants, fine filiatras, per lb., not cleaned	0 08 1/2	0 09 1/2
Currants, fine filiatras, per lb., cleaned	0 07	0 07 1/2
Currants, 1-lb. pkgs., fine filiatras, cleaned	0 08	0 08 1/2
Currants, Patras, per lb.	0 09	0 09 1/2
Currants, Vostizas, per lb.	0 09 1/2	0 10
Dates, 1-lb. packages	0 06 1/2	0 06 1/2
Dates, Hallowee, loose	0 06	0 06
Figs, 3 crown	0 07 1/2	0 09 1/2
Figs, 4 crown	0 08	0 10 1/2
Figs, 5 crown	0 08 1/2	0 13
Figs, 6 crown	0 09	0 14
Figs, 7 crown	0 10	0 15
Figs, 9 crown	0 14	0 17
Comadre figs, about 33-lb. mats	1 30	1 40
Glove boxes, 16-oz. per box	0 10 1/2	0 11 1/2
Glove boxes, 10-oz., per box	0 07	0 07 1/2
Prunes—		
20-30	0 13	0 13
30-40	0 12	0 12
40-50	0 11	0 11
50-60	0 10	0 10
60-70	0 09 1/2	0 09 1/2
70-80	0 09	0 09
80-90	0 08 1/2	0 08 1/2
90-100	0 08	0 08
Bosnia prunes	0 08	0 08
Raisins—		
Choice seeded raisins	0 08	0 08
Choice fancy seeded, 1-lb. pkgs.	0 08 1/2	0 08 1/2
Choice loose muscatels, 3-crown, per lb.	0 08	0 08
Choice loose muscatels, 4-crown, per lb.	0 08 1/2	0 08 1/2
Seedless, new, in packages	0 07 1/2	0 07 1/2
Select raisins, 7-lb. box, per box	0 07 1/2	0 08
Sultana raisins, loose, per lb.	0 11	0 13
Sultana raisins, 1-lb. cartons	0 16	0 19
Malaga table raisins, clusters, per box	2 50	5 25 1/2
Malaga table raisins, clusters, per 1/4 box	0 80	1 90
Valencia, fine, off stalk, per lb.	0 06	0 07 1/2
Valencia, select, per lb.	0 06 1/2	0 07 1/2
Valencia, 4-crown layers, per lb.	0 07 1/2	0 08

NUTS.—There is a routine demand from manufacturers for various lines, but on whole market is dull, there being little business passing between grocers for any line.

In shell—		
Brazils	0 14	0 15
Filberts, Sicily, per lb.	0 10 1/2	0 12
Filberts, Barcelona, per lb.	0 11	0 12
Tarragona Almonds, per lb.	0 16	0 17
Walnuts, Myette Grenobles, per lb.	0 14	0 15
Walnuts, Marbots, per lb.	0 14 1/2	0 15 1/2
Walnuts, Cornes, per lb.	0 11	0 12
Hungarian	0 13 1/2	0 15
Shelled—		
Almonds, 4 crown selected, per lb.	0 35	0 37
Almonds, 3 crown selected, per lb.	0 32	0 34
Almonds, 2 crown selected, per lb.	0 31	0 32
Almonds (in bags), standlards, per lb.	0 27	0 28
Valencia shelled almonds, new crop	0 35	0 37
Cashews	0 15	0 17
Peanuts—		
American—		
Japanese roasted	0 08 1/2	0 09
Con. roasted	0 08 1/2	0 09
Diamond G. roasted	0 09	0 10
Ron Ton, roasted	0 11	0 12
Sun, roasted	0 10	0 11

Spanish Virginia  
Pecans, Jun  
Pistachios,  
Walnuts—  
Bordeaux  
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Pearl  
Imperial  
Sparkle  
Crystal  
Snow  
Ice Dips  
Carolina Rice  
Brown Sa  
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Spanish No. 1	0 12	0 12
Virginia No. 1	0 13	0 15
Pecans, Jumbo	0 18	0 19
Pistachios, per lb.	0 25	0 25
Walnuts—		
Bordeaux halves, bright	0 26	0 28
Broken	0 27	0 29

**RICE AND TAPIOCA.**—Further interesting reports are to hand from the East. Japan advices say that Government actions have been complete failure, and severest distress prevails amongst the poor. The Cabinet there is now considering the abolition of duty on foreign rice, and a departmental report has been ordered on the matter. But a further advice states that sales have had a further downward tendency as a result of heavy imports from Rangoon and good crop prospects. Farmers are said to be unloading freely, and it is believed that the corner is ended. Next week's news will, however, decide the veracity of one or other of these reports.

Market in Burma has presented considerable activity of late, and prices have advanced. A large business has been done for Japan buyers in latter country, paying higher prices for each successive shipment.

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

**ONTARIO MARKETS.**

**POINTERS—**

Strawberries.—Prices on new pack out.  
Salmon.—Advanced.  
Sugar.—Rather uncertain.

Toronto, July 18.—Prices on new pack strawberries are out, being \$2.15 for group A and 2.12½ for group B as against \$1.77½ and \$1.80 last year. Prices on other lines are anxiously awaited. Those on early fruits and vegetables should soon be out.

Salmon is one of the lines to show advancing tendency, especially in the better grades due to small stocks held. Little is heard regarding new pack but prices are expected by end of month.

Sugar is showing a brisk movement now. Most dealers have been pursuing hand to mouth policy. Market is difficult one to size up at present.

There is said to be some talk of an advance in matches but there is nothing definite as yet.

**SUGAR.**—There are times when the sugar market is a difficult one to size up. We have one of those situations at the present time. Middle of last week

market had quite a weak feeling but raws have since stiffened up considerably to such an extent that New York refiners advanced prices 10 cents per cwt. on Monday. On June 27 beet sugar was quoted at \$4.25 New York. To-day it is \$4.79, an advance of 54 cents per cwt. In face of these facts there are those dealers who believe possibility of a further decline has been removed and if speculation keeps on, it may result in an advance.

Bullish opinions are not expressed by all sugar men. It was pointed out by one man that conditions in regard to beet crop still continue favorable and that strength has been brought about by desire on part of short sellers to cover their contracts. "I admit," he stated "that if speculation keeps up, there is a possibility of an advance, but I am inclined to believe that things are being overdone unless there comes bad weather in Europe to support it."

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

**SYRUPS AND MOLASSES.**—There are no price changes in either syrups or molasses. Wholesalers report trade as fair for season.

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

**DRIED FRUITS.**—There are few new features to spot dried fruits. Trade is inclined to quietness and stocks quite liberal enough to meet demand. Prunes are in sufficient supply.

There has been some buying in California futures but business has rather experienced a lull of late. Some brokers report considerable doing in seeded and seedless raisins. "Both these lines," said one local jobber this week, "are at a reasonably low price and a lower figure can hardly be expected."

Currants have shown some signs of strength in primary recently due to continuous drought in Greece. Another

firming factor is higher ocean freight rate now being asked. Reports regarding raisins in Spain are not rosy by any means but Sultanias are reported a good crop in Symrna. A yield of 50,000 tons is predicted, which is double that of last year. However last year was an exceedingly poor year.

<b>Prunes—</b>		
30 to 40, in 25-lb. boxes	0 12½	0 13½
40 to 50, in 25-lb. boxes	0 11½	0 12½
50 to 60, in 25-lb. boxes	0 11	0 11½
60 to 70, in 25-lb. boxes	0 10½	0 11
70 to 80, in 25-lb. boxes	0 10	0 10½
80 to 90, in 25-lb. boxes	0 09	0 09½
90 to 100, in 25-lb. boxes		0 09
Same fruit in 50-lb. boxes, ¼ cent less.		
Bosnia prunes	0 07½	0 09
<b>Apricots—</b>		
Choice, 25-lb. boxes		0 20
Slabs		0 18
<b>Candied Peels—</b>		
Lemon	0 10	0 11
Orange	0 10	0 12½
Citron	0 15	0 17
Tapnets	0 04½	0 04½
Figs, 2 to 2½ inches, per lb.	0 09	0 13
Bag figs	0 05	0 07
Evaporated peaches	0 15	0 17
Dried apples	0 09½	0 10
Evaporated apples	0 10½	0 11½
<b>Currants—</b>		
Patras	0 08	0 08½
Fine Filiatras	0 07½	0 08
Vostizzas	0 10	0 12
Uncleaned, ¼c less.		
<b>Raisins—</b>		
Sultana, choice	0 12	0 14
Sultana, fancy	0 14½	0 15½
Valencias, selected	0 08	0 08½
Seeded, 1 lb. packets, fancy		0 08½
Seeded, 13-oz. packets, choice		0 08½
<b>Dates—</b>		
Hallowes full boxes		0 06½
Package dates, per 1 lb.		0 07
Paris, choicest, 12-lb. boxes	0 09½	0 10½
Paris, choicest, 50-lb. boxes	0 06½	0 07

**TEA.**—Local tea situation continues steady with fair amount of business reported. An English tea house in their monthly circular say:—

"The restricted offerings and the large supplies within the Port of London that are ready to be put upon the market whenever the labor questions are settled present a position of difficulty. Buyers have latterly been carrying fairly liberal stocks for fear of strikes and have therefore shown few signs of being inconvenienced by the short supplies. There is some danger of prices being forced down should holders attempt to realize the accumulations too rapidly. It is to be feared that from both Ceylon and India there are large quantities of very inferior quality tea to come on sale and that there may be, in consequence, some quotations of price made distinctly lower than any recently current. It is a satisfactory feature that in all markets here and abroad, although there is a demand for cheapness, there is a limit of quality below which buyers seem disinclined to go and the producers of "undesirables" in either leaf or liquor may find it difficult at times to obtain buyers."

**COFFEE.**—The New York coffee market is easier both in spots and options, although local situation rules unchanged. Brazil is somewhat easier which seems strange when, after maintaining a strong front in face of big receipts from plantations, it should now suddenly wheel around the other way when according to all reports the Santos crop now coming to market is both late and small. Brazil apparently holds the key to the whole

coffee situation and must be watched for market tendencies.

Rio, roasted	0 23	0 24
Green, Rio	0 20	0 20
Santos, roasted	0 24	0 25
Maricao, roasted	0 25	0 26
Bagotas	0 27	0 28
Mocha, roasted	0 30	0 32
Java, roasted	0 32	0 35
Mexican	0 27	0 28
Guatemala	0 25	0 26
Jamaica	0 24	0 25
Chicory	0 12	0 13

SPICES. — There is an appreciable trade in general lines of spices, not only for immediate wants but in anticipation of the pickling trade which is gradually approaching. Lines showing firmness include black and white pepper, particularly the latter. Cassia and cloves just at moment are fractionally easier on New York market. Cables from Jamaica state that pimento crop has been damaged somewhat by drought and prices for early shipment have been marked up. Nutmegs maintain a steady to firm tone.

	5 and 10 lb. Tins.	¼ lb. pkgs.	¼ lb. tins doz.
Allspice	15-19	65-70	70-80
Cassia	20-32	85-115	95-125
Cayenne pepper	23-33	80-105	90-115
Cloves	25-29	90-95	85-110
Cream tartar	25-25	90-00	.....
Curry powder	25-00	.....	.....
Ginger	22-27	65-85	75-95
Mace	65-80	.....	0-2 75
Nutmegs	30-40	90-00	1 60-2 50
Peppers, black	19-22	67-75	80-90
Peppers, white	28-30	90-105	1 05-1 15
Pastry spice	20-27	65-95	75-110
Pickling spice	14-18	75-00	75-00
Turmeric	16-18	.....	.....

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

RICE AND TAPIOCA. — Rice is steady at last week's advance of 15 cents per cwt. Trade is fair as rice is an excellent summer food but it is feared that high prices will check business.

The Burma market has been excited and prices have been moving upward but an improvement is shown in the acute situation in some sections of the far east. For instance, prospects in India are reported good for extra spring and autumn crop but prices are generally high and stationary. Shanghai also reports China a little easier though scarcity is still considerable.

A cable from Japan says:—"Provincial sales have had a further downward tendency as result of heavy imports from Rangoon and good crop prospects. Farmers are unloading freely and it is believed that corner in rice is broken."

Standard B., from mills, 500 lbs. or-over, f.o.b. Montreal	3 90
Rice, standard B., f.o.b., Toronto	3 98
Per lb.	
Rangoon	0 04
Fancy Rangoon	0 05-1/2
Patna	0 06
Java	0 06-1/2
Carolina	0 08
Sago, medium brown	0 06-1/2
Tapioca—	
Bullet, double goat	0 08
Medium pearl	0 06-1/2
Flake	0 08
Seed	0 06-1/2

NUTS.—Peanuts are hardly so brisk as earlier in season but they are still by far the most prominent of the nuts in shell. There is a normal trade in shelled varieties. There are no features as far as prices are concerned.

Almonds, Formigetta	0 15	0 15-1/2
Almonds, Tarragona	0 16-1/2	0 17
Almonds, shelled	0 35	0 36
Walnuts, Grenoble	0 15	0 16
Walnuts, Bordeaux	0 12	0 13
Walnuts, Marbots	0 13	0 14
Walnuts, shelled	0 28	0 30
Filberts	0 11	0 12
Pecans	0 17	0 18
Brazils	0 13	0 15
Peanuts, roasted	0 10	0 13
Peanuts, green, extras	0 08-1/2	0 10
Peanuts, green, jumbo	0 10	0 10

BEANS.—There are no predictions being made as yet as to prospects of this year's crop of beans but it is agreed that it needs to be a good one to bring prices back to normal as consumption is yearly on increase. Canadian beans continue scarce and high with foreign stock quoted at 25 to 50 cents per bushel lower according to quality.

Prime beans, per bush.	3 10
Hand picked, per bush.	3 25
California Lima, lb.	0 68
Hungarian, per bush.	2 65

CANNED GOODS.

TORONTO.—The first opening prices on this year's pack of canned goods have been issued, but they only include one line, namely strawberries. From reports as to this year's crop of strawberries, prices were naturally expected to be higher than last year. In Ontario f.o.b. prices are \$2.15 per dozen for Group A and \$2.12-1/2 for Group B, which is virtually \$2.10, as most retailers booked early enough to get a 2-1/2 per cent. discount. The percentage delivery will be about 60 per cent. A shortage this season was anticipated, as drought last season shortened the acreage considerably. Some berries were even brought in from across the line for canning purposes, but quantity was not large.

Last year a considerable quantity of U. S. fruit was used by some canners and the same thing will be done this year including raspberries, plums and pears, some of which have already been contracted for.

Different reports are received from different canning centres and different canners regarding prospects. However, it cannot be denied that growth was late in getting under way this year, and the sudden warm weather that came on top of it, was not altogether beneficial.

One canning concern state that they do not think that tomatoes and corn have suffered at all from the dry weather, but are getting pretty much what they require. Peas, however, were beginning to suffer, and it may have some effect in shortening crop.

This week there appears to be a considerable difference in ideas of values on salmon. Quotations on sockeyes rule all the way from \$2.55 to \$2.80 on 1/2's from \$1.55 to \$1.75, on Humpbacks from \$1.25 to \$1.40, and on cohoes from \$1.85 to \$2.10. The truth of the matter appears to be that salmon is getting pretty well cleaned up, especially on better grades, and with general small stocks quotations vary considerably. However, situation is generally firmer and higher

with a good demand being experienced. "It is coming to the point," said one dealer, "where people will have to buy the salmon, which, while it may be a little off in color, is of good quality, but cheaper." There is an increasing demand for 1/2 lb. tins.

New pack lobsters are quoted at \$1.75 for 1/4's, \$2.90 for 1/2's, and \$5.75 for 1's.

NEW BRUNSWICK MARKETS.

St. John, July 18.—Market locally remains quiet in almost all lines, and there has been little activity of especial interest. There are practically no changes in quotations except in canned salmon which is slightly higher owing to advices sent out by packers that the catches have been small and there is little prospect for drop in price. Stocks with local dealers are fairly good, but demand has been lowered owing to supply of fresh salmon being on for past several weeks.

Business with local dealers is reported encouraging, and a brisk demand for picnic supplies is spoken of, there being a ready sale for articles in these lines.

Owing to the recent advances in many lines of raw materials, some local manufacturers have advanced their prices on biscuits, and consequently retailers will have to ask more for their goods in order to retain their profit. The manufacturers say that within past few months there has been a sharp advance in lard, fruit, cocoa, etc., as well as an increase in wages of laborers, and in order to make biscuits at a fair profit it has been found necessary to advance price.

Bacon	\$ 15	\$ 15
Beans, hand picked, bushel	3 00	3 10
Beans, yellow eye, bushel	2 90	3 00
Butter, dairy, per lb.	0 23	0 25
Butter, creamery, per lb.	0 21	0 23
Buckwheat, W. grey, bag	.....	.....
Cheese, new, lb.	0 14-1/2	0 14-1/2
Currants, 1's, lb.	0 08	0 08-1/2

Canned Goods—	
Beans, baked	\$ 1 15
Beans, string	1 20
Corn, doz.	1 00
Peas, No. 4	1 20
Peas, No. 3	1 25
Peas, No. 2	1 30
Peas, No. 1	1 80
Peaches, 2's, doz.	1 95
Peaches, 3's, doz.	3 00
Raspberries, doz.	2 05
Strawberries	1 85
Tomatoes	1 75

Clams	4 00	4 25
Cornmeal, gran.	.....	5 25
Cornmeal, bags	.....	1 90
Cornmeal, bbls.	.....	3 95
Eggs, hennery	0 22	0 23
Eggs, case	0 19	0 21
Finnan Haddies	4 40	4 50
Fish, cod, dry	4 60	4 75
Flour, Manitoba	6 65	6 75
Flour, Ontario	6 10	6 20
Lard, compound, lb.	0 12-1/2	0 12-1/2
Lard, pure, lb.	0 14-1/2	0 15
Lemons, Messina, per box	3 80	4 00
Molasses, Barbados, fancy	0 35	0 36
Oatmeal, rolled	.....	5 75
Oatmeal, std.	.....	6 35
Pork, domestic mess	24 50	24 75
Pork, American clear	23 50	25 50
Potatoes, barrel	2 25	2 50
Raisins, California, seeded	0 09	0 09-1/2
Rice, per lb.	0 04	0 04-1/2
Salmon, Case—		
Red Spring	8 50	8 75
Cohoos	7 50	7 75

Sugar—		
Standard granulated	5 20	5 30
Austrian granulated	5 00	5 10
Bright yellow	5 00	5 10
No. 1 yellow	4 70	4 80
Paris lumps	6 15	6 40

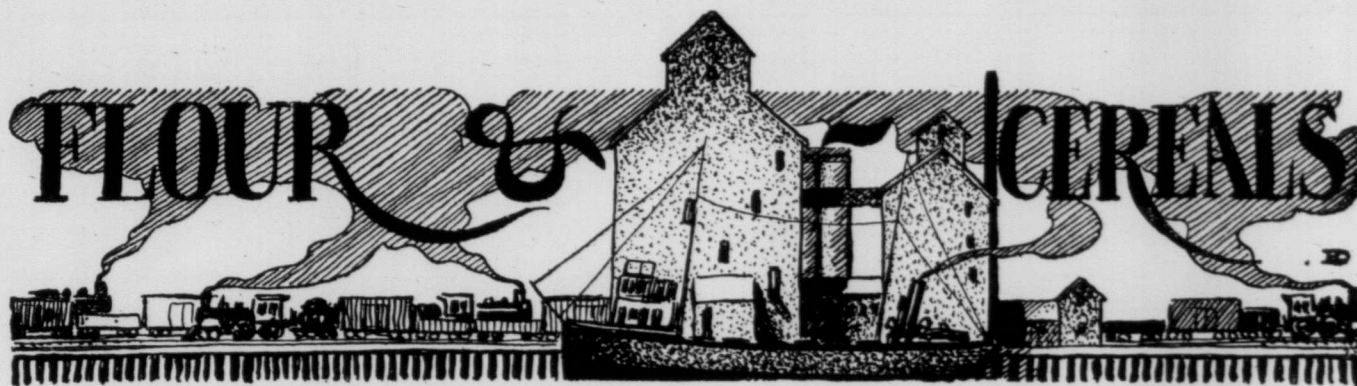


Weat

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FLOUR.— points must as orders r prompt ship the fact tha expected an to mouth o not been ar



## Weather an Important Flour Market Factor

For Next Couple of Months Weather Reports Will Sway Markets—Sentiments Rather Bearish at Present—Big Yield Being Predicted in Canadian West—Flour and Cereals Unchanged.

For next couple of months weather and weather reports will form an important factor in swaying grain markets and exerting an influence on trend of finished products. Of late there has been little in the news to stimulate buying. Sentiment continues of quite a decided bearish character based principally on the crop and weather reports from the spring wheat sections.

Just this week we have an example of the effects of optimistic crop and weather reports, which have resulted in a break in prices at most Canadian centres as well as at Chicago. Markets have eased under pressure of splendid weather conditions. Excellent weather for crops prevails throughout the Western States and Canada and has prevailed for some time. From farmers, dealers and experts come generally the same optimistic outlook for a bumper crop under average conditions for rest of growing season. Winnipeg market on Monday sent word that the three northwest provinces could be counted upon for a yield of 250,000,000 bushels of wheat and showed faith in the report by lowering quotations. However, it is yet rather too early to predict with any degree of certainty what the Canadian yield may be.

Trade in flour is normal for season according to reports from different centres but naturally so close to a new crop dealers are not inclined to load up. Cereals are running along in even lines with business inclined to quietude.

### MONTREAL.

FLOUR.—Stocks of flour at outside points must have dwindled considerably as orders reaching millers call for prompt shipment. This may be due to the fact that certain developments were expected and so buying was of a hand to mouth order but lower prices have not been announced so that there is

quite an improvement in the demand. Millers, far from giving any encouragement to those hanging back, have no hesitation in stating that prices should go the other way as present values for raw material are pretty stiff.

A fair volume of business is being transacted.

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

CEREALS.—The strong feeling which was noticeable in this market last week continues and prices are steady at the readjustment. The demand is good considering that new oats will soon be offered and full prices are being had.

Fine oatmeal, single bag lots	2 56
Standard oatmeal, single bag lots	2 56
Granulated oatmeal, single bag lots	2 56
Roll'd Cornmeal, 100 bags	2 55
Roll'd oats, jute bags, 90-lb. single bag lots	2 50
Roll'd oats, cotton bags, 90-lb., single bag lots	2 55
Roll'd oats, barrels	5 25
Roll'd wheat, bbl.	2 80

### TORONTO.

FLOUR.—There has been no change in flour prices, same level being maintained as has ruled since April, namely \$5.70 per barrel for 1st patents. Although wheat locally has eased off somewhat, flour is regarded as holding a fairly steady position as there is no overplus of good milling wheat and as has been pointed out before lower prices reached by mill feeds during June has had a tendency to steady market.

There is a normal trade passing for season but naturally at this time of year retailers do not load up.

#### Manitoba Wheat.

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

#### Winter Wheat.

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

CEREALS.—It will be remembered that rolled oats last week recovered the decline of 15 cents per barrel which

took place the previous week. There has been no change since and market is not regarded as holding any particular firm features. Trade is inclined to quietness while oats have an easy tendency although spot hold up better than futures.

Just at this moment there is something bordering on a famine of cornmeal in the city. As usual in hot weather none of the firms carry large supplies and all have apparently run low at the same time. One Toronto firm had to bring a rush shipment in from Hamilton at first of week.

Roll'd oats, small lots, 90 lb. sacks	2 50
Roll'd oats, 25 bags to car lots	2 40
Standard and granulated oatmeal, 98 lb. sk.	2 64
Roll'd wheat, small lots, 100-lb. bbls.	2 90
Roll'd wheat, 5 barrel to car lots	2 80
Cornmeal, 98 lb. bags, 25 bag lots	2 30
Roll'd oats in cotton sacks, 5 cents more.	

MILL FEED.—Bran is quoted at \$21, and shorts at \$26 per ton. Some prices are heard of at a lower figure. Bran is slow but shorts are quite brisk.

### AN ALBERTA R.M.A.

A Retail Merchants' Association of Alberta has been formed which has for its object the concentration of the influence and energy of the associations of the several cities of the province in the promotion of such legislation and general work as will be thought beneficial to the retail trade. John Irwin, president of the Calgary Business Men's Association was elected president. D. J. Hay of Lethbridge, is vice-president and B. L. Cope, Calgary, is the secretary. The executive officers are:—G. A. Smith, Innisfail; Alderman Livingston, Edmonton; George M. Patterson, Okotoks; C. W. Johnston, Macleod; J. A. Bray, Gleichen; H. J. Montgomery, Wetaskiwin; A. J. Campbell, Cochrane; W. S. Booth, Edmonton, and A. J. Blair, Frank.

New Zealand is showing a phenomenal growth in the production of dairy produce. The New Zealand season for cheese and butter making extends from Aug. 1 to May 15. England imports a good deal. Canada gets some of her butter.



## Brisk Trade in Fruits and Vegetables

**With Increasing Supplies and Varieties of New Goods — Lemons Selling Well and Firm Strawberries at an End—Raspberries commencing But Will be Short Crop—New Potatoes are Good Sellers.**

Fruit and vegetable markets are showing considerable life these days with the increasing supplies and varieties of new goods. Most Canadian markets report business as comparing fairly well with mid-July trade of other years. "It is too warm for best results," complained one wholesaler this week. "New goods will not keep long in high temperature and retailers are afraid to buy the quantities they would purchase under more favorable conditions."

There is one line, however, that the warm weather is helping and that is lemons, which are finding brisk sale these days. It was pointed out some time ago that a high market could be expected on lemons this summer. Already it is making a fair bid to come true, there being quite a firm tendency reported from several centres. November cuts are near end of their tether while stocks of verdelli are not large. Prices moved up one shilling in Sicily and values here are expected to be maintained.

New potatoes continue to move forward freely and are pushing old stock into background. Virginia is coming to a close but Jersey will be starting in now, coming along in bulk and bag. Virginia stock has all been in barrels.

Strawberry season is gone or next thing to it without any really cheap berries being secured. Nor can low prices be expected on raspberries which are now coming in. The crop is generally short and prices will be high. Black currants are scarce. Cherries have probably reached lowest point for season at most centres.

There are still some tomatoes coming from across the line but the amount is dwindling, being replaced by Canadian article. Lower prices are expected to rule on this line as well as cucumbers which are moving more freely.

### MONTREAL.

**GREEN FRUITS.** — Lemons so far have shown little fluctuation but if present warm weather continues an advance in prices must come even if there are good supplies of new ones on the way. Limes are slightly easier while oranges remain steady at prices noted. Strawberries are pretty nearly at an end as the crop has been short and are fetching prices according to quality. Bananas are still keeping up, the demand being as strong as ever. Apples are quoted from \$7 per barrel upwards, the cheaper lines being off wholesalers lists.

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

**VEGETABLES.** — Canadian grown vegetables are now on market in good variety and are welcomed by consumer as they have a flavor entirely unknown to the United States classes, which have been fetching fairly high prices of late. Beans are now sold in bags at a fairly reasonable figure while cabbage are also a little easier. Cucumbers in baskets are a little larger and of better quality. Onions, that is the Egyptian, are becoming scarce and prices are firm, but the Spanish will be with us soon, and prices are not expected to rule high. Sweet potatoes have been more plentiful of late and marked down, while choice and fancy tomatoes are at zero mark, being replaced by hot house grown at 20c per lb. But there are some crates of four baskets at 75c, the class being termed Mississippi.

A good local trade is being done in practically all lines.

Beans, green, bags	1 50
Wax beans	1 50
Carrots, dozen	1 00
Cabbage, crate	1 75
Cauliflower, dozen	1 75
Celery, Bermuda, dozen	1 50
Cucumbers, basket	1 50
Peppers, green, crate of 6 baskets	3 75
Lettuce, Boston, doz.	0 25
Leeks, dozen (N.Y.)	1 00
<b>Onions—</b>	
New Egyptian, per lb.	0 04½ 0 05
Radishes, dozen	0 10
Sweet potatoes, per basket	3 00
Potatoes, Green Mountains, bag	1 75
New potatoes, per bbl.	4 00
Spinage, per bbl.	1 50
Parsnips, bag	3 00
Tomatoes	3 75
Turnips, per bag	3 00
	1 25

### TORONTO.

**GREEN FRUITS.**—This is great lemon weather and they are moving out freely. Last week's advanced prices are maintained around \$5 per case being asked and a tendency to higher prices reported. November cuts are next to cleaned up and stocks of Verdelli are small.

There are some odd lots of strawberries arriving yet but they are about done. Raspberries are coming in at 15 to 17 cents per box. Low prices on this line cannot be looked for. "Crop will be short and prices high," says the circular of one firm.

"In cherries," it continues, "early Richmonds are over and the Montmorency, a large red sour cherry and good for preserving is now ready. Prices on cherries will not be any lower this season."

There are muskmelons in from Georgia at \$4 per case, peaches from Texas in 6-basket crates at \$2.50, red currants at \$2 per 24-box crate and black currants at \$2 per 11-quart basket. The latter are very scarce. Limes are selling well, being quoted from \$1.25 to \$1.50 per crate.

Bananas, per bunch	1 50	2 00
Red bananas, per bunch	3 75	4 00
Huckleberries, basket, 11 qt.	1 60	1 70
Lemons, November cuts		5 00
Lemons, Verdelli		5 00
Limes, per 100		1 50
<b>Oranges—</b>		
California, late Valencias, case	4 00	4 50
Tangerines, half box	1 50	2 00
Strawberries, quart	0 08	0 15
Rhubarb, per dozen	0 30	0 40
Raspberries, per box	0 15	0 16
Watermelons, each	0 45	0 60
Canadian cherries, red, sour, 11-qt. bkt.	0 75	1 00
Canadian cherries, black, 11-qt. basket		1 50
Canadian cherries, white, 11-qt. basket	1 00	1 25
Gooseberries, 11-qt. basket, large		0 90
Gooseberries, small	0 60	0 70
Red currants, 24 box crate		2 00
Black currants, 11-qt. basket		2 00
<b>California Fruits—</b>		
Peaches, box	2 00	2 50
Pears, per half box		2 00
Apricots, box	1 50	1 75

Plums, box  
Cherries, box  
Musk melons, 3c

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**MONTREAL**  
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**FRE**  
Fancy spring salmon  
Large shad herring  
Market cod, cases, 2  
Less than case ...  
Smelts, fancy  
Halibut

Plums, box .....	2 00	2 50
Cherries, box .....	1 50	1 50
Musk melons, 36 to 40 per case .....	4 00	4 00

Vegetables.—There are still some tomatoes being imported but they will soon be totally displaced by Canadian article. The latter are now selling at \$1.50 to \$1.75 per basket but they are expected to be cheaper in near future as are also cucumbers which are now selling at \$1.50 to \$1.75 per basket.

New potatoes which have been on downward path are now selling at \$3.50

per barrel. They are selling freely and old stock are in less demand and prices accordingly easy. Most firms are said to be pretty well cleaned up in old stock but some firms still have supplies to spare. One instance is given of a firm now holding stock which they had a chance to sell around \$2 but held in anticipation of market soaring.

Vegetable marrows are in this week at 60 to 70¢ per basket.

Beets, new, Canadian, dozen .....	0 25
Carrots, new, dozen .....	0 25

Cabbage, new, per crate .....	2 50	2 75
Celery, U.S., per dozen .....	0 50	0 60
Cucumbers, Can., basket .....	1 50	1 75
Green beans, Canadian, bushel .....	2 00	2 00
Green beans, Canadian, bskt. 11 qts. ....	0 55	0 55
Egyptian onions, 110-lb. bags .....	3 00	3 25
Texas onions, 50-lb. crate .....	1 75	1 75
Egg plant, each .....	0 25	0 25
New radish, per doz. ....	0 12½	0 15
Onions—		
Egyptian onions, 110-lb. bags .....	3 00	3 00
Texas onions, 50-lb. crate .....	2 00	2 00
Peas, Can., 11-qt. basket .....	0 75	0 75
Potatoes, N.B. ....	1 00	1 75
Potatoes, Ontario, bag .....	1 25	1 40
Potatoes, new, bbl. ....	3 50	3 50
Green peas, hamper .....	2 50	2 50
Tomatoes, flats, 4 basket crate .....	1 00	1 00
Tomatoes, Canadian, basket .....	1 50	1 75
Spinach, hamper .....	0 90	1 00
Green peppers, case .....	6 00	6 00
Green peppers, basket .....	1 25	1 25



## Fish Trade Varies Little During Summer

Even Tenor Maintained During Hot Weather — Little Variation in Varieties or Prices—Hot Weather Causes More Trouble and Expense in Handling Fish—Codfish is Easy.

There are few spectacular features to fish market during summer months. In spring, trade settles down to even and regular lines and varies little until early fall. There is generally not much change in varieties of fish obtainable or prices quoted. Whitefish, trout and halibut are the most important lines.

Naturally warm weather is not conducive to fresh fish trade as it is more difficult and expensive to handle stock in hot weather. "We don't make much mosey during summer months," said one wholesale dealer. "We just keep things in motion and reap our harvest during the winter."

The catch of the Norwegian fishing fleet still continues to show up large. It is now said to be over 100,000,000 codfish against an average of 55,000,000 annually for past ten years. With good catches in Maritime Provinces and Newfoundland, cod market is easy.

### QUEBEC.

MONTREAL.—Considering hot season fish sales have been well maintained and demand for all lines is considered satisfactory. Difficulty, however, has been experienced in landing shipments in good order owing to intense heat, but quality is reported up to the mark.

FRESH AND FROZEN.		
Fancy spring salmon, per lb. ....	0 18	0 20
Large shad herring, each .....	0 02	0 02
Market cod, cases, 250 lbs., per lb. ....	0 04	0 04
Less than case .....	0 04½	0 04½
Smelts, fancy .....	0 10	0 10
Haddock .....	0 04½	0 04½

Halibut, per lb. ....	0 10	0 10
Herring, frozen, per 100 fish .....	1 90	2 00
Mullets .....	0 04½	0 05
Pike, dressed and headless, lb. ....	0 08	0 08
Steak, cod .....	0 06	0 06
Mackerel .....	0 10	0 10
R.C. red salmon .....	0 10	0 11
New Gaspe salmon, per lb. ....	0 15	0 15
Qualla salmon .....	0 07½	0 08
No. 1 smelts, per lb. ....	0 09	0 09
Lake trout, per lb. ....	0 12	0 12
Whitefish, large, per lb. ....	0 09	0 10
Pure cod tablets, 20 1-lb. tablets .....	2 30	2 30
Whitefish, small, lb. ....	0 06	0 06
Barbotte (dressed) bullheads, per lb. ....	0 08½	0 08½

PREPARED FISH.		
Boneless cod, in blocks or packages, lb. ... 8, 10, 11, 12		
Dry pollock, 100 lb. bundles, per bundle .....	5 50	5 50
Shredded cod, 2 doz. in box, per box .....	2 10	2 10
Boneless strip cod, 30-lb. box .....	0 12	0 12

SALTED AND PICKLED.		
New green cod, per bbl., 230 lbs. ....	10 00	10 00
New Labrador herring, per bbl. ....	5 50	5 50
New Labrador herring, per half bbl. ....	3 00	3 00
No. 1 mackerel, full .....	2 00	2 00
No. 1 mackerel, half bbls. ....	8 00	8 00
Lake trout, kegs .....	6 00	6 00
No. 1 green haddock, per 200 lbs. ....	7 50	8 00
Salt eels, per lb. ....	0 06	0 06
Salt sardines, bbls. ....	5 00	5 00
Salt sardines, half bbls. ....	2 75	2 75
Lake trout, half barrel .....	6 00	6 00
Scotch herring .....	6 50	6 50
Scotch herring, keg .....	1 00	1 00
Holland herring, half bbl. ....	5 50	5 50
Holland herring, keg .....	0 75	0 75
Boneless new herring, 10-lb. boxes .....	0 12½	0 12½
Salt eels, per lb. ....	0 06	0 06
Labrador salmon, bbls. ....	18 00	18 00

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

### ONTARIO.

TORONTO. — Fish trade runs along even and regular lines with little change in varieties or prices during summer months. There is practically no change in prices this week. Trout, whitefish and halibut as usual constitute bulk of trade with occasional supplies of yel-

low pickerel or mackerel available. Fish is a good summer food and its sale should be pushed by the grocer.

FRESH CAUGHT FISH.		
White fish, per lb. ....	0 12	0 12
Lake trout, per lb. ....	0 12	0 12
Steak, cod .....	0 08	0 08
Haddock .....	0 07	0 09
Halibut .....	0 11	0 12
Flounders .....	0 07	0 07
Lake Erie herrings, per lb. ....	0 06	0 06
Pike .....	0 07	0 07
Perch .....	0 07	0 07
PREPARED.		
Shredded cod, 2 doz. pkgs. to box .....	2 25	2 25
Acadia cod, 2 lb. boxes, 12 to crate .....	2 80	2 80
Cod in loose strips, 25-lb. to box, lb. ....	0 06½	0 06½
Finnan Haddie .....	0 08	0 08
Mackerel, each .....	0 22	0 22

### NOVA SCOTIA.

HALIFAX.—There is little doing in fish markets at present. Receipts of fresh fish are fair and demand is comparatively light. There is little halibut offering, and lobsters and oysters are off the market. Sales of salt fish locally are small, and the export trade is almost at a standstill.

The only real activity is in light cured smoked fish, such as haddies, fillets, salmon and kippered herring.

### NEW BRUNSWICK.

ST. JOHN.—The variety of fresh fish on market seems to be more decidedly reduced as season advances, and at present chief fresh stocks are in salmon and haddock, with halibut only in fair supply. Salmon has been plentiful. Receipts from Newfoundland and the North Shore have been large and prices moderate, comparing well with other years. There have been quite a number of harbor salmon on market but stock of river salmon has been small thus far. It may be said that salmon catch has been far better than during last year. In a fortnight the end of the salmon run is looked for.



# Produce & Provisions



## Hot Weather Helping Cooked Meat Trade

Housewife Does Not Like to Cook Meats This Hot Weather—  
Smoked Varieties Find Better Sale Also—Considerable Butter  
Going Into Storage—Creameries are Also Storing—Eggs  
Showing Shrinkage.

Although the warm weather has its disadvantages as the grocer knows all too well at the present time, still it is proving beneficial to the provision department, for the sale of smoked and cooked meats is being helped considerably. With Old Sol dispensing the real old-fashioned variety of sunshine, the housewife is seeking to escape cooking meats. This has given the grocer an opportunity to sell cooked meats while smoked varieties always come in for a much brisker movement during warm weather.

The fact that butter is not being consumed as fast as it is made naturally turns the market into rather a speculative one. There has been no general change in situation but recent firmness is maintained. At some centres quotations have again been slightly increased this week. It is usual at this time for some export business to be in evidence but it is lacking this year as prices are above normal for the reasons that have been explained before.

Considerable June and early July butter found its way into cold storage being desirable for this purpose. Now we hear of creamery manufacturers storing themselves. "They did the same thing year before last," stated one wholesaler this week, "but they got nipped on the deal. Last year they stayed pretty well out of the game but seeing the money some firms made during last year, they are taking another try at it."

Pastures are generally reported good, although there may be cause for complaint in some districts. Market from now on depends to large extent on volume of production. One wholesaler referred this week to the large amount of cream used in making of ice cream at this season, especially since the ice cream cone has become a fad. He maintained that quantity used in this manner was much larger than a person on first

thought would calculate and has no little bearing on the market.

Eggs are ruling at about same basis as a week ago, but firmness is present at most centres. Recent warm weather is responsible for no little loss through shrinkage. Under the higher temperature the hen is also less industrious and receipts are falling off. Demand has continued appreciable until late hot spell. Few eggs are being stored these days.

### MONTREAL.

PROVISIONS.—Trade is fairly active in most lines at generally steady prices and there are no new developments to note. It might, however, be said that stocks in packers' hands have been reduced considerably within last fortnight and unless supplies come forward in good shape market may take a turn. Demand at present is for hams and bacon. Orders both large and small coming along freely from the country. Supplies of lard are large enough to fill all requirements and it is likely that prices will not reach a higher level.

Long clear bacon, heavy, lb. ....	0 13½
Long clear bacon, light, lb. ....	0 15
<b>Hams—</b>	
Extra large sizes, 28 to 40 lbs., per lb. ....	0 14¼
Large sizes, 20 to 28 lbs., per lb. ....	0 16
Medium sizes, 15 to 19 lbs., per lb. ....	0 17½
Extra small sizes, 10 to 14 lbs., per lb. ....	0 17½
Bone out, rolled, large, 16 to 25 lbs., per lb. ....	0 18
Bone out, rolled, small, 9 to 12 lbs., per lb. ....	0 20
Breakfast bacon, English, boneless, per lb. ....	0 18
Windsor bacon, skinned, backs, per lb. ....	0 19
Spiced roll bacon, boneless, short, per lb. ....	0 15
Boiled ham, small, skinned, boneless ....	0 26
Hogs, live, per cwt. ....	9 25
Hogs, dress, per cwt. ....	13 00
<b>Pure Lard—</b>	
Boxes, 50 lbs., per lb. ....	0 14¼
Cases, tins, each 10 lbs., per lb. ....	0 14¼
Cases, tins, each 5 lbs., per lb. ....	0 14½
Cases, tins, each 3 lbs., per lb. ....	0 14½
Pails, wood, 20 lbs. net, per lb. ....	0 14½
Pails, tin, 20 lbs. gross, per lb. ....	0 14½
Tubs, 50 lbs. net, per lb. ....	0 14¼
Tierces, 37½ lbs., per lb. ....	0 14
One pound bricks ....	0 13½
<b>Compound Lard—</b>	
Boxes, 50 lbs. net, per lb. ....	0 10½
Cases, 10-lb. tins, 60 lbs. to case, per lb. ....	0 10½
Cases, 5-lb. tins, 60 lbs. to case, per lb. ....	0 10½
Cases, 3-lb. tins, 60 lbs. to case, per lb. ....	0 10½
Pails, wood, 20 lbs. net, per lb. ....	0 10½
Pails, tin, 20 lbs. gross, per lb. ....	0 10
Tubs, 50 lbs. net, per lb. ....	0 10¼
Tierces, 37½ lbs., per lb. ....	0 10¼
One pound bricks ....	0 11

<b>Pork—</b>	
Heavy Canada short cut mess, bbl., 35-45 pieces	26 00
Bean pork .....	17 50
Canada short cut back pork, bbl., 45-55 pieces	25 50
Heavy short cut clear pork, bbl. ....	23 00
Clear fat backs .....	25 50
Heavy flank pork, bbl. ....	26 50
Plate beef, 100 lb. bbls. ....	8 75
Plate beef, 200 lb. bbls. ....	17 00
Plate beef, 300 lb. bbls. ....	25 00
<b>Dry Salt Meats—</b>	
Green bacon, flanks, lb. ....	0 11

BUTTER.—There is a good demand for butter and market shows a stronger undertone at country points, an advance has been registered with result that local market is a cent up and general firmness prevails.

Creamery blocks .....	0 27	0 27½
Dairy tubs, lb. ....	0 22	0 24

EGGS.—New laids have advanced one cent. As a result of continued warm weather which is evidently keeping the hen from doing her work as well as usual. It is expected that prices will continue to show an upward tendency. There is a good general demand for selects also, prices for the latter being steady.

New laids .....	0 30
Selects .....	0 27
No. 1 .....	0 24

POULTRY.—Turkeys are selling freely and fetching full prices while there is also a good demand for fowls. Supplies are good and no advance is looked for.

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

HONEY.—No large trade is ever expected for honey at this time of year, demand being chiefly for manufacturing purposes. Prices remain unchanged.

White clover, strained .....	0 10½
Buckwheat, strained .....	0 08½

### TORONTO.

PROVISIONS.—Past couple of weeks weather has been ideal for sale of cooked and smoked meats, and an appreciable trade has been passing. There is no particular change as far as prices are concerned, even live hogs holding at last week's level although showing a somewhat firmer tendency at moment.

<b>Smoked Meats—</b>	
Light hams, per lb. ....	0 17½
Medium hams, per lb. ....	0 17
Large hams, per lb. ....	0 16
Backs, plain, per lb. ....	0 19
Backs, pea meal .....	0 20
Breakfast bacon, per lb. ....	0 17
Roll bacon, per lb. ....	0 13½
Shoulders .....	0 11½
<b>Pickled Meats—ie less than smoked.</b>	
Roll bacon, per lb. ....	0 13

Heavy mess  
Short cut,  
Cooked ham  
Lard, tierces,  
Lard, tubs, per  
Lard, pails, per  
Lard, compound  
Live hogs, at  
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is kangaroo s  
what similar  
tail soup.



Heavy mess pork, per bbl. ....	20 00	20 50
Short cut, per bbl. ....	24 00	25 00
Cooked hams ..... 0 25	0 25	
Lard, tierces, per lb. ....	0 13 1/4	
Lard, tubs, per lb. ....	0 13 1/4	
Lard, pails, per lb. ....	0 14	
Lard, compounds, per lb., tierces	0 10	
Live hogs, at country points	7 60	
Live hogs, local	8 00	
Dressed hogs	11 00	11 50

**BUTTER.**—Last week there was a firmer tendency to butter and quotations were moved up slightly. There has been no further change in prices but there is no weakness in evidence just now.

“Speculation has much to do with prices at this time of year,” said a butter man this week, “because it is not being consumed as fast as made. Butter is beyond an export basis at present. It is usual for us to be exporting butter at this time but this year prices are above normal.

	Per lb.	
Fresh creamery print	0 27	0 29
Creamery solids	0 26	0 27
Farmers' separator butter	0 23	0 24
Dairy prints, choice	0 21	0 22
Dairy solids	0 20	0 21

**EGGS.**—With temperature hovering around present high level, it is natural for considerable shrinkage to be present in eggs. This is true and loss through this source is having a firming tendency on prices but quotations this week show no change. Warm weather is also cause of falling off in receipts. Demand has been good since early in season but falling off in consumption is generally looked for around the middle of July.

New laid eggs, per doz.	0 23	0 25
Fresh eggs, per doz.	0 22	

**CHEESE.**—Old cheese is in exceeding small compass and when available commands quite a fancy price. New product, although easier last week, holds a fairly steady position. Fact that Old Country is ready to take our cheese is a steadying factor.

Old Cheese—		
Large	0 17 1/2	0 19
Twin	0 18	0 19 1/2
New Cheese—		
Large	0 14	0 14 1/2
Twin	0 14 1/2	0 14 1/2
1/2 Twin	0 14 1/2	0 14 1/2

**HONEY.**—The weather is not conducive to trade in honey and what little is passing is in containers and sales in small lots. Prices are steady but show no change.

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

#### FOR TESTING EGGS.

“Eggs,” states a retail grocer, “that lie on the bottom of a pan containing almost four inches of water, are fresh. Those that tilt up one end just a little are not fresh; those that stand on end down in the water are bad, and those that float are rotten.”

One of the dainty dishes of Australia is kangaroo soup. It is said to be somewhat similar to but richer than our ox-tail soup.

## Refrigerator's Value in the Grocery Store

An Equipment Which Both Saves and Makes Money—Cooked Meats That Can be Handled if the Dealer Has a Refrigerator—Display Coolers in Use That Help Along Sales.

In hot weather the refrigerator is one of the dealer's best money savers as well as money makers. No grocer can, with any assurance of a profit, stock cooked meats, butter or eggs without being equipped with one of these hot weather necessities.

Boiled ham in the weather we have been experiencing during the past few weeks would last possibly a day on the store counter away from the ice. A quarter of a ham remaining unsold before spoiling would mean a loss, because it is always the last of anything sold that really brings in the profit.

#### Cooked Meats That Sell.

There is good money these days in such lines as jellied hock, veal loaf, jellied tongue, boiled chicken, bologna sausage, etc. Why more dealers do not handle them is difficult to explain. Boiled ham is, of course, sold by the majority. But the average taste wants a change and the lines above mentioned supply it. When the grocer doesn't stock them, people have to visit the exclusive provision stores and butcher shops.

All that is required to insure profit being made on these summer lines is a refrigerator and care to see that customers know that these goods are stocked.

#### Refrigerator in the Window.

Some dealers have helped along sales greatly by using the glass refrigerator and placing it where it will be observed. Finlay & Glover, general merchants, Port Stanley, Ont., have one of these glass coolers installed in their grocery window. Just as soon as the hot weather arrives, it is kept filled with cooked meats and other perishable goods and the proprietors say it is a splendid silent salesman. Port Stanley is a summer resort and people naturally purchase such goods in preference to cooking.

Yet even in large towns and cities in the hot season, no woman relishes standing over a hot stove a couple of hours every day. Such a refrigerator would undoubtedly prove to be a money maker anywhere.

#### A Circular Display.

Some dealers, among them, R. Higgins & Son., Yonge street, Toronto, use circular glass refrigerators in the centre of the store to show goods. These are always kept clean and the goods always appear fresh and tasty.

As a saver of eggs, the refrigerator is invaluable. Egg shrinkage is heavy in hot weather and anything that will allay

this condition is a good investment. In fact looking at it from all sides it would appear that the dealer who has a good and attractive refrigerator, has a distinct advantage over a competitor without this equipment.

#### A HELP TO THE TRAVELER.

Many Requests For Additional Copies of Page Re Half Holidays.

A few weeks ago The Grocer published a page of information for travelers regarding dates of half holidays in Ontario centres. A number of reprints of these were made and sent out to various firms who have salesmen on the road. That they proved to be a help to the traveling man is shown by the large number of letters The Grocer has since received.

The McCormick Manufacturing Co., London, Ont., for instance, write as follows: “In reply to your favor of the 28th, we would be pleased to receive 20 or 25 more copies, if you have that many left, for our travelers.”

The following letter was received from the National Cash Register Co., Toronto: “Kindly send us 40 copies of the attached circular ‘Where Half Holidays Are Observed,’ and oblige.”

The F. F. Dalley Co., Hamilton, wrote: “We beg to acknowledge receipt of yours of the 28th ult., enclosing a list of towns that observe a half holiday every week. We would be pleased to receive about 10 more copies of these.”

Another letter says: “We are in receipt of yours of the 28th, enclosing memorandum of closing half days, for which we thank you. We noted this in your last paper and thinking it of a deal of interest to our travelers, we had copies made out for them. Yours truly,

F. W. Fearman Co.,  
Hamilton, Ont.

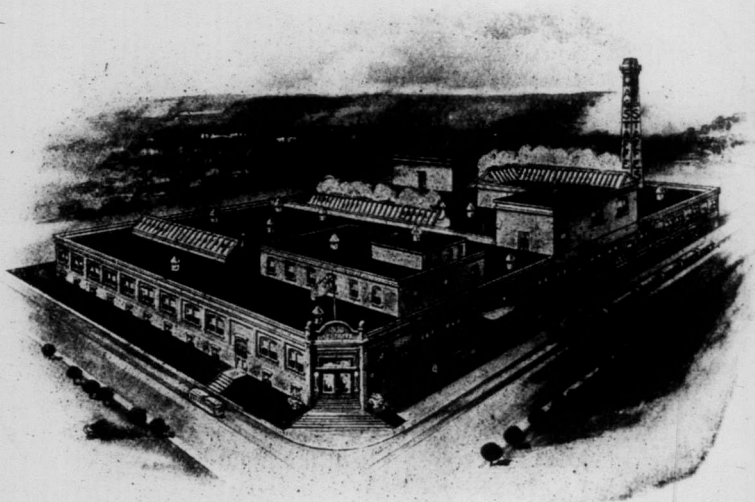
Several other letters of a similar character have been received. The information was no doubt appreciated.

#### SHOW CARDS PHRASES.

Olives like these are sure to please.  
Meat sauce and fish make an appetizing dish.  
If you don't deal here, we both lose I fear.  
These breakfast flakes are money savers, time savers and labor savers.

# WAGSTAFFE'S

*Fine Old English*



FINEST FRUIT PRESERVING PLANT  
IN CANADA

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

ALL READY FOR DELIVERY

## WAGSTAFFE LIMITED

Pure Fruit Preservers

Hamilton

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Ontario

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## BUILD UP YOUR WESTERNSALES



THE MOST RAPIDLY DEVELOPING  
MARKET IN ALL THE WORLD  
IS THAT OF WESTERN CANADA

Manufacturers and shippers of grocery lines in Eastern Canada, Europe and the United States can find no method of getting into this great market equal to shipping their goods to us.

We maintain large track warehouses in the five great distributing points of Western Canada. Our connection with the trade is most extensive and our facilities the most complete.

Get in right on this fast growing and ready market—the people of Western Canada are liberal buyers and prompt in payment.

WRITE TO-DAY

## NICHOLSON & BAIN

Wholesale Commission Merchants, Etc.

HEAD OFFICE, - WINNIPEG, MAN.

Winnipeg, Regina, Saskatoon, Edmonton, Calgary

## It Cannot be Equalled

That's a fact. There is nothing purer, nothing which will give such complete satisfaction as

## Hirondelle (Brand) MACARONI

Made in the sunniest factory in Canada under the management of an expert. Do not hesitate about giving preference to this brand. It's just as good as any imported.

**The C.H. Catelli Company,**  
LIMITED

MONTREAL,

CANADA

## THE LITSTER LINE

claims **your** business on the absolutely fair basis of **comparison**. Quality for quality we give more genuine quality and value than any similar line you have ever handled. "Litster's" means **purity** and **satisfaction** for your customers and **satisfactory** profits to you.

**Half-Minute Puddings,  
Jellies,  
Custards, Salad Dressings**

(All in powdered form)

**Anything Litster's is Good**

**THE LITSTER PURE FOOD CO., LTD.**  
TORONTO

# QUOTATIONS FOR PROPRIETARY ARTICLES

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

## BAKING POWDER.

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

## ROYAL BAKING POWDER.

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

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

## WHITE SWAN SPICES AND CEREALS, LTD.

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

## BORWICK'S BAKING POWDER

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

## COOK'S FRIEND BAKING POWDER.

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

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

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

## BLUE.

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

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

## UN-NUMBERED.

Under 100 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 ..... 1 95  
Raspberry ..... 1 95  
Black currant ..... 1 95  
Red currant ..... 1 75  
Peach ..... 1 80  
Pear ..... 1 70

## Jellies.

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

## Marmalade.

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

## Pure Preserves—Bulk.

5-lbs. 7-lbs.  
Strawberry ..... 0 59 0 82  
Black currant ..... 0 59 0 82  
Raspberry ..... 0 59 0 82  
14's and 30's per lb.  
Strawberry ..... 0 10½  
Black currant ..... 0 10½  
Raspberry ..... 0 10½  
Freight allowed up to 25c per 100 lbs.

## COCOA AND CHOCOLATE.

### THE COWAN CO., LTD.

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

Unsweetened Chocolate—  
Supreme chocolate, ½'s, 12-lb. boxes, per lb. .... 0 35  
Perfection chocolate, 20c size, 2 doz. in box, doz... 1 80  
Perfection chocolate, 10c size, 2 and 4 doz. in box, per doz. .... 0 90  
Sweet Chocolate— Per lb.  
Queen's Dessert, ¼'s and ½'s, 12-lb. boxes ..... 0 40  
Queen's Dessert, 6's, 12-lb. boxes ..... 0 40  
Vanilla, ¼-lb., 6 and 12-lb. boxes ..... 0 35  
Diamond, 8's, 6 and 12-lb. boxes ..... 0 28  
Diamond, 6's and 7's, 6 and 12-lb. boxes ..... 0 24  
Diamond, ¼'s, 6 and 12-lb. boxes ... 0 25

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

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

## EPPS'S.

Agents—Willson & Ward, Toronto; Forbes & Nadeau, Montreal; J. W. Gorham & Co., Halifax, N.S.; Buchanan & Gordon, Winnipeg.  
In ¼, ½ and 1-lb. tins, 14-lb. boxes, per lb. .... 0 35  
Smaller quantities ..... 0 37  
**JOHN P. MOTT & CO.'S.**  
G. J. Estabrook, St. John, N.B.; J. A. Taylor, Montreal, P.Q.; F. M. Hannum, Ottawa, Ont.; Jos. E. Huxley & Co., Winnipeg, Man.; Tees & Perse, Calgary, Alta.; Johnson & Yockney, Edmonton; D. M. Doherty & Co., Vancouver and Victoria.  
Elite, 10c size (for cooking) dozen ..... 0 90  
Mott's breakfast cocoa, 2 doz. 10c size, per doz. .... 0 85  
Nut milk bars, 2 dozen in box ..... 0 80  
" breakfast cocoa, ¼'s and ½'s ..... 0 36  
" No. 1 chocolate ..... 0 30  
" Navy, chocolate, ½'s.. 0 26  
" Vanilla sticks, per grs 1 00  
" Diamond chocolate, ½'s 0 24  
" Plain choice chocolate liquors ..... 20 50  
" Sweet chocolate coatings ..... 0 20

## WALTER BAKER & CO., LTD.

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

## COCOANUT.

**CANADIAN COCOANUT CO.**  
Packages—5c, 10c, 20c, and 40c packages, packed in 15-lb. and 30-lb. cases. Per lb.  
1-lb. pkgs. White Moss ... 0 26

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

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

## Pails Tins Bbls.

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

## CONDENSED AND EVAPORATED MILK.

### BORDEN MILK CO., LTD.

Per Case  
East of Fort William, Ont.  
Eagle Brand, each 4 doz.. \$6 00  
Gold Seal Brand, each 4 ds 5 25  
Challenge Brand, each 4 ds 4 50  
Peerless Brand, "Hotel," each 2 doz. .... 4 25  
Peerless Brand, "Tall," each 4 doz. .... 4 50  
Peerless Brand, "Family," each 4 doz. .... 8 90  
Peerless Brand, "Small," each 4 doz. .... 2 00  
St. Charles Evaporated Milk (baby size) ..... 2 00  
St. Charles Evaporated Milk (family size) ..... 3 90  
St. Charles Evaporated Milk (hotel size) ..... 4 25  
Silver Cow Milk ..... 5 40  
Purity Milk ..... 5 25  
Good Luck Milk ..... 4 60  
Reindeer Brand (4 doz. in case) ..... 5 75  
Mayflower Brand (4 doz. in case) ..... 5 25  
Clover Brand (4 doz. in case) ..... 4 60  
Reindeer Jersey Brand, Family (4 doz. in case). 3 90  
Reindeer Jersey Brand, tall (4 doz. in case).... 4 50  
Reindeer Jersey Brand, Hotel (2 doz. in case)... 4 25  
Reindeer Jersey Brand, Gallon (½ doz. in case) 4 75

## CANADA FIRST BRAND.

### The Aylmer Condensed Milk Co.

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

## COFFEE.

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



## QUALITY BRAND

### PURE LEAF LARD

Rendered in open kettles, absolutely pure and equal to any home-rendered lard. Perfect in flavor and highest in shortening value. Will go one-third farther than ordinary lard.

## GUNNS LIMITED

PORK AND BEEF PACKERS

WEST TORONTO, ONTARIO

Montreal, Quebec. St. John, N.B.

## FOR CHEAPER LIVING

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

We have them also pickled and cooked.

Made under Government Inspection.

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**F. W. FEARMAN CO., Limited**  
HAMILTON

The quality of  
**WETHEY'S**  
Condensed  
**Mince Meat**

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

WHAT ABOUT YOURSELF?

Are you one of its friends?

If not, now is the time to get acquainted.

All Jobbers. 3 doz. to a case.

WRITE US

**J. H. WETHEY, Limited**  
ST. CATHARINES

"THE MINCE MEAT PEOPLE"

THE CANADIAN GROCER

Reindeer Brand, in glass jars (2 doz. in case) .... 6 20  
**COCOA.**  
 (Combined with Milk and Sugar)  
 Reindeer Brand (2 doz. in case) ..... 4 80

**COFFEES.**  
 EBY-BLAIN, LIMITED.  
 Standard Coffees  
 Roasted whole or ground, packed in damp-proof bags.  
 King Edward ..... 0 34  
 Club House ..... 0 33  
 Nectar ..... 0 32  
 Royal Java and Mocha. 0 32  
 Empress ..... 0 30  
 Duchess ..... 0 29  
 Ambrosia ..... 0 28  
 Plantation ..... 0 26½  
 Fancy Bourbon ..... 0 26  
 Crushed Java and Mocha 0 19

Package Coffee.  
 Gold Medal, 2-lb. tins. whole or ground ..... 0 31  
 Gold Medal, 1-lb. tins, do 0 32  
 Gold Medal, ½-lb. tins do 0 33  
 Anchor Brand, 2-lb. tins, do. .... 0 31  
 German Dandelion, 1-lb. tins. ground ..... 0 26  
 German Dandelion, ½-lb. tins, ground ..... 0 28  
 English Breakfast, 1-lb. tins, ground ..... 0 19  
 Grand Prix, 1 and 2-lb. tins, ground ..... 0 30  
 Demi-Tasse, 1 and 2-lb. tins, ground ..... 0 30  
 Flower Pot, 1-lb. pots, ground ..... 0 23

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

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

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

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

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

**CHEESE.**  
**MACLAREN'S IMPERIAL.**  
 Ontario prices per doz.  
 Individual (each 2 doz.) .. 1 00  
 Small (each 2 doz.) ..... 2 40  
 Medium (each 1 doz.) .... 4 50  
 Large (each ½ doz.) ..... 8 25  
 MacLaren's Roquefort—  
 Small (each 2 doz.) .... 1 40  
 Large (each 1 doz.) .... 2 40  
 MacLaren's Canada Cream—  
 Small (each 1 doz.) .... 0 90  
 Medium (each 2 doz.) ... 1 35  
 Large (each 1 doz.) ..... 2 40

**FLAVORING EXTRACTS.**  
**SHIRRIFF'S.**  
 1 oz. (all flavors) doz. .... 1 00  
 2 oz. (all flavors) doz. .... 1 75  
 2½ oz. (all flavors) doz. ... 2 00  
 4 oz. (all flavors) doz. ... 3 00  
 5 oz. (all flavors) doz. .... 3 75  
 8 oz. (all flavors) doz. .... 5 50  
 16 oz. (all flavors) doz. .... 10 00  
 32 oz. (all flavors) doz. ... 18 00  
 Discount on application.

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

**GELATINE.**  
 Knox Plain Gelatine (2 qt. size), per doz. .... 1 30  
 Knox Acidulated Gelatine (2 qt. size), per doz. .... 1 30  
**CLARK'S PORK AND BEANS IN TOMATO SAUCE.**  
 Per doz.  
 No. 1, 4 doz. in case ..... 0 60  
 No. 2, 2 doz. in case ..... 0 95  
 No. 3, flats, 2 doz. in case 1 15  
 No. 3, talls, 2 doz. in case 1 35  
 No. 6, 1 doz. in case ..... 4 00  
 No. 12, ½ doz. in case .... 6 50

**LAPORTE, MARTIN & CO., MONTREAL, AGENCIES.**  
 These prices are F.O.B. Montreal. Imported Peas "Soleil"  
 Per case  
 Sur Extra Fins, ½ flacons, 40 bou. .... 11 00  
 Sur Extra Fins, tins, ½ kilo, 100 tins ..... 15 50  
 Extra Fins, tins, ½ kilo, 100 tins ..... 15 00  
 Tres Fins, ½ kilo, 100 tins 14 00  
 Fins, tins, ½ kilo, 100 tins 12 50  
 Mi-Fins, tins, ½ kilo, 100 tins ..... 11 00  
 Moyens No. 1, tins, ½ kilo, 100 tins ..... 10 00  
 Moyens No. 2, tins, ½ kilo, 100 tins ..... 9 50  
 Moyens No. 3 ..... 8 75  
 Asparagus, Haricots, etc.

**MINERVA PURE OLIVE OIL.**  
 Case—  
 12 litres ..... 6 50  
 12 quarts ..... 5 75  
 24 pints ..... 6 25  
 24 ½-pints ..... 4 25  
 Tins—  
 5 gals. 2s ..... 23 00  
 2 gals. 6s ..... 29 00  
 1 gal. 10s ..... 25 00  
 ½-gal. 20s ..... 26 00  
 ¼-gals. 20s ..... 13 50  
 ½-gal. 48s sq. .... 17 00  
 ½-gal. 48s rd. .... 15 50

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

La Sanitas Sparkling, 100 pints ..... 9 00  
 La Sanitas Sparkling, 100 splits ..... 4 00  
 Lemonade Savoureuse, 50's 7 50  
**CASTILE SOAP.**  
 "Le Soleil," 72 p.c. olive oil.  
 Case, 12 lbs. 2½-lb. bars, lb 0 08½  
 Case 25 lbs., 11-lb. bars, lb 0 07½  
 Case 50 lbs. ½-lb. bars case 3 50  
 Case 200 lbs. 3½-oz., case. 3 75  
 "La Lune," 65 p.c. olive oil.  
 Case 25 lbs. 11-lb. bars, lb. 0 07  
 Case 12 lbs. 2½-lb. bars, lb 0 08  
 Case 50 lbs., ¾-lb. bars, case 3 25  
 Case 100 lbs. 3½-oz. bars, case ..... 1 80  
 Case 200 lbs. 3½-oz. bars, case ..... 3 40

**ALIMENTARY PASTES.**  
**BLANC & FILS.**  
 Macaroni, Vermicelli, Animals, Small Pastes, etc.  
 Box, 25 lbs., 1 lb. .... 0 07½  
 Box, 25 lbs., loose ..... 0 07  
**DUFFY & CO. BRAND.**  
 Grape Juice, 12 qts. .... 4 75  
 Grape Juice, 24 pts. .... 5 15  
 Grape Juice, 36 splits .... 4 75  
 Apple Juice, 12 qts. .... 4 50  
 Apple Juice, 24 qts. .... 4 75  
 Champagne de Pomme, 12 q 5 00  
 Champagne de Pomme, 24 p 5 50  
 Matts Golden Russett—  
 Sparkling Cider, 12 qts. .. 5 00  
 Sparkling Cider, 24 pts. ... 5 50  
 Apple Vinegar, 12 qts. .... 2 50

**CANNED HADDIES "THIS-TLE" BRAND.**  
 A. P. TIPPET & CO., Agents.  
 Cases 4 doz. each, flats, per case ..... 5 40  
 Cases 4 doz. each, ovals, per case ..... 5 40  
**INFANTS' FOOD.**  
 Robinson's patent barley, ½-lb. tins, \$1.25; 1-lb. tins, \$2.25; Robinson's patent groats, ½-lb. tins, \$1.25; 1-lb. tins, \$2.25.

**LARD.**  
**N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.**  
 Tierces ..... 11½  
 Tubs ..... 11¼  
 Pails ..... 12  
 Tins, 20 lbs. .... 11½  
 Cases, 3 lbs. .... 12¼  
 Cases, 5 lbs. .... 12¾  
 Cases, 10 lbs. .... 12¼  
 F.O.B. Montreal.

**GUNN'S "EASIFIRST" SHORTENING.**  
 Tierces ..... 0 10  
 Tubs ..... 0 10¼  
 20-lb. pails ..... 0 10¼  
 20-lb. tins ..... 0 10  
 10-lb. tins ..... 0 10¼  
 5-lb. tins ..... 0 11  
 3-lb. tins ..... 0 11  
 1-lb. cartons ..... 0 11½

**MARMALADE.**  
**SHIRRIFF BRAND.**  
 "Imperial Scotch"—  
 1-lb. glass, doz. .... 1 55  
 2-lb. glass, doz. .... 2 30  
 4-lb. tins, doz. .... 4 65  
 7-lb. tins, doz. .... 7 35  
 "Shredded"—  
 1-lb. glass, doz. .... 1 90  
 2-lb. glass, doz. .... 3 10  
 7-lb. tins, doz. .... 8 25

**MUSTARD.**  
**COLMAN'S OR KEEN'S.**  
 Per doz. tins  
 D. S. F., ¼-lb. .... 1 40  
 D. S. F., ½-lb. .... 2 50  
 D. S. F., 1-lb. .... 5 00

F. D., ¼-lb. .... 0 85  
 F. D., ½-lb. .... 1 45  
 Per jar  
 Durham, 4-lb. jar ..... 0 75  
 Durham, 1-lb. jar ..... 0 25  
**MACLAREN'S IMPERIAL PREPARED MUSTARD.**  
 Ontario Prices.  
 Small case 4 doz., per doz. 0 45  
 Medium, cases 2 doz., doz. 0 90  
 Large, cases, 1 doz., doz. 1 35

**VERMICELLI AND MACARONI**  
**D. SPINELLI C'Y., MONTREAL**  
 Fine.  
 4-lb. box "Special" per box 0 22  
 8-lb. box "Special," box. 0 44  
 5-lb. box "Standard" box 0 27½  
 10-lb. box "Standard," box 0 55  
 60-lb. cases or 75-lb. bbls. per lb. .... 0 06  
 25-lb. cases, 1-lb. pkgs. (Vermicelli) per lb. .... 0 06  
 Globe Brand.  
 5-lb. box "Standard" box 0 30  
 10-lb. box "Standard," box 0 60  
 25-lb. cases (loose) per lb. 0 06  
 25-lb. cases, 1-lb. pkgs., lb 0 06½

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

**JELL-O ICE CREAM POWDER.**  
 Assorted case, contains 2 dozen ..... 2 50  
 Straight  
 Chocolate contains 2 doz. 2 50  
 Vanilla contains 2 dozen. 2 50  
 Strawberry contains 2 doz. 2 50  
 Lemon contains 2 dozen. 2 50  
 Unflavored contains 2 doz. 2 50  
 Weight 11 lbs. to case. Freight rate, 2nd class.

**IMPERIAL DESSERT JELLY.**  
 Ontario Prices.  
 Assorted flavors, \$10.75 per gross. Imperial Sterilized Gelatine.  
 Cartons, 1 doz., 90c per dozen.  
**SOAP AND WASHING POWDERS.**  
 A. P. TIPPET & CO., AGENTS.  
 Criole soap, per gross ... \$10 20  
 Floriola soap, per gross. 12 00  
 Straw hat polish, per gr. 18 20  
**SNAP HAND CLEANER.**  
 3 dozen to box ..... \$ 3 60  
 6 dozen to box ..... 7 20  
 30 days.

**RICHARDS PURE SOAP.**  
 5-case lots (delivered), \$4.15 each with 20 bars of Quick Naptha as a free premium.  
 Richards Quick Naptha Soap. GENUINE. Packed 100 bars to case.  
**FELS NAPTHA.**  
 Prices—Ontario and Quebec:  
 Less than 5 cases ..... \$ 5 00  
 Five cases or more ..... 4 96

**SAPHO MFG. CO., LTD. MONTREAL "SAPHO" INSECTICIDE**  
 1-16 gall., doz. .... \$ 2 00  
 ¼-gall., doz. .... 6 00  
 ½-gall., doz. .... 10 00  
 1 gall., doz. .... 19 20  
 1-16 gall. gross lot ..... 20 00

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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:—

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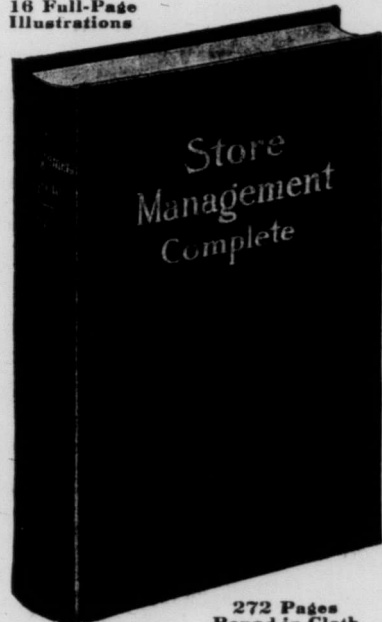
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As the convenience and quality of Brand's Essence of Beef are becoming more widely known—sales are bound to increase.



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is a clear, amber colored jelly, invaluable to invalids and convalescents, which should be stocked by every first class grocer.

It is easily assimilated in any manner the doctor orders, and is retained when no other food can be. There is nothing better for a weak digestion.

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Get wise to this opportunity of further profit-making, and be ready to supply your customers' requirements.

Give "Brand's Essence" the prominence it deserves and let your customers know you handle Brand's Specialties.

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H. HUBBARD, 27 Common St., MONTREAL.

McLEOD & CLARKSON, VANCOUVER.

THE CANADIAN GROCER

"ANTI-DUST" SWEEPING POWDER.

Size No. 1, 3 doz. crates, per doz. \$ 1 50  
No. 2, 1 and 2 doz. crates, per doz. 3 00

STARCH.

EDWARDSBURG STARCH CO.  
Boxes Cents

Laundry Starches—  
40 lbs., Canada Laundry.. .06½  
40 lbs., Canada white gloss, 1 lb. pkgs. .06½  
48 lbs., No. 1 white or blue, 4 lb. cartons .07  
48 lbs., No. 1, white or blue, 3 lb. cartons .07  
100 lbs., kegs, No. 1 white .06½  
200 lbs., bbis., No. 1 white .06½  
30 lbs., Edwardsburg silver gloss, 1 lb. chromo pkgs .07½  
48 lbs., silver gloss, in 6-lb. tin canisters .08  
36 lbs., silver gloss, 6-lb. draw lid boxes. .08  
100 lbs., kegs, silver gloss, large crystals .07  
28 lbs. Benson's satin, 1-lb. cartons, chromo label . 07½  
40 lbs., Benson's Enamel (cold water) per case . 3 00  
20 lbs. Benson's Enamel (cold water) per case . 1 50  
Celluloid—boxes containing 45 cartons, per case . 3 60  
Culinary Starch.  
40 lbs. W. T. Benson & Co.'s prepared corn . .07½  
40 lbs. Canada pure corn starch . .06½  
(20-lb. boxes ¼c higher.)

BRANTFORD STARCH  
Ontario and Quebec.

Laundry Starches—  
Canada Laundry—  
Boxes about 40 lbs.... .05½  
Acme Gloss Starch—  
1-lb. cartons, boxes of 40 lbs .06½  
First Quality White Laundry—  
3 lb. canisters, cs of 48 lbs. .07½  
Barrels, 200 lbs. . .06½  
Kegs, 100 lbs. . .06½  
Lily White Gloss—  
1 lb. fancy cartons, cases 30 lbs. . .07½  
6 lb. toy trunks, lock and key, 8 in case . .08½  
6 lb. toy drums, with drumsticks, 2 in case .08  
Kegs, extra large crystals, 100 lbs. . .07½  
Canadian Electric Starch—  
Boxes containing 40 fancy pkgs., per case . 3 00  
Celluloid Starch—  
Boxes containing 45 cartons, per case . 3 75  
Culinary Starches—  
Challenge Prepared Corn—  
1-lb. pkts, boxes of 40 lbs. .06  
Brantford Prepared Corn—  
1-lb. pkts, boxes of 40 lbs .07½  
"Crystal Maize" Corn Starch.  
1 lb. pkts., boxes 40 lbs. .07½  
(20 lb. boxes ¼c higher than 40's.)

OCEAN MILLS, MONTREAL.  
Chinese starch, 48 1 lb., per case, \$4; Ocean Baking Powder, 3-oz. tins, 4 doz. per case, \$1.60; 4-oz. tins, 4 doz. per case, \$3.00; 8-oz. tins, 5 doz. per case, \$6.50; 16-oz. tins, 3 doz. per case, \$6.75; 5-lb. tins, 10 tins a case, \$7.50; 1-lb. bulk, per 25, 50 and 250 lbs., at 15c per lb. Ocean blanc mange 48 8-oz., \$4; Ocean borax, 48 8-

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

SOUPS—CONCENTRATED  
CHATEAU BRAND.

Vegetable, Mutton Broth, Mulligataway, Chicken, Ox Tail, Pea, Scotch Broth, Julienne, Mock Turtle, Vermicelli, Tomato, Consomme, Tomato.

No. 1's, 95c per dozen.  
Individuals, 45c per dozen.  
Packed 4 dozen in a case.

SYMINGTON'S SOUPS.

Quart packets, 9 varieties, doz. . 0 80  
Clear soups in stone jars, 5 varieties, doz. . 1 40

SODA—COW BRAND.

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

SYRUP.

EDWARDSBURG STARCH CO.  
CROWN BRAND CORN SYRUP  
2 lb. tins, 2 doz. in case.. 2 55  
5 lb. tins, 1 doz. in case . 2 90  
10 lb. tins, ½ doz. in case 2 80  
20 lb. tins, ¼ doz. in case 2 75  
Barrels, 700 lbs. . . . . 3½  
Half Barrels, 350 . . . . . 3½  
Quarter Barrels, 175 . . . . . 4  
Pails, 38½ . . . . . \$1 90  
" 25 lbs. each . . . . . 1 35  
LILY WHITE CORN SYRUP.  
2 lb. tins, 2 doz. in case.. 2 90  
5 lb. tins, 1 doz. in case.. 3 25  
10 lb. tins, ½ doz. in case 3 15  
20 lb. tins, ¼ doz. in case 3 10  
(5, 10 and 20 lb. tins have wire handles.)

BEAVER BRAND MAPLE SYRUP.

2-lb. tins, 2 doz. in case.. \$3.50  
5-lb. tins, 1 doz. in case . 4.00  
10-lb. tins, ½ doz. in case.. 3.95  
20-lb. tins, ¼ doz. in case.. 3.90  
(5, 10 and 20 lb. tins have wire handles.)

Terms: 30 days net. No discount for prepayment.

Freight prepaid on 5 case lots, to all stations in Quebec and Ontario (east of North Bay), and during navigation to ports as far as Sault Ste. Marie inclusive.

To points beyond North Bay we prepay freight to North Bay only.

MOLASSES.

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

DOMOLCO BRAND.

Maritime Provinces and Ontario:  
2's, 2 doz. case, per doz. . \$1 35  
3's, 2 doz. case, per doz. . 1 95

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

Western Prices—Sudbury to Victoria.

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

SAUCES.

PATERSON'S WORCESTER SAUCE.

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

H. P. Sauce— Per doz.  
Cases of 3 dozen . . . . . \$1 90

H. P. Pickles—  
Cases of 2 doz. pints . . \$3 35  
Cases of 3 doz. ½-pints. 2 25

HOLBROOK'S IMPORTED PUNCH SAUCE.

Per doz.  
Large, packed in 3-doz. case . . . . . \$2 25  
Medium, packed in 3-doz. case . . . . . 1 40

HOLBROOK'S IMP. WORCESTERSHIRE SAUCE.

Per doz.  
Rep. ½ pints, packed in 6-doz. case . . . . . \$2 25  
Imp. ½-pints, packed in 4-doz. case . . . . . 3 15  
Rep. qts. packed in 2-doz. case . . . . . 6 50

STOVE POLISH.

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

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

TOBACCO.

IMPERIAL TOBACCO COMPANY OF CANADA.  
Chewing—Black Watch 6s . . 44  
Black Watch, 12s . . . . . 45  
Bobs, 6s and 12s . . . . . 46  
Bully, 6s . . . . . 44  
Currency, 6½s and 12s . . . 46  
Stag, 5 1-3 to lb. . . . . 38  
Old Fox, 12s . . . . . 44  
Pay Roll Bars, 7½s . . . . . 56  
Pay Roll, 7s . . . . . 56  
War Horse, 6s . . . . . 42  
Plug Smoking—Shamrock, 6s, plug or bar . . . . . 54  
Rosebud Bars, 6s . . . . . 54  
Empire, 6s and 12s . . . . . 44  
Ivy, 7s . . . . . 50  
Starlight, 7s . . . . . 50  
Cut Smoking — Great West  
Pouches, 8s . . . . . 53  
Regal Cube Cut, 9s . . . . . 70

TEAS.

THE "SALADA" TEA CO.  
East of Winnipeg.  
Wholesale R't'l  
Brown Label 1's and ½'s .25 .30  
Green Label, 1's and ½'s .27 .35  
Blue Label, 1's, ½'s, ¼'s and 1/8's .30 .40  
Red Label, 1's and ½'s .36 .50  
Gold Label, ½'s . . . . . 44 .60  
Red-Gold Label, ¼'s . . . . . 55 .80  
LUDELLA CEYLON TEA.  
Orange Label, ¼'s . . . . . 24 .30  
Brown Label, ½'s & 1's .28 .40

Brown Label, ¼'s . . . . . 30 .40  
Green Label, ½'s & 1's . . . 35 .50  
Red Label, ½'s . . . . . 40 .60

MELAGAMA TEA.  
MINTO BROS.

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

Wholesale R't'l

Brown Label, 1-lb. or ½ .25 .30  
Red Label, 1-lb. or ½ . . . 27 .35  
Green Label, 1's, ½ or ¼ .30 .40  
Blue Label, 1's, ½ or ¼ .35 .50  
Yellow Label, 1s, ½ or ¼ .40 .60  
Purple Label, ¼ only . . . 55 .80  
Gold Label, ¼ only . . . . 70 1.00

"KOLONA" TEA.

Ceylon Tea, in 1 and ½-lb. lead packages—black or mixed.  
Orange Label, 1's . . . . . 23 .30  
Black Label, 1-lb., retail at 25c . . . . . 20  
Black Label, ½-lb. retail at 25c . . . . . 21  
Blue Label, retail at 30c . . . 24  
Green Label, retail at 40c . . . 30  
Red Label, retail at 50c . . . 35  
Brown Label, retail at 60c . . 42  
Gold Label, retail at 80c . . . 55

JAMS AND JELLIES.

T. UPTON & CO.

Compound Jams — Red Raspberry, strawberry, peach, plum, red currant, black currant, cherry, gooseberry, blueberry, apricot, huckleberry, 12-oz. glass jars, 2 doz. in case, \$1 per doz.; No. 2 tin, 2 doz. in case, \$1.90 per doz.; No. 5 tin pails, 9 pails in crate, 37½c per pail; No. 7 tin pails, 6 pails in crate, 52½c per pail; No. 7 wood pails, 6 pails in crate, 52½c per pail; 30-lb. wood pails, 7½c per lb. Packed in assorted cases or crates if desired.

Compound Jellies—Raspberry, strawberry, black currant, red currant, pineapple, 9 oz. glass tumblers, 2-doz. in case, 95c per doz.; 12-oz. glass jars, 2 doz. in case, \$1.00 per doz.; No. 2 tin, 2 doz. in case, \$1.90 per doz.; No. 5 tin pails, 9 pails in crate, 37½c per pail; No. 7 wood pails, 6 pails in crate, 52½c per pail; 30-lb. wood pails, 7½c per lb. Packed in assorted cases or crates if desired.

Pure Orange Marmalade — Guaranteed finest quality. 12-oz. glass jars, 2 doz. in case, \$1.10 per doz.; 16-oz. glass jars, 2 doz. in case, \$1.50 per doz.; pint sealers, 1 doz. in case, \$2.25 per doz.; No. 2 tins, 2 doz. in case, \$2 per doz.; No. 4 tins, 2 doz. in case, 35c per tin; No. 5 tins, 9 in crate, 42½c per tin; No. 7 tins, 12 in case, 57½c per tin; No. 7 wood pails, 6 in crate, 57½c per pail; 30-lb. wood pails, 8c per lb.

JELLY POWDERS.

WHITE SWAN SPICE AND CEREALS, LTD.  
White Swan, 15 flavors, 1 doz. in handsome counter carton, per dozen . . . . \$0 90  
List Price.

"Shirriff's" (all flavors), per doz. . . . . 0 90  
Discounts on application.

YEAST.

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

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Cases  
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# Diamond Crystal

The name Diamond Crystal in connection with salt stands for the very best article that is manufactured either for table, dairy or cooking uses. The Diamond Crystal factories are models of excellence, and it is safe to say that nowhere is there a plant which is worked in a higher scientific manner than this one. Commencing in a small way it has grown to very large proportions, principally by reason of the fact that they have the raw material of such superior quality that it produces a high grade article. This condition, backed up by the best of management, could hardly fail to give the best results, and it does. The prices are not much higher than the ordinary kinds.

Bbls.	120	—	5c bags table	\$3.50
"	60	—	10c " "	3.25
"	40	—	7 lb. " "	3.00
"	20	—	14 " " Dairy	3.25
"			280 " loose "	2.75
"			320 " fine "	2.75
Bags			28 " "	.35
"			56 " "	.70

Cases	Cooking in pkgs., cases 2 doz.	1.60 case
"	Shaker " " " 2 "	1.60 "

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## H. P. ECKARDT & CO.

WHOLESALE GROCERS

Cor. Front and Scott Sts. - TORONTO

Raspberries  
Raspberries  
Raspberries

All Seasonable Fruits  
At All Times



25-27 CHURCH TORONTO  
are Largest Receivers

BANANAS  
Tomatoes  
Celery

AND

all early vegetables

We invite  
enquiry

Prompt attention and first-class  
service.

WRITE AT ONCE

LEMON BROS.

Owen Sound, Ontario

A TIP

for you Mr. Grocer, i.e.  
Lemons are going to be  
very scarce for the bal-  
ance of the summer—  
Stock some

“ST.  
NICHOLAS”

for later use if you can  
buy them.

J. J. McCABE

Agent

Toronto

Queen City Water  
White Oil

GIVES PERFECT LIGHT

The most economical high-grade oil  
ever sold in Canada

FOR SALE EVERYWHERE



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

Frequency of Sailings

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

For further particulars  
apply to

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



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 recom-  
mending it.

SOLE PACKERS

SMITH & PROCTOR, - HALIFAX, N.S.

SMITH  
AND  
PROCTOR

SOLE PACKERS

Halifax, - N.S.

## Georgia Peaches

are now in their prime,  
and the quality this year  
the best ever. We have  
regular daily arrivals.

## Peaches, Plums, Pears Cantaloupes

as well as full supplies of

Vegetables and Local Fruits

# WHITE & CO., LTD.

TORONTO

## FRUITS FOR PRESERVING

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

New Potatoes, Extra Fancy  
Quality.

ORANGES LEMONS BANANAS

THE HOUSE OF QUALITY.

# HUGH WALKER & SON

Established 1861  
GUELPH and NORTH BAY

## Steady Sales at Good Profit



## COOKED MEATS

The Summer season is heavy in cooked meat sales—that  
will make themselves profitable for the grocer who  
stocks Elgin Brand Cooked Meats.

There is no greater measure that can work destruction  
to a trade than inferior quality of cooked meats in sum-  
mer. Make sure of safe riding and stock Elgin Brand.  
A factory of modern arrangement and always a first  
thought to cleanliness, and the highest quality of goods  
are reasons for Elgin Brand superiority.

### The St. Thomas Packing Co., LIMITED

Pork Packers and Provision Merchants. Pork, Pork  
Products and Beef, Butter, Eggs and Cheese

ST. THOMAS, ONT.

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

## Facts Concerning Bovril

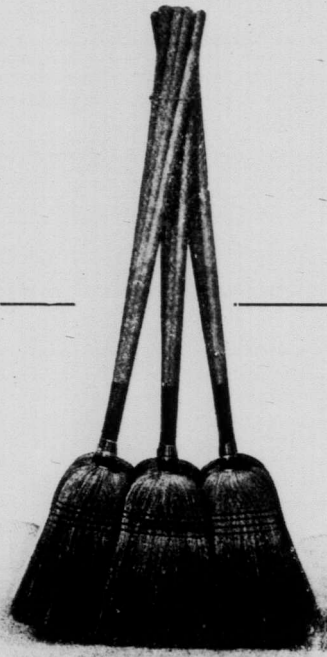
The fame of our immense manufactory  
has been built around just this one  
product. There are numerous imita-  
tions, but there is nothing that enjoys  
the reputation of BOVRIL, or that  
possesses its vitalizing power, or that  
can give the same appetizing flavor  
and toothsome when added to  
other foods.

The BOVRIL estates cover: in the  
Argentine, 438,082 acres; in Australia,  
9,261,400 acres.



Make up Your Stocks To-day

### BOVRIL, LIMITED MONTREAL



## Let Us Send You

Just one sample order of Six Dozen Brooms to show what we can do in the way of taking care of your broom and whisk business. Prices and quality guaranteed. *A Metal Broom Rack Free* with six dozen of the

### PARKER BROOM

Agents:  
The Lind Brokerage Co.,  
Toronto.

Nicholson & Bain,  
Winnipeg, Regina, Cal-  
gary, Edmonton.

Gordon M. Millar,  
Montreal.

Albert Dunn,  
Quebec.

For sale at any good  
Wholesale Grocer.

### The Parker Broom Co.

OTTAWA

The Best Broom Made

## 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

## SHUT UP SHOP

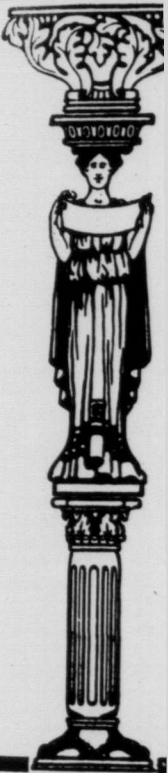
You might as well quit business as sell your women customers any brooms that do not give satisfaction.

There is nothing that will raise their ire quicker and that will become more destructive to the grocer's trade than the sale of a poor broom.

Have a stock on hand of W. W. Co. brooms—you can safely recommend them to the most fastidious. They are the best quality, best workmanship, and bamboo handles.

Walter Woods & Co.  
HAMILTON - - WINNIPEG

Bru



# Brunswick Brand Canned Fish

## EXCELS ALL OTHERS

Connors Bros. have won their present high standing in the grocery supply business by a conscientious keeping up of a grade, and their long experience gives them a place of authority in the fish trade.

All goods are packed under ideal conditions and come perfect to the consumer.

### OUR CHIEF SELLERS INCLUDE:—

- |                       |                         |
|-----------------------|-------------------------|
| 1/4 Oil Sardines      | Kippered Herring        |
| 3/4 Mustard Sardines  | Herring in Tomato Sauce |
| Finnan Haddies        | Clams                   |
| (oval and round tins) | Scallops                |

## Connors Bros., Limited

Black's Harbour, N.B.

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



# WESTERN GROCERS



Need not go without any grocery or confectionery line that they want. We are here to supply the demand for everything in the grocery trade.

Our new warehouse is overcrowded, and we are now building a new addition 100 feet x 44 feet, with four storeys and basement.

Our development is due to the good service we render.

### TRY US

For High-Class Groceries at *lowest prices*

**“Everything For The Grocer”**

## RICHARDS & BROWN

Wholesale Grocers and Commission Merchants  
WINNIPEG, CANADA

HOUSEWIVES' FAVORITE



**WHITE DOVE**  
Cocoanut

The White Dove, symbolic of purity, is the proper brand for this popular cocoanut. Every can passed over the counter will return many profits in good will. Be sure to stock "White Dove." Full particulars from

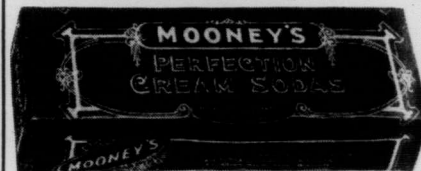
**W. P. Downey**  
MONTREAL, QUE.



**WILSON'S**  
**FLY PADS**

Last year's increase in sales was greater than the whole output of a few years ago.

And the demand is still growing.



Highest quality ingredients, well prepared, with expert cooking, makes

**MOONEY'S**  
**PERFECTION**  
**CREAM**  
**SODAS**

the delight of all. Do not waste time trying to sell unknown grades. Put in a stock that merits the approval of a particular buying trade. If you do not give your trade satisfaction in this line somebody else will, and you cannot afford to have your customers walk by your door.

**The Mooney Biscuit**  
and Candy Co., Limited

Factories at  
**Stratford, Ont.**      **Winnipeg, Man.**  
BRANCHES AT HAMILTON, OTTAWA,  
SYDNEY, C.B., HALIFAX, N.S.,  
FORT WILLIAM, CALGARY,  
VANCOUVER, B.C., ST. JOHN'S, Nfld.

The failure to stock some standard commodity may be the means of a merchant losing trade

**Mathieu's Nervine Powders**



are recognized everywhere as a specific remedy in all cases of headaches, and they can be recommended by every merchant with perfect safety as an effective remedy. Don't lose trade by allowing your supply to run short.

If you don't know them, try Mathieu's Nervine Powders yourself at our expense as per coupon attached.

For all forms of colds Mathieu's Syrup of Tar and Cod Liver Oil is recognized as a safe and effective cure.

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

Please send regular box of Mathieu's Nervine Powders to the following address:—  
Name.....  
With (Name of firm).....  
Street.....  
City or town..... Prov.....

When writing advertisers kindly mention  
this paper.

All Good Things  
are Imitated.

**MAPLEINE**

(The flavor de Luxe)  
Is not the exception.

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

**The Crescent Mfg. Co.**  
SEATTLE,      WN.



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



**PUSH**  
*Redpath*  
 Extra Granulated **SUGAR**  
**FOR PRESERVING**

No other sugar will give your customers such genuine satisfaction for preserving as this absolutely pure cane sugar. Fruit keeps best and has the finest flavor when put up with REDPATH Extra Granulated Sugar.

A strong window display, showing REDPATH Extra Granulated in the new 2 and 5 Pound Sealed Cartons and in 20 and 100 Pound Cloth Bags—a few baskets of choice fruit—a row or two of fruit jars—paraffin and rubber rings—and perhaps a preserving kettle—with the new and striking REDPATH Pennants on the window—will certainly attract trade to your store.

Try it. Write us for Pennants if you haven't received any yet.

**The Canada Sugar Refining Co.**  
 MONTREAL LIMITED

***“Above the ordinary”***

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

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



## Are You Getting

the trade of the women that come to your store for soap, directed to the buying of Wonderful Soap?

Work hard to get a first sale—then your work is over with that customer; she will be so pleased with the wonderful workings on washday of Wonderful Soap that its praises will be shouted abroad among the neighborhood. Your reputation will stand higher in her eyes, and your other stock will also get more sales.

Send for prices—learn the good profit it is for you.

**The Guelph Soap Company**  
GUELPH - - - ONTARIO

## Quaker Baked Beans

HAVE  
NOT  
ADVANCED  
YET

HAVE YOU  
GOT YOUR  
STOCK IN?

ASK OUR TRAVELLERS OR WRITE

**Mathewson's Sons**  
MONTREAL



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

**JOHN P. MOTT & CO.**

MANUFACTURERS

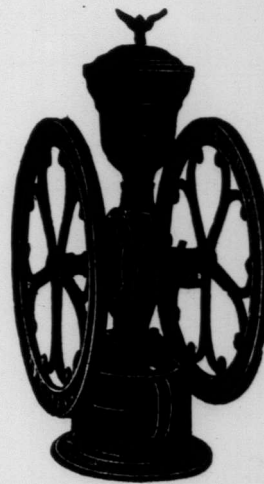
HALIFAX, NOVA SCOTIA

## YOU ARE THE MAN WE WANT

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

### ELGIN National Coffee Mill

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



Ask any of the following jobbers for our illustrated catalogue  
**WINNIPEG**—G. F. & J. Galt (and branches); The Codville Co. (and branches)

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

**HAMILTON**—James Turner & Co.; Balfour, Smye & Co.; McPherson, Glassco & Co.

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

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

**REGINA, Sask.**—Campbell, Wilson & Smith.

**MONTREAL**—The Canadian Fairbanks Co. (and branches).  
**EDMONTON, Alta.**—The A. MacDonald Co.

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



# BISCUITS

## from the Old Country

Some of the most popular Biscuits in Britain are made by

## McVITIE & PRICE

Biscuit Manufacturers  
EDINBURGH and LONDON

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

### AGENTS:

Ontario and Quebec  
**W. G. PATRICK & CO.,** York Street, TORONTO  
Manitoba and Saskatchewan  
**RICHARDS & BROWN,** James Street, WINNIPEG  
British Columbia and Yukon  
**KELLY, DOJGLAS & CO., Ltd.,** Water St. VANCOUVER  
Alberta  
**CAMPBELL, WILSON & HORNE, Ltd.,** CALGARY,



## Nothing Else Will Do

They get the habit early in life and it lasts—as youngsters they are told to get

## WINDSOR TABLE SALT

—and they get it, any other salt is refused—then, and when they are “Grown ups.” Cultivate this habit and retain the good will from first to last by offering Windsor Salt first.

**CANADIAN SALT CO.,**  
LIMITED  
WINDSOR, - - ONT.

## Condensed Milk Growing Popular



A great change has come over the public in the course of the past few years and condensed milk is a recognized household article.

Grocers who are up-to-date should tone up their stocks with the Malcolm lines, which are both new and good.

St. George Evaporated Milk, 4 doz in case...\$3.50  
Princess Condensed Milk, 4 doz. in case...\$4.20  
Banner Condensed Milk, 4 doz. in case...\$5.00

Our lines will bring you new customers and quick returns.

Order them from your wholesaler or direct from the factory. Delivered in 5-case lots to any point in Ontario or East of Halifax.

**J. Malcolm & Son, St. George, Ont.**

STERLING  
SWEET  
MIXED  
PICKLES



ONLY  
HIGHEST  
QUALITY  
INGREDIENTS  
USED

The crisp, delicious, toothsome quality of Sterling Brand Sweet Pickles is a bulwark of safety for the grocer who fears for the permanency of his over-particular trade.

WRITE FOR PRICES.

**THE T. A. LYTLE CO.**  
Limited

Sterling Road, - Toronto

## When The Hands Are Soiled

At the  
Office,  
Store,  
Bank,  
Printer's  
Home,  
in fact



At the  
Foundry,  
Shop,  
Mill,  
Factory,  
Garage  
or Farm

anywhere or after any kind of employment or amusement, use

# SNAP

Beneficial to the skin.

**Big sale for this Hand Cleaner**  
**SNAP COMPANY, Limited**  
Montreal, Quebec

## Delightful With Cold Meat

In summer weather cold meat provides the major portion of a meal, especially in the household; to make it as tasteful as possible, some relish must be added.

### Paterson's Worcestershire Sauce

has that snap and good flavor to make an ordinary lunch into a delicious delight for the appetite.

Made in Scotland, under the best factory conditions.

**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.



**WE  
WANT  
A  
MAN**

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

#### SPECIAL CIRCULATION REPRESENTATIVE.

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

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

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

**MACLEAN PUBLISHING COMPANY,**  
143-149 University Ave., Toronto, Ont.

**COFFEE** High Grade Coffees are up several cents per pound, but we will contract with you for the balance of the year for

## AURORA COFFEE

the same magnificent quality at the same prices. By this plan we will not only retain our many present customers, but hope to make many new ones. Now, don't miss your opportunity. Get a sample from us. We will send you a big sample on application. You are to be the judge. It's easy money to get in touch with us.

**W. H. GILLARD & CO.,**

Wholesalers

**HAMILTON, ONT.**



**" TWICE BLEST "**

—it blesseth him that sells and him that receives—for it is profitable to both. A postcard will bring you full information about

**KIT COFFEE**

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

ALEX. TYTLER, Temple Building, London, Ont.  
 J. A. CROOKS, Bedford, Halifax, N.S.  
 KIRKLAND & ROSE, 312 Water St., Vancouver, B.C.  
 G. C. WARREN, Regina, Sask.

**FREDERICK E. ROBSON & CO. TORONTO.**

**King George's Navy**

is] worthy of your support right now for many sound business [reasons. [There] are hundreds of men in your [neighborhood] whom you can "recruit" and "muster" around [your store] on Saturday evenings for their weekly Tobacco allowance.

KING GEORGE'S NAVY has nothing to [do] with the Canadian Navy, remember, but is the popular

**CHEWING TOBACCO**

packed by the firm which guarantees prompt delivery and quality all the time.

THAT FIRM IS

**The Rock City Tobacco Co.**

Quebec - - - Winnipeg

WRITE ABOUT

- Maple Sugar - - - Chewing Tobacco
- Master Mason - - - Smoking Tobacco
- Rose Quesnel Smoking Tobacco

**Tuckett's**  
**Orinoco**  
**Tobacco**

**NO BETTER  
 JUST  
 A LITTLE MILDER  
 THAN**



**Tuckett's Myrtle Cut Tobacco**

WHICH HAS THE LARGEST SALE IN CANADA.

**TUCKETT LIMITED**

**Hamilton,**

**Ont.**

**CLASSIFIED ADVERTISING**

**FOR SALE**

CASH REGISTER FOR SALE—GOOD AS NEW. Total adder. Prints detail strip. Apply E. A. Stahl, Berlin, Ont.

**BUSINESS CHANCES**

GROCEER BUSINESS FOR SALE — GOOD paying trade, well established, best location in town. Apply Box 435, Canadian Grocer.

FOR SALE—NEW GENERAL STOCK WITH new 2-storey cement block store, in a village; sales \$15,000 yearly, can be easily increased. Post office and telegraph office in store, also telephone connection. Apply Box 33, Amherstburg, Ont.

FOR SALE—GROCERY BUSINESS, CARRYING a well assorted stock; inventory about \$2,500. Doing a good paying business. Turnover about \$18,000. Good location in one of the best towns in New Ontario. Apply Box 440, Canadian Grocer.

FOR SALE—GROCERY, CONFECTIONERY and ice cream, in good country town, doing a good business. Established thirty years. Good reason for selling. Purchaser can have store with a dwelling above at moderate rent. Apply Box 437, Canadian Grocer.

READ THIS—GENERAL STOCK OF MERCHANDISE in Edmonton district, Alberta, offered for sale; inventory about \$10,000; buyer should make \$4,000 profit first year. Cash required about \$3,500. If you are looking for a genuine business you cannot afford to pass this by. Box 433, Canadian Grocer.

SUNNY ALBERTA—YOUR OPPORTUNITY to get a paying business. General merchandise stock of \$6,000 offered for sale, doing a strictly cash business; good profits. Close investigation invited. Cash required about \$3,000. Write owner, Box 438, Canadian Grocer.

GROCERY AND PROVISION BUSINESS for sale—in western Ontario city, about 17,000 population. Store in choice central location, and fitted with up-to-date fixtures. A splendid chance for a wide-awake man. Will sell very reasonable if sold at once. Apply Box 441, Canadian Grocer.

**PRICE TICKETS**

PRICE TICKETS FOR WINDOW SHOW goods. Black lettering on white cards marked 25c., 50c., 75c., \$1, \$1.25, \$1.50, \$1.75, \$2, \$2.50, \$3, \$3.50, \$5. Dozen in set, per set, 15 cents postpaid, or two sets for 25 cents while they last. Technical Book Dept., MacLean Publishing Co., 143 University Ave., Toronto.

**PRINTING**

CHEAPEST PRINTING ON EARTH.—BOOK-lets, Catalogues, Price Lists, Handbills, and any other fine printing for the grocery trade at fiercely competitive prices. Russell Smart, 40a Chancery Lane, London, England.

**MISCELLANEOUS**

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott-Fisher, Ltd., Room 314 Stair Building, Toronto.

ACCURATE COST KEEPING IS EASY IF you have a Dey Cost Keeper. It automatically records actual time spent on each operation down to the decimal fraction of an hour. Several operations of jobs can be recorded on one card. For small firms we recommend this as an excellent combination—employees' time register and cost keeper. Whether you employ a few or hundreds of hands we can supply you with a machine suited to your requirements. Write for catalogue. International Time Recording Company of Canada, Limited. Office and factory, 29 Alice Street, Toronto.

BUCKWHEAT FLOUR GUARANTEED pure and unsurpassed by any mill in the province. T. H. Squire, Queensboro, Ont., solicits your orders.

**MISCELLANEOUS**

BUSINESS-GETTING TYPEWRITEN 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.

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

COUNTER CHECK BOOKS—WRITE US to-day for samples. We are manufacturers of the famous Surety Non-Smud duplicating and triplicating counter check books, and single carbon pads in all varieties. Dominion Register Co., Ltd., Toronto.

COUNTER CHECK BOOKS—ESPECIALLY made for the grocery trade. Not made by a trust. Send us samples of what you are using, we'll send you prices that will interest you. Our holder, with patent carbon attachment, has no equal on the market. Supplies for binders and monthly account systems. Business Systems, Limited, Manufacturing Stationers, Toronto.

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

EVERY BUSINESS SYSTEMS ARE DEVISED to suit every department of every business. They are labor and time savers. Produce results up to the requirements of merchants and manufacturers. Inquire from our nearest office. Egly Register Co., Dayton, Ohio; 123 Bay St., Toronto; 258 1/2 Portage Ave., Winnipeg; 308 Richards St., Vancouver.

FIRE INSURANCE. INSURE IN THE Hartford. Agencies everywhere in Canada.

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

MOORE'S NON-LEAKABLE FOUNTAIN pens. If you have fountain pen troubles of your own, the best remedy is to go to your stationer and purchase from him a Moore's Non-Leakable Fountain Pen. This is the one pen that gives universal satisfaction, and it costs no more than you pay for one not as good. Price \$2.50 and upwards. W. J. Gage & Co., Limited, Toronto, sole agents for Canada.

OUR NEW MODEL IS THE HANDIEST FOR the grocer, operated instantly, never gets out of order. Send for complete sample and best prices. The Ontario Office Specialties Co., Toronto.

PENS—THE VERY BEST PENS MADE ARE those manufactured by William Mitchell Pens, Limited, London, England. W. J. Gage & Co., Limited, Toronto, are sole agents for Canada. Ask your stationer for a 25c. assorted box of Mitchell's Pens and find the pen to suit you.

THE MONEY YOU ARE NOW LOSING through not having a National Cash Register would pay its cost in a short time. Write us for proof. The National Cash Register Co., 285 Yonge St., Toronto.

THE "KALAMAZOO" LOOSE LEAF BINDER is the only binder that will hold just as many sheets as you actually require and no more. The back is flexible, writing surface flat, alignment perfect. No exposed metal parts or complicated mechanism. Write for booklet Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto. (tf)

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited, Supplied by the trade throughout Canada. (tf)

YOU CAN BUY A REBUILT TYPEWRITER from us. We have about seventy-five typewriters of various makes, which we have rebuilt and which we will sell at \$10.00, \$15.00 and \$20.00 each. We have also a large stock of better rebuilts at slightly higher prices. Write for details. The Monarch Typewriter Co., Ltd., 46 Adelaide St., W., Toronto.

**AGENTS WANTED**

MANUFACTURERS OF BACON SLICING machine, which sells at ten dollars carriage forward, suitable for small grocers, pork butchers, hotels and boarding houses, desire to appoint old established wholesale grocers and stores in the largest cities as sole agents for same. The machine slices bacon or bread of any size or thickness required. Sells at sight. Large commission. State references and fullest particulars to H., 48, Birchall's Advertising Offices, Liverpool, England.

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

**BLACK DIAMOND OVENS**  
A Steel Sectional Bake Oven  
will bake your own goods and increase your General Trade. You can have the best goods and obtain all the profit. No expressage or delivery charges for Bread, Rolls, etc. You can do what others are doing. Write for our Complete Catalog.  
**BRANTFORD OVEN AND RACK CO.**  
BRANTFORD Limited CANADA

**OLIVE OIL**  
— High Quality —  
**OLIVE OIL**  
Reasonable Price  
**OLIVE OIL**  
For Salad Season  
WHY NOT WRITE US FOR QUOTATIONS ON OUR LEADING BRAND WHICH CARRIES AN ABSOLUTE GUARANTEE OF PURITY?  
**H. E. VIPOND**  
197 St. Paul St.  
MONTREAL



**Stuhr's  
DELICACIES.**

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

Sold by all High-class Provision Dealers.

C. F. STUHR & CO., HAMBURG



**For Summer Appetites**

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

**JELL-O**

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

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

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

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

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

**Credit  
Without  
Risk**



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

**Allison Coupon Books**

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

**HOW THEY WORK**  
A man wants credit. You think he is good. Give him a \$10.00 Allison Coupon Book. Have him sign the receipt or note form in the front of the book, which you tear out and keep. Charge him with \$10.00—no trouble. When he buys a dime's worth, tear off a ten cent coupon, and so on until the book is used up. Then he pays the \$10.00 and gets another book. No pass books, no charging, no lost time, no errors, no disputes. Allison Coupon Books are recognized everywhere as the best. For sale by the jobbing trade everywhere, manufactured by Allison Coupon Company, Indianapolis, Indiana.

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

**TEA LEAD**

(Best Inconrodible)

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. LIMITED**

Tel. Address: "Laminated," London. LIMEHOUSE,  
A.B.C. Codes used 4th and 5th Editions LONDON, E., ENG.  
Canadian Agents HUGH LAMBE & CO., TORONTO  
J. HUNTER WHITE, ST. JOHN, N.B.  
CECIL T. GORDON, MONTREAL



**Hits the mark**

**Canadian Coconut Co., Montreal**



## Sell More Oil—At Greater Profit

A practical oil keeping device that measures oil accurately and allows you to wait upon your oil customers quickly, and needs no funnels or unattached measuring devices, is your only plan to sell more oil—at a profit.

# BOWSER

Self-Measuring  
Systems

**S. F. Bowser & Co., Inc.**

TORONTO

66-68 Fraser Avenue.

when installed in a grocery put the stamp of "up-to-date" methods—a fact alone that will create a spirit of confidence from customer to proprietor that will result in more sales in every department of your store.

It will pay you to systematize. If you handle oils—get in touch with us. We will gladly give you assistance.

Send  
for Booklet  
No. 5  
IT'S FREE

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



## A Good Resolve

# Anchor Brand Flour

## A Good Resolve

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

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

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

11

# Conundrum

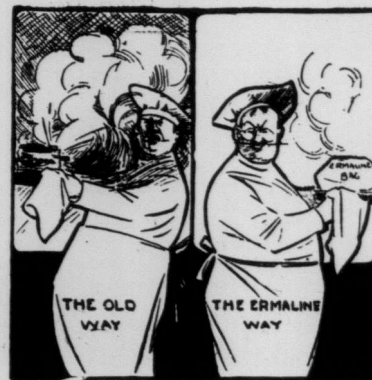
If it is beastly warm  
in the open what  
must it be at the

## STOVE ?

Ask your customers, Mr. Grocer, they'll tell you, and they'll also tell you that they "wish to goodness" they could get something to keep down the heat in the kitchen and enable them to stay away more from the stove.

## The ERMALINE Cooking Bag

is what they want. Talk **Ermaline Bags** and show them this:



**The Ed. Lloyd Co.**  
LIMITED  
MONTREAL

When writing advertisers, kindly mention this paper.



## 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; a glass covering keeps it displayed, and at the same time affords perfect protection. The board of the cheese cutter may be lifted off instantly with the cheese on it, and placed in the ice box over night, without disturbing or changing the setting of the cheese cutter.

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

**American Computing Company  
of Canada**

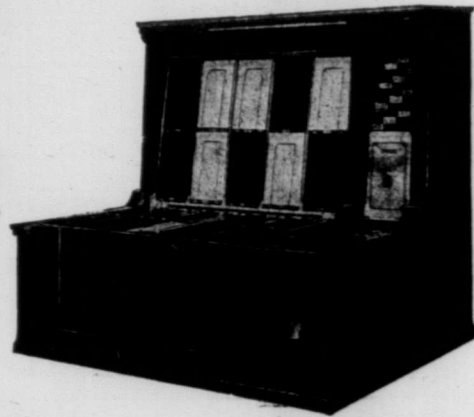
HAMILTON, CANADA

Made in Canada

## Decide NOW

“Get  
your  
money in”

to save  
**\$100.00**



Fill out this  
coupon and mail  
it NOW!

Yes, and you will save many a hundred dollars. You will save it in your collections just as one merchant has reduced his account from \$3000 to \$500.

You will save it in losses through mistakes in bookkeeping and in the time and worry that is inseparable from working with the old Day-Book-and-Ledger system. And you save the tedious and unsatisfactory way of sending out monthly and semi-monthly statements.

With the old Day-Book-and-Ledger system, and the monthly and semi-monthly rendering of accounts, you actually hinder your customers from paying their bills, for they do not know how much they owe you until the end of the month. Most people do not want to run bills that they cannot pay, but many people do so unthinkingly because they do not know their bill is so large. The Barr Register System will keep these bad and undesirable accounts off your books.

The Barr Register keeps your accounts always posted to the minute. When your customer makes a purchase, by just one writing your customer is given a bill of his current purchase, your customer receives a statement of the account to date, and without another penstroke all your bookkeeping is done.

That the Barr Account Register System will save any retailer hundreds of dollars is unquestioned. It is clear without a moment's thought. Then why delay? Is it wise to neglect to save money.

Make use of this coupon now. Ask for further particulars. Give us a chance to prove all this to YOU. Mark and mail this coupon NOW.

**BARR REGISTERS LIMITED**  
TRENTON, ONTARIO. "M"

We would like to know more about the money-saving power of the Barr Account Register. Kindly send full particulars, prices, terms, etc.

Name.....  
St. and No.....  
City..... Prov.....

**Barr Registers Limited**

TRENTON,

ONTARIO.

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### Goods That Always Sell

With the L. & B. Banner Brand Jams and Jellies in stock you need not fear their sale. Quality goods as L. & B. Banner Brand will always find ready sales, for the simple reason that they are superior in flavor and compare favorably in price with any other make.

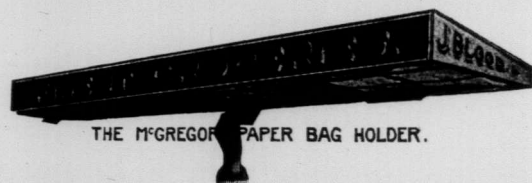
Send order now for new pack strawberries, raspberries, plums, etc. Packed in 2, 5, and 7-lb. gold lacquered pails, and 30-lb. wooden pails.

**LINONER & BENNER, TORONTO**

Phone Park 2985 291 Arthur St.

WESTERN AGENTS:

Laing Bros., Wholesale Grocers, Winnipeg, Manitoba



THE MCGREGOR PAPER BAG HOLDER.

### Better Service Means More Trade

THE MCGREGOR PATENT BAG HOLDER is the biggest step to quick service of your customers, and quick service is probably the remaining thought of every trader to your store. Make it a favorable one.

**KILGOUR BROS.**

21-23 Wellington St. West, TORONTO

**SALT** RICE'S SALT  
IS  
Always Pure

Increase your business and also your profits by handling a good article—your customers appreciate it and you keep their trade.

RICE'S SALT for Table, Dairy and general use is a good seller and always reliable. Write us for prices.

THE NORTH AMERICAN CHEMICAL CO., Clinton, Ont.

# Make Money While The Sun Shines

Summer drinks are now in big demand. Take advantage of the present heat wave and add to your turnover from bottled goods.

You can't beat these prices, so send your order right away, as it is a case of "first come first served."

- 33 Cases Vichy Water, CELESTIN, 50 half bottles to case - \$4.00 case.
- 25 Cases Vichy Water, LA SANITAS, 50 half bottles to case - \$4.00 case.
- 100 Cases Vichy Lemonade, ST. NICHOLAS, 100 quarter bottles to case - \$6.00 case.
- 100 Cases Vichy Water, LA SAVOUREUSE, 100 quarter bottles to case - \$7.00 case.

### A Snap in Jellies

120 Dozen assorted Jellies—Lipton and Imperial Brands. Can you beat these at 50c. a dozen?

### Quick Sellers at Low Prices

- 25 Cases of 4 doz. each, Chicken in 1 lb. cans - \$3.25 per doz.
- 25 Cases Tomato Soup, SNIDER'S, in 4 lb. cans - 50c. per doz.
- 200 Cases Castile Soap, La Lune, 100 pieces, each 3 oz. - 1½c. each.
- 7 Cases Smoked Salmon Herring in Oil, in ¼ tin - 12c. each.
- 50 Cases Succotash in 2 lb. tins, \$1. per doz.

### Imported Belfast Ginger Ale

TRAYDER BRAND THE BEST

We offer 500 cases, 6 dozen each.

- |                           |                           |
|---------------------------|---------------------------|
| <b>Cork Stoppers</b>      | <b>Crown Stoppers</b>     |
| ½ Bottle at 1.00 per doz. | ½ Bottle at 90c. per doz. |
| ¼ Bottle at 85c. per doz. | ¼ Bottle at 75c. per doz. |

Write, Phone or Wire

**Laporte, Martin & Cie.**  
Limitee

568 ST. PAUL STREET

TEL. MAIN 3766

**MONTREAL**



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# The "Eclipse" Line of Refrigerators

MADE FOR

GROCERS, BUTCHERS, HOTELS, Etc.  
WINNERS IN THE U. S. SINCE 1856.

Now Manufactured in Winnipeg

BY

## Ryan Brothers

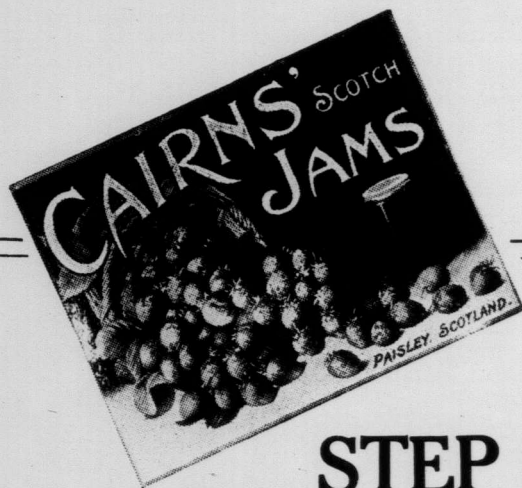
HAVE YOU SEEN THE "ECLIPSE" REFRIGERATOR COUNTERS?

OFFICES AND WAREHOUSE

JAMES STREET EAST, WINNIPEG

FACTORY

ALEXANDER AND BRIGHTON



## Real Scotch

# STEP CLEAR OF INFERIOR JAMS, JELLIES AND MARMALADES

and in stepping clear of them you will avoid dissatisfaction with your patrons and will build a trade on a better goods foundation which will stand.

### Cairns' Products

including jams, jellies, and marmalades, are the highest form of pure food in preserves.

**Purveyors to His Majesty King George.** The Royalty's table has long contained these favorite preserves, having been given the preference by the late Queen Victoria and King Edward VII, and recently received appointment from King George V.

Cairns' products are most carefully handled from the tree and bush to the jar. They're pure as human hands can make them.



## ALEXANDER CAIRNS & SONS

Paisley, Scotland

Canadian Agents: SNOWDON & EBBITT, MONTREAL, QUE.

THE NEW ENGLISH  
BISCUIT IS BEING !  
SOLD IN MILLIONS !

CARR'S  
"SHORTCAKE"



32  
PIECES TO  
THE POUND

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

WIRE, PHONE OR WRITE THE AGENTS BELOW :

SIMPLY  
DELICIOUS !

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

BY ROYAL  
CARR & CO., LTD.



APPOINTMENT  
CARLISLE, ENG.

## THE CANADIAN GROCER

Follow us, Brother Grocer, every day into thousands of smiling stores throughout Canada—big stores, small stores, and middling. And *you* will learn—That the flour that sells *best* is the flour that *suits* best. We have watched since 1888 the keen, alert, progressive dealers ride on to fortune. Always the foundation has been the *Satisfaction of the Buyer*.

Look through the stocks selected by the big leaders in the trade—no matter what other brand or brands they carry, you will find FIVE ROSES flour there—

# Five Roses Flour

L. C. Harkness (D. H.)  
34 Royal Bank Bldg

Bleached



Not Blended

If *you* aspire to see big flour sales some day, you must start at the bottom.

Build the *base* right.

Establish your business on such a firm foundation that it will be *impossible* for any competition the future may bring forth to steal away its prestige.

If the past does not prophesy falsely, Brother Grocer, FIVE ROSES flour and the LAKE O' THE WOODS connection will afford you a base as *solid as a rock*.

It must have many elements of success to have forced the sales expansion from 800 barrels in 1888 to 10,500 barrels a day with a still further increased capacity in sight.

Don't build on the shifting sands, Brother Grocer; don't YOU stock what progressive grocers are casting aside.

You can stock FIVE ROSES in any size or package to suit your trade.

At your jobber's—or our nearest office.

**LAKE OF THE WOODS MILLING COMPANY, Limited**

Toronto  
Ottawa  
London  
Sudbury

"The House of Character"  
Capacity, 10,500 bbls. daily

**Montreal**

St. John  
Keewatin  
Winnipeg  
Vancouver

