

THIS IS THE 1,324th ISSUE OF

CANADIAN GROCER

PUBLISHED WEEKLY BY
THE MACLEAN PUBLISHING COMPANY, LTD.

Vol. XXVII.

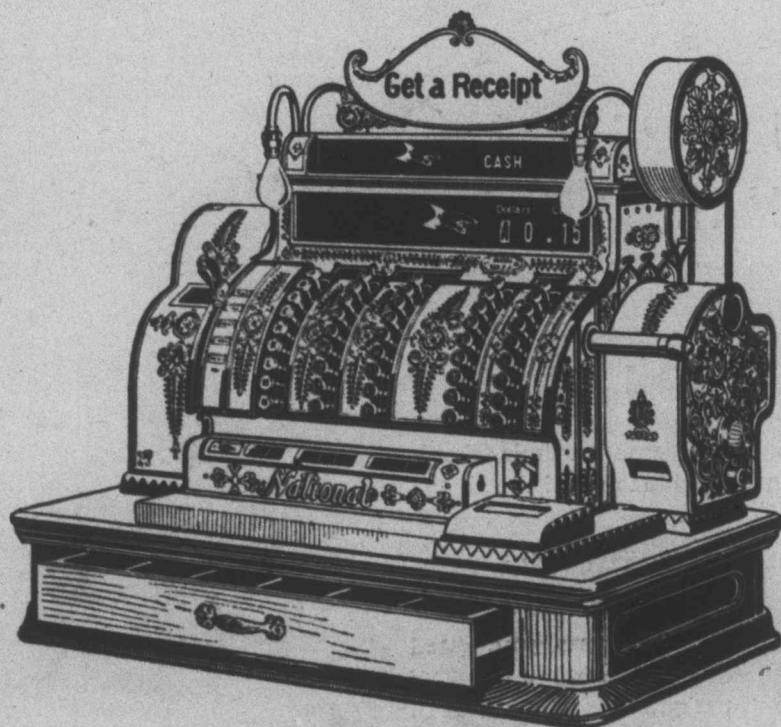
PUBLICATION OFFICE: TORONTO, APRIL 25, 1913

No. 17

There is just one best way to do anything

In the handling of money
or the keeping
of records.

This is IT



ITS perfection is acknowledged by every nation on earth—212 different kinds of businesses have granted its superiority over all other systems for

Recording sales

Checking losses

Safeguarding profits

Protecting the integrity
of employer and employees

Warranting a square
deal to customers.

Made in over 500 styles and sizes—each with a distinct difference, and each difference based on the peculiar conditions of a specific business.

No store is too small—no institution is too large to operate to the best advantages without a National.

No matter who you are, what you do, or where you do it—if you handle money or keep records, write and find just what sort and size of National Cash Register is built to meet your special requirements.

The National Cash Register Company

285 Yonge St. Toronto—Canadian Factory, Toronto

THE CANADIAN GROCER



**PURE
AND
DELICIOUS**

**GOOD
PAYING
LINES**

**MAKE SURE PEOPLE
KNOW YOU'RE SELLING
UPTON'S
JAMS, JELLIES AND MARMALADES**

Your customers see the advertisements, their friends tell them of the purity and deliciousness of the Upton lines—making them ready to buy.

Show them that YOU handle these quality goods, display them and watch the results.

Only [the best selected fruits and pure granulated sugar are used in the making. The name UPTON on the jar is a guarantee of the quality of the contents.

Have you a good stock—it sells the year round.

**The T. UPTON COMPANY, Limited
HAMILTON, ONTARIO**

PREPARE FOR SUMMER DRINK TRADE.

Order Now.

*Lime Juice
Cordial*

is one of the most popular drinks. It is delicious—quenching thirst—keeps the blood and digestive organs in an excellent state.

*As Supplied
To The British House
of Commons*

*Stower's Lime
Juice Cordial*

is prepared from the freshly squeezed juice of the Lime Fruit, with every impurity carefully removed. It will not ferment and is sweetened with the best refined loaf sugar.

*As Supplied
To His Majesty
The King*

*Few Persons
would Purchase*

plain Lime Juice if they once tried a bottle of STOWER'S LIME JUICE CORDIAL, which is all ready for use, blended just right to suit the taste of the most fastidious, and so convenient.

ARTHUR P. TIPPET & CO.

Agents:
Montreal Toronto



Have you ever photographed your Store Interior or Window ?

You have observed from week to week pictures of some bright Canadian stores and windows in The Grocer. They have been useful to you.

Don't you think an illustration of yours would benefit others ?

Then send it along

The Grocer is continually on the lookout for good photographs of attractive, well arranged interior and window displays, displays that you or your clerks have constructed.

You benefit yourself as well as others by having them reproduced in The Grocer.

We want your co-operation. May we count on it ?

ADDRESS

THE EDITOR, The Canadian Grocer

143-149 University Ave.

TORONTO



If you look the world over
BORDEN'S
will still be found the
"LEADERS of QUALITY"
in milk products.

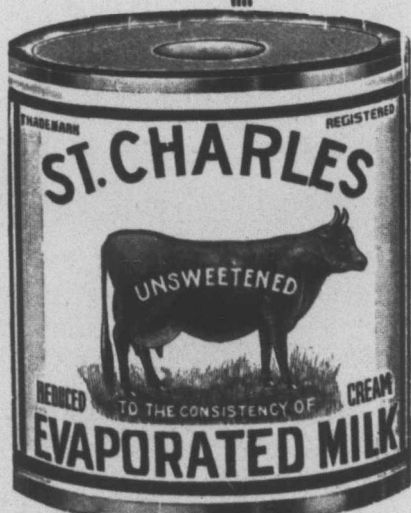
(SINCE 1857)

BORDEN MILK CO., Ltd.

"Leaders of Quality"

MONTREAL

Branch Office: No. 2 Arcade Bldg., Vancouver.



(UNSWEETENED)



(THE ORIGINAL)



(WITH MILK AND SUGAR)

Splendid Silent Salesmen

If a customer entering your store sees in windows, on shelves or on counters, an array of

2 AND 5 LB. SEALED CARTONS
of

Redpath

Extra Granulated SUGAR

she is at once—

Reminded that she needs sugar—

Convinced that you sell the very best—

Assured that she will get this best sugar in a tight and handy package, pure as when it left the refinery.

The natural result—more sales.

Isn't that an improvement on the barrel beneath the counter?

The Canada Sugar Refining Co.
MONTREAL LIMITED



What Do You Earn ?

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

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

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

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

The MacLean Publishing Company
143-149 UNIVERSITY AVE. TORONTO, CANADA

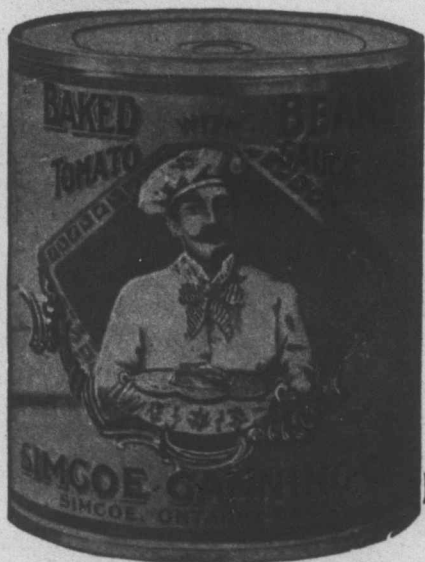
**“SIMCOE” BAKED
BEANS — BETTER
AND CHEAPER
THAN HOME BAKED**



Simcoe Baked Beans are selling better than ever before. Grocers find them profitable and push them. Customers find them delicious, economical and convenient to serve.

Best selected white beans and purest ingredients are used throughout.

Order from your wholesaler or direct.



DOMINION CANNERS

LIMITED

Hamilton

-

Canada

Just a Few Words About THE UNITED ALKALI WORKS CO. LIMITED

Liverpool, :- England

Largest Manufacturers of GREENBANK FAMOUS SPECIALTIES

REVISED PRICES :

Lye		1 gross	\$7.50
Solid	1 lb. Cans	6 gross	\$7.00
Powdered	½ lb. Cans	20 gross	\$6.75
		50 gross	\$6.50
Powdered	12 oz. Cans	gross	\$9.00
	Cases 4 dozen tins		
Powdered Caustic	barrels	per lb.	.03½
Powdered Caustic Soda	10 lbs.	per tin	.80
Caustic Potash Pure	20 lbs.	per tin	\$2.35

CHLORIDE of LIME

¼ lb. tins	5 gross, per gross	\$4.00	per doz.	Retail .40
½ lb. tins	5 gross, per gross	\$5.75	per doz.	.60
1 lb. tins	5 gross, per gross	\$9.75	per doz.	\$1.00
	Cases 4 dozen tins			
14 lb. drums	2 per case		per lb.	.04½
100 lb. drums			per lb.	.03½

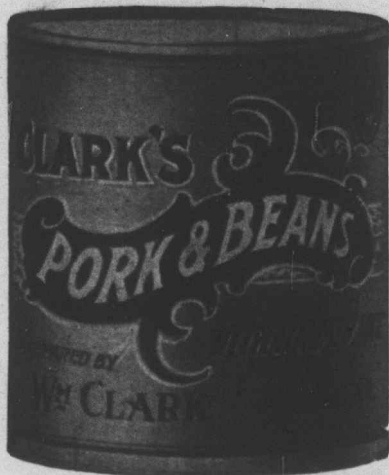
TERMS: Net 30 days, F.O.B. Montreal

SOLD ALL OVER CANADA

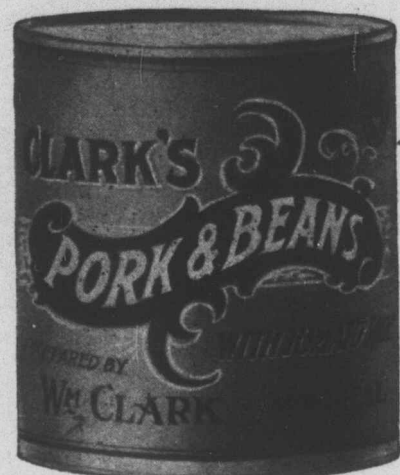
L. CHAPUT, FILS & CIE., LIMITEE
Montreal
Wholesale Distributors

Clark's Pork and Beans

Plain Sauce, Chili Sauce, Tomato Sauce



Where
CLARK'S
EXCEL
IS IN



QUALITY

The essential feature of all foodstuffs and the most powerful selling factor.

High quality, reasonable selling price, fair margin assisted by extensive and judicious advertising, make

Clark's Pork and Beans

the easiest and most profitable line for you to handle.

STOCK THE GOODS THAT SELL.

W. CLARK, - MONTREAL

CANADIAN MACARONI

Success follows the efforts of the grocer who stocks goods that meet the basic requirements of modern merchandising, viz: AN ABSOLUTE, UNVARYING STANDARD OF HIGHEST QUALITY.

Your past experience will tell you that lines possessing that requirement will make successful stores. You cannot buy any better Macaroni or Vermicelli than that packed under

Hirondelle Brand

(SWALLOW BRAND)

Macaroni and Vermicelli

Quality never varies. Your trade always is satisfied. Hirondelle Brand will increase and build you a profitable trade as it has done with other merchants everywhere.

C. H. Catelli Co., Limited
MONTREAL, QUE.

There's a Guarantee of Purity to Pass on to Your Customers

Ours are brands made in the maple groves, right where the sap runs from the trees—pure, and lots of it. So we use it, *only*. No temptation to adulterate.

We have a reputation to maintain—we will ever keep that fact before us.

You can always freely recommend, for purity, maple syrup and maple sugar branded

"PRIDE OF CANADA"
Maple Syrup
and
Maple Sugar

"PRIDE OF CANADA" was up to the pure standard before the Government ever thought of setting down laws governing the manufacture, and the very fact that no sample of ours has ever been found out of line, goes to prove that.

Maple Tree Producers' Association, Limited, Montreal



"King" Compound Jams

Bring Repeats

We do not claim that our "King" goods are pure, but we do claim that in many instances they have been proven superior to jams now being sold as pure. Their nutritive value, though, is absolutely beyond dispute.

The great care taken in preparation and the large variety of packages make them valuable stock.

Now Is The Time For Jams

LABRECQUE & PELLERIN, Montreal

AGENTS:
John J. Gilmor & Co. - WINNIPEG
J. Hunter White - ST. JOHN, N.B.

THE CANADIAN GROCER

SALMON

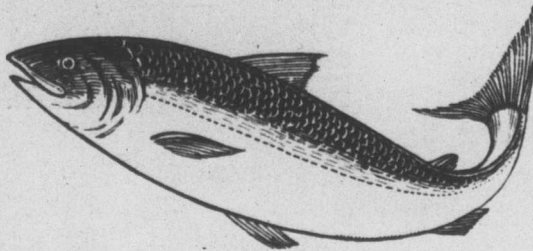
FINEST BRITISH COLUMBIA

SOVEREIGN



Caught in Salt Water
and Canned Immediately.

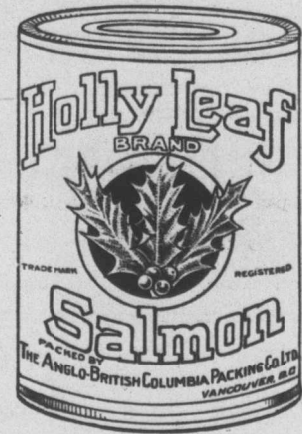
SOCKEYE



Anglo-B.C. Packing Co., Ltd.

H. Bell-Irving & Co., Ltd.
VANCOUVER, B.C.

HOLLY LEAF



Quality is Our First
Consideration.

*When one woman tells another the kind of Coffee that
she thinks is "simply perfect" it's pretty sure to be*

CHASE & SANBORN'S

*Ninety-nine times out of a hundred
she tells where she bought it.*

CHASE & SANBORN
MONTREAL

MODERN GROCERY EQUIPMENT

Adds an air of distinction to your store—and

ATTRACTS TRADE.

The "Walker Bin" System

will save 25% of your floor space and also of your expense for skilled salesmen.

Is this worth your consideration?

We manufacture the best in show cases and refrigerator counters.

Write now for illustrated catalogue and estimates.

Walker Bin & Store Fixture Co.,
LIMITED

Berlin,

Ontario



REPRESENTATIVES,

Manitoba: Watson & Truesdale, Winnipeg, Man.
Sask. and Alta.: J. H. Smith, Box 695 Regina, Sask.
Vancouver: Western Plate Glass Co., 310 Water Street.
Montreal: W. S. Siscock, 33 St. Nicholas Street.
Maritime Provinces: R. R. Rankine, 4 Wright St., St. John, N.S.



TWO CENTS PER WORD

with a Want Ad. in this paper.

You can talk across the continent for two cents per word

Money In Salesmanship

The trained salesman is practically independent. Scores of business houses seek his services.

It should, therefore, be the aim of every young man to qualify himself for a higher position. He can accomplish this in his spare time, just as hundreds have done.

No work so quickly develops poise, self-reliance, ease, ability to grasp situations, instinct to meet the demands of the moment, and the capacity to meet men of their own level, as representing MACLEAN'S.

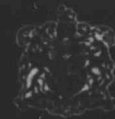
This work puts you in touch with the prominent men of each town, a connection of inestimable value. We require representatives in nearly every town and centre of population in Canada. You can make from \$5 to \$10 per week in addition to your regular salary. We give you a practical training that is worth consideration.

Write us to-day for particulars.

MACLEAN PUBLISHING CO.

143 University Ave. :- Toronto, Ont.

By Royal



Letters Patent

NELSON'S Crystal Leaf GELATINE

Unrivalled in the kitchen,
can be obtained from

W. G. PATRICK & CO.
LIMITED

St. Paul St. Montreal.
York St. Toronto.

CHARLES BOND Limited

Manufacturers of Fine Chocolates

BRISTOL,
England.

LONDON,
England.

MELBOURNE,
Australia.

CARSONS LTD.

Manufacturers of Highest Grade Chocolates, Pastelles
and Cachous

GLASGOW,
Scotland.

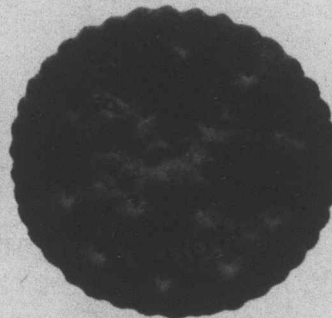
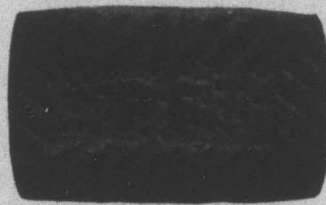
SHORTWOOD,
(Gloucester) England.

LONDON,
England.

MELBOURNE,
Australia

Mr. J. P. Wright is in Canada and will advise our friends
before calling.

THREE VERY POPULAR BISCUITS



P.F. SHORTCAKE

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

GOLDEN PUFF

Very light and flaky.
About 42 to pound.

PAT-A-CAKE (reg'd)

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

AGENTS: British Columbia—The W. H. Malkin Co., Limited, Vancouver.
Winnipeg—Ruttan & Chipman, Fort Garry Court, Winnipeg.
Toronto—The Harry Horne Co., 309 and 311 King St. West, Toronto.
Montreal—C. Fairall Fisher, 22 St. John Street, Montreal.
New Brunswick—W. A. Simonds, 8 and 10 Water Street, St. John.

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

BEANS AND PEAS

White Haricot Beans	Rice
White Pea Beans	Lentils
Rangoon Beans	Pearl Barley
Large White Peas	Pot Barley
Split Peas	Pea Flour
New Zealand Butter	Potato Flour
Honey	

We hold large and carefully selected stocks of the above, and can offer the very highest qualities at moderate prices, delivered to any points in Canada. We solicit trial orders.

ROTHON & CO.

23, St. Mary Axe, London, E.C. (England)

Cables: "CHYLE, LONDON."

(A.B.C. Code, 5th Edition used.)

John Gray & Co., Ltd.

Glasgow

Scotland

1 lb. Floral Glass

Samples and Prices from

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



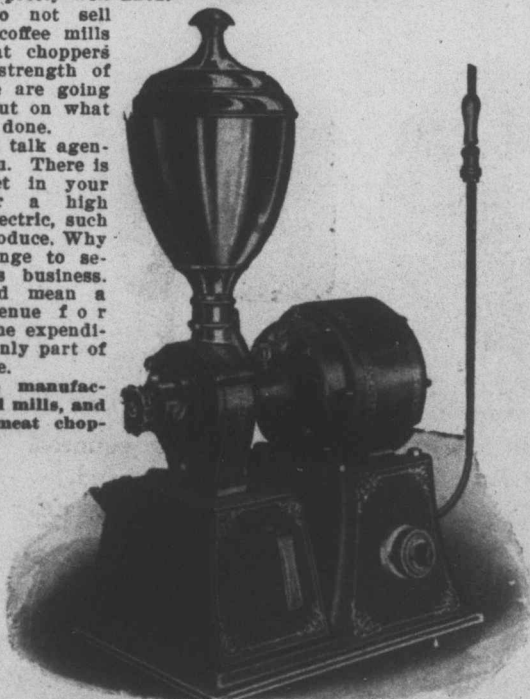
THE MARKET

Value of Promises is fluctuating—but the value of performance is pretty well fixed.

We do not sell electric coffee mills and meat choppers on the strength of what we are going to do, but on what we have done.

Let us talk agency to you. There is a market in your city for a high grade Electric, such as we produce. Why not arrange to secure this business. It would mean a nice revenue for you at the expenditure of only part of your time.

We also manufacture hand mills, and electric meat choppers.



Coles Manufacturing Co., 1616 North 23rd St., Phila., Pa.

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

THE MARK OF OLIVE QUALITY

Club House Brand

the finest, smooth skinned Spanish olives obtainable from the best localities. They are scientifically processed under the strictest supervision, using great care, skill and cleanliness and "brine" made of water from our own pure Artesian well.

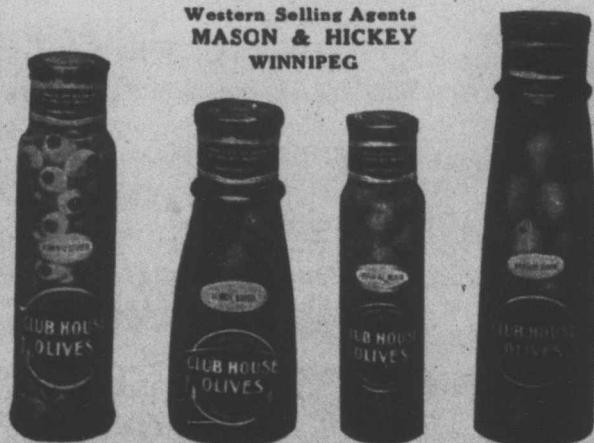
Back of every bottle is our guarantee of quality, assured sales with a good margin of profit.

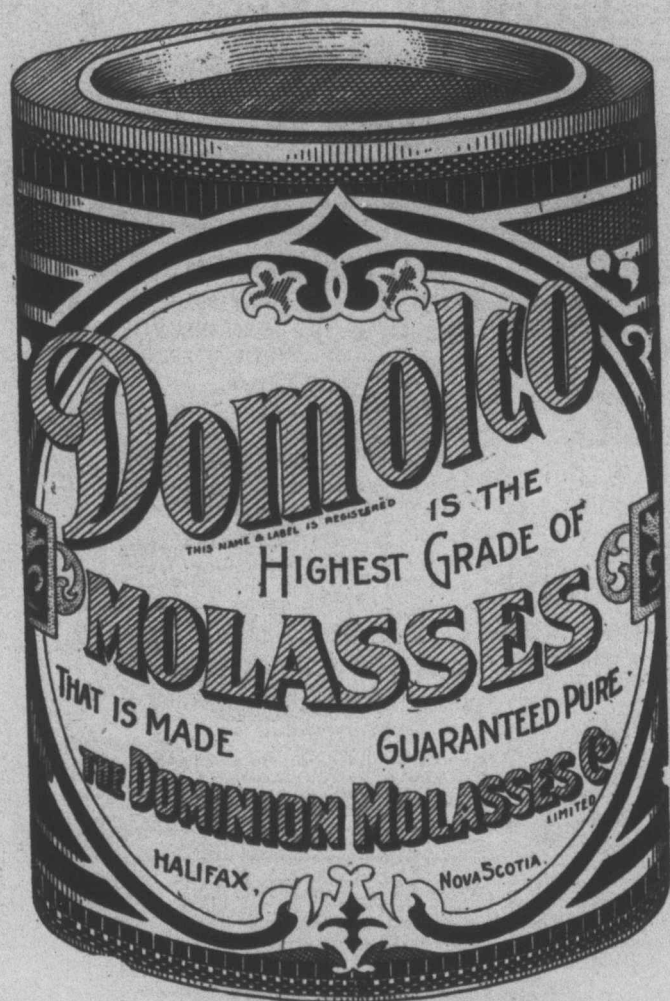
Handle "Club House" Brand Olives. Send your orders to-day.

Gorman, Eckert & Co., Ltd.

London, Ontario

Western Selling Agents
MASON & HICKEY
WINNIPEG





Note the
registered
label

OFFERED TO YOUR PATRONS

as the most superior Molasses for table use to any other on the Canadian market.

We know this to be a strong statement, but the proof will be found in every tin.

Almost every family on your list of customers uses Molasses to some extent and the majority of them will come to your store regularly for their supply when once you get them started using

DOMOLCO

Put up in sanitary lever top tins in cases as appended:

- No. 2's—2 dozen to the case.
- No. 3's—2 dozen to the case.
- No. 5's—1 dozen to the case.
- No. 10's— $\frac{1}{2}$ dozen to the case.
- No. 20's— $\frac{1}{4}$ dozen to the case.

THE

Dominion Molasses Co., Ltd.

HALIFAX, N.S.

Manufacturers' Agents and Brokers' Directory

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

ONTARIO.

If wanting car
**Corn, Peas or
Evaporated Apples**
write us
W. H. MILLMAN & SONS
Wholesale Grocery Brokers
Toronto, Ont.

Write
NORMAN D. McPHIE
Grocery Broker
HAMILTON, ONT.

For Bargains in Split Peas, Pearl Barley, Canadian and imported small White and Lima Beans of all grades on the spot.

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

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

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

**CONVENIENT, MODERN,
WAREHOUSING**
at Ottawa, tracks at the door, connection with steamers. Fireproof. Excise Bond Free. Write for low rates.
DOMINION WAREHOUSING CO.,
69-85 Nicholas Street - - Ottawa

WESTERN PROVINCES.

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

**H. P. PENNOCK & CO.,
LTD.**
Wholesale Grocery Brokers & Manufacturers' Agents,
WINNIPEG
We solicit accounts of large and progressive manufacturer's wanting live representatives.

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

G. C. WARREN
Box 1036, Regina
**IMPORTER, WHOLESALE
BROKER and MANUFACTURERS'
AGENT.**
Trade Established. 15 Years
Domestic & Foreign Agencies Solicited

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

CARDELL, NUTTING & FREE, Ltd.
Formerly
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.

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

Woollard & Starratt, Limited
Manufacturers' Agents, Wholesale Brokers and Importers
Room 200, Bruner Block, First Street
West, CALGARY, ALBERTA.
Domestic and Foreign Agencies Solicited

WESTERN PROVINCES—Continued.

ESCOTT & HARMER
WHOLESALE GROCERY BROKERS,
COMMISSION MERCHANTS
and WAREHOUSEMEN
Head Office,
181 Bannatyne Ave., - WINNIPEG
Branches:
Regina, Calgary, Edmonton
Western Agents for
FRED MAGEE Ltd.
Jose Gasto, Limited
Baled Havanas and Manipeg Cigars.

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

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

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

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

FRANK H. WILEY
WHOLESALE COMMISSION MERCHANT
and
GROCERY BROKER
757-759 Henry Ave., WINNIPEG

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

Manufacturers' Agents and Brokers' Directory

(Continued.)

Western Provinces—Continued.

SIMPSON PRODUCE CO.
Winnipeg WHOLESALE Man.
Produce and Provision Merchants
Bakers' and Grocers' Specialties
Open For One or Two Good Lines
Trackage, Warehouse, Splendid Storage

LEADLAY LIMITED
332 Bannatyne Ave., Winnipeg
Grocery Brokers and Importers
Facilities for Stocking.
Ready to handle Foreign and
Domestic Lines.

BRITISH COLUMBIA.
McLEOD & CLARKSON
Manufacturers' Agents and Wholesale
Commission Agents
383-4 Cambie St., Vancouver, B.C.
Can give strict attention to a few first-class
Grocery Agencies. Highest References.

O'Loane, Kiely & Co., Ltd.
WHOLESALE GROCERY BROKERS
CANNED GOODS, DRIED FRUITS, ETC.
CANNED SALMON A SPECIALTY
We cover British Columbia and Alberta
Head Office - Vancouver, B.C.
Reference: The Bank of Montreal.

**Have You Had
Your Sample?**

There is a package of that
highly popular

**WHITE DOVE
COCOANUT**



Awaiting your enquiry.
Free for the asking.
We want all to know that we
are the leaders. Very few
don't.

Do It Now.

**W. P. Downey
MONTREAL**

**SHIP YOUR CARS TO
FERGUSON'S SIDING**

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

FERGUSON BROS., Warehousemen,
123 Bannatyne Ave., WINNIPEG, Can.
We have records in our vaults covering ten years' satisfactory service.

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

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

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

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


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

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

A want ad. in this paper will
bring replies from all
parts of Canada.

Every Merchant who handles—

Mathieu's Nervine Powders



knows that they sell themselves.
So effective are they in all cases
of headaches that when once
tried they are immediately re-
commended. Every merchant can
with perfect safety recommend
Mathieu's Nervine Powders as a
perfectly safe and harmless re-
medy in all cases of headaches. Any
merchant may try Mathieu's Ner-
vine Powders at our expense, as
per coupon attached. *Mathieu's*
Syrup of Tar and Cod Liver Oil is a specific in all forms of colds.

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

Name

With (Name of firm)

Street

City or townProv.....

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

Tartan
BRAND
THE SIGN OF PURITY

"Canned Goods"

have stood the test for years. Book your order now for new pack at 2½c. per dozen below Cannery opening prices. 100% delivery guaranteed.

'Phone Numbers—462 Long Distance. Free to Buyers: 3595, 3596, 3597
3598 Order 'Phones. 748 Shipping Office.

BALFOUR, SMYE & CO.,

Wholesale and
Manufacturing Grocers

HAMILTON



THE MCGREGOR PATENT BAG HOLDER.

NO HOLE PUNCHING

or any extra trouble whatsoever, in putting the bags in the MCGREGOR PATENT BAG HOLDER. The bags are simply laid in the top with the various sizes all available for quick service. Prompt service improves the trade.

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

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

TEA LEAD

(Best Incorrodible)

Buy "PRIDE OF THE ISLAND" Brand

as extensively used for years past by most of the leading packers of Tea in Canada.

ISLAND LEAD MILLS Ltd.

Tel. Address: "Laminated," London. LIMEHOUSE
A.B.C. Codes used 4th & 5th Editions LONDON, E., Eng.

Canadian Agents:

HUGH LAMBE & CO., TORONTO
J. HUNTER WHITE, ST. JOHN, N.B.
CECIL T. GORDON, MONTREAL

For
"Green Mountains" "Delawares"

or other varieties of

POTATOES

FOR SEED OR TABLE USE

Bags or bulk in cars

Write or Wire

CLEMENTS COMPANY, Limited

ST. JOHN

N. B.

The Yellow Tin
The Ten Cent Tin
The TIN that TREBLES TRADE

**Gilmour's Hand
Cleaner**

We are not looking for huge profits. We put the QUALITY in, and while we get "ours" out of every sale, you get "yours," and mind you, it's a FAIR PROFIT.

Get That Yellow Tin

THE GILMOUR CO.
604 Papineau Avenue, MONTREAL



D. & J. McCALLUM

**PERFECTION
SCOTCH**

Every dealer knows that these two words represent the finest grade Scotch Whisky made. They represent good round profits and perfect satisfaction to the consumer. McCallum's "Perfection Scotch" wins friends everywhere.

Wm. E. McIntyre, Limited

23 Water Street,

General Agent

St. John, N.B.

We have a limited amount of

**No. 3 Tomatoes
Gallon Apples
No. 3 Apples
and Evaporated Apples**

All packed in Sanitary Cans.

CHURCH BROS. HUBBS CO.

PICTON, ONTARIO

THE CANADIAN GROCER

St. Lawrence

Sugars

GRANULATED LUMP SUGAR and YELLOWS
PURE CANE SUGARS

If it's PROFITS you want, Sir,—Don't overlook the claims of H.P. Sauce.

A reliable article, an ever widening demand, and most generous margin for YOU.

Get H.P. in stock—quick!

W. G. Patrick & Co., Toronto, Montreal, etc.
R. B. Seeton & Co., Halifax, N.S.
The Midland Vinegar Co., Ltd.,
Birmingham, Eng.

H.P. SAUCE



WHILE SPRING IS A SPLENDID TIME TO INTRODUCE
"SOCLEAN" SWEEPING COMPOUND
IT IS A GOOD YEAR-ROUND SELLER

It is quick at making friends with the housewives because it prevents dust from rising, kills moths, disinfects the home, and makes rugs bright and clean.

"Soclean" was formerly sold in a PAIL with a 3½-lb. capacity. PAIL now contains 4½ lbs., and sells at the same price (25c).

Dealers in "Soclean" are supplied with window displays, cards and counter booklets. Sold in Barrels for Merchant's own use.

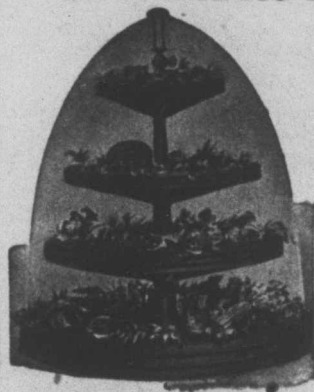
Order from your wholesaler or direct from us.

SOCLEAN LIMITED, Toronto, Ontario

The originators of the Dustless Sweeping Compound in Canada.

Agents for Western Canada—J. J. GILMOR & CO., Winnipeg. Agents for Montreal—HEDLEY M. SUCKLING & CO. Agents for Ottawa—W. R. BARNARD & CO.

THE WILLIS DISPLAY STAND



will double your sales on green vegetables and double your profits on those sales.

Each tray revolves individually. The wire mesh in the shelves insures perfect ventilation and prevents decaying. The mist machine throws a fine spray which keeps the vegetables fresh and clean, giving them an inviting appearance.

Write to-day for complete description.

Let us show you how this stand is working for hundreds of dealers.

WILLIS MFG. CO. GALESBURG, ILL.

Wholesalers or Jobbers: write for agency proposition.

Flysac Flycatcher

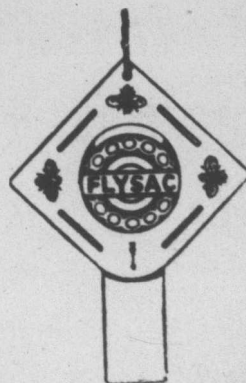
More profit—more sales than with any other.

70 Cents per Box of 50 Pieces
\$12.75 per 1000 Pieces

Hermetically sealed. No leakage. Covered evenly with gum.

HODGSON SUMNER CO. LIMITED MONTREAL

Agents for Quebec, Ontario, New Brunswick, Nova Scotia and Prince Edward Island.



JAPAN TEAS

FURUYA & NISHIMURA

By Royal Warrants of Appointment to
 HIS MAJESTY KING GEORGE V.
 HIS MAJESTY THE KING OF SPAIN
 HER ROYAL HIGHNESS THE CROWN
 PRINCESS OF SWEDEN
 and for 22 years
 TO HER LATE MAJESTY QUEEN VICTORIA.

CAIRNS'

MARMALADE

Your Customers Want
 pure foodstuffs. They are especially
 particular in this respect in fruit pro-
 ducts, and for this reason you can not
 better satisfy them than by selling

CAIRNS' MARMALADES, JAMS and JELLIES

We want you to be thoroughly acquaint-
 ed with every one of our many lines,
 and would therefore have you write us
 for full particulars.

Do it to-day.

ALEXANDER CAIRNS & SONS
 PAISLEY, SCOTLAND

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

CANNED SALMON

Rebuilding Sale

"Argo" Brand

A Good Red Flaky Fish

\$2.10 per doz.

As we will be moving into
 our new warehouse, which is
 now being constructed, we
 have decided to give our
 friends the benefit in price
 which we would have to pay
 for removal of stock. Many
 of our friends, as well as
 those with whom we have not
 had the pleasure of doing
 business with before, are
 availing themselves of this
 opportunity to get their pres-
 ent as well as their early
 summer supplies **NOW AT
 THESE REDUCED PRICES.**
 Get in touch with our travel-
 lers or write us direct what
 line you are interested in
 specially at present. We are
 sure to have something for
 you. We have a good assort-
 ment of Sockeye, Cohoe and
 Pink Salmon, both in 1/2s.
 and 1s. Get our prices. We
 can recommend "ARGO"
 Brand. It is a seller. Try a
 5 case lot to-day.

FENWICK, HENDRY & CO.

Manufacturing Wholesale Grocers

KINGSTON - - - ONTARIO

We are prompt shippers. All orders shipped same day
 as received.

PACKARD'S SHOE POLISHES

IN ALL COLORS. 10c, 15c & 25c sizes.

The most popular 10c. lines are

FRENCH GLYCERINE a self-polishing
 liquid.

BLACK "O" a combination of the
 liquid and paste.

50 OTHER LINES



Write your dealer for illustrated price list.

L. H. PACKARD & CO., Limited, MONTREAL

JOHN J. GILMOUR & CO., Winnipeg. Western Agents for the
 Grocery Trade.



Do Your Customers Abuse Their Credit?

It is pretty safe to say that some of them do, anyway. It is pretty safe to say that you have trouble with people running up accounts beyond their financial ability to pay, and that it has been a bothersome problem to you to know just when these customers have reached the limit of credit that should be allowed them.

All these problems are solved simply, quickly and automatically by

THE BARR REGISTER

Not only are these problems worked out, but the Barr Register system of handling credit accounts does away entirely with the clumsy, out-of-date nuisance of sending out monthly statements. This monthly statement business is a ridiculous system at the best, which asks your customers to wait thirty days before paying their bills.

With the Barr Register system in your store your customers can pay their bills any time they want to. None of them could unknowingly run up bills larger than they can afford, because they know every time they make a purchase just how much they owe you.

The Barr Register has proved, far beyond our say-so, to be a wonderful collector of accounts. It will reduce your outstanding accounts to a minimum. It will save money in your bookkeeping. It will keep your accounts posted up to the minute. It will do all your bookkeeping at one writing. It will save money, save money and save more money for your store. Do you want to know how?

If you are the money-saving kind, you should use the coupon now. Not later on, nor to-morrow. This is something that is worth acting on NOW. So take out your pencil, and use the coupon.

Barr Registers, Limited
TRENTON ONTARIO

BARR REGISTERS LIMITED,
Trenton, Ont. (Groc.)

We would be very glad to have you prove to us that the Barr Register can save money in our store.

Name

Street and Number

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

Or prove it at our exhibit at our Business Show, Massey Hall, Toronto, April 24 to 30.



EPPS COCOA

"THE BEST EVER SINCE 1839"

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

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

Write to-day—for YOUR share.

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

A Friend of the Grocer

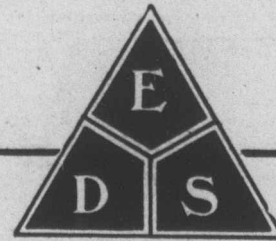
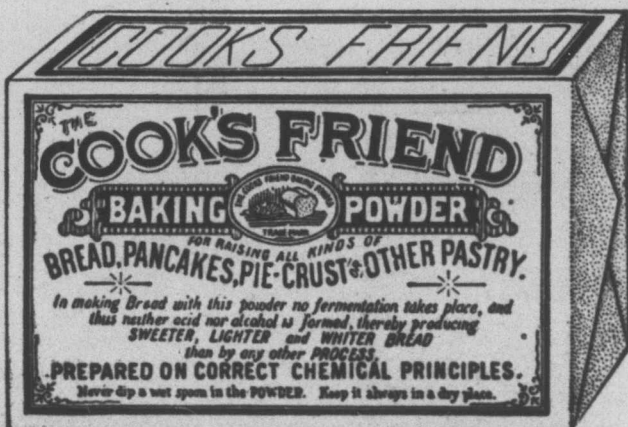
because it sells without much pushing—quality and advertising make it popular. Sales are numerous and continual.

A Friend of the Cook

because Cook's Friend Baking Powder always puts the the baking at its best. Made from pure grape cream of tartar and contains no alum or other deleterious ingredients.

Purer than the Law Demands. Contains No Alum.

W. D. McLAREN, Limited **MONTREAL**
 Agents
JOHN J. GILMOR **WINNIPEG, MAN.**



The E.D.S. Trade Mark

The E. D. S. trade mark on all labelled Fruit products means a guarantee of quality and purity, whether in jar, pail or bottle.

A line-up display on your shelves, counter or window of E. D. S. Pure Fruit delicacies with this purity-famed label will at once create a favorable impression with people visiting your store. E. D. S. Jams and Jellies are stamped "Genuine" by the Government analyst.

Made only by

E. D. SMITH & SON
 LIMITED
 WINONA, ONTARIO

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



THE VERY FINEST CEYLON TEA

IS USED TO UPHOLD THE UNEXCELLED REPUTATION ENJOYED BY



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

"SALADA"

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

ROYAL SALAD DRESSING



belongs to all Seasons, but just now, look up your stock and be ready for the specially big demand of Spring and Summer.

The Horton-Cato Mfg., Company

WINDSOR . ONTARIO



MAPLE SYRUP



Best quality, neatly put up to meet all requirements, in pint tins, quarts, ½ gal., 1 gal., 2½ gal., and 5 gal. quantities. See your jobber or write at once.

JAMS, JELLIES, MARMALADES



are made of best fruits and are absolutely pure. They are regular sellers and steady profit bringers. See to your stock of Jams today.

Lindners Limited

340 Dufferin St., TORONTO
Phone Park 2985

REPRESENTATIVES:

The Amos B. Gordon Co., Toronto

WESTERN AGENTS:

W. L. McKenzie & Co., Grocery Brokers, Winnipeg, Regina, Calgary and Edmonton.

THE CANADIAN GROCER

KEEN'S OXFORD BLUE



KEEN'S OXFORD BLUE is known and appreciated where the cleanest and whitest washing is done, and is to-day the favorite of the modern housewife, as it was the choice of her parents and grandparents.

FOR SALE BY ALL THE CANADIAN JOBBING TRADE

MAGOR, SON & COMPANY, Limited

403 St. Paul Street, Montreal

30 Church Street, Toronto

Agents for the Dominion of Canada



ARTISTIC COLOR POSTER
Creating Consumer Demand

The Canada Starch Co., LIMITED
Manufacturers of Edwardsburg Brands
CARDINAL, BRANTFORD

FIRST ANNUAL CONVENTION

ONTARIO



R. G. A.

Many Live Problems Up for Discussion

First Convention of The O.R.G.A. Proves to be Splendid Success—More Than a Hundred Delegates From Out of Town—Province Well Represented—Convention Waits on Attorney-General re Garnishee Act Amendment—Question Box a Winner—Conference With Wholesalers Conducive to Much Good—Many Officers Re-elected Showing Appericiation of Their Work.

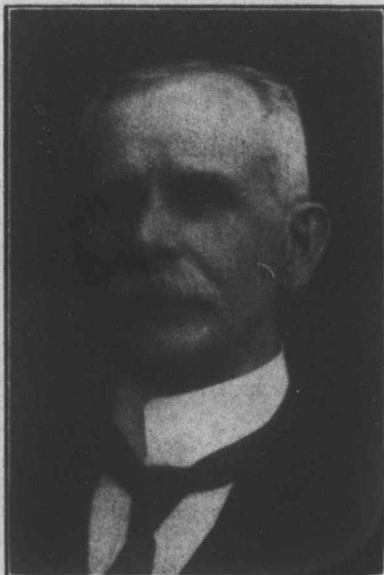
Special Staff Correspondence.

Toronto, April 24.—In last week's issue of The Grocer the first annual Convention of the O. R. G. A. was dealt with to the extent of presenting the reports of President Clark and Secretary Miller. Both reports showed very marked progress made by the association during its first year, and gave definite indication of the foundation for a large and thoroughly successful organization having been laid.

Following these reports, Thos. Shaw, of London, read the treasurer's report, which showed a balance of \$114.10 after the year's business had been put through.

THE QUESTION BOX.

Perhaps the most important feature of the convention was the Question Box,



J. A. McINTOSH, Hamilton,
Who is the second vice-president for the year
1913-14.

opened and discussed on Thursday afternoon. Very general use was made of the box, and through it questions were introduced, which otherwise would scarcely have been brought up. Several of the more important questions, with the discussion which followed, are presented below:—

Would it be advisable to take up the matter of having parliament pass a law that all payment of wages should be made at least monthly?

On the question, Jas. Burns, of Brantford, was of the opinion that all wages should be paid every two weeks.

E. H. Barnesdale, of Stratford, cited conditions in the city from which he came, stating that any such legislation would be right in line and very helpful, not only to growers, but to all merchants.

Upon the motion of Neil Carmichael, Toronto, and G. M. Henry, Hespeler, it was decided that the association should get into communication with the Manufacturers' Association, endeavoring to bring about the adoption of a measure whereby all employees should be paid semi-monthly.

Buying Canned Goods Ahead.

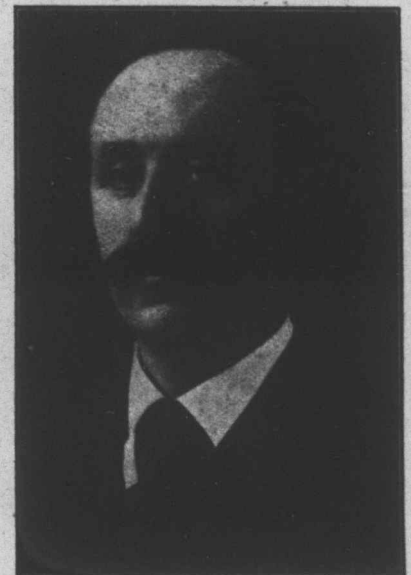
Retail grocers every fall are, requested to buy canned goods in large lots. Every hole and corner, and practically their stores and store-houses are filled up. Would it not be wiser and save a lot of financing, to reverse the order of things and buy as we require? I can buy at same and less to-day than I did last fall.

Jno. Kew, of Brantford, stated that grocers were now held up by the threat that if they did not buy before May 1 they would have to pay 2½ cents more than at present.

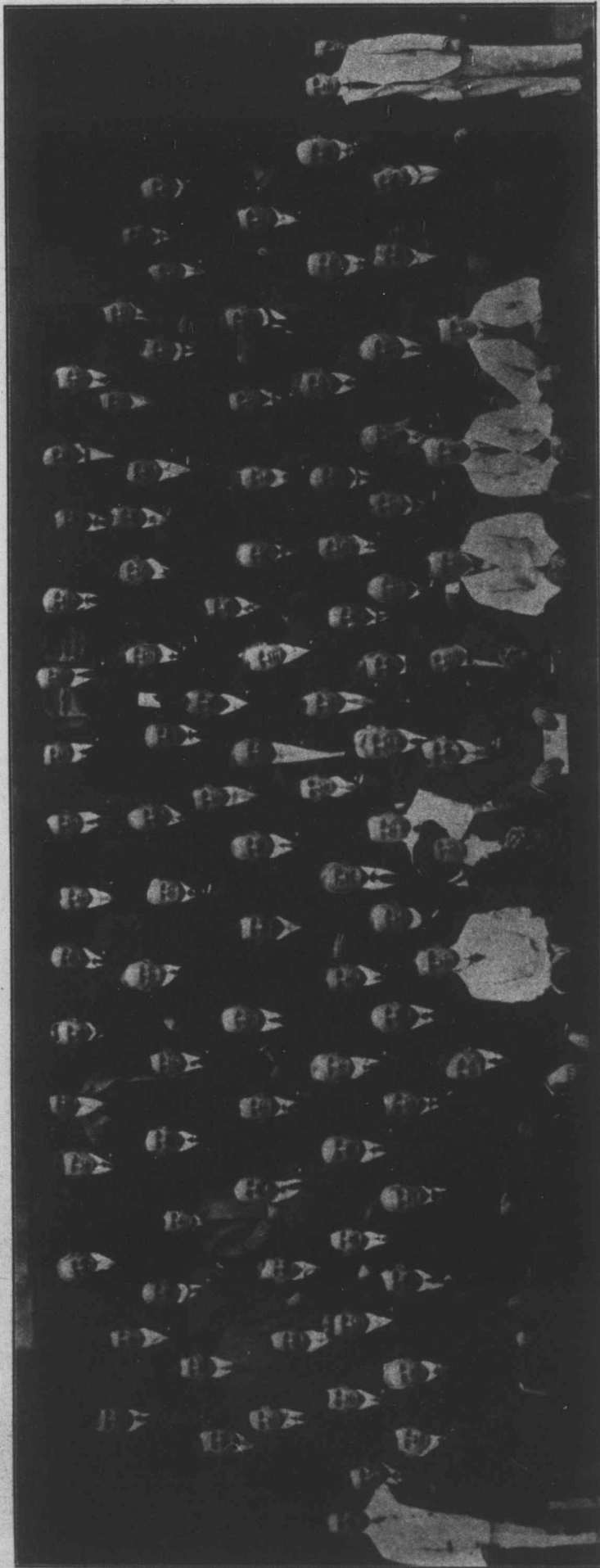
Neil Carmichael—"Wholesalers have a speculative interest as well as retailers. This is not a matter to be ruled upon by the association. Every individual should act as he deems best, and I believe that much can be done through individuals following their own judgment."

"Canners use the orders booked ahead in order to judge the size of their pack, and thus make sure that they will not be left in the lurch," was the statement of E. C. Jamieson, of Hamilton.

"Speculative interest of the retailer doesn't count for much when storage and everything else is taken into account. Retailers will really be farther ahead by buying light." This was the way in which A. Palmer, of London, regarded the matter.



THOS. SHAW, London,
Re-elected as "Minister of Finance" of the
O.R.G.A.



When the delegates were on their visit to the Christie Brown factory the above photograph was taken. Among the faces in the first two rows from the front may be seen President Clark, Secretary Miller, Jno. Diprose, W. J. Mellen, Donald McLean, J. A. McIntosh, Thos. Shaw, Jas. Burns, Jno. Scott, and "Bay" Hill. The two lady delegates are also in the front row. This does not represent all those in attendance, as many had not arrived when the trip was taken, and others could not go.

Finally on motion of A. W. Palmer and E. C. Jamieson, it was decided: "That this association recommend to its members that they do not place orders for canned goods for this season."

One Line to a Display.

With regard to window dressing, is it wise to display only one line of goods, or to place several lines on display in one window at once?

On this point E. H. Barnesdale, of Stratford, stated that he was most emphatically in favor of confining displays to one line, or perhaps two, but never more; that he himself had three large windows and two small ones, and in all he followed out the system of specializing on one or two lines.

The same was concurred in by several others present and met with no difference of opinion.

Grocers in Hamilton are being charged freight for goods manufactured in their own town. Why is this the case?

After much discussion and explanation, on the motion of J. W. McCully, it was decided to leave this question to the Toronto and Hamilton local committees to act upon as they might see fit.

Sales clerks also made use of the box as a medium to introduce discussions.

Should my employer inform me as to the cost of his goods?

This question, according to E. H. Barnesdale, depended entirely on whether the clerk was really a salesman or

O. R. G. A. OFFICERS FOR 1913.

President—D. W. Clark, Toronto, (re-elected.)

1st Vice-President—Jno. Diprose, London, (re-elected.)

2nd. Vice-President — J. A. McIntosh, Hamilton.

3rd. Vice-President — F. W. Ford, Ottawa.

Treasurer—Thos. Shaw, London, (re-elected.)

Secretary—W. C. Miller, Toronto, (re-elected.)

Executive—J. D. Wilson, Barrie; Chas. McCausland, Paris; W. J. McCully, Stratford; A. W. Palmer, London; John Scott; Woodstock; Ed. Hazell, Hamilton; E. F. Mason, Peterboro'; G. M. Henry, Hespele; John Kew, Brantford.

simply an order taker. If a salesman, then he should know the cost in order to be able to push lines in which there was most profit.

W. A. Cockburn, of Sturgeon Falls, stated that from an educational standpoint the clerk should know the cost in order to put from his head the idea that grocers made enormous profits on their sales.

Should Show Fair Margin.

Should grocers give up valuable space in their windows to advertising goods upon which there is only a slight margin of profit?

Answer to this question was unanimously "No," without any discussion.

Why are wholesale grocers not satisfied with retail grocers' trade without fishing after hotels and institutions? They gain pennies and lose pounds. Some actually run after consumers. Why not put them in the limelight, avoid them and patronize wholesalers who scorn to sell to such?

On the motion of A. Palmer, this question was deferred until the open meeting with wholesalers.

Is it advisable for the merchants to speak to the members of their constituency concerning the petitions regarding the garnishee act and weights and measures act which are now being signed?

Answer, emphatically "Yes." With regard to Weights and Measures Act, however, F. W. Ford moved that the matter be left in the hands of the executive, who should send a deputation to Ottawa and deal with the matter at once.

An amendment to this, that the matter be left in the hands of the executive



F. W. FORD, Ottawa, Eastern Ontario Association worker, elected third vice-president.

NEXT YEAR'S CONVENTION.

The convention of the O. R. G. A. of 1914 will again be held in Toronto.

It is quite probable that it will extend over three days, two of which will be devoted to general business and discussions and one to visiting factories, and general entertainment.

It has also been suggested that in connection with next year's convention, there be opened a manufacturer's exhibit on a larger scale.

The officers are already planning for a bigger and a better convention in 1914, having been enthused by the success of the first annual. With the co-operation of every member and of the entire trade, their efforts will undoubtedly meet with good response.

to act upon as they deemed fit, was moved by Jno. Diprose and carried.

Employment Bureau Suggested.

Can we form an employment bureau in connection with the association?

This suggestion was thought quite in line, and the matter was left in the hands of the executive, on motion of E. H. Barnesdale.

Should my employer inform me of any goods he desires me to push?

For answer there was an emphatic "Yes" from all sides.

Why should cities and towns build public markets, rent stalls, etc., to be used in direct opposition to the retail grocers of those places?

General opinion put this down as an entirely local matter to be taken up with the different City Councils.

Attitude Towards Co-operatives.

The general attitude of the convention towards farmer's clubs and co-operative societies which endeavored to buy direct and distribute their goods avoiding the medium of the retailer was severe. A definite instance was cited where a car of fine granulated sugar had been shipped into Campbellford, Ont., to one R. Dundas. Members from Campbellford present, stated that there was no such man in the vicinity, and that the car was unloaded by a farmer's club. Everything, they said, was kept very quiet as

to where the sugar came from or to whom it was to go, and that flour and feed, and salt were all being brought in in the same way.

The general attitude of the convention was that the matter be left to the executive who should leave no stone unturned, but should sift the matter out and bring it to an issue. In this connection the charter of the association was read, and action taken found to be quite in line. It was thought best to deal with the whole question from the standpoint of the wholesaler selling to the consumer, and definite information which could be supplied from any member was to be handed over immediately to the executive.

Conference With Wholesalers.

The conference with the wholesalers and manufacturers held on Thursday afternoon proved of value in endeavoring to settle grievances existing between these bodies and the retailers. Hugh Blain, Eby, Blain, Limited, was the chief speaker for the wholesalers and brought to the attention of this convention the views and opinions on certain subjects from the standpoint of his section of the trade.

To begin with Mr. Blain spoke of the benefits to be derived from friendly communications between the wholesalers and retailers. He would like to know that each had the perfect confidence of the other and thought that meetings of this kind tended to bring each other closer together. The wholesaler was wholly dependent on the retailer and therefore was anxious to do away with all grievances.

"Efforts," said Mr. Blain, "were being put forth to benefit both wholesalers' and retailers' profits on proprietary articles. On these the manufacturer set the price and the wholesaler stepped in demanding a fair margin of

(Continued on page 28.)



J. D. WISDOM, Allandale, Re-elected to the executive of the O.R.G.A.

The CANADIAN GROCER

Established - - 1886

THE MACLEAN PUBLISHING CO., LIMITED

John Bayne MacLean - - President.

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

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

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Winnipeg—34 Royal Bank Building. Phone Garry 2313.

Vancouver, B.C.—2649 Third Ave. West, H. Hodgson.

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Chicago—A. H. Byrne, 140 South Dearborn Street. Phone Rand 3234.

GREAT BRITAIN—

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

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

PUBLISHED EVERY FRIDAY.

TORONTO, APRIL 25, 1913

THE O.R.G.A. CONVENTION.

It undoubtedly speaks well for the work of the officers of the Ontario Retail Grocers' Association, that there should have been such a large attendance at the first annual convention. From outside points there were more than a hundred present, while from Toronto there was a large number who did not make their presence known by signing the register.

Two days were given over to business proceedings and they were full of profitable and informative discussions. Every person who attended went home with a greater knowledge and a better understanding of his life's work.

Among the features of the convention were the trip to the Parliament Buildings to interview Hon. J. J. Foy in reference to the Garnishee Law; the discussions over the Question Box inquiries; and the conference with the wholesale trade. Hon. Mr. Foy gave the deputation to understand that he would take their request for an amendment to the Garnishee Act into careful consideration and the officers have every reason to hope that action will be taken. They feel that if this law can be changed so that the garnishee limit will be reduced from \$25 to \$10, the association will have accomplished much in its first year.

The conference with representatives of the wholesale trade demonstrated that this was the best method of eliminating grievances. It has paved the way for further discussions which must prove invaluable to every section of the trade. These will be held during the year as occasion requires.

Since the convention was attended with so much success the first year, there is every reason for the officials to look forward with hope to an even greater success in 1914. With live men at the head and willing workers in the ranks, the association is bound to grow and it is to be hoped that as many of the trade as possible will identify themselves with it at the earliest opportunity.

THE BAD EGG PROBLEM.

If the seventeen per cent. loss in eggs could only be eliminated, the revenue from the Canadian hen would be much greater annually. This is the purpose of a new organ-

ization formed this week by wholesale dealers in eggs in Canada. It is known as the Farm Produce Association.

As reported in the provision department of this issue, the members of the new association have decided that after June 1, eggs will be bought and sold on a strictly quality basis. The old case-count system will be relegated to the past.

This appears to be the only fair way of doing business. It will, however, mean that merchants who buy eggs from farmers to ship on to commission and wholesale houses will have to be careful to see that they buy according to quality. Otherwise it will mean considerable loss.

This change in policy ought to be widely published all over the country, so that producers will make sure of getting their eggs to market while they are still fresh and worth most. If the bad-egg trade could only be entirely eliminated, the business would be much more satisfactory for all concerned.

ADULTERATION OF BLACK PEPPER.

A bulletin has recently been issued from the Inland Revenue Department at Ottawa on ground black pepper. Chief Analyst A. McGill in sending in his report, states that 280 samples purchased by inspectors in all parts of Canada were analyzed and out of this number 223 were found to be genuine, 45 adulterated and 11 doubtful, one having been sold as compound. In percentages, this shows 80 per cent. genuine, 16 adulterated, and 4 doubtful.

In cases where adulteration was found, manufacturers had used maize and wheat starch, foreign stone cells in excess and dirt.

Mr. McGill states that it is generally accepted that mineral matter (ash) should not exceed 7 per cent. in black pepper. Those samples analyzed containing but slight excess of ash, and not otherwise fraudulent, have been judged "doubtful."

Of black peppers examined in 1910, 18 per cent. were found to be adulterated, so that little improvement has been shown since that time.

Retailers should remember that they are liable to be fined under the Adulteration Act for selling such an article as adulterated pepper as genuine. They have, however, protection from the government warranty. If when buying pepper they demand from the seller a warranty that the goods are pure they do not become liable under the act.

THE FINANCIAL OUTLOOK.

Although money is much easier in the world's centres, states The Financial Post, it may be some time before the effects are felt in Canada. Bankers are not disposed to increase credits. Most of them have adopted the policy of taking care of customers on the same terms as they were given last year. There will be very few loans made by Canadian banks for the purpose of increasing plant, for strictly commercial purposes, all classes will be in a position to get lines of credit on the same basis as last year. All the financial machinery therefore is available for Canadian commerce to handle the same volume of business as it had last year. If collections remain indifferent it may be awkward for those who have been giving extended terms. Pressure, generally is being brought upon traders to keep within limits agreed upon and this will necessitate them pressing laggards in respect of payments.

Although winter projected itself well into April it was succeeded by extremely open and favorable weather for seeding. It can be said that the seeding operations are

THE CANADIAN GROCER

proceeding satisfactorily and in their normal season. In Ontario the crop outlook is steadily improving. At the same time the farmers are finding a better market for their stock and there is a keen demand for breeding stock. This latter is a healthy indication from a business standpoint.

HIGHER RENTS—BETTER STORES.

It is likely, nay quite positive, that no merchant would regard high rents as in the nature of a blessing in disguise. And yet, viewed from one standpoint, this can actually be said to be the case.

One who has been closely associated with the grocery trade in a capacity which has given him an insight into such matters, states that in practically every case which has come to his notice, merchants have accepted the necessity for paying a high rent as an impetus to improvement in methods. They feel that as they are paying for an expensive stand, it is incumbent on them to make their store to look high class. They consider that the store and stock must be kept up to the standard of the rent paid. The result is that they install better fixtures, keep their stock more attractive and improve their standing all around. It follows that they reap the benefit in enlarged and improved trade, with the natural concomitant of increased profits.

On the other hand, the dealer who occupies a cheap stand, is prone to feel that he should not spend money on improved fixtures or in bettering the appearance of his store and stock. At any rate, he is very prone to delay and to let things run along, with the result that he loses the benefit which inevitably accrues when needed improvements in stock, fixtures and methods are inaugurated. If he were occupying a more expensive stand, his sense of responsibility would be keener. Acting on the same impulse, the man who rents an expensive house feels compelled to buy new furniture and to install suitable lighting fixtures.

This view has much sound common sense behind it. At the same time, The Canadian Grocer desires to point out that the dealer should not wait for his real estate valuation to go up or for his landlord to boost the rent before proceeding to install modern fixtures and to improve the appearance of his store. Business conditions today are such that the retail merchant must keep his establishment up to the mark. Otherwise, he will fall behind. His stand may not seem pretentious, but that is no reason why it should not be made modern and attractive.

COURTESY AS AN ASSET.

Courteous service is an element of merchandising that has accounted in large measure for the success of many a business, while the failure of many more has been due to the lack of it. It is as important that the demeanor of the merchant and his assistants should be cheerful and obliging as that the stock should ever present an attractive appearance. In fact a sour cranky man in an attractive well kept store, if the combination were possible, would find it hard to compete successfully with a merchant of pleasing personality, even if the establishment of the latter were lacking in order and efficiency. The ideal retail establishment has the element of brightness running through store, stock and staff. A combination that cannot fail is the store presenting a cheerful front by reason of interesting well trimmed windows; attractively arranged stock and interior displays of goods and affable salespeople who make it a study to please their customers.

It is assumed, of course, that a store with those good points will naturally have that other necessary qualification, a reputation for giving good value.

WHERE THE GROCER SUFFERS.

Some time ago in Buffalo, N. Y., a magistrate gave an unusual decision in connection with a failure on the part of a furniture dealer's customer to make all his payments. The man had bought the furniture, valued at \$185, on the instalment plan, and had paid \$99.75 on it. He defaulted in his payments and the furniture dealer seized the furniture. The man then sued for the \$99.75 he had paid and the judge decided that it must all be refunded.

This certainly appears to be fair play. After deducting something for the depreciation of the furniture, an honest layman in this country would undoubtedly follow a similar course.

But this decision brings to mind another problem, and one which has a direct bearing on the retail grocer. Many a grocer has customers buying furniture on the instalment plan and by allowing the grocer to wait, they actually use his money to pay the furniture dealer. Now supposing one of these customers gets behind in his furniture payments, and the furniture dealer seizes on the goods, should not the retail grocer who has paid, indirectly, considerable on them, get his share of the money paid in? Why should the furniture man get everything? Shouldn't the furniture be considered as bankrupt stock and every creditor share alike?

The retail grocer keeps the people alive. But for his generosity, furniture dealers would have to lose many a sale and take back many articles sold. Then why should he not be considered when a customer who has bought furniture becomes bankrupt?

No doubt, the law in this country will continue to drift as it is, unless the retailers get together and insist on their rights. Here is a question for the associations to discuss.

EDITORIAL NOTES.

It is a long time since sugar made a change. Can it hold out much longer?

* * *

Cut out the bad egg and save 17 per cent. of the production from the dump heap.

* * *

A coat of paint doesn't cost very much, but it sometimes makes the store front look most inviting.

* * *

With May with us again, a bright business month is ahead. Are the plans laid to make the most of it?

* * *

The house fly is once again making its appearance. Display fly destroyers while it can yet be cornered.

* * *

Now that the O.R.G.A. convention is over, it should not be taken for granted that there is no more to do. It is persistent effort that counts.

* * *

Sixty freighters containing some 12,000,000 bushels of grain left Port Arthur the other day. When this is realized on, money should loosen up a bit.

FIRST ANNUAL CONVENTION OF ONTARIO R. G. A.

(Continued from page 25.)

profit for the retailer as well as for himself."

With regard to selling outside the trade, Mr. Blain stated that personally he was strongly opposed to the practice. The proper channels for the trade to pass through were manufacturer to wholesaler, wholesaler to retailer, and retailer to consumer, and the better these channels were kept, the better for all parties. The trouble, he claimed, came in determining who are the wholesalers and who the retailers. Hotels, boarding houses, and contractors claimed to be retailers in that they bought to sell again. Personally he would draw the line at the regularly appointed and recognized retail store, but in many cases the big consumer did more business than many established retailers and so the wholesalers were compelled to sell to these men.

Misunderstand Business Ethics.

Speaking of co-operative associations, he continued: "People are tending to bring the producer and consumer together. Such people have made a study neither of business ethics nor business practices. Many such societies have written our firm asking to be sold goods at wholesale prices, and in every case our reply showed strong opposition to the practice and was couched in language which was at once severe and decisive." Co-operative societies, he considered as set up directly against the retail trade who were the legitimate customers of the wholesaler, and for that reason should be strongly opposed by every wholesaler, manufacturer, and retailer. Mr. Blain also pointed out that injuring the business of the retailer was a direct step towards bringing down the value of town property. The retail store was the one index of the progress and life of a town and if this were cut down, the whole town would of necessity suffer.

The question of price-cutting was also dealt with as a practice to be shunned. "The man who is a cutter," stated Mr. Blain is almost invariably found to be a trimmer as well. The value of his goods suffers. In order to build up a business, legitimate means must be used." Cutting and slashing, he considered altogether illegitimate in business.

Thos. Kinnear, of T. Kinnear & Co., bore Mr. Blain out in the statements he had made and spoke praisingly of the growth and success of the association.

Many questions were put to the wholesalers by members present, and were answered in a manner considered quite satisfactory to both parties.

On the motion of J. A. McIntosh, Hamilton, and S. Bone, Toronto, a vote of thanks to the manufacturers and wholesalers for having come to the convention and answered all questions in a straightforward way, was heartily endorsed by all the members present.

Convention Opposes Parcels Post.

On the motion of W. C. Miller, Toronto, and J. D. Wisdom, Allandale, the following resolution showing the attitude of the society towards the proposed parcels post measure was carried unanimously.

"We, the Ontario Retail Grocers' Association, assembled in convention, desire to go on record as strongly opposed to the proposed parcels post system, which we deem will be wholly injurious to the retail grocery trade, and that a copy of this resolution be sent to the Postmaster General."

EYEGLASSES FOUND.

Secretary Miller announces that two pair of eyeglasses were left, the one pair at the convention hall in the King Edward Hotel, and the other on the banquet table at McConkey's. These may be obtained by application of the owner accompanied by description of same, to W. C. Miller, 632 Yonge St., Toronto.

Bulk Sales Act.

The Bulk Sales Act was another question upon which discussion took place. W. A. Cockburn, of Sturgeon Falls, considered the bill a detriment to the man who wished to carry on his business honestly and endeavored to explain the way in which the bill worked. Finally Mr. Cockburn recommended that the trade papers be asked to throw open their columns for a full discussion of this act so that the trade might be given a full understanding of its every phase. D. W. Clark explained that the trade papers were taking it up and that a promise had also been received from the Credit Men's Association to the effect that they would go into the matter and take what action they should see fit.

The Fee Question.

At various times during the convention the question of the amount of the annual fee came up. Upon this, much depended and the question finally settled down to "Are we going to vote a fee sufficient to support a permanent paid organizer or simply to run the as-

sociation satisfactorily without such an official?" Discussion waxed quite hot at times and many and various were the opinions expressed.

B. L. Cope, who had placed before the association a proposition whereby he should be made organizer, strongly advocated a large fee and cited the cases of a number of associations throughout the West to show the necessity if success were desired, of paying a substantial fee, and putting on an organizer at once.

Finally it was decided that the annual fee per member be everywhere two dollars, which should be entirely separate from membership fees to local associations.

Fixing up the Constitution.

The report of the committee on Constitutions, of which J. A. McIntosh, of Hamilton, was the chairman, presented its report on Wednesday morning. On the motion of Jno. Diprose and E. C. Jamieson, the thanks of the association were tendered to Mr. McIntosh for the able manner in which he had drawn up the constitution.

Dealing with the constitution, clause by clause, it was decided, first, that as Friday was the second busiest day in the week the annual convention be set for earlier in the week and that the date should be the second Tuesday of April of every year; second that all checks paid out by the association be signed by the treasurer alone and that he be bonded; and third, that the fiscal year of the association should end on March 31, and that the closing of the books be left as stated in the constitution.

Letters of regret at not being able to be present at the convention were read by the secretary from H. G. Martin, Shanty Bay; Jno. W. Mayhew, Renfrew; and Jas. Main, of Hamilton, who was kept at home through illness. Hugh Blain, of Eby-Blain, also sent his regrets that he would not be able to attend the banquet, but stated that he would be present at the conference of manufacturers and wholesalers with the convention on Thursday. Dominion Canners, of Hamilton, also sent regrets that they would not be able to send a representative to the convention.

Two Presentations Made.

In consideration of the valuable services which secretary W. C. Miller had rendered the association during the past year the sum of fifty dollars was voted him as a token of appreciation.

At the close of the convention, Jno. Diprose, London, on behalf of the members present, addressed D. W. Clark, speaking of the unselfish way in which he had acted for the best interests of the association ever since an Ontario Association was first proposed and expressed the very hearty appreciation of all the

members for his services. Neil Carmichael, acting for the association, then presented Mr. Clark with a gold-headed umbrella, bearing his name coupled with the "O.R.G.A."

For next year's convention the following cities were proposed: London, Hamilton, Brantford, Ottawa and Toronto. After the welcome extended by the Toronto members and the city, the association again voted Toronto as the most central and best meeting place for next year.

On Wednesday afternoon the delegates assembled at the King Edward Hotel, and went in a body to visit the factories of Christie Brown & Co., Lever Bros., Ltd., and Pugsley Dingman & Co., all of which visits proved highly instructive and beneficial to those who took advantage of the invitation. On Thursday it was the intention to visit the plants of The Cowan Co., and T. A. Lytle Co., but owing to the necessity of having to go to the parliament buildings to present their petition re Garnishee Act, the appointment was cancelled and regrets sent by the secretary to these two companies.

The Toledo Computing Scale Co. also contributed to the association by supplying souvenir buttons for the convention.

MANUFACTURERS' EXHIBITS

It was not the original intention of the association to have a manufacturers' exhibit the first year. There was one, nevertheless. Some days before the convention Secretary Miller received a communication from a manufacturer in reference to an exhibit, and later, finding there was accommodation in the G. room of the King Edward, he decided to see what could be done. Inside of a few minutes, with the use of the 'phone, all available space was taken. Before and after sessions, the members availed themselves of the opportunity to visit the exhibit and inspect the goods and store equipment on display.

The following firms were represented: Chisholm Milling Co.; Soclean Limited; National Cash Register Co.; Imperial Extract Co.; Dominion Sugar Co.; F. N. Burt Co.; Geo. Weston, Limited; Maples, Limited; Holbrooks, Limited; Maclure and Langley; MacLaren Imperial Cheese Co.; Toledo Scale Co.; and Hutchinson-Omand.

Next year, it is the intention of the officials, to further this idea and to set apart a certain time of the convention

for inspection of the displays. It is likely that a three-day convention will be held in 1914.

INTERVIEW WITH MR. FOY

"Your request is quite reasonable from your point of view. It is the first time I have had presented to me argument that wages are now paid weekly instead of monthly as when the present garnishee law was passed. The point has considerable weight, and I shall present it to the Cabinet. Of course, you know it is too late to do anything this session, but we will see what can be done next year."

This was the reply of Mr. Attorney-General Foy to the delegation of 200 members of the O. R. G. A. who called upon him at the Parliament Buildings, Queen's Park, Thursday morning.

The delegation was introduced by President D. W. Clark, and the association's solicitor presented the amended Garnishee Act and the arguments in support of the amendment. The case of the association was also strongly urged by Secretary W. C. Miller, John Diprose, Mr. Neally, M.P.P., and Secretary Wrigley, of the Retail Hardware Dealers' Association.

In support of the proposed change it was pointed out that when the existing Act was passed wages were generally paid monthly, and \$25 was not an unreasonable sum to reserve, but now that the weekly system of payment was generally in vogue it was almost impossible to collect from a man who desired to beat his creditors.

There were only 5 per cent. of the people who were bad pay, and this would protect the grocer from the dishonest few who made a practice of living on the grocer. It might be urged that they cut out credit altogether, but credit was a convenience both to the grocer and customer, and in 95 cases out of 100 it worked out satisfactorily. The grocers did not aim at the man in hard luck who wanted to pay up, and the \$10 per week reservation under the proposed amendment was a reasonable protection to any but the dead beat.

The delegation returned from the interview feeling they had made a favorable impression on Mr. Foy, and in hope of having their wishes put into legislation at the next session of Parliament.

RETAILERS PRESENT

- Barrie—J. D. Wisdom.
- Blenheim—J. B. Little.
- Bolton—J. J. Rutherford.
- Bowmanville—F. A. Hardy, Archie Tait.
- Brantford—W. J. Mellen, Jno. Kew, Jas. Burns, Fred. S. Hardy, Fred. C. Harp, A. Caulbeck, Alf. Patterson.
- Cambray—W. Gilbert.
- Campbellford—A. Hammond, J. A. Irwin, J. A. Smith.
- Campbellville—E. D. Mahon, C. A. Elsley.
- Carlton Place—J. H. Edwards.
- Chatham—Wilfred McCorvie, Jno. W. Dyer.
- Clinton—G. A. McLennan.
- Colborne—W. L. Bailey.
- Coppercliff—C. H. Parry.
- Cornwall—A. Langlois.
- Dromore—J. M. Findlay.
- Dunnville—J. A. Bicknell.
- Guelph—G. F. Bibby.
- Hamilton—J. A. McIntosh, Ed. Hazell, Chas. W. Stewart, E. H. Soules, Erec C. Jamieson, John I. Brown, W. M. Smith, E. Turnbull, Jno. Young, E. H. Young, M. R. Hill, Jno. Knox.
- Hanover—J. H. Knechtel.
- Hespeler—Geo. M. Henry.
- Hickson—W. S. Rowe.
- Ingersol—S. M. Fleet.
- Lambeth—J. A. Kelly.
- Lindsay—T. A. Fisher.
- London—Jno. Diprose Thos. Shaw, A. W. Palmer, G. B. Drake, J. W. Eedie, F. Jones.
- Milton—R. B. Galbraith, D. A. Hewgill.
- Minesing—A. Ronald.
- Nassagaweya—E. Elsley.
- Niagara Falls—J. H. Marshall, W. P. Marshall.
- North Bay—S. Pritchard.
- Ottawa—Duncan Bell, F. W. Ford, Allan Hellard, Alex. Phillips.
- Owen Sound—Mathew Duncan.
- Paris—Chas. McCausland, J. M. Patterson, H. Rehder, J. W. Hilborn, P. B. McQueen.
- Peterborough—Muriel Caldwell, Mrs. Mitchell, E. F. Mason, J. E. Lillieo.
- Pictou—B. McDonald.
- Rockford—Frank Tyler.
- St. Jacobs—F. E. Walker.
- St. John, N.B.—Walter Gilbert.
- St. Mary's—F. W. Hutton, J. P. Rogers, W. R. Butcher.
- Shelbourne—T. J. Harrison.
- Stelton—C. J. Lash.
- Stoney Creek—A. R. Millen.
- Stratford—E. H. Barnesdale, W. J. McCully.
- Sturgeon Falls—W. A. Cockburn.

(Continued on page 36.)

Columns in Cost Book for Proper Record

Retailer Asks for Criticism on Form Submitted—Importance of Accurate Knowledge of Costs Cannot be Overstated—The Detailed Information Desirable Varies With Size of the Business—Some Needful Items.

*By Henry Johnson, Jr.

I have the following with stated enclosures:—

Ontario, April 1, 1913.

Henry Johnson, Jr.,
Care Canadian Grocer.

Dear Sir,—Enclosed you will find a drawing of a grocery cost book which the writer has been working on for some time and proposed getting out, but before doing so we wish to have expert opinion and criticism on it. Kindly look this over and see if, in your opinion, this would cover the requirements.

What we want is to keep track of the exact cost which we pay the wholesaler for everything we buy, what these goods cost us laid down in our store, and what

should positively be adopted in every business whereby this information can always be had.

Along the same line of thought comes the consideration of knowing everything else about the goods—when bought, from whom, quantity bought during the year, etc. But, unless in a large business where there is a large office force, there is danger that too much will be undertaken. To know all these things may be so important as to be worth the time of the boss himself to insure the record being kept; but if too much detail is put into the task, the boss will get tired and drop the work half done—so you will have gained nothing whatever.

indicate that the average freight and dray expense on brooms, for example, is 37½¢ the dozen. That can be indicated once for all and serve us as a guide. Then, too, we may know that the average transportation expense on canned goods is 8¢ dozen on 3s and 5¢ dozen on 2s. But it is hardly necessary to make this a matter of record, since the few times we buy elsewhere we take this into consideration in a comparative way and absorb all constituents of cost directly into total COST.

In theory this kind of record is very pretty, but it will be difficult to so arrange pages and assign spaces as will promote rapid reference, together with

Date	c/s	Quantity	Article	From	Net Cost	Overhead	Freight	Gross Cost	Cost each	Sell each	Sell Wholesale	Quantity

Suggestion for a Cost-Book, Presented by a Grocer Reader to Henry Johnson, Jr., for criticism.

they cost us when sold, as well as having this record serve as a complete record of all our purchases. My idea of this is that it would be a great guide and help in future business.

We would thank you for an immediate reply, and are,

Yours very truly;

The diagram herewith shows the plan of the book.

Should Know True Cost.

The importance of having at one's command, instantly accessible, an accurate cost record can hardly be overstated. This is so valuable that any merchant can afford to spend a lot of time over it. The true cost of anything is the basis of its sale, hence extremely important to know. Thus, some plan

*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.

I am not sure that I have read aright the form sent to me. I find one column headed "c-s," which I do not understand. That is commonly used to indicate "Case"; but I cannot see such use for it here. I find "Quantity" at the head of two columns—and that I do not understand. The remainder seems plain enough, but some of it too cumbersome.

For instance, take "Overhead." What does that amount to? Actual overhead may be 5 per cent. to 8 per cent. On sugar this would show you a heavy loss on every pound you sold wholesale and on much sold at retail. You KNOW that fact without making record of it, and you know that other items must make good the loss on sugar, or you must quit business.

The Item of Freight.

"Freight" is useful in a limited sort of way. This because most of us buy from a few points. If our market town be Toronto or Montreal, it is useful to

all the detail the pages will carry. Of course, a loose-leaf book will be used, so the difficulty will not be as great as with old-style stationery.

Quantity and Date Necessary.

In practice, I take it, much time will be saved through the elimination of many steps hereby provided for. The columns, "Net Cost," "Overhead," and "Freight" will often be left blank, and work will thus be shortened. The "Quantity" feature appeals to me very strongly, as well as the "Date" of purchase feature, since here is the crux of the information wanted next to actual gross cost. Great care must be exercised in the allotment of—as, for example, to sugar and to crackers. Think of the space you will use in a years record of your purchases of soda crackers. But it will be worth while to be able to know accurately just how many boxes and dozens of each kind you have bought and

(Continued on page 36.)

Actual Instances of Increasing Business

How New Maple Product Was Introduced—Excellent Coffee Trade Built Up In Four Years for Certain Brand—Sugar Window That Produced Sales.

INTRODUCING NEW GOODS OF FREQUENT OCCURRENCE

That it is easy to sell a new line of goods that is placed in stock is the claim of Pearson & Morton, a St. Thomas, Ont., grocery firm. Here is one of many instances this firm could relate:—When they first stocked a certain maple product they purchased a case as a trial order just to see how it would go. On a Saturday they opened the case, displayed the new line on the counter and referred to it to every customer who came into the store. Before two o'clock the entire two dozen had been sold, practically every customer adopting their suggestion to try a tin.

Since that time this firm has been selling that line fairly freely. They had created a demand themselves and because the goods were satisfactory customers asked for more. Another method of this firm to introduce new goods is to take a pocket sample when going out for orders. This plan has started many a line on the move in this store.

HOW KNOWLEDGE OF COFFEE BROUGHT A NEW CUSTOMER

The people of the United States as a whole are generally recognized as greater lovers of coffee than the people of this country, and popular opinion gives them the credit not only of being better judges of good coffees, but also of knowing better how to make coffees. Wholesalers and retailers who pose as authorities on this subject will admit that popular opinion is correct as regards the latter part of that statement, but as far as knowing good coffees is concerned claim that Canadians are far ahead in that respect.

A Western Ontario grocer tells of his experiences in selling coffee to people who come from the States to reside either temporarily or permanently in his town.

"One day a woman came into his store, asked if I had any good coffee and stated that she had tried and tried in all the stores, but couldn't get anything to suit her.

"At once I asked her if she wasn't an American. She seemed a little surprised, but answered in the affirmative. I asked her what price she was accustomed to pay in the States for coffee.

"I have always paid 40 cents per pound there, and here I've tried 40 and 50 cent coffees from every store in town, and none of them satisfy me," was her answer. She concluded by stating that in Canada we didn't know good coffee.

"Now, you try a pound of my 25 cent coffee," I said, "and see if that isn't more like what you want."

"She appeared to feel hurt that after using a 40 cent coffee all her life I should persuade her to take a 25 cent coffee, and wanted to know if I hadn't something better than a 50 cent grade. I told her that I could safely guarantee that coffee, and what was more that I knew it would suit her very much better than any 40 or 50 cent grades I had in stock. I asked her to try it, told her to use all her skill employed in making the best cup of coffee of which she was capable, and then to let me know the result.

"Some days later she was in the store again and came straight to inform me that her coffee troubles were over, that she had at least got a coffee which was as good as she was accustomed to at home."

Here is an instance where it pays to have a general knowledge of the quality of goods used in other countries.

COFFEE SALES INCREASE FROM ZERO TO 4,800 POUNDS A YEAR

Some four years ago John Diprose of London, Ont., stocked a new brand of coffee—one that no other grocer in London had sold and that none of his customers had ever heard of. Last year he disposed of some 4,800 pounds of this brand, or almost two and a half ton.

Here is a splendid example of what the retailer can do in the matter of making sales if he so desires. This was a coffee that Mr. Diprose had to introduce himself. He and his salesmen talked it up enthusiastically because they knew it to be a good brand; they showed it in their window and stood firmly behind it. Occasionally it was advertised in Mr. Diprose's own newspaper space, but it was up to him entirely to make it go, and he did.

It is selling good goods at a profit above the ordinary every day demand that builds up a business.

SUGAR SALES INCREASED THROUGH WINDOW DISPLAY

The rare window display is the clever one. It is the display that sets forth the merits of one line of goods only. By concentrating on one article the public's attention is centred on that article with the result that sales are increased. Such a window was seen recently in Montreal in the store of the Fraser, Viger Co. It was a sugar window. Just sugar and it sold sugar.

The trim was very simple but the effect on the passing public was marvelous. The display was so unique that one was compelled to stop and look at it. The writer watched the crowd for some time and it was amusing to see the people come hurrying down the street, glance at the window and suddenly stop attracted by the simple unique display. A dozen or more were seen to come back and look at the window after passing and favorable comment was heard on all sides.

The background was an arrangement of three barrels of sugar laid on their sides so that the labels were easily read from the street. Around these three barrels, two of granulated and one yellow, were neat piles of sugar in bags, granulated on one side and yellow on the other. The same arrangement was used on the sides with the exception that the barrels were stood upright. The labels on the bags were turned outward. In the centre of the window were platters on which were heaped various kinds of sugars. Granulated sugar, golden yellow sugar, berry sugar, icing, fruit, preserving, coffee, and raw sugar were all displayed there, and made up the centre display. This was relieved by the use of loaf and crystal sugar, colored icing sugars, and maple sugars. Barley sugar in Glass jars also helped the display. Twenty pound bags of sugar were used as a border alternated with five pound boxes. In the centre of the window were two of these boxes with the sides opened out so that the contents could be seen. On each kind of sugar was a neat little card telling what kind it was and the price. One can hardly realize the great number of varieties and grades of sugar until one sees them in a display of this kind. The display coming just at this time when sugar is cheap had the added advantage of a popular price.

Current News of the Week

Quebec and Maritime Provinces.

C. O. Simard, grocer, Quebec, Que., passed away last week.

Emile Brunelle, grocer, St. Hyacinthe, has sold to G. Brousseau.

Hudson and Orsali, Ltd., wholesale grocers, Montreal, Que., have registered.

C. H. Dougall, Limited, commission merchants, Montreal, P.Q., have moved from 146 St. James Street to 211 McGill Street.

There is a company organized in the Maritime Provinces to establish chain stores. Three retail establishments are scheduled for Halifax and one each for the following places: Dartmouth, Windsor, Kentville, Canning, Bridgetown, Digby, Wolfville, Amherst, Annapolis, Yarmouth, Liverpool, Truro, Westville, New Glasgow, Antigonish, Sydney and North Sydney. It is also stated that the new firm has taken over the wholesale houses of Morrison & Williams, of Halifax, and Morrisons, Ltd., of Amherst. A. S. Burgess is the managing director of the company, the name of which is The Canada Food Co.

Ontario.

Andrew Jones, grocer, Galt, Ont., passed away last week.

Chas. Emery, grocer, Hamilton, Ont., has sold to F. B. Tansley.

Fields & Lamont are opening a retail grocery store in the McCool Block, Sudbury, Ont.

J. McTague, formerly of Stratton, Ont., has opened a general store at Ft. Frances, Ont.

The Toronto office of A. P. Tippet & Co. has been changed from 84 Victoria Street to 46 Front Street East.

Dougald Graham, who has conducted a grocery business in Strathroy, Ont., for 37 years, has sold to Fred and Charles Gill. The latter will take possession May 1.

Christelaw Bros., merchants of Blind River, Ont., have dissolved, George Christelaw continuing. H. B. Christelaw has taken over the business of J. A. Hawkins & Co., of Blind River.

E. Linnell is building a brick store on the Hamilton Road, London, Ont., and expects to have it completed in two or three months' time. He may rent it, sell it, or run it himself.

Five hundred dollars' worth of groceries were destroyed in R. S. World & Sons' store, at the corner of Lennox and Lippincott Streets, Toronto, when mice chewed into a box of matches on one of the shelves.

Herschell Vivian, a prominent merchant of St. Davids, Ont., died at his home on Sunday morning after a long illness. It was thought that Mr. Vivian was convalescing on Saturday, but he suffered a relapse on Saturday night, from which he never recovered. Mr. Vivian is well known to the trade in the Niagara district, as he has been connected with the business now carried on by Lowrey & Vivian for a number of years. Mr. Vivian belonged to the Masonic Order and to the Canadian Foresters, of which he has been financial secretary for a number of years.

Western Canada.

J. Hronais, Winnipeg, Man., recently suffered loss by fire.

Luesley & Snowden, grocers, etc., Victoria, B.C., have dissolved partnership, and are being succeeded by Luesley & Hoyle.

R. J. Campbell, wholesale grocer, Winnipeg, is now in the South on a vacation trip. He will return next month.

J. J. Stiegler, general merchant, Humboldt, Sask., has inaugurated the cash system of doing business. Monthly accounts will, however, be considered the same as cash.

The partnership existing between Bailey & Morrill, Victoria, B.C., has been dissolved. Mr. Bailey is retiring. Business will continue under management of Mr. Morrill.

A new wholesale grocery house is being established in Brandon, Man., by a company of American and Canadian capitalists, represented by C. A. Comings, of the Pioneer Fruit Co., Brandon.

Figures on the books of the C. P. R. show that 240,000 fresh eggs were shipped into Moose Jaw, Sask., from Minneapolis and St. Paul during February. The duty was three cents per dozen and the express charges six cents.

F. G. Dawson, Prince Rupert, B.C., has purchased the wholesale grocery business of W. J. McMillan & Co., of that town. Mr. Dawson has been in the wholesale business in Prince Rupert for five years, having prior to that time been manager of a wholesale house in Calgary.

The retail merchants of Calgary are taking up the matter of early closing and an effort will be made to have a by-law passed in the near future compelling all stores except those in the refreshment and allied lines to close at a stated

hour each evening. It was also decided to make an effort to get all stores to close on one afternoon each week.

CHILLIWACK B.M.A.

Chilliwack, B.C., April 21.—(Special.)—At a well attended meeting of the merchants of Chilliwack it was unanimously decided to affiliate with the British Columbia Association. The president and secretary of the latter organization were in attendance.

The Retail Merchants' picnic here will be held in August, and is expected to be better than ever. The weekly half holiday in Chilliwack began on Thursday afternoon, April 17, at 12.15 o'clock, and will continue until September.

BUSINESS SHOW AND CONVENTION.

Ontario Retail Merchants Convene Next Week—Some of the Subjects for Discussion.

Toronto, April 24.—On Monday and Tuesday of next week, April 28 and 29, will be held a Business Show in Massey Hall. This will include exhibits of manufacturers of account systems, office equipment, etc., and it promises to attract a large crowd.

The fourteenth annual convention of The Retail Merchants Association of Canada, Ontario section, will be held on Tuesday and Wednesday at Massey Hall, taking advantage of the Business Show. Every merchant in Ontario is invited to attend.

Addresses are scheduled for "The Effect That Reduced Parcels Post Will Have on the Trade of the Cities and Towns of Canada"; "What retail merchants should do to hold and develop the trade of their home town"; and "Why co-operative society stores should be opposed by legitimate retailers."

Reports will also be presented by committees looking after legislation dealing with the proposed "Employee's Compensation Act"; reduction in business tax; and the proposed amendments to the Peddler's and Transient Trader's Act.

The officers of the association are:—

President, Ald. A. Weseloh, Berlin; 1st vice-president, E. C. Matthews, Toronto; 2nd vice-president, N. C. Cameron, Peterborough; treasurer, M. Moyer, Toronto; Secretary, E. M. Trowern, Toronto.

General Review of the Grocery Markets

Sugar Situation in New York Appears More Hopeful—Molasses Question in Montreal a Puzzler—Tea Market Advancing With Probability of Higher Prices Here—Brighter Tone to Canned Goods—Trading Only Fair.

QUEBEC MARKETS.

POINTERS,—

Sugar—Steady consumptive demand.
Molasses—Situation puzzling.
Coffee—Upward tendency.
Rice—Patna again declined.
Montreal, April 22.—Grocery trading is brisk and has healthy tone. Prices have not varied much during week. Weather is more favorable to increased business and money seems to be a lot easier than last week.

Morton's "St. Vincent" arrowroot in 1 lb. tins is selling at 20c instead of 15c, while the 7 lb. tins are quoted at 16c per lb. instead of 19c as formerly. Morton's herrings, all kinds, have advanced 5c per dozen. C. & B. Lucca Oil has advanced and is now selling at \$2.35 to \$2.40 for 1/2 pts. and \$4.40 to \$4.50 for pints. "Domoleo" molasses in tins have advanced and are now quoted at the following prices:—2 lb. tins, \$1.50; 5-lb. tins, \$3.50; 20 lb. tins, \$12.75; 3 lb. tins, \$2.10; 10 lb. tins, \$6.75.

"C. & S." coffee has advanced 1c per lb. on all grades now selling from 21c to 25c per lb.

It is rumored that the price of canned goods and especially tomatoes will be considerably lower this season than formerly.

SUGAR.—Although New York market on raw sugar has gone down and up again local sugar market remains indifferent to these fluctuations; \$4.50 is still the price for finest granulated in bags and there is little to indicate any change. There are rumors on the street of cheaper sugar, but there seems to be nothing definite to support them. Demand is steady and appears to be a purely consumptive one. Orders are coming a little more freely from country points due to better conditions of roads.

Granulated, bags	4 50
Granulated, 20-lb. bags	4 60
Granulated, 5-lb. cartons	4 80
Granulated, 2-lb. cartons, per cwt.	4 80
Granulated, Imperial	4 35
Granulated, Beaver	4 35
Paris lumps, boxes 100 lbs.	5 25
Paris lumps, boxes 50 lbs.	5 35
Paris lumps, boxes 25 lbs.	5 55
Red Seal, in cartons, each	0 35
Crystal diamonds, bbls.	5 10
Crystal diamonds, 100-lb. boxes	5 25
Crystal diamonds, 50-lb. boxes	5 35
Crystal diamonds, 5-lb. cartons	6 25
Crystal diamonds, Dominoes, cartons	7 00
Extra ground, bbls.	4 90
Extra ground, 50-lb. boxes	5 10
Extra ground, 25-lb. boxes	5 30
Powdered, bbls.	4 70
Powdered, 50-lb. boxes	4 90
Powdered, 25-lb. boxes	5 10
Phoenix	4 50
Bright coffee	4 45
No. 3 yellow	4 35
No. 2 yellow	4 25
No. 1 yellow	4 10
Bbls. granulated and yellow may be had at 5c above bag prices.	

MOLASSES.—Fancy Barbadoes molasses situation is still a puzzler. There have been few interesting developments and situation is about same as reported

last week. It is a significant fact that one Barbadoes firm which could not fill orders last week at 37 or 38c has cabled offering 1,500 puncheons to a local firm at 36 1/4c. Word also comes from Quebec to effect that buyers there are steadfastly refusing to purchase until prices are more reasonable. Market appears to be a waiting one and as buyers have fully covered their sales they are rather independent in matter of making purchases for stock.

On other hand advices from Barbadoes show a big shortage in production which is estimated at 55,000 to 60,000 puncheons instead of 90,000 puncheons produced last year. However this advice does not seem to affect market situation to any extent as this shortage has been anticipated.

Quotations vary considerably, but average price is lower than last week. Average price last week was 38c, while 37c seems to be popular one this week with a few offers at 36 1/4 and 36 1/2.

Fancy Barbados molasses, puncheons	0 40	0 42
Fancy Barbados molasses, barrels	0 43	0 45
Fancy Barbados molasses, half-barrels	0 45	0 47
Choice Barbados molasses, puncheons	0 35	0 37
Choice Barbados molasses, barrels	0 38	0 40
Choice Barbados molasses, half-barrels	0 40	0 42
New Orleans	0 25	0 27
Porto Rico	0 20	0 22
Corn syrups, bbls.	0 03 1/2	0 04
Corn syrups, half-barrels	0 03 1/2	0 04
Corn syrups, quarter-barrels	0 03 1/2	0 04
Corn syrups, 38 1/2-lb. pails	1 75	1 80
Corn syrups, 25-lb. pails	1 25	1 30
Cases, 2-lb. tins, 2 doz. per case	2 40	2 45
Cases, 5-lb. tins, 1 doz. per case	2 75	2 80
Cases, 10-lb. tins, 1/2 doz. per case	2 65	2 70
Cases, 20-lb. tins, 1/4 doz. per case	2 60	2 65

MAPLE SYRUP.—Same prices rule this week for maple products as for last week. Syrup being offered on local market is of excellent quality, and is meeting with ready sale. In the window of one of the large dailies is an exceptionally fine display of maple syrups and sugars. The daily paper is offering a prize of \$500.00 for the best samples of syrup and sugars. There are over 360 entries from all parts of Canada.

Pure maple syrup, in 8 1/2 lb. tins	0 75
Pure maple syrup, in 15-gal. kegs, 8c per lb., or per gallon	1 05
Pure maple sugar	0 11 1/2 0 12

DRIED FRUITS.—Dried fruit market is devoid of features. Trading is steady with fair volume of business passing for season of year. Prices remain same as quoted last week.

Raisins—		
Choice seeded raisins	0 07 1/2	0 08
Choice fancy seeded, 1-lb. pkgs.	0 08	0 09
Choice loose muscatels, 2 crown, per lb.	0 05 1/2	0 06
Choice loose muscatels, 3-crown, lb.	0 06 1/2	0 07
Choice loose muscatels, 4-crown, per lb.	0 07 1/2	0 08
Seedless, new, in packages, 12 oz.	0 07	0 08
Seedless raisins, new, 16 oz. pkgs.	0 08	0 09
Select raisins, 7-lb. box, per lb.	0 07	0 08
Sultana raisins, loose, per lb.	0 11	0 12 1/2
Sultana raisins, 1 lb. cartons	0 12 1/2	0 13 1/2
Malaga table raisins, 3-crown, lb.	2 40	2 45
Malaga table raisins, 4-crown, lb.	3 40	3 45
Malaga table raisins, 5-crown, lb.	4 00	4 05
Malaga table raisins, 6-crown, lb.	5 20	5 25
Malaga table raisins, 7-crown, lb.	5 80	5 85
Malaga table raisins, clusters, per 1/4 box	0 75	0 80
Valencia, fine, off stalk, per lb.	0 08 1/2	0 09
Valencia, select, per lb.	0 07	0 08
Valencia, 4-crown layers, per lb.	0 08	0 09

Evaporated apricots	0 14 1/2	0 15
Evaporated apples	0 08 1/2	0 09
Evaporated peaches	0 09 1/2	0 10
Evaporated pears	0 12 1/2	0 14
Currants, fine filiatras, per lb., cleaned	0 06 1/2	0 07 1/2
Currants, 1-lb. pkgs. fine filiatras, cleaned	0 07 1/2	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 07 1/2
Dates, Hollowe, loose	0 05	0 06
Figs, 3 crown	0 11	0 11 1/2
Figs, 4 crown	0 10 1/2	0 11
Figs, 5 crown	0 11 1/2	0 12
Figs, 6 crown	0 12 1/2	0 13 1/2
Figs, 7 crown	0 13 1/2	0 14
Figs, 9 crown	0 14 1/2	0 15
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 1/2	0 08
Prunes—		
20-30	0 12	0 12
30-40	0 11	0 12
40-50	0 09 1/2	0 10
50-60	0 08 1/2	0 09 1/2
60-70	0 07 1/2	0 08 1/2
70-80	0 07	0 07 1/2
80-90	0 06 1/2	0 07 1/2
90-100	0 06	0 06 1/2
Bosnia prunes	0 07	0 08

TEA.—Featureless is only way to describe tea market this week. Trading is very quiet as market is waiting for arrival of new crop which is due in about ten days. There is a little more inquiry for China and Japan greens. Prices are unchanged.

Japans—		
Choicest	0 40	0 50
Choice	0 35	0 40
Fine	0 30	0 35
Medium	0 25	0 30
Good common	0 20	0 25
Common	0 18	0 20
Yamashiro	0 15	0 20
Ceylon—		
Broken Orange Pekoe	0 30	0 40
Pekoes	0 20	0 22
Pekoe Souchongs	0 20	0 22
India—		
Pekoe Souchongs	0 19	0 20
Ceylon Greens—		
Young Hysons	0 24	0 26
Hyson	0 22	0 22
Gunpowders	0 19	0 20
China Greens—		
Pingsuey gunpowder, low grade	0 14	0 18
Pingsuey gunpowder, pea leaf	0 20	0 30
Pingsuey, gunpowder, pinhead	0 30	0 50

COFFEE.—Maracaibo and Bogota coffees are up a 1/4 to 1/2c per lb. London market on Santos and Mochas is very firm with an upward tendency. Several lines of branded coffees have advanced. Trading is fair.

Mocha	0 28	0 29
Rio	0 21 1/2	0 23 1/2
Mexican	0 25	0 28
Santos	0 24	0 25
Maracaibo	0 27	0 27
Javas	0 30	0 40

SPICE.—Trading in spices is a little dull this week due to Jewish holidays. Prices remain same as last week.

Allspice	0 13	0 18
Cinnamon, whole	0 18	0 20
Cinnamon, ground	0 16	0 20
Caraway seed	0 08	0 09
Batavia cinnamon	0 25	0 30
Cloves, whole	0 27	0 35
Cloves, ground	0 27	0 35
Cream of tartar	0 25	0 32
Ginger, Cochinchina	0 17	0 20
Ginger, Jamaica	0 20	0 25
Mace	0 20	0 25
Nutmegs	0 25	0 30
Peppers, black	0 16	0 18
Peppers, white	0 27 1/2	0 30
Pimento	0 15	0 17

RICE AND TAPIOCA.—Finest imported Patna Rice has declined again since last week and is now quoted at \$5.37 1/2 for 224 lb. bags, \$5.50 for 112 lb. bags, and \$5.62 1/2 for 56 lb. bags. Imported Caroline rice, fancy, is selling at \$8.00 this week instead of \$8.50 as quoted last week. Decline reported last

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week stimulated buying to some extent, but trading to-day is steady routine business. Tapioca is steady at last week's prices. Sago is unchanged.

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

NUTS.—Trading in nuts is a little brisker than for some time past. Prices remain about same.

In shell—		
Brazils	0 14	0 16
Filberts, Sicily, per lb.	0 12 1/2	0 13
Filberts, Barcelona, per lb.	0 11	0 12
Tarragona Almonds, per lb.	0 16 1/2	0 17 1/2
Walnuts, Myette Grenobles, per lb.	0 15	0 16
Walnuts, Marbots, per lb.	0 13	0 13 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 42	0 50
Almonds, 3 crown, selected, per lb.	0 35	0 37 1/2
Almonds, 2 crown, selected, per lb.	0 31	0 32
Almonds (in bags), standards, lb.	0 27	0 28
Cashews	0 15	0 17
Peanuts—		
American—		
Japanese roasted	0 08 1/2	
Corn, roasted	0 08	
Diamond G. roasted	0 09	
Bon Ton, roasted	0 11	
Sun, roasted	0 10	
Spanish No. 1	0 12	
Virginia No. 1	0 13	
Pecans, jumbo	0 18	
Pistachios, per lb.	0 11	0 12
Walnuts—		
Bordeaux, halves, bright	0 27	0 28
Broken	0 27	0 28

ONTARIO MARKETS.

POINTERS.—

Sugar—Primary situation firmer. Molasses—Better grades tending to advance.

Tea—Prices advancing. Spices—Cloves firmer. Nuts—Shelled all advancing.

Toronto, April 23.—Trade in general groceries keeps up without much change. One dealer gives for explanation of dullness fact that this market depends so largely on conditions in West. Many of the large concerns are dependent on Western circumstances and so long as trade holds dull there, same condition will prevail here. It is his opinion that this position of comparative inactivity will prevail until some indication is given of new crop in West.

Collections are beginning to look a little better. One dealer just returned from a trip to the coast states he found money situation much better than expected. That banks raising cry of tightness of money was a perfect god-send to the country and has temporarily done away with much Western real estate dabbling.

SUGAR.—In New York there appears to be a general firmer feeling all round.

Demand for granulated on primary market is disappointing to refiners as people over-cautious with regard to effect of new tariff have held off buying. With more seasonable weather and a little time conditions are expected to right themselves. Locally demand holds on pretty steadily, and general opinion on street is that market will continue steady with any changes being in upward direction.

Extra granulated, bags	4 60	
Extra granulated, 20-lb. bags	4 70	
Extra granulated, 5-lb. cartons	4 90	
Extra granulated, 2-lb. cartons	4 90	
Imperial granulated	4 45	
Beaver granulated	4 45	
Yellow, bags	4 20	
Barrels of granulated and yellow will be furnished at 5 cents above bag prices.		
Extra ground, bbls.	5 00	
Extra ground, 50-lb. boxes	5 20	
Extra ground, 25-lb. boxes	5 40	
Powdered, bbls.	4 90	
Powdered, 25-lb. boxes	5 20	
Powdered, 50-lb. boxes	5 00	
Red Seal, 5 lb. boxes, cwt.	7 10	
Crystal diamonds, 5 lb. boxes	7 10	
Crystal Dominoes, 5 lb. boxes	7 20	
Paris lumps, in 100-lb. boxes	5 35	
Paris lumps, in 50-lb. boxes	5 45	
Paris lumps, in 25-lb. boxes	5 65	

SYRUP AND MOLASSES.—There has been considerable amount of talk about higher prices on new crop molasses. Better grades will doubtless be very much higher than year ago. Maple syrup continues to offer in large quantities showing fine average quality.

Syrups—		
2 lb. tins, 2 doz. in case	2 40	Per case.
5 lb. tins, 1 doz. in case	2 75	
10 lb. tins, 1/2 doz. in case	2 65	
20 lb. tins, 1/4 doz. in case	2 60	
Barrels, per lb.	0 03 1/2	
Half barrels, lb.	0 03 1/2	
Quarter barrels, lb.	0 03 1/2	
Pails, 3 1/2 lbs. each	1 75	
Pails, 25 lbs. each	1 25	
Maple Syrup—Compound—		
Gallons, 6 to case	4 80	
1/2 gals., 12 to case	5 40	
3/4 gals., 24 to case	5 40	
Pints, 24 to case	3 00	
Maple Syrup—Pure—		
Gallons, 6 to case	6 60	
1/2 gals., 12 to case	7 25	
3/4 gals., 24 to case	7 25	
Pints, 24 to case	4 00	
Quart bottles, 12 to case	3 50	
Molasses, per gallon—		
New Orleans, barrels	0 27	0 29
New Orleans, half barrels	0 29	0 31
West Indies, barrels	0 28	0 30
West Indies, half barrels	0 45	0 47
Barbados, fancy, barrels	0 45	0 47
Barbados, fancy, half barrels	0 49	0 50

DRIED FRUITS.—On primary markets all seeded fruits are much firmer. Owing to new growers association having taken control of situation it is not yet known how these will be marketed, but prices are undoubtedly firmer. Demand on local market for peaches and apricots is fair. Prices on prunes are fairly low causing them to move freely. For table figs there is fair demand but for commode demand even at low prices is poor.

Prunes—		
30 to 40, in 25-lb. boxes	0 12 1/2	0 13 1/2
40 to 50, in 25-lb. boxes	0 11 1/2	0 12 1/2
50 to 60, in 25-lb. boxes	0 10 1/2	0 11 1/2
60 to 70, in 25-lb. boxes	0 09	0 10
70 to 80, in 25-lb. boxes	0 08 1/2	0 09 1/2
80 to 90, in 25-lb. boxes	0 08	0 09
90 to 100, in 25-lb. boxes	0 07 1/2	0 08 1/2
Same fruit in 50-lb. boxes, 1/2 cent less.		
Apricots—		
Standard, 25-lb. boxes	0 13	
Choice, 25-lb. boxes	0 16	
Peaches—		
Standard, 25-lb. boxes	0 10	
Choice, 25-lb. boxes	0 11	0 12 1/2
Candied Peels—		
Lemon	0 11	0 12 1/2
Orange	0 12	0 13
Citron	0 15	0 16
Tapioca—		
Tapnets	0 03 1/2	0 04
Bag figs	0 05	0 07
Fancy box figs, according to size	0 10	0 15
Evaporated apples	0 06 1/2	0 07

Currants—		
Fine Filletras, per lb.	0 07	
Choicest Amalas, per lb.	0 07 1/2	
Patras, per lb.	0 07 1/2	
Choice Vostizzas	0 10	
Shade dried Vostizzas	0 10 1/2	0 11
Cleaned, 1/2 cent more.		
Raisins—		
Sultans, choice	0 10	0 12
Sultans, fancy	0 12	0 14
Valencias, selected, new	0 09	0 09 1/2
Valencias, old stock	0 07 1/2	0 08
Seeded, 1 lb. packets, fancy	0 08	0 08
Seeded, 1 lb. packets, choice	0 06 1/2	0 07
Dates—		
Hallowee, full boxes	0 05	
Hallowee, half boxes	0 05 1/2	0 06 1/2
Fards, choicest, 12-lb. boxes	0 08 1/2	0 09 1/2
Fards, choicest, 60-lb. boxes	0 07	0 07 1/2
Package dates, per pkg.	0 06 1/2	0 07 1/2

TEA.—Primary market has advanced one farthing for good teas during past week. Quality is practically off in Ceylon so that for a time there won't be much fine tea available. Prices are likely to be even higher here to the wholesaler and probably to retailer as well.

COFFEE.—Earlier in week there was a slight weakening in import prices, but last two days cables received in Toronto show that quotations have advanced fully 1/2 cent. Most noticeable decline in valuations has been in lower grade macaribo. Fine wash grades of all descriptions are being firmly held by owners in primary sources. Statistical situation is reported as stronger than year ago and higher prices predicted.

Rio, roasted	0 18 1/2	0 21
Green, Rio	0 18	0 20
Santos, roasted	0 23	0 25
Macaribo, roasted	0 25	0 26
Bacatas, roasted	0 27	0 28
Mocha, roasted	0 30	0 32
Java, roasted	0 32	0 35
Mexican	0 27	0 28
Gautemala	0 26	0 28
Jamaica	0 24	0 25
Chicory	0 11	0 13

SPICES.—An advance of 1 cent has been made by some firms on price of cloves this week. Whole cloves are very scarce, so that high prices will likely rule. Peppers hold unchanged.

5 and 10 lb. tins.			
Tins.			
Allspice	14-17	60-67 1/2	70-80
Cassia	22-27	72-90	80-90
Cayenne pepper	23-28	72-90	90-1 15
Cloves	30-35	1 08-95	—1 08
Cream tartar	30-31	90-00	—
Curry powder	—35	—	—
Ginger	22-27	65-85	75-95
Mace	75-1 00	—	0-2 75
Nutmegs	25-30	90-00	1 60-2 50
Peppers, black	19-22	67-75	80-90
Peppers, white	27-29	90-1 05	1 05-1 15
Pastry spice	30-27	65-95	75-1 10
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.			
Cardamon seed, per lb., in bulk	1 60	1 80	
Mustard seed, per lb., in bulk	0 10	0 12	
Celery seed, per lb., in bulk	0 50	0 60	
Shredded cocconut, in pails	0 17	0 20	

RICE AND TAPIOCA.—Rice market is if anything a little easier. Tapioca continues unchanged.

Rangoon, per cwt.		
Patna	3 35	4 00
Japan	0 05 1/2	0 06
Java	0 05 1/2	0 06
Carolina	0 06	0 10
Sago—		
Brown, per lb.	0 05 1/2	0 06
White, per lb.	0 05 1/2	0 06 1/2
Tapioca—		
Bullet, double goat	0 09 1/2	
Medium pearl	0 05 1/2	
Flake	0 06	

NUTS.—Shelled almonds, walnuts and peanuts are all quite scarce. One local dealer made offers to 5 or 6 French shippers, but as all supplies were exhausted could not get orders filled. New crop will not be in till first of year. On

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walnuts 3 to 4 cents more is already being asked on fall shipments. Almonds are also very high.

Almonds, Fomigetta	0 15	0 16
Almonds, shelled	0 39	0 40
Almonds, Tarragona	0 15	0 17
Walnuts, Grenoble	0 16	0 16 1/2
Walnuts, Bordeaux	0 13	0 13 1/2
Walnuts, Marbots	0 14	0 15
Walnuts, shelled, new	0 30	0 32
Filberts	0 12	0 12 1/2
Pecans	0 18	0 20
Braxils	0 13	0 15
Peanuts, roasted	0 10	0 13
Peanuts, green, extras		0 08 1/2
Peanuts, green, jumbo		0 10
Peanuts, shelled	0 08	0 09

BEANS.—Prices on imported beans have declined somewhat, being brought down by low prices on Canadian beans. Trade is dull.

Beans, Canadian—		
Prime beans, per bush.	2 35	2 40
Austrian, H.P., bush.		2 60
Austrian, mixed, per bush.		2 40

CANNED GOODS.

TORONTO, April 23.—Bookings for next year's pack have not been as heavy this year as last. Speculative element is almost entirely wanting, dealers simply buying for their immediate requirements. Sorting orders for corn, tomatoes and fruits are now coming in fairly freely. It is a strange coincidence, but dealers state that season when fresh fruits and vegetables appear first extensively on market is also season of heavy consumption of canned goods.

MANITOBA MARKETS.

Winnipeg, Apr. 23.—(Corrected by Wire.)—Magnificent spring weather and general activity on the farms and in the towns has given quite a boost to the retail trade and prospects have undoubtedly improved.

Wholesalers, however, report that merchants generally are conservative in their orders and do not seem to desire to accumulate heavy stocks and collections are still slow.

The money situation is a little easier and many signs point to a loosening up. An encouraging feature is the steady advance in the price of wheat of which there is yet between fifteen and twenty millions of bushels in the farmer's hands. Also the tide of immigration is running strong and many of the new comers have considerable means.

Two weeks of unbroken fine weather would do much to give confidence to all business in the West and the high expectations of 1913 which have been a little damped in the past two months may yet be realized.

SUGARS.—Freight congestion in the East has caused sugar stocks to run low and the supply is short of the demand. Prices are steady with no prospect of an immediate change.

Extra standard granulated, per bbl.	5 15
Montreal yellow, per barrel	4 80
B.C. yellow, per barrel	4 55
Iceing sugar, per barrel	5 75
Powdered, per barrel	5 55
Lumps, hard, per barrel	6 05
Sugar in sacks, 5 cents less.	

SYRUPS.—The slow, but steady advance in corn prices must before long

lead to a stiffening in price of corn products and it is altogether likely that syrups will advance.

2 lb. tins, per case	2 13
8 lb. tins, per case	2 53
10 lb. tins, per case	2 41
20 lb. tins, per case	2 51
Barrels, per 100 lbs.	3 70
Molasses, New Orleans, gal.	0 33
Molasses, Barbados, gal.	0 45
Maple syrup, quart, per case	6 20
Maple syrup, 1/2 gal.	5 55

DRIED FRUITS.—Following a stiffening of prices in the primary markets seeded and Muscatel raisins are dearer, Muscatels being 1/2c up and Californias 1/2 to 3/4c. Prices on prunes are steady at a low point. There is a persistent rumor of a raisin combine in California or at least an organized effort to corner the balance of the crop.

Prunes—	Per lb.	
90-100s, 25s, s.p.	0 06	
90-100s, 10s, s.p.	0 04 1/2	
80-90s, s.p.	0 05 1/2	
80-90s, 10s, s.p.	0 06	
70-80s, 25s, s.p.	0 08	
70-80s, 10s, s.p.	0 06 1/2	
60-70s, 25s, s.p.	0 08 1/2	
50-60s, 25s, s.p.	0 07 1/2	
40-50s, 25s, s.p.	0 09	
Cooking Figs—		
Choice boxes	0 08 1/2	
Half boxes	0 06 1/2	
Half bags	0 05 1/2	
Valencia Raisins—		
Fine, f.o.s., 25s, s.p., per box	2 75	
Fine, selected, 25s, s.p., per box	2 70	
4-crown layers, 25s, s.p., per box	2 65	
4-crown layers, 15s, s.p., per box	1 35	
4-crown layers, 7s, s.p., per box	0 75	
Ne plus ultra, 8s, s.p., per box	2 20	
Sultanas—		
California	0 09 1/2	
Smyrnas	0 14	
Currents—		
Dry clean, per lb.	0 07 1/2	
Washed, per lb.	0 07 1/2	
1-lb. package	0 08 1/2	
2-lb. package	0 17 1/2	

TEAS AND COFFEES.—There is nothing new to report in the tea and coffee market here, changes in which are of very rare occurrence.

Coffee—		
Green Rio, No. 5	0 16 1/2	
Roasted Rio	0 21 1/2	
Green Santos	0 19	
Roasted Santos	0 24	
Chicory	0 11 1/2	
Teas—		
China blacks, choice	0 25	0 40
India and Ceylon, choice	0 32	0 40
Japan, May picking	0 35	0 50
Japan, choice	0 35	0 45

BEANS.—Prices of beans and cereals are weaker with a demand likely to be much stronger. The prices appended are lower than those quoted by most jobbers but the goods can be obtained at the figures given.

Beans—		
Hand picked	2 35	
3 lb. picker	2 05	2 20
Peas—		
Split peas, sack 98 lbs.	3 85	
Whole peas, bushel	2 75	2 85
Barley—		
Pot barley, per sack 98 lbs.	3 45	
Pearl barley, per sack 98 lbs.	3 65	
Wheat granules, bale of 16.		

NUTS.—Magnificent spring weather and the near opening of the season of outdoor sports promises a little more activity in nuts.

Brazil	0 18	0 19
Tarragona almonds	0 16 1/2	0 17 1/2
Peanuts, roasted, Jumbos	0 12 1/2	0 13 1/2
Peanuts, choice	0 11	0 12
Pecans	0 22	0 23
Marbot walnuts	0 13 1/2	0 14 1/2
Grenoble walnuts	0 16	0 17
Sicily filberts	0 11 1/2	0 12 1/2
Shelled almonds	0 33	0 34
Shelled walnuts	0 31	0 32

NEW BRUNSWICK MARKETS.

By Wire.

St. John, April 23.—Markets continue fairly firm with prices practically

unchanged. Business keeps up well, aided by fine weather. Collections are becoming more encouraging. Better orders are now coming in from country districts. Sugar market is unchanged. Buying is slow as dealers are looking for further drop now rather than an advance. No difference has been made in flour, but molasses are a little firmer. Eggs are still moving downward, being quoted at 17 and 18 cents. Butter is unchanged. Pork has dropped 25 cents.

Bacon, roll	0 15	0 16
Bacon, breakfast	0 18	0 20
Beans, Austrian, bushel	2 65	2 75
Beans, yellow eye, bushel	3 10	3 15
Butter, dairy, per lb.	0 28	0 30
Butter, creamery, per lb.	0 30	0 32
Buckwheat, W., grey, bag	2 75	2 85
Cheese, lb.	0 15	0 15 1/2
Currants, 1's, lb.	0 07 1/2	0 08

Canned Goods—		
Beans, baked	1 30	1 35
Beans, string	1 02 1/2	1 05
Corn, doz.	1 10	1 15
Peas, No. 4	1 40	1 45
Peas, No. 3	1 43 1/2	1 45
Peas, No. 2	1 45	1 50
Peas, No. 1	1 80	1 85
Peaches, 2's, doz.	1 55	1 60
Peaches, 3's, doz.	2 35	2 40
Raspberries, doz.	2 20	2 25
Strawberries	2 20	2 25
Tomatoes	1 65	1 70
Cornmeal, gran.	4 75	4 80
Cornmeal, bags	1 40	1 45
Cornmeal, bbls.	2 95	3 00
Eggs, henney	0 20	0 25
Eggs, case	0 17	0 18
Flour, Manitoba	6 25	6 30
Flour, Ontario	5 65	5 70
Lard, compound, lb.	0 10 1/2	0 11
Lard, pure, lb.	0 16	0 17
Lemons, Messina, per box	3 50	4 00
Molasses, Barbados, fancy	0 30	0 40
Oatmeal, rolled	5 05	5 25
Oatmeal, std.	5 80	5 90
Pork, domestic mess	27 75	28 00
Potatoes, barrel	1 40	1 45
Raisins, California, seeded	0 07 1/2	0 08
Rice, per cwt.	3 85	3 95
Salmon, Case—		
Red Spring	9 25	9 50
Cohoos	8 50	8 75
Sugar—		
Standard granulated	4 70	4 80
United Empire	4 40	4 50
Bright yellow	4 50	4 60
No. 1 yellow	4 20	4 30
Paris lumps	5 60	5 75

AGAINST CO-OPERATIVES.

Peterborough, Apr. 21.—At the last meeting of the Retail Grocers section of the Retail Merchants Association, of Peterborough, Ont., a strong resolution was passed regarding co-operative societies and wholesalers and manufacturers who sold to them. Recently a co-operative society was formed here, and reports showed that none of the local wholesalers would sell to it, preferring to do business only with regular retailers. D. H. Kerneghan was the chairman of the meeting. In succession to J. H. Connal, Mr. Mitchell was appointed treasurer of the Grocer's section, Mr. Connal being treasurer of the Peterborough branch of the R.M.A. John Hill was appointed recording secretary to assist Neil Cameron, the secretary, who is out of the city most of the time.

Several of the grocers have intimated their intention of attending the R.M.A. convention and Business Show at Massey Hall, Toronto, next week.

It's better to deliver the goods than to be found with them on you.

RETAILERS PRESENT.

(Continued from page 29.)

Thessalon—James S. Dobie.

Toronto—D. W. Clark, W. C. Miller, J. Milton Cork, W. Van Koughnet, B. L. Cope, Fred. L. Giles, N. Carmichael, J. P. McKelvie, R. A. Dutton, F. W. Johnston, S. Bone, W. C. Clark, R. H. Bank, Donald McLean, H. W. McCulloch, W. J. Parks, C. R. Temperton, S. Sigsworth, C. Smith, Jno. A. Fraser.

Waterford—D. A. Hill.

Woodstock—Jno. Scott.

THE CIVIC BANQUET

A large and very representative gathering was present at the splendid complimentary banquet tendered by the Corporation and Council of the City of Toronto to the Ontario Retail Grocers' Association. After the dinner, in the absence of Mayor Hocken, Controller T. Church occupied the chair, and presided over a splendid toast list. In his characteristic manner he welcomed the grocers to the city, made reference to the good work being done by them as an association and as individuals, and wished the association all splendid success.

The toast to "Our Association" was heartily responded to by W. C. Miller, Jno. Diprose, W. J. Mellen and J. A. McIntosh, all of whom expressed very general thanks to the city for the entertainment provided.

On behalf of the manufacturers and wholesalers Charles Edmonds and A. C. Knight pointed out the benefits to be derived from organization and co-operation between the various branches of the trade.

"Bay" Hill, the silver-tongued orator, responded freely to the toast to the ladies. "Bay" may be "no orator as Whitney is," but when he gets a subject with which he is familiar he reaches some dizzy heights.

Throughout the banquet was a splendid success, and very general appreciation was shown.

NOTES ON THE CONVENTION

Now for next year. "Bigger and Better" is the slogan.

A warm welcome was extended the lady delegates from Peterboro.

When it comes to oratory, "Bay" Hill must be given a front seat.

Conferences with other sections of the trade are desirable. May there be more of them.

A more active secretary than "Billy" Miller could scarcely be found. He was a happy choice.

The selection of President D. W. Clark indicated the faith the association have in him as a leader.

We may now expect to see some of the retailers open biscuit and soap factories in their warehouses.

Another year the attendance should be doubled—that good work is being accomplished is now history.

"Tom" Shaw was again appointed to look after the money—no question as to its safety for another year.

The civic banquet indicated that the retail trade is an important factor in the commercial life of a city.

No doubt the Ottawa delegation was glad to get away for a few days from the strife around the Parliament Buildings.

Now that all have become acquainted with the Question Box, this piece of wood will be in greater favor another year.

More than a hundred delegates attended from out of Toronto, and there were 48 cities, towns and villages represented.

Hon. Mr. Foy lent a sympathetic ear to the delegates, and hopes are expressed that the garnishee limit will be lowered.



Following items are from The Canadian Grocer of April 28, 1893:—

"Michie & Co., grocers, Toronto, are going to enlarge their premises in King Street West, Toronto. They will be extended through to Colborne Street, and the front of the building will be of pressed brick and with casement, four storeys high."

Editorial Note.—This is one of the retail firms that is to-day well known. In fact, Michie & Co. was in business for many years before the above item appeared in The Canadian Grocer 20 years ago.

• • •

"Wholesale merchants in Montreal are complaining loudly of the business tactics of the Patrons of Industry in Ontario. A number of wholesale merchants have refused to open accounts with the retailers appointed by the Patrons, as they claim it is unfair to the rest of the retail trade. Some of the Patrons'

retailers have sent letters to the wholesale merchants asking to be supplied with false inventories, so they can show bills for higher prices than they have paid. In some cases blank invoices have been asked for. The wholesale men claim that the Patrons are instituting a system of business boycott."

Editorial Note.—Twenty years ago the Patrons of industry flourished. One of their objects was to get together and buy wholesale in order to cut out their own local dealers—a suicidal policy so far as their own properties were concerned. Happily little trouble is experienced in this regard to-day.

OPEN NEW BRANCH STORE.

H. Nicholson & Bain, wholesale commission agents and brokers of Winnipeg, have found it necessary to open a branch office at Lethbridge, Alta. This new office is intended to take care of Medicine Hat, Lethbridge, Fernie and Cranbrook. This makes the fifth branch for Nicholson & Bain, others being located at Regina, Saskatoon, Edmonton and Calgary.

PROMINENT ENGLISH GROCER COMING.

Arthur J. Giles, secretary of the Federation of Retail Grocers' Associations, London, England, will be in Toronto on May 9, on his way to St. Louis, Mo., via Niagara Falls and Cleveland. Mr. Giles is scheduled to give an address at a retail grocers' convention in St. Louis.

COLUMNS IN COST BOOK FOR PROPER RECORD.

(Continued from page 30.)

sold in a given year, or month, or week. I note these people state they are "Direct Importers," so this record will surely be of immense value to them.

Knowledge of Gross Cost.

What I have so far accomplished in keeping my own costs is (1) the accurate knowledge of the gross cost of each article bought written in cypher and, (2) the insertion after each cost of the selling price in plain figures. Here I have the necessary information for myself and my salespeople. I know what I feel it essential to know—what the goods cost, laid in—and I can anytime check over our selling prices to see that no error has been made, or if made, corrected.

If my friend gets out that book, I hope he will let me have the use of the form, at least experimentally. Perhaps we shall thus find out something useful to both of us—and then to many others.

FLOUR & CEREAL DEPARTMENT

An Early Advance in Flour Anticipated

Mill Feeds Lower Than For Some Years—Further Decline Would Necessitate Advance in Flour Which is Now Quite Firm—Toronto Still an Average of 6 Cents Out of Line for Export—Heavier Bookings Both for Domestic and Export in Montreal.

Indications for an early advance in flour appear good, and millers generally are fairly confident that an upward movement must be made soon. With easier tone to mill feeds profits on flour will of necessity increase to keep up balance. Mill feeds are now \$4 or \$5 lower than year ago this time when they were quoted in Toronto at, bran \$25 and shorts \$27, and are considerably lower than they have been for a number of years, so that if further slump were coming, flour, judging from former years, should advance.

At present there is still an average difference of 5 cents on flour between Toronto and Minneapolis in favor of the latter, and as Minneapolis as well has the advantage of 1c on freight to the seaboard, little export is being done from this end.

Were the price on wheat to be reduced it would simply mean that Canada would export wheat and not flour as millers in England have become educated to using our wheat, and know what lines to buy to mix with it. To make the necessary changes in blends for buying American wheat is found unprofitable, so that English millers continue to seek Canadian wheat.

Exports from St. John and Portland for the week were 89,606 sacks, as compared with 60,557 for the same week a year ago. The receipts of flour for the week were 8,323 sacks, as against 25,477 sacks for the same week a year ago.

MONTREAL.

FLOUR.—Demand for flour both for export and for domestic consumption has increased during past week. Orders are coming in quite freely and quite a nice volume of business has been accomplished. Prices are firm with a slight upward tendency. There seems to be a

strong feeling that prices will advance in near future as Ontario millers advise a shortage in stocks in store. This shortage has not been felt on local market as yet but the advice has given a very firm tone to market.

Winter wheat, fancy patents, in bags ..	4 80	4 75
Straight rollers, in bags	4 30	4 20
Manitoba 1st Spring wheat patents, bags	5 40	5 40
Manitoba straight patents, in bags.....	4 90	4 90
Manitoba strong bakers, in bags.....	4 70	4 70
Manitoba second, in bags	4 10	4 30

CEREALS.—Recent decline in oatmeal stimulated buying to a considerable extent and a large number of orders were booked. The trade is busy just now filling these orders. Prices are firm at last week's advance, but orders are coming in rather slowly, as dealers seem to have stocked up while prices were low.

Exports of rolled oats from Portland and St. John for the week were 2,099 sacks and 5,300 cases as compared with 9,345 sacks and 3,700 cases for the same period last year.

Cereals—		
Rolled oats, in 25 sack lots	2 05	
Rolled oats, in single bag-lots	2 18	
Rolled oats, in bbls.	4 35	4 60
Standard oatmeal, in single bag lots.....	2 28	2 38
Granulated oatmeal, in single bag lots....	2 28	2 38
Fine oatmeal, in single bag lots	2 28	2 38
(In 25 bag lots the price of the above is 10c lower.)		
Rolled wheat, in barrels	2 70	
Hominy, in 95 lb. sacks	2 00	
Cornmeal, in 95 lb. sacks	1 85	1 90
Rolled oats, in cotton sacks, 5c more.		

MILL FEED.—Demand for mill feed is a little heavier than supply and several mills are oversold. Prices remain at same level as last week, but it is reported that some smaller millers are shading prices. Better weather conditions have increased orders from country points.

Bran, in car lots, per ton	20 00
Shorts, in car lots, per ton	22 00
Middlings	24 00
Wheat moulee, per ton	26 00

TORONTO.

FLOUR.—Opinions vary with regard to future of flour market. Dealers who for past couple of weeks have predicted advance are now not so confident, while those who before expressed no opinion now take the firm stand that flour will

be higher within very short time. Manitoba flour for export is already reported by some millers as having gone up 9d. per sack of 280 lbs., or almost 22 cents a bbl. Even at this price they claim there is no profit. Export trade is dull, and even domestic none too brisk, but with tending easiness in bran and shorts flour market is altogether likely to be firmer.

Manitoba Wheat.		
1st patent, in car lots, bags	5 40	
2nd patents, in car lots, per bbl.....	4 90	
Strong bakers, in car lots, per bbl.....	4 70	
Feed flour, in car lots, per ton	30 00	
Flour, in cotton sacks, 10c per barrel more.		
Winter Wheat.		
Fancy patents, domestic consumption....	4 70	4 90
Patents, 90 p.c. domestic consumption....	4 55	4 85
Straight roller, domestic consumption....	4 35	4 55
Blended domestic consumption	4 85	5 15

CEREALS.—Cereal market continues practically unchanged since last week. Rolled oats and cornmeal both continue to move steadily, but with no very great activity. Indications for future show no sign of any change whatever just now, but change may come at any time. Trade for export is dull.

Rolled oats, small lots, 90 lb. sacks	2 15
Rolled oats, 25 bags to car lots	2 05
Standard and granulated oatmeal, 95-lb. sk., small lots	2 35
Rolled wheat, 50 lb. boxes	1 50
Rolled wheat, small lots, 100-lb. bbls....	2 75
Rolled wheat, 5 barrel to car lots.....	2 65
Cornmeal, 95 lb. bags, 25 bag lots, best quality	1 70
Cornmeal, 95 lb. bags, 25 bag lots, coarser grades	1 70
Rolled oats in cotton sacks 5 cents more.	1 50

MILL FEEDS.—The fact that one miller has reduced bran this week to \$18 to \$19 and shorts to \$20 to \$21, shows to some extent tendency of market. Other millers, however, still hold out for former prices selling bran at \$19 in mixed cars, \$19.05 for straight cars, and shorts at \$21. Demand for bran is rather easier, but in shorts and middlings a good business is still being done. Some millers are of opinion that the new tariff by putting bran on the free list will help out immensely. Further easiness, or slump in mill feeds would doubtless cause corresponding firmness or advance in flour.

Bran, in car lots, per ton	18 00	20 00
Shorts, in car lots, per ton	20 00	22 00
Middlings, in car lots, per ton	24 00	25 00
Wheat moulee, in car lots, per ton.....	26 00	27 00



Summer Prices on Oranges will be High

Great Scarcity Already Reported on Primary Market—Jaffa Oranges Introduced on Montreal Market—Tomatoes Take Further Advance—Pineapples Will Be Cheaper—Fruit Sales Curtailed Owing to Light Supplies.

Oranges absolutely free from frost are now costing dealers from \$4 to \$4.50. Latest reports from primary markets state that orders now on hand will wind up the navels, and that already Valencias are scarce. So far as can now be judged, it looks as if summer prices to the retailer on desirable sizes would be in the neighborhood of \$7 per case, as they are likely to cost the wholesaler from \$5.50 to \$6 per case.

Verdelli lemon crop in Italy has been damaged by windstorms, but extent is not yet known.

MONTREAL.

GREEN FRUITS.—There is brisk tone to fruit market at present, and quite a nice volume of business is being transacted. Pineapples slumped quite sharply, and are now selling at \$2.50 to \$2.75 per case. Apples are easier this week, and prices are shaded for round orders. Three carloads of Jaffa oranges have arrived from Boston. This shipment of 1,200 boxes is an exceptional one, as no Jaffa oranges have been seen on local market for some years. Great shortage of oranges, due to freezing of California crop, has forced dealers to import this shipment from Palestine. It is not thought that they will sell below present market, as quality and flavor of Jaffa oranges is said to be equal to anything now offered. In fact, they are practically the same as Valencia or Messina oranges in quality or flavor.

Apples—	
Ben Davis XXX.	3 00 3 25
Spies, first grade, per barrel	5 00 5 00
Spies, second grade, per barrel	2 50 3 25
Russets, No. 1, per barrel	5 00 5 00
Russets, No. 2, per barrel	2 75 3 00
Greenings, No. 1, per bbl.	3 00 3 25
Greenings, No. 2, per bbl.	1 75 2 25
Baldwins, No. 1, per bbl.	3 00 3 50
Baldwins, No. 2, per bbl.	2 50 2 75
Fancy imported, box	2 00 2 00
Bananas, crated	1 75 2 25
Celery, Florida, case	4 00 4 00
Cranberries	11 50 13 00
Grape fruit, Florida, case	3 50 4 25
Grape fruit, Cuban	2 75 3 50
Lemons	3 50 4 00
Oranges, California navels	4 50 4 50

Oranges, Valencias	4 50 5 00
Oranges, Mexican	1 25 1 75
Oranges, Florida	4 00 5 00
Pears, California, Easter Beurre, box 15 doz.	5 00 5 00
Pineapples, Florida	2 50 2 75

VEGETABLES.—Most interesting development in market this week has been sharp decline in strawberries. Strawberries are now coming in in carload lots from Carolina. On Saturday they sold for 25c per quart., but this morning sold at 12½c to 18c, according to quality. Tomatoes are still going up. Fancy grades are selling at \$4.50 to \$5 per case, and are very strong at this figure. New cauliflower is selling at \$4.50 per dozen, which is an advance of 50c over last week's quotation.

Asparagus, California, doz. bunches	5 00 5 00
Asparagus, Boston, doz. bunches	7 00 9 00
Beets, old, per bag	1 00 1 00
Beets, new, per doz. bunches	1 25 1 25
Canadian oyster plant	0 50 0 50
American oyster plant	1 25 1 25
Carrots, new, per doz. bunches	1 00 1 00
Carrots, bags	0 75 1 00
Spanish onions, large case	2 50 2 75
Canadian red onions, per lb.	0 01¼ 0 01¼
Wax beans, in hamper, imported	5 50 6 00
Cabbage, new, 4 to 5 doz. crates	2 00 2 00
Cabbage, bbls. of 3 doz.	1 00 1 25
Cauliflower, per doz., hothouse	4 50 4 50
Celery, per crate (3 to 6 doz.)	1 75 2 00
Cucumbers, per dozen	2 00 2 00
Leeks, per bunch	1 25 1 25
Peppers, green, crate	3 00 3 00
Radishes, dozen	0 75 0 75
Sweet potatoes, basket	2 50 2 50
Potatoes—	
Green Mountains, car lots, per bag	0 62½ 0 65
Quebec grades, car lots, per bag	0 50 0 55
Quebec grades, small lots, per bag	0 85 0 90
Spinach, bbl.	3 00 3 00
Tomatoes, Florida, fancy, per case	4 50 5 00
Tomatoes, Florida, choice, per case	3 00 3 50
Tomatoes, hothouse, lb.	0 30 0 35
Turnips, per bag	1 00 1 00
Egg plant, doz.	2 50 2 75
Boston lettuce, crates, 2 doz.	3 00 3 00
Curly lettuce, crates, 4 doz.	2 75 2 75
Strawberries, qt.	0 12½ 0 15
New potatoes, 5c lb. or bbl.	7 00 7 00
Horse radish, lb.	0 20 0 20
Garlic, bunch	0 15 0 15
Water cress, per doz. bunches	1 00 1 00
Rhubarb, per doz. bunches	1 50 1 75
Mushrooms, basket of 4 lb.	3 00 3 00
French Indive, per lb.	0 30 0 30
Artichokes, Canadian, bag	1 50 1 50

TORONTO.

GREEN FRUITS.—Great difficulty on Toronto market this week consists not in selling fruits, but in getting the fruits to sell. One dealer states: Everything that anybody really wants, except pineapples, is scarce and hard to get. Florida oranges are off market alto-

gether, and navels and Valencias have advanced owing to scarcity. Prospects are for very high prices throughout summer. Pine apples, now offering freely, are expected to drop 50 cents within a week, or probably before end of this week. Strawberries from Maryland and South Carolina are expected by Friday. Opening prices will be from 20c to 25c per quart box.

Apples—	
Spies, first grade, per barrel	3 50 4 00
Spies, second grade, per barrel	2 50 3 25
Russets, No. 1, per barrel	3 25 3 50
Russets, No. 2, per barrel	2 75 3 00
Greenings, fancy, per box	1 00 1 25
Greenings, No. 1, per bbl.	3 00 3 25
Greenings, No. 2, per bbl.	1 75 2 75
Baldwins, per bbl.	2 75 3 25
Fancy imported, box	2 50 2 50
Artichokes, Canadian, bag	1 00 1 00
Bananas, per bunch	1 75 2 00
Cocoanuts, per sack of 80	5 00 5 50
Grapefruit, Florida, sizes 54, 64 and 80, case	3 75 4 50
Grapefruit, Jamaica, all sizes, per case	4 00 4 00
Lemons, Messina	3 50 4 50
Limes, per box of 100	1 50 1 50
Oranges, Florida, Valencias, case	4 75 5 00
Oranges, California navels, case	4 50 5 00
Oranges, Valencia, ordinary, 420c, case	3 75 3 75
Oranges, Valencia, large, 420c, case	5 00 5 50
Oranges, Valencia, 714s, case	5 25 5 25
Pineapples, per case	3 50 3 50
Pears, Cal., ½ boxes (35 to 50)	2 50 2 50
Pears, Cal., full boxes (150 to 200)	3 00 3 50
Strawberries, Louisiana, per pint	0 12½ 0 15
Strawberries, Maryland, quart	0 20 0 25

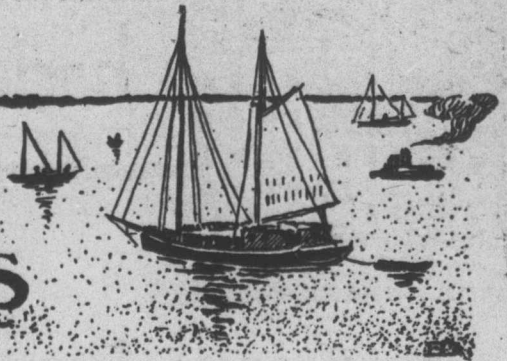
VEGETABLES.—Tomatoes have again advanced 50 cents per case, and even at high price now reached dealers claim there is no money in them for anybody owing to poor condition in which they are arriving. One local dealer states: "They arrive 50 per cent. green, and many of the rest are spotted and rotten. It's a losing proposition both for wholesaler and retailer."

Beans, green, hamper	3 50 3 50
Beans, wax, hamper	4 50 4 50
Beets, per bag	0 60 0 75
Beets, imported, per doz.	1 00 1 00
Carrots, per bag	0 35 0 45
Carrots, imported, per doz.	0 75 0 75
Cabbage, per bbl. (about 3 doz. heads)	0 75 1 00
Cabbage, Charleston, new, crate 5-6 doz.	2 75 3 00
Cauliflower, hamper	4 00 6 00
Chicory, doz.	0 75 0 75
Cucumbers, Boston, hot house, doz.	1 75 1 75
Cucumbers, Florida, hamper	4 25 4 50
Egg plant, per crate of 30 to 45	3 50 4 00
French Indive, case of 16 to 17 lbs.	5 50 5 50
Lettuce, doz. bunches	0 30 0 40
Lettuce, Boston heads, hamper	3 50 4 00
Mushrooms, per lb.	0 85 1 00

Onions—	
Onions, Egyptian, sack of 112 lbs.	2 75 2 75
Canadian onions, 75 lb. bag	0 60 0 75
Onions, green, imported, per doz.	0 15 0 15
Peppers, green, basket	0 50 0 60
Peppers, green, hamper of 6 boxes	2 50 3 00
Parsley, large bunches, doz.	0 50 0 75
Parsnips, per bag	0 50 0 65
Potatoes, Ontario, per bag	0 75 0 85
Potatoes, New Brunswick, per bag	0 95 1 00
Potatoes, new, Bermuda, hamper	2 75 2 75
Potatoes, new, Bermuda, barrel	7 50 7 50
Radishes, hamper	1 50 2 00
Rhubarb, according to size, doz. bunches	0 85 1 00
Spinach, per bbl.	2 25 2 50
Spinach, per hamper	0 75 1 00
Turnips, per bag	0 30 0 30
Tomatoes, hothouse, per lb.	0 30 0 30
Tomatoes, Florida, case	4 50 5 00
Water cress, per doz. bunches	0 25 0 25



FISH & OYSTERS



Fresh Fish Sold Almost Exclusively

Heavy Catches on Atlantic Coast—Record for Halibut Unprecedented—Lake and River Fish Beginning to Offer in Quantities and Moving Freely—Trade Everywhere Steady.

Fresh fish are now being sold almost exclusively on all markets. Still some frozen and smoked are being offered, but with warmer weather, both these lines are dropping off.

Catches on Atlantic coast are reported as especially heavy, causing sharp reduction on prices all round. It is stated that never before were receipts of halibut so heavy as last week at this season of the year. Herring too, are striking in so that large catches are expected in these.

On inland markets fresh lake and river fish are now making a big feature. First catches of Lake Ontario fish appeared on Toronto market early this week and show No. 1 quality. Fresh sturgeon, salmon, whitefish and trout are all expected on markets in quantities within next couple of weeks.

MONTREAL.

FISH.—Trading in fish at present is quiet. No interesting features have appeared during past week. Fresh fish are coming more freely and are selling well. Haddock and halibut are more plentiful than last week. Prices, however, remain practically same. Frozen fish are moving slowly while sales of salt are small. Fresh smoked haddies are selling fairly well for this season, but demand for them is limited as consumer seems to prefer fresh lake and river fish to any other kind. Shell fish trading is quiet. Lower price on lobsters has increased sale of this line. Canned fish are moving more freely this week than for some time past.

FROZEN FISH.

Herring, per 100 fish medium	1 50
Haddock, per lb.	0 04
Smelts, fancy	0 12
Smelts, No. 1, per lb.	0 06
Salmon, fancy spring, per lb.	0 14
Salmon, red, B.C., per lb.	0 15
Salmon, Gaspe, per lb.	0 15
Salmon, Qualla, per lb.	0 07 1/2
Trout, lake, per lb.	0 12
Whitefish, large, per lb.	0 10
Whitefish, small, per lb.	0 07
Weakfish, fancy	0 10

FRESH FISH.

Bluefish, fancy, per lb.	0 15
Barbotte (dressed), bullheads, per lb.	0 09

Market cod, cases, 250 lbs., per lb.	0 06
Less than case	0 05 1/2
Steak cod, per lb.	0 06
Tom cod, new, per bbl.	0 06
Founders, per lb.	0 04
Haddock, fresh, per lb., by express	0 06
Halibut, fresh, per lb.	0 13
Herring, lake, per 100 lbs.	2 00
Mullet, per lb.	0 07
Mackerel, per lb.	0 10
Pike, dressed and headless, per lb.	0 07
Pike, round	0 10
Perch, dressed	0 09

PREPARED FISH.

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

SALTED AND PICKLED.

Green cod, per bbl., 200 lbs., No. 1	7 00
Labrador herring, per bbl.	5 00
Labrador herring, per half bbl.	2 75
No. 1 mackerel, 20 lb. kits	1 75
No. 1 mackerel, half bbls.	7 00
Lake trout, kegs	7 00
No. 1 green haddock, per 200 lbs.	5 00
Salt eels, per lb.	0 06
Salt sardines, bbls., 200 lbs.	3 00
Salt sardines, half bbls.	1 50
Scotch herring	7 00
Holland herring, bbl.	9 00
Holland herring, half bbl.	5 00
Holland herring, keg	0 70
Boneless new herring, 10-lb. boxes	1 00
Labrador salmon, bbls.	15 00
Labrador salmon, half bbls.	8 00
Sea trout, half bbls.	6 50

SMOKED.

Bloaters, box	1 00
Yarmouth bloaters, fancy, per box	1 10
Yarmouth bloaters, fancy, per box	1 50
Haddies, extra fancy, per lb.	0 10
Haddies, fancy, fresh cured	0 08
Haddies, regular	0 06
Fillets, fancy, fresh cured, lb.	0 12
Fillets, regular, lb.	0 10
Herring, new, smoked, per box	0 13
Kippers (small), per box of 50 fish	1 00
Smoked salmon, per lb.	0 22
Boneless smoked herring, 4 lb. boxes, lb.	0 10

CRUSTACEANS.

Shrimps, per gal.	2 00
Periwinkles, per bus.	2 50
Brawns, per gal.	2 00

SHELL FISH.

Solid meats—Standards, gal., \$1.70; selects, gal	1 90
Bulk standards, gal., \$1.40; selects	1 80
Clams, per bbls.	6 50
Cape Cod Shell Oysters—	
Medium size, per bbl.	8 50
Boiled lobsters, per lb.	0 23

TORONTO.

FISH.—Business in fish during past week has been good and is likely to increase even more with warmer weather. Fresh lines are moving quite freely, practically taking place of frozen altogether. Early in the week Lake Ontario whitefish and trout had not appeared on wholesale market, but some retailers who buy direct, received first shipments on Monday, so that these may soon be expected. Catches from Lake Ontario

this season so far show excellent quality and are said to be the finest yet. Fresh caught sturgeon, and salmon, have also been on retail market, but only in small lots.

Sale for smoked fish is dropping off materially with warmer weather advancing. Salt fish hold about same, but are quiet.

FROZEN FISH.

Qualla salmon, per lb.	0 08
Halibut, per lb.	0 12
Pickrel, per lb.	0 09
Restiguse salmon, per lb.	0 20
Roe shad, each	1 00
Sea herring, per 100	1 50
Trout, per lb.	0 11
Whitefish, per lb. straight	0 10

FRESH CAUGHT FISH.

Haddock	0 07
Halibut, per lb.	0 13
Herring, per lb.	0 08
Lake shad, basket of 20 lbs.	0 85
Lemon soles, per lb.	0 10
Lobsters, live, per lb.	0 35
Perch, per lb.	0 40
Roe shad, each	1 80
Steak cod	0 10
Suckers, per lb.	0 05
Whitefish, per lb.	0 15
Wrinkles, per bush	3 50

SMOKED.

Ciscoes, per basket	1 00
Ciscoes, per box of 15 lbs.	1 50
Finnan haddie	0 07 1/2
Kippers	1 10
Smoked bloaters, 50	1 25
Smoked fillets	0 13

PREPARED.

Acadia cod, 2-lb. boxes, 12 to crate	2 80
Cod in loose strips, 25-lb. to box, lb.	0 06 1/2
Shredded cod, 2 doz. pkgs. to box	2 25
Skinless, cwt. (100 lb. boxes)	7 00

SALTED AND PICKLED.

Holland herring, per keg	0 80
Labrador trout, per keg	6 75
Scottish herring, Loch Fyne, per kit.	1 00

Oysters—	
Selects, per gallon	1 75
Straight, 1 gal. lots	1 75
Straights, 3 gal. lots	1 75
Straights, 5 gal. lots	1 55
Shrimps—	
1 gallon cans	1 25
2 gallon cans	2 40
3 gallon cans	4 80
Extra, per lb.	0 16

HALIFAX.

FISH.—Enormous quantities of fish were landed at Halifax during past week. All records for season were broken. Market was glutted and as result prices were shaded all round. A fleet of 28 vessels landed about 130,000 pounds of mixed fish. Of this quantity, over 70,000 were halibut. At present there is only a fair demand for fish and dealers are stocked up. Several of the coastal points report that herring are striking in, and some fair catches have been made. There is an excellent demand for oysters, both in bulk and shell. Lobsters are more plentiful now than at any time this season.



Produce & Provisions



Provisions Firm; Butter Situation Shaky

Trade in Pork Products Steadily Increasing—Decline in Butter Expected as Soon as Grass Makes Begin to Offer—Already a Decline of One Cent. in Montreal—Future of Cheese Puzzling.

Provision market from price standpoint is unchanged since last week. If anything situation is a little firmer, and high figures reached last week are being fully maintained. In Toronto some dealers have even advanced light hams to 19 cents, and backs, boneless, as high as 26 cents, which shows clearly tendency of market. Offerings of hogs early in week were light and rapidly taken up. Demand is increasing week by week as warm weather advances, so that good steady trade is passing.

Butter market continues to hang on at high level. Dealers expecting a decline at almost any time, are working altogether on a hand-to-mouth basis. Fresh makes have been offering freely in Montreal, so that a decline of 1c per lb. was made this week. Fine dairy continues quite scarce, but situation will soon be relieved by introduction of new grass makes.

Trade in cheese is quiet, but steady. Holders of old cheese are working off their stocks as fast as possible, both to domestic and export trades. What future of cheese market will be after introduction of new tariff is a puzzle. General opinion is that the sooner tariff is settled the better for whole cheese market.

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

	Butter.	Cheese.	Eggs.
For week end. April 19, 1913..	2,445	812	15,004
For week end. April 20, 1912..	4,550	1,961	11,044
For week end. April 5, 1913...	1,042	42	12,908

MONTREAL.

PROVISIONS.—Provision market this week is devoid of interesting features. Trading is quiet and steady, with prices firm at last week's level. Canned meats are beginning to move, and quite a large number of orders for these goods have been booked. Lard is selling, but biggest demand is for bacon and hams. Live hogs are selling at \$10.30 to \$10.35 per cwt. and dressed at \$15.

HAMS—

Extra large sizes, 28 to 40 lbs., per lb.	2 18
Large sizes, 20 to 28 lbs., per lb.	2 17

Medium sizes, selected weights, 12 to 20 lbs., per lb.	0 19	0 19½
Extra small sizes, under 12 lbs., per lb.	0 18	0 19½
Boned and Rolled, large, 16 to 25 lbs., per lb.	0 18	
Boned and rolled, small, under 12 lbs., per lb.	0 21	0 15½
Picnic hams, 6 to 12 lbs., per lb.	0 15	
BACON—		
Breakfast bacon, heavy, 14 to 20 lb. sides	0 18	
Fancy breakfast bacon, boneless, lb.	0 22	
Windsor bacon, skinned, backs, lb.	0 22	0 23
Windsor bacon, skinned, backs, boneless, per lb.	0 24	0 25
Spiced roll bacon, boneless, short, lb.	0 16	
Wiltshire bacon, 50 lb. sides, lb.	0 18	
COOKED MEATS—		
Boiled ham, small, skinless, boned, lb.	0 28	
Jellied tongue, 10 lb., open tins, lb.	0 28	
Headcheese, per lb.	0 19	
English brawn, per lb.	0 12½	
Jellied hock, 6 lb. tins, per tin.	0 75	
Cooked pickled pig's feet (in vinegar, 25 lb. kits), per lb.	0 07	
DRY SALT MEATS—		
Long clear bacon, 50-70s, lb.	0 15½	
Long clear bacon, 80-100s, lb.	0 14½	
Flanks, bone in, not smoked, lb.	0 15	
PURE LARD—		
Tierces, 375 lbs., per lb.	0 15	0 15½
Tubs, 50 lbs. net, lb.	0 15½	0 15½
Boxes, 50 lbs. net, per lb.	0 15½	0 15½
Pails, wood, 20 lbs. net, lb.	0 15½	0 15½
Pails, tin, 20 lbs. gross, lb.	0 15	0 15
Cases, tins, 10 lbs. each, lb.	0 15½	0 16
Cases, tins, 5 lbs. each, lb.	0 16	0 16½
Cases, tins, 3 lbs. each, lb.	0 16	0 16½
One pound bricks, 60 in case.	0 16½	0 16½
COMPOUND LARD—		
Tierces, 375 lbs., per lb.	0 09½	
Tubs, 50 lbs. net, per lb.	0 10½	
Boxes, 50 lbs., per lb.	0 10	
Pails, wooden, 20 lbs., net.	0 10½	0 10½
Pails, tin, 20 lbs. gross.	0 09½	0 10
Cases, 10 lb. tins, 60 lbs. in case.	0 10½	
Cases, 5 lb. tins, 60 lbs. in case.	0 10½	
Cases, 3 lb. tins, 60 lbs. in case.	0 10½	
One pound bricks, 60 lb. cases.	0 11½	0 12
BARRELLED PORK.		
Heavy Canada short cut mess, bbl., 35-45 pcs.	\$28 50	
Canada short cut back pork, 45-55 pcs., bbl.	28 00	
Heavy short cut clear pork, bbl.	27 50	
Heavy clear fat backs, 40-50 pcs., bbl.	28 50	
Heavy clear fat backs, 60-70 pcs., bbl.	27 00	
Flank fat pork, bbl.	28 00	
Pickled pigs feet, short, 200 lb. bbls., bbl.	6 00	
SUNDRIES.		
Cottage rolls, small, 4 lbs., per lb.	0 18	
Bologna, beef bungs, per lb.	0 07½	
New England ham, per lb.	0 14	
Blood pudding, per lb.	0 08	
White pudding, per lb.	0 07	
Sausage, farmer's, per lb.	0 09	0 09½
Pure pork sausage, little pig casings, lb.	0 16	
Tripe, in kits, 25 lbs., per lb.	0 06	
HOGS.		
Live weight, per 100 lbs.	10 30	10 35
Dressed pork, per 100 lb.	15 00	

BUTTER.—Butter declined about 1c per pound this week owing to heavy receipts of fresh made butter. Creamery butter is now selling at 31c to 32c. Practically all September and October made creamery has been sold, and all butter now offered is fresh made or New Zealand, which is selling at 32c. Dairy butter in tubs is worth 25c to 26c.

EGGS.—Strictly new laid eggs are still holding firm at 23c, although receipts for week jumped 6,186 cases, total

for week being 19,094 cases. This is 8,050 cases more than received during same week last year. Mild weather of past week certainly made hens shell out. Egg dealers are storing surplus receipts, but it is probable that prices will decline a few cents with heavier receipts. For larger orders it is rumored that 21c has been accepted, and, while this could not be verified, it is quite probable that prices would be shaded for large orders.

CHEESE.—Cheese market is a little easier this week. Large cheese remains same, but twins are selling at 14¾c to 15. Stilton has dropped to 16c to 17c. Demand continues steady.

Cheese—	New.	Old.
Large	0 14	0 14½
Twin	0 14½	0 15
½ Twin	0 15	0 15
Stilton	0 16	0 17

POULTRY.—There is no change in poultry market, prices remaining the same. Demand is fair, with receipts ample to take care of business offered.

Poultry, Dressed—	
Turkeys, per lb.	0 25
Ducks, per lb.	0 22
Chickens, per lb.	0 19
Fowls, per lb.	0 17
Geese, per lb.	0 14
Milk fed chickens, per lb.	0 24

HONEY.—There is very little business passing in honey just now. Prices are same as week ago.

Clover, white	0 16	0 17
Clover, dark grades	0 14	0 13½
White, extracted	0 12	0 12½
Buckwheat honey	0 10½	0 11

TORONTO.

PROVISIONS.—Provisions this week are firm with likelihood of remaining so, or even advancing. Demand keeps good, continuing to advance as warmer weather comes on. For wholesalers' buying, prices are holding out this week. Last week they were rather inclined to be easier but have now gone back and look as if they would be even a little higher if anything.

Lard continues to move out fairly freely with market holding steady.

Offerings in hogs vary greatly, but on whole all that are offered are quickly snatched up.

To Buy and Sell Eggs on Quality Basis

Farm Produce Association Formed With Object of Eliminating the Bad Egg—After June 1 Buying and Selling Will be Done on New Basis—Officers Elected, With J. T. Madden, of Wm. Ryan Co., President.

Smoked Meats—		
Light hams, per lb.	0 18½	0 19
Medium hams, per lb.	0 18	0 18½
Large hams, per lb.	0 16½	0 17
Bacon, plain, per lb.	0 23	0 24
Bacon, boneless, per lb.	0 24	0 25
Bacon, pea meal, per lb.	0 22	0 24
Roll bacon, per lb.	0 15½	0 16
Shoulders	0 13½	0 14½
Pickled Meats—1c less than smoked.		
Heavy mess pork, per bbl.	22 00	23 00
Short cut, per bbl.	27 00	28 00
Cooked hams	0 26	0 27
Long clear bacon, light	0 15	0 15½
Long clear bacon, heavy	0 14½	0 14¾
Lard, tierces, per lb.	0 14	0 14½
Lard, tubs, per lb.	0 14½	0 14¾
Lard, pails, per lb.	0 14	0 15
Lard, compound, 20 lb. pails	0 11	0 11
Lard, compound, 60 lb. tubs	0 10½	0 10½
Lard, compounds, per lb., tierces	0 09	0 09½
Sausages—		
Bologna, beef, per lb.	0 07½	0 08
Bologna, ham, per lb.	0 11	0 11
Farmers, all pork, per lb.	0 13	0 13
Small sausage, per 11 lbs.	1 00	1 00
Summer sausage, German, lb.	0 22	0 22
Live hogs, fed and watered	9 50	9 50
Live hogs at country points	9 15	9 15
Dressed hogs	14 00	14 50

BUTTER.—Butter market still holds on at last week's figures so far as prices are concerned, but as season advances looks more and more like tottering to a fall. Decline will doubtless come as soon as grass makes begin to offer. This week, however, dairy is harder to get than ever, fine stuff being exceedingly scarce. From now on dealers look for drop in prices almost any time and are running largely on a hand to mouth basis.

Fresh creamery print		
Per lb.	0 34	0 35
Creamery solids	0 29	0 31
Creamery prints, per lb.	0 31	0 34
Farmers' separator butter	0 27	0 32
Dairy prints, choice	0 25	0 30
Dairy solids	0 20	0 22

EGGS.—For some time dealers have been trying to hammer down the price paid for eggs in the country, but so far have met with little success, and continue to pay 17 to 18 cents. Offerings are quite liberal but just at present no further decline is expected in price to retailer.

Eggs—		
Strictly new laid per doz.	0 20	0 22

CHEESE.—Cheese situation is quiet with a good steady trade passing for domestic. Export is light, few orders being received.

Cheese—		
Old, large	0 14½	0 15
Old, twins	0 15½	0 15½
New, large	0 14	0 14½
New, twins	0 14½	0 14½

POULTRY.—Practically only cold storage are moving now. Fresh dressed are scarce, and it is next thing to impossible to get live at all, as all fowl are being kept for laying. One dealer states that he hasn't had a crate of live in for two weeks. Demand is good if only stocks could be secured.

Frozen—		
Chicks, milk fed, lb.	0 23	0 25
Chickens, dressed, lb.	0 20	0 22
Ducks, dressed, lb.	0 19	0 20
Fowl, dressed	0 15	0 17
Turkeys, dressed	0 24	0 25
Broilers, per lb.	0 21	0 22
Fresh—		
Chickens, dressed, per lb.	0 25	0 27
Fowl, dressed, per lb.	0 18	0 20

HONEY.—Honey on market is so scarce that it is hard to get a price on it. Offerings are practically nil. Maple syrup is coming forward freely to fill demand.

Honey, strained—		
Clover honey, 60-lb. pails, per lb.	0 12½	0 12½
Clover honey, 10-lb. pails, per lb.	0 12	0 12
Clover honey, 5-lb. pails, per lb.	0 13	0 13
Buckwheat, 60-lb. tins, lb.	0 10½	0 10½

Toronto, April 24.—At a meeting of produce men at the King Edward Hotel on Monday, the Canadian Farm Produce Association was formed, having for its object the elimination of the bad egg. It was decided that after June 1 next eggs would be bought and sold on a quality basis.

For many years the wholesale dealers in eggs in Canada have been complaining about the method in vogue, and many efforts have been made to deal in eggs on a quality basis only instead of on the case-count basis. The chief fault was that it put a premium on bad eggs, because in the market just as much was paid for them as for the good quality. Recently meetings were held in Toronto and Montreal, and the result was the convening of many of the leading egg dealers of Ontario and Quebec.

The Officers Elected.

At this meeting the above association was formed, and officers were elected. J. T. Madden, Toronto, was chosen president; John Gunn, Montreal, vice-president; H. P. Cowan, Toronto, secretary-treasurer. The following directors were appointed: J. Edmond, Quebec; J. Wilson, Montreal; Z. Limoges, Montreal; John Friedman, Montreal; W. Flavelle, Lindsay; R. N. McDougall, Owen Sound; J. B. Jackson, Simcoe; J. Porter, Wm. Davies Co., Toronto; M. Steinhauft, Swift Canadian Co., Toronto.

It was decided that until a more feasible method can be devised, eggs will be bought on the delivered, graded basis. They will be candled by receivers, and paid for according to grade. Rots will not be paid for, but a higher price will be given for good eggs.

John Bright, Live Stock Commissioner, Ottawa, was present, and conferred with the meeting. He advised that legislation would be desirable, and probably the appointment of local inspectors.

Want Producers Interested.

The association is not exclusively for buyers. At the meeting the association was declared open to producers as well. The aim is to put the egg trade on a quality basis, rather than the existing case-count basis, which is alleged to be detrimental to producers, merchants and consumers, because all of them have to pay their share for the rotten eggs that are marketed.

Among representatives present were: J. B. Renaud, Quebec; Z. Limoges, Montreal; John Hawley, Toronto; Wm. Davies Co., Toronto; Bowes, Limited,

Toronto; Gunn, Langlois Co., Montreal; W. Scott, Peterboro; Swift Canadian Co., Toronto; J. A. Vaillancourt, Montreal; Gunns, Ltd., Toronto; Flavelles, Limited, Toronto; Whyte Packing Co., Stratford; W. R. Dawson Company, Inwood; Lemon Bros., Owen Sound; Ewing & Brownscombe, Toronto; Williard & Co., Toronto; F. C. Elford, Experimental Farm, Ottawa; Zinneham & Graham, Montreal; J. J. Fee, Toronto; W. T. McDougall & Co., Toronto; Matthew, Laing & Co., Montreal; J. E. Weston, Tillsonburg; J. B. Jackson, Simcoe; McDougall & Evans, Owen Sound; Brantford Cold Storage Co., Brantford; Matthews, Limited, Montreal; J. Daleymple & Sons, Montreal; J. H. Levitt, Exeter; J. D. Moore & Co., St. Mary's; J. R. McNabb, Duncannon; Rutherford Marshall, Toronto; Harris Abattoir Co., Toronto; W. Champagne, Montreal; J. B. Moore, Galt.

INTERESTING LEGAL CASE.

Montreal, April 24.—That a merchant selling goods on credit should be particular in notifying the buyer's landlord of the fact that the conditionally sold goods remain in the possession of the seller and are not to be considered as garnishing the rented premises until they are fully paid for, was shown by the dismissal of an opposition in a case disposed of by a Montreal judge recently.

In the suit at issue, the landlord had seized his tenant's furniture—this including certain articles which had been bought "on time" by the tenant and which had not been fully paid for. The merchant hearing of the seizure put in an opposition, representing that he was the owner of certain of the articles involved as the tenant had not finished paying for them. By the sale, it was understood that the buyer would not become possessor of the goods until they were fully paid for.

The merchant averred that a day or so after the tenant had bought the effects he had notified the landlord of this fact. He was unable, however, to prove positively that he had furnished the landlord with due notice, and in view of this the court held that, as far as the landlord was concerned, the effects had been rightly considered as being legally in the possession of the tenant, and thus the seizure placed upon them had been legal in every way. Hence the dismissal of the opposition and the maintenance of the seizure.

QUOTATIONS FOR PROPRIETARY ARTICLES

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

BAKING POWDER.

W. H. GILLARD & CO.

Diamond.
1-lb. tins, 2 doz. in case ..\$2 00
1/2-lb. tins, 3 doz. in case.. 1 25
1/4-lb. tins, 4 doz. in case .. 0 75

ROYAL BAKING POWDER.

Sizes. Per doz.
Royal-Dime 0 25
" 1/4-lb. 1 40
" 6-oz. 1 05
" 1/2-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 1/4-lb. tins 1 35
Borwick's 1/2-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, 2 1/2-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, 2 1/2-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-lb. lots or case 0 16
COUPON BOOKS—ALLISON'S.
For sale in Canada by The Eby-Blain Co., Ltd., Toronto; C. O. Beauchemin & Fils, Montreal, \$2, \$3, \$5, \$10, \$15, and \$20. All same price, one size or assorted.

UN-NUMBERED.

Under 100 books each 0 04
100 books and over, each 0 03 1/2
500 books to 1,000 books 0 03
For numbering cover and each coupon, extra per book 1/2 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, \$4.50.

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

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

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

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

White Swan Flaked Rice, \$1.

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

DOMINION CANNERS.

Aylmer Jams. Per doz.
Strawberry, 1912 pack \$ 2 15
Raspberry, red, h'vy syrup 2 15
Black currant 2 00
Red currant 1 85
Peach, white, heavy syrup 1 60
Pear, Bart., heavy syrup 1 77 1/2

Jellies.

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

Marmalade.

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

Pure Preserves—Bulk.

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

14's and 30's per lb.

Strawberry 0 13
Black currant 0 13
Raspberry 0 13
Freight allowed up to 25c per 100 lbs.

COCOA AND CHOCOLATE.

THE COWAN CO., LTD.

Cocoa—

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

Unsweetened Chocolate—

Supreme chocolate, 1/2's 12-lb. boxes, per lb. 0 33
Perfection chocolate, 30c size, 2 doz. in box, doz.. 1 80
Perfection chocolate, 10c size, 2 and 4 doz. in box per doz. 0 90

Sweet Chocolate— Per lb.

Queen's Dessert, 1/2's and 1/4's, 12-lb. boxes 0 40
Queen's Dessert, 6's, 12-lb. boxes 0 40
Vanilla, 1/2-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, 1/2's, 6 and 12-lb. boxes 0 25

Icings for Cake—

Chocolate, white, pink, lemon, orange, maple, almond, coconut, cream, in 1/2-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

Royal Milk Chocolate, 5c cakes, 2 doz. in box, per box 0 65

Nut milk chocolate, 1/2's, 6-lb. boxes, lb. 0 36

Nut milk chocolate, 1/4's, 6-lb. boxes, lb. 0 36

Nut milk chocolate, 5c bars, 24 bars, per box 0 90

EPPS'S.

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

In 1/4, 1/2 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, 1/2's and 1/4's 0 36

" No. 1 chocolate 0 30

" Navy chocolate, 1/2's .. 0 36

" Vanilla sticks, per grs 1 00

" Diamond chocolate, 1/2's 0 24

" Plain choice chocolate liquors 20 30

" Sweet chocolate coatings 0 20

WALTER BAKER & CO., LTD.

Premium No. 1, chocolate, 1/2 and 1/4-lb. cakes, 33c lb.; Break-

fast cocoa, 1-5, 1/4, 1/2, 1 and 6-lb. tins, 39c lb.; German's sweet chocolate, 1/2, and 1/4-lb. cakes, 6-lb. boxes, 26c lb.; Caracas sweet chocolate, 1/2, and 1/4-lb. cakes, 6-lb. boxes, 32c lb.; Auto sweet chocolate, 1-6 lb. cakes, 6-lb. boxes, 32c lb.; cinquieme sweet chocolate, 1-5, cakes, 6-lb. boxes, 20c lb.; Falcon cocoa (hot or cold soda), 1-lb. tins, 34c lb.; Cracked Cocoa, 1/2-lb. pkgs., 6-lb. bags, 31c lb.; Caracas tablets, 5c cartons, 40 cartons to box, \$1.25 per box.

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

CONDENSED AND EVAPORATED MILK.

BORDEN MILK CO., LTD.

East of Fort William, Ont.

Preserved— Per Case
Eagle Brand, ea. 4 doz.... \$6 00
Reindeer Brand, ea. 4 doz. 6 00
Silver Cow Brand, ea. 4 ds 5 40
Gold Seal Brand, ea. 4 doz 5 25
Mayflower Brand, ea. 4 doz 5 25
Purity Brand, ea. 4 doz... 5 25
Challenge Brand, ea. 4 doz 4 75
Clover Brand, ea. 4 doz.... 4 75
Evaporated (Unsweetened)—

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

CANADA FIRST BRAND.

The Aylmer Condensed Milk Co. Per Case.

Canada First Baby Evaporated Milk 2 00
Canada First Family Evaporated Milk 3 00
Canada First Medium (20 oz.) Evaporated Milk... 4 00
Canada First Hotel Evaporated Milk 4 25
Canada First Gals Evaporated Milk, Manufacturer's Special 4 75
Canada First Condensed (sweetened) 5 25
Rose Bud Condensed Milk 5 15
Beaver Condensed Milk ... 4 50

Readers Of The Grocer, Let Us Know Your Wants

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

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

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

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

The Canadian Grocer

Montreal

Toronto

Winnipeg

Vancouver

THE CANADIAN GROCER

COFFEES.

EBY-BLAIN, LIMITED.

Standard Coffees.

Roasted whole or ground, packed in damp-proof bags.

King Edward	0 24
Club House	0 33
Nectar	0 33
Royal Java and Mocha	0 32
Empress	0 30
Duchess	0 29
Ambrosia	0 28
Plantation	0 26 1/2
Fancy Bourbon	0 26
Crushed Java and Mocha	0 19

Package Coffee.

Gold Medal, 3-lb. tins, whole or ground	0 31
Gold Medal, 1-lb. tins, do	0 32
Gold Medal, 1/2-lb. tins do	0 33
Anchor Brand, 2-lb. tins	
German Dandelion, 1-lb. tins, ground	0 26
German Dandelion, 1/2-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
do.	0 31

WHITE SWAN SPICES AND CEREALS, LTD.

WHITE SWAN BLEND.

1-lb. decorated tins, lb.	0 36
Mo-Ja, 1/2-lb. tins, lb.	0 32
Mo-Ja, 1-lb. tins, lb.	0 30
Mo-Ja, 2-lb. tins, lb.	0 30
Presentation (with tumblers) 28c per lb.	

MINTO BROS.

MELAGAMA BLEND.

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

Packed in 30's and 50-lb. case.

Terms—Net 30 days prepaid.

CEREALS.

Grape Nuts—No. 22, \$3; No. 23, \$4.50.

Post Toasties—No. T3, \$2.85.

Postum Cereal—No. 6, \$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 30
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 1/2 doz.)	8 25
MacLaren's Roquefort—	
Small (each 2 doz.)	1 40
Large (each 1 doz.)	2 40
MacLaren's Canada Cream—	
Small (each 2 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
2 1/2 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.	7 00
32 oz. (all flavors) doz.	8 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, 1/2 doz. in case	6 50

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

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

CASTILE SOAP.

"Le Soleil," 72 p.c. olive oil.	
Cs. 200 7-oz. pieces, cs.	7 50
Cs. 200 10-oz. pieces, cs.	12 00
Cs. 100 10-oz. pieces, cs.	6 50
Cs. 50 1/2 lb. pieces, cs.	3 75
Cs. 50 1-lb. pieces, cs.	4 50
Cs. 12 3-lb. bars, lb.	0 00
Cs. 25 11-lb. Bars, lb.	0 05
Cs. "Le Lune," 65 p.c. olive oil.	
Cs. 50 1/2-lb. pieces, cs.	3 35
Cs. 12 3-lb. Bars, lb.	0 08 1/2
Cs. 25 11-lb. Bars, lb.	0 08

ALIMENTARY PASTES.

BLANC & FILS.

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

DUFFY & CO. BRAND.

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

Apple Juice, 12 qts.	3 75
Apple Juice, 24 pts.	4 50
Champagne de Pomme, 24 p	5 90
Motts Golden Russett—	

Sparkling Cider, 12 qts.	4 50
Sparkling Cider, 24 pts.	4 75
Sparkling Cider, 36 sp.	4 90
Extra Fins, 100%	16 00
Apple Vinegar, 12 qts.	2 40

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

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

MINERVA PURE OLIVE OIL.

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

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

COMPOUND.

N. K. FAIRBANK CO., LTD.	
Tierces	0 10
60 lb. tubs	0 10 1/2
20 lb. wood pails	0 10 1/2
20 lb. tins	0 10
Cases, 3 lbs., 20 to case.	0 11
Cases, 5 lbs., 12 to case.	0 10 1/2
Cases, 10 lbs., 6 to case	0 10 1/2

MARMALADE.

SHIRRIFF BRAND.

"SHREDDED."

1 lb. glass (2 ds case)	\$1.90 \$1.80
2 lb. glass (1 ds case)	3.20 3.00
4 lb. tin (1 ds case)	5.50 5.35
7 lb. tin (1/2 ds case)	8.00 8.35

"IMPERIAL SCOTCH."

1 lb. glass (2 ds case)	\$1.00 \$1.55
2 lb. glass (1 ds case)	2.80 2.70
4 lb. tin (1 ds case)	4.80 4.65
7 lb. tin (1/2 ds case)	7.75 7.50

MUSTARD.

COLMAN'S OR KREN'S.

Per doz. tins	
D. S. F., 1/2-lb.	1 40
D. S. F., 1/2-lb.	2 50
D. S. F., 1-lb.	5 00
F. D., 1/2-lb.	0 35
F. D., 1/2-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 CY., MONTREAL

Fine.

4-lb. box "Special," per box	0 22
8-lb. box "Special," box	0 44
5-lb. box "Standard," box	0 27 1/2
10-lb. box "Standard," box	0 55
60-lb. cases or 75-lb. bbls., per lb.	0 05
25-lb. cases, 1-lb. pkgs.	

(Vermicelli), per lb. 0 08

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 06 1/2

JELLY POWDERS.

JELL-O.

Assorted case, contains 2 doz.	1 80
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Straight.

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

JELL-O ICE CREAM POWDER

Assorted case, contains 2 doz.	2 50
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Straight.

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

IMPERIAL DESSERT JELLY.

Ontario Prices.

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

SOAP AND WASHING POWDERS.

SNAP HAND CLEANER.

3 dozen to box	3 00
6 dozen to box	7 20
30 days.	

RICHARDS PURE SOAP.

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

Richards Quick Naptha Soap.

GENUINE. Packed 100 bars to case.

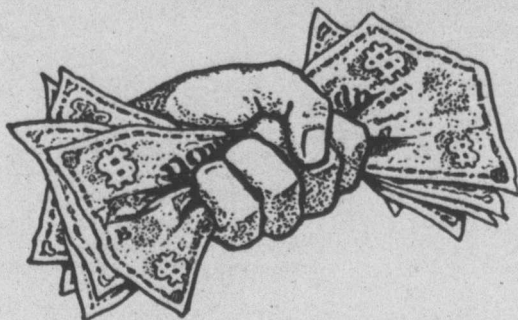
FELS NAPTHA.

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

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

1-16 gall., doz.	\$ 3 00
1/2-gall., doz.	6 00
1/4-gall., doz.	10 00
1 gall., doz.	18 00
1-16 gall. gross lot	20 00

THE WESTERNER'S DOLLARS ARE AS GOOD AS HIS WHEAT



Are you in touch with the facts regarding the immense amount of wealth that has been brought into Western Canada as the result of the enormous harvest?

Are you going to leave the demand for your goods unfilled in Western Canada when you can place them on the market here so easily? We handle accounts in Western Canada for the Manufacturers of Europe, United States and Eastern Canada from our five large warehouses, and with a large staff on the road. We guarantee sales.

Write to-day.

Nicholson & Bain, Wholesale Commission Merchants and Brokers

HEAD OFFICE - - WINNIPEG, MAN.

Branches: LETHBRIDGE, REGINA, SASKATOON, EDMONTON, CALGARY,

"Star Brand" BACON

Good Bacon is worth more than poor Bacon and all Bacon just now is high in price. Good Bacon, however, is worth the price, while we doubt if poor Bacon is cheap at any price. The prospects are that prices will be high this season, because the demand is increasing, while the supply appears to be growing less. We would advise buying as your requirements demand; buy the best and buy only the "Star Brand."

Made under Government inspection.

F. W. FEARMAN CO.
LIMITED
HAMILTON

Try Us on BULK MINCE MEAT

the next time
you are buying.
Our quality will
surprise you. We
have what you
want.

J. H. WETHEY, Limited
ST. CATHARINES
"THE MINCE MEAT PEOPLE."

THE CANADIAN GROCER

"SOCLEAN."

THE DUSTLESS SWEEPING COMPOUND.

25c Pail, 2 doz. in case (4 1/2 lbs.) enlarged size\$4 50
 40c Pail, formerly 50c, 2 doz. in case (8 lbs.) 7 20
 75c Pail, formerly \$1.00, 1 doz. in case (17 lbs.)..... 6 75
 "ANTI-DUST" SWEEPING POWDER.
 2 lb. tins, 3 doz. crates, doz 1 40
 5 lb. tins, 1 and 2 doz., crates, per doz. 3 00

STARCH.

THE CANADA STARCH CO., LTD.

EDWARDSBURG BRANDS and BRANTFORD BRANDS.

Boxes Cents
 Laundry Starches—
 40 lbs. Canada Laundry.. .05 1/2
 40 lbs., Canada white gloss, 1 lb. pkgs.06
 48 lbs., No. 1 white or blue, 4 lb. cartons06 1/2
 48 lbs., No. 1 white or blue, 3 lb. cartons06 1/2
 100 lbs., kegs, No. 1 white06
 200 lbs., bbls., No. 1 white06
 30 lbs., Edwardsburg silver gloss, 1 lb. chromo pkgs. .07 1/2
 48 lbs., silver gloss, in 6-lb. tin canisters08
 36 lbs., silver gloss 6-lb. draw lid boxes08
 100 lbs., kegs, silver gloss, large crystals07
 28 lbs. Benson's satin, 1-lb. cartons, chrome label07 1/2
 40 lbs. Benson's Enamel (cold water), per case .. 3 00
 20 lbs. Benson' Enamel (cold water), per case .. 1 50
 Celluloid—boxes containing 45 cartons, per case 3 00
 Culinary Starch.
 40 lbs. W. T. Benson & Co.'s prepared corn07 1/2
 40 lbs. Canada pure corn starch06 1/2
 (20-lb. boxes 1/2c higher.)

BRANTFORD STARCH.

Ontario and Quebec.
 Laundry Starches—
 Canada Laundry—
 Boxes about 40 lbs.... .05 1/2
 Acme Gloss Starch—
 1-lb. cartons, boxes of 40 lbs.06
 First Quality White Laundry—
 2-lb. canisters, cs of 48 lbs .06 1/2
 Barrels, 200 lbs.06
 Kegs, 100 lbs.06
 Lily White Gloss—
 1-lb. fancy cartons, cases
 30 lbs.07 1/2
 8-lb. toy trunks, lock and key, 3 in case06
 6-lb. toy drums, with drumsticks, 2 in case... .07 1/2
 Kegs, extra large crystals.
 100 lbs.07
 Canadian Electric Starch—
 Boxes containing 40 fancy pkgs., per case 3 00
 Celluloid Starch—
 Boxes containing 45 cartons, per case 3 00
 Culinary Starches—
 Challenge Prepared Corn—
 1-lb. pkts., boxes of 40 lbs. .06 1/2
 Brantford Prepared Corn—
 1-lb. pkts., boxes of 40 lbs. .07 1/2
 "Crystal Maize" Corn Starch—
 1-lb. pkts., boxes of 40 lbs. .07 1/2
 (20-lb. boxes 1/2c 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, \$1.00; 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 9-oz., \$1.00; 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, Mulligatawny, Chicken Ox Tail, Pea, Scotch Broth, Julienne, Mock Turtle, Vermicelli, Tomato, Consomme, Tomato.
 No. 1's, 95c per dozen.
 Individuals, 45c per dozen.
 Packed 4 dozen in a case.

SYMINGTON'S SOUPS.

Quart packets, 9 varieties, doz. 0 90
 Clear soups in stone jars, 5 varieties, doz. 1 40

SODA—COW BRAND.

Case of 1-lb., containing 60 packages, per box, \$3.00.
 Case of 1/2-lb., containing 120 packages, per box, \$3.00.
 Case of 1-lb. and 1/2-lb., containing 30 1-lb. and 60 1/2-lb. packages, per box, \$3. Case of 5c packages, containing 96 packages, per box, \$3.00.

SYRUP.

THE CANADA STARCH CO., LTD.
 CROWN BRAND CORN SYRUP.
 2-lb. tins, 2 doz. in case... 2 40
 5-lb. tins, 1 doz. in case... 2 75
 10-lb. tins, 1/2 doz. in case. 2 65
 20-lb. tins, 1/4 doz. in case. 2 60
 Barrels, 700 lbs. 3 1/2
 Half barrels, 350 3 1/2
 Quarter barrels, 175 3 1/2
 Pails, 38 1/2 1 75
 Pails, 25 lbs. each 1 25
 LILY WHITE CORN SYRUP.
 2-lb. tins, 2 doz. in case... 2 75
 5-lb. tins, 1 doz. in case... 3 19
 10-lb. tins, 1/2 doz. in case. 3 00
 20-lb. tins, 1/4 doz. in case. 2 85
 (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, 1/2 doz. in case.. 3 95
 20-lb. tins, 1/4 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.

THE DOMINION MOLASSES COMPANY, LTD.
 Gingerbread Brand.
 2s., Tins, 2 doz. to case.
 Quebec, per case\$ 1 85
 Ontario, per case 1 90
 Manitoba, per case 2 30
 Saskatchewan, per case ... 2 60
 Alberta, per case 2 70
 British Columbia, per case 2 40

DOMOLCO BRAND.

2s., Tins, 2 doz. to case.
 Quebec and Ontario, per case 2 00
 Manitoba, per case 3 00
 Saskatchewan, per case ... 3 20
 Alberta, per case 3 30
 British Columbia, per case. 3 10

SAUCES.

PATERSON'S WORCESTER SAUCE.

1/2-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. 1/2-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. WORCES-

TERSHERE SAUCE. Per doz.
 Rep. 1/2 pints, packed in 6-doz. case \$2 25
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 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. Doz
 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

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IMPERIAL TOBACCO COMPANY OF CANADA.

Chewing—Black Watch, 6s .. 45
 Black Watch, 12s 45
 Bobs, 6s and 12s 46
 Bully, 6s 44
 Currency, 6 1/2s and 12s.... 46
 Stag, 5 1-3 to lb. 39
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 Pay Roll Bars, 7 1/2s 59
 Pay Roll, 7s 56
 War Horse, 6s 42
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 Rosebud Bars, 6s 45
 Empire, 6s and 12s 44
 Ivy, 7s 50
 Starlight, 7s 50
 Cut Smoking—Great West Pouches, 8s 59
 Regal Cube Cut, 9s 70

TEAS.

THE "SALADA" TEA CO.

East of Winnipeg.
 Wholesale R't'l
 Brown Label, 1's and 1/2's .25 .30
 Green Label, 1's and 1/2's .27 .35
 Blue Label, 1's, 1/2's, 1/4's and 1/8's30 .40
 Red Label, 1's and 1/2's.. .35 .50
 Gold Label, 1/2's44 .60
 Red-Gold Label, 1/2's55 .80
 LUDELLA CEYLON TEA.
 Orange Label, 1/2's24 .30

Brown Label, 1/2's and 1's .28 .40
 Brown Label, 1/2's30 .40
 Green Label, 1/2's and 1's. .35 .50
 Red Label, 1/2's40 .60

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MINTO BROS.

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

Wholesale R't'l

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 Red Label, 1-lb. or 1/2.... .27 .35
 Green Label, 1's, 1/2 or 1/4 .30 .40
 Blue Label, 1's, 1/2 or 1/4. .35 .50
 Yellow Label, 1's, 1/2 or 1/4 .40 .60
 Purple Label, 1/2 only55 .80
 Gold Label, 1/2 only70 1.00

"KOLONA" TEA.

Ceylon Tea, in 1 and 1/2-lb. lead pkgs., black or mixed24
 Black Label, 1-lb., retail at20 .25
 Black Label, 1/2-lb. retail at21 .26
 Blue Label, retail at24 .30
 Green Label, retail at30 .40
 Red Label, retail at35 .50
 Brown Label, retail at42 .60
 Gold Label, retail at.... .55 .80

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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, 37 1/2c per pail; No. 7 tin pails, 6 pails in crate, 52 1/2c per pail; No. 7 wood pails, 6 pails in crate, 52 1/2c per pail; 30-lb. wood pails, 7 1/2c 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, 37 1/2c per pail; No. 7 wood pails, 6 pails in crate, 52 1/2c per pail; 30-lb. wood pails, 7 1/2c 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, 42 1/2c per tin; No. 7 tins, 12 in case, 57 1/2c per tin; No. 7 wood pails, 6 in crate, 57 1/2c per pail; 30-lb. wood pails, 8c per lb.

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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.
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 White Swan Yeast Cakes, per case, 3 doz. 5c packages 1 18

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All green vegetables fresh every day.

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HUGH WALKER & SON

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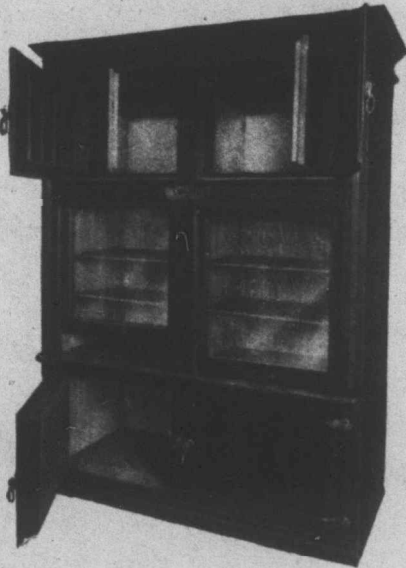
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We have a full line of our goods in stock.

We build refrigerators to suit your particular requirements.

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TORONTO, ONTARIO

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Quebec and Maritime Provinces: WOLF, SAYER & HELLER

IT IS NOT EASY

to cut exactly the amount of cheese a customer asks for. Oftentimes you cut more than the order requires and let it go—this is lost profit. Then again you very often cut less—this is a loss in sale. Another time a small piece is left to dry up and waste; all these losses will continue as long as you cut cheese by guesswork.

THE PERFECTION CHEESE CUTTER

can be depended upon to cut just exactly the amount required, eliminating all loss of cheese by guesswork.

Send for particulars and prices.

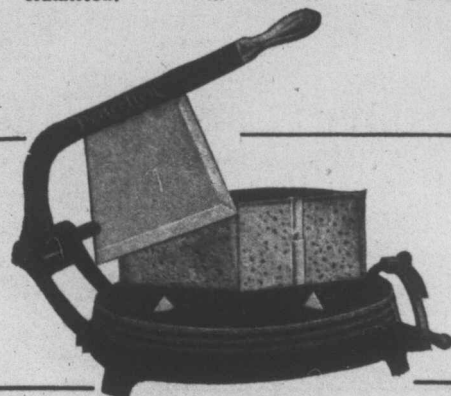
**The American Computing Co.
of Canada**

Hamilton,

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Canada





SNAP



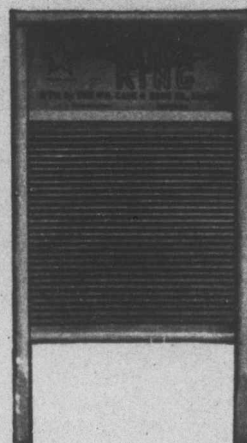
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Leaves the skin smooth and soft.

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

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MAKES THEM
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A Pure Canadian Smoking Tobacco

specially selected and perfect in every respect. Delightfully cool and sweet in its natural fragran-
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and

**KING GEORGE
NAVY PLUG
A Chewing Tobacco**

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

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

Rock City Tobacco Co., Limited
Quebec

2

2



2

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Spring-
Time Is
Shoe Polish Time

The almost permanent shine imparted by 2 in 1 shoe polish has made it the most popular of all. It contains no turpentine or any other leather-destroying ingredient.

Our extensive consumer advertising is of unlimited value to you—keep your stock up to the demand.

Stock 2 in 1 for black
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The F. F. DALLEY CO., Limited
BUFFALO, U.S.A. HAMILTON, CAN.



THE BOWSER OUTFIT is a big Advertisement for your store

The clean grocery is the one that does the best business, but you can't have a clean store if you sell oil from the old-fashioned tank, dripping oil, spoiling and tainting other goods. Get a

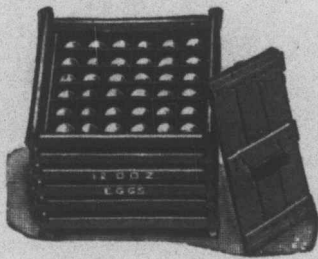
BOWSER SAFE SELF-MEASURING OIL TANK

and show your customers you are up-to-date; **make money** on oil instead of letting your profits drip away. The **BOWSER** outfit does away with the nasty, oily funnel and measure; when you have to fill an odd measure, such as a lamp or oil stove tank, it shows at a glance how much to charge. The **BOWSER** gauge shows how much oil is left in your tank. The **BOWSER** automatic stop cuts off the oil the instant you cease to pump, and prevents dripping. You can't afford to be without a **BOWSER** outfit, because you're losing enough to pay for it without having the benefit of its cleanliness and convenience. Write at once for our **FREE** catalogue.

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Wholesale trade Supplied
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Walter Woods & Co.
HAMILTON and WINNIPEG

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right now with Anti-Dust Sweeping Powder, and you will clinch the sweeping powder business during this Spring season. The practical and sanitary qualities of this class of powder is being realized more and more by housewives, and

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the most successful sweeping compound on the market to-day, is meeting the favor of the majority. Disinfects, deodorizes, and makes microbes impossible. Anti-Dust is needed everywhere. Are you going to profit by helping us distribute this modern necessity?

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and if there could be a higher quality flour made from Manitoba Hard Wheat, its name would be **Anchor Brand Flour**, because for 25 years we have made it a specialty to keep ahead of all mills by manufacturing just that kind of products that can appeal to discriminative buyers who prefer to even pay a little more money and be sure to get all the quality possible.....and our success is to-day unquestionable as **Millers of Quality**, particularly because we limit our milling capacity to the amount of high grade wheat available in the harvest. Get a free sample big enough for a test baking.

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"Millers of Quality"

OAK LAKE MANITOBA CANADA



**Superlative
Quality
Consistently
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Malcolm's preserved milk products are noted for their high and unvarying quality—only the richest and purest cow's milk being used.

Grocers should tone up their stocks with the Malcolm lines. Your customers will appreciate them.

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**Spitting
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will please your customers. They have that piquant, delicious flavor of the home-made kind. There is the reason.

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The Habit Grows Meadow Cream Sodas

Start the habit of handling our Meadow Cream and watch it grow and your profits increase.

The
W. J. Crothers Co., Ltd.
Kingston

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Have You Ever
Featured Our

SOAPS?

	Per case.
Wonderful Soap (100 cakes) ..	\$4.15
Royal City Bar (24 bar)	2.85
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Standard Soap (100 cakes) ...	2.30
Crystal Soap Chips (100 pkg.) ..	3.75

Freight Paid 5 Case Lots.

Crystal Soap Chips (200 lb. bbl.) $5\frac{1}{2}c$.
Freight Paid.

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GUELPH - ONTARIO

Fill Your Orders
With

"DAPHNE"

CHOICE - - - GRADE

SEEDED RAISINS

And Your Customers
With Satisfaction

PACKED BY
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By Special Royal Permission.

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

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Over a quarter century experience behind the manufacture of Eureka Refrigerators serves well to make this line the Standard of the Canadian Market. Eureka on a Refrigerator is a guarantee of perfection. The Eureka contains no zinc or galvanized iron or other offensive material likely to conflict with the Pure Food Laws. The Eureka way is the dry cold circulating air way.

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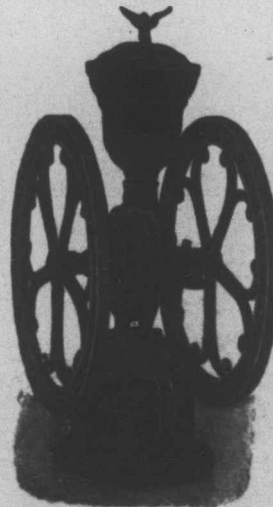
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THE BEST GOOD
BROOMS



THE PANSY

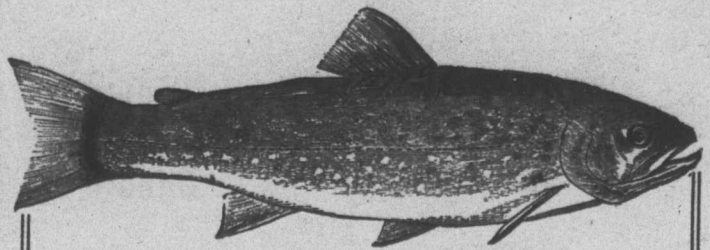
This is Selected Parlor brush with four strings, selected white maple handle, varnished with red and green fancy stripes.

For the Best Good broom, the "Pansy" has no equal. Let us send a sample shipment. It will prove our claim.

Made in the largest and best equipped factory in the country.

We have a very wide experience in the manufacture of all kinds of brooms, brushes, woodenware, etc., having been established in 1840. Nearly three-quarters of a century has served to make the Pansy Brand the standard by which all other lines are judged.

H. W. NELSON & COMPANY
LIMITED
TORONTO - ONTARIO



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THE WATER

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



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

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

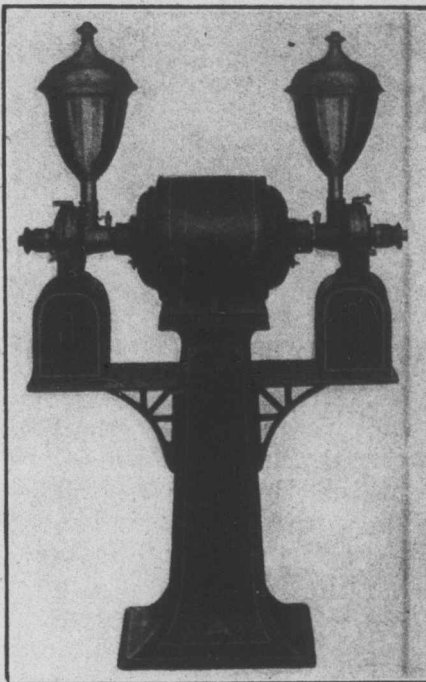
Known and appreciated all over Canada.

OUR CHIEF SELLERS

<ul style="list-style-type: none"> ✕ Oil Sardines ✕ Mustard Sardines ✕ Finnan Haddies (Oval and Round Tins) 	<ul style="list-style-type: none"> Kippered Herring Herring in Tomato Sauce Clams Scallops
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The finest selected Spanish Olives only are packed — all sizes and varieties of styles. Ask your jobbers' travellers for a trial lot.

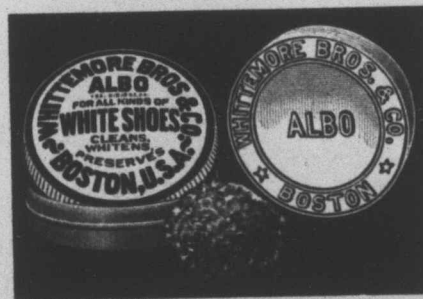
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Glasgow, Scotland

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Whittemore's Shoe Polishes

Largest Variety



Oldest and Largest Manufacturers of Shoe Polishes in the World

"GILT EDGE" Oil Polish. The only Ladies' Shoe Dressing that positively contains OIL. Softens and preserves. Imparts a beautiful Black lustre. Always ready to use. Largest quantity. Finest quality. Polishes without rubbing. Retail 25c.

"ALBO" Cleans and whitens Canvas, White Buck, Suede and Nubuck shoes. Each cake in a handsome aluminum box with sponge (see cut). Retail 10c. Each cake in a handsome aluminum box with sponge. Retail 25c.

"NUBUCK" White Leather Dressing cleans and whitens Buck, Nubuck, Suede and Ooze leathers, both smooth and nappy finish. Retail 25c.

"DANDY" COMBINATION. For cleansing and polishing all kinds of russet, brown or yellow boots, shoes, saddles, bridles, etc. Retail 25c. "STAR" russet combination (10c size). Russet, Brown and Ox Blood pastes (5 sizes of each color).

"ELITE" COMBINATION. For those who take pride in having their shoes look A1. Restores color and lustre to all black shoes. Retail 25c. "BABY ELITE" COMBINATION (10c size). "ELITE" PASTE in 5 sizes.

"QUICK WHITE" makes dirty Canvas shoes Clean and White. In liquid form, so can be quickly and easily applied. A sponge in every packet so always ready for use. Two sizes, retail for 10c. and 25c.

Send for circulars giving full particulars of our other Polishes to WHITTEMORE BROS. & CO., Boston, Mass., U.S.A.

For Sale by the Shoe Findings and Shoe Jobbing Trades of all Canada.



10,000 Business Men Will Gather Here

This is a picture of the spacious Fifth Regiment Armory in Baltimore. The sessions of the ninth

Annual Convention of the Associated Advertising Clubs

of America will be held here June 8 to 13, 1913. Delegates from one hundred and thirty five American and Canadian Clubs, and thousands of other advertising and business men will be present. Great Britain, Germany and other European countries will also send strong delegations.

The meetings will be addressed by the most forceful and interesting speakers among the successful advertising buyers of the country—men who have successfully conducted epoch making campaigns. Open departmental and other special sessions will be devoted to the problems of the various branches and phases of the great business of advertising. Here every man will have an opportunity to say his say, and those who have solved the perplexing problems of modern publicity and merchandising will tell their audiences how they did it.

In addition to these business meetings, nearly every pulpit in Baltimore will be occupied on Sunday, June 8th, by prominent advertising men, who will tell how closely advertising is linked with the religious and social progress of our time.

The evenings will be devoted to a series of unique entertainments to which all delegates and guests will be invited, and throughout the whole convention, Baltimore will more than maintain her enviable reputation for warm, generous, open-handed hospitality.

You do not need to be an advertising club member in order to be welcomed at this convention—all business men are invited. If you cannot come yourself, send your advertising or sales manager. Make your plans now—write to the address below for the full program of the convention, hotel accommodations, etc.



Associated Advertising Clubs of America

Convention Bureau

1 North Calvert Street

Baltimore, Md.





**26½%
PROFIT FOR YOU**

Date 1913

Wholesale Grocers.

Gentlemen:
Send us, **FREE OF CHARGE**, Twenty (5c.) Bars of Quick-Naptha Soap, one large Window Display, including colored paper, Special Signs and Display Cartons, and 50 Premium lists (with our name and address).
In consideration of these Free Goods you may ship us from Woodstock, Freight prepaid, the following assortment of Soaps:—

5 cases		
.....Richards Quick-Naptha Soap.	} at \$4.15	\$20.75
.....Richards Pure Soap.		
.....Snow Flake Chips (100 pks.)		
20 Bars Quick-Naptha, Free (mentioned above.)		.00
		Total \$20.75

Yours truly,
Name
Address

MR. DEALER, FILL OUT THE ABOVE AND MAIL TO YOUR WHOLESALE TO-DAY. THIS IS AN EXCEPTIONAL OFFER FOR AN EXCEPTIONAL SOAP.

The RICHARDS PURE SOAP CO., Limited - Woodstock, Ontario

Add \$5.00 to Your Weekly Salary

DO you want to increase your salary by at least \$5.00? If you do, we can help you. We want to engage the services of a large number of wideawake, energetic representatives. No matter what size your town may be, there is plenty of opportunity for a circulation representative of the MacLean Publishing Co. to earn \$5.00 every week, in addition to his present salary.

The work is pleasant and does not require experience. You can devote your spare hours to it without interfering with your present occupation. If you are enterprising and intelligent, you will make the work very remunerative.

Leaving aside the cash profit, the handling of MacLean's Magazine by our methods is a proposition which will appeal to anyone, because it teaches salesmanship.

The MacLean Publishing Co.,

143-149 University Avenue,

TORONTO, Ont.

CLASSIFIED ADVERTISING

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

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

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

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

SITUATION WANTED.

GLASS AND CHINA SALESMAN, MANAGER, buyer, 17 years' experience, desires position as manager, buyer, retail or traveller wholesale. Good references. Apply A. J. F., care of Canadian Grocer, Toronto.

SITUATION VACANT

GROCER WANTED — ONE HAVING EXPERIENCE, particularly in window dressing, card writing and ad. writing. Apply C. T. Woodside, Saskatoon, Sask.

REPRESENTATIVES WANTED

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

SIDE LINES WANTED

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

SALESMEN WANTED.

SALESMEN WANTED—CALLING ON GROCERY trade, to sell an article of daily consumption. Box 150, Canadian Grocer.

FOR SALE

GROCERY BUSINESS FOR SALE IN VANCOUVER—stock and fixtures about \$2,000. Can be taken at invoice. Sales over \$2,100 monthly, and increasing. Apply Box 474, Canadian Grocer, Toronto.

WELL ESTABLISHED GROCERY BUSINESS on corner, in Fort William. Turnover \$2,600.00. About \$1,500.00 will handle this. Apply Box 475, Canadian Grocer, Toronto.

MISCELLANEOUS

725,000 LIVE MERCHANTS USE NATIONAL cash registers. We couldn't sell them unless they saved people money. The National will guard your money, too. Write us for proof. National Cash Register Co., 285 Yonge St., Toronto.

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

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

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

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

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 "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.

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 rebuilds at slightly higher figures. Write for details. The Monarch Typewriter Co., Ltd., 46 Adelaide St. W., Toronto, Canada.

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

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

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

BUSINESS-GETTING TYPEWRITTEN LETTERS and real printing can be quickly and easily turned out by the Multigraph in your own office—actual typewriting for letter-forms, real printing for stationery and advertising, saving 25% to 75% of average annual printing cost. American Multigraph Sales Co., Limited, 129 Bay St., Toronto.

COMPETENT STENOGRAPHERS IN search of positions, register at our free employment department. We have a number of applications on file. Call up Remington Typewriter Co., Ltd., when in need of an operator, 144 Bay St., Toronto.

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

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott-Fisher, Ltd., Room 134, Stair Building, Toronto.

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

FIRE INSURANCE, INSURE IN THE HARTFORD. Agencies everywhere in Canada.

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

Tell Your Trade **MAPLEINE**



Suits the Fastidious

It's different, dainty, delicate. Used like Lemon or Vanilla in Cakes, Icings, Ice Cream, Candies, and Desserts, and for Table Syrup. Order of your jobber, or

Frederick E. Robson & Co., 25 Front St. E., Toronto, Ont.
Mason & Nickey, 287 Stanley St. Winnipeg Man.
The Crescent Mfg. Co.
SEATTLE, - WASH.



TANGLE-FOOT

Gets 50,000,000,000 flies a year—vastly more than all other means combined.

The Sanitary Fly Destroyer, Non-Poisonous.

Let Us Collect Your Accounts


that have been standing for some time. You cannot afford to throw this money away without giving us a chance to redeem it. We make

Absolutely No Charge

if we do not collect the money.


Send for forms to-day.

The Nagle Mercantile Agency
Westmount, Que.



YOU CAN "PLAY SAFE" ON CREDIT ACCOUNTS SAME AS A BANK DOES

When a bank allows an individual or company a "line of credit" they make sure of their position in advance. You can make yourself safe on your credit customers by using



ALLISON
Coupon Books

Besides they save a lot of time in book-keeping, collecting, etc.

How They Work

When a man wants credit, give him an Allison Coupon Book, and have him sign form at the front, which becomes then his promissory note to you. As he buys, you tear out coupons, and when his book is exhausted you can collect your note or extend his credit for another book, as you deem wise. No pass books, no charging, no time wasted, no errors, no disputes.

For sale everywhere by Jobbers.

ALLISON COUPON CO.,
Indianapolis, Indiana, U.S.A.

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

Buyers' Guide

COMPLETE YOUR TOBACCO DEPT.

by stocking and selling
PURE CANADIAN LEAF.
Attractive prices. We have a good assortment of pipes.

J. A. FOREST,
189 Amherst St., - - Montreal.

PICKLES & CATSUP

Reputable high-class goods at reasonable prices. You can have the same if you stock our lines. Write for particulars.

H. BOURQUE & SON
MONTREAL.

O. E. Robinson & Co.

Manufacturers and Buyers of Dried, Evaporated and Canned Apples.
Ingersoll, - - - - Ontario
Established 1866.

GOODS HIGHEST QUALITY PRICES ALWAYS RIGHT

That's Our Policy.
PAPER BAGS—WRAPPING PAPER.
How is your stock? Don't forget to give us a call when you begin to get short.

COUVRETTE & SAURIOL
Wholesale Grocers - - Montreal.

OLYMPIA AND BEN BEY CIGARS

are good smokers and sellers
Ed. Youngheart & Co., Limited.
Montreal, P. Q.

Let Us Make Your Store Fixtures

We have fitted up some of the most elaborately finished stores in Canada. Why not yours? Our quotations are attractive and all orders are filled in specified time. No disappointments. Write when in need.

S. MENNIE & FILS
Pie IX Ave., Maisonneuve, P.Q.

WRITE TO

10 Garfield Chambers, Belfast, Ireland,
for Sample Copy of the

Irish Grocer, Drug, Provision and General Trades' Journal

if you are interested in Irish trade.

GRATTAN & CO., LIMITED
ESTD. 1825

The Original Makers of
BELFAST GINGER ALE

Agents in Western Canada
EMERSON, BAMFORD CO.
842 Cambie Street VANCOUVER, B.C.

Biscuits and Confectionery

Big range from which to choose your Christmas stock. Only the highest grade goods made. Prompt attention given all orders.

See Our Travelers.
THE AETNA BISCUIT CO., LTD., MON-TREAL.

COMTE'S COFFEES

Satisfy every user. Let's tell you why.

Address
146 St. Urban St. - - Montreal

SUCHARD'S COCOA

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

BAKE OVENS

Baking Decks of Scotch Fire Brick, Sectional Steel Ovens that can be placed anywhere.

Bread Racks, Proof Boxes, Pans and every necessity for the Bake Shop.
Write for General Catalog.
The BRANTFORD OVEN AND RACK CO., LTD., Brantford, Canada

AGENTS WANTED
THROUGHOUT THE DOMINION FOR
WELL KNOWN OLD COUNTRY
TOFFEES PRESERVES
BOOT POLISHES HEALTH SALINE
FLY-CATCHERS, ETC.

Apply **EDWARD KIDD & CO.**
1080 Hamilton St., VANCOUVER, B.C.

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.

Write us for New Price List of

WINDSOR SALT

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

OLIVE OIL FROM NICE
GUARANTEED PURE

in Casks, Cans and Bottles
JULES VALERI & CO.
Nice (France) Established in 1780
EXPORTERS TO ALL COUNTRIES

SWEEPING POWDER In Bulk only

"NO-DUST"
The strong disinfectant with pleasant, refreshing odor.

No-Dust Mfg. Co.
8 Market Sq., St. John, N.B.

The
CONDENSED AD.
PAGE
WILL INTEREST YOU

HOLLAND RUSK

a food product for all seasons. It will please your customers and build a profitable trade for you.

HOLLAND RUSK COMPANY
HOLLAND, MICH.



"That
PARIS PATÉ SANDWICH
 Certainly is a Seller"



This is what the best of dealers are saying, and there's reason in the statement, too—undoubtedly.

Why It Excels

1. Particular care is taken in the selection of meats and spices.
None But the Purest Are Used.
2. The tin is neat and attracts attention. (Get a sample.)
3. The housewife wants it for the kiddie's lunch, and the party when sandwiches are used.

**One Tin, One Meal—
 And Big Satisfaction.**

N.B.—We will ship freight prepaid to any address, six trial tins for fifty cents.

Write

**Société Française
 de Spécialités Alimentaires**
 MONTREAL

AGENTS :

- C. Grantham, Vancouver, B.C.
- Woollard & Starratt, Edmonton, Alta.
- Tees & Persse, Ltd., Winnipeg.
- A. L. Martin, Port Arthur.
- F. E. Robson, Toronto.
- Fenwick & Hendry, Kingston and District.
- Marshall Brokerage Co., London.
- F. E. Roberge, Ottawa.
- Buchanan & Ahern, Quebec.
- J. W. Gorham, Halifax.

THE
**British Columbian
 Fisheries, Limited**
Salmon Packers

**SALMON
 BRANDS:—**
 "Location"
 "Dreadnaught"
 "Aliford Bay"

**FRESH
 FISH**

**FISHING
 STATIONS:—**
 Skidegate
 Aliford Bay
 Cumshewa

**Manufacturers of
 FISHMEAL, FERTILIZER, and
 SKIDEGATE DOG FISH OIL
 and RAT FISH OILS**

**OFFICES—
 Bank of Ottawa Building
 VANCOUVER**

**25 Victoria St.
 LONDON, ENG.**

Telegrams "Fishfoods" Vancouver

**Hundreds of Successful
 Business Men—**

read the Facts, Statistics, Forecasts, etc., published each week in

The Financial Post

Are you watching the Money Market and General Business Conditions?

Are you interested in Real Estate, Bonds or Stocks?

If you are you will appreciate the Post.

The service of the Post's Investor's Information Bureau is free to subscribers. Questions regarding financial matters are answered by special letter.

Write for Sample Copy. Published Saturdays. \$3.00 per annum.

**The Financial Post
 OF CANADA**

"The Canadian Newspaper for Investors"

TORONTO CANADA

Offices—Montreal, Toronto, Winnipeg, Regina, Vancouver, London, Eng., Chicago, New York.

IMPORTED CANNED GOODS

"SOLEIL" Brand

1912 PACK

Full assortment including:—

Best Quality. Reasonable Prices.

Petits Pois, Asparagus, Artichokes, Spinach, Haricots, Flageolets, Brussels Sprouts, etc.

"SOLEIL" SOUPS.

Julienne, Nouvelle au Printaniere, Chervil.

1913 Pack.

We are taking orders for these High-Class goods for delivery on arrival. In order to **Secure the Lowest Price of the Season, Order Now.**

CANADIAN CANNED GOODS

1912 Pack.

We have still in stock Tomatoes, Corn, Peas and many Fruits of **1912 Pack**, on which we can quote very interesting prices.

1913 Pack.

We are now booking orders for our well-known "**VICTORIA**" brand, as well as for the most popular brands of "**The Dominion Cannerns**" for Fruits and Vegetables. **Make Haste.**

ORDER AT ONCE.

WRITE, PHONE, WIRE.

LAPORTE, MARTIN & CIE., LIMITEE

Tel. Main 3766

588 St. Paul St., MONTREAL

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If You Want Anything

To Buy a Business
To Sell a Business
To Rent a Store

To Hire a Clerk
To Get a Position
To Get a Partner

Anything whatever from the grocery trade.

Tell your wants in the Classified Advertising Department of The Canadian Grocer.

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

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

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

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THE CANADIAN GROCER

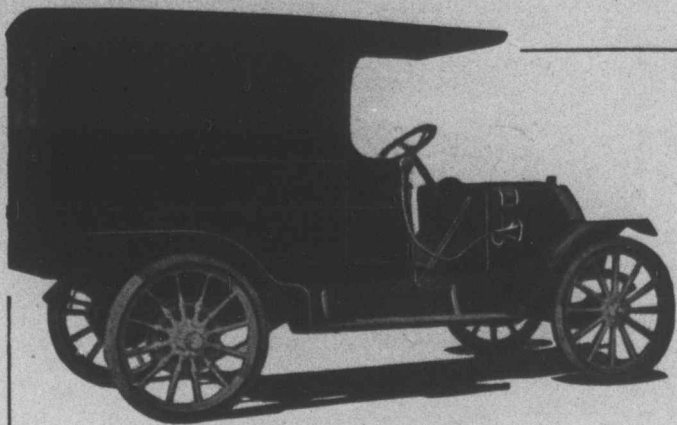
TORONTO

MONTREAL

WINNIPEG

Send Advertisements for this Department to
143 UNIVERSITY AVE., TORONTO, ONT.

THE CANADIAN GROCER



The Menard Commercial Car

Prices and full information on technical qualities on request.

The Many Advantages

embodied in motor car delivery are brought out in their fullest in the

MENARD COMMERCIAL CAR

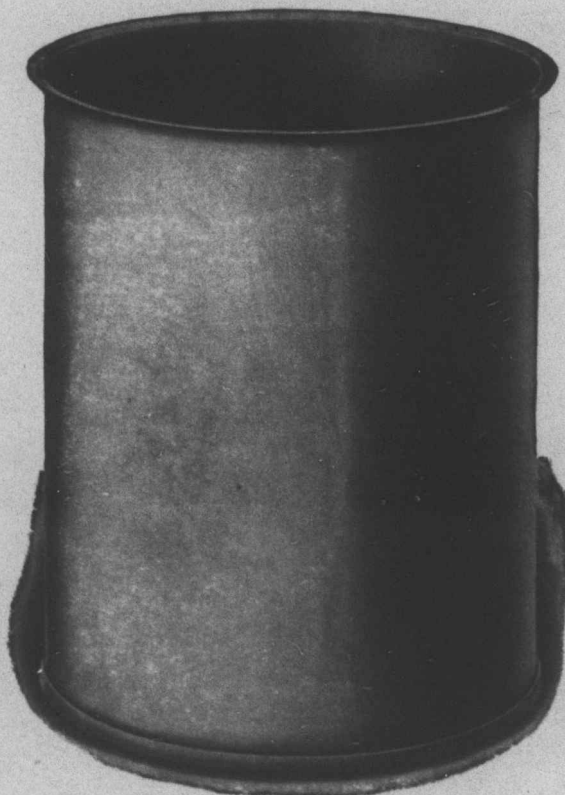
Efficiency, durability and promptness of delivery being the outstanding features. Auto delivery cuts down expenses, covers larger territory and attracts trade.

The Menard Commercial Car is quiet and reliable, has good speed and a carrying capacity up to 1,500 lbs.

**Menard Commercial
Motor Car Company**


WINDSOR,

ONTARIO



Sanitary Cans

"The Can of Quality"

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

Sanitary Can Co., Ltd.,

NIAGARA FALLS, ONT.

Five Roses Flour

Not Bleached



Not Blended



Base your selling success on flour facts not on fine phrases.

IF you have been working brain and body to build up a consistent flour trade and feel discouraged to-day for lack of support, should you abandon a line that **others** have made profitable?

Or should you concentrate that splendid selling ability and industry upon **FIVE ROSES Flour?**

Why should you work for a flour that doesn't work for you, Brother Grocer, when you can sell **FIVE ROSES?**

Every repeat customer should bring you new reasons, new selling points, new causes for enthusiasm to convince new patronage.

It is a splendid flour indeed that not only stays sold upon introduction but radiates selling force wherever it goes, that intensifies the salesmanship of whomever handles it, either as buyer or seller.

Neither you, Brother Grocer, nor ourselves alone could ever have carried **FIVE ROSES** sales from 800 barrels a day to 11,500 unless the flour itself took firm root in the esteem of the housewife and there sowed the seed of future sales.

WRITE NEAREST OFFICE

Montreal	Toronto
Ottawa	London
St. John	Quebec
Sudbury	Keewatin
Winnipeg	Vancouver
Portage la Prairie	

Daily capacity—11,500 barrels

LAKE OF THE WOODS MILLING CO.

"The House of Character"

Limited

MONTREAL