

**PAGES
MISSING**

THIS IS THE 1,329th ISSUE OF

CANADIAN GROCER

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

Vol. XXVII.

PUBLICATION OFFICE: TORONTO, MAY 30, 1913

No. 22



If YOU did the washing
you would want to use
OCEAN BLUE

For the snowy whiteness and spotless purity it imparts, and because it cannot injure the finest Linens, Laces, or Curtains. OCEAN BLUE is just as effective for all delicate fabrics as it is for articles of everyday use. It is the one washing blue that satisfies the watchful eye of the critical user. Prove it by writing for a sample to test in your household before you place your next order.

You can realise on this customer-satisfaction, at a good profit.

Now is the time to do it. OCEAN BLUE sells freely, at a popular price, in dainty 5 cent packets and cartons, with a margin that tempts the keenest buyers in the Dominion.

Ask your Wholesaler to send a trial case,
or write direct for prices, at once, to
HARGREAVES' (CANADA) LIMITED,
33, Front Street, E., TORONTO.

Tastes Good - Is Good Pure and Wholesome

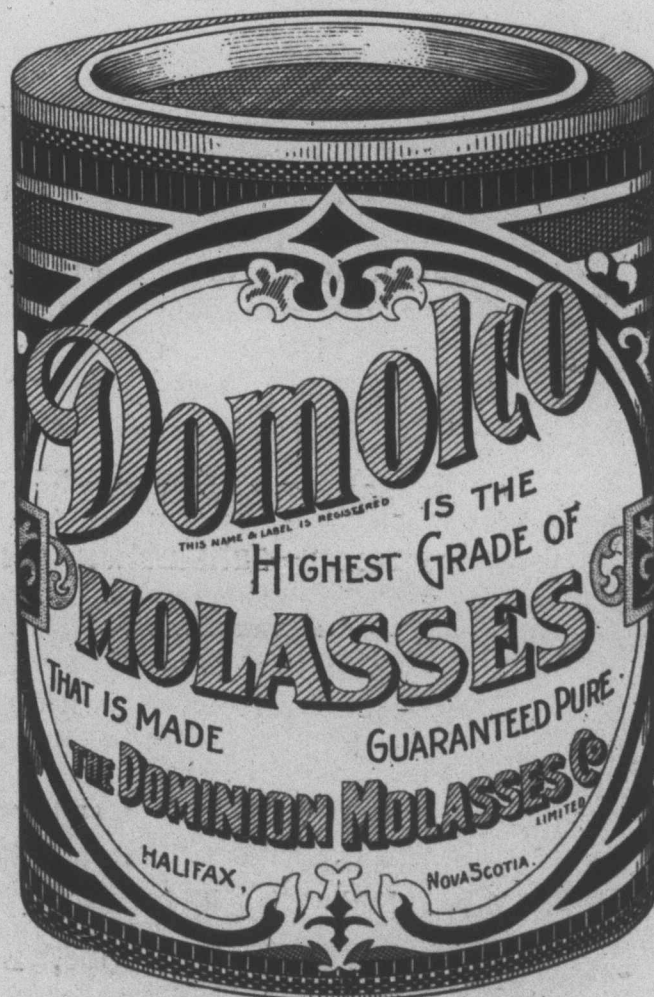
Molasses is a household commodity that holds an important place on the majority of tables. A good molasses is something that people never tire of—one can eat their fill of molasses to-day and to-morrow it will be relished as much as ever.

DOMOLCO

is such a molasses, made from best sugar cane, is **pure** and wholesome. In demand the whole year round. Stock and sell it.

Put up in sanitary lever top tins:—No. 2's—2 dozen to the case. No. 3's—2 doz. 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.



THE CANADIAN GROCER

GRIFFIN & SKELLEY Company

ASPARAGUS

The delectable charm of the tender, succulent blades, freshly cut from the **Griffin & Skelley** private beds on the banks of the Sacramento River, is fully retained in the **G. & S.** pack of this popular delicacy.

Almost within an hour from the time it leaves its growing place it is ready to can and seal—all the original piquant flavor, and all the delicacy of the fresh young stalks are thus offered to the consumer in every package of **G. & S.** Asparagus.

This is the time to put Asparagus to the front — the **Griffin & Skelley** line is the known standard for evenness of quality and packing, and will positively give you a quick turnover and ensure utmost satisfaction to both you and your customers.



Arthur P. Tippet & Co.

Agents

Montreal

Toronto

THE CANADIAN GROCER

ENTERPRISE

Coffee Mills

THROUGH years of service the Enterprise Coffee Mills are the staunch, efficient and never-quitting standby of the dealer. They do their work quietly, quickly with minimum exertion on the part of the operator.

One of the main features of Enterprise Coffee Mills is the excellent grinding system. The coffee is ground to an even fineness, regulated to suit your requirements. The grinders are made from best steel and are guaranteed to give satisfactory service. The "Enterprise" mills represent both quality and service, and are made in all styles in hand or electric power. Send for the Enterprise Catalog.

THE
ENTERPRISE MFG. CO.
OF PHILADELPHIA

Patented Hardware Specialties
Philadelphia, U.S.A.

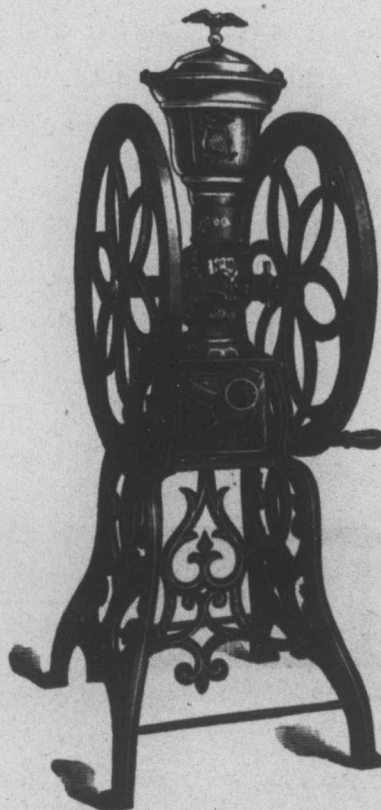
29 Murray St.
New York

530 Golden Gate Ave.
San Francisco

176 North Dearborn St.
Chicago



No. 7—Counter Mill



No. 16—Stand Mill



“The Borden Fed Baby Is the Healthy Baby”

As an infant food **Borden's Eagle Brand Condensed Milk** is unapproached by any other substituted for mother's milk.

Approved By Physicians

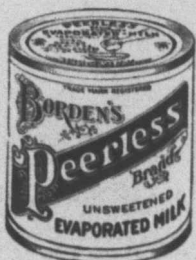
Eminently reliable medical tests have proven that Eagle Brand Condensed Milk acts upon the infant stomach substantially the same as human mother's milk, making it a perfect infant food.

There is no danger of impure milk, no chance of improper feeding.

The perfecting of so delicate an article of food can only be acquired by many successive years of experience. The Borden experience covers a period of 56 years, and the perfect system eliminates all danger of impure milk.

For purposes where an unsweetened milk is required, recommend St. Charles, Jersey or Peerless Brands of Evaporated Milks—they fill every requirement, having all the advantages of fresh fluid milk, and none of its disadvantages, especially during the warm weather.

Get your customers started “the Borden way.”



BORDEN MILK CO., LIMITED

“LEADERS OF QUALITY”

MONTREAL

Branch Office: No. 2 Arcade Building, Vancouver

MESSINA LEMONADE
POWDER

The Pure Lemon Flavor
With Every Sip

That's the characteristic of this leader amongst
Lemonade powders. How many brands are put
before you that have no recommendation whatso-
ever, but an attractive package?

HENRI JONAS' MESSINA
LEMONADE

is not only packed in an artistic three-color litho-
graphed tin, but the quality is unsurpassed, and
apart from anything else, the word JONAS on the
label makes its absolute purity assured.

SATISFACTORY PROFIT
SURE TRADE



Is protected by a perpetual trade
mark, entered according to Act of
Parliament of Canada in 1874, by
ROSENHEIM & JONAS, in the
office of the Minister of Agriculture,
under No. 3 Folio 523, in the Trade
Mark Register.

PARTIES MANUFACTURING
OR DEALERS SELLING IMITA-
TIONS WILL BE PROSECUTED
TO THE FULL EXTENT OF THE
LAW.

Beat the sun by a month or two by ordering NOW.
Your wholesaler will supply you.

HENRI JONAS & COMPANY

MANUFACTURERS OF THE FAMOUS JONAS EXTRACTS, ETC.

Sole Proprietors
MONTREAL

CORRESPONDENCE INVITED

PROPOSITION SOUND

A strong link
in the chain
of business—

**“SIMCOE”
BAKED BEANS**



“SIMCOE” Baked Beans have for many years been a strong and profitable link in the chain of business of many dealers throughout Canada.

It's the delicious quality of the carefully baked beans and the liberal quantity that attract the buyers, and once a buyer of “Simcoe” Brand, always one.

The dealer realizes a good profit, which helps to build the business. If you do not handle “Simcoe” Baked Beans it is probably your missing link.

Dominion Cannery, Limited
Hamilton - - - - - Canada

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

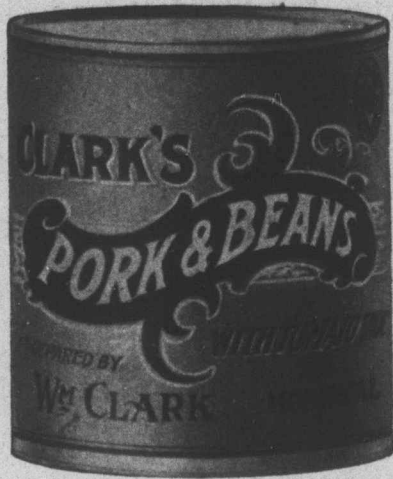
Montreal

Toronto

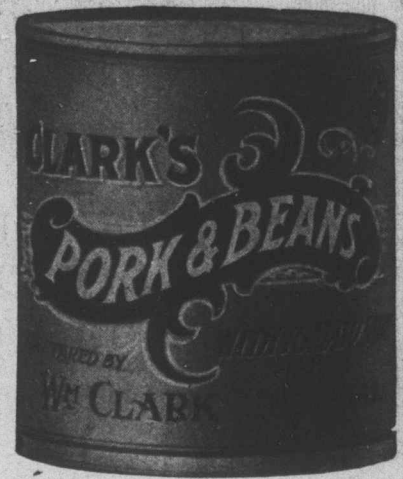
Winnipeg

Vancouver

REPUTATION



is what
we claim
for



Clark's Pork and Beans

A REPUTATION which has been built up by long years of experience in the handling of only the highest quality materials coupled with the most modern and perfect system of cooking, is what CREATES the demand for CLARK'S.

An extensive and carefully planned advertising campaign helps to KEEP UP and INCREASE the demand.

**IF YOU WANT THE BIGGEST AND THE BEST
TRADE, STOCK CLARK'S PORK AND BEANS.**

W. CLARK, Montreal



**IN THE MIDST
OF AN ORCHARD
OF 1000 ACRES**

is situated the preparing and preserving kitchen of E. D. S. Jams, Jellies, Marmalades, Catsups, etc.

This source of supply of fruits for E. D. S. Products is right in the garden of Canada, the Niagara fruit district. Thus the BEST fruit, fresh from the orchard is canned, by a modern and sanitary process, a few moments after being picked.

No glucose, or adulterants of any description are added whatsoever. E. D. S. Products are PURE.

E. D. S. Fruit products are the leading quality lines of all high grade dealers—are you sharing in the profits of the large sales of these delicacies?

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.



Think of it.

Hundreds of thousands of women throughout the world ask every day for Reckitt's goods and have done so for years. How many have you got? Satisfaction is the great truth behind this. Show Reckitt's Blue, Dome Blacklead and Zebra Stove Polish where they will be seen and prove it for yourself.

6

HIRONDELLE

(Swallow)

Macaroni, Vermicelli, Spaghetti

Made in Canada for Canadians.

Once your customers taste this line they will never ask for any imported make. Our goods are unequalled for quality, and then there is the saving of duty. Just talk them up and you'll soon agree with us that

"Hirondelle" Brand

has taken the lead and will hold it.

**C. H. Catelli Limited
MONTREAL**

British Columbia COHOE SALMON

"SWEET PEA" BRAND



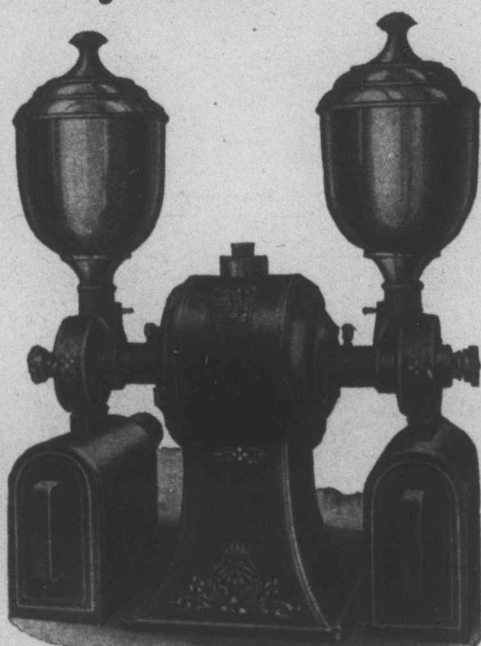
The Kind
Your Customers
Come Back For.



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

More Than Ever in a Class by Itself

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



COLES MANUFACTURING CO.

1615 North 23rd St.

PHILA., PA.

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

Rideau Hall Coffee

PERFECTLY BLENDED AND ROASTED

—the coffee that you need not hesitate to stock and recommend to your best coffee-drinking trade. Put up in one pound and 25c tins only. Rideau Hall Coffee is famous for its delicious flavor resulting from the perfect blending and roasting.

Gorman, Eckert & Co., Ltd.

LONDON, ONTARIO

Western Selling Agents, Mason & Hickey, Winnipeg



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.

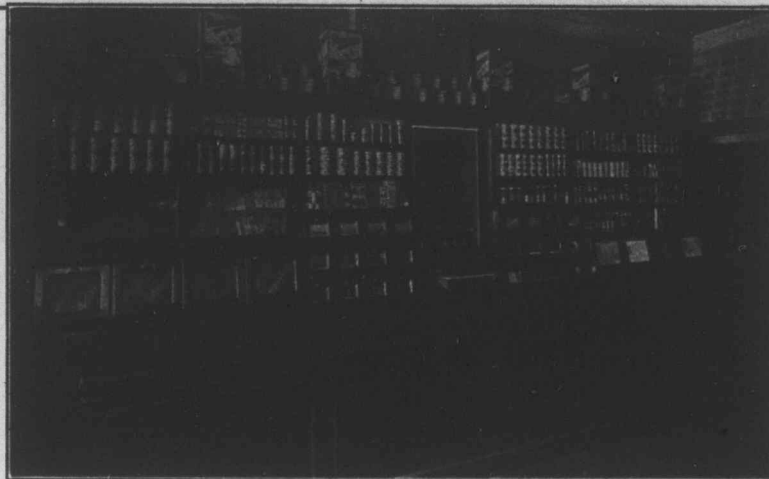
Walker Bin & Store Fixture Co.,

LIMITED



Berlin,

Ontario



REPRESENTATIVES,

Manitoba: Watson & Truesdale, Winnipeg, Man.
Sask. and Alta.: J. H. Smith, Box 685 Regina, Sask.
Vancouver: Western Plate Glass Co. 318 Water Street.
Montreal: W. S. Silcock, 33 St. Nicholas Street.
Maritime Provinces: R. R. Rankine, 4 Wright St., St. John, N.S.



TWO CENTS PER WORD

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

BRITISH and FOREIGN

**JAM & MARMALADE
PULPS**

CITRONS, LEMONS AND
BITTER ORANGES
FRESH AND IN BRINE

SPANISH OLIVES IN BULK

ESSENTIAL OILS
LEMON, ORANGE,
BERGAMOT

F. C. GOODING & CO.

FRUIT PACKERS AND SHIPPERS

36 Eastcheap, LONDON, England

CABLES "GOODINGITE LONDON." ALL CODES.

Represented in TORONTO by W. B. STRINGER

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 LIMITED.

Manufacturers of Highest Grade Chocolates, Pastelles
and Cachous

GLASGOW,
Scotland.

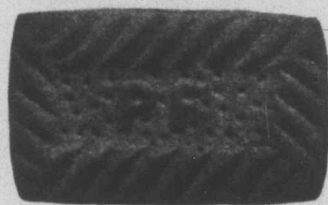
SHORTWOOD,
(Gloucester) England.

LONDON,
England.

MELBOURNE,
Australia

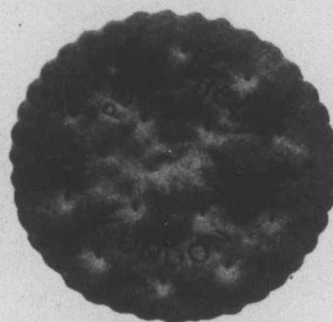
Mr. J. P. Wright is in Canada and will advise our friends
before calling.

THREE VERY POPULAR BISCUITS



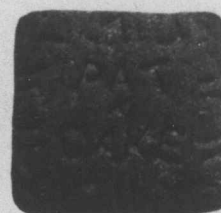
P.F SHORTCAKE

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 and Eastern Canada—Frank L. Benedict & Co., 45 St.
Alexander St., Montreal.

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

TWENTY-SEVEN
GOLD MEDALS



AND FIRST CLASS
DIPLOMAS

BY APPOINTMENT

CHIVERS & SONS, LIMITED

PURVEYORS OF

WHOLE FRUIT JAMS, JELLIES

AND

CANNED ENGLISH FRUITS

TO

HIS MAJESTY THE KING

Highest Awards (Grand Prix) for Canned English
Fruits, Brussels (1910). Turin and London (1911)
International Exhibitions

FRUIT PLANTATIONS AND WORKS:

HISTON - CAMBRIDGE - ENGLAND

For samples and quotations apply to the agents:

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

FRANK L. BENEDICT & CO.
144 Craig Street West
MONTREAL
(Canada and Newfoundland)

Where do Your Profits 'Go

Have you ever fondly imagined that you had made a fairly substantial profit during a certain period of time, but have received an awful bump when, upon balancing up your books, you have found that bad accounts, accounts that you cannot collect, accounts that were slow pay, etc., had pulled these profits down to a very much lower figure?

Yes, and so have a lot of other merchants. And this is the reason why many of them to-day are installing the Barr Register System, because they effect a great saving in profits by using

THE BARR REGISTER

In the first place, it reduces your outstanding accounts to a minimum. It is a truly wonderful collector of accounts.

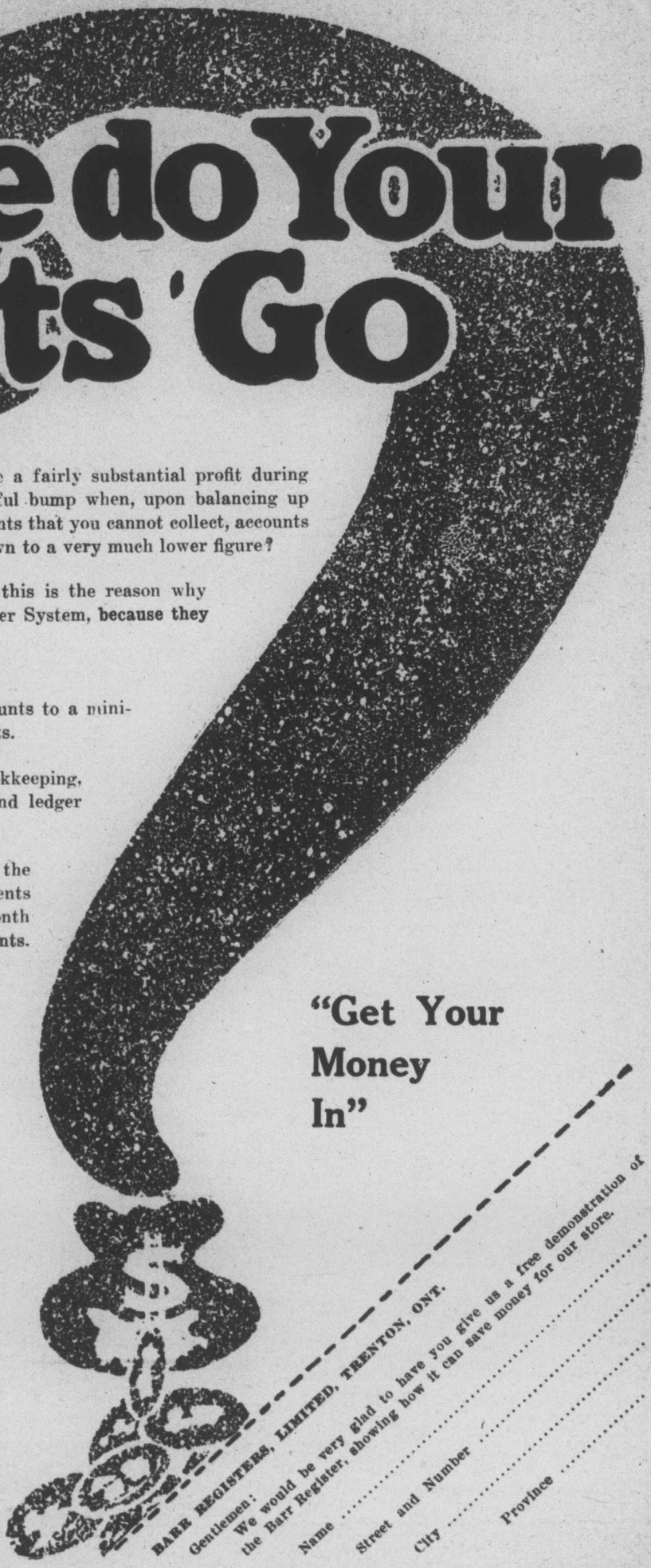
In the second place, it saves you money on your bookkeeping, abolishing the old, clumsy, out-of-date daybook and ledger system.

In the third place, it does away entirely with the middle-ages custom of sending out monthly statements which so politely ask your customers to wait a month before paying their bills, actually inviting bad accounts.

And to be brief, there are at least 16 things, all told, that the Barr Register does immediately to save money in your store. Would you like to know about them? Use the coupon and we will tell you about them for nothing. More than that, we will prove that these statements are absolutely correct.

All we want is a chance to PROVE to you that the Barr Register will save its cost many times over in your store, that it will actually increase your profits this year. If we cannot prove this to you, then we are perfectly satisfied. It puts you under no obligation whatever to get a demonstration. If you want to make more money, if you want to reduce your outstanding accounts, use this coupon NOW.

Barr Registers Limited
TRENTON, ONT.



“Get Your Money In”

BARR REGISTERS, LIMITED, TRENTON, ONT.
Gentlemen:
We would be very glad to have you give us a free demonstration of the Barr Register, showing how it can save money for our store.
Name
Street and Number
City
Province

Manufacturers' Agents and Brokers' Directory

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

ONTARIO.

Japan Teas on Spot
Congou Teas on Spot

Ask for samples.

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

Import-Export 'Phones { Office 2190
Residence 1556

NORMAN D. McPHIE

MERCHANDISE BROKER
COMMISSION MERCHANT
MANUFACTURERS' AGENT

Handling General Grocery, Spice and
Produce Lines

Federal Life Building

HAMILTON, - Ont., Canada

W. G. PATRICK & CO.
Limited.

Manufacturers' Agents
and Importers

77 York St. - Toronto

W. G. A. LAMBE & CO.
TORONTO

Established 1885

SUGARS FRUITS

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

**CONVENIENT, MODERN,
WAREHOUSING**

at Ottawa, tracks at the door, connec-
tion with steamers. Fireproof. Excise
Bond Free. Write for low rates.

DOMINION WAREHOUSING CO.,
68-70 Nicholas Street - Ottawa

WESTERN PROVINCES.

ORR & McLAIN

Importers, Buyers
and
Manufacturers' Agents

Domestic and Foreign Agencies Solicited
507 Confederation Life Building, Winnipeg

WESTERN DISTRIBUTORS LIMITED

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

Saskatoon - Western Canada

Eastern Manufacturers Limited

Manufacturers' Agents,

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

G. C. WARREN

Box 1086, Regina

**IMPORTER, WHOLESALE
BROKER and MANUFACTURERS'
AGENT.**

Trade Established. 15 Years
Domestic & Foreign Agencies Solicited

HOLLOWAY, REID & CO.

Cor. Vermillion Ave. and 5th St.

EDMONTON - ALBERTA

Importers and Manufacturers' Agents

We specialize in Biscuits and Candies
We are still open for a few good Agencies

Woollard & Starratt, Limited

Manufacturers' Agents, Wholesale
Brokers and Importers

Room 200, Bruner Block, First Street
West, CALGARY, ALBERTA.

Domestic and Foreign Agencies Solicited

NORTH-WEST SPECIALTY CO.

Manufacturers' Agents

Cover Saskatchewan completely. All
large centres visited monthly. Open for
agencies for all kinds of Store Fixtures
and Specialties. Warehousing facilities.

Suite 109 Willoughby-Summer Block
Saskatoon, Saskatchewan.

WESTERN PROVINCES—Continued.

Regina Office—1861 Scarth Street—Phone 2022.
Calgary Office—222 North Avenue—Phone M. 6276
Edmonton Office—656 Third Street—Phone 6858

W. H. Escott Co., Ltd.

Wholesale Grocery Brokers
181 Bannatyne Ave., Winnipeg

We Carry Stock

PHONE US | MAIN 6433
"We Have It" | " 6434

AFTER 6 P.M. GARRY 2163

Lima Bean Grocers' Assoc.
California Lima Beans

JOHN J. GILMOR & CO.

Wholesale Manufacturers' Agents and Com-
mission Brokers

WINNIPEG, MAN.

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

WATSON & TRUESDALE

Wholesale Commission Brokers and
Manufacturers' Agents

WINNIPEG - MAN.

Domestic and Foreign Agencies
Solicited.

H. G. SPURGEON

WINNIPEG

Wholesale Broker and Manufacturers'
Agent
Canadian, British and Foreign Agencies
Solicited.

280 Chambers of Commerce.
P.O. Box 1812.

The J. J. TOMLINSON CO.

WINNIPEG

Wholesale Grocery Brokers.
Office and Truck Warehouse,
92 Alexander St. E.

Correspondence solicited on domestic
and foreign lines.

FRANK H. WILEY

WHOLESALE COMMISSION MERCHANT

and

GROCERY BROKER

757-759 Henry Ave., WINNIPEG

RUTTAN & CHIPMAN

WHOLESALE GROCERY BROKERS

and

MANUFACTURERS' AGENTS

Fort Garry Court, Main Street.
Winnipeg - Canada

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

Manufacturers' Agents and Brokers' Directory

(Continued.)

Western Provinces—Continued.

SIMPSON PRODUCE CO.
Winnipeg WHOLESALE E 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, Man.

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

BRITISH COLUMBIA.

McLEOD & CLARKSON

Manufacturers' Agents and Wholesale
Commission Agents

552-6 Cambie St., Vancouver, B.C.

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

O'Loane, Kiely & Co., Ltd.

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

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



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

In Tins and Glasses.

"Please ask for our offer"

C. F. STUHR & CO., HAMBURG.



Oakey's

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

'WELLINGTON'

KNIFE POLISH

JOHN Oakey & Sons, Limited

Manufacturers of

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

Wellington Mills, London, England

SHIP YOUR CARS TO FERGUSON'S SIDING

Cars continually loading for all cities in the West and Northwest.
Inland Revenue and Customs Bonds.

Our siding is on G.T.P. and C.N.R., inter-switching with C.P.R. and Midland
Railway. Cars distributed carefully.

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

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

C. E. DISHER & CO.
WHOLESALE GROCERY BROKERS AND
COMMISSION AGENTS

CANNED AND DRIED FRUITS,
BEANS, SALMON

Victoria VANCOUVER, B.C. Calgary

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.

TRACAGE 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.

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

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 recommended. Every merchant can with perfect safety recommend Mathieu's Nervine Powders as a perfectly safe and harmless remedy in all cases of headaches. Any merchant may try Mathieu's Nervine 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.

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

Please send regular box of Mathieu's Nervine Powders to the following address:—

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

Tartan
BRAND
THE SIGN OF PURITY

"Canned Goods"

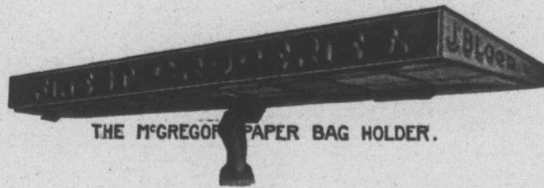
have stood the test for years. Book your order now for new pack at 2½c. per dozen below Canners' opening prices. 100% delivery guaranteed.

'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 PAPER BAG HOLDER.

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

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

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

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

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

ABSOLUTELY THE BEST

That can easily be proven. Just get a sample and use it. You'll see how

**GILMOUR'S
HAND CLEANER**

(Antiseptic)

excels. Not gritty like others. A smooth and most pleasant mixture, containing absolutely no injurious ingredients.

Get a Line on That Yellow Tin.

THE GILMOUR CO.
604 Papineau Avenue, MONTREAL



**D. & J. McCallum
Perfection Scotch
Whiskey**

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

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

23 WATER STREET ST. JOHN, N.B.

RICE'S SALT

THE TABLE SALT ABOVE
THE AVERAGE

Repeat orders for RICE'S tell the story of entire satisfaction. Get your supply of this dependable Table and Dairy Salt, and so have the happy smile.

We ship promptly. Get our prices.

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

BUY
STAR BRAND

Cotton Clothes Lines

AND

Cotton Twine

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

For Sale by All Wholesale Dealers

SEE THAT YOU GET THEM

NEW SEASON'S JAPAN TEAS

are exceptionally favorable this year, both in quality and price. JOBBERS and RETAILERS should give them their special attention.

Furuya & Nishimura

**WE
WANT
A
MAN**

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

SPECIAL CIRCULATION REPRESENTATIVE.

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

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

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

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

PERSISTENCY IN ADVERTISING

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

YES, we are doing it AGAIN

You have seen this advertisement in The Saturday Evening Post and Collier's. It will also be found in leading women's publications and other periodicals of large national circulation during May and June. Other advertisements will follow—this means

Some More Quick Sales For You

Remember how quickly the public called for Hawaiian Canned Pineapple, when the first publicity campaign started. Please take notice and act accordingly.

Hawaiian Pineapple Packers' Association Honolulu, Hawaii

The Hawaiian Pineapple Packers' Association of Honolulu, Hawaii, comprises the following companies, being all the packers of Pineapple in the Islands of Hawaii:

- Haiku Fruit & Packing Co., Haiku, Maui, Hawaii.
- U. S. Sales Agents—Deming & Gould Co., 325 West Madison St., Chicago, Ill.
- Hawaii Preserving Co., Honolulu, Hawaii.
- U. S. Sales Agents—California Fruit Canners Association, San Francisco, California.
- Hawaiian Islands Packing Co., Honolulu, Hawaii.
- U. S. Sales Agents—Griffin & Skelley Co., California St., San Francisco, California.
- Hawaiian Pineapple Co., Honolulu, Hawaii.
- U. S. Sales Agents—Hunt Bros. Co., 112 Market St., San Francisco, California.
- Kaunai Fruit & Land Co., Kaunai, Hawaii.
- U. S. Sales Agents—Kelley, Clarke Co., Seattle, Washington.
- Libby, McNeill & Libby, of Honolulu, Hawaii.
- U. S. Sales Agents—Libby, McNeill & Libby, Chicago, Ill.
- Maui Pineapple Co., Maui, Hawaii.
- U. S. Sales Agents—Griffith, Durney Co., 1 Drum St., San Francisco, California.
- Pearl City Fruit Co., Honolulu, Hawaii.
- U. S. Sales Agents—Theo. H. Davies & Co., 260 California St., San Francisco, California.
- Thomas Pineapple Co., Wahiawa, Hawaii.
- U. S. Sales Agents—The J. K. Armsby Co., San Francisco, California.



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.

SPECIAL: \$2.00
Chiver's Pure English Jams

To further introduce this popular line we are making a special introductory offer for a limited time.

CHIVER'S PURE STRAWBERRY 1s. \$2.00 doz.
CHIVER'S PURE RASPBERRY 1s. \$2.00 doz.
CHIVER'S PURE ENGLISH ORANGE MALADE 1s. \$1.65 doz.

4 dozen cases.

We have other sizes as well. 2s., 5s. and 7s. All at reduced prices while the introductory period is in force.

We are direct importers and that explains the reason why we can offer these lines at a saving of ONE DOLLAR A CASE to the retailer.

Fenwick, Hendry & Co.

Wholesale Manufacturing Grocers, etc.
Kingston, Ontario

RED RIDING HOOD BRAND

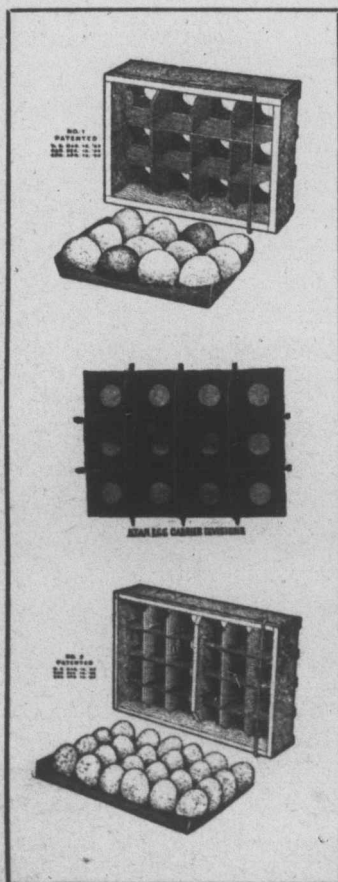


5 lb.
SLIP
TOP
CAN

5 lb.
SLIP
TOP
CAN

Samples and Prices from

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



EGG PROFITS?

Certainly! If you eliminate miscounts, breakage, and then pack and deliver your eggs in the least amount of time possible. What's the answer?

STAR EGG CARRIERS AND TRAYS, of course—

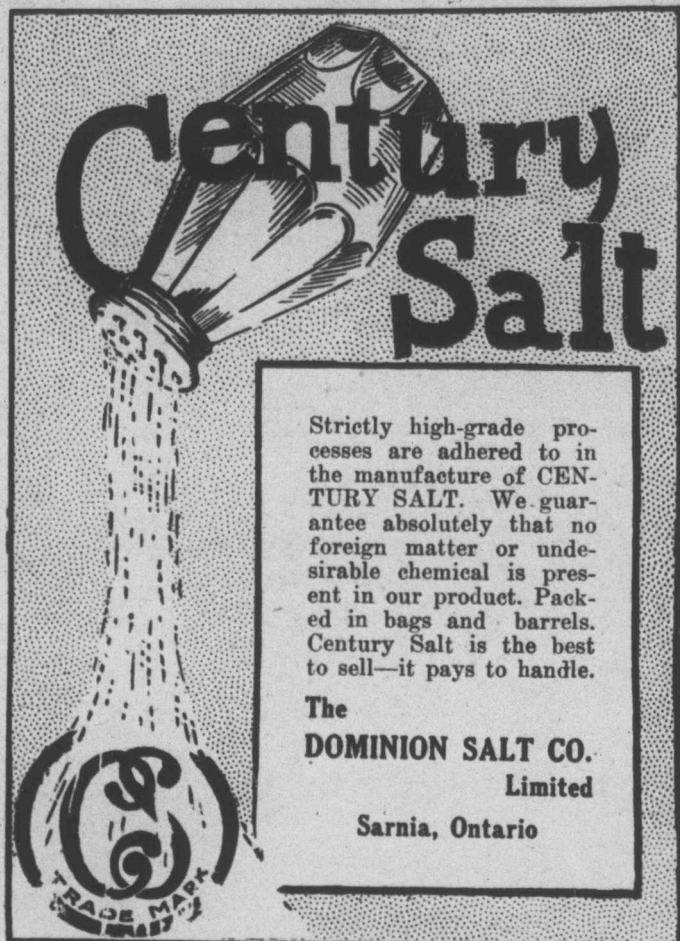
They will do all of this for you, and we suggest that you let your jobber supply you with enough STAR EGG CARRIERS AND TRAYS to handle this season's and the future's big egg trade at the greatest profit to you.

Remember also, that the STAR EGG CARRIERS you may have had for some time, can be made as good as new by equipping them with new STAR EGG CARRIER DIVISIONS at a very slight expense.

If you have not used STAR EGG CARRIERS AND TRAYS—ask the grocer who is using them. He'll quickly convince you of their economical and time-saving features.

IF YOUR JOBBER CANNOT SUPPLY YOU, WE WILL.

Star Egg Carrier & Tray Mfg. Co.
1500 Jay St. ROCHESTER, N. Y.



Century Salt

Strictly high-grade processes are adhered to in the manufacture of CENTURY SALT. We guarantee absolutely that no foreign matter or undesirable chemical is present in our product. Packed in bags and barrels. Century Salt is the best to sell—it pays to handle.

The
DOMINION SALT CO.
Limited
Sarnia, Ontario

TRADE MARK

Iced Coffee Weather

will soon be here. Are you prepared? Your customers will appreciate the FULL, RICH, REFRESHING AROMA of the Coffee—if you recommend “KIT” Coffee Essence. It is so easily made—and so quickly.

No boiling necessary when making “Iced Coffee” with “Kit”—Just crushed ice milk—and a spoonful or two of KIT COFFEE.

Ask for SAMPLE and advertising offer.



KIT COFFEE CO. Govan, Glasgow

ALEX. TYTLER, Temple Building, London, Ont.
W. H. LYNE USHER, 270 South St., Halifax, N.S.
KIRKLAND & ROSE, 312 Water St., Vancouver.
B. C. G. C. WARREN, Regina, Sask.

FREDERICK E. ROBSON & CO., TORONTO



KIT
COFFEE
“Perfectly simple to make
Simply perfect when made”

There's One Striking Feature

about the various lines manufactured by A. W. Hugman, Limited, Montreal.

They Are All Top-Notch Quality

Red Rose Baking Powder
Red Rose Jellies
Red Rose Flavorings
Brodie's Cloudy Ammonia
Brodie's British Plate Powder
Brodie's Furniture Polish,

and

Hugman's Pure Spices.

Let Us Quote You.

A. W. Hugman, Limited
MONTREAL

BARBADOS GOLDEN SYRUP

There is something entirely different about this line, something that puts it undoubtedly in the lead. You cannot get a higher grade of molasses elsewhere.

PERFECTION

(Brand)

The syrupy goodness makes it urgent for you to procure some for your better class trade. Price is most reasonable.

Ask Your Wholesaler.

West India Co., Limited
MONTREAL

Personal Chat With You About Ourselves

From all parts of Canada have come appreciative letters from Canadian Grocer readers in regard to the Spring Sales Number issued in April. This big issue, together with our regular Fall Campaign number have long since come to be recognized as the best collections of practical articles for the dealer that have ever been published. With editorial representatives in the majority of the large cities, and with these going out through the country visiting some of the best stores, the Mac Lean Organization is in a position to secure the very best available material at first hand.

Extracts from some of the letters received are printed herewith; but in addition to these have come many personal references to the high standard of the practical articles in the last big issue.

MUST BRING RESULTS.

Editor Canadian Grocer,—Received your Spring Sales Number. The frontispiece certainly calls for a second look. The store hints on collections and general conduct are well worth a year's subscription. The issue is, generally speaking the best yet issued, and must bring results to a careful reader.

Hampton, N. B. T. G. BARNES & SON.

* * *

MANY EXCELLENT FEATURES.

Editor Canadian Grocer,—Your Spring Sales Number is an excellent one. The window display feature appeals to us as an admirable one, while the suggestions for store management, efficiency and stopping of leaks are all excellent.

St. Lambert, Que. GOODCHILD & CO.

* * *

BEST YET RECEIVED.

Canadian Grocer,—We have just gone through the Spring Sales Number of Canadian Grocer and are much pleased with it. We consider it the best number we have ever received both in reading matter and advertisements.

Lakefield, Ont. SPENCE & SONS.

* * *

GOOD ALL THROUGH.

Editor Canadian Grocer,—The Spring Sales Number is good all through. I like The Canadian Grocer. . . . It is good from cover to cover and I certainly hope it will continue so.

London, Ont. JAMES McKENZIE.

* * *

ON GOOD LIVE TOPICS.

Editor Canadian Grocer,—In my opinion your Spring Sales Number of 1913 is the best yet. Both the reading matter and ads. are excellent. Any grocer should get a lot of benefit from the suggestions and ideas in it as they are good live topics on the grocery trade.

Brantford, Ont. JOHN KEW.

ALWAYS AT THE FRONT.

Editor Canadian Grocer,—One of the first things that comes to my notice when I look through the Canadian Grocer is the aim to keep at the front. I appreciate the paper very much and let but a few articles escape my notice. Your big issues I think, are the very best that can be had. Your talks on 'Selling Power of the Dealer' are fine. Wishing your paper every success.

Brantford, Ont. WM. BAILEY.

* * *

MANY GOOD THINGS IN IT.

Editor Canadian Grocer,—There are so many good things in the Spring Sales Number of the Canadian Grocer that one hardly knows where to start; and in fact this applies to all of the regular issues of The Grocer. If grocers generally were to absorb the education offered them in the way of figuring profits, their net results at the end of the year would be very different. We also find the advertisements in the Spring Sales Issue interesting, and the articles on "quality" and "leaks" have appealed to us particularly.

Brandon, Man. SMITH & BURTON.

* * *

WORTH SUBSCRIPTION ALONE.

Editor Canadian Grocer,—It has been difficult for us to pick out the best points in your Spring Sales Number, so many have appealed to us. Probably the samples of book-keeping have proved the most helpful and we shall adopt Lewis' Invoice System as we think it an improvement on our present system. Then the cuts of so perfect grocery stores are an inspiration to improve your own style and methods. Such elegant stores leave you with the impression that there is a dignity in the business hitherto not thought of and a possibility for the future undreamed of in the past. Then those round table talks of methods, credits, etc., have given us new ideas. Altogether we think this number alone well worth the subscription price.

Acton, Ont. NELSON & CO.



*You profit by selling
your trade the very best*

Welch's

Grape Juice

Canadian Grocers find Welch's a profitable, quick seller


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

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

You will find that you, too, can build up a nice trade on Welch's, because every family in your community is a prospective user of Welch's.

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

Write for prices and names of Canadian distributors.



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

ROYAL SALAD DRESSING



*The Summer
time is salad
time*

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

Your best trade will appreciate Royal Salad Dressing for its delightful, appetizing flavor, for its keeping qualities. It's the dressing found in the best cafes and homes.

For sale only by

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

WINDSOR - ONTARIO

AIM FOR GREATER BUSINESS


The dealer should aim for greater business tomorrow. On the business done to-day—the quality of the goods sold, the satisfaction given—depends the business of the morrow.

In Jams, Jellies, Marmalades, Maple Syrup, etc., L. & B. Banner Brand will put the business on a sound basis for to-morrow—the quality and price both satisfy.

Lindners Limited
340 Dufferin St., TORONTO
Phone Park 2985
REPRESENTATIVES:

The Amos B. Gordon Co., Toronto
Watt, Scott & Goodacre, Montreal

Western Office at Winnipeg
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

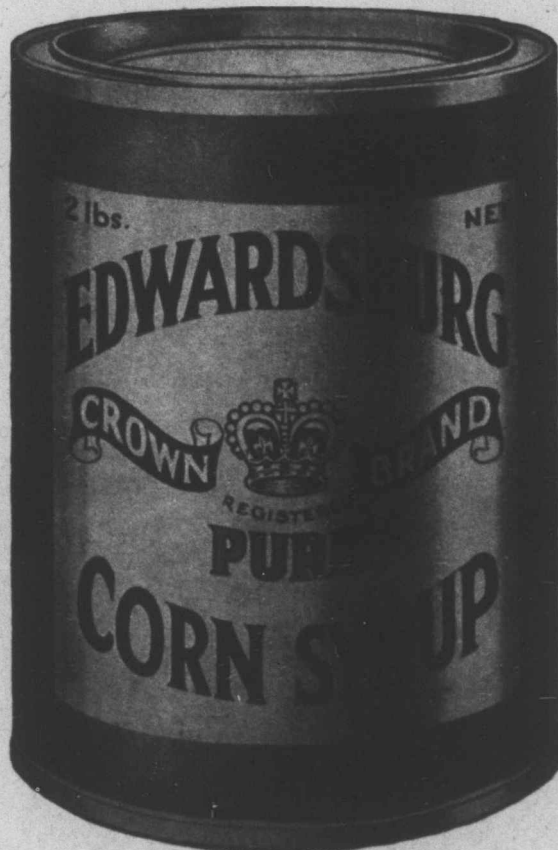
403 St. Paul Street, Montreal

30 Church Street, Toronto

Agents for the Dominion of Canada

PURITY AND QUALITY

There is no syrup to which more care is given in the making to guarantee purity and wholesomeness, than CROWN BRAND CORN SYRUP. It is made from finest selected white corn, is very nutritious and delicious. Can be used for all cooking or baking purposes. For table purposes it is unsurpassable, being very delicious with hot muffins, waffles, griddle cakes, etc.



VOLUME OF PROFIT

The purity and quick-selling qualities commanded by Crown Brand Corn Syrup make for it a volume of sales, and with it comes a volume of profit. Leading dealers have found this out. Get in line to-day.

THE CANADA STARCH CO.
Limited,

Manufacturers of the
EDWARDSBURG BRANDS
Works: Cardinal and Brantford,
Ont.



Interior view of the store of A. Grenier in old Quebec city.

Making Every Customer Permanent Buyer

Methods Employed by Quebec City Grocer to Hold His Trade—Has Had 75 Per Cent. of His Customers Dealing With Him for Many Years—Various Ways of Increasing Business—Chairs Provided for Shoppers.

"I have little trouble in retaining my customers, and I am proud to say that fully 75 per cent. of my trade has been dealing with me for a goodly number of years. The reason that they like to deal here is because I have what they want when they want it, and because I treat my customers as I would like to be treated myself if I were on the other side of the counter." So said A. Grenier, a Quebec city grocer, in reply to the query of a Canadian Grocer representative as to how he built up his business.

Mr. Grenier's store is an ideal one, and is situated at 94 to 96 St. John Street, in historic Quebec. The photograph which is shown above gives some idea of its attractiveness.

Builds on Quality Basis.

In looking along the shelves in this store it is hard to find an article that is not advertised. Mr. Grenier says: "It is much easier to sell an advertised article, for the simple reason that the customer has some idea of the value of that article when she comes in here. It is a pleasure to sell only articles the quality of which you are dead sure is the very best obtainable.

"Of course, I sell a lot of goods that

are not heavily advertised, but before stocking any unknown brand I investigate it thoroughly to see that the quality is good enough for me to recommend it. My customers have come to rely on me, and I cannot afford to send out shoddy goods, even if there is a little more profit in them. Any profit that you make in handling such goods is sacrificed in the long run."

Big Trade in Maple Products.

Being in the maple sugar producing centre, Mr. Grenier has developed a large business in this delicious product. He is an expert judge of maple products, and the goods he showed the writer were indeed of superfine quality. I ship maple syrup and sugar to England, Germany, United States and to our Canadian cities. My customers send to me every year for their supplies of maple syrup and sugar, and as a large number of them are well-to-do people, they often have me ship syrup and sugar to their friends in the Old Country. I am also buying 8,000 lbs. of maple syrup for a Toronto confectionery house."

Summer Resorts and Camping Trade.

A good portion of Mr. Grenier's business is derived from the supplying of

the many summering places that abound along the shores of the St. Lawrence, and also exploring and camping parties. "I just received an order for \$125 this morning, which shows that this trade is worth going after, and in the summer months we are kept on the jump looking after this department of our business," he said.

One Window For Confectionery.

"That window there is devoted entirely to the display of candies," said Mr. Grenier pointing to one of the windows facing on St. John Street. "Ever since last Christmas I have displayed nothing but chocolates, changing the arrangement a couple of times a week, with the result that my sales of chocolates have shown a marked increase." Mr. Grenier handles only two lines of chocolates, both of which are conceded to be of the very best on the market. He is very enthusiastic over the success of this department, which is certainly a credit to him.

Provides Comfortable Chairs.

Another commendable feature of the Grenier store is the comfortable chairs which are provided for its customers. In the foreground of the photo one of

these comfortable chairs is to be seen. They are conducive to larger sales, as the customer is often loath to leave such a comfortable seat, and, while looking around the store, is sure to see some article that had been overlooked. This idea may be criticized, but the fact remains that in making the cus-

tomers comfortable when in your store is the next thing to having her come a second time.

Another feature of this store is that every customer is personally welcomed by Mr. Grenier, who, although he has a large business, always has the time to chat with his customers. Mr. Grenier

delegates the details of his business to his employees, and reserves his energies and knowledge for the promotion of the business and the welcoming of his customers, thus giving his own personality to the building up of the store's business; and the fact that customers rarely ever leave him is proof sufficient of the wisdom of this policy.

Is the Mice and Match Theory all a Myth

The Claim That Rats and Mice Gnaw Tips of Matches and Start Fires Contradicted—Reports of Experimenters Made by Underwriters' Associations Refute the Old Theory—Rodents Would Rather Starve Than Touch the Matches.

Will rats and mice chew matches? Are fires ever caused in grocery stores in this way? Here are a couple of questions which the majority of us would, offhand, probably answer in the affirmative. But there are those who claim that rodents would starve before they would chew the modern match.

A few weeks ago The Canadian Grocer printed an item to the effect that a fire was started in a store from this cause. That, at any rate, was the report sent out; but a match manufacturer writes to say this is a popular fallacy and that such could not be the case. His letter and arguments follow.

The Editor, The Canadian Grocer:—
“We noticed an item in a recent issue of Canadian Grocer about a ‘Mouse Proof Match Safe,’ and also reference to a fire which occurred in R. S. World & Son’s store, Toronto, which it is claimed started from mice having chewed into a box of matches on one of the shelves.

“We enclose you herewith copy of two reports of experiments made by experts which show rodents will not gnaw modern matches. We thought this report would be of interest to you and also to the readers of The Canadian Grocer.”

May be All a Myth.

Enclosed with above letter, came the two reports of experiments made and if these be true the stories about mice chewing matches must be a myth. One of these is reprinted herewith:

“Rapidly-growing interest in fire prevention has led to closer analysis of the causes of fires. It has long been popular to attribute blazes which could not be otherwise accounted for to the gnawing of matches by rats and mice. Nearly all fires which started in partitions or out-of-the-way places were easily explained in this way, and it is probable that many which were due to carelessness or to faulty or deteriorating electric wiring were charged up to the convenient rodent hazard.

“The proportion of fires accounted for in this way became so large that the attention of the fire prevention experts was attracted, and finally experiments were made which showed that the theory was merely a myth. Hundreds of rats and mice were starved to death, with matches as the only articles they could gnaw, and in not a single case was a match

ignited nor could any evidence be traced on the matches of the teeth of the animals. These experiments, scientifically conducted by technical experts, show that ingredients are used in the modern match composition whose odor, fumes and taste, while not poisonous, are strongly repugnant and obnoxious to rats and mice, and rodents will starve to death before they will attempt to gnaw such chemical compounds.

How Tests Were Made.

“In order to determine this fact a series of experiments was recently conducted. A number of rats and mice were caught in wire traps, the traps being inspected daily. The animals caught were transferred to separate cages, with one in each, the four sides of the cages being composed of tile and the ends being made of wire. These cages were located in a safely-guarded place and each animal was kept a determined length of time without food or water. In each cage 150 thoroughly seasoned white parlor or double-dipped matches were then placed, with a small quantity of straw, the latter in order to facilitate evidence of fire in case of any ignition. No food or water was placed in the cages at any time. Exact records of the tests were kept, the universal result being that while the rodents lived from one to five days after the matches and straw had been placed in their cages, in no case was there any fire or even any signs of the match heads having been gnawed.

“During the present year A. H. Nuckolle, chemical engineer of the Underwriters’ Laboratories, visited one of the leading match factories in order to conduct a series of chemical tests of the composition of the matches made, with

a view to introducing the label system guaranteeing that they had been prepared in accordance with fire prevention regulations. Being deeply interested in the question of fire hazards, he repeated this test on rats and mice, with such changes as he saw fit to make as to details of the construction of the cages and other methods of rendering the test scientifically conclusive. He used not only phosphorous but also the very latest non-poisonous sesqui-sulphide matches, and the results fully corroborated the previous records. His report to the council of the Laboratories said: ‘The results of the cutting tests show that types A, B and C are safeguarded sufficiently in respect to ignition by friction to make it difficult for a rat or mouse to ignite the composition by gnawing. The bulb of type D is practically non-ignitable by gnawing. It is considered improbable that a rat or mouse would gnaw the phosphorous tip which is highly irritating and poisonous to animal life.

“In consequence the fire protection experts hold that both rats and mice will starve in the presence of matches without attempting to eat the match composition or to gnaw the splints, and that there is no truth in the commonly accepted theory that rats and mice start fires with matches.”

• • •

Editorial Note.—The above does not, however, dispute the claim that rodents sometimes knock matches from the shelves, the fall, due to friction, igniting them. If such is the case, it would seem advisable to have some sort of safe on the shelving for them. A couple of months ago an article in Canadian Grocer described one of these.

Veterans in the Grocery Trade

Number Five—
Gordon B. Drake

London, Ont., Grocer Who Has Been Connected With the Trade as Clerk and Proprietor for Third of Century—But He Doesn't Look It—Outside Salesmanship Made Feature of—Lover of Horses and Has Four Fine Outfits For Delivery.

To look at the picture on this page, one would never suspect that the person whom it represents had been in the grocery business for 33 years.

Yet such is the case. Gordon B. Drake, located at the corner of Rectory and Hamilton Road, London, Ont., has been connected with the business for a third of a century—thirteen years for himself and twenty years as a clerk with others. He must therefore be considered a veteran even if his face belies it, but it must be stated that he joined the staff of a grocery store when he was rather young.

Mr. Drake is not a grocer who confines himself to advancement of his own welfare. He is a prominent association worker for the good of the trade in general, being president of the Hamilton Road Grocers' Association, a member of the London R.G.A. and of the Ontario R.G.A.. To all of these he gives a certain portion of his time maintaining that every grocer owes it to himself and to his life's calling to join an association and labor for its welfare.

No one can spend 30 or more years in the grocery trade and not devise some original methods to cover certain leaks or deficiencies or to hold trade. Mr. Drake is no exception. A few minutes conversation with him would bring out the fact to anyone that he is a live young and yet old member of the trade.

Selling the Outside Customer.

"Every grocer," he said to the writer recently, "who has a phone is up against the trouble of getting people into the store. Some of them in fact never do come, and we want more of their trade than what actual demand calls for over the phone, it is necessary to use some means of securing that extra business.

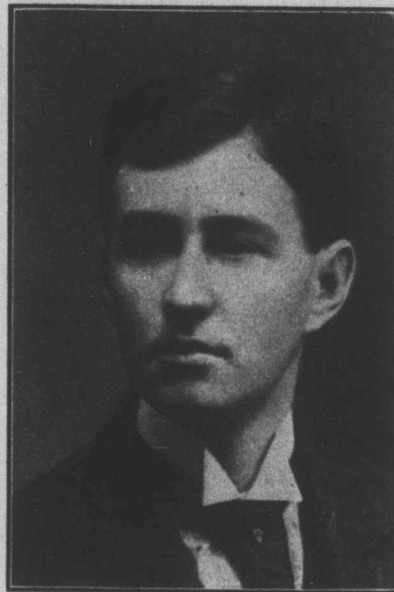
"As far as I'm concerned I feel that to get best results we have to get out among the customers and show them what we have to sell. I use a grip with samples, just as a commercial traveller does. Each week I make two trips over each route, take my grip along and show the samples, always being positive that the samples represent the goods in stock.

"It is my belief that the grocer himself should always take these routes," added Mr. Drake. "When a clerk does this, one is always up against the possibility of him starting in business some day himself and taking part of this trade. If a clerk were a gen-

ial fellow who was well liked, the chances are he could take with him a majority of this outside business if he wanted to. Therefore I always do the outside work."

Doubles His Trade.

If it weren't for this outside selling Mr. Drake's annual turnover would be much less. He puts it at half. His \$42,000 or more business last year, would he considers not have been much



GORDON B. DRAKE, London, Ont. Although he doesn't look the part this retail grocer has been connected with the business for 33 years. Above photo was taken a couple of years ago.

more than \$20,000 had he not gone out after this extra trade.

Here then is a splendid example of the selling power of the man who comes face to face with the ultimate consumer. It illustrates the power a retailer may have who has the confidence of his customers and who makes it a point to sell them goods above their actual demands.

"That is the way I introduce new goods to these people who do not come to the store," he said. "As soon as I stock a new line I make it a point to get it into every household possible. It is almost impossible to sell a new brand of anything unless the customer can see it and at the same time hear what you have to say about it.

"Once every customer has this new line, repeat orders naturally come in, providing it has merits. In this way we are gradually working up a good trade for many articles by calling on

customers with samples and demonstrating in their own homes the value of the goods.

Special Hours for Delivery.

The deliveries are made when Mr. Drake goes out after these outside orders. He takes one of his private buggies, but no goods except the samples. Deliveries are made systematically—at 9 and 11 in the morning and 2.30 and 5 o'clock in the afternoon, with an extra one on Saturday night at 9 o'clock. He has four wagons to look after his deliveries. These were built to his order, and certainly appear to be ideal for the purpose. The rear and front are both closed off so that no dust, mud or rain can possibly get at the goods inside, which are removed by means of side doors in the box.

A Lover of Horses.

When a man is fond of horse flesh—not, of course, from a dietary standpoint—he naturally has a fondness for good representatives of the equine family. This is one of Mr. Drake's hobbies, and has been for a good many years, so when his delivery wagons go out the entire outfits command attention, and are therefore splendid advertisements. His stables are modernly fitted up, with separate harness, harness-cleaning and bedding departments, and everything around in a neat and clean condition. System is used not only in the store, but is carried to the stables as well.

The Matter of Buying.

"If I were giving advice to a young man commencing in the grocery business," Mr. Drake remarked in answer to a question, "I would tell him to buy carefully, watch credit accounts and to keep the store clean. It has been my experience frequently that buying is sometimes done too freely in order to get a good price. One must remember that money should be kept on the move, and to do this the stock must turn often. Often too, merchants 'buy right' on many lines only to give the profits away by cutting prices."

Mr. Drake considers that lack of attention to accounts is one of the greatest leaks in the grocery store. His book-keeping system is such that every customer's account is carried forward at time of each purchase, so that both he and the customer know the exact amount at all times.

(Continued on page 38.)

The CANADIAN GROCER

Established 1886.

Only Weekly Grocery Paper Published in Canada.

THE MACLEAN PUBLISHING CO., LIMITED

John Bayne MacLean - - President.

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

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

OFFICES:

CANADA—

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

UNITED STATES—

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

GREAT BRITAIN—

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

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

PUBLISHED EVERY FRIDAY.

TORONTO, MAY 30, 1913

PARCEL POST BILL ANNOUNCED.

A bill to establish a Parcel Post system in Canada has been officially announced in print by Postmaster General Pelletier. This reached The Canadian Grocer on a modest little one-page sheet and is prominent from the absence of the information it gives. There is nothing in it to state whether a flat rate system for the entire country, a zone, or a C. O. D. system is to be established.

Read for yourself; here it is in its entirety:—

His Majesty, by and with the advice and consent of the Senate and House of Commons of Canada, enacts as follows:—

1. This Act may be cited as **The Parcel Post Act.**
2. A parcel post is hereby established and will be maintained in Canada for the conveyance of parcels of all kinds, including farm and factory products, except such articles as are or may be excluded under regulations prescribed by the Postmaster General.
3. No parcel to be carried by post shall exceed eleven pounds in weight, or be greater in size than seventy-two inches in length and girth combined.
4. All charges for the conveyance of parcels by post must be prepaid in postage stamps.
5. The rates of postage applicable to post parcels shall be determined by the Postmaster General, and all power which the Postmaster General now has with regard to mail matter are hereby vested in him for the parcel post system.
6. Under the authority of the Governor General in Council two officers may be appointed as inspectors and supervisors of the parcel post system, at salaries of two thousand eight hundred dollars on appointment with an annual increase of one hundred dollars up to a maximum of three thousand five hundred dollars.
7. This Act shall come into force on a day to be fixed by proclamation of the Governor in Council.

The bill, which is known as No. 210, received its first reading on May 16.

The question which the trade should now know, is whether we will have the zone system or not. If we must have a Parcel Post, the zone system is the only one that will be at all fair to the retail trade. The Post-

master General has hinted that the trade will be protected. His father was a merchant and he is said to be familiar with commercial conditions. But, nevertheless, the federal member in every Canadian merchant's constituency should be at once notified that the zone rate plan is the only one that should be established.

THE HOLIDAY QUESTION.

Merchants will soon be facing the holiday problem again. It is well to deal with it early so that confusion later can be reduced to a minimum. A schedule should be drawn up, setting the date when each member of the staff, entitled to a holiday, is to secure same. It is then possible to so plan the work that the absence of any member on his holidays will interfere to the smallest extent with store routine.

In arranging the schedule, don't forget to put down a couple of weeks at least for that hard worked and frequently overlooked individual, the proprietor. Some merchants will work year in and year out without a holiday, chained to the premises by the belief that the business could not get along without them. This obsession is more or less common among members of the retail trades. But let a slave to the no-holiday rule break away once and he soon finds that the store can generally manage to get along without him for a few weeks; and, further, that the renewed vigor and enthusiasm which he brought back to the business after his holiday more than made up for any backwardness which had developed in his absence. Think it over.

OVERLOOKING GOOD LINES.

A traveler related an incident a short time ago that goes to show how some merchants overlook profitable and fast selling lines by not being courteous to the travelling salesman, and by passing him up without looking at his catalogues or samples. The traveller in question had been calling monthly for a period extending over a year on a retail hardware merchant who had always been too busy to see travellers and in many cases would not grant them interviews. At the end of the year the traveller was leaving the road and decided that he would call on this man and tell him a few things that might make him have a different feeling towards travelling salesmen, and which might make the path a little easier for other salesmen who might come in contact with the merchant later. Imagine his surprise on entering the store, when the merchant who would hardly recognize him for over a year, said:—"You carry a pocket knife, No. —, do you not?"

"Yes," said the traveller. "It is one of our best sellers. I tried to show it to you a year ago, but you told me you were too busy to look at samples."

The merchant then produced a little memorandum book and quoted the numbers of various lines carried by this traveller. After getting the prices on each line, he placed a very nice order. The traveller was surprised at the greeting he had received, and he asked the dealer in a frank manner the reason for the sudden change in his demeanor.

"Well," said the merchant, "you sell Blank, the hardware man near Toronto, do you not?"

The traveller answered in the affirmative.

"Well," said the merchant, "he is a brother-in-law of mine. I was down to spend two days with him last

week, and he was showing me the lines he had purchased from you."

The traveller then explained to the dealer that he would not have the opportunity of calling on him again, but that he hoped the merchant would be a little more courteous with travellers in the future than he had been with him in the past.

This merchant had for over a year been overlooking profitable lines that had been presented to him every month, and the incident goes to show that no merchant can afford to pass up a traveller without giving him an opportunity of showing his wares.

— ❁ —
ANALYZE THE BUSINESS.

Every merchant carrying more than one line of goods should analyze his business with a view to discovering the weak points. Having found these, the next thing is to strengthen or eliminate them. If trade conditions in the district are found to be such that a department ought to be lopped off, drop it and spend your energies in strengthening those that are profitable or which can be made profitable.

Judgment, foresight and a study into local conditions are necessary in making the change, but once it has been discovered that it will be in the interests of the business, it ought to go into effect at once.

In this issue, Henry Johnson, Jr., gives his opinion on this question in answer to an inquiry from an Ontario merchant who handles groceries and dry goods. This man has found in stocktaking that he carries a \$3,200 stock of drygoods to do a \$4,000 business, and \$3,200 grocery stock to turn over \$32,000 worth. He is studying the problem from the standpoint of the propriety of eliminating drygoods and turning all his energies to the grocery stock. Within nine miles is a large town with good dry goods houses. Should he give up the dry goods?

The advice is tendered that he do this. But apart from that, the article shows the necessity of analyzing the business regularly if the most is to be made from it. It should be carefully read.

— ❁ —
GOOD OUTLOOK FOR FRUITS.

The Fruit Division of the Department of Agriculture at Ottawa has sent out its first report on fruit crops of Canada as far as effect of weather conditions was concerned up to the middle of May.

It has been found, speaking generally, that the winter of 1912-13 was particularly favorable for both small fruits and tree fruits. The conditions for growth during the late summer and fall months of 1912 were excellent, except that growth continued too late for safety. Fortunately the weather of December, January and February was very mild. A severe sleet storm in March did some damage in the fruit districts of Ontario. Another most noticeable feature has been the early opening of spring. Most correspondents in Eastern Canada report the spring at least two weeks earlier than usual.

In Eastern Canada the weather during March, April and the first part of May has been all that could be desired, except that the majority of correspondents qualify their optimistic reports with the conditions that frost may intervene.

The weather reports for the last two months from British Columbia were, however, by no means so favorable. The winter frosts were much heavier than usual, sufficiently so to slightly injure the tenderest trees and

varieties. Light frosts have injured apricots, peaches and cherries. In one or two districts plums are reported affected by the frosts of April 29.

In the Maritime Provinces trees have wintered well. More rain has fallen this spring than usual. The season is fully two weeks in advance of the average.

Many correspondents reported before the severe frosts of May 8, 9 and 10. Telegraphic reports from the chief tender fruit districts of Ontario would indicate that little injury was done except, perhaps, on the north shore of Lake Ontario, particularly between Toronto and Hamilton, and then only to small fruits, but it is safe to say that the full effects of such a frost cannot be fully estimated until some time has elapsed.

Upon the whole the weather conditions for fruit generally have been good, but it must not be forgotten that complications may arise any time between now and harvesting. This is particularly true for instance, with reference to the cherry crop, which promised last year to be very large, but was seriously injured by excessive precipitation, especially in Eastern Ontario, between the growing and harvesting months.

— ❁ —
EDITORIAL NOTES.

Cool weather of the past month has retarded business.

* * *

Congratulations to E. D. Smith on his appointment to the Senate.

* * *

This is the season of year when sweeping powders will sell with little persuasion.

* * *

Pushing the fruit trade strongly will help greatly to get rid of the summer slump.

* * *

The claim is now made that mice do not gnaw matches. Come to think of it, we do not blame the mice.

* * *

May month is gone again, and if she doesn't behave better in the future, her visits will become unwelcome.

* * *

A holiday or two once a year seldom breaks a man, but it frequently prolongs life on this old sphere—and that's what the majority of us desire.

* * *

By analyzing departments, a merchant will find how many are paying. Read what Henry Johnson, Jr., has to say on this question on another page.

* * *

Although the first reading of a Parcel Post Bill has been given, it is not likely it will be put through this session. In the meantime town and country merchants should strengthen their position with their trade.

* * *

The following little story carries its own moral; Two brothers, Willie and Johnny, set up a lemonade stand the other day. A gentleman was their first patron. Willie's sign read: "Lemonade 4 cents a glass." Johnny's modest announcement was: "Lemonade 2 cents a glass." Being a man with an eye to the fact that "a penny saved is a penny earned," the customer bought a glass of Johnny's lemonade, paid two the cents due and casually enquired, "Why is yours cheaper than your brother's?" "Cos mine is the lemonade that the puppy fell into."

Getting Rid of the Lines That Do Not Pay

Answer to Inquiry As To Whether Dry Goods Should Be Eliminated Or Not—Turnover in Groceries Last Year Was \$32,000 And in Dry Goods \$4,000, But Same Amount of Stock Was Carried For Each—Suggestion Is Given That With Groceries Alone Better Business Could Be Done.

*By Henry Johnson, Jr.

Here is a new but exceedingly sane query:

—, Ont., May 5, 1913.

Mr. Johnson,
care Canadian Grocer.

Dear Sir,—I would like to ask your valued opinion on a certain subject. Last year (1912) our turnover was \$36,000—\$32,000 groceries and \$4,000 dry goods. When we took stock we had \$3,200 groceries and \$3,200 dry goods, and we cannot reduce our dry goods stock and carry the line of staple articles necessary to do business.

I think if we devoted all our time to the grocery business we would still turn over \$36,000 and have the \$3,200 we now have tied up in dry goods invested in real estate or some other line.

What do you think about the plan? I think we are losing money.

This is the only dry goods store in town. However, we are only nine miles from Bigtown and a tractor car running every hour.

Perhaps you can suggest some other line more profitable, with less money tied up, we could handle with the grocery business. Thanking you for your trouble.

Yours very truly,

H. & I.

An Analysis Advisable.

This analysis is in line with modern scientific management ideas. The thought is to find what portions of our business do not pay and lop them off. Then find things that do not pay as they should and strengthen those. Expert analyses of factories everywhere have demonstrated that many concerns making six or sixty articles have been making big margins on 25 per cent. or so of their output; fair margins on 25 per cent. more; living, or self-sustaining margins on 25 per cent. more, and that the remaining 25 per cent. has been netting absolute loss.

Of course, the last bunch has been discarded or brought up to a paying basis, and the other weak portions have been made strong or scrapped. The result has generally been that the total net earnings have been greatly augmented.

The year 1895 was long before any stir along modern "scientific" lines was

*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.

made; but among the pioneers in that kind of work, and surely a most wonderful exponent thereof, was a large oil concern. My own experience took me very close to those people, and observation set me thinking. At that time Johnson & Son was a "big" concern. We were carrying three distinct enterprises. We had a grocery business and bakery, which was the biggest in town, and an oil business, with a turnover of 4,000 barrels annually. We had nine or ten wagons in commission all the time, and in our stables were 13 to 15 horses. It was a nice aggregation, and I took pleasure and some pride in running it and contemplating the big figure we cut.

Absolute Knowledge Necessary.

In the winter of 1894-5 the roads were heavy. We used three big grey horses abreast on our biggest tank wagon. They made a handsome team as they snaked that wagon through the ruts. I pointed the rig out to an oil man one day, sort of "pointed with pride," we might say. He agreed that the team looked fine, fit, well fed and handsome; but he added the question: "Can you make that kind of thing pay, peddling oil and gasoline from house to house?" I thought we could, and asserted that we did; but when I reflected over the incident, I asked myself whether I really KNEW anything about it.

As the business of handling oil was distinct and separate, the thing was not hard to check up, and I went after it. I was younger then than I am now, so I made many allowances and gave the oil business the benefit of many doubts which I should not now allow for a minute. Even so, however, I was faced—also phased—by the indubitable fact that the big wagon was running at a loss with three horses, and probably at a loss with two. The margin left was too narrow even for my sanguine disposition, so, after a struggle with my feelings, I determined to cut out that department. In thirty days it was owned by the oil concern, and the first lesson I learned directly was contained in their action in immediately shipping the big wagon out of town for use in a bigger field.

Bakery Was Discarded.

Having begun on the job of investigation and curtailment, I made a thorough task of it. I went into the bakery figures the same way—and discontinued

that promptly. I did not sell out that equipment so speedily, but got rid of it in a few months for about half value. Thus we got right down to the one business we knew about—a grocery store, selling about \$33,000 annually. We got rid of horses, rigs, barns—and worries. When the clean-up was completed, we had little left over, because things shrink like the mischief under such a process. But it was the best move I ever made.

During the succeeding five years the grocery business increased to only about \$40,000; but during the next ten years it rapidly increased to \$46,000, to \$49,000, to \$52,000, to \$55,000, to \$60,000. It now stands at between \$76,000 and \$82,000, with better days ahead.

But there were other advantages. The \$33,000 business was a "cheap" store, based on prices and staples. We began to rebuild the business on better lines. We stocked some finer goods—20-30 prunes, glace fruits, olives, more cheeses, finer coffees, a wider range of fruits and vegetables. We increased the phone service and added to its efficiency. Today we do THE fine business of the city—and the net accumulations are many times the total capital invested in the former "big" business.

Would Dispose of Dry Goods.

As I size up my correspondent's situation, he is in much the same position so far as dry goods goes, as we were with oil and the bakery in 1895. He carries a line of "staple" dry goods. People get staples from him because they can buy those as cheaply as in Bigtown; but Bigtown gets the better trade, and will continue to get it, because he never can compete with Bigtown's really big stores. I question whether any amount of effort or capital would enable him to get any real profit out of dry goods, situated as he is.

Thus the thing for him to do is sell out the dry goods and put the money right into sound, marketable bonds. Let him choose those with great care—I can help him specifically if he wishes me to do so. Then he will be getting a sure, regular 4½ per cent. to 5 per cent. on that money, and have it where he can put his hand on it at any minute.

Develop the Grocery Trade.

Then what line to add? Add none whatever, but develop the grocery business. And why? Because with gro-

Further Statements on the Sugar Tariff

eries he CAN develop such a business as will enable him to acceptably serve the best trade in his neighborhood and grow as the neighborhood grows. Having the start, having the established trade, having ample capital, he can add one line after another, feeling his way with the greatest conservatism, until he has a really fine grocery business. You see there is no condition in the grocery business that can hamper him as he is hampered in the dry goods line. He can stock 6 cans of fancy boned and skinned sardines almost as cheaply as he might stock a case thereof; and he should never buy the case until he NEEDS it. If he talks frankly to his jobber about what he plans to do, the jobber will help him in every way—will nurse him along, giving him best advice and every possible advantage in buying. He should stick closely to one jobber, too, to make it an object for that jobber to help him. He should also take that "tractor" very often himself to visit his jobber and to observe for himself just what is doing in Bigtown, so that he may be up-to-date all the time.

This is no game of price-cutting. It is no game of PRICE at all. Within reason he can get his own prices. He should and must get his prices, or he will miss just the best part of what he is after. He must work up the idea of QUALITY, CHARACTER, the RANGE OF STOCK. He must make his store the RELIABLE HEADQUARTERS of such goods as the best live-ers in his neighborhood will want and can be made to desire.

Five years of such work will work wonderful changes in his business. He will have forgotten all about dry goods, and he will be glad to have forgotten. He will know much more about groceries, and he will be the certain leader in food distribution in his town, which will then have grown into a much more important place—especially for him—than it is today.

I am satisfied of another thing. That is, that he will not sell or hypothecate nearly all of his bonds in the process; but he will become so attached to bonds as an elastic investment, a business insurance, that he will have some of them and accumulate more of them all the time.

Needless to say this change will be made with great care and judgment. The closing out of the old line may be made slowly, dropping one item after another, with a final "clean-up" sale at the end; or it may be made with a big hurrah and a clearing-out sale at the beginning. This decision must rest with him, and he must go about it with the greatest circumspection—though I am satisfied he is perfectly capable of doing that.

"Importer" Says He Did Not Overlook Withdrawal of Tariff Item 135 C—One Man States Refiners Have Been Hampered in Their Operations by British Preferential Tariff—Quotes Statistics to Show That British Preference Sugars Are Inadequate to Supply Our Demand.

The following letter from "Importer" deals with the new sugar tariff in reply to statements of a refiner which appeared in last week's issue:—

The Editor Canadian Grocer,—

Dear Sir:—We have noted the Refiners' remarks, in reference to our criticism of the recent tariff changes which you were good enough to publish in your last issue.

"We are not desirous of entering into any controversy on this subject, as we fully recognize the futility of same, but we would like to explain that we did not overlook the fact that item 135 C of the tariff had been cancelled, though to have entered too freely into a discussion of this subject, we felt would be trespassing too much on your valuable space. The privilege granted the refiners under this item was of comparatively recent institution, yet the fact that a small percentage of refined sugar could continue to be imported in face of it, only bears out our comparison of the amount of protection afforded to refiners. Doubtless the withdrawal of this concession (although for the Western beetroot refiners it extends till 1914) will be a deprivation, but we maintain that the recent tariff changes more than compensate refiners for its loss.

"Doubtless refiners may have suffered some temporary loss on what stocks they held to supply current demand, on which higher duties had been paid, but this will be amply offset by the increased protection they have received. On the other hand, according to the refiners own argument, do not importers suffer a loss on any contracts they made in advance, caused directly by the tariff reductions, for prices immediately declined 20c per 100 lbs.

"Should lower prices prevail here this year, in our humble opinion, it will be mainly owing to the world's abundant supplies, and consequently lower markets, rather than to the effect of any reduction in duties.

Yours, etc.,

IMPORTER,

Montreal, May 23, 1913.

Refiners Have Been Hampered.

In discussing the remarks made by "Importer" in last week's Canadian Grocer, on the sugar tariff, one man stated that from his observation, re-

finers in this country have been more or less hampered in their operations by the restrictions of the British Preferential Tariff, on which account they have had to pay, to secure their supplies of raw sugar, prices that have been out of line with the world's values.

"True," he declared, "They have had the benefit of importation under Tariff Item 135 C, introduced as an amendment to the Tariff of 1907, permitting them to import 20 per cent. of their production in any one calendar year of non-preferential sugars at the preferential rates of duty. As indicated, however, this was confined to basis of refined production during the calendar year—January to December, which, of course, is a difficult thing to estimate and may be greater or less according to contingencies that might arise.

"This privilege is now taken away under the General Tariff. You understand, of course, that the Government returns are for the Fiscal Year ending March 31st, and it is shown that for previous Fiscal Year, 1911—1912, only 60,165,262 lbs., say 26,860 tons were imported under the combined Item 135 B & C—the former (135 B) being the pound for pound privilege of the beet sugar factories. These combined figures represent only 10.27 per cent. of the total importations for Fiscal Year ended March 31, 1912, while for the eleven months ending Feb. 31st, 1913, taken from latest blue book to hand, only 37,398,149 lbs. were entered for consumption in Canada under Tariff Items 135 B & C.

"When I tell you further that there were imported under General Tariff at full rates of duty for Fiscal Year ended March 31, 1912, of sugars for refining purposes, i.e., under 16 Dutch Standard, say 144,538,402 lbs., on which refiners paid full duty, while from the British West Indies and British Guiana together they were only able to import, say, 351,210,958 lbs, you will see that the supply of British Preferential Sugars is quite inadequate to our requirements; and I have reason to believe that in order to secure these quantities of British sugars, refiners had to pay abnormal values asked by West India exporters who have been fully alive to the strength of their position and have in practically every instance, sought to exact the full preference for themselves."

Association News

The Vancouver Retail Grocers' Association will hold its annual picnic on July 30 at Queen's Park, New Westminster. Several other associations will co-operate.

The annual excursion of the Toronto Retail Grocers' Association will go by boat to Niagara Falls on July 16. This is the same date as the Hamilton Grocers' picnic to Niagara Falls, so that a great crowd is expected.

As announced last week the Ontario Retail Grocers' Association has established an Employment Bureau. Canadian Grocer had scarcely gone out to the Ontario trade when two applications reached Secretary Miller—one from an employer and the other from a clerk. Before Wednesday noon four more had come in. If merchants are desirous of securing an assistant, or clerks a position, they should communicate with Mr. Miller.

A Retail Merchants' Association has been organized in Armstrong, B.C., with the following officers:

President—F. C. Wolfenden.

Vice-Pres.—A. E. Morgan.

Sec.-Treas.—J. M. Freymuth

Directors.—W. J. Armstrong, A. Munro, J. Fraser, A. McPhail, F. Morgan, G. Murray, and W. E. Foreman.

President Martin and Secretary Rolston, of the Vernon, B.C. Association, were present and gave addresses.

The merchants of Brantford, Ont., have formed a Retail Merchants Association with the following officers:

Pres.—M. E. Long, furniture dealer.

1st. Vice-Pres.—W. J. Mellen, grocer.

2nd Vice-Pres.—A. L. Vanstone, grocer.

Secretary—J. M. Young, drygoods.

Treasurer—L. Wade, musical instruments.

At the time the officers were elected there was a membership roll of 76, but one of the organizers states it is now over 100 and is expected to reach 150 before the membership committee finish their work.

Faith equals ability. One of the most essential things is to cultivate unbounded enthusiasm that can only come from the cultivation of belief, confidence and then faith in what you have to sell.



To T. A. McNAB, of St. John, Nfld., sole owner and manager of T. A. McNab Co., manufacturers' agents and commission merchants of that city. Mr. McNab was born in June 1, 1887, in Nova Scotia. He has been in business on his own account since 1905. Previous to that, from 1895 to 1897, he was Montreal salesman for Jos. Tetley & Co., of London, Eng. In 1897 he went to Mathewson Sons, as city representative and from that time till 1905 was sole representative for that firm in Montreal.

Letters to the Editor

Editor Canadian Grocer.—Kindly advise me at your earliest convenience as to whether the Canada Sugar Refining Co. are making Imperial and the St. Lawrence people making Beaver Granu-

lated sugar, and if not, at what date they ceased making these brands.

GENERAL MERCHANT.

Providence Bay, Ont.

Editorial Note.—The Canada Sugar Refining Co. are not now making Imperial and have not been manufacturing it for some eight months. St. Lawrence Refineries are still manufacturing Beaver granulated.

Canadian Grocer.—Can you give us the name of the firm manufacturing pickles in St. John, N.B.

READER.

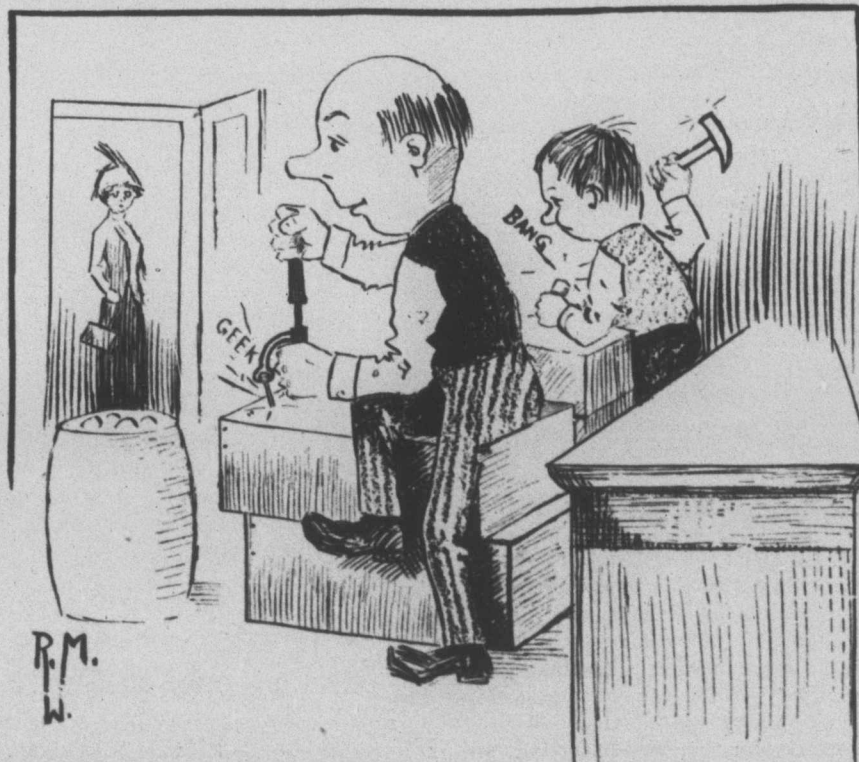
Toronto, Ont.

Editorial Note.—Thos. McCready & Co. is no doubt the name asked for.

TO KEEP FISH FRESH.

George Lynch, representing Old Country interests, stated in Montreal last week that a fish preserving plant would be erected on the Atlantic Coast where fresh fish would be treated by such a process that it would not be necessary to use ice to keep them in good condition. The inventor claims that this process does away with the germ life in the fish which, he claims, causes the decomposition. After the treatment, he says, they can be kept fresh in any climate for at least 14 days without ice.

CARTOONS ON "WHY THE BUSINESS FAILED."



Our friends this week have taken to opening all sorts of packages in the front part of the store.

The Clerks' Page

By the Cub Reporter

EFFECT OF EARLY TRAINING.

Said an old man of eighty, whose career had been one of marked success: "It is a great thing for a boy to have a nail in his mother's old kitchen, and all the family were taught to respect it. If the broom were hung on Henry's nail it was quickly removed and nothing was allowed to interfere with the little orderly habit he had been so early taught, of hanging up his hat instead of throwing it down when he came in. It seemed a small matter, yet he felt it had done much in helping to make him an orderly, careful, systematic man.

CALL ATTENTION TO SPECIALS.

Some grocers occasionally or every day have certain "specials" to offer their customers, such as oranges, tomatoes, onions, etc., at attractive prices. Here is where the clerk can easily make many sales in such lines. Whenever a customer gives an order for groceries, it is the clerk's duty to tell her about the "special" for the day or week. This is good business for two reasons. It brings more trade to the store and at the same time shows the customer that the sales staff take an interest in her welfare by pointing out these attractive lines.

The clerk as well as the dealer should, however, be careful not to suggest these lines unless they are sure to be as good as the store's reputation. That might mean temporary gain but confidence would be lost, and later, business.

THE VALUE OF COURTESY.

"I attribute a great deal of my success in business to the fact that I am always courteous to my customers."

This was the statement recently made by A. T. Swift, grocer, Roncesvalles Ave., Toronto. He states further: "No matter what a customer gives me, whether money, a returned parcel, or simply some goods to be wrapped up, I always make it a rule to thank them for it. It

is no effort whatever on my part and is certainly appreciated by them."

In his dealings with children, Mr. Swift always approaches with a most friendly and interested manner, and has often had parents tell him that their children like to come to his store. Situated as he is in a residential district, this immediately becomes an important factor in his business.

Making sure that customers are satisfied with their purchases and go away pleased with both the store and the clerks is a point to which Mr. Swift attaches much importance. Aggressive salesmanship, honesty regarding goods sold, and courtesy to everybody—upon these three hinges the success in many a store.

A PRIVATE COST MARK.

The Cub Reporter.—Will you kindly give me on your clerk's page, a list of words which can be used for private cost marks? How can the same be used to mark the selling price?

Victoria, B.C. "Appreciation."

Answer.—A word for this purpose must contain 10 letters—a letter for each figure as well as zero—and no letter can be repeated as:

C U M B E R L A - N D
1 2 3 4 5 6 7 8 9 0

Thus, if the invoice cost of an article were \$1.00 a dozen, the cost mark would be C.D.D. It is, however, not always desirable to have a letter repeated. To overcome this, select another letter not in the word, (say X) to be used as a repeater. The above mark would then be C D X. An article costing 25 cents would be marked U E and so on. If the dealer desires to mark the selling price privately, he can do so with the same letters by drawing a line under the cost mark and placing the selling price beneath. If, for instance, the cost were 25c and the selling price 30 cents, the

U E

mark would be —. The following

M D

words and phrases could be used: black horse; cash profit; hard moneys; Vanderbilt; importance; handy girls; pay customer; gold watches, etc. When a word has been decided upon, changing prices into letters should be practised well before putting it into general use.

LENGTH OF CLERKS' HOURS.

In an address by Rev. J. K. Unsworth, of Vancouver, B.C., before the Retail Employees' Association, he pointed out that in British Columbia clerks were obliged to work from 51 to 64 hours a week whereas carpenters, printers, civic employes, etc., only from 44 to 48 hours. He made a strong plea for a weekly half holiday throughout the province so that retailers and clerks would be able to have a few hours for recreation and rest. Other speakers were Ald. Ramsay and Miss Jamieson. There were more than 500 present at the meeting and over 60 new members were enrolled. The Association hopes to bring pressure on the B. C. government to have it pass legislation making a half day a week compulsory.

OBSERVATIONS BY THE CUB REPORTER.

Keep an ear to the ground for dissatisfied customers.

Laziness travels so slowly that poverty soon overtakes him.—Franklin.

If a bird in the hand is worth two in the bush, then a good customer is worth two probables.

Remember that a soft answer turneth away wrath, and that the majority of your customers are women.

That the customer is always right, was Marshall Field's motto. Greatness, in the grocery business consists in service.

Elbert Hubbard, the Roycroft philosopher, commands us to live, laugh and love, and the two foremost may well be applied to the young man behind the counter—moderately speaking. The latter should be reserved for after hours.

Current News of the Week

Quebec.

H. Foisy & Cie, grocers, Montreal, have registered.

J. Nolin & Cie, grocers, St. Romuald, Que., have registered.

Canadian Extracts Co. is name of a new concern which has registered in Montreal.

H. Laporte, president of Laporte, Martin, Limited, Montreal, has just returned from a trip to Atlantic City.

Ontario.

T. E. Morrow, grocer, Jarvis, Ont., has sold out.

James Seymour, a Brockville, Ont., grocer, died recently.

M. A. Young, grocer, London, Ont., has disposed of his business.

Jno. Bremner, a general merchant at Beachville, Ont., died last week.

Hart Bros., grocers, Roncesvalles Avenue, Toronto, have sold to Darragh Bros.

R. Plant, grocer, Valleyfield, Ont., has opened up business in Summerstown Station.

Wm. Foster, grocer, Roncesvalles Avenue, Toronto, is enjoying a trip through Ireland.

R. Thompson, grocer and fruit dealer, Englehart, Ont., has opened a branch store in Larder Lake.

Mrs. E. Taylor, grocer, Queen Street, Chatham, Ont., is erecting a new brick grocery on the site of her former frame store.

Hugh Watt, formerly employed by Thos. Watson, grocer, of Grand Valley, Ont., has started into business for himself in Toronto.

D. W. Clark and W. C. Miller, Toronto grocers, were in Hamilton on Monday attending the opening of the new factory of MacLaren & Co.

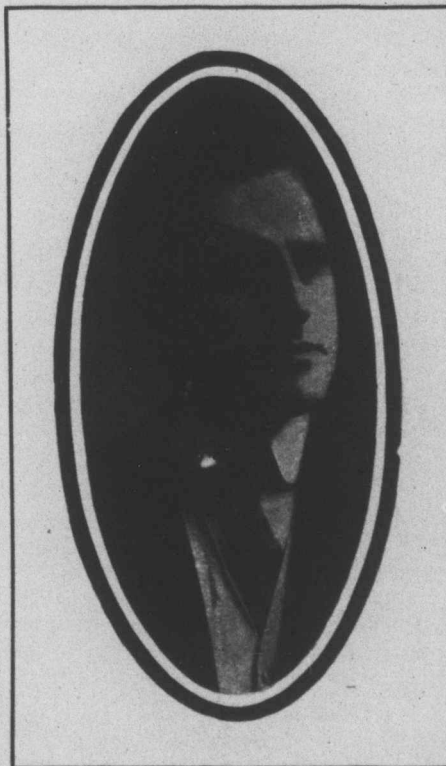
The National Railway Association have opened a new double store in Fort William, Ont., at corner of Main and Cummings Streets. Mr. Smith, formerly with W. F. Hogarth, is the manager.

Mr. Davis, of Sombra, Ont., has purchased the grocery stock of Wm. Piggott, Wallaceburg, Ont. He is moving his Sombra stock to Wallaceburg, and will carry on business at the Piggott stand.

Fire from an unknown cause resulted in \$1,500 damage at the O Pee Chee Gum factory, Saturday night, at St. Catharines. The blaze originated in the dryer room, where there had been no fire for some time.

AMERICAN CAN CO. CHANGE.

T. N. Anderson has succeeded C. H. Kilborn as Canadian Sales Manager of the American Can Co., in the Montreal office. Mr. Anderson has been with the company since its organization in 1901, previous to which time he was with the Norton Can Company. He has served in various departments of cost and auditing and has become an expert along these



T. N. ANDERSON,
who has become Canadian Sales Manager of
American Can Co.

lines. He is still a young man, being under forty years of age and possesses those "winning ways" of the aggressive business man.

The departure of Mr. Kilborn from Montreal and Canada will be greatly regretted by many friends. He goes to New York to look after a new specialty of the Company—The American Adding Machine.

At the last monthly meeting of the Ottawa Retail Grocers' Association the question of bad debts was discussed. It was decided that each member should turn in a list of bad debts, and that the secretary issue a complete list to each member.

Mrs. C. Madill, grocer, Toronto, has sold to H. B. Watt.

Innes Sutherland, grocer, Dundas, Ont., died last week.

Wm. York, grocer, Ottawa, is succeeded by R. E. Powell.

Frank Tate, grocer and flour and feed merchant, Lucknow, Ont., has sold to D. C. McMoran.

The formal opening of the new factory of MacLaren & Co., Hamilton, Ont., manufacturers of jelly powders, spices, etc., took place on Monday of this week. The doors were open to the public, and an orchestra supplied music for the occasion.

M. S. Glasseo, of the head office of Glasseo, Limited, Oakville, Ont., has gone West on business. He is of the opinion that the prospects are very bright for rapid improvement in the West, which is sure to feel the influx of a record immigration.

Because of the recent fire which destroyed the Trenton, Ont., plant of Dominion Cannery, Ltd., the company will manufacture in the plant formerly operated by the Lakeport Canning Co. Dominion Cannery, Ltd., will rebuild on the site of the burned factory.

The department store of Murphy Gamble, Ltd., Ottawa, have decided to give up their grocery department, which they have run since the addition to the store two years ago. The reason given is that the space can be used to better advantage with dry goods and house furnishings.

The establishment of a produce exchange in Toronto, with a call-board to which practically all produce interests in Ontario are eligible, is an important departure in that branch of the trade. In new quarters of its own, the exchange began its sessions this week, and on the call-board are to be placed offerings of cheese, butter and eggs by manufacturers and collectors at country points.

Western Canada.

R. E. Cleveland, grocer, Vancouver, B.C., has sold to Jno. MacDonald.

The factory of the Laurentia Milk Co. at Battleford, Sask., opened recently.

The Moose Grocery Co., Moose Jaw, Sask., are building in Swift Current.

The Board of Trade of Summerland, B.C., have arranged with Dominion Cannery, Ltd., to erect a factory there.

Easier Prices Expected on Canned Salmon

Owing to This Being Year of Big Run—Dealers Advise Clearing Out of Stocks—
Sugar Market Continues to Mark Time—No Speculative Interest Taken—
Peppers Firming Up.

QUEBEC MARKETS.

Montreal, May 27.—Grocery markets have been affected by the unfavorable weather and trading consequently has been rather quiet. Week has seen a number of changes and new prices are as follows:

Cocoanut in bulk has advanced 1/2c per pound.

Ground cloves down 2c, selling at 24c per pound.

Canary seed is higher, having advanced 1 1/2c to 8 to 9c per pound. The Balkans are the chief source of supply, and the recent war in that section has devastated the crops with the result that prices have been advanced, owing to scanty supplies.

"Singapore" canned pineapple have declined following the decline in market for raw pineapples. 2 1/2 lb. tins are selling now for \$2.50, while formerly price was \$3.00; 2 lb. tins are now quoted at \$2.00 per dozen instead of \$2.40.

SUGAR.—Sugar market is marking time, hoping against hope that conditions will become more favorable as time slips by. Buyers are still holding off in anticipation of decline and are buying only from hand to mouth. New York market was a shade better early in week, but is weak at \$4.15 for refined. British refined market has been declining so long that it has become more or less habitual. Beet sugar market is also declining and the raw sugars are low. Based on cost of raw sugar to-day some think refined prices should be lower, but there are so many factors that enter into sugar situation that outlook is puzzling, but general belief is that sugars will not go any higher as tendency is to lower prices. Stocks of sugars now in refiners hands are said to be heavy and increasing. This load must be rather burdensome under present money markets, but nearness of preserving season offers an outlet for this surplus, and this may have effect of strengthening prices. Sugar market will be more or less unsettled until the sugar tariff proposals in U.S. are definitely settled. Refined sugar is quoted at \$4.30 here.

Granulated, bags	4 30
Granulated, 25-lb. bags	4 40
Granulated, 5-lb. cartons	4 60
Granulated, 2-lb. cartons, per cwt.	4 60
Granulated, Imperial	4 15
Granulated, Beaver	4 15
Paris lumps, boxes 100 lbs.	5 05
Paris lumps, boxes 50 lbs.	5 15
Paris lumps, boxes 25 lbs.	5 35
Red Seal, in cartons, each	0 35
Crystal diamonds, bbls.	5 10
Crystal diamonds, 100-lb. boxes	5 25
Crystal diamonds, 50-lb. boxes	5 35
Crystal diamonds, 25-lb. cartons	5 20
Crystal diamonds, Dominicos, cartons	7 00
Extra ground, bbls.	4 70
Extra ground, 50-lb. boxes	4 90
Extra ground, 25-lb. boxes	5 10
Powdered, bbls.	4 50

Powdered, 50-lb. boxes	4 70
Powdered, 25-lb. boxes	4 90
Phoenix	4 50
Bright coffee	4 45
No. 3 yellow	4 35
No. 2 yellow	4 25
No. 1 yellow	3 95
Bbls. granulated and yellow may be had at 5c above bag prices.	

MOLASSES.—Molasses situation is practically same as last week, buyers and sellers are still of different opinions and hold firmly to stands they have respectively taken. Wholesale Grocer's Guild which announced the new lists on molasses last week are endeavoring to raise price two cents per gallon all round, and one firm has already put this advance into effect, but it is not general. Doubts are expressed if advance will be maintained. However, as stated last week, opening prices were low when compared with cost of molasses to arrive to-day and surprise was expressed that jobbing price should be so low.

News has just come to hand that Barbadoes Fancy has been offered at a sharp decline, but it appears to be an isolated case of cold feet or else the shipper making the offering is in need of money and is making the offer in order to liquidate. The Barbadoes market, however, is claimed to be easier and prices are being shaded. As this news has just come to hand it is hard to say what effect will be or whether it is going to effect general market in Barbadoes. It is possible that money stringency and coming of German settlement on June 30 will develop some interesting happenings in next few weeks.

	For Island of		Outside Points.	
	Montreal.	Choice	Fancy	Choice
Punchoons	0 39	0 37	0 37	0 35
Barrels	0 42	0 40	0 40	0 38
Half barrels	0 44	0 42	0 42	0 40
Carded lots of 20 punchoons or its equivalent in barrels or half barrels to one buyer may be sold at "open prices." No discounts will be given.				
New Orleans			0 25	0 28
Antigua			0 32	0 33
Porto Rico			0 40	

SYRUPS.—Demand for syrup in Montreal and Eastern Canada is showing a healthy increase each year. Prices are unchanged.

Corn syrups, bbls.	0 03 1/4
Corn syrups, half-barrels	0 03 1/4
Corn syrups, quarter-barrels	0 03 1/4
Corn syrups, 3/4-lb. pails	1 75
Corn syrups, 25-lb. pails	1 25
Cases, 2-lb. tins, 2 doz. per case	2 40
Cases, 5-lb. tins, 1 doz. per case	2 75
Cases, 10-lb. tins, 1/2 doz. per case	2 65
Cases, 20-lb. tins, 1/4 doz. per case	2 60
Pure maple syrup, in 8 1/2 lb. tins	0 75
Pure maple syrup, in 15-gal. kegs, 50 per lb., or per gallon	1 00
Pure maple sugar	8 15 0 11

DRIED FRUITS.—Dried fruit market is dull and uninteresting with prices steady. There is little to influence prices at present, as green fruits are popular and fairly cheap.

Raisins—	
Choice seeded raisins	0 07 1/4
Choice fancy seeded, 1-lb. pkgs.	0 08
Choice loose muscatels, 2-crown, per lb.	0 05 1/4
Choice loose muscatels, 3-crown, lb.	0 05 1/4
Choice loose muscatels, 4-crown, per lb.	0 07 1/4

Seedless, new, in packages, 12 oz.	0 07	0 07 1/2
Seedless raisins, new, 16 oz. pkgs.	0 08	0 08 1/2
Select raisins, 7-lb. box, per lb.		0 11 1/4
Sultana raisins, loose, per lb.	0 11	0 13 1/4
Sultana raisins, 1 lb. cartons	0 12 1/4	
Malaga table raisins, 3-crown, lb.	2 50	
Malaga table raisins, 4-crown, lb.	3 40	
Malaga table raisins, 5-crown, lb.	4 00	
Malaga table raisins, 6-crown, lb.	5 20	
Malaga table raisins, 7-crown, lb.	5 50	
Malaga table raisins, clusters, per 1/2 box	0 75	1 25
Valencia, fine, off stalk, per lb.	0 06 1/2	0 07
Valencia, select, per lb.	0 07	0 07 1/4
Valencia, 4-crown layers, per lb.	0 07	0 08
Evaporated apricots	0 14 1/2	0 15
Evaporated apples		0 06 1/2
Evaporated peaches	0 08 1/2	0 10
Evaporated pears	0 12 1/2	0 14
Currants, fine filiatras, per lb., cleaned	0 06 1/2	0 07 1/4
Currants, 1-lb. pkgs. fine filiatras, cleaned	0 07 1/2	0 08 1/4
Currants, Patras, per lb.	0 09	0 09 1/4
Dates, 1-lb. packages	0 08 1/2	0 10
Dates, Hallowee, loose	0 06 1/2	0 07 1/4
Figs, 3 crown		0 11
Figs, 4 crown		0 10 1/2
Figs, 5 crown		0 11 1/2
Figs, 6 crown		0 12 1/2
Figs, 7 crown		0 13 1/2
Figs, 9 crown		0 14 1/2
Comadre figs, about 33-lb. mats.	1 30	1 40
Glove boxes, 18-oz., per box	0 10 1/2	0 11 1/4
Glove boxes, 19-oz., per box	0 07 1/2	0 08
Prunes—		
20-30		0 12
30-40		0 11
40-50		0 09 1/4
50-60		0 08 1/4
60-70		0 07 1/4
70-80		0 07
80-90		0 06 1/4
90-100		0 06
Bosnia prunes	0 07	0 08

TEA.—New crop of Japans and Chinas is arriving and the sample is excellent quality. Demand for this new crop is promising and prices firm.

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 15	0 20
Yamashiro	0 75	1 00
Ceylon—		
Broken Orange Pekoe	0 30	0 40
Pekoes	0 20	0 22
Pekoe Souchongs	0 20	0 22
India—		
Pekoe Souchongs	0 19	0 20
Ceylon Greens—		
Young Hysons	0 24	0 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 20
Pingsuey, gunpowder, pinhead	0 30	0 50

COFFEE.—Weakness reported in the coffee market last week has culminated in reduction to go into effect on June 2.

All grades of Maracaibo, Jamaica, and Santos coffees will be reduced a full cent per pound. Rio coffee of all grades will be reduced a full cent per pound. Other coffees remain same. Reduction is discounting new crop in South America which will come to hand early in July. Valorization scheme is unpopular and it is doubtful if it will be put into operation again this year and it is this fear that has been one of the underlying causes for reduction.

Mocha	0 28	0 29
Rio	0 19 1/4	0 21 1/4
Mexican	0 25	0 28
Santos	0 21 1/4	0 23 1/4
Maracaibo	0 22 1/4	0 24 1/4
Javas	0 30	0 40

SPICES.—Prices are being maintained under good demand. Demand from city is improving and with canning season coming along, trade will be good for

THE CANADIAN GROCER

some little time to come. Collections are much better. Peppers are firm and cloves have a strong upward tendency due to shortage in Zanzibar crop.

Allspice	0 13	0 18
Cinnamon, whole	0 18	0 20
Cinnamon, ground	0 18	0 20
Caraway seed	0 08	0 09
Batavia cinnamon	0 25	0 30
Cloves, whole	0 27	0 35
Cloves, ground	0 24	0 35
Cream of tartar	0 25	0 32
Ginger, Cochin	0 17	0 20
Ginger, Jamaica	0 20	0 25
Ginger, Jamaica, whole	0 17	0 20
Mace	0 20	0 25
Nutmegs	0 25	0 30
Peppers, black	0 16	0 18
Peppers, white	0 27 1/2	0 30
Peppers, white, whole	0 25	0 27
Pepper, black, whole	0 15	0 17
Pimento	0 15	0 17

RICE AND TAPIOCA.—Rice and tapioca market is quiet under a steady demand that maintains prices at present levels. Demand for rice is steady.

Rangoons—		
Rice, grade B, bags 250 lbs.	3 35	
Rice, grade B, bags 100 lbs.	3 35	
Rice, grade B, bags 50 lbs.	3 35	
Rice, grade B, pockets 25 lbs.	3 45	
Rice, grade B, 1/2 pockets, 12 1/2 lbs.	3 55	
Rice, grade C.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, bag	5 30	
Finest imported Patna, 56 lb. bags	5 32 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 pickd.	9 60	
Imported Caroline rice, fancy	8 00	
Brown sago, lb.	0 04 1/2	0 05 1/2
Tapioca, medium, pearl, lb.	0 05 1/2	0 06
Seed, lb.	0 05	0 06

NUTS.—Marbot Walnuts have advanced a half cent and are now selling at 13 1/2 to 14 1/2c per lb. Brazils have also advanced 1/2c to new level of 16 to 17c. Filberts are higher at 11 to 13c. Pecan nuts are higher, selling at 18 to 20c. Demand for nuts is quiet with exception of peanuts which shows a healthy increase. Confectioners are buying more liberally owing to greater sale of confectionery at this season.

In shell—		
Brazils	0 16	0 17
Filberts, Sicily, per lb.	0 12 1/2	0 13
Filberts, Barcelona, per lb.	0 11	0 13
Tarragona Almonds, per lb.	0 16	0 16 1/2
Walnuts, Myette Grenobles, per lb.	0 15	0 16
Walnuts, Marbots, per lb.	0 13 1/2	0 14 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	
Coon, roasted	0 08	
Diamond G, roasted	0 09	
Bon Ton, roasted	0 11	0 12
Sun, roasted	0 10	0 12
Spanish No. 1	0 12	0 13
Virginia No. 1	0 13	0 15
Pecans,umbo	0 18	0 20
Pistachios, per lb.	0 18	0 19
Walnuts—		
Bordeaux, halves, bright	0 27	0 28
Broken	0 27	0 28

A DROP IN MOLASSES.

Just as Canadian Grocer was going to press on Wednesday afternoon, a wire from our Montreal office stated that fancy Barbadoes molasses had dropped to 34 1/2c, several sales having been made at that figure.

ONTARIO MARKETS.

POINTERS:—

- Sugar—Marking time.
- Coffees—Tending to weakness.
- Peppers—Advancing on primary market.
- Nuts—Scarce and high.
- Salmon—Easing off.

Toronto, May 28.—After dullness, which for some time has been prevailing in general grocery trade, dealers welcome warmer weather and prospects for heavier volume of business. Trade this week has taken on much brisker tone, and gives every indication of becoming better, as stocks in retailers' hands have become low owing to holding off on account of money stringency.

Collections, too, show a marked improvement with some firms. Others, however, consider conditions had enough yet, and claim that tightness shows little sign of letting up. Situation on the whole, however, is brighter than for some time.

SUGAR.—Sugar market appears decidedly a waiting market. Generally buying has been pretty much on a hand-to-mouth basis both on part of wholesalers and retailers, as none seem confident enough as to what future will be to lay in any supply. However, there is a fair consumptive demand, which will undoubtedly be increased materially with better weather and preserving season coming on.

Rain in Cuba has of late been quite general, causing general interruption to work and corresponding firmness in market. One or two large transactions in raws have taken place, and at a slight fractional advance, showing rather a firmer feeling in that market.

Some irregularity in prices of refined has been felt on other side, but almost all refiners are now getting up to a \$4.20 or even \$4.25 basis. Sugar, though now claimed to be at a reasonable basis, has not caused heavy buying, and should the weather suddenly improve it is thought that demand will make firmer prices and permit of some of the losses claimed by refiners to be repaired. Year ago extra granulated in bags sold on Toronto market at \$5.45, as compared with \$4.40 to-day, a difference of \$1.05 per cwt.

Extra granulated, bags	4 40
Extra granulated, 20-lb. bags	4 60
Extra granulated, 5-lb. cartons	4 70
Extra granulated, 2-lb. cartons	4 70
Second grade granulated	4 25
Yellow, bags	4 00
Barrels of granulated and yellow will be furnished at 5 cents above bag prices.	
Extra ground, bbls.	4 80
Extra ground, 25-lb. boxes	5 20
Extra ground, 5-lb. boxes	5 20
Powdered, bbls.	4 60
Powdered, 25-lb. boxes	5 00
Powdered, 5-lb. boxes	4 80
Crystal diamonds, 5 lb. boxes	7 10
Crystal Dominoes, 5 lb. boxes	7 20
Paris lumps, in 100-lb. boxes	5 15
Paris lumps, in 50-lb. boxes	5 25
Paris lumps, in 25-lb. boxes	5 45
Paris lumps, cartons, 20 to case	0 35

SYRUP AND MOLASSES.—Continuance on part of molasses manufac-

turers to refuse to book orders for delivery after June 30 would indicate prolonged firmness of situation. Advances before that date are not now anticipated, but dealers are fairly confident that firmer prices will be realized.

Corn syrups continue in fairly heavy demand, considering lateness of season. Prices hold unchanged.

Syrups—		
2 lb. tins, 2 doz. in case		Per case.
5 lb. tins, 1 doz. in case		2 40
10 lb. tins, 1/2 doz. in case		2 75
20 lb. tins, 1/4 doz. in case		2 65
Barrels, per lb.		0 23 1/4
Half barrels, lb.		0 03 1/2
Quarter barrels, lb.		0 03 1/2
Pails, 38 1/2 lbs. each		1 75
Pails, 25 lbs. each		1 25
Molasses, per gallon—		
New Orleans, barrels	0 27	0 29
New Orleans, half barrels	0 29	0 31
West Indies, barrels		0 28
West Indies, half barrels		0 30
Barbados, fancy, barrels	0 45	0 47
Barbados, fancy, half barrels	0 49	0 50
Maple Syrup—Compound—		
Gallons, 6 to case		4 80
1/2 gals., 12 to case		5 40
1/4 gals., 24 to case	4 80	5 40
Pints, 24 to case	2 70	3 00
Maple Syrup—Pure—		
5 gallon cans, 1 to case		1 25
Gallons, 6 to case		8 60
1/2 gallons, 12 to case		7 25
Quarts, 24 to case	7 25	8 40
Pints, 24 to case		4 70
Maple Sugar—		
Pure, per lb.	0 14	0 15
Maple Cream Sugar—		
24 twin bars		1 80
40 and 48 twin bars		3 00
Maple butter, lb. tins, dozen		1 90

DRIED FRUITS.—For some months report has had it that Valencia raisins are played out in Spain. Sales of these made from London market during past week would tend to fully corroborate this report. Market continues firm, with strong advancing tendency, so that prices for next season will likely rule higher.

Growers' Association in California, gaining control of situation, is likely to have effect of forcing up prices on almost all California fruits. Crop conditions generally are reported as fairly satisfactory, but should this association gain control, it is stated that prices for coming season will show general advance.

Currants, too, are likely to be firm and higher owing to neglected conditions of crops in Greece as result of war.

Locally dried fruits are getting pretty well cleaned up, especially stocks of prunes, apricots, peaches and raisins, foremost of which are now reduced, so that only small sizes are left.

Apricots—		
Standard, 25-lb. boxes		0 14
Choice, 25-lb. boxes		0 16
Fancy		0 18 0 22
Candied Fruits—		
Lemon	0 11	0 12 1/2
Orange	0 12	0 13
Citron	0 15	0 18
Currants—		
Fine Filiatras, per lb.		0 07
Choicest Amalas, per lb.		0 07 1/2
Patras, per lb.		0 07 1/2
Choice Vostizas		0 10
Shade dried Vostizas	0 10 1/2	0 11
Cleaned, 1/2 cent more.		
Dates—		
Faria, choicest, 12-lb. boxes	0 08 1/2	0 09 1/2
Faria, choicest, 60-lb. boxes	0 07	0 07 1/2
Package dates, per pkg.	0 05 1/2	0 07 1/2
Evaporated apples	0 05 1/2	0 07 1/2
Figs—		
Natural figs, in bags, lb.	0 05	0 07
Comadre figs, in taps, per lb.	0 04	0 04 1/2
Eleme figs, in boxes, according to size, lb.	0 08 1/2	0 15
Peaches—		
Standard, 25-lb. boxes		0 10
Choice, 25-lb. boxes	0 11	0 12 1/2
Choice, 50-lb. boxes		0 08

THE CANADIAN GROCER

Prunes—		
30 to 40, in 25-lb. boxes, faced.....	0 12½	0 13¼
40 to 50, in 25-lb. boxes, faced.....	0 11¼	0 09
50 to 60, in 25-lb. boxes, faced.....	0 07½	0 07
60 to 70, in 25-lb. boxes, faced.....	0 07	0 06½
70 to 80, in 25-lb. boxes, faced.....	0 06	0 06
80 to 90, in 25-lb. boxes, faced.....	0 06	0 06
90 to 100, in 25-lb. boxes, faced.....	0 06	0 06
Same fruit in 50-lb. boxes, unfaced, ¼c less.		
Raisins—		
Sultana, choice.....	0 10	0 12
Sultana, fancy.....	0 12	0 14
Valencias, selected, new.....	0 09	0 09½
Valencias, old stock.....	0 07½	0 08
Seeded, 1 lb. packets, fancy.....	0 07	0 08
Seeded, 1 lb. packets, choice.....	0 06½	0 07

TEA.—London market is shade easier this week owing to quality going off. Weather conditions have now begun to effect crop, so that next week's market is likely to be even easier yet.

May sale at Colombo showed firm market owing to heavy buying from Australia. Green grades were scarce and strong, and common grades, though not so markedly effected, were also inclined in same direction.

COFFEE.—South American coffees all incline to be somewhat weaker this week. Good washed varieties have not gone down any, but tendency is towards weakness. New crops will be coming along in another month. Up to present Brazil holders have been very firm in ideas of price, and New York dealers think prices low, and would like to see an advance. Since that report, however, this drop in Santos has taken place, so that now dealers look for firm maintenance of present prices.

Rio, roasted.....	0 18½	0 21
Green, Rio.....	0 18	0 20
Santos, roasted.....	0 23	0 25
Maricao, roasted.....	0 25	0 28
Bagoita, roasted.....	0 27	0 29
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
Chicoery.....	0 11	0 13

SPICES.—On primary market peppers have advanced about ½c. Should further advances be made, local market is likely to be affected also. Cloves are still high, with little sign of easing off until fall. Ginger and cassia are cheap at present level, but are likely to go up later in season. Cream tartar continues firm.

	5 and 10 lb. Tins.	¼ lb. pags.	¼ lb. tins doz.
Allspice.....	14-17	90-90	70-80
Cassia.....	22-27	72-90	80-90
Cayenne pepper.....	23-28	72-90	90-1 15
Cloves.....	30-35	1 00-0 95	1 00
Cream tartar.....	30-31		
Curry powder.....	35		
Ginger.....	22-27	65-85	75-95
Mace.....	75-1 00		8-2 75
Nutmegs.....	25-30	90-90	1 00-2 00
Peppers, black.....	19-22	67-75	80-90
Peppers, white.....	27-29	90-1 05	1 05-1 15
Panry spice.....	20-27	65-85	75-1 10
Pickling spice.....	14-18	75-90	75-90
Turmeric.....	16-18		

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

Cardamon seed, per lb., in bulk.....	2 25	1 90
Cinnamon, Ceylon, per lb.....	0 90	0 90
Mustard seed, per lb., in bulk.....	0 10	0 12
Celery seed, per lb., in bulk.....	0 60	0 70
Shredded cocconut, in palls.....	0 17	0 20

RICE AND TAPIOCA.—Rangoon rices are now claimed to be cheaper than for some time. Fancy American grades hold firm and show tendency to climb upward. Tapioca shows slightly greater firmness than week ago but still continues easy.

Rice—		
Rangoon, per lb.....	0 05½	0 06
Rangoon, fancy, per lb.....	0 05	0 05½

Patna, per lb.....	0 05½	0 06½
Jaym, per lb.....	0 05½	0 06
Java, per lb.....	0 05½	0 07
Carolina, per lb.....	0 06	0 10
Sago—		
Brown, per lb.....	0 05½	0 06
White, per lb.....	0 05½	0 05½
Tapioca—		
Bullet, double goat.....	0 09½	0 09½
Medium pearl.....	0 09½	0 09½
Seed pearl.....	0 09½	0 09½
Flake.....	0 09½	0 09½

NUTS.—Spot stocks of shelled almonds are scarce, so that greater firmness is likely to prevail. American peanuts advanced recently on primary market and show corresponding firmness here, but without change in price. Jumbos are expected to go up here shortly. Walnuts are in fairly plentiful supply. Trading except for peanuts is almost all in shelled varieties.

In shell—		
Almonds, Formigetta.....	0 15	0 16
Almonds, Tarragona.....	0 16	0 17
Brazils.....	0 13	0 15
Filberts, Sicily.....	0 10	0 10
Filberts, Barcelona.....	0 10	0 09½
Peanuts, green, per lb.....	0 10	0 10½
Peanuts, roasted.....	0 12	0 14
Pecans.....	0 18	0 20
Walnuts, Bordeaux.....	0 13	0 13½
Walnuts, Grenoble.....	0 16	0 16½
Walnuts, Marbots.....	0 14	0 15
Walnuts, Cornes.....	0 13	0 14
Shelled—		
Almonds.....	0 38	0 40
Filberts.....	0 25	0 25
Peanuts.....	0 10	0 10
Pecans.....	0 09	0 075
Walnuts, new.....	0 30	0 32

CANNED GOODS.

Toronto, May 28.—Stocks of corn are claimed by some dealers to have now reached so low a level that they are likely to be all used up even before new pack comes in. Peas and tomatoes, too, are beginning to show signs of a possible wind up. Fruits are in such plentiful supply that there will likely be some held over till next season.

Prices on salmon are likely to be much easier owing to this being year of big run, and wholesalers advise a general cleaning up of stocks before coming of new pack.

Lobsters are high and scarce, and shrimps unobtainable. Market will likely be devoid of both before end of summer.

Judging from present outlook asparagus crop in California promises to be a short one, so that firmness is expected to prevail on that market.

MANITOBA MARKETS.

POINTERS,—

Prunes ⅞s to ½c up.

Santos Coffee—1 to 2c up.

Winnipeg, May 27.—There is a better feeling in business circles in Winnipeg, although should cold, backward weather be of longer continuance, there will be cause for uneasiness. For one thing, collections have improved and freer movement of money will have a most beneficial effect.

There is no doubt that tightness of money has benefited the West as a whole, for it has cut down what was little short of a craze for real estate

speculation. Sooner great bulk of real estate 'boomsters' who have preyed on community for last two years with get-rich-quick propositions are out of business and are at some useful occupation, better it will be for country as a whole.

Industrial situation is satisfactory. The crop outlook should as yet cause no uneasiness. Immigration is pouring in and there has never been a real lack of money for legitimate enterprise.

It is true that retail merchants have been conservative in ordering as wholesalers have been in selling, but in ordinary business circles there has been at no time any scare. Blue ruin talk has been from the subdivision mongers and they are likely to have little to do but take in each others washing for a while.

Important changes in prices of coffee, prunes and cereals will be found in the lists.

SUGAR.—Since last review sugar is steady and unchanged. There is a good demand with supplies ample. Sugar market is, however, in an unsettled state, owing to various conflicting influences.

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

SYRUPS—

Corn Syrups—	
2 lb. tins, per case.....	2 25
8 lb. tins, per case.....	2 63
10 lb. tins, per case.....	2 51
20 lb. tins, per case.....	2 62
Barrels, per 100 lbs.....	3 82
Molasses, New Orleans, gal.....	0 33
Molasses, Barbados, gal.....	0 45
Maple syrup, quart, per case.....	0 50
Maple syrup, ½ gals.....	6 20
	5 85

DRIED FRUITS.—As intimated last week in Grocer, prunes of the larger sizes have had a sharp advance. Bulge took place in California two weeks ago. There is a strong suspicion of a corner rather than a scarcity and if such is the case higher prices are coming.

Prunes—	
90-100s, 25s, s.p.....	Per lb. 0 06
90-100s, 10s, s.p.....	0 04½
90-90s, s.p.....	0 06½
90-90s, 10s, s.p.....	0 06
70-90s, 25s, s.p.....	0 06
70-90s, 1s, s.p.....	0 06½
60-70s, 25s, s.p.....	0 06½
50-60s, 25s, s.p.....	0 07½
40-50s, 25s, s.p.....	0 09
Cooking Figs—	
Choice boxes.....	0 06½
Half boxes.....	0 06½
Half bags.....	0 05½
Valencia Raisins—	
Fine, f.o.s., 28s, s.p., per box.....	2 75
Fine, selected, 28s, s.p., per box.....	2 70
4-crown layers, 22s, s.p., per box.....	2 65
4-crown layers, 14s, s.p., per box.....	1 35
4-crown layers, 17s, s.p., per box.....	0 75
No plus ultra, 82s, s.p., per box.....	2 30

Sultanas—	
California.....	0 09½
Smyrnas.....	0 14
0 14	
Currants—	
Dry clean, per lb.....	0 07½
Washed, per lb.....	0 07½
1-lb. package.....	0 05½
2-lb. package.....	0 17½

COFFEES AND TEAS.—Recent declines in Rios have as a natural sequence been followed by decline in Santos. But further declines are not probable. Coffee crop, at present in growth stages, is not up to average. Visible supply is not large and valorization committee has a pretty firm hold of situation. A decline of 2 cents on green and 1 cent on roast-

THE CANADIAN GROCER

ed Santos will, however, be welcome to the trade.

Coffee—		
Green Rio, No. 5	0 16 1/4	
Roasted Rio	0 21	
Green Santos	0 17	
Roasted Santos	0 23	
Chicory	0 11 1/4	
Teas—		
China blacks, choice	0 25	0 40
India and Ceylon, choice	0 32	0 40
Japans, May picking	0 35	0 50
Japans, choice	0 35	0 45

NUTS.—Serious damage to the French almond crop is reported and prices in Europe have advanced 10 per cent. Something of a speculative fever is apparent in Palermo and Hamburg. It is pretty safe to predict high priced almonds this fall. Local trade in nuts is quiet.

Brazil	0 18	0 19
Tarragona almonds	0 15 1/4	
Peanuts, roasted, Jumbos	0 12 1/4	
Peanuts, choice	0 11	
Pecans	0 22	
Marbot walnuts	0 13 1/4	
Greenoble walnuts	0 16	
Sicily filberts	0 11 1/4	
Shelled almonds	0 33	0 34
Shelled walnuts	0 31	

NOVA SCOTIA MARKETS.

By Wire.

Halifax, May 27.—Butter is scarce on local market and price firm. Dealers do not expect any cheap butter on local market this year. Eggs are in good supply and price is unchanged. There is better demand for potatoes. Island stock is selling at 55c and Nova Scotia at 65c per bushel. Sales of Bermuda onions are heavy. There is improved demand for canned fruit and vegetables. Oranges are scarce and high. Dealers also report increased sales of sugar at lower prices. Pork products are high and may advance further.

Apples, No. 1, per bbl.	4 00
Bacon, side, per lb.	0 19 1/4
Bananas, per lb.	0 03 1/2
Butter, creamery, per lb.	0 31
Cheese, per lb.	0 15 1/4
Cranberries, Cape Cod, per barrel	14 00
Currants, Vostizzas, per lb.	0 06 1/2
Canned Goods—	
Corn, 2's, per doz.	1 20
Peas, 2's, per doz.	1 07 1/4
Raspberries, 2's, per doz.	2 37 1/2
Strawberries, 2's, per doz.	2 40
Tomatoes, 2's	1 40
Cornmeal, per bag	1 50
Eggs, fresh, per dozen	0 17
Flour, Ontario, 90 per cent.	5 25
Flour, Manitoba best, per bbl.	6 15
Grapefruit, per case	3 50
Hams, per lb.	0 30
Lemons, per case	5 00
Oatmeal, std., per sack	2 25
Oranges, Florida, per case	5 50
Oranges, navel, per case	5 25
Pork, American clear, per bbl.	27 00
Potatoes, per bag	1 50
Raisins, Cal. fancy, per lb.	0 08
Rolled oats, per bbl.	5 25
Salmon, Sockeye, per case	19 25
Sweet potatoes, per hamper	2 00

NEW BRUNSWICK MARKETS.

By Wire.

St. John, May 27.—Market is quiet, with few changes. Most staples are dull. Business is fairly good and collections fair. Dealers did a good holiday trade. Local dealers observed 24th Saturday, and many other places Monday. Opinion now seems to be for lower sugar during summer. It is not known when, but it is certain not to be higher. All stocks of Barbadoes molasses are said to be about bought up. Trend of

market is higher. No change has yet been made, but market will be likely no lower. Local supply is only average. Yellow eye beans are very scarce, and have advanced to \$3.30 to \$3.35. Better quality hard to get here. Pork and beef are still scarce. Potatoes are plentiful and low in price. Eggs are little dearer.

Bacon, roll	0 15	0 16
Bacon, breakfast	0 18	0 20
Beans, Austrian, bushel	2 30	2 65
Beans, yellow eye, bushel	3 30	3 35
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 12 1/4	0 12 1/4
Cheese, new, lb.	0 13	0 14 1/4
Currants, 1's, lb.	0 07 1/2	0 08
Canned Goods—		
Beans, baked	1 30	1 35
Beans, string	1 02 1/4	1 05
Corn, doz.	1 10	1 15
Peas, No. 4	1 40	1 45
Peas, No. 3	1 43 1/4	1 45
Peas, No. 2	1 45	1 50
Peas, No. 1	1 30	1 35
Peaches, 2's, doz.	2 55	2 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 55	
Cornmeal, bags	1 35	
Cornmeal, bbls.	2 75	
Eggs, hennery	0 19	0 20
Flour, Manitoba	5 25	5 30
Flour, Ontario	5 65	5 70
Lard, compound, lb.	0 10 1/4	0 11
Lard, pure, lb.	0 15 1/4	0 15 1/4
Lemons, Messina, per box	3 50	4 00
Molasses, Barbados, fancy	0 38	0 39
Oatmeal, rolled	5 25	
Oatmeal, std.	5 80	
Pork, domestic mess	29 00	
Potatoes, barrel	27 00	
Raisins, California, seeded	0 08	0 09
Rice, per cwt.	3 85	3 95
Salmon, Case—		
Red Spring	9 25	9 50
Cohoos	8 50	8 75
Sugar—		
Standard granulated	4 50	
United Empire	4 40	
Bright yellow	4 30	
No. 1 yellow	4 00	
Paris lumps	5 50	

FRUIT MAN GOES TO SENATE.

E. D. Smith, fruit grower and preserver, Winona, Ont., has been appointed with three other Ontario men, a member



E. D. SMITH, WINONA, ONT., who has just been appointed to the Senate of Canada.

of Canada's Senate. Mr. Smith is a figure familiar to many, not only in his native district, but throughout Canada. He was born Dec. 8, 1853 at Winona;

has been a fruit grower since 1873; a fruit dealer and nurseryman since 1882; a jam manufacturer since 1904 and a canner since 1906. He is an ex-member of Parliament.



Following items are from Canadian Grocer of June 2, 1893:—

“A. F. MacLaren, the cheese manufacturer, of Stratford, Ont., will be banqueted by the business community before leaving for Windsor.”

Editorial Note.—Mr. MacLaren was the man who originated MacLaren's cheese and who is now at the head of the Laurentia Milk Co., manufacturers of homogenized milk.

“The berry and small fruit season is now close at hand, and all wholesalers anticipate an increased demand for sugar which generally follows this.”

Editorial Note.—This little reminder published in Canadian Grocer 20 years ago is very suitable for to-day. Sugar sales will soon begin to increase.

VETERANS IN THE GROCERY TRADE.

(Continued from page 27.)

One little method he has adopted brings him considerable new business. He always keeps on hand in a separate compartment enough money in small bills to change any-sized bank note that might be presented. “People know this,” he stated, “and if they have a large bill to be broken up they are sure of getting it changed here; the majority feel they are indebted to us and usually make a purchase. Some of these casual customers often become regulars.”

Mr. Drake is, of course, a reader of The Canadian Grocer, and finds it very useful with its selling ideas and methods. “I maintain, and have frequently told the members of our association,” he remarked, “that every grocer should read it. There are always suggestions in it that none of us should miss.”

Every man has at his disposal hundreds of illustrations in his own life from his early school days to last week where he succeeded in doing things which shortly before he looked upon with doubt. It was easy after it was over.

FLOUR & CEREAL DEPARTMENT



Dealers Not So Sure of Flour Advancing

Situation Would Appear Even Stronger Than Ever—Long Delay Now Making Advance Doubtful—Millers Hesitate to Put Up Price, Thinking Firmness May Not Be Maintained—Export Demand For Rolled Oats on Increase.

Owing to long looked for advance in flour never having materialized, millers are inclined to retreat from their firm stand held during past three weeks, and doubt whether market is going up at all. Though wheat is again up, quotations on May wheat in Winnipeg on Tuesday being 97 $\frac{1}{8}$ as compared with 93 $\frac{7}{8}$ of a week ago, this would appear to be only a fluctuation previous to May market closing. July wheat is, however, close behind, being sold on same date at 96c, only 1 $\frac{1}{8}$ c lower.

From all appearances it must be judged that millers have bought up all wheat necessary at lower prices, and that only reason for not now advancing flour is the fear that market may not hold, and that they would have to make corresponding decline later.

Most of visible supply of wheat in country is supposed to be sold for export, but there is no way of telling what millers may be holding in private elevators.

Aid to wheat market here has been coming from States, as many rumors have been received to effect that much damage has been done winter wheat there, especially in Kansas and Oklahoma, two of the largest producing States.

Year ago first patents Manitoba wheat flour were selling in Toronto at \$5.70, an advance of 30c per cwt. over present prices. Taking this also into consideration, a good firm market may be expected.

Receipts of flour on Montreal market for the week were 64,555 sacks, as compared with 47,704 sacks for same week of last year. Exports for the week were 85,549 sacks, as against 52,711 sacks for corresponding week of year ago.

MONTREAL.

FLOUR.—Flour market is firm, even though demand is rather quiet. This is owing to increased price of wheat, but no advances are anticipated at present. Last week prices were shaded on some

grades, but this week are firm. The demand for export is limited, although large number of inquiries have been received.

Winter wheat, fancy patents, in bags ..	4 50	4 75
Straight rollers, in bags	4 30	4 50
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.—There is no change in price of cereals this week, and situation is practically identical with that of week ago. Trade is quiet and prices are firm, is only way to describe market.

Receipts of rolled oats for week were 500 sacks, as compared with 11,940 for corresponding week of year ago. Exports of rolled oats for week were 1,400 sacks and 1,525 cases, as against 3,100 sacks and 4,450 cases for same week of last year.

Rolled oats, in 25 sack lots	2 05	2 05
Rolled oats, in single bag lots	2 18	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	2 70
Hominy, in 98 lb. sacks	2 00	2 00
Cornmeal, in 98 lb. sacks	1 85	1 90
Rolled oats, in cotton sacks, 5c more.		

MILL FEEDS.—Mill feed market is steady under decline of last week, and there is very little improvement in situation. Heavy stocks are moving sluggishly, and at present rate of trading will last for some time. However, millers are hoping that conditions will brighten, and that heavy stocks will soon be back to normal. Prices are weak, and several sales of bran have been reported at \$16 and others at \$16.50, but ruling price is \$17.

Bran, in car lots, per ton	16 00	17 00
Shorts, in car lots, per ton	19 00	19 00
Middlings, in car lots, per ton.....	21 00	21 00
Wheat moulee, per ton	23 00	23 00

TORONTO.

FLOUR.—General feeling amongst millers appears to be one of fear to put up prices on flour lest market should not hold at higher level, and owing to guaranteeing market difficulty should be experienced later.

Situation is, however, even stronger than last week, and if mills decide to

change prices, move will almost undoubtedly be upward. With mill feeds dull, even at \$17 and \$19 basis, and with wheat steadily mounting upward, an advance on flour would, from the millers' standpoint, appear quite justified.

From Toronto exporting is nil. At one time on Tuesday there was a difference of 7c between Minneapolis and Winnipeg on wheat in favor of the former, which puts both Toronto and Winnipeg completely out of line on flour and wheat alike.

Should wheat continue to hold up after end of month, it would now appear likely that an advance would be made, but dealers are not so sure of position this week, and are somewhat inclined to look for strong, steady market.

Manitoba Wheat.		
1st patent, in car lots, bags	5 40	5 40
2nd patent, in car lots, per bbl.....	4 90	4 90
Strong bakers, in car lots, per bbl.....	4 70	4 70
Feed flour, in car lots, per ton.....	30 00	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.—Mills are all beginning to receive inquiries for export business in rolled oats. Oat market in States is now going up to such a height that shortly millers there should be out of line. Oat market here, too, is about 1c stronger than week ago, so that with increased inquiry and a strong primary market prospects are for greater firmness in rolled oats. No advance is anticipated immediately, however, owing to lateness of season.

Rolled oats, small lots, 90 lb. sacks.....	2 10	2 15
Rolled oats, 25 bags to car lots.....	3 00	2 07 $\frac{1}{2}$
Standard and granulated oatmeal, 98-lb. sk., small lots	2 35	2 35
Rolled wheat, 50 lb. boxes	1 50	1 50
Rolled wheat, small lots, 100-lb. bbls....	2 85	2 85
Rolled wheat, 5 barrel to car lots	2 70	2 70
Cornmeal, 98 lb. bags, 25 bag lots, best quality	1 70	1 90
Cornmeal, 98 lb. bags, 25 bag lots, coarser grades	1 50	1 65
Rolled oats in cotton sacks 5 cents more.		

MILL FEEDS.—Even at low level reached last week on mill feeds, market is dull and lifeless. There are some reports of even further shading of prices, but these have not been confirmed. Market, however, is weak, and should an advance be made on flour even a further decline would not be surprising.

Bran, in car lots, per ton	17 00	18 00
Shorts, in car lots, per ton	19 00	20 00
Middlings, in car lots, per ton.....	21 00	23 00
Wheat moulee, in car lots, per ton.....	23 00	25 00



Pines are Easier; Lemons Tending Upward

Marked Slump on Primary Banana Market—Tomatoes Show Fine Quality and Tend to Ease Off Gradually—More Favorable Weather Expected to Put up Prices on Imported Lines.

MONTREAL.

GREEN FRUITS.—Fruit market is inclined to be dull as weather and holiday interruption are unfavorable to business. Prices have fluctuated considerably during past week. Lemons and oranges are higher, owing to scarce supplies resulting from the frosts in California early in year.

Bananas are easier this week, selling as low as \$1.75 to \$2.50 with a tendency to lower prices. While crop conditions in South fully warrant present prices and even higher prices, it is not thought that prices will advance, but rather that they will be lower owing to poor trading and fact that Jamaica crop will soon be at hand. "The advent of Jamaica bananas will break the market and lower prices will prevail. It will be a very difficult matter to raise the price again after once the market is broken," is the way one importer put it.

A car load of California cherries arrived on Monday, and will sell around \$2.25 to \$2.50 per box which is more within reach of average dealer. Florida limes are in and are selling at \$2.00 per box, which is rather high even for this season. Watermelons are arriving in car lots from Florida and are commanding record figures. Dealers are paying 60 to 65c per melon and retailing them at 5c per pound. Canteloupes are coming in small lots and commanding high prices. Pines are very plentiful and selling well at \$2.50 to \$2.75 per case. Retailers are pushing sale of pines very energetically, retailing them at from 2 for a quarter to as high as 17c each, according to quality. Strawberries are selling at various prices according to quality with range 10 to 20c per quart.

Apples—	
Ben Davis XXX.	4 50
Spies, first grade, per barrel	5 50
Spies, second grade, per barrel	5 00
Russets, No. 1, per barrel	5 00
Russets, No. 2, per barrel	2 75
Bananas, crated	1 75
Cherries, California, 7-lb. box	2 50

Cocoanuts, per bag	5 00
Cranberries	11 50
Grape fruit, Florida, case	4 25
Grape fruit, Cuban	2 75
Lemons	4 50
Limes, Florida, per box	2 00
Oranges, California navels	4 75
Oranges, Sorento	3 75
Oranges, Valencia	5 50
Pineapples, Havana	2 50
Strawberries, per quart	0 10

VEGETABLES.—Vegetable market made few price changes during past week. Green beans are cheaper at \$3.00 per hamper and wax beans are also lower, selling at \$3.50 per hamper. Green peppers are coming in small baskets and are selling at 50c per basket. Egyptian onions are 1/4c cheaper at 2 1/4c per lb. Rhubarb is cheap and plentiful. Potatoes are easy, owing to competition with new potatoes. Cabbages and beans are very plentiful this week.

Asparagus, American, fancy, per crate	3 50	4 00
Asparagus, Canadian, 11-qt. basket	1 25	1 25
Beans, wax, per hamper	3 50	3 50
Beans, green, per hamper	3 00	3 00
Beets, new, per doz. bunches	1 50	1 00
Beets, old, per bag	1 00	1 00
Cabbage, new, crate of 4 to 5 doz.	2 25	2 25
Cabbage, per bbl. of 3 doz.	1 00	1 25
Carrots, new, per doz. bunches	0 75	0 75
Carrots, old, per bag	1 25	1 25
Cauliflower, hothouse, per basket	3 00	3 00
Celery, Bermuda, small crate	4 50	4 50
Celery, Bermuda, large crate	10 00	10 00
Cucumbers, per doz.	1 75	2 00
Cucumbers, per basket	3 50	3 50
Egg plant, doz.	2 50	2 50
Garlic, per bunch	0 15	0 15
Horse radish, per lb.	0 20	0 20
Indive, French, per lb.	0 30	0 30
Leeks, per bunch	1 25	1 25
Lettuce, Boston, crate of 2 doz.	2 25	2 25
Lettuce, curly, crate of 4 doz.	3 00	3 00
Mushrooms, basket of 4 lbs.	3 00	3 00
Onions—		
Canadian red, per lb.	0 01 1/2	0 01 1/2
Egyptian, per lb.	0 02 1/2	0 02 1/2
New, green, per doz. bunches	1 25	1 25
Oyster plant, Canadian	0 75	0 75
Peppers, green, small basket	0 50	0 50
Potatoes—		
Bermuda, new, per bbl.	7 50	7 50
Green Mountains, car lots, bag	0 60	0 62 1/2
Quebec grades, car lots, bag	0 50	0 50
Quebec grades, small lots, bag	0 85	0 85
Sweet potatoes, basket	2 50	2 50
Radishes, per doz.	0 30	0 40
Rhubarb, per doz. bunches	0 15	0 25
Spinach, per bbl.	3 00	3 00
Tomatoes, Florida, fancy, case	4 50	5 00
Tomatoes, Florida, choice, case	4 00	4 00
Turnips, per bag	1 25	1 25
Water cress, per doz. bunches	1 00	1 00

TORONTO.

GREEN FRUITS.—Pineapples have dropped another 25c and are now quoted at \$2.50 and \$2.75 per case. Cuba

is now pretty well through shipping and though Florida pines are being offered, as yet they have not been placed on this market, though both Hamilton and Ottawa are importing. Brokers look for Toronto to start in another week as sizes quality and prices are all quite desirable.

Strawberries now being sold are Baltimore home-grown. These come in large boxes, and fine sizes. Better quality fruit than that hitherto received is early expected.

Spies are almost unobtainable at any price, and other varieties of apples, though still on, are practically done.

California cherries have dropped 50 cents, and are expected to experience even further declines. Early in week \$3 was top price paid but market stiffened temporarily to \$3.50.

Lemon situation is very firm. Verdelli lemons will be in by about June 10, and high prices are expected, \$5 or \$6 per case being present anticipation.

On oranges, prices though now high, would likely be greatly advanced by more favorable weather. Navels are about done, just an odd car now arriving. California Valencias are arriving in splendid condition. Reports from South state that desirable sizes are likely to be scarce; that saleable sizes will be very high, but that there will be a large quantity which will have to sell at whatever they will bring. Crop is expected to be all shipped by middle August or September.

Marked slump took place in bananas on primary market this week owing to unfavorable weather conditions. Supplies however are not heavy and with heavy demand all through Eastern States an early advance and strong markets throughout all June are expected. With warm weather prices according to one broker, would go up out of sight.

Watermelons are expected within next week.

Apples—		
Spies, first grade, per bbl.....	4 00	5 00
Spies, second grade, per bbl.....	3 00	4 00
Russets, No. 1, per barrel.....	3 25	3 50
Russets, No. 2, per barrel.....	2 75	3 00
Baldwins, per bbl.....	3 50	4 00
Fancy imported, box.....	2 50	
Bananas, per bunch.....	1 75	2 25
Cherries, California, 11 and 33 rowed bxs.	5 00	5 50
Cocoanuts, per sack of 50.....	5 00	5 50
Grapefruit, Florida, sizes 54, 54 and 50, case.....	4 00	5 00
Grapefruit, Cuban, all sizes, per case....	3 50	4 50
Lemons, Messina.....	4 00	4 50
Limes, per box of 100.....	1 50	
Oranges, California Valencias.....	5 50	6 25
Oranges, Valencia, ordinary, 420s, case....	5 50	6 50
Oranges, California navel, case.....	4 50	5 00
Pineapples, case of 24, 30, or 36.....	2 50	2 75
Strawberries, Baltimore, quart.....	0 12	0 16

VEGETABLES.—A number of price changes have been made, and mostly downward. Egyptian onions have dropped 25c per sack, peppers about \$1 per hpr., new potatoes, Bermudas, 50c per hpr., and Floridas 75c per bbl. Tomatoes are easier by half a dollar, and are likely to ease off gradually as soon as Texas and Mississippi begin to ship. Quality now arriving from Florida show marked improvement, but few fancy are even yet being received.

A few genuine Bermuda onions are still arriving, but will all be used up shortly. Texas, Bermudas, and Egyptians, though not in heavy supply will be on for some time yet.

Asparagus, domestic, dozen.....	1 00	1 25
Beans, green, hamper.....	3 00	3 50
Beans, wax, hamper.....	3 50	4 00
Beets, imported, box of 2 doz.....	2 00	
Carrots, per bag.....	0 75	
Carrots, imported, per box.....	2 00	
Cabbage, Virginia, new, crate of 4-5 doz....	3 00	
Cauliflower, Maryland, hamper.....	2 00	2 50
Celery, Bermuda, dozen.....	1 75	
Cucumbers, Florida, hamper.....	3 50	3 75
Lettuce, doz. bunches.....	0 30	0 40
Lettuce, Boston heads, hamper.....	3 50	4 25
Mushrooms, per lb.....	0 50	0 75
Onions—		
Egyptian, sack of 112 lbs.....	2 50	2 75
Texas, Bermudas, 50-lb. crate.....	1 75	
Bermudas, 50-lb. crate.....	1 75	
Green, imported, per doz.....	0 10	
Peppers, green, basket.....	0 40	0 50
Peppers, green, hamper of 6 boxes.....	2 25	2 50
Parsley, large bunches, doz.....	0 50	0 75
Parsnips, per bag.....	0 50	0 65
Peas, green, hamper.....	2 50	3 25
Potatoes—		
Bermuda, new, hamper.....	2 50	
Bermuda, new, barrel.....	8 50	
Florida, new, per bbl.....	6 25	
New Brunswick, per bag.....	1 10	
Ontario, per bag.....	0 75	0 85
Radishes, doz. bunches.....	1 50	2 00
Radishes, hamper.....	1 50	2 00
Rhubarb, domestic, doz. bunches.....	0 25	0 40
Spinach, per bbl.....	2 25	2 50
Spinach, domestic, per bushel.....	1 00	
Squash, Florida, case.....	4 00	
Turnips, per bag.....	0 40	
Tomatoes, Florida, case.....	4 50	
Water cress, domestic, 11-qt. basket.....	0 50	0 75

FROST DAMAGE TO FRUIT.

M. S. Glasseo, of Glasseo, Limited, preserves of jams, etc., Oakville, Ont., stated to The Canadian Grocer this week that the outlook for fruit in that district was none too good as the recent frosts have done considerable damage, more especially to the early varieties. The strawberry grub is making great headway around there and Clarkson, and unless something is done to rid the country of this nuisance, he declares, the future results will be very serious indeed.

The California asparagus crop promises to be a short one this season, judging from the present outlook.

Building Up the Fruit Trade in Summer

Season Now Here When Special Attention Should be Given To it—Display in a Small Window That Brought Good Business—Using the Basket and Recipe Ideas to Promote Trade.

The fruit season is on. From now until the frosts of autumn come, the grocery trade will experience good business in first one and then another of the many fruits for preserving as well as present use. Naturally, business will be best for the merchant who goes after it in the best manner.

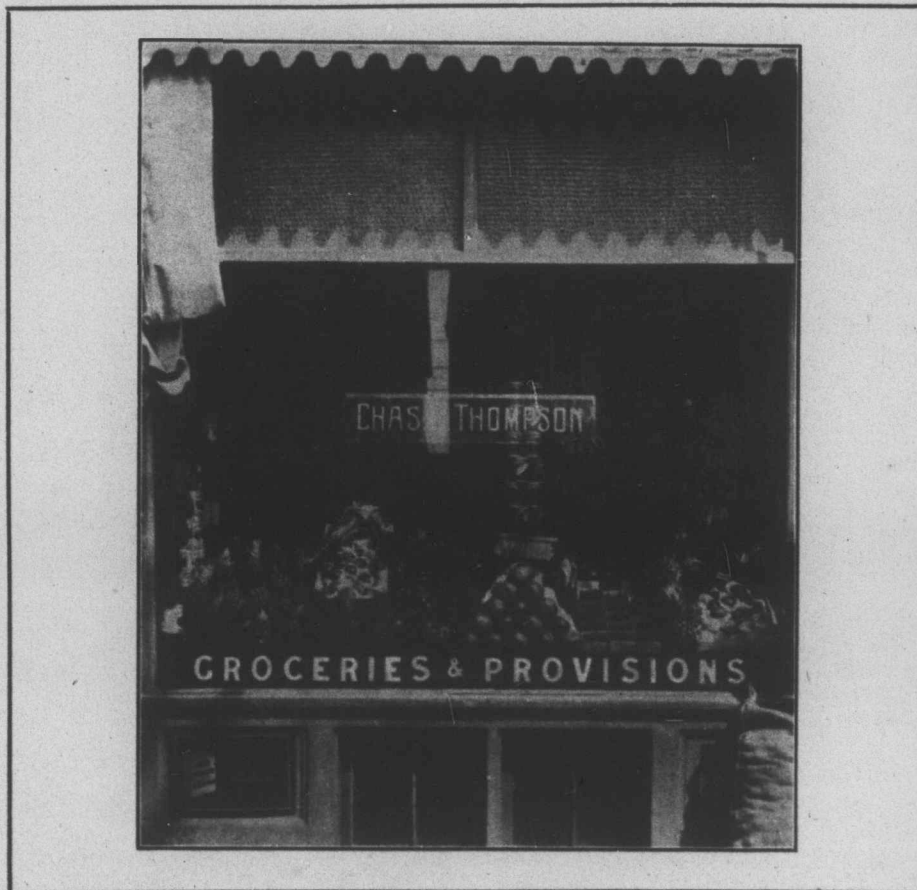
The window, no matter how small, should be worked to the fullest in showing fruits. The pineapple season is here and pines are selling rapidly. But the grocer should not make the mistake of thinking that all his customers will come to him even should he place his pineapples out of sight. The better the display and the more attractively arranged, the greater is going to be the resultant business.

The accompanying illustration shows good use made of a small window. This display appeared recently in the window of Chas. E. Thompson, Hallam St., Toronto, and the proprietor states brought considerable business. From the photograph it will be noted that the words "groceries and provisions" stand out prominently. The window floor is on a slant, these words being lettered on a

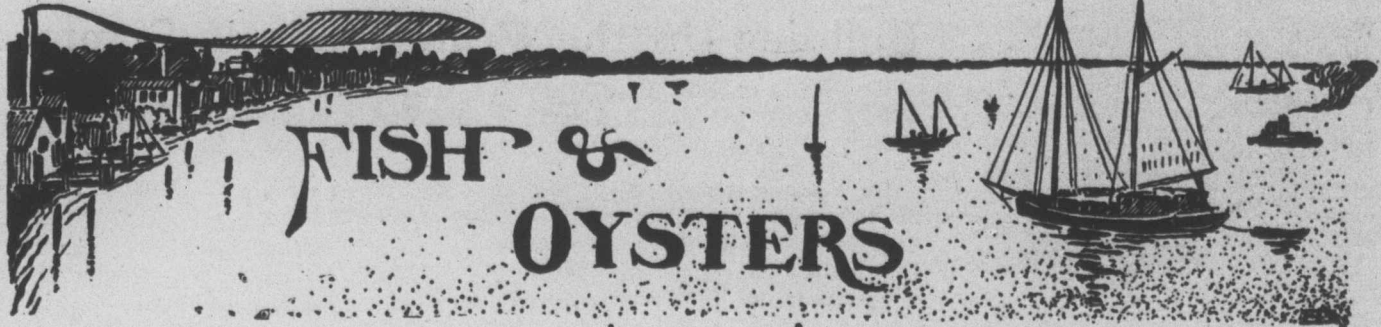
board inside the window and at the base of the slant.

It will not be long before the fruit season will broaden out. Strawberries, raspberries and cherries will soon be in and later peaches, plums and pears. When the later fruits come in, the basket idea is often effective in making sales. Baskets filled with a variety of fruit at a popular price, such as 25c, 50c, 75c and \$1.00 have brought good business for many grocers. Oranges, bananas, grapes, peaches, plums and pears, can all be used and with the addition of fine colored excelsior attractive displays can be effected.

It should be kept in mind that summer is the great fruit season and every possible method should be used from now on to sell fruits in season. The recipe method should not be overlooked. If the grocer goes to the trouble to have a number of recipes for preparing different fruits, printed and distributed among his customers, he is sure to get new business. No matter where two or three women are gathered together, some portion of the conversation usually deals with recipes.



Fruit display recently shown by Chas. E. Thompson, a Toronto grocer, in a small window.



Whitefish Decline on Toronto Market

Indications Would Point Towards an Advance in Halibut—
Number of New Lines Appearing on Market—Mackerel Catches Liberal and Prices Likely to go Lower in Montreal.

MONTREAL.

FISH.—Cooler weather has been ideal for fish dealers and judging by demand during last week or so, they have made good use of the favorable weather. Smoked fish and salt fish are practically forgotten but demand for canned fish is quite heavy and offsets loss of business in other two departments. Price for new pack of canned salmon will probably be from 10 to 15 per cent. lower than last year owing to unusually heavy pack anticipated this year.

Gaspe salmon are arriving in small lots and are still high, but lower than last week, being quoted at 26 to 28c instead of 28 to 30c. Mackerel are being caught in great numbers along east coast and lower prices are predicted. Shad are more plentiful and cheaper selling at 35c instead of 45c as last week. There is plenty of all kinds of sea fish and prices are inclined to be easier especially on halibut and haddock which are more plentiful than usual owing to heavy catch of Eastern halibut. It is estimated that over 30,000 lbs. of this fish was consumed in Montreal last week in addition to two or more cars of Western halibut. Quality of Atlantic halibut is said to be better than Western and commands from 3 to 5c per pound more in Boston market than any other, but is sold for same money as Western in Montreal where it is eagerly sought after.

The following statistics have a bearing on the future price of halibut. The catch of halibut in British Columbia for period from January 1, 1913, to May 1 was about 9,500,000 lbs., as against 10,000,000 lbs. for same period of year 1912. Catch for April, 1913, was only 2,700,000 lbs. as compared with 4,200,000 lbs. for same period of year previous. This shortage in the catch has not been felt to any extent as yet but it will have its influence sooner or later and unless catch for coming month is excessive the price of halibut in all probability will be advanced.

FRESH FISH.	
Barbotte (dressed), bullheads, per lb.....	0 09
Bluefish, fancy, per lb.....	0 16
Buck shad, each.....	0 35
Carp, per lb.....	0 07
Doree, per lb.....	0 12
Market cod, cases, 250 lbs., per lb.....	0 05
Flounders, per lb.....	0 07
Haddock, fresh, per lb., by express.....	0 06
Salmon, B.C., red, per lb.....	0 20
Salmon, Gaspe, per lb.....	0 25
Steak cod, per lb.....	0 06
Trout, brook, per lb.....	0 26
Trout, lake, per lb.....	0 11
Frogs' legs, small to medium, per lb.....	0 25
Halibut, fresh, per lb.....	0 10
Herring, per 100 fish.....	1 80
Mullet, per lb.....	0 07
Mackerel, per lb.....	0 15
Pike, dressed.....	0 07
Perch, dressed.....	0 09
Whitefish, per lb.....	0 11

FROZEN FISH.	
Herring, per 100 fish, medium.....	1 50
Haddock, per lb.....	0 05
Smelts, fancy.....	0 12
Smelts, No. 1, per lb.....	0 08
Salmon, fancy spring, per lb.....	0 14
Salmon, Gaspe, per lb.....	0 15
Salmon, Qualla, per lb.....	0 08
Whitefish, large, per lb.....	0 10
Whitefish, small, per lb.....	0 07

PREPARED FISH.	
Boneless fish, in blocks, 20 lb. boxes, per lb.....	0 06
Dry Pollock, 100 lb. bundle, per bundle.....	6 00
Pure cod tablets, 20 lb. boxes, per lb.....	0 10 1/2
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 05 1/2
Salt sardines, bbls., 200 lbs.....	5 00
Salt sardines, half bbls.....	3 00
Scotch herring, bbl.....	7 00
Holland herring, bbl.....	9 00
Holland herring, half bbl.....	5 00
Holland herring, keg.....	0 70
Labrador salmon, bbls.....	15 00
Labrador salmon, half bbls.....	8 00
Sea trout, half bbls.....	6 00
Eels, per lb.....	0 08

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

CRUSTACEANS.	
Crab meats, per gal.....	2 00
Lobsters, live, per lb.....	0 20
Lobsters, boiled, per lb.....	0 22
Shrimps, per gal.....	2 00
Periwinkles, per bus.....	2 00
Prawns, per gal.....	2 00

SHELL FISH.	
Scallops, per gal.....	2 75
Solid meats—Standards, gal., \$1.80; selects, gal.....	2 00
Bulk standards, gal., \$1.50; selects.....	1 80
Clams, per bbl.....	7 00
Cape Cod shell oysters.....	12 00

TORONTO.

FISH.—Whitefish have this week declined 1 cent per lb., making price now 13 cents. Although this decline has been

made, supplies to be had are very limited, and several dealers complain they cannot get enough to meet their needs. Another big run, however, starts about June 1 so that stocks are very soon to be replenished. One June fisher has already started to ship, making his first consignment last Monday.

Several new lines are now appearing. Yellow and blue pickerel are being offered, the former at 12 1/2 cents, and latter at 8c. Grey bass, and shiners, too, are now on sale. Fresh mackerel and Saginaw salmon are expected before end of week. Mackerel are likely to run at about 25 to 35 cents each, while salmon are expected to sell at 25 to 30 cents per pound.

FROZEN FISH.	
Pickerel, per lb.....	0 08
Roe shad, each.....	1 00
Sea herring, per 100.....	1 50
Whitefish, per lb., straight.....	0 09

FRESH CAUGHT FISH.	
Bass, grey, per lb.....	0 06
Butter fish, per lb.....	0 20
Brill, per lb.....	0 15
Eels, live, per lb.....	0 10
Haddock.....	0 05 1/2
Halibut, per lb.....	0 12
Herring, per lb.....	0 06
Lemon soles, per lb.....	0 10
Lobsters, live, per lb.....	0 25
Perch, per lb.....	0 07
Pickerel, blue, per lb.....	0 08
Pickerel, yellow, per lb.....	0 12 1/2
Roe shad, each.....	1 00
Salmon, Restigouche, lb.....	0 25
Salmon, B.C., per lb.....	0 23
Shiners, per lb.....	0 04
Steak cod.....	0 07
Suckers, per lb.....	0 05
Trout, per lb.....	0 12
Whitefish, per lb.....	0 13
Wrinkles, per bush.....	4 00

SMOKED.	
Finnan haddie.....	0 07 1/2
Kippers.....	1 10
Smoked bloaters, 60s.....	1 25
Smoked fillets.....	0 13

PREPARED.	
Cod, 2-lb. boxes, 12 to crate.....	2 80
Acadia cod, 2-lb. boxes, 12 to crate.....	2 80
Cod in loose strips, 25-lb. to box, lb.....	0 05 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
Shrimps—	
1 gallon cans.....	1 25
2 gallon cans.....	2 40
3 gallon cans.....	4 60
Extra, per lb.....	0 16

HALIFAX.

FISH.—Fish business is now at its height on Nova Scotia coast. Mackerel struck in this week and as a result business is brisk. So far catches are small, but big hauls are expected. Several thousand mackerel were taken in traps near Yarmouth. Only small catches of cod and haddock are being made. Demand for both is light. Lobsters are more plentiful and sales are large. Heavy shipments continue to American markets. There is practically nothing doing in the salt fish line. Shipments



Produce & Provisions



Eggs Tend Upward; Butter Holds Firm

Anxiety of Montreal Storage Men to Get Eggs Causes Advancing Tendency in Market—Provisions Continue to Hold Firm, But With no Further Sign of Advance at Present—Cheese Higher on Country Boards—Market Slightly Easier.

This week shows no further change in prices of meats, but market continues firm as ever and with tendency still upward. Hogs hold at same price as quoted for last two weeks and unless a marked decline is made in them, hog products are likely to continue moving upward. While receipts of hogs have been showing a marked improvement, still there is no sign of a surplus, so that market holds quite firm.

Receipts of eggs continue heavy, but most of them are going direct into storage. Montreal dealers appear anxious to lay in stocks and so are keeping prices up to such an extent that an advance in wholesale price would not seem improbable. Toronto dealers are laying aside all they can get hold of, but after last years' experience are not very keen on paying any higher prices in the country.

Prices on country cheese boards have shown an advance of about 1/2 cent during past week. Receipts have been rather lighter than expected, owing to many manufacturers keeping to butter, and with trade picking up, tendency has been to raise price in country. Values are expected to hold firm until make increases sufficiently to cause any marked accumulation on market. New cheese coming on has rather had tendency to cause easiness in wholesale markets, and although no price change has been made, an easier feeling prevails.

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

	Butter.	Cheese.	Eggs.
Week ending May 24th, 1913.	15,028	24,759	14,172
Week ending May 25th, 1912.	15,306	30,012	15,383
Season May 1 to May 24, 1913.	38,136	57,599	55,739
Season May 1 to May 25, 1912.	40,380	65,635	60,874

MONTREAL.

PROVISIONS.—Provision market developed no interesting points during past week, as trading was affected by holiday. Prices are firm but unchanged.

American market has been fluctuating considerably, but it has not affected local market to any extent. There is talk in some quarters of lower prices owing to large stocks of mill feeds in store, and with another bumper crop predicted there is a possibility that prices may decline on live stock, but this is problematical.

There are two forces that will oppose this:—

1. Increased Consumption vs. Cheaper Feed.
2. Decreased Production vs. Tight Money.

With all staple lines headed toward lower prices, the street is beginning to ask when pork will get cheaper. Prospect doesn't look any too bright for supply of hogs is not keeping pace with demand and until the supply surpasses demand price of pork and pork products will continue to hold firmly or advance.

HAMS—		
Extra large sizes, 28 to 40 lbs., per lb.	0 17	
Large sizes, 20 to 28 lbs., per lb.	0 18	
Medium sizes, selected weights, 12 to 20 lbs., per lb.	0 20	
Extra small sizes, under 12 lbs., lb.	0 20	
Boned and Roiled, large, 16 to 25 lbs., per lb.	0 20	
Boned and roiled, small, under 12 lbs., per lb.	0 21	
Picnic hams, 6 to 12 lbs., per lb.	0 18 1/2	
BACON—		
Breakfast bacon, heavy, 14 to 20 lb. sides	0 19	
Fancy breakfast bacon, boneless, lb.	0 23	
Windsor bacon, skinned, backs, lb.	0 23	
Windsor bacon, skinned, backs, boneless, per lb.	0 24	
Spiced roll bacon, boneless, short, lb.	0 16 1/2	
Wiltshire bacon, 50 lb. sides, lb.	0 18	
SHOULDERS—		
Square shoulders, boneless, per lb.	0 16	
Square shoulders, bone in, per lb.	0 15	
Cottage rolls, small, 4 lbs., per lb.	0 18	
COOKED MEATS—		
Roiled ham, small, skinless, boned, lb.	0 29	
Jellied tongue, 10 lb., open tins, lb.	0 29	
Headcheese, per lb.	0 08	
English brawn, per lb.	0 11	
Jellied beef, 5 lb. tins, per tin.	0 75	
Cooked pickled pig's feet (in vinegar, 25 lb. kits), per lb.	0 07	
DRY SALT MEATS—		
Long clear bacon, 50-70s, lb.	0 15 1/2	
Long clear bacon, 80-100s, lb.	0 14 1/2	
Flanks, bone in, not smoked, lb.	0 15 1/2	
PURE LARD—		
Tierces, 375 lbs., per lb.	0 14 1/2	
Tubs, 50 lbs., net, lb.	0 14 1/2	
Boxes, 50 lbs. net, per lb.	0 14 1/2	
Pails, wood, 20 lbs. net, lb.	0 14 1/2	
Pails, tin, 20 lbs. gross, lb.	0 14 1/2	
Cases, tins, 10 lbs., each, lb.	0 15	
Cases 3 and 5 lb. tins, per lb.	0 15 1/2	
One pound bricks, 60 in case	0 15 1/2	
COMPOUND LARD—		
Tierces, 375 lbs., per lb.	0 09 1/2	
Tubs, 50 lbs. net, lb.	0 10	
Boxes, 50 lbs., per lb.	0 09 1/2	

Pails, wooden, 20 lbs., net	0 10 1/2	0 10 1/2
Pails, tin, 20 lbs. gross	0 09 1/2	0 10
Cases, 10 lb. tins, 60 lbs. in case	0 10 1/2	0 10 1/2
Cases, 3 and 5 lb. tins, 60 lbs. in case	0 10 1/2	0 10 1/2
One pound bricks, 60 lb. cases	0 11 1/2	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.	25 50
Heavy clear fat backs, 40-50 pcs., bbl.	25 50
Heavy clear fat backs, 60-70 pcs., bbl.	27 00
Flank fat pork, bbl.	28 00
Pickled pigs feet, short, 200 lb. bbls.	6 00

SUNDRIES.

Bologna, beef bungs, per lb.	0 08
New England ham, per lb.	0 14
Blood pudding, per lb.	0 08
White pudding, per lb.	0 07 1/2
Sausage, farmer's, per lb.	0 09
Pure pork sausage, little pig casings, lb.	0 18
Tripe, in kits, 25 lbs., per lb.	0 06

HOGS.

Live Weight, per 100 lbs.	10 50	10 60
Dressed pork, per 100 lb.	15 00	15 00

BUTTER.—New "Grass Butter" is arriving in small quantities this week, but price is unchanged. Prices are firm, owing to a heavy demand.

Fresh creamery print	0 28	0 28 1/2
Creamery 2 olds	0 28	0 28
Farmers separator butter	0 25	0 25
Dairy prints, choice	0 25	0 25
Dairy solids	0 25	0 25

EGGS.—Price of eggs is a little firmer than last week, with prices headed upwards. Storage men are taking all surplus stocks with result that spot market is kept rather bare. Receipts of eggs are not up to the record of last year. Eggs are retailing here at 28c to 30c per dozen. Selects and No. 1 eggs are 1c higher this week.

Eggs—		
New laid, in 30 doz. case, doz.	0 26	
New laid, in cartons	0 27	
Selects, in case, per doz.	0 25	
No. 1, in case, per doz.	0 23	

CHEESE.—There is no change in cheese situation. Stocks are heavy and demand poor and with new make looming up it is possible that prices might be shaded for round lots, for market is inclined to be weak. Makers bit too heavily and have more stock than they can sell readily. Outlook for its disposal looks dismal.

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

POULTRY.—A few broilers are coming on market and are commanding fancy prices, but it will be a few weeks yet before any great quantity will be offered. Prices for other lines of poul-

try are unchanged. Stocks are ample but none too large.

Poultry, Dressed—		
Turkeys, per lb.	0 25	0 25
Ducks, per lb.	0 22	0 22
Chickens, per lb.	0 20	0 21
Fowls, per lb.	0 17	0 17
Geese, per lb.	0 14	0 15
Milk fed chickens, per lb.	0 24	0 24
Broilers, milk fed, frozen, per lb.	0 28	0 32

TORONTO.

PROVISIONS.—Firmness continues to prevail in provision markets, but with cool weather sales have not been as heavy as they otherwise would have been. Sausage season is now practically over, and to take the place, cooked meats are rapidly coming forward.

Lard situation for pure is, if anything, inclined to be rather easier at some points, but as yet movement has scarcely been noticeable. Fact that stocks held are light would tend to indicate no great easing off.

HAMS—		
Light, per lb.	0 19½	0 20
Medium, per lb.	0 19	0 19½
Large, per lb.	0 16½	0 17
BACKS—		
Plain, per lb.	0 23	0 24
Boneless, per lb.	0 24	0 26
Pea meal, per lb.	0 23	0 24
BACON—		
Breakfast, per lb.	0 19	0 21
Roll, per lb.	0 15½	0 16
Shoulders, per lb.	0 13½	0 14½
Pickled meats—1c less than smoked.		
DRY SALT MEATS—		
Long clear bacon, light	0 15½	0 15½
Long clear bacon, heavy	0 15	0 15½
COOKED MEATS—		
Hams, boiled, per lb.	0 27	0 28
Hams, roast, per lb.	0 29	0 29
Shoulders, boiled, per lb.	0 21½	0 21½
Shoulders, roast, per lb.	0 22½	0 22½
BARKELLED PORK—		
Heavy mess pork, per bbl.	22 00	23 00
Short cut, per bbl.	27 00	28 00
LARD, PURE—		
Tierces, 400 lbs., per lb.	0 14½	0 14½
Tubs, 60 lbs., per lb.	0 14½	0 14½
Pails, 20 lbs., per lb.	0 15	0 15
Pails, 3 and 5 lbs., per lb.	0 15½	0 15½
Bricks, 1 lb., per lb.	0 16	0 16
LARD, COMPOUND—		
Tierces, 400 lbs., per lb.	0 09½	0 10
Tubs, 60 lbs., per lb.	0 10	0 10½
Pails, 20 lbs., per lb.	0 11	0 11
HOGS—		
Live, f.o.b., per cwt.	9 25	9 35
Live, fed and watered, per cwt.	9 60	9 75
Dressed, per cwt.	14 00	14 50

BUTTER.—With Montreal market holding up prices here are being maintained, and tendency on part of manufacturers would appear to be to hold rather than to sell at lower figure. Reports from most quarters speak of good pastures and plenty of grass, so that it is quite probable that all creameries will turn to solids.

One dealer is of opinion that butter will store higher this year than last, and that prices will never get down as low as 22 cents.

Delivery of prints to city has been heavy, so that Toronto is now well supplied. Farmers' dairy, owing to increased receipts has taken on a rather easier tone this week, but prices as yet hold at 23 to 25 cents.

	Per lb.	
Fresh creamery print	0 27	0 29
Creamery solids	0 25	0 28
Farmers' separator butter	0 25	0 25
Dairy prints, choice	0 23	0 25
Dairy solids	0 18	0 20

EGGS.—Eggs show even greater firmness this week with a tendency to advance. Montreal continues to take large share of eggs by paying as high as 20 cents at shipping points. Toronto

on the other hand has had to raise price up to 19 to 19¼ cents and expects to have to pay 20 before end of week. Cold weather too is much in favor of maintaining present levels, as storage men are now laying their hands on all they can get, whereas during hot weather they would turn a greater number over to the city.

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

CHEESE.—On country boards new cheese is firmer by about ½ cent, but on local market, presence of new cheese is tending to make market easier. One dealer this week stated that as there was a proportionately higher profit in butter, he was of opinion that less cheese would be made this year than last, and thus tendency would be for prices to rule quite firm.

Cheese—		
Old, large	0 14½	0 15
Old, twins	0 15	0 15½
New, large	0 13	0 13½
New, twins	0 13½	0 14

POULTRY. Market for live is much easier this week. Civic authorities having forbidden killing of all fowl in Jewish district has temporarily cut off all demand, but return may be expected almost any day.

Spring broilers are now fairly plentiful and for birds weighing 1½ lbs. or more, inquiry is fairly heavy. Prices range about from 35 to 45 cents, and some are even asking as much as 55 cents.

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 23
Fresh—		
Chickens, dressed, per lb.	0 25	0 27
Fowl, dressed, per lb.	0 18	0 20
Fowl, live	0 13	0 14
Spring broilers, 1½ lbs. and over	0 35	0 45

Percentage Increases on Hog Products

How This Animal Has Advanced in Value in Past Two Years—Increase to Farmer Has Been More Than 60 Per Cent.—Wholesalers' Prices Up From 18 to 40 Per Cent.—Population Growing Too Rapidly for Hog Production.

That the farmer is now receiving \$3.50 per cwt. more for his hogs than he did in May, 1911, was pointed out in Canadian Grocer, issue of May 16. Commenting upon this increase, a prominent Toronto provision dealer said that although the farmer is now being offered so much more for his hogs, still he is not going in for hog raising. "Ontario," he maintained, "does not produce any more hogs to-day, and probably not as many as five years ago. This is due chiefly to scarcity of labor on the farm and the practical impossibility of securing any kind of permanent help. For that reason, though prices are now high, it is rather unlikely that they will go lower until more hogs are marketed. Farmers would willingly flood the market with hogs if only they had enough help to warrant them going into hog-raising extensively."

More Food Wanted.

"Canada's population has been increasing very rapidly and demand for hog products has increased in proportion. Is it any wonder that pork products have advanced seeing that the supply of hogs has been shut off rather than increased?"

Is the packer, wholesaler, or retail dealer, then, making as large a profit as he was two years ago? To this, dealers unanimously answer no. When bacon is selling wholesale at 16 cents the percentage of profit is much larger than when the price of 21 cents is obtained. The time when both wholesaler and re-

tailer can make the greatest gain, is when these products can be bought for least money and sold out again for least money.

The same thing holds good in butter, eggs and all farm products. When a wholesale dealer sells butter at 20 cents he realizes roughly two cents over cost price. To make the same margin on butter at 30 cents, he should realize, roughly speaking, 3c. When the retailer can sell butter at 25 cents per lb. to the consumer, it is claimed as the time of greatest profit in the transaction to all concerned.

The Farmer Profiting.

The fact then that hog products have been advancing does not of necessity mean that larger profits are being realized all round. The farmer would appear to be getting the big end of the deal as his increase shows the largest percentage of all, being 60.87 per cent. as compared with the wholesalers increase of 26.66 per cent. on light hams, 29.41 per cent. on plain backs, 18.88 per cent. on breakfast bacon and 40 per cent. on pure lard in tierces for the same length of time.

A PAPER ALWAYS WELCOMED.
The MacLean Pub. Co.
Gentlemen,—Enclosed find two dollars (\$2.00) for Canadian Grocer as for copy up to April 1st, 1914. We are always pleased to receive the Grocer, as we often find some useful articles to enlighten our mind to make this business a little easier. The Grocer is always welcome.

Yours truly,
STUEBING & SON.
Berlin, Ont.

Conforms to the Government's Standard

SHIRRIFF'S True Vanilla conforms to the standard of the Dominion Government's New Pure Food Law which is now in effect. In fact, we are pleased to state that

Shirriff's

True Vanilla



is stronger than the Government's standard for purity. It is absolutely pure, being the extract of the finest Mexican Vanilla Beans.

So far the Pure Food Law only fixes a standard for Vanilla and Lemon Extracts. But you can depend on all Shirriff's Extracts being high-class — well worthy of your strongest recommendation.

Look up your stock of Shirriff's Extracts. Perhaps some lines are getting low. And now that the Pure Food Law is in force, the demand for absolutely pure Vanilla and Lemon Extracts will be greater than ever.

Imperial Extract Co.

Steiner and Matilda Streets
Toronto



Showing Electric Recorder
and Cash Till.

The
evolution
of the pro-
fessional "Dead-beat."

How to Stop Him in Time

You, Mr. Grocer, are sowing the seed of Professional "Dead-Beatism" every day you allow carelessness to creep into the collection of your accounts. Here is the way it works—Mr. Jones, a good respectable citizen opens a small account with you, he pays up, is labelled a good pay, and runs another account. This time he allows it to run a week or so over time, pays a little on it, and so on week after week until he loses track of the real amount he owes. You think he is alright, he intends to be, but has become a little careless. You let him go without sending in his bill either from lack of time or from carelessness. When you do send it he is shocked; it has got beyond him, he quietly goes and you lose your money. Mr. Jones is then on the fair road to become a "dead-beat." He now has the nerve, he tries it again, he succeeds again—he is now a "Professional dead-beat"—all because you were too lenient. Before you make any more "dead-beats," Mr. Grocer, look into the McCaskey one-writing Account system, and you'll change your ways. Your customer knows how his account stands at every purchase—he stops it in time and stays respectable—stays a "good-pay" and you hold his trade and lose no money.

Write to-day.

Manufacturers of "Surety" Carbon Back
Counter Check Books.

THE DOMINION REGISTER CO.

LIMITED

TORONTO, ONTARIO
Trafford Park, Manchester, Eng.

QUOTATIONS FOR PROPRIETARY ARTICLES

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

BAKING POWDER.

ROYAL BAKING POWDER.

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

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

WHITE SWAN SPICES AND CEREALS, LTD.

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

BORWICK'S BAKING POWDER

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

COOK'S FRIEND BAKING POWDER.

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

In Tin Boxes—

No. 13, 1-lb., 2 dozen	3 00
No. 14, 8-oz., 3 dozen	1 75
No. 15, 4-oz., 4 dozen	1 10
No. 16, 2½-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 03½
500 books to 1,000 books	0 03

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

CEREALS.

WHITE SWAN SPICES AND CEREALS, LTD.

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

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

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

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

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

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

White Swan Flaked Rice, \$1.

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

DOMINION CANNERS.

Aylmer Jams. Per doz.

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

Jellies.

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

Marmalade.

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

Pure Preserves—Bulk.

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

14's and 30's per lb.

Strawberry	0 13
Black currant	0 13
Raspberry	0 13

Freight allowed up to 25c per 100 lbs.

COCOA AND CHOCOLATE

THE COWAN CO., LTD.

Cocoa—

Perfection, 1-lb. tins, doz..	4 50
Perfection, ½-lb. tins, doz.	2 40
Perfection, ¼-lb. tins, doz.	1 25
Perfection, 10c size, doz..	0 90
Perfection, 5-lb. tins, per lb.	0 35
Soluble, bulk, No. 1, lb. ..	0 20
Soluble, bulk, No. 2, lb. ..	0 18
London Pearl, per lb.	0 22

Special quotations for Cocoa in barrels, kegs, etc.

Unsweetened Chocolate—

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

Icings for Cake—

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

Chocolate Confections—per lb.

Maple buds, 5-lb. boxes .. 0 37

Milk medallions, 5-lb. bxs. 0 37

Chocolate wafers, No. 1, 5-lb. boxes

Chocolate wafers, No. 2, 5-lb. boxes

Nonparell wafers, No. 1, 5-lb. boxes

Nonparell Wafers, No. 2, 5-lb. boxes

Chocolate ginger, 5-lb. bxs. 0 31

Milk chocolate wafers, 5-lb. boxes

Coffee drops, 5-lb. boxes .. 0 37

Lunch bars, 5-lb. boxes .. 0 37

Milk chocolate, 5c bundles, 3 doz. in box, per box. .. 1 36

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

0 85

Nut milk chocolate, ½'s, 6-lb. boxes, lb. 0 37

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

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

Almond nut bars, 4 bars. per box 0 85

EPPS'S.

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

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

Smaller quantities 0 37

JOHN P. MOTT & CO'S.

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

Elite, 10c size (for cooking) dozen

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

Nut milk bars, 2 dozen in box

" breakfast cocoa, ¼'s and ½'s

" No. 1 chocolate

" Navy chocolate, ½'s.

" Vanilla sticks, per grs. 1 00

" Diamond chocolate, ½'s. 0 24

" Plain choice chocolate liquors

" Sweet chocolate coatings

0 20

WALTER BAKER & CO., LTD.

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

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

The NEW FRENCH NUTLARD

What is it?

A substitute for Hoglard. An absolutely PURE product of NUT OIL.

Why is it preferred?

Because it is naturally 100% PURE.
Because it never goes Rancid.
Because it is always the same quality.
Because it always gives such satisfactory results.

Who use it?

The Housewife for all her cooking.
The Confectioner says "It's a boon."
The Biscuit Maker says "It is a great biscuit maker."

Why should the GROCER sell it?

BECAUSE—There is no loss.
There is always profit.
There are no complaints
—always satisfaction.

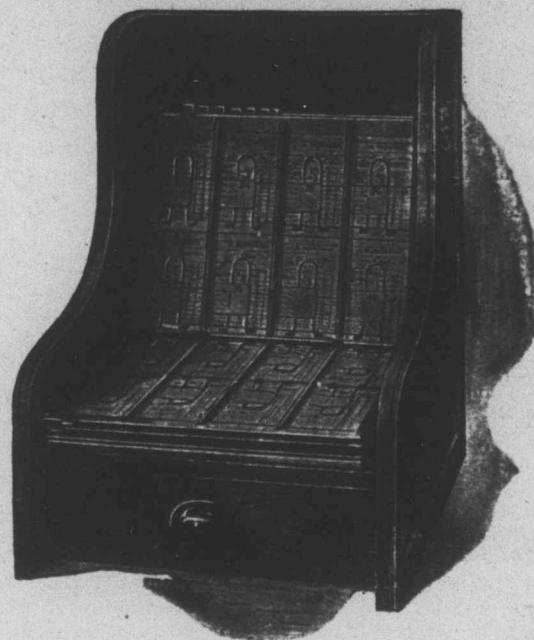
Rocca, Tassy & DeRoux
MARSEILLE

Dominion Agents:

J. RUSSELL MURRAY

6 St. Sacramento Street, - - - TORONTO

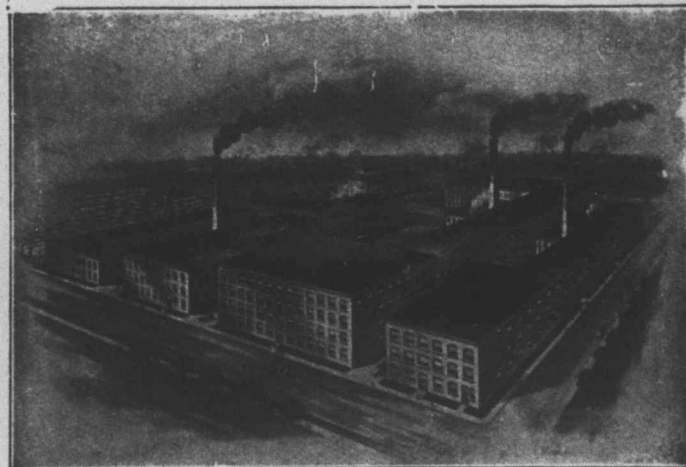
Safe From Mistakes Safe From Fire



That's the way your accounts should be kept

A few of the advantages of using the Ullman Account Register are:

- First:— Your bookkeeping costs you nothing, and it is done correctly.
- Second:— Your accounts are safe from fire, that's important enough to think about.
- Third:— When you close your store at night you have the satisfaction of knowing that all your customers' accounts are posted up to the last cent. Write us to-day.



Live salesmen wanted in some localities.

The Hamilton Ideal Mfg. Co., Ltd.
Hamilton, Ontario

THE CANADIAN GROCER

CONDENSED AND EVAPORATED MILK.

BORDEN MILK CO., LTD.

East of Fort William, Ont.

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

Evaporated (Unsweetened)—

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

WHITE SWAN SPICES AND CEREALS, LTD.

WHITE SWAN BLEND.

1-lb. decorated tins, lb.	0 36
Mo-Ja, ½-lb. tins, lb.	0 32
Mo-Ja, 1-lb. tins, lb.	0 30
Mo-Ja, 2-lb. tins, lb.	0 30
Presentation (with tumblers) per lb.	28c

MINTO BROS.

MELAGAMA BLEND.

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

Packed in 30's and 50lb. case.

Terms—Net 30 days prepaid.

FLAVORING EXTRACTS.

SHIRIFFS

Quintessential.

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

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

Discount on application.

CRESCENT MFG. CO.

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

GELATINE.

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

CLARK'S PORK AND BEANS IN TOMATO SAUCE.

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

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

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

CASTILE SOAP.

"Le Soleil," 72 p.c. olive oil	
Cs. 200 7-oz. pieces, cs.	7 50
Cs. 200 10-oz. pieces, cs.	12 00
Cs. 100 10-oz. pieces, cs.	6 50
Cs. 50 ¾ lb. pieces, cs.	3 75
Cs. 50 1lb. pieces, cs.	4 50
Cs. 12 3-lb. bars, lb.	0 09
Cs. 25 11-lb. bars, lb.	0 08
Cs. "Le Lune," 65 p.c. olive oil	
Cs. 50 ¾-lb. pieces, cs.	3 35
Cs. 12 3-lb. Bars, lb.	0 68½
Cs. 25 11-lb. Bars, lb.	0 08

ALIMENTARY PASTES.

BLANC ¾ FILS.

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

DUFFY ¾ 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
Champagné 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, 100½	16 00
Apple Vinegar, 12 qts.	2 40
These prices are F.O.B. Montreal.	
Imported Peas "Soleil"	

	Per case
Tres Fins, ½ kilo, 100 tins	13 50
Fins, tins, ½ kilo, 100 tins	12 50
Mi-Fins, tins, ½ kilo, 100 tins	11 50
Moyens No. 1, tins, ½ kilo, 100 tins	10 50
Moyens No. 2, tins, ½ kilo, 100 tins	10 00
Moyens No. 2	9 00
Frs. "Petit" Peas.	

Fins, tins, ½ kilo, 100	10 00
Moyens, tins ½ kilo, 100.	7 50
Asparagus, Hericots, etc.	

MINERVA PURE OLIVE OIL.

Case—	
12 litres	8 00
12 quarts	6 00
24 pints	6 50
24 ½-pints	4 25
Tins—	
5 gals., 2s	2 00
2 gals., 6s	2 05
1 gal. 10s	2 10
20s, ½ gal.	2 80

CANNED HADDIES "THISTLE" BRAND.

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

INFANTS' FOOD.

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

BOAR'S HEAD LARD COMPOUND.

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

MARMALADE.

SHIRRIFF BRAND. "SHREDDED."

1 lb. glass (2 dz case)	\$1.90 \$1.80
2 lb. glass (1 dz case)	3.20 3.00
4 lb. tin (1 dz case)	5.50 5.35
7 lb. tin (½ dz case)	8.00 8.35

"IMPERIAL SCOTCH."

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

MUSTARD.

COLMAN'S OR KEEN'S.

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

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

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

Fine.

4-lb. box "Special," box	0 22
8-lb. box "Special," box	0 44
5-lb. box "Standard," box	0 27½
10-lb box "Standard," box	0 55
60-lb. cases or 75-lb. bbls, per lb.	0 05
25-lb. cases, 1-lb. pkgs. (Vermicelli), lb.	0 06

Globe Brand.

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

JELLY POWDERS.

JELL-O.

Assorted case, contains 2 doz.	1 90
Straight.	
Lemon contains 2 doz.	1 80
Orange contains 2 doz.	1 80
Raspberry contains 2 doz.	1 80
Strawberry contains 2 doz.	1 80
Chocolate contains 2 doz.	1 80
Cherry contains 2 doz.	1 80
Peach contains 2 doz.	1 80

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

JELL-O ICE CREAM POWDER

Assorted case, contains 2 doz.	2 50
Straight.	
Chocolate contains 2 doz.	2 50
Vanilla contains 2 doz.	2 50
Strawberry contains 2 doz.	2 50
Lemon contains 2 doz.	2 50
Unflavored contains 2 doz.	2 50

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

SOAP AND WASHING POWDERS.

SNAP HAND CLEANER.

3 dozen to box	3 60
6 dozen to box	7 20
30 days.	

RICHARDS PURE SOAP.

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

Richards Quick Naptha Soap.

GENUINE. Packed 100 bars to case.

FELS NAPTHA.

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

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

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

The Glad Hand of the West

awaits your goods if you will allow us to open the market to you.

With our immense facilities — five large warehouses at the best points, and a wide-awake staff of representatives covering the entire territory all the time. We are in a position to introduce your line more quickly and effectively than would be thought possible.

Our experience and success in Western Canada enables us to guarantee sales.

Will you get in touch with us now?

Nicholson & Bain, Wholesale Commission Merchants and Brokers
HEAD OFFICE :- WINNIPEG, MAN.

WINNIPEG

REGINA

SASKATOON

EDMONTON

CALGARY

LARD

During the warm weather season the nicest way in which to handle Lard, both for yourselves and your customers, is in the **One-pound Carton**.

Our Lard is branded "Star Brand," and is guaranteed absolutely pure. Put up also in 3, 5, 10 and 20-lb. tins, 20 lb. and 60 lb. pails, and in tierces of 360 lbs. each.

Made under Government Inspection.

F. W. FEARMAN CO.
LIMITED
HAMILTON

It Is Inconceivable

that anyone would believe that

UPTON'S PURE FRUIT JAM

is anything but pure original fruit and sugar, to which has been added pure apple jelly.

Do not confuse it with any compound.

T. UPTON CO., LIMITED

Sales Dept.:

St. Catharines, Ont.

Factory at:

Hamilton, Ont.

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 90

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
45 lbs., No. 1 white or blue,	
3 lb. cartons06 1/2
100 lbs., kegs, No. 1 white.	.06
200 lbs., bbls., No. 1 white.	.06
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
25 lbs. Benson's satin, 1-lb.	
cartons, chromo label07 1/2
40 lbs. Benson's Enamel	
(cold water), per case....	3 00
20 lbs. Benson's Enamel	
(cold water), per case....	1 50
Celluloid—boxes containing	
45 cartons, per case....	3 60

Culinary Starch.

40 lbs. W. T. Benson & Co.'s prepared corn 07 1/2
40 lbs. Canada pure corn starch 05 1/4 (20-lb. boxes 1/4c higher.)

BRANTFORD STARCH.

Ontario and Quebec.

Laundry Starches—
Canada Laundry—
Boxes about 40 lbs. 05 1/4
Acme Gloss Starch—
1-lb. cartons, boxes of 40 lbs. 06
First Quality White Laundry—
3-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
6-lb. toy trunks, lock and key, 3 in case 08
6-lb. toy drum, with drumsticks, 2 in case.... 07 1/4
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 60

Culinary Starches—

Challenge Prepared Corn—
1-lb. pkts., boxes of 40 lbs. .05 1/4
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 1/4c higher than (40's.)

OCEAN MILLS, MONTREAL.

Chinese starch, 48, 1 lb., per case, \$4; Ocean Baking Powder, 3-oz. tins, 4 doz. per case, \$1.60; 4-oz. tins, 4 doz. per case, \$3.00; 8-oz. tins, 5 doz., per case, \$6.50; 16-oz. tins, 3 doz. per case, \$6.75; 5-lb. tins, 10 tins a case, \$7.50; 1-lb. bulk, per 25, 50 and 250 lbs., at 15c per lb. Ocean blanc mange 48 8-oz., \$4; Ocean borax, 48 8-oz., \$1.60; Ocean cough syrup, 36 6-oz., \$6.00; 36 8-oz., \$7.20; Ocean corn starch, 48 1-lb., \$3.60.

SOUPS—CONCENTRATED.

CHATEAU BRAND.

Vegetable, Mutton Broth, 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 1/4
Half barrels, 350 3 1/4
Quarter barrels, 175 3 1/4
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 10
10-lb. tins, 1/2 doz. in case. 3 00
20-lb. tins, 1/4 doz. in case. 2 95
(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 repayment.

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 & Ontario, per case 2 60
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

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, Elack and Tar 3 25
Creams and White Cleaner 1 10

TOBACCO.

IMPERIAL TOBACCO COM- PANY 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
Old Fox, 12s 44
Pay Roll Bars, 7 1/2s 59
Pay Roll, 7s 50
War Horse, 6s 42
Plug Smoking, Shamrock, 6s, plug or bar 45
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, 1s and 1/2s .25 .30
Green Label, 1s and 1/2s .27 .35
Blue Label, 1s, 1/2s, 1/4s, and 1/8s30 .40
Red Label, 1s and 1/2s .. .36 .50
Gold Label, 1/2s44 .60
Red-Gold Label, 1/2s55 .80

LUDELLA CEYLON TEA.

Orange Label, 1/2s24 .30
Brown Label, 1/2s and 1s. .28 .40
Brown Label, 1/2s30 .40
Green Label, 1/2s and 1s .35 .58
Red Label, 1/2s 40 .60

MELAGAMA TEA.

MINTO BROS.

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

Wholesale R't'l

Brown Label, 1-lb. or 1/2 .25 .30
Red Label, 1-lb. or 1/2... .27 .35
Green Label, 1s, 1/2 or 1/4 .30 .40
Blue Label, 1s, 1/2 or 1/4. .35 .50
Yellow Label, 1s, 1/2 or 1/4 .40 .60
Purple Label, 1/4 only... .55 .80
Gold Label, 1/4 only70 1.00

JAMS AND JELLIES.

T. UPTON & CO.

Compound Jams — Red Raspberry, strawberry, peach, plum, red currant, black currant, cherry, gooseberry, blueberry, apricot, huckleberry, 12-oz. glass jars, 2 doz. in case, \$1 per doz.; No. 2 tin, 2 doz. in case, \$1.90 per doz.; No. 5 tin pails, 9 pails in crate, 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 1/4c per lb. Packed in assorted cases or crates if desired.

Compound Jellies — Raspberry, strawberry, black currant, red currant, pineapples, 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 1/4c 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.; Current, 2 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. 3 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.

JELLY POWDERS.

WHITE SWAN FLICE AND CEREALS, LTD.

White Swan, 15 flavors, 1 doz. in handsome counter carton, per dozen \$0 90
List Price.

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

YEAST.

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

Pineapples

Down to Rock Bottom

The quality is now at its best and prices are low.

Get your preserving orders together and send to us.

We guarantee the best pineapples leaving Toronto.

LARGE GRADE FINE COLOR
RIGHT PRICE

WHITE & CO., LIMITED
TORONTO and HAMILTON

BANANAS

If you have not yet sent in your standing order to us, to be shipped when and how you wish, let us have it **NOW**.

PINE APPLES

Do not let your customers go past this week without doing their pines for preserving. We will have fresh arrivals every day.

The House of Quality.

HUGH WALKER & SON

Established 1861

GUELPH and NORTH BAY

The
Arctic
IS THE
SANITARY,
COLD DRY AIR
Refrigerator



As a store fitting it has no equal. Cases are made of ash or oak; linings of sanitary spruce shel-lached; fittings, best galvanized iron. All parts separable. The hardware is solid brass.

Write for Catalogue showing our great variety.

JOHN HILLOCK & CO., LIMITED
TORONTO, ONTARIO

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

YOUR CUSTOMERS KNOW
THAT HEINZ QUALITY
MEANS HIGHEST QUALITY
IN FOOD PRODUCTS

They know, furthermore, that they can get their money back if any of

HEINZ 57 VARIETIES
PURE FOOD PRODUCTS

ever fail to please in any way.

They have confidence in the goods, and that's why the demand for Heinz foods is constantly increasing.

Did you ever stop to think how much you benefit by that established demand?

H. J. Heinz Company

**Those Who Know
Cane's Washboards
Always Specify Them**

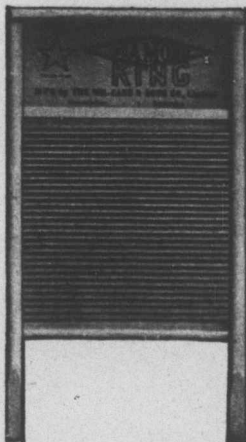
**Because They are Right in Price and
Give the Best Service**

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

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

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

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



**"Babbitt's"
is
The Original
Soap Powder**



Purest, Strongest, Best Selling

You can depend on BABBITT'S SOAP POWDER to please your customers because of its great power as a cleanser. While any soap powder is expected to have cleansing power, BABBITT'S has more because of its concentrated form, so it gives more satisfaction and sells best.

Recommend BABBITT'S and tell your customers about our Premium Store, 396 St. Paul St., Montreal, Canada.

**B. T. BABBITT, INC.
NEW YORK**

**ROSE QUESNEL
A Pure Canadian Smoking Tobacco**

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

and

**KING GEORGE
NAVY PLUG
A Chewing Tobacco**

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

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

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



**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
2 in 1 for white canvas or leather
1 in 1 for tan.

If you are not handling 2 in 1, write to-day to your jobber for a trial order.

**The F. F. DALLEY CO., Limited
BUFFALO, U.S.A. HAMILTON, CAN.**

Pacific Coast Fish

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

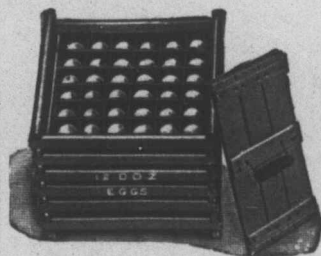
The Canadian Fishing Company, Limited

VANCOUVER, BRITISH COLUMBIA

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

Write us for prices and information.

Quality and Service Unequaled



Humpty Dumpty EGG CRATES

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

Walter Woods & Co.
HAMILTON and WINNIPEG

It is one thing to make Paper Bags that are *occasionally good*. It is quite another thing to make them so that they are not only always better than all other makes of Bags, but *always of unvarying goodness*.

The name "CONTINENTAL GERM PROOF" stamped on each package, means that if a million packages of "CONTINENTAL GERM PROOF BAGS" were placed before you, you could choose any one of them, confident that every Bag in that package would be as *good* as the *best* paper bag ever manufactured.

The Continental Bag & Paper Co., Limited

Exclusive Manufacturers of
Automatic Opening GERM PROOF Reinforced Bottom Paper Bags
OTTAWA - - - ONTARIO

DISTRIBUTORS:

ONTARIO—The Continental Bag & Paper Co. Ltd., Ottawa and Toronto. Walter Woods & Co., Hamilton.
MANITOBA, ALBERTA, SASKATCHEWAN—Walter Woods & Co., Winnipeg.
NOVA SCOTIA, PRINCE EDWARD ISLAND, CAPE BRETON ISLAND—Thomas Flanagan, Upper Water Street, Halifax.
NEW BRUNSWICK—J. Hunter White Agent, North Market, St. John.
BRITISH COLUMBIA—Smith, Davidson & Wright Ltd., Vancouver.
QUEBEC PROVINCE—The Continental Bag & Paper Co., Ltd., Montreal.

CHINESE
STARCH

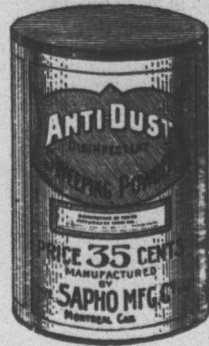
Better Quality Greater Quantity

Better results are obtained by the use of Chinese Starch because of its perfectness in quality. It is the only starch with two oils, one to make the iron slip (ensuring a better finish) the other to perfume the linen. Each package of Chinese Starch contains full 16 oz.—not 12. It is a friend of housewives wherever introduced and a proven **Big Seller**.

OCEAN MILLS, MONTREAL
O. Lefebvre, Prop.

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

Have You
Bought
Your
Supply of



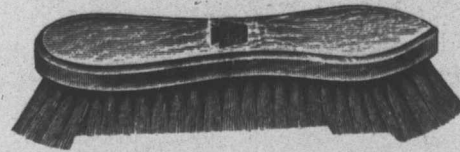
ANTI-DUST Sweeping Compound?

There's none better
It's the line you want
Has features all its own

Write

Sapho Mfg. Co., Limited
Montreal

Agents:—MacLaren Imperial Cheese Co., Ltd., Toronto;
Lauro Chemical & Perfumery Co., Ottawa; Fenwick &
Hendry, Kingston, Ont.; Albert Dunn, 67 St. Peter St.,
Quebec City.



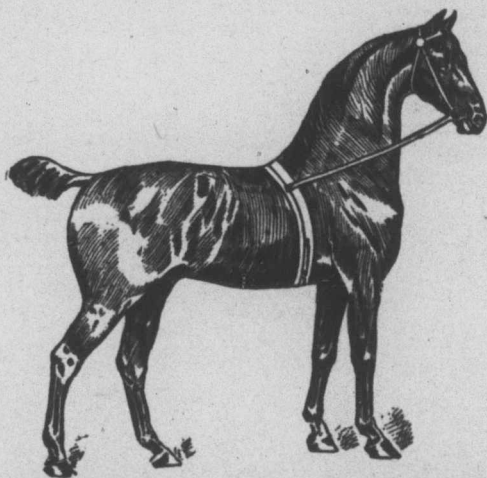
You Cannot Always Tell

by the look of a Brush how it is going to wear, and therefore it is important that you buy goods that are backed up by the reputation of a reliable manufacturer. Every Brush bearing the Keystone Brand is guaranteed to give satisfaction, and you can place them in the hands of your customers with confidence.

Manufactured by

Stevens-Hepner Company
Limited

PORT ELGIN, ONT.



An Opportunity Awaits You

QUINQUINOL, the leading stock food offers an exceptional opportunity to every dealer who has the patronage of country people.

Much business can be secured with no chance of loss whatsoever. Being packed in tins it is absolutely free from loss by vermin or moisture.

We guarantee you by personal letter that you will have no loss from sales. You are at liberty to "money back" the goods. We will make it right. BUT YOU WILL HAVE NO CAUSE as QUINQUINOL always makes good. It is the perfect stock food for Cattle, Horses, Sheep, Poultry, etc. QUINQUINOL is recommended by the Minister of Agriculture.

Has been awarded three diplomas at big Exhibitions.
50% profit—costs the dealer \$4.00 per doz., sells at \$6.00.
Freight prepaid on six doz. lots.

One dealer in each town wanted.

QUINQUINOL STOCK FOOD CO.
69 ST. TIMOTHEE STREET. MONTREAL

ELECTRIC DYES

The Dyes That
Do Dye

No chance work with these. Results are sure and pleasing, and price allows you a large margin of profit.

Neat packages for counter.

Dyeing season is now here. Ask for samples and price list.

Dr. Ed. Morin & Co.
Limited
QUEBEC



EVERY POUND OF
ANCHOR BRAND FLOUR

'Satisfies Every Consumer

because of the fineness of texture, flavor, and the fact that it does not cost any more than inferior brands, some of which are heavily advertised as the acme of perfection. There is absolutely no guesswork in Anchor Brand Flours, because they are manufactured on a basis consistent with the available high grade wheat harvested here West.

Test your trade with our free 3-lb. samples and then make your purchases. . . . merit wins.

Leitch Brothers' Flour Mills, Ltd.

"ANCHOR BRAND FLOURS"

Oak Lake,

Manitoba



'The Ever Palatable Relish--Pickles

A pail of Sterling Brand Mixed or Sweet Pickles invitingly displayed or a good shelf or window display of the bottles will make many sales for you. They always satisfy. See to your stocks to-day and make sure you get Sterling Brand.



THE
T. A. LYTTLE CO., LIMITED
Sterling Rd., Toronto.



Sauce That Lends Zest To The Appetite!

Customers who use a relish or sauce with their meals are usually particular in their tastes, and no sauce can hold them closer than

BRAND'S A1 SAUCE

It lends that tasty zest to the appetite and makes most appetizing all meat dishes, including fish or fowl.

Brand's A1 Sauce is made from an old English recipe which has been used extensively for almost a century in England, including patronage from the Royal family.

You have but to get your customers started using Brand's to ensure for yourself a steady demand for sauce.

Put in a small order—the profit is good.

BRAND & CO., LIMITED

Purveyors to H.M. the Late King Edward VII.

MAYFAIR, - LONDON, ENG.

NEWTON A. HILL, 25 Front St. East, TORONTO
H. HUBBARD, 27 Common Street MONTREAL
McLEOD & CLARKSON, VANCOUVER

**Sardines with the real
sea flavor**

"KING OSCAR"



From the moment the sardine is taken from the water until it is packed in hermetically sealed tins it goes through its several operations in the utmost cleanliness, and so quickly that it still retains its true sea flavor. Being packed in the finest quality olive oil, it retains this flavor.

"KING OSCAR" Sardines represent the most tasty and nutritious fish produced on the market to-day.

By Special Royal Permission

Get them from wholesalers.

CANADIAN AGENTS:

J. W. Bickle & Greening

(J. A. Henderson)

Hamilton, - Ontario

MOTT'S
"Elite"
Chocolate

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

JOHN P. MOTT & CO.

MANUFACTURERS

HALIFAX, NOVA SCOTIA

EUREKA

**Twenty-seven years of Eureka
Refrigeration**



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.

WRITE FOR CATALOGUE AND PRICES

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

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



BUILT ON MERIT

The easiest running, quickest grinding and most attractive mill for your store is

**ELGIN
National Coffee Mill**

It is equipped with our new style force feed steel cutting grinders, which make for fast grinding and durability.

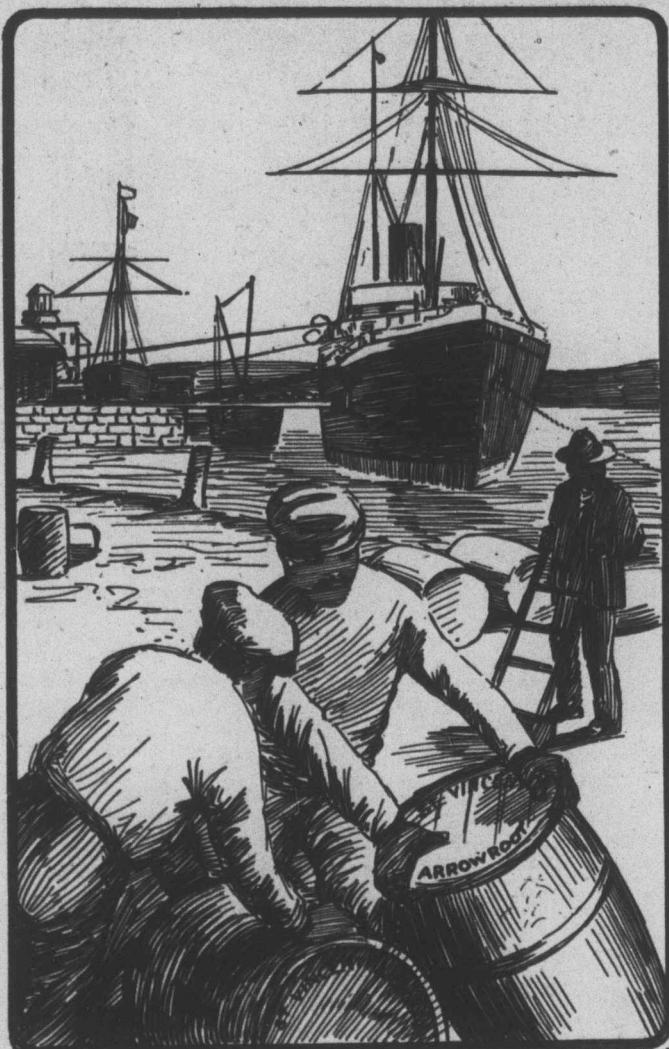
Prompt shipments our specialty.

Ask any of the following Jobbers for our Catalogue:

WINNIPEG—G. F. & J. Galt (and branches); The Codville Co. (and branches).
VANCOUVER—The W. H. Malkin Co., Ltd.; Wm. Braid & Co.; Kelley, Douglas & Co., Ltd.
HAMILTON—Jas. Turner & Co.; Balfour, Snyes & Co.; McPherson, Glasco & Co.
TORONTO—Eby, Blain, Ltd.; R. B. Hayhoe & Co.
LONDON—Gorman, Eckert & Co.
ST. JOHN, N.B.—G. E. Barbour Co., Dearborn & Co.
REGINA, SASK.—Campbell, Wilson & Smith
MONTREAL—The Canadian Fairbanks Co. (and branches).
EDMONTON, ALTA.—The A. MacDonald Co.

MADE BY

Woodruff & Edwards Co.
ELGIN, ILL., U.S.A.



FOR A CENTURY OR MORE

St. Vincent has shipped the bulk of the world's supply of Arrowroot, because St. Vincent Arrowroot is the best.

As a household staple it has made for itself a place in many homes; its wholesome and nutritious qualities make it a healthful food and a blessing for the youngsters, the aged, and the invalid.

The large variety of delightful dishes into which it can be made explains the "why" of its popularity. It is very easily digested.

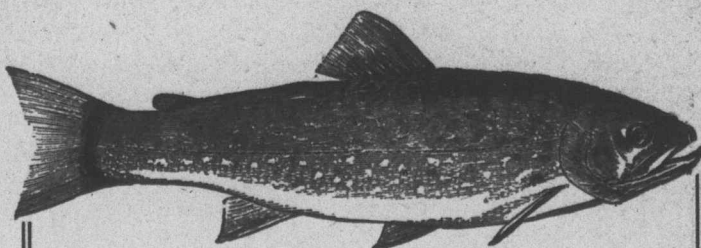
Acquaint your trade with the fact that you have St. Vincent Arrowroot and your sales will be large.

For information and samples write J. Elliott Sprott, Secretary.

ST. VINCENT ARROWROOT GROWERS AND EXPORTERS' ASSOCIATION

KINGSTOWN

ST. VINCENT
B. W. I.



A FISH 5 MINUTES FROM THE WATER

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



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

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

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

Known and appreciated all over Canada.

OUR CHIEF SELLERS

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

CONNORS BROS., LIMITED
Black's Harbor, N.B.

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

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

The Sauce That
Adds That Appeti-
zing Deliciousness
to Steaks, Meats,
Fish or Fowl.

The **Sauce** that makes the
people want more.
The **Sauce** that has a big
sale and pays a good pro-
fit is

**PATERSON'S
WORCESTERSHIRE
SAUCE**

ROWAT & CO.

GLASGOW, SCOTLAND

CANADIAN DISTRIBUTORS:

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



NOTHING ELSE WILL DO

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

WINDSOR TABLE SALT

—and they get it; any other salt
is refused then and when they
are "grown-up's." Cultivate this
habit and retain the good-will
from first to last by offering
Windsor Salt first.

CANADIAN SALT CO., Limited
WINDSOR ONTARIO



**Superlative
Quality
Consistently
Maintained**

Malcolm's preserved milk
products are noted for their
high and unvarying qual-
ity—only the richest and
purest cow's milk being
used.

Grocers should tone up
their stocks with the Mal-
colm lines. Your customers
will appreciate them.

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

St. George Evaporated Milk, 4 doz. in
case \$3.00
Princess Condensed Milk, 4 doz. in case.. 4.50
Banner Condensed Milk, 4 doz. in case... 5.25

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



—brooms that last

are the brooms
that pay

A cheap broom rarely ever gives satisfaction to the customer or the dealer. If you can get your patrons to pay a little more and take the "Pansy" instead of a cheaper, poorer made broom, you are bidding for her future broom trade.

A satisfied customer is a valuable asset to your business, so it is a good policy for you to push a broom that will give the user daily pleasure.

Write for a sample lot of Pansy brooms. We make all grades of brooms and brushes.

H. W. Nelson & Co.
LIMITED
Toronto Ontario

WASHING POWDER LAUNDRY SOAPS TOILET SOAPS

For your particular trade, for your regular trade and for the trade that needs working up you should stock and recommend high quality, pure ingredient washing powders and soaps.

"YOUNG-TOM" WASHING POWDER

ranks among the highest and foremost. It has no smell, contains no harmful ingredients, will not injure the skin, and saves time and labor.

Laundry Soaps, Toilet Soaps ("Glycerine Pumice" and "Tar"), etc., made by the Young-Thomas Soap Co., are high quality in every essential.

They win trade through their merits. Satisfaction to both customer and dealer. Good profit.

Young-Thomas Soap Co., Ltd.
Regina, Canada

"SOCLEAN"

Dustless
Sweeping Compound



WILL BOOST YOUR PROFIT

Introduce "Soclean" in your vicinity and you procure a steady and increasing demand.

Housewives like it because it prevents dust from rising, kills moths, disinfects the home and makes rugs bright and clean.

We help you create a demand by supplying you with transparent signs, cards and counter booklets.

Get the "Soclean" profit now. Your order on postcard will receive prompt attention.

PRICES TO DEALER

25c Pail, 2 doz. in case
4½ 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

SOCLEAN LIMITED, Toronto

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

The Different Kind

of a soap. That, in a nut-shell, is Fels-Naptha.

Different — because Fels-Naphta is more than a soap. It is a different way of washing. Work is done in half the time and without hot water or much rubbing either.



ESTABLISHED 1849

BRADSTREET'S

Offices Throughout the Civilized World
OFFICES IN CANADA

Calgary, Alta.	Vancouver, B.C.
Edmonton, Alta.	Victoria, B.C.
Halifax, N.S.	Hamilton, Ont.
London, Ont.	Montreal, Que.
Ottawa, Ont.	Quebec, Que.
St. John N.B.	Toronto, Ont.
	Winnipeg, Man.

Reputation gained by long years of vigorous, conscientious and successful work.

THOMAS C. IRVING, General Manager
Western Canada
TORONTO

OUR GUARANTEE

If this polish damages your customer's piano, we'll pay for the piano. That's why live Grocers everywhere stock it. It sells, repeats, and brings new faces to a store.



Order from your jobber, or The Harry Horne Co., 309 King W., Toronto. Leadlay, Limited, Bannatyne Ave., Winnipeg, Man. Every package carries above guarantee in detail. Our travellers carry unique propositions.

What Do You Earn?

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

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

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

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

The MacLean Pub. Co.

143-149 University Ave.
TORONTO

SYSTEM SAFETY MORE PROFIT

Systematize the Credit end of your business, and stop losing money, stop losing customers, stop taking chances. Old methods of extending credit and collecting credit accounts have failed. Try the newer and better system—

ALLISON Coupon Books

WORK WORRY LESS LOSS



Here's How They Work

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

For sale everywhere by jobbers.
Manufactured by
ALLISON COUPON CO.,
Indianapolis, Indiana, U.S.A.

53 Highest Awards in Europe and America

WALTER BAKER & CO.'S CHOCOLATE & COCOA



Registered Trade-Mark

Our Cocoa and Chocolate preparations are Absolutely Pure — free from coloring matter, chemical solvents, or adulterants of any kind, and are therefore in full conformity to the requirements

of all Pure Food Laws.

Walter Baker & Co. Limited

Established 1780

Montreal, Can. Dorchester, Mass.

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



DIAMOND CLEANSER

—the handiest cleansing powder on the market for all kinds of scouring—for sinks, baths, tiles, cutlery, kitchen utensils, etc., etc.

Absolutely Odorless and Harmless to the Hands

Take advantage of our extensive consumer advertising and send a trial order to-day.

We also make **DIAMOND WASHING POWDER** — an unequalled powder for washing fine fabrics and laces. Satisfaction guaranteed.

Ask your wholesaler for them.

Diamond Cleanser Mfg. Co.
TORONTO LIMITED ONTARIO
LEADLAY LIMITED Winnipeg Agents

PACKARD'S SHOE POLISHES



A KIND FOR EVERY LEATHER

All the popular 10, 15 and 25c. lines in all colors.

L. H. Packard & Co., Limited
MONTREAL



CLASSIFIED ADVERTISING

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

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

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

BUSINESS CHANCES

GROCERY AND FEED BUSINESS FOR SALE in Vancouver. Stock and fixtures about \$1,000. Can be taken at invoice. Sales about \$1,000 monthly, mostly cash; room for improvements. Write Grocer, Grimmer P. O., Vancouver.

CHINA BUSINESS FOR SALE—REGINA has a population of 40,000, and this store has no opposition whatever. Stock all new within the last year. Owner has larger interests in another city, and finds it inconvenient to look after both. You only get one chance in a lifetime like this, so act promptly. Wire or write, C. T. Woodside, Saskatoon, Sask.

WANTED

WANTED—WHOLESALE GROCERY LINES for the Maritime Provinces, by an experienced traveller with a good connection of years standing. Address Maritime, Box 475, Truro, N.S.

A LIVE, UP-TO-DATE FIRM WITH AN exceptionally good connection amongst the large houses in the grocery, canned goods, starch and confectionery trades, is open to thoroughly work an additional agency. Full particulars to Emery, Luke & Co., 66 Fenchurch Street, London, England.

SITUATION WANTED

CLAIM CLERK, AT PRESENT WITH A grocery house, would entertain similar position with another concern (small house preferred), anywhere in Canada. Thoroughly efficient. Understands freight tariffs, etc., and is first-class correspondent. Address Claims, care of Canadian Grocer, Drawer 849, Vancouver, B.C.

GROCERY CLERK SEEKS POSITION where good salesmanship and attractive displays would be an asset. Good references. Any western town, Calgary, Edmonton preferred. Apply Griffiths, 242 Smith St., Winnipeg.

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.

YOUNG MAN WITH CONNECTION AMONG wholesale and retail grocers in Toronto is open for one or more good lines. Salary or commission. Apply Box 477, Canadian Grocer, Toronto.

COLLECTIONS

MERCHANTS—OUR SYSTEM WILL COLLECT your unsavory accounts, no matter where located. Seldom fails. Stamp for particulars. Brown & Co., Hamilton, Ont.

MISCELLANEOUS

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

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)

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

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

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

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

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

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

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

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

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

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

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

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

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

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

THE NATIONAL CASH REGISTER COM-pany guarantee to sell a better register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 285 Yonge St., Toronto.

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



TANGLE-FOOT

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

The Sanitary Fly Destroyer, Non-Poisonous.

Co-Operate With the Housewife

Tell her about

MAPLEINE



for Dainty—new Desserts and Syrup. She will realize you are up-to-date, and you will

INCREASE YOUR SALES.

Order of your jobber, or

Frederick E. Robson & Co., 25 Front St. E., Toronto, Ont. Mason & Hickey, 267 Stanley St., Winnipeg Man.

The Crescent Mfg. Co. SEATTLE. WASH.

Pascall's
ENGLISH
Confectionery
and **Chocolates**

Quality: The Purest and Best

Variety: The Largest
Prices: Right

AGENTS—

Toronto: The Toronto European Agencies 122 Wellington St. West.

Winnipeg: Ruttan & Chipman, Fort Garry Court.

Vancouver: C. & J. Jones.

New Brunswick: J. E. Angevine, Hampton.

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

Buyers' Guide

Pure Canadian Tobacco

We can supply any quantity at right price.

Give Your Customers The Best.
Pipes and All Accessories.

J. A. FOREST

189 Amherst St. MONTREAL

PICKLES TOMATO CATSUP

Our local trade has increased beyond all expectation. The reason of course is big value goods at remarkably reasonable prices.

H. Bourque & Son, Montreal

O. E. Robinson & Co.

Manufacturers and Buyers of Dried, Evaporated and Canned Apples.

Ingersoll, - - - - Ontario

Established 1886.

A CARD WILL BRING PRICES

Our PAPER BAGS

and
WRAPPING PAPER

may please you more than what you are using now. If so, you want it.

Write To-day.

COUVRETTE & SAURIOL, Montreal

CIGARS MEAN PROFIT

Especially when you handle such ready sellers as

Olympia

and

Ben Bey.

ED. YOUNGHEART & CO., Limited
MONTREAL

SHOW CASES

Store Equipment in General

We have originated some of the best display devices in Canada. Can produce the most elaborate showcase, if necessary, at a little lower figure than anybody else.

S. Mennier & Son, Maisonneuve, P.Q.

WRITE TO

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

Irish Grocer, Drug, Provision and General Trades' Journal

if you are interested in Irish trade.

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.

Coffee Agents Wanted

We want manufacturer's agents in all parts of Canada to investigate our proposition.

Package More than attractive
Quality. We act second to none.

Augustus Conte & Co., Montreal

SUCHARD'S COCOA

The Highest Quality
Most Reasonably Priced

"Quality" Cocoa.
On Sale Anywhere.

FRANK L. BENEDICT & CO.
Agents Montreal

BAKE OVENS

Baking Decks of Scotch Fire Brick, Sectional Steel Ovens that can be placed anywhere.
Bread Racks, Proof Boxes, Pans and every necessity for the Bake Shop.

Write for General Catalog.
The BRANTFORD OVEN AND RACK CO., LTD., Brantford, Canada

Importers and Brokers Wanted

THROUGHOUT THE DOMINION FOR
WELL KNOWN OLD COUNTRY

TOFFEES PRESERVES
BOOT POLISHES HEALTH SALINE
FLY-CATCHERS, ETC.

Apply EDWARD KIDD & CO.
1090 Hamilton St., VANCOUVER, B.C.

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

A highly recommended sweeping powder, sold only in bulk; a strong pleasant disinfectant.

"NO-DUST"

NO-DUST MFG. CO.

Market Sq.

St. John, N.B.

The Canadian Milling Agency

FLOUR, GRAIN and Fertilizers of all kinds.
VICTORIAVILLE, QUEBEC

We have:— The Highest Quality
The Greatest Quantity The Lowest Price
17,500 Barrels per day. Correspondence Solicited

A want ad. in this paper

will bring replies from

all parts of Canada.

HOLLAND RUSK

Holland Rusk is a perfect toast, ready to serve. Suggest it to your customers and thus increase your sales and profits.

HOLLAND RUSK COMPANY

HOLLAND,

..

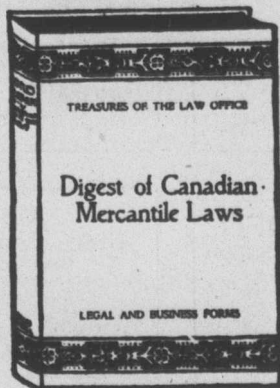
..

MICHIGAN



THE GROCER'S LIBRARY

"Digest of the Mercantile Laws of Canada."



A ready reference for merchants and their assistants in their daily business.

Have you any outstanding accounts you wish you could collect? This book will show you HOW.

NEW EDITION—1913

No work published in Canada equals it for the Grocer

The entire work has been critically revised, a considerable amount of new matter added, and numerous cases and authorities have been cited in support of the most important points in the various Chapters. It is bound in the same dark green cloth.

A veritable consulting library on this one line so universally needed.

Based on Dominion and Provincial Statutes and Court Decisions.

Indorsed by barristers, sheriffs, magistrates and conveyancers.

Recommended by the Ontario Institute of Chartered Accountants.

Used by more accountants, bankers and business firms than any other work on the subject. Forwarded direct post free on receipt of price.

EASTERN EDITION, PRICE, \$2.00
SPECIAL WESTERN EDITION, \$2.50

To meet the needs of subscribers in New Ontario and the Western Provinces, where land is under The Land Titles System of Registration, an Appendix of 16 pages, containing a synopsis of the Land Titles Acts, has been added to our regular edition, thus constituting a special "Western Edition." Price, \$2.50.

Practical Bookkeeping

By James B. Griffith

288 pp., 140 illus. Cloth binding. Theory of accounts; methods of bookkeeping; single entry and double entry; journalizing and posting; cash discounts; bank deposits; single proprietors' and partners' accounts; retail business; inventory; departmental records; partnership accounts; books and forms used; accounting for commission and brokerage business; produce shippers' books; commission merchants' books; storage accounts; special records. Price, postpaid, \$1.60.

All orders payable in advance.

The MacLean Publishing Co., Ltd.

MONTREAL TORONTO WINNIPEG VANCOUVER

BOOK DEPARTMENT

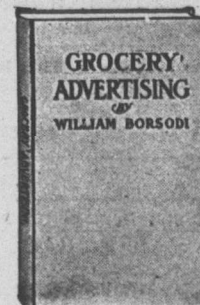
143-149 University Ave.

--

Toronto

Grocery Advertising

BY WM. BORSODI



Price Postpaid \$2.00

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

Tea Hints for Retailers

By John H. Blake

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

HOW TO ESTABLISH A TEA TRADE

The Tea Gardens of the World.

Tea from Seed to Leaf

Tea from Leaf to Cup

The Tea Marts of the Orient

How to Test Teas

Where to Buy Teas

Is it Wise to Place an Importation Order?

Bulk Versus Package Teas

Tea Blending

Price postpaid, \$2.00.

275 Pages 24 full-page illustrations

If remitting by cheque make same payable at par, Toronto

ON WHARVES

Just here! Fullest assortment of the most popular (because the most satisfying), brand of canned goods imported.

Le Soleil Brand "Soleil" Petits Pois

Assortment includes: — Sur Extra Fins, Extra Fins, Tres Fins, Fins, Moyens No. 1, 2, 3.

"Soleil" Assorted Vegetables

Asparagus, Spinach, Artichokes, Haricots, Flageolets, Macedoines, Brussel Sprouts, Concentrated Tomatoes.

"Soleil" Soups

Julienne, Nouvelle ou Printaniere, Chervil, Sorrel, etc.

A Leader In Every Sense
"Frs. Petit & Cie" Petits Pois
 Moyens, 10c a tin retail! Can you beat it?

SPECIAL! SPECIAL! SPECIAL!

Now on wharves:—

1000 Boxes Alimentary Pastes

from the well known Blanc & Fils, Valence, Sur Rhone, France.

Macaroni, Vermicelli, Spaghetti.

Imported Mushrooms

F. Lecourt, Paris.

Extra Choice, First Choice, Choice, Galipedes.

Write for quotations.

Laporte, Martin, Limitee

568 St. Paul St., - Montreal

Telephone Main 3766

INDEX TO ADVERTISERS

A		L	
Aetna Biscuit Co.	65	Lambe & Co., W. G. A.	14
Allison Coupon Co.	62	Laporte, Martin, Limited	67
Anglo-B.C. Packing Co., Ltd.	9	Leulley, Ltd.	15
B		Leitch Bros.	57
Babbitt, B. T.	54	Lemon Bros.	82
Baker, Walter	62	Lindners, Limited	23
Balfour-Smye & Co.	16	Lytle Co., Ltd., T. A.	57
Barr Register Co., Limited	13	M	
Benedict, F. L.	65	MacNab, T. A., & Co.	15
Bickle, J. W., & Greening	58	McCabe, J. J.	52
Bond, Ltd., Charles	11	McIntyre, W. E.	16
Borden Condensed Milk	3	McLeod & Clarkson	15
Bouquet & Son, H.	65	McPhie, Norman D.	14
Bradstreet	62	N	
Brand & Co.	57	Nation, E. J.	52
Brantford Oven & Rack Co., Ltd.	65	Nelson & Co., H. W.	61
British Columbia Fisheries, Ltd.	60	Nelson-Dale	10
C		Nicholson & Bain	49
Cairns & Sons, Alexander	17	No-Dust Mfg. Co.	65
Campbell Brokerage Co.	15	North American Chemical Co.	16
Canadian Fishing Co., Ltd.	55	North West Specialty Co.	14
Canadian Milling Agency	65	O	
Canadian Salt Co.	60	O'Loane, Kiely & Co., Ltd.	15
Canadian Starch Co., Ltd.	24	Ocean Mills	55
Cane & Sons, Wm.	54	Orr & McLain	14
Catelli Co., Ltd., C. H.	9	P	
Chamberlain-Downey Co., Ltd.	15	Packard & Co., Ltd., L. H.	63
Chivers & Sons, Limited	12	Pascall, Limited, James	64
Church & Dwight, Limited	17	Patrick & Co., W. G.	14
Clark, W.	7	Peck Frean & Co., Ltd.	11
Coles Mfg. Co.	9	Pennock, H. P., & Co., Ltd.	14
Comte's Coffee	65	Q	
Connors Bros.	59	Quinquol Stock Food Co.	5
Continental Bag & Paper Co.	55	R	
Cornish, E. O.	15	Rechit & Sons, Ltd.	
Couvrette & Saurel	65	Richards Pure Soap Co.	
Crescent Mfg. Co.	64	Robinson & Co., O. E.	34
D		Rock City Tobacco Co.	34
Dalley, F. F., Co.	54	Rocca, Tassej & DeRoux	47
Diamond Cleanser Co.	63	Rowat & Co.	7
Disher & Co., C. E.	15	Ruttan & Chipman	14
Dominion Cannery, Ltd.	5	S	
Dominion Molasses Co.	Inside front cover	St. Lawrence Sugar Refining Co.	17
Dominion Register Co.	45	St. Vincent Arrowroot Growers & Exporters Assn.	59
Dominion Salt Co.	21	Sanitary Can Co.	Inside back cover
Dominion Warehousing Co.	14	Sapho Mfg. Co.	56
E		Simpson Produce Co.	15
Eastern Manufacturers, Ltd.	14	Smith & Son, E. D.	8
Eckardt & Co., H. P.	51	So-Clean, Limited	61
Enterprise Mfg. Co.	2	Spurgeon, H. G.	14
Epps & Co., Ltd., James	14	Star Egg Carrier & Tray Mfg. Co.	20
Esott & Harmer	14	Stevens-Hepner	56
Eureka Refrigerator Co.	58	Stubb, C. F.	15
F		Synington & Co., Thos.	17
Fearman, F. W., Co.	49	T	
Fels & Co.	62	Thum, O. & W.	64
Fenwick, Hendry & Co.	29	Tippet, Arthur P., & Co.	1
Ferguson Bros.	15	Telfer Bros.	68
Forest, J. A.	65	Tomlinson Co., The J. J.	14
Furuya & Nishimura	18	Toronto Salt Works	65
G		U	
Gilmour & Co., John	14	Upton Co., Limited, T.	49
Gilmour Soap Co.	16	W	
Glassco, Limited	Outside back cover	Walker Bin & Store Fixture Co.	10
Gooding & Co., F. C.	10	Walker, Hugh, & Son	53
Gorman, Eckert & Co.	9	Warren, G. C.	14
Grattan & Co., Ltd.	65	Watson & Truesdale	23
Gray & Co., John	20	Welch Grape Juice Co.	15
H		Wellington Mills	15
Hall Mfg. Co.	59	Western Distributors	21
Hamilton Cotton Co.	16	West India Co.	21
Hamilton Ideal Co.	47	White & Co.	53
Hargreaves (Canada), Limited	Outside front cover	White Swan Spices & Cereals	52
Hawaiian Pineapple Packers Assn.	19	Wiley, F. H.	14
Heldar, H. J.	53	Woods & Co., Walter	55
Hillock, John, & Co., Ltd.	33	Woodruff & Edwards	58
Horton-Cato Mfg. Co.	23	Woollard & Starratt	14
Hugman, Limited, A. W.	21	Y	
I		Young, Thomas, Soap Co., Ltd.	61
Irish Grocer	61	Youngheart, Ed. & Co., Ltd.	65
Imperial Extract Co.	45		
International Specialty Co.	62		
Irish Grocer	65		
Island Lead Mills Co.	16		
J			
Jonas & Co., Henri	7		
K			
Kild & Co., Edward	65		
Kigons, Bros.	16		
Kit Coffee Co.	21		



TWO TELFER DAINTIES

If you have a demand for a class of wafer that is different from the rest you will find either of these two lines just what you want...

Introduce them to your most particular trade and you will never need to push them. Your customers will do that and do it well.

Don't forget that a pleased customer is your best advertisement. Send for price list.

TELFER BROS., Limited
COLLINGWOOD, ONT.

Branches:

TORONTO :: HAMILTON :: BRANTFORD
WINNIPEG :: FT. WILLIAM :: EDMONTON





RICHARD'S QUICK-NAPHTHA CUTS OUT THE RUB, RUB, RUB

Wash day with the ordinary laundry soaps has always been and always will be a case of rub, rub, rub, with dire effects on the housewife and the clothes.

With "Richards' Quick-Naptha Soap" the labor is almost eliminated, the clothes come out cleaner and whiter, and in a much shorter time. "Quick-Naptha" is increasing its popularity every day throughout the Dominion—the sales show it. The price is only 5c, leaving a margin of profit for you of 26½%.

THE BEST LINES FOR FIVE CENTS "Richards Pure"—"Richards Quick-Naptha"

These two lines represent the height of perfection in wash day requisites. They give the housewife 100 per cent. satisfaction in economizing her time, her labor, the wear on her clothes, and also cutting down her actual soap expense.

These are the best Five Cent lines on the market—in fact they are the best laundry and cleaning soaps at any price.

Your wholesaler has them.



Sanitary Cans

"The Can of Quality"

Tomatoes, Peaches, Pears,
Plums, Apples.

Enamel Lined Cans for Straw-
berries, Raspberries, Beets.

Sanitary Can Co., Ltd.,

NIAGARA FALLS, ONT.

"The Truth and Nothing but the Truth"

**Glassco's Invite Comparison
and
Guarantee Supreme Quality
in Jams, Jellies, Marmalades
and Catsups**

Made only from the ripe, sound fruit of the choicest variety. Preserved with perfect cleanliness and care.

*Guaranteed to be the best Product
in Canada*

A trial shipment will convince you — otherwise your money back and charges paid.

To the Retailer:

There was a great deal said at the recent Convention of Retail Grocers regarding merchants who had the interest of their customers at heart. Here is a chance to give your customers more value for their money, and it costs the merchant nothing to investigate—on his customers' behalf.

Remember, quality helps demand and makes the goods more readily marketable.

We invite correspondence.

*We use nothing but the
Famous Oakville Strawberries.*

GLASSCO-LIMITED

Hamilton and Oakville

PRESERVING PLANT,

OAKVILLE, ONT.

A complete stock kept in Winnipeg
Messrs H. W. Glassco & Co., Agents—Confederation Life Building



"One Grade Only and that the Highest"