

CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Fruits, Provision,
Canned Goods and Foodstuffs Trades of Canada.

Montreal: 701-702 Eastern Townships Bank Bldg.

London, Eng.: 88 Fleet St., E.C.

Toronto: 143-149 University Ave.

New York: 115 Broadway

Winnipeg: 34 Royal Bank Building

VOL XXV.

PUBLICATION OFFICE: TORONTO, JUNE 9, 1911

No 23



For Years Past
Colman's AND Keen's

Have Distanced All
Competitors in

The Mustard Market

The Retailer who stocks both is making sure
that he is featuring the MUSTARD the
world is asking for.



MAGOR, SON & CO.

AGENTS FOR THE DOMINION OF CANADA

403 St. Paul Street

MONTREAL

Toronto Office:

30 Church St.



"Crown Brand"



CORN SYRUP

made an extensive increase last year. This increase was due to three causes:

- FIRST,** Extensive advertising the bill-boards from coast to coast are telling the people about "Crown Brand."
- SECOND,** the quality of "Crown Brand"—the user who once tries it comes back for more.
- THIRD,** (and by no means least important) the grocer's margin of profit in "Crown Brand" is all it should be.

Your individual sales should have been more. Were they? Let people know you're selling "Crown Brand" Corn Syrup; GET YOUR SHARE.

THE EDWARDSBURG STARCH CO., Limited

Head Office, MONTREAL.

Factory, CARDINAL.

Branch, TORONTO

WHICH BRAND WOULD HE CHOOSE?

IF a man were starting in business with the intention of carrying only one line of each of the different articles sold in a grocery store, which brand of laundry soap do you think he would be likely to select? If he asked the housekeepers of the country to decide for him, which one would they choose? Or suppose his clerks were young men of experience in the grocery business and they were asked to make the selection. We do not need to answer these questions, because it is quite patent to every business man who reads this paper that SURPRISE so far surpasses all other laundry soaps in the esteem of people generally that the man who tried to secure and hold trade with any substitute would soon find his customers making tracks for another store. His clerks would tell him they wanted the SOAP that is easiest to sell; and the women of the country would say: "Give us the old reliable brand" SURPRISE, which washes everything to a healthful cleanliness without the necessity for hard work—the soap which makes child's play of wash day.

And so in deference to the wishes of his clerks and the needs of his customers he would be forced to the belief that while there might be other brands on which the selling margin is greater, there is none that all things considered is so profitable and in every way so satisfactory as SURPRISE.

**THE ST. CROIX SOAP
MANUFACTURING CO.
LIMITED**

Factory at ST. STEPHEN, N.B.

BRANCHES:—MONTREAL, TORONTO,
WINNIPEG, VANCOUVER, WEST INDIES.



Sell the Best

It Pays

11 Gold Medals 11



Is pure as pure oil and skill and experience can make it. The most sensitive complexion or most delicate lingerie is safe with "Calice" Soap. Antiseptic, sanitary, clean. Not a "tallow soap"—no decaying animal matter in it.

Srs. D. Leca & Co., Sole Manufacturers.

11 Gold Medals 11



Don't substitute

You can substitute some other brand of Macaroni for Codou's, but when you do it you are not "fair to yourself"—*you cheat yourself out of a woman's confidence.*

There *is* no Macaroni quite as good as Codou's---quite as white, tender and delicate. "Be fair to yourself" next time when a woman asks for Codou's, and if you don't happen to have it on hand it will pay you better to get it than to try to convince a

Codou's woman that something else is just as good, because "She'll find you out."
Macaroni

Be
Fair
To Your-
self!

A. P. TIPPET & CO., SOLE AGENTS

8 Place Royale,
MONTREAL

84 Victoria St.,
TORONTO



Montreal Office

Manufacturers' Agents and Brokers' Directory



Winnipeg Office

Manufacturers and merchants cannot expect to develop, maintain and get the best out of the Canadian market without the assistance of local agents. The following is a representative list of reputable agents. The service department of the Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies

WANTED TO PURCHASE Whole or part interest in Manufacturers' Agency, Brokerage, or Commission Business in Western Canada or on Pacific Coast. Address, Box 744, Care CANADIAN GROCER, Toronto.

**THE MARSHALL
BROKERAGE COMPANY**
67 Dundas St., LONDON, ONT.

Wholesale Grocery Brokers. Fully equipped to act as agents for British, American and Canadian grocery lines. WRITE US.

J. W. GORHAM & CO.

Manufacturers' Agents and Grocery Brokers

HALIFAX - NOVA SCOTIA
We are open for a few high class specialty lines

FOR SALE

Cheap for cash, Fruit Cleaning Plant with Date Press. In good running order.

J. T. ADAMSON & CO.

Customs Brokers
and Warehousemen

27 St. Sacramento Street, Montreal
TEL. MAIN 778 BOND 28

WESTERN DISTRIBUTORS LIMITED

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

SASKATOON, - WESTERN CANADA

If you are looking for trade with Irish merchants there is one paper that can put you in touch with buyers, and that is the

**Irish Grocer, Drug, Provision
and General Trades' Journal.**

10 Garfield Chambers, Belfast, Ireland.

J. A. TILTON

WHOLESALE GROCERY BROKER
ST. JOHN, N.B.

Correspondence solicited with Houses looking for first-class grocery connections.

Currants

on spot, Ceroni's pack, fine filiatras, cleaned and uncleaned. No better packer in Greece.

W. H. Millman & Sons

Wholesale Grocery Brokers
TORONTO

W. S. CLAWSON & CO.

Manufacturers' Agents and Grocery Brokers.

Warehousemen
ST. JOHN, - N.B.
Open for a few more first-class lines.

NEWFOUNDLAND
T. A. MACNAB & CO.
ST. JOHN'S, NEWFOUNDLAND
MANUFACTURERS' AGENTS
and COMMISSION MERCHANTS

Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's. Codes: A, B, C, 5th edition, and private.

G. C. WARREN

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

Trade Established 12 Years.
Domestic and Foreign Agencies Solicited

W. G. A. LAMBE & CO.

TORONTO
Grocery Brokers and Agents.
Established 1885

W. G. PATRICK & CO.

Manufacturers' Agents
and
Importers
77 York Street, Toronto

**MacLaren Imperial Cheese Co.
Limited**

AGENCY DEPARTMENT
Agents for Grocers' Specialties and Wholesale
Grocery Brokers
TORONTO, Ont. DETROIT, Mich.

Lind Brokerage Co.

73 Front St. East - TORONTO
HEADQUARTERS FOR
Muscavado and Crystals
Raw Sugar

WATSON & TRUESDALE

Wholesale Commission Brokers and
Manufacturers' Agents.
WINNIPEG, - MAN.
Domestic and Foreign Agencies Solicited.

—WINNIPEG—

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

DISTRIBUTORS, LIMITED

P. O. Drawer 99
EDMONTON, ALBERTA
Manufacturers' Agents, Commission Mer-
chants, Warehousemen.
Track connection with all Railroads.

A. Francois Turcotte

COMMISSION MERCHANT
Room 16, Marlin Block
Quebec, - Canada
One or two more agencies wanted
FIRST CLASS CONNECTION

—MOOSE JAW—

WHITLOCK & MARLATT
Distributing and Forwarding Agents.
Warehouse on C.P.R. spur track.
Promptness and Satisfaction guaranteed.
Business Solicited.

The best trade calls for our
High Grade Coffees

Surely you want to get a grip
on that trade.

CHASE & SANBORN
MONTREAL

Facts Worth Considering

**BORDEN'S
EAGLE BRAND
CONDENSED
MILK**



Especially prepared for
infant feeding.

Recommended by physicians
everywhere.

For general household use
best value obtainable.

The Richest and Purest milk
from the world's best dairies.

BORDEN'S CONDENSED MILK CO.
"Leaders of Quality" Established 1857

Sales Offices and Agencies:—
MONTREAL TORONTO WINNIPEG
and VANCOUVER

Mason & Hickey, Winnipeg and Calgary
WILLIAM H. DUNN,
Montreal, Toronto and Vancouver

SUMMER DRINK STOCK

The season is now at hand when your customers will want summer drinks.

ROWAT & CO.'S LIME JUICE and OTHER BEVERAGES

are firmly established in the ranks of summer drinks.

The bottle in which these goods are sold is of standard decanter design, and will prove very useful in the household.

Do not waste any time considering stock; display and push these summer goods now. Your profit will be extremely good.



Rowat & Co. GLASGOW
SCOTLAND

Canadian Agents: Quebec, Ontario, Manitoba, and the North-West, Snowdon & Ebbitt, Montreal; Halifax, F. K. Warren; St. John, F. H. Tippett & Co., Vancouver, C. E. Jarvis & Son.

Up-To-Date Equipment Pulls Business!

SHARPENER



Nothing so adds to your reputation as the installation of modern devices for handling your goods, and the

BERKEL MEAT SLICER

will influence new custom to your store because of the clean and attractive way in which it cuts your bacon and ham.

Incidentally it will surely increase your sales of boned meats, and will prove a very attractive ornament on your provision counter. The "Berkel" will positively cut at least twice as many slices to the pound as is possible to cut with a knife. Fitted with an automatic sharpener, and protected to prevent accident.

Be wise and investigate the merits of the "Berkel." Write us to-day for full details and particulars of what other Canadian Grocers think of it.

Canadian Agents

W. A. FREEMAN CO., Ltd.

Hamilton, Ontario.

Slices Boiled Ham and Bacon
down to the last ounce



By Appointment to



*His Majesty
KING GEORGE V*

Established 1817

**Macfarlane
Lang & Co's**

**“
Coronation
Biscuits
”**

The Biscuit which should be in every
Loyal Household throughout the Dominion.

Samples and full particulars from

- SNOWDON & EBBITT, 325 Coristine Building, Montreal.
- NEWTON A. HILL, 25 Front Street, Toronto.
- MASON & HICKEY, 287 Stanley Street, Winnipeg.
- The STANDARD BROKERAGE CO.,
852 & 864 Cambie Street, Vancouver, B.C.



**You Were Looking for This
Italian Tunny Fish in Olive Oil**

VERGINE BRAND Tunny Fish in Oil has undisputed advantages over all others for quality. **Softer, Tastier, More Digestible** than any other and is not in shreds but in solid pieces. **VERGINE BRAND** carries all these qualities to the highest developed point.

PRICES	$\left\{ \begin{array}{l} \frac{1}{4} \text{ lb. tins} \\ \frac{1}{2} \text{ lb. " } \\ 1 \text{ lb. " } \end{array} \right.$	12c. per tin	$\left. \begin{array}{l} \text{F.O.B.} \\ \text{MONTREAL} \end{array} \right\}$
		18c. " "	
		30c. " "	

Ask when ordering.



TORONTO

MONTREAL

**THE NAME "FAIRBANK"
MEANS SOAP SURETY**

GOLD DUST



is so well known, due to our extensive and persistent advertising, that any grocer can sell it, and it's so well liked on account of its cleansing power—so sure to give satisfaction, that it pays to sell it as often as possible.

It will pay you to push GOLD DUST, because you can sell more of it, and sell it with less effort, than any other washing powder, and because it will please your customers, which means holding them.

THE N. K. FAIRBANK COMPANY, MONTREAL

**"I was Mighty Pleased
with
CASTOLS**

and am glad I took your advice and asked my wholesaler about them."

This from a large grocer speaks for itself.

60% Profit

CASTOLS is a substitute for Castor Oil and is just as effective. Each tablet is Chocolate Coated.

There is Big Business

passing in this line.

WRITE

Snowdon & Ebbitt

325 Coristine Building
MONTREAL

FORCE

All good grocers sell "FORCE" because all good grocers know that they have customers who will accept nothing but the best in cereals.



**The H-O
Company
Hamilton,
Ontario**



A Combination that's Sure to Please

Quality of the best. Flavors that charm the palate are to be found perfectly united in

**Queen Quality
Pickles**

You can safely recommend them as digestible, perfectly treated, tempting to the appetite and thoroughly wholesome.

Get details, the profit is worth while.



MADE BY

TAYLOR & PRINGLE CO., LIMITED

Owen Sound, Ont.

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.**



Extended tube can be furnished connecting Pump in store to barrel in cellar.

"ENTERPRISE"

Old style grocers find a call for molasses usually annoying it often means a trip down into the cellar; handling of sticky measures—impossible to measure accurately. How different when equipped with the

"ENTERPRISE" Self-Priming and Measuring PUMP

THE NEW TOTAL REGISTERING DEVICE keeps tabs of the barrel's contents—you're never "out of molasses." And the pump is positively accurate—"Enterprise" make—4 revolutions of the crank and you have a pint—no more—no less.

We manufacture a large line of Coffee Mills for hand, steam and electric power and other specialties for the modern grocer. Ask for our catalog.

The Enterprise Mfg. Co. of Pa.

PATENTED HARDWARE SPECIALTIES

Philadelphia, Pa., U. S. A.

21 Murray Street, New York

544 Van Ness Avenue, San Francisco



SANITARY CANS

FOR

WINTER PACK

OF

**BAKED BEANS, SOUPS,
MEATS, CONDENSED MILK,
EVAPORATED MILK. ❁ ❁**

Sanitary Can Co., Ltd.,

Niagara Falls, Ont.

WESTON'S
FANCY BISCUITS

are especially known for their appearance
and positive quality.

We ask a trial---mail orders carefully attended to.

George Weston, Limited
TORONTO

SOMETHING NEW
DAINTY, TASTY AND
UP-TO-DATE

PERRIN'S CORONATION BISCUIT



Good with Fish, Flesh or Fowl



The purity of the ingredient of Mason's No. 1 Sauce and the skill and care given to its mixing have produced a sauce that never fails to please the palates of particular people.

MASON'S No. 1 SAUCE

should have a prominent place on your shelves. It is a real satisfaction giver.

Stock this line and just see how the spirit of quality in one line infects the sale of your other goods.

It will pay you well, too!

Masons Limited

25 Melinda Street

Toronto

ASEPTO

Soap Powder
"The Enemy of
Dirt"

Recommends
Itself for
Five Reasons

1. It saves labor. There's not half the rubbing required.
2. It prevents disease. It is thoroughly antiseptic.
3. It is odorless.
4. It is harmless. It will not damage the most delicate fabric.
5. It is economical. A 5c. package makes four gallons of liquid soap.

Try a case You will be surprised how readily it will sell, and the profit is attractive.

Asepto Soaps, Limited
ST. JOHN, N.B.

Mr. GROCER :---

Do you run a quality store? If so, stock "Essex Brand" and double your sales and profits and increase your patronage.

ESSEX BRAND

FRUITS AND VEGETABLES

are now being booked at
FAIR PRICES in
LARGE QUANTITIES for
FIRST QUALITY.

Better place your Order for Canned Goods NOW.

ESSEX CANNING & PRESERVING CO.

ESSEX,

..

..

ONTARIO

THE SUCCESSFUL MAN

in all walks of life is he who has individuality, shows enterprise, and anticipates the needs of those he wishes to influence. Your customers need

EIFFEL TOWER LEMONADE

and will buy it from you regularly if you will supply them. Why not strengthen their goodwill toward you by its introduction?

EIFFEL TOWER LEMONADE

stands out as the **FINEST TEMPERANCE BEVERAGE** it is possible to produce. It is a line you can put your personal recommendation behind.

You will be serving your best interest by writing for full particulars.

Retails in 5c. packets. Also in 10c. and 20c. enamelled tins.

Agents: W. H. Malkin Co., Vancouver for British Columbia.
The Harry Horne Co., 309 King St. West, Toronto, for Ontario.
Darby & Turnbull, 179 Bannatyne Avenue East, Winnipeg.
Howe, McIntyre & Co., Youville Sq., Montreal

Agencies open for progressive Firms at other points.

Address FOSTER CLARK Ltd., Maidstone, England





**The Best Grocers
in Canada**

are now finding a fast
and increasing sale for

**KIT
COFFEE ESSENCE**

WHY? Because it is a
thoroughly whole-
some beverage of delightful
flavor and fragrance and
strongly appeals to the better
class of trade.

Most attractive package on the
market and costs no more than
its many imitations.

ORDER KIT FROM YOUR WHOLESALE GROCER

Canadian Agents:

THE HARRY HORNE CO., 309 King Street West, TORONTO
A. TYTLER. Temple Building, LONDON
J. A. CROOKS Bedford, HALIFAX

PROPRIETOR

KIT COFFEE CO., Govan, Glasgow

When she
asks for
salt, she
means
of course



WINDSOR SALT

She never thinks of using any
other kind, for the very good
reason that she knows no other
kind is as good as "Windsor"
Salt for table or dairy.

Are you prepared to supply
her?

**The Canadian Salt Co.,
LIMITED**
WINDSOR - ONT.

SELLING a dependable
article is sowing SATIS-
FACTION among your
customers. Their CON-
FIDENCE in you is in-
creased and the GOOD-
WILL of your business is
worth more.

SOCLEAN
THE DUSTLESS
SWEEPING COMPOUND



SOCLEAN

PREVENTS
DUST
BRIGHTENS
RUGS
DESTROYS
MOTHS
KILLS GERMS

is no experiment. It has
DEFINITE PURPOSES
to perform and is a NE-
CESSITY in your cus-
tomers' home to-day.

For particulars see your
wholesaler or write direct.

SOCLEAN, Limited
444 King St. West, TORONTO
PHONE MAIN 6735

**Soap Powder
Boxes**

With metal ends
and paper bodies

The cheapest and
most satisfactory
Soap Powder Box
on the market.

American Can Co.
MONTREAL - - - HAMILTON

THE VINEGAR PROBLEM



is easily solved
if you just stock

WHITE COTTELL & CO.'S Pure Malt Vinegar

It is a perfect vinegar, of delicious flavor, guaranteed strength, and rich delicate aroma. Keeps well in bottle or wood, and gives such satisfaction that you'll find it desirable to stick to this particular brew and hold your trade with a good article.

CANADIAN AGENTS:

W. L. Mackenzie & Co., 306 Ross Avenue,
Winnipeg.
L. A. Gastonquay, 60 Bedford Row, Halifax, N.S.
Standard Brokerage Co., 1640 First Avenue
West, Vancouver, B.C.
W. A. Simonds, 89 Union Street, St. John, N.B.
W. L. Mackenzie & Co., 606a Center Street,
Calgary.

White Cottell & Co.
Camberwell, S.E., LONDON, Eng.

Maybell Ceylon Tea

(Orange Pekoe)

The peddler offers what seems to be a better tea proposition than the grocer's, but the buying public have an instinctive dislike for the tea peddler.

It stands to reason that if you can offer your customers a better tea proposition than peddlers, you can win back your own tea trade. And you can do this by selling **Maybell Ceylon Tea**. You can offer your customers a better quality, at as low a price, in a more attractive package and more convenient a quantity, as any tea peddler in the business.

Try it, and make big gains on your tea sales.

Canada Brokerage Company

THE CANADIAN GROCER



LYNCH'S BISCUITS ARE SOCIAL FAVORITES

They are attractively done up and arrive at your store as crisp and dainty as when they leave our ovens.

Creamalt Sodas—Family Pilot—Graham Wafers—Ginger Snaps—Seed Sugar—Fig Bars—Crimp Sugar—Lemon Creams

Lynch's Limited—Sydney, N.S. Manufacturers of Biscuits, Bread and Confectionery

Pure Goods Bring Increased Custom

Give Your Customers

Redpath

Extra Granulated Sugar

and you link to your store the best class of trade.

No other sugar will compare with it.

Make the test yourself. Place samples of other manufacturers alongside it. You will see the difference and recognize the advantage to you of recommending "Redpath" Sugar as the Best.

Extra Granulated
Extra Ground
Powdered
Golden Yellow.

PARIS LUMPS
in 100, 50 and 25 lb. boxes
and in "Red Seal"
dust proof cartons.

The Canada Sugar Refining Co.,
Limited

Montreal, Can.

Established in 1854 by John Redpath

Century SALT
"The Salt of Salts"

The reputation of your store requires that you handle the best Salt, as well as the best in every other line. Get our price list and terms. Our shipments are prompt. It's Good Business.

DOMINION SALT COMPANY, LIMITED

MANUFACTURERS AND SHIPPERS

SARNIA

ONTARIO

ROYAL POLISHES

for every kind of metal surface are the polishes 'par excellence.'

They produce a brilliant, lasting shine that comes quickly and goes slowly, and are a profitable line to handle!

How's stock? Look into this TO-DAY.

ROYAL POLISHES COMPANY
MONTREAL



Spices, and How to Know Them

By W. M. GIBBS

The only book on the subject—just published. The merchant or salesman, who knows all about spices, can command the spice trade in his territory. To get this information, he should read this work, dealing with PREPARATION, USE and ADULTERATION OF SPICES—a chapter devoted to each spice.

14 Colored Plates. 176 Pages. 100 Illustrations.
Price \$3.50, Postpaid.

MACLEAN PUBLISHING COMPANY
Technical Book Department

143-149 University St. - Toronto, Canada



CANADIAN LAWS

now require that Cream must contain not less than 18 per cent. of milk fat; it must be entirely free from gelatine, sucrate of lime, germs or other substances, and must contain no preservatives of any kind nor any coloring matter other than is natural to milk.

STOCK ONLY

FUSSELL'S GOLDEN BUTTERFLY CREAM BRAND

which complies in every way with these requirements and is THE ONLY ABSOLUTELY PURE CREAM on the market. It contains from 25 per cent. to 30 per cent. milk fat.

Packed in key-opening, solderless tins to sell at attractive prices with good profit to the trade. Keeps good unopened for any time in any climate. Order of your wholesaler.

Samples and particulars of:—Alexander Marshall, 144 Water St., Vancouver, B.C.; W. H. Escott, 137 Bannantyne Avenue, Winnipeg, for Manitoba and Saskatchewan; C. Fairall Fisher, 22 St. John St., Montreal, for Quebec; McCarthy, Holloway & Reid, P.O. Box 1156, Edmonton, Alberta, for Alberta; The Harry Horne Co., 309 King St. West, Toronto, for Ontario; R. B. Colwell, 265 Barrington St., Halifax, for Nova Scotia, or

FUSSELL & CO., LTD., 4 Monument Street, London, Eng.

TO THE WHOLESALE TRADE

West India Co., Limited

305 St. Nicholas Building
MONTREAL

THE CANADIAN HOUSE OF:

Sandbach, Tinne & Co., Liverpool, Eng.
Sandbach, Parker & Co., Demerara, B.G.

SUGARS MOLASSES

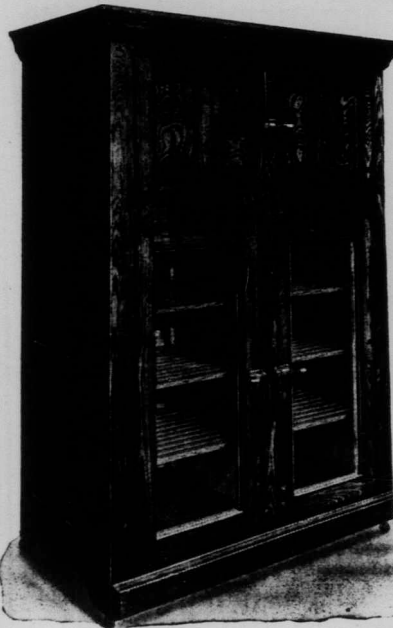
and all West Indian Produce

We represent some of the chief houses in Barbados, Trinidad, Jamaica, St. Kitts, Antigua and other islands, besides having our own house in Demerara, which was established there in 1782.

Ask us for prices before filling
your orders for the coming season

West India Co., Limited

Be Careful How You Buy Your Refrigerator



Don't get an "Ice Box."

The damp, musty, stagnant air "Ice Box" is a breeding place for germs and disease, and the average refrigerator is merely an elaborate Ice Box.

Proper ventilation and perfect circulation of cold, dry air is only properly obtained in the "Eureka" Refrigerator, which has an exclusive and patented system of air circulation, and this guarantees an absolutely dry refrigerator.

We have been twenty-five years exclusively manufacturing refrigerators, and our present models have all our knowledge and experience worked into them.

In the matter of sanitation in materials used, in design and finish, in price, there is no refrigerator on the market can compare with the "EUREKA."

Let Us Send You Our New Illustrated Catalogue.

EUREKA REFRIGERATOR CO., LTD., TORONTO
54-56 Noble Street.



SUCCESS AWAITS THE GROCER

who features **BJELLAND'S** **Smoked Herrings in Bouillon**

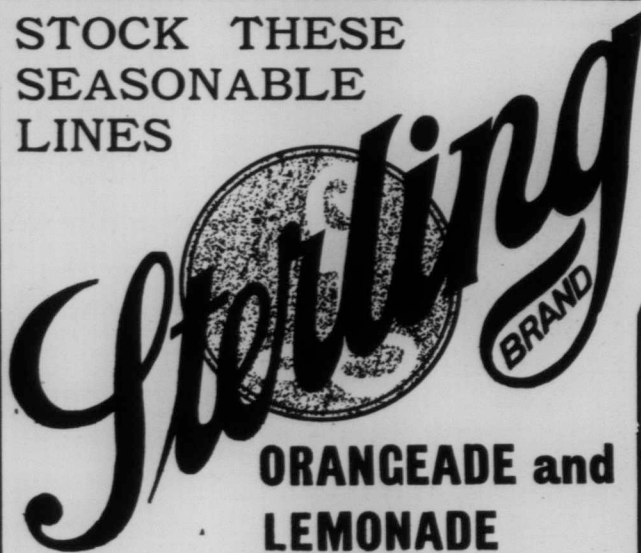
These delicious summer-caught herrings, packed sardine style in spiced bouillon, have leapt into popularity wherever introduced. They are packed in patent cans with key opening, and retail at 10 cents, leaving the retailer an excellent profit margin. Canned in the pink of condition a few hours after being caught. Ask your wholesaler.

JOHN W. BICKLE & GREENING (J. A. HENDERSON) HAMILTON
CANADIAN AGENTS

JAPAN TEA

S. T. NISHIMURA & CO. have a few of last season's to close out, and the new firm of FURUYA & NISHIMURA are operating in NEW SEASON'S.

STOCK THESE
SEASONABLE
LINES



**ORANGEADE and
LEMONADE**

The season is now open when your customers will be looking for summer drinks.

The reputation of "STERLING" Brand Goods is firmly established in these summer drink lines.

If you have not already sent in your order--do it now--the time is ripe. Don't miss the opening weeks of the demand.

The T. A. LYTLE CO., Limited
STERLING ROAD, TORONTO



LAST week we published in The Canadian Grocer the phenomenal growth of sales among the dealers of Ontario in Klenzine. This is another mark of the whole-souled appreciation the housewife has for a compound ammonia powder with such remarkable cleansing powers with so little labor.

Klenzine does its work so well that it becomes a household necessity.

You will find to stock Klenzine means increased trade in every branch of your business.

Our specialties are:

- ROYAL BLUE, RELIABLE BORAX,
- ANTY DRUDGE,
- HALF-TIME SHOE POLISH,
- ROYAL MEDICATED CHLORIDE
- OF LIME AND QUICK SHINE
- STOVE POLISH.

ALPHA CHEMICAL CO., Limited
BERLIN, ONTARIO

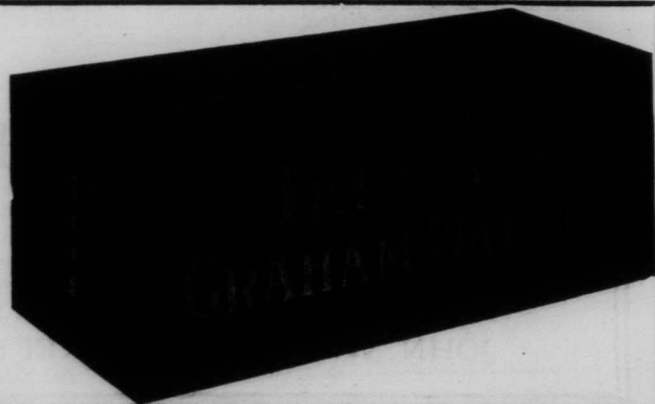
The Package of Quality!

You can be sure of the flavor, goodness, quality and wholesomeness of every packet of GRAHAM WAFERS --if they come from Telfer Bros. They are golden brown squares of nourishment, and always reach you in a fresh and appetizing condition.

FEATURE THIS LINE--IT PAYS

Telfer Bros., Limited, Collingwood, Ont.

Branches:
TORONTO WINNIPEG HAMILTON FORT WILLIAM



THE CANADIAN GROCER


PRESERVING SEASON

is at hand and Merchants will consult their own interests in giving their customers the best sugar possible and prevent any chance of spoiling the householders' preserves and jams.

ST. LAWRENCE GRANULATED

contains 100% pure cane sugar.

THE ST. LAWRENCE SUGAR REFINING CO., Limited, MONTREAL, QUE.



Investigate
THE MERITS OF
COLES
COFFEE
MILLS

which we make in all sizes and styles for all purposes. We manufacture a complete line of hand mills--mills for coffee roasters and electrically driven mills, at reasonable prices.

All Prices are F.O.B. Phila., Pa.

Coles
Mfg. Co.
1624 N. 23rd St.
PHILADELPHIA, PA.

For Direct Current, \$65 For Alternating Current, \$75

AGENTS—Chase & Sanborn, Montreal; Todhunter, Mitchell & Co., Toronto and Winnipeg; Dore Bros., Hamilton, Ontario; Kelly, Douglas & Co., Vancouver, B. C.; L. T. Mewburne & Co., Calgary, Alta.

EQUALLY GOOD FOR
TOILET, LAUNDRY, BATH OR
SCRUBBING

This is the exceptional claim we make for

Wonderful Soap

And hundreds of housewives throughout the Dominion will back our claim. We are now wrapping each cake of "Wonderful" Soap, instead of putting six cakes to a carton as formerly, and the attractive wrapper we are using cannot fail to gain attention.

"Wonderful" Soap is the best soap for your profit and reputation. It is always safe, sure and speedy.

Write for details of our dealer-helper-selling plan.

The GUELPH SOAP CO.
GUELPH :: :: ONTARIO

THE STANDARD STOVE POLISH

of the trade

JAMES DOME BLACK LEAD

The finest article in Stove Polish on the market.

Pays a good profit.

W. G. A. LAMBE & CO., Canadian Agents, TORONTO

Tartan
BRAND

THE SIGN OF PURITY

Tartan Brand Teas, Coffees, Spices, Extracts, Baking Powder, Canned Fruits and Vegetables, Salmon and Sundries. Every tin and package guaranteed.

Wagstaffe's Jams, Jellies Marmalade.

Imperial Vinegar.

The above lines are fully guaranteed for quality, appearance and sale.

Phone 3595. Exchange to all departments.

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

"Bigger and Better Sales"

that will be the story of the grocer who is featuring



Rideau Hall Coffee

Because superior merit and better value are bound to win.

"Rideau Hall" Coffee has that delightful aroma and exquisite flavor that guarantee repeat orders wherever a pound is sold.

"Rideau Hall" Coffee, perfectly blended and roasted, is the acme of perfection.

IN ONE POUND AND 25c. TINS ONLY.

Gorman, Eckert & Co., Ltd.
LONDON, ONT.



GET WISE AND BUSY

Mr. Grocer: Don't let your business grow flat and stale by hammering away at the same old lines.

Get wise to the NEW ONES (THE GOOD ONES).

St. George, Princess and Banner milk will add a new tone to your business, bring you new customers, bring back the ones you have lost and produce for you a fat living profit. The quality of these lines is unquestionable—Note our prices.

St. George Evaporated Milk	4 doz. in case	\$3.35
Princess Condensed	" " "	3.90
Banner	" " "	4.40

5 Case Lots shipped, freight prepaid, to any rail point in Ontario.

Order from your wholesaler or direct from the factory.

J. MALCOLM & SON
St. George, : : : : Ont.

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

AURORA COFFEE

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

W. H. GILLARD & CO.,

Wholesalers

HAMILTON, ONT.



Carry this Staple Line —
It will Hold the Family Trade

We take pride in maintaining the high quality of
THE DOMINION MATCH

The stem will not break, nor the head fly off when you strike it. Attractively boxed, adding to the quality as a good staple stock.

THE DOMINION MATCH CO., LIMITED
DESERONTO, ONT.

or Canada Brokerage Company, Limited, Toronto

Just What You Would Say

So many Merchants who have bought

Bowser Self-Measuring Systems

for kerosene and gasolene NOW say they don't see how they got along without them.

Why don't you use a Bowser? There is money in it.

They measure the oil into the customer's can, count gallons pumped and show the money charged for it.

No measures—no funnels—no dirt—no danger. Saves Time, Space and Profit.

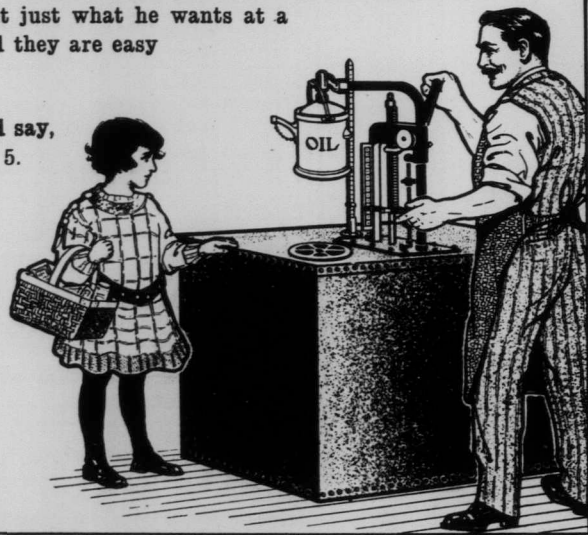
The range in style, size and price is so great that every merchant can get just what he wants at a price to suit, and they are easy to install.

Just drop a card and say,
send me free book No. 5.

Don't wait—send
it NOW.

**S. F. Bowser
& Co., Ltd.**

**TORONTO, ONT.
66-68 Fraser Ave.**



Putting Credit Business on a Cash Basis

Easiest thing in the world! No chance to pick the wrong plan, since there's only ONE way to do it. Simply install

Allison Coupon Books

HERE'S HOW THEY WORK



A man wants credit. You think he is good. Give him a \$10 Allison Coupon Book. Have him sign the receipt or note form in the front of the book, which you tear out and keep. Charge him with \$10.—No trouble. When he buys a dime's worth, tear off a ten-cent coupon, and so on until the book is used up. Then he pays the \$10 and gets another book. No pass books, no charging, no lost time, no errors, no disputes. Allison Coupon Books are recognized everywhere as the best.

For sale by the jobbing trade everywhere.
Manufactured by Allison Coupon Company,
Indianapolis, Ind.

SUCHARD'S COCOA

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

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

TWO CENTS PER WORD

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

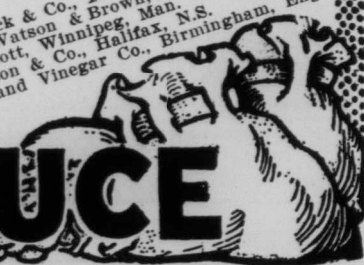
It grows—and grows—and grows—does the demand for H.P. SAUCE

Be ready to meet it—be progressive—be wide-awake. If you don't supply H.P., "the other fellow" will; probably he'll soon be supplying a good many other things, too, for a customer who wants H.P. means to have it, and when she's had H.P. once she's more than ever certain to take care she gets it again.

The moral is very simple—and very sound

H.P. SAUCE

W. G. Patrick & Co., Toronto and Montreal.
 Donnelly, Watson & Brown, Ltd., Calgary, Alta.
 W. H. Escott, Winnipeg, Man.
 R. B. Seeton & Co., Halifax, N.S.
 The Midland Vinegar Co., Birmingham, Eng.



Is Your Coffee Trade Large and Profitable?

IF NOT

You Can Make it So

BY SERVING YOUR CUSTOMERS WITH

WHITE SWAN COFFEE

Try it and Watch Your Trade Grow Quickly

IT IS

THE COFFEE OF QUALITY!

Packed in Handsome 1-lb. Tins

THE MOLASSES THAT INCREASES SALES!

Apart from the unquestioned quality and flavor of

GINGERBREAD BRAND MOLASSES

it will sell readily because the large variety of sizes in which it is put up cannot fail to suit every individual requirement of your customers.

Gingerbread Brand is a strong baker, of good body, and a profitable line to handle.

Put up in tins—2's, 3's, 5's, 10's and 20's; pails—1's, 2's, 3's and 5's and in barrels and halves.

GIVE YOUR WHOLESALER A TRIAL ORDER.

The Dominion Molasses Co.,

LIMITED

HALIFAX

NOVA SCOTIA

AN ALL-YEAR-ROUND SELLER

For steady profit and genuine satisfaction no line of canned milk can compare with

Canada First Evaporated Milk

It is guaranteed perfectly pure and very rich in cream and every can is perfectly sterilized before being filled.

A Line that is in constant demand Made in Canada by Canadians.

THE AYLMER CONDENSED MILK CO., Limited, Aylmer, Ont.

Head Offices, HAMILTON, ONT.



FARROW'S 'A-1' MUSTARD

THE BEST BRITISH MAKE—DIRECT FROM THE GROWERS

FARROW'S "A-1" is the only English Brand that has smashed the monopoly. Write your nearest agent for a sample tin. Compare the get up, the quality and the price—then you'll know the reason why!

CANADIAN AGENTS:—

McLEOD & CLARKSON, 847 Beatty Street, Vancouver; W. G. PATRICK & CO., 77 York Street, Toronto; T. A. MACNAB & CO., Cabot Bldg., St. John's, Newfoundland; W. A. SIMONDS, 89 Union St., St. John, N.B.; RUTTAN & CHAPMAN, Fort Garry Court, Main St., Winnipeg; ROSE & LAFLAMME, 400 St. Paul St., Montreal; C. E. CHOATE & CO., Pickford & Blacks Wharf, Halifax



It Appeals to Busy Women

Here's a line, Mr. Grocer, that never fails to appeal to women because of its economy of time and money.

Minute Tapioca

The only Tapioca that requires no soaking. A delicious pudding can be made right from the package in fifteen minutes. And six full quarts can be made from each package.

Your Jobber can supply you.

Minute Tapioca Co., Orange, Mass.

Canadian Representatives: Canadian Specialty Co., Toronto; R. B. Hall & Son, Montreal; W. S. Clawson & Co., St. John, N.B.

BAIRD'S WORCESTERSHIRE SAUCE

is

DELICIOUS

It makes the plainest fare appetising, and makes delightful to the palate the flavor of Fish, Meat, Stews, Soups, Gravies, Curries and Salads.

Low in Price
High in Quality



Agents:—Maclure & Langley, Ltd., 12 Front Street East, Toronto—404 Lindsay Building, Montreal W. L. McKenzie & Co., Winnipeg; R. Robertson & Co., Vancouver and Victoria.

The Best is Always Cheapest

That's why hundreds of wide-awake grocers are buying

Arctic Refrigerators

Cold, dry air constantly circulating—absolutely sanitary—can't collect dirt or rust or corrode: shelves and sections specially for grocers; all parts separable; case of ash; hardware of solid brass with lining of spruce, shellacked. Write now for complete information.

John Hillock & Co., Ltd. - Toronto

Representatives Western Provinces: Ryan Bros., 147 Bannatyne Ave., Winnipeg, Man.; Donnelly, Watson & Brown, Calgary, Alta.

BLACK JACK

QUICK, CLEAN, HANDY



TRY IT

SOLD BY ALL
JOBBERs

¼-lb. tins—3 doz. in case.

**WHITE DOVE
COCOANUT**

is the best possible!

Has no equal for quality. Always gives satisfaction and leaves a good profit margin.

**W. P. DOWNEY,
MONTREAL**



**THE PEOPLE OF
JAMAICA**

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON

"GLENER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax

The W. H. ESCOTT CO.

WHOLESALE

Grocery Brokers

187 BANNATYNE AVENUE

WINNIPEG

COVERING

MANITOBA and SASKATCHEWAN

CORRESPONDENCE SOLICITED

MOP-STICKS

OF DURABILITY

are the "TARBOX BRAND"

No. 8 Plain Cloth Holder.
No. 10 Combination Brush
Specify through your Jobber along with Self-wringing and Crank-wringing Mops. Manufactured by

TARBOX BROS. - Toronto, Ontario

The GRAY, YOUNG & SPARLING CO., Limited

**SALT
MANUFACTURERS**

Granted the highest awards in competition with other makes.

WINGHAM ESTABLISHED 1871

GEORGE & BRANDAY

Established 1879

Shipping and Commission Agents

Dealers in Coffee, Cocoa, Pimento, Hides, Honey
Wax, Sugar, Rum, etc., etc.

KINGSTON, JAMAICA

WINDSOR SALT

CAR LOTS OR LESS. Prompt shipments
Write us for prices. Phone order at our expense.

**TORONTO SALT WORKS
TORONTO, ONT. Geo. J. CLIFF, MANAGER**

POULTRY REQUISITES

should be featured now. A number of your patrons are using incubators. Why let them get their supplies from the mail order houses? Show them that you can meet their requirements.

Incubators & Brooders

English and American, from \$8.50 up.

Write us for Catalog.

**THE POULTRY & SUPPLIES
SALES CO.**

109 Place Youville MONTREAL

A. O. LANDRY

JOBBER

STE. FLAVIE STATION

Making specialty of wholesale in
Groceries, Flour, Grain, Provisions, Etc.



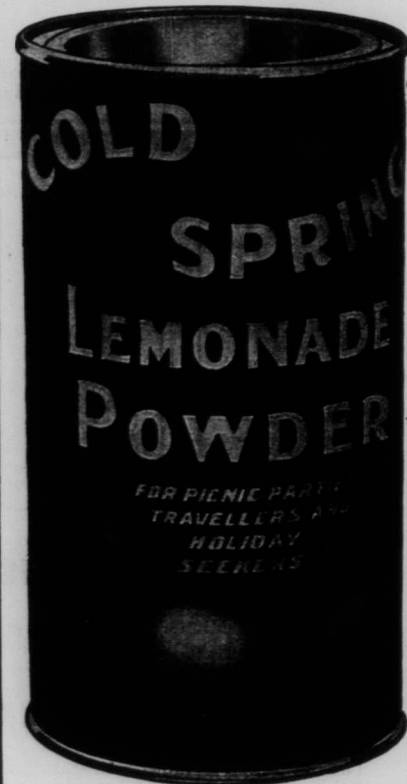
It dries them up **Common Sense**
KILLS { Roaches and Bed-Bugs
Rats and Mice

All Dealers and 381 Queen St. W., Toronto, Ont.

Dealers find Common Sense a very good seller, for the reason that it gives general satisfaction and each customer tells others about same. Write for prices.

**Are you prepared to
meet the demand for
summer drinks?**

Nothing is more cooling, refreshing or healthful than Cold Springs Lemonade Powder.



Three years of selling to a critical buying public and never yet heard a complaint.

Used extensively throughout the colonies, giving general satisfaction.

See to your stocks—the time is ripe.

S. H. EWING & SONS

96-104 King St. Montreal
20½ Front St. Toronto



**CHINESE
STARCH**

HAVE YOU
A STOCK?
GREAT SELLER
ALL THE TIME.

GET PRICES

**OCEAN MILLS
MONTREAL**

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

"W
script
the
hints
times
We
O'Ke

"THE PAPER THAT IS READ"

A National Circulation AND A National Reputation

"We enclose our check covering subscription to your valuable publication, the "Grocer." We get many good hints in your paper which is worth many times more than the price of your paper. We look forward for each issue."—
O'Keefe & Martin, Vernon, B.C.

"As we were looking over some back numbers of The Canadian Grocer which we prize as highly as clean stock, we noticed an article on soap in your issue of April 16 and an idea occurred to us."
—Errett & Co., Englehart, Ont.

"Your paper is invaluable to all grocers—interesting and full of ideas—a paper that all up-to-date business men will appreciate if they see it once—the only paper that I keep on file for future reference."—Elzear Turcotte, Quebec, P.Q.

"We assure you that we appreciate the Grocer very much because of the many helpful suggestions contained in it. The fact that we cut out the helpful things from week to week and paste them in a scrap book, is an evidence of our appreciation."—F. & J. Morley, Sydney, C.B.

The Canadian Grocer

Winnipeg - Toronto - Montreal - London, Eng.



Can You Afford



to neglect the facts occurring in the Grocery Trade as expressed on this page?

For the first 22 weeks of 1911 our increase amounts to 460,146 lbs. Individual weeks compared with the corresponding weeks of 1910 show the following results;—

WEEK ENDING	JAN.	7 INCREASE,	14,774 lbs.
"	"	14	28,016 "
"	"	21	21,414 "
"	"	28	5,953 "
"	FEB.	4	DECREASE 2,910 lbs.
"	"	11	33,483 "
"	"	18	6,980 "
"	"	25	4,086 "
"	MAR.	4	1,692 "
"	"	11	46,956 "
"	"	18	23,563 "
"	"	25	24,467 "
"	APR.	1	16,043 "
"	"	8	DECREASE 7,137 lbs.
"	"	15	94,705 "
"	"	22	73,090 "
"	"	29	24,173 "
"	MAY	6	33,001 "
"	"	13	DECREASE 28,366 lbs.
"	"	20	742 "
"	"	27	12,790 "
"	JUNE	3	32,631 "

This means an average increase per week of 20,915 lbs!

The people want "SALADA"! They are getting it in ever increasing numbers. Are you supplying them? Or are you hanging back and allowing others to take away your Tea trade?

SALADA TEA CO., - - Toronto and Montreal

Where Knowledge is Power 'tis Folly to be Ignorant!

Particularly when the knowledge can be readily acquired at a very low cost.

MERCHANTS and SALESMEN will find their efficiency greatly increased by a careful perusal of any of the books listed below. WRITE FOR FULLER PARTICULARS.

Ginger Talks, by Holman	\$ 2.00	50 Lessons on Show Card Writing	2.50
Brain Power Business Manual	2.00	Tea Hints for Retailers	2.00
Salesmanship, Department and System	1.00	Tea, Its History and Mystery	2.00
Straight Talks on Business	1.00	Coffee, Its History	2.50
Book-keeping Self Taught	1.00	Hardware Window Dressing	2.50
Ropp's Commercial Calculator50-1.00	Hardware Store Business Methods	1.00
Buyer's and Seller's Cost Tables	1.50	Art of Decorating Show Windows and Interiors	8.50
Success in Letter Writing75		
Card Writers' Chart	1.50		

ALL BOOKS SENT POSTPAID

THE MacLEAN PUBLISHING COMPANY, - TECHNICAL BOOK DEPT.

143-149 UNIVERSITY AVENUE, TORONTO

F

H
W

Adams
Allison
Alpha
Ameri
Asept
Ayime

Balfou
Bened
Bickle
Border
Borwi
Bowse
Bradst

Canad
Canad
Canad
Canad
Chase
Ciceri
Cie Fi
Clark
Claw
Cocoa
Coles
Colwe
Comr
Comr
Comr
Cresco
Crystl

Dalle
Distri
Domi
Domi
Domi
Domi
Domi
Down

Wby-1
Eoka
Edwa
Ente

FOR SUMMER SELLING YOU SHOULD STOCK

CRACKER JACK

THE BEST 5c. POPCORN CONFECTION

"ANGELUS"
White Marshmallows

and

"ANGELUS"
Chocolate Marshmallows

THE TWO BEST 10c. LINES ON THE MARKET

How is Your Stock of **MAPLE SYRUP?** It may seem a little out of season to be talking Maple Syrup—but WE HAVE A PROPOSITION THAT WILL APPEAL TO YOU

OUR QUOTATIONS ARE THE LOWEST EVER NAMED

Send us your orders

EBY-BLAIN, LIMITED

Wholesale Grocers

Toronto

INDEX TO ADVERTISERS

A	Escott, W. H. Co., The..... 22	Lynch's Ltd..... 14	Rock City Tobacco Co..... 59
Adamson, J. T., & Co..... 3	Essex Canning & Preserving Co..... 11	Lytle Co., T. A..... 16	Rowat & Co..... 4
Allison Coupon Co..... 19	Estabrooks, T. H..... 39		Royal Polishes Co..... 14
Alpha Chemical Co..... 16	Eureka Refrigerator Co..... 15		Ryan, Wm. Co..... 42
American Can Co..... 12	Ewing, S. H., & Sons..... 22	M	
American Tobacco Co..... 58		MacFarlane, Lang & Co..... 24	S
Asepto Soaps Ltd..... 10	F	MacLaren Imperial Cheese Co..... 2	St. Croix Soap Mfg. Co., inside front cover
Aylmer Condensed Milk Co..... 20	Fairbank Co., N. K..... 6	MacNab, T. A., & Co..... 2	St. Lawrence Sugar Refining Co..... 17
	Farrow & Co., Jos..... 21	McCabe, J. J..... 52	Salada Tea..... 24
B	Fearman, F. W., Co..... 42	McDougall, D., & Co..... 58	Sanitary Can Co..... 3
Balfour-Smye & Co..... 18	Foster-Clark Ltd..... 11	McLeod & Clarkson..... 38	Schwalbe & Cie..... 55
Benedict, F. L..... 19	Freeman & Co., The W. A..... 4	McVitie & Price..... 46	Smith, E. D..... 51
Bickle, J. W., & Greening..... 15	Furuya & Nishimura..... 16	McWilliam & Everist..... 52	Snap Co., Ltd., inside back cover
Borden Condensed Milk Co..... 3	Fussell & Co..... 15		Snowdon & Ebbitt..... 23
Borwick Baking Powder..... 51		M	Soclean Ltd..... 12
Bowser, S. F. & Co..... 19	G	Magor, Son & Co., outside front cover	Spurgeon, H. G..... 2
Bradstreets..... 55	George & Brandy..... 22	Malcolm, Jno, & Son..... 18	Stevens & Solomon..... 53
	Gillard, W. H., & Co..... 18	Marshall Brokerage Co., The..... 2	Stewart, I. C..... 22
C	Gillett, E. W., Co., Ltd..... 45	Masons Ltd..... 10	Stringer, W. B..... 53
Canada Brokerage Co..... 13	Gorham, J. W., & Co..... 2	Mathewson's Sons..... 39	
Canada Sugar Refining Co..... 14	Gorman, Eckert & Co..... 18	Mathieu, J. L., Co..... 45	T
Canadian Coconut Co..... 41	Gray, Young & Sparling..... 22	Minute Tapioca Co..... 21	Tanglefoot..... 58
Canadian Postum Cereal Co..... 46	Guelph Soap Co..... 17	Mooney Biscuit and Candy Co..... 47	Tarbox Bros..... 22
Canadian Salt Co..... 12	Gunns, Ltd..... 42	Morse Bros..... 62	Taylor & Fringle..... 7
Chase & Sanborn..... 3		Mott, John P. & Co..... 46	Telfer Bros..... 16
Cicero & Co., Chas..... 6	H		Tilton, J. A..... 2
Cie Francaise de Bates Alimentaires..... 45	Hillock & Co., Ltd., John..... 21	N	Tippet, Arthur P., & Co..... 1
Clark, W..... 40	Hills Bros..... 44	Nelson, Dale & Co..... 44	Toronto Salt Works..... 22
Clawson & Co..... 2	Holbrooks, Ltd..... 49	Nicholson & Bain..... 41	Tuckett, Geo. E., & Son Co..... 59
Cocoa-Nut Butters, Ltd..... 62	H. O. Co..... 7	Nickel Plate Stove Polish..... 21	Turootte, A. F..... 2
Coles Mfg. Co..... 17	H. P. Sauce..... 20		
Colwell, E. B..... 2		O	V
Commercial Register Co..... 15	I	Oakey, John & Sons, inside back cover	Verret, Stewart Co., outside back cover
Common Sense Mfg. Co..... 22	Imperial Tobacco Co..... 58	Ocean Mills..... 22	Victoria Fruit Exchange..... 38
Connors Bros..... 55	Irish Grocer..... 2	Ontario Lantern and Lamp Co..... 59	
Crescent Mfg. Co..... 47	Island Lead Mills Co..... 41	Oshawa Canning Co..... 38	W
Crystal Sealing Co..... 62			Walber Bin and Store Fixture Co..... 39
	J	P	Walker, Hugh, & Son..... 53
D	James Dome Black Lead..... 17	Patrick, W. G. & Co..... 2	Warren, G. C..... 2
Dalley, F. F. Co..... 62	Jameson Coffee Co..... 38	Peck, Fren & Co., Ltd..... 38	Watson & Treadale..... 2
Distributors, Ltd..... 2	Johnston, Baird & Co..... 21	Perrin, D. S. & Co..... 10	West India Co..... 15
Dominion Cannery, Ltd..... 32		Pickford & Black, inside back cover	Western Distributors, Ltd..... 2
Dominion Match Co..... 19	K	Poultry & Supplies Sales Co..... 22	Weston Ltd., George..... 9
Dominion Molasses Co..... 20	Kit Coffee..... 12		Wetley, J. E., outside back cover
Dominion Salt Co..... 14		Q	White & Co..... 53
Downey, W. P..... 22	L	Queen City Oil Co., inside back cover	White, Cottell & Co..... 13
	Lambe, W. G. A..... 2		White Swan Spice & Cereals, Ltd..... 20
E	Landry, A. C..... 22	R	Whitlock & Mariatt..... 2
Eby-Blain Limited..... 25	Lascelles de Mercado & Co..... 22	Reindeer, Ltd..... 42	Wilson, Archdale..... 17
Eckardt, H. P..... 37	Lemon Bros, inside back cover	Robinson & Co., O.E..... 55	Winn & Holland, inside back cover
Edwardsburg Starch, outside front cover	Lind Brokerage Co..... 2		Woodruff & Edwards..... 62
Enterprise Mfg. Co..... 8			Woods & Co., Walter..... 63

Devised to Cut Cost of Living in Cities

Cost of Distribution of Goods in Large Cities and Towns Wrong—Pity of Petty Jealousies Stopping the March of Progress—Sketch of Practical Co-operative Scheme — Tributes to Centralized Idea—The Saving.

Jealousy is very old. A regular hag is she. In the beginning of things one can picture her whispering things calculated to anger in the ear of Cain before he was moved to slay Abel. She, also, it has been, who all down through the ages has been a rock in the path of Progress, a stumbling block to the feet of the reformer, and a false hope of reward to the man who would vain help on his brothers in toil to better things.

But it would be a very shame if the old hag could have still enough vindictive power to fill the ears of many good grocery men in all the big cities and towns of this fair land of ours, with false, black, jealous lies as soon as one man or two begins to talk of the blessings that would follow in the wake of the co-operation of city dealers.

Distribution Cost Wrong.

If there is any one feature more than another that is wrong with the grocery trade in big communities to-day, that thing is the cost of distribution of goods. This has been repeated so often that it has become a platitude. But every time some progressive dealer rises in his place to propose a scheme wherein co-operation of all is the moving note, one and all, his fellows rise about and inform him in many different ways that what he dreams is not possible for the big city. It would be all very well, they tell him, these doubters, in a small place where everybody is known, but in the big city,—Oh! no; it cannot be. And so those who would try to help the others are classed as wild-eyed dreamers, whose visions are not to be taken seriously.

It doesn't seem to occur to these men of jealous mind that it is only the thought of the thing that appals them. For never having tested co-operation, how can they really KNOW anything about it. But human nature never changes.

Something at Fault.

No one but will admit to-day that something is at fault in our machinery of distribution. At the convention of the Ontario Board of the Retail Merchants' Association in Guelph last winter. G. E. Gibbard, secretary of the Toronto branch, made the statement that it cost more to get the tin of canned beef from the shelves of the grocery store to the consumer than it did to bring the product in raw state all the way from the

ranges of Texas and the south-west, to the packing houses at Chicago and elsewhere, and on to the jobber and to the retailer. He wanted the convention to put itself on record as being in favor of working out some better scheme for retail distribution, and the convention would have none of it. Not one of the men who gave the death sign to his motion would dispute his statement, but they simply sat there believing that JEALOUSY had such a terrible hold upon the dealers of all big cities that to attempt any co-operative or centralized delivery scheme was to court disaster. And all this in the name of petty jealousy. What a pity! The toad-like whisperings into the ear of Cain, to be perpetrated down through the ages, until they settled down as councillor to the retail grocer.

Any good scheme of co-operation for the delivery of all the goods bought in all retail grocery establishments of the cities of Montreal, Halifax, Vancouver, Winnipeg, or Toronto, to say nothing of the host of smaller cities, would mean a saving of almost fifty per cent. in the individual dealer's cost of distribution. That is not a guess; it is a statement based upon the results of other cities where some such advanced merchandizing has been worked out. Then the deliveries would be more satisfactory because no one customer of any one dealer could offer reproach that: "Brown will deliver her goods any time." There would be none of that. Moreover there would be fewer delivery outfits on the street, and much less noise and racket. But that is another story.

How is all this to be brought about? you may ask.

The Co-operative Plan.

Just this way. Let the city be divided into districts of say from fifteen to twenty or twenty-five stores each. Let each district have local autonomy as far as its own work is concerned, but make it report to a central bureau in case of big disputes. Let the outfits of each establishment be appraised, and then let the fifteen, or twenty, or twenty-five men buy from the central, dominating city board the necessary horses or rigs or motors, as the case may be, to give to their district just so many deliveries per day. There would not have to be any central shipping centre because the goods could be picked up at the store doors.

Now then multiply this one organization many times over, according to the size of the city, and you have the whole plan. The central organization would be run by officers elected by all the grocers using the service, and these men during their term of office would be supreme. To the treasurer of the body the individual dealer would have to pay in a sum based upon the valuation of his delivery, and the amount of work the concern would have to do for him. The whole thing would be quite automatic. Any profits there would be after expenses of operation and cost of new outfits had been accounted for could go back to the men using the service.

That is the co-operative idea of delivery. It has been tried over and over again in many parts of the United States, and has, where carefully managed, generally proved a success. In some cases it has been wonderfully efficient as is evidenced by the city of Adrian in Michigan, the history of which was published in *The Canadian Grocer* about a month ago. In that city they have the delivery down to such a system that they even make considerable money out of the waste paper that usually goes to waste about the store.

The Centralized Way.

Then, of course, there is the other, or the centralized delivery system, by which a private man or company does the town's delivering. This has been working to splendid advantage in several good-sized communities, the last large convert being the city of St. Thomas. The writer has been in several towns where this method of delivery is used, and in every case the merchants were enthusiastic over it. There were many of them ready and willing to prove by figures that the proposition had cut their delivery bill in two, while the worry was all gone forever. You couldn't get any of these men to admit that he would want to go back to the old style of distributing goods with all its attendant worries. But there were many of these self-same men who came out flat-footed with the statement that the only thing they could have done to make the system more satisfactory was to have adopted a co-operative. But even as they would make this assertion they would remark with a knowing laugh, "but then we couldn't have done that; there's too much petty jealousy in this town."

There you are,—petty jealousy. And it is supposed to be a relic of the dark ages.

Societies and associations if they never did anything else, have justified their existence in the effect they have had of causing the members to keep this same petty jealousy in the background,

while the
And the
made for
it's up t
elation

D

Taking
at the t
ention
age cler
giving o
payment
the clea
the info
An oi
date of
name
then the
articles
well if
the cler
the tim
custome
the gro
loophole
to grief

It is
exercise
true he
but tha
lize hi
caution
will be
later ha
"A stiff
well ap
few ex
with a
care wh
Where
his list
Smiths
it is r
names
is not
danger
one of
picion
being r
one fan
ceived l
of mis
simply

In th
not pu
necessa
and pr
to his

while their deliberations were going on. And the meeting of these men always made for a better state of affairs. Now it's up to more men to attend the association meetings, and it's also up to

some good big dealer to come out in favor of some scheme to save money in the distribution of goods. The trade demands it of him. Who will be the man?

delivery man coming in finds the parcels in the place for immediate delivery and does not need to ask any of the clerks about the individual orders. The information he requires is on each order sheet.

The Order Fyles.

A customer may not want her groceries until the afternoon. The order is marked 4 p.m. or 2 p.m. as the case may be and is placed on the afternoon fyle. She may not want it delivered until Tuesday afternoon and it is marked Tuesday 3 p.m. And so it goes. One clerk should be delegated to watch the latter fyle that none of the orders may be overlooked. The general staff can take care of the others.

Protects the Bookkeeper.

The duplicate of Mr. Phelps' order goes to the bookkeeper, who can read it quickly and again no time is lost. The office has a complete record of the sale. There is no room left for questions by the customer. If she loses her order sheet the office has its mate, and it is known that Mr. Phelps was the clerk who received the order. All this detail presupposes that the grocer desires system in his business, and if he has system of any kind it should be complete. All the effect is destroyed if loopholes remain here and there. A chain must be strong in every link, and the grocery business is important enough to demand systematic methods in every department.

HAD TEN REASONS.

A Kentucky grocer offered prizes of from \$5 down to \$1 to the customer who gave the best reasons why the consuming public should patronize his store. Many replies were received, that of the winner being:—

Because—The high quality of their goods is commensurate with the price paid.

Because—They never fail to "Deliver the Goods."

Because—You may order by 'phone with as much safety as in making a personal selection.

Because—You receive courteous and uniform treatment at this store.

Because—The cleanly and neat appearance of their goods appeal to you.

Because—They never substitute. They have it.

Because—You are welcome there, whether you purchase or not.

Because—To buy the best is the cheapest. They have the best.

Because—Dependable, week in and week out—always the best.

Because—You get what you want when you want it and you get what you want when you get it.

Dividends in Careful Order Writing

How Systematic Clerk Can Save Great Amount of Worry to Other Departments of Store Organization—The Confusion that Follows in Wake of the Careless Salesman Who Trusts His Memory.

By H. T.

Taking an order over the counter or at the telephone is worthy of more attention than it receives from the average clerk. Every sale begins with the giving of an order, and the delivery and payment depends to a large extent with the clearness of the clerk's writing and the information his sheet contains.

An order should give first of all the date of the purchase. Next comes the name of the purchaser with initials, then the street address and lastly the articles sold. In addition, it would be well if the order check gave the name of the clerk who received the order and of the time the goods were required by the customer. When system is aimed at by the grocer he should strive to leave no loopholes by which his plans might come to grief.

Think for Future.

It is self-evident that the clerk should exercise great care in his work. It is true he may frequently be in a hurry, but that is just the time he should realize his position and be particularly cautious that his work is correct and will be clearly understood by those who later handle the check and its duplicate. "A stitch in time saves nine" may be well applied to the grocery business. A few extra seconds or a minute spent with a customer will provide for that care which prevents mistakes.

Where is the grocer who has not on his list of customers several Browns, Smiths, Henrys, Davidsons, etc.? Why it is more often the case that these names appear in triplicate. Therefore it is not to be denied that there exists a danger of sending one family's order to one of the others, thus arousing the suspicion thereby, that other mistakes are being made. Articles are charged to one family that were ordered and received by another, and many other forms of mistakes occur from time to time simply through carelessness.

A Few Examples.

In those stores where the salesmen do not put up the orders particular care is necessary, but where the clerk receives and prepares the order he often trusts to his memory for items that should

have been put on his order slip. Examine example No. 1. Mrs. F. W. Whyte enters the store and takes from her handbag a piece of paper. She is apparently in a hurry. The clerk knows her and simply puts down her name without the initials which identify her from the other customers of that name. Her first order is for one line of soap, but the clerk trusts his memory to save time and probably scrawls "soap" over the leaf. He is not positive that the carbon paper is in its proper position. He may have to copy the order for the bookkeeper after Mrs. Whyte is gone, not having provided against such a loss of time before writing a word.

Mrs. Whyte leaves the store and this clerk is called to the nearby phone for another order, and by the time he begins to make up the Whyte order his memory is crowded with the goods Mrs. Jones, Mrs. Brown and other customers have asked for. In a morning rush he may have written all his orders in a manner similar to that of Mrs. Whyte.

The Other Way.

It is such a simple matter to have a customer wait a few moments to arrange the order book that no reason exists why she should not be content to bear with you. The customer should know or should be reminded—if it were necessary—that it is to their interests that mistakes be avoided.

Geo. S. Phelps waits on Mrs. Whyte. He gets the customers name and address first. Then he takes the order, giving the name of each article, the amount asked for and the price. He probably suggests one or two lines and finally asks when the goods are required. This he marks at the bottom. The customer turns away and Mr. Phelps puts the date on the check and his name on it or the number by which he is known in the store. He then tears off the check and glances over the duplicate to make sure it is legible. He puts the check on a particular fyle.

Example No. 2 suggests the appearance of this check. It goes on the rush fyle and is sent out that morning. The

Alberta Dealers Petition Government

Lethbridge Business Men's Association Circulates Petition Asking Legislation to Amend the Existing Exemption Ordinance That Collecting of Debts May be Easier—Boards of Trade to be Asked to Take up the Fight—An Old Law.

Lethbridge, June 8.—The following petition was circulated early this week by Secretary Cope of the Lethbridge Business Men's Association in an endeavor to induce the Alberta legislature at the next session to change the law so that the collecting of debts would be made more easy. It is felt that the exemptions now in force are much too liberal, and boards of trade throughout the province have been asked to take up the matter.

The Petition.

The petition of the undersigned, representing the retail merchants and professional men carrying on business in the province of Alberta, respectfully represents.

(a) That many business and professional men are defrauded and suffer losses by reason of unscrupulous debtors taking advantage of the delays, leniency and costly procedure of the present law.

(b) That merchants, business men and professional men being unable to collect accounts are thereby discriminated against.

(c) That the present exemption ordinance was passed at a time when this province formed part of the northwest territories and at that time this country was sparsely settled and the conditions such that it was thought to attract by such legislation every class of settler, however unworthy, and to offer to delinquent debtors from older countries practical immunity from obligations incurred by them and that conditions have now altered so that it is no longer necessary to hold out such a bait to undesirable immigrants, but that it is in the interests of all classes of the population of the province that a proper regard be had for obligations deliberately incurred, and that the incurring of debts be held to imply a corresponding duty to pay the person extending credit.

Injury of Curtailment.

(d) That the curtailing of credits in a farming community, particularly as regards the necessities of life, necessarily injures the class that legislation such as is contained in the exemptions and similar ordinances is mainly designed to protect.

(e) That the exemptions ordinance is in its provisions so wide and comprehensive that it offers equal immunity to all classes as regards goods and land that are only necessities of life to a particular class.

(f) That the exemptions ordinance

does not put a restriction as to value on exempted articles, so that a debtor who is not willing to pay his debts may be well able to do so and may be possessed of thousands of dollars of carefully selected property and yet be immune by exemptions.

(g) That an unwilling debtor may be in receipt of an ample salary over and above his living expenses to satisfy his creditors, and yet, if such salary is payable at intervals when not more than \$25 is due, or, in case of collusion between the debtor and his employer, such salary is not attachable by any process of court, nor can it be reached by any process, such as obtains in England and the eastern provinces, by way of examination of judgment debtors and collection orders.

The Request.

Your petitioners, therefore, pray:

1. That the exemption ordinance be amended by allowing exemptions only to a fixed amount in the aggregate and by allowing exemptions of particular articles, such as farming implements and machinery, homesteads and livestock, only to those debtors who are actually and mainly engaged in making their livelihood by the use of the said articles or farms, and that no greater exemption be allowed for the price of board or lodging or clothing than are allowable to a tenant in case of distress for rent.

2. That when an attaching order of debts is served on the employer of a debtor and the debtor continues in such employment, the judicature ordinance be amended so that such order shall operate as a continuing attachment until the debt is satisfied.

Limited Exemption.

3. That no exemption in the case of attachment for debt be allowed of more than \$25 per month, and none at all in the case of debts incurred for board, lodging, food or clothing.

4. That the time for entering a dispute to small debt summonses be reduced from twenty to ten days in the case of debtors served within a radius of thirty miles from the place of issue of the summons and that small debt actions be automatically set for trial at the next sittings of the district court to be held after the expiration of ten days after service of the summons.

5. That court and sheriffs' fees and poundage (except mileage) be abolished in small actions.

6. That a collection act similar to the English debtors act or corresponding to the acts in force in the eastern provinces, be enacted.

NEWFOUNDLAND NOTES.

License for Salmon Packers in the Old Colony.

St. John's, Nfld., June 8.—The Department of Marine and Fisheries has decided that salmon packers in future, must have a license like lobster packers. The object is to get after packers of inferior fish. Every packer will be given a number, by which he will be identified in case of bad fish or poor pack. A few years ago this plan was adopted with lobster packers, with marked success, the prices paid being much higher, and the quality up to the standard.

The Newfoundland Board of Trade, alive to the situation has appointed inspectors for this other of our products, and their services are available to anyone needing them. While the rigid cull and strictness of these inspectors has caused some grumbling among packers, still they are beginning to see that in the end, they are bound to benefit. The price realized will be better and the quality passing the inspectors will leave no room for complaint.

Fish exports to date are about 15,000 lbs. behind last year. Stocks held in the city at present are small, and new fish coming along will be eagerly sought after, and will command good prices.

At a meeting of the Fish Exporters, H. LeMessieur, for many years in Bowning Bros. mercantile office, has been appointed agent in Southern Europe. He replaces J. E. Ruedell, lately deceased.

CONTRACT ISSUE NOT TRIED.

Wholesaler Discusses Recent Decision of Supreme Court.

New York, June 8.—When the decision of the Supreme Court of the United States in the Dr. Miles Medical Company case was announced some time ago, it was felt, among wholesale grocers in this city, that the decision would have a most far-reaching effect upon the grocery trade, because of its bearing upon the relations between the manufacturer, wholesaler and retailer.

The finding still may have a marked influence upon the business relations of all the sections of the trade, but a wholesale dealer who has made a close scrutiny of the text of the document, claims that the contract issue had not been on trial at all, for the reason that the defendant wholesale house had not signed any contract with the Miles Company as to the price at which its goods should be sold.

How

Mr. Ja
lished on
and mar
controver
ing the
from this
tive plea
discussio
must sur
the subje
welcome
talks, ev
equipped
by one w
Mr. Jam
a subject
interpret
thing to
the sco
plain wh
other wo
deep wat

To say
right a
much of
bricklaye
teen mot
all rule
But a n
brick is
The old
the cost
now kno
ing awa
partake
tical; m
I may n
because
shall tr
get at.

T

That t
est and
because
articles
time n
school,
ing; bu
hand. F
ing, ho
from th
ple me
WHY it
than tl
knows a
is the
merchan
Mr. Jan

How Are You Going to Figure Profits?

Being Another Attempt to Set Out Beyond Room for Doubt, of the Value of Estimating Margins From the Selling End—A Transaction in Tea, and Demonstrations of Figuring Both Ways—Slang and English.

By Henry Johnson, Jr.

Mr. Jamieson's second article, published on May 5, is so courteously fair, and manifestly aims at such friendly controversy as will result in our deriving the greatest measure of benefit from this discussion, that it is a positive pleasure to pursue the subject. A discussion conducted along these lines must surely be good for everybody if the subject be good for anything; and I welcome the opportunity to continue the talks, even though I feel that I am ill-equipped to answer every point made by one who has the technical training of Mr. Jamieson. It is one thing to know a subject and to know it is correctly interpreted; but it is quite another thing to say WHY. If you want to get the scope of that remark, try to explain why two and two make four. In other words, it is easy to "get into deep water."

Ways Old and New.

To say that my respected opponent is right as a mathematician is not so much of an admission. The old style bricklayers were "right" in taking sixteen motions to lay a brick. They had all rules and precedents behind them. But a new way was discovered, and a brick is now laid with four motions. The old way of computing profits, from the cost, was long accepted; but it is now known to be wrong, and is passing away. Mr. Jamieson's mathematics partake of the obsolescent and theoretical; mine of the present and practical. I may not be able to show just WHY—because I do not always know; but I shall try to tell what I am trying to get at.

The Meat of the Cocomnut.

That the grocer should know the rightest and bestest way is proper. It is because he needs a school that these articles are written. He has not the time nor opportunity to go to night school, for he must make his daily living; but fortunately a better way is at hand. He can read here, in the evening, how it is better to figure profits from the selling end, as a logical, simple method—and I shall try to show WHY it is better to figure that way than the other—even granting that he knows all about mathematics, etc. That is the meat in the cocomnut, for the merchants that are and for those whom Mr. Jamieson is turning out.

I should like to have Mr. Jamieson stop right here, and, without reading further, state what he knows and what he teaches about the average expense in the grocery business and how it is arrived at and computed. He must have thought that out ere this, so it should not be hard for him to make the statement—and I for one should like very much to see it stated.

The Fundamentals.

The fundamental point of my method is, that 100 p.c. is the whole of anything; and therefore, an article sells for 100 p.c. of its value. In other words the only 100 p.c. that enters into business is the entire selling price. It is thus manifestly impossible for you to make 100 p.c. margin on any transaction—unless you get your goods for nothing. It is better to take these conservative figures—the whole selling value—and divide what you receive into cost and gross margin; deduct the expense of doing business and KNOW that the remainder is net margin, than it is to expand your apparent gross margin into absurd figures and run the risk of miscalculation thereby.

Transaction in Tea.

Take a package of tea which sells for \$1, and which costs 70c. That is 30 p.c. gross margin. The average expense of doing business is, say, 12 p.c. Thus you have 18 per cent. net margin—certain, sure and indubitable. Any slight variation here and there in your expense is well cared for and you are always on the safe, conservative side. Computing your gross margin on the cost you would have 43 p.c. and you would have to deduct 13.63 p.c. plus, leaving the fictitious net margin of 29.37 p.c. I say fictitious because at the end of the year you would have to find your sales, and deduct therefrom your expenses, and then figure your profit for the year on the remainder. Then your final profit would appear as a wider percentage, but you would not have a dollar more money; hence, the wider profit would be fictitious. It would also be misleading to the keenest computer for he would always feel safer in withstanding the loss of margin on sugar, flour, etc., than he should have any right to feel. To feel that way is to rest on false security. In the in-

stance quoted you will have 18 p.c. figured my way—the correct way, I should say—while by Mr. Jamieson's method you would seem to have 29.37 per cent. There is a quicksand in those wide figures.

The Strange Advertisement.

A short time ago I saw an advertisement wherein a certain line of articles was offered at special prices "one hundred per cent. below cost." What did that man mean? What was in his mind? Was he giving the goods away? In what other way could he quote at 100 p.c. below cost? Would not 100 p.c. wipe out the entire cost?

Suppose a merchant should run along a year and sell \$10,000 worth of goods. Let his gross margin be \$2,200, and the cost of doing business \$1,400, leaving a net profit of \$800. Computed on the sales of \$10,000, this would read: Gross margin, 22 p.c.; less expense, 14 p.c.; leaving net profit, 8 p.c. As Mr. Jamieson suggests, it would read: Business done, \$7,800; gross margin, 28.20 p.c. plus; less expense, 18 p.c. minus; leaving net profit of 9.80 p.c. plus. The dollars would be the same; but the effect would be somewhat different. He would find his margin exceedingly wide and his expense—meaning, always, expense, depreciation and all other proper charges—excessive; also, his net profit unusually good.

Inviting Disaster.

He would be apt to feel that he was making too much gross margin, which was holding back his business and thus enhancing his expense; and he would be liable to cut his margin to correct the evils he imagined, thus inviting disaster. In the multiplicity of little transactions which are turned in the grocery business, it is mighty easy to lose \$800, or any other net profit; and only the closest and most carefully conservative figuring will yield success.

There is much to this subject and much even in Mr. Jamieson's article which I shall have to leave for next issue; but I feel like touching ever so lightly on his suggestion that the earlier English is "purer" and more beautiful than the "slang" of to-day. I must say, I prefer the slang for two reasons. It is more expressive and it is up-to-date. In fact, the slang of to-day is the English of to-morrow. Thus do custom and usage lead, as aforesaid. Of course, we can get into a lot of things foreign to Store Management in this discussion. They would be interesting and no doubt instructive; and I therefore promise not to digress after this, but I must give one or two examples of expression of ideas for the judgment of the general reader.

THE CANADIAN GROCER

Established - - - 1886

THE MACLEAN PUBLISHING CO., LIMITED

JOHN BAYNE MACLEAN - - - President

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

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

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

St. John, N.B. - - - - - W. E. Hopper

UNITED STATES—

New York - R. B. Huestis. 115 Broadway, New York
Telephone 2282 Cortlandt

GREAT BRITAIN—

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

FRANCE—

Paris - John F. Jones & Co. 31bis Faubourg Montmartre

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

PUBLISHED EVERY FRIDAY

THE RISE IN LEMONS.

Less than one month ago lemons were selling at from two-fifty to three dollars. To-day they are quoted from four-fifty to five by most dealers, and there are some who believe that the ultimate price will be even higher than that. New stocks calculated to relieve the situation seem slow in arriving in the country.

The situation that made this high market possible was a peculiar one. The month of May, this year, was unusually warm, with few exceptions, over practically the whole Dominion. The taste for the cooling drink accordingly developed early with amazing rapidity, and stocks of lemons held by retailers melted away under the call, like snow in a chinook wind. This was about the twentieth of May. The market at once stiffened and quotations commenced to creep higher. There arose a grumble from dealers everywhere at first, because it was felt that importers were manipulating a situation that lent itself admirably to rising prices, but this discontent soon vanished under the realization of the steady requests from almost everywhere.

Now June is ushered in and although there have been one or two chilly days the month bids fair. Accordingly there will soon be anxious looks being cast towards the lands whence the lemons come if the condition of tenacity is to be alleviated. As has already been said, there are many importers who believe that the price of lemons will be higher before it is lower than it is now. But it all rests with the primary markets and the strength of the sunshine.

LICENSE FOR SALMON PACKERS.

The Department of Marine and Fisheries of Newfoundland has decided, that it is necessary if the unscrupulous packer is to be reached, that the salmon men must work only under a license. Accordingly each man has been given a number by which it will be easy to trace his pack. This was tried a few years ago with the lobster packers and has been generally conceded to be a distinct success.

Canada has already provided that the salmon packers of this country must conform to regulations similar to those imposed on Newfoundlanders, all in the interest of a more uniform pack. It appears to be a step forward,

being calculated to weed out packers of inferior fish. In Newfoundland, to further the scheme, the Board of Trade has appointed inspectors, available to all, and it is reported that most of the packers are using the service. There has been some grumbling because the standards set by these Board of Trade men is high, but the packers now seem to be looking ahead to the better prices for the pack.

The work of the Board of Trade inspectors constitute almost a government inspection, and the goods they pass are accordingly treated with respect. The dealer is sure to be a gainer by this.

THE ILLICIT COMMISSION.

In this editorial pronouncement given below the Hamilton Herald takes up the interesting question of "illicit commissions." The Canadian Grocer drew public attention to this matter nearly two years ago and since then there have been frequent expressions of opinion from different parts of the Dominion. The article follows:—

"Very many people in this country—probably a large majority of them—do not know that there is a Dominion law which makes it a criminal offence for any person acting as an agent of another to obtain, or even to attempt to obtain, a secret commission for doing something or refraining from doing something in connection with any business which he is transacting as agent. It is also a criminal offence for any person to give or agree to give any such agent a gift or reward as inducement for him to do or refrain from doing something in his capacity as agent.

"This Dominion statute was enacted two years ago. It was designed to suppress or at least check the secret commission evil which flourished in every branch of industry and commerce and in most of the professions too. It still flourishes. Probably the reason why the statute of 1909 is almost a dead letter is because so few people are aware of its existence. It is well, however, for people to know that it is still alive and may at any time be put to use with unpleasant results to petty grafters.

"The reason why we assume that but few people are aware of the existence of this law is that only a few days ago a Hamilton lawyer gave evidence of this ignorance. In the capacity of agent, he brought a legal advertisement to this office for insertion in the Herald, and demanded for himself 25 per cent. commission on the cost of the advertisement. Of course the demand was refused, whereupon the lawyer took the advertisement to another city paper, in which the advertisement was duly published. Whether he got his commission from the other paper we do not know, but it is pretty certain that in demanding it of the Herald he committed a criminal offence and exposed himself to severe punishment. We assume that if this lawyer had been aware of the existence of the "act to prevent the payment or acceptance of illicit or secret commissions and other like practices" he would not have incurred the risk he did; and if a lawyer did not know of it, is it likely that many laymen would?

"The act will be found in the Dominion statutes of 1909, chapter 33. It says that everyone is guilty of an offence and liable to a fine not exceeding \$2,500 or to two years' imprisonment, or to both, who "being an agent, corruptly accepts or obtains, or agrees to accept or attempts to obtain, from any person, for himself or for any other person, any gift or consideration as an inducement or reward for doing or forbearing to do . . . any act relating to his principal's affairs or business, or for showing or forbearing to show favor or disfavor to any person with relation to his principal's affairs or business." The act also makes it a criminal offence to give or agree

to give or offer any gift or reward or consideration to any agent as an inducement to him for doing or forbearing to do what the act forbids the agent to do or refrain from doing. And further, every person who is "a party or knowingly privy to" any offence under the act is as guilty as the principal offenders and incurs the same punishment.

"It is well for every person to be equipped with a knowledge of this law. For almost anybody is liable to be called upon sometime to act as the agent of somebody or to have business dealings with persons acting as agents."

SELLING COOLING BEVERAGES.

Because of the failure of the fruit men to send along a bountiful supply of cheap lemons, that standard raw material for the mixing of cooling drinks, a splendid opportunity presents itself to grocers to commence the building up of a trade in lime juice and other beverages calculated to cool and soothe the palates of heat-distressed citizens.

Ordinarily one thinks automatically of a drug store when the desire to purchase these beverages develops, and because of that the chemists have been able to do quite a thriving business in those lines. There is no real reason for that. Generally speaking the grocer gets the first call for these goods because the purchaser comes first for lemons. When they are unobtainable it should not be difficult to shift the demand over to the lime products, orangeades and other soft drinks.

The druggist should not be allowed to monopolize this field. He has done so too long already. The grocer in the past has seemed content to sit passively by while other dealers develop lines which should have been his exclusively. There are a great many grocers who do carry these cooling drinks but there are also a great many who do not. Now is the time for these to break in and by persistent work to endeavor to swing back the demand into the channels from which it should never have been taken. Opportunity comes not often to any man. It is waiting on the grocer now.

SIXTY DAYS FROM DATE.

Some dealers in the Georgian Bay district complain that wholesale houses are not treating them fairly in the matter of delivering goods. They say that when they buy goods to be delivered at a certain date the wholesaler expects them to pay within sixty days from that date. But they also state that often the goods will come along so late that only thirty days is allowed them to sell the merchandise and make the expected remittance to the house from whence it came.

These merchants believe they are entitled to sixty days from the date upon which the goods were shipped, to make the payment to the seller, and they are asking only what is fair. There has been, palpably, some misunderstanding somewhere. It may be the wholesaler is at fault, or it may be the transportation company or companies handling the goods could explain the trouble if they would, or it may be that the dealers ordered the supply under a misapprehension of facts.

If the dealer is right and the wholesaler wrong, then the grocers of the Georgian Bay district have a reason to complain, and the fault should be remedied without further delay. There seems nothing unreasonable in a dealer expecting to be allowed sixty days from the date upon which his goods were shipped to meet the payment due the shipper. A slight delay would probably be over-

looked at each end, but a full month carries the question out of the accidental class.

THE CO-OPERATIVE DELIVERY.

It has been said that "no man by taking thought can add one cubit to his stature," and probably rightly so, but no business man would be guilty to-day of the folly of believing that his enterprise will run along without his giving thought and much thought to its welfare.

One of the phases of business that are causing him uneasiness to-day is the steady mounting of the costs of getting goods from his shelves to the homes of his customers. The whole cost of retailing in fact seems to be continually increasing and people everywhere are ready to add the modicum of vague distrust to that already making uneasy the sleep of many an honest grocer. So it behooves every dealer to take thought of his business, and to strive earnestly and constantly for some means of reducing his expenses. This is especially true of merchants in the big cities.

There is in this issue an article on co-operative or centralized delivery that would repay a thoughtful and painstaking perusal because it provides to the mind of the philosophical grocer food for meditation. It is an old scene in a new setting; an idea proved in small communities but deemed unworkable in the big ones, and yet there set down as a real possibility.

A little sober thought often convicts some long-cherished custom or idea of error. Under mature reflection the best, apparently, of all store systems may gain by the introduction of new and more modern ideas.

The sensible man is he who thinks, but the wise man acts on his thoughts and works out for himself the ideas he knows they contain for him.

YIELDING BIRTHRIGHT TO THE WEALTHY.

In the days of feudalism no one would have been angered to see a tradesman bow low before a great lady of either wealth or station. In these days democracy causes the lip to curl and the eye to light with scorn when a similar spectacle is seen. Primarily this is so because in this country there are supposed to be no distinctions of class. Theoretically all men are equal, because all are born free. There is then a great pity in the mind of the well-balanced that any one should so forget his birthright as to "kotch" to the rich or to those of high degree.

But there is more than that to it, and therein lurks the danger to the dealer who so far forgets himself as to allow his inclinations to be seen. The average woman customer of average means know that given a rich woman in the store with her she is going to be neglected. Proud democracy asserts itself at once, to the detriment of that particular merchant, and rightly so.

Just such a case as this developed in a certain store in a certain big Canadian city not long ago. Two woman of the middle class entered the establishment, which does a certain percentage of trade with the residents of a wealthy suburb, and because they did not evince a desire to purchase the store and its contents outright they were treated to the coldest possible politeness while the head of the business scurried about in response to the merest whim of some grand dame who had entered in the meantime. In disgust the two women left the store, and the incident served to regale many a chat around the tea table.

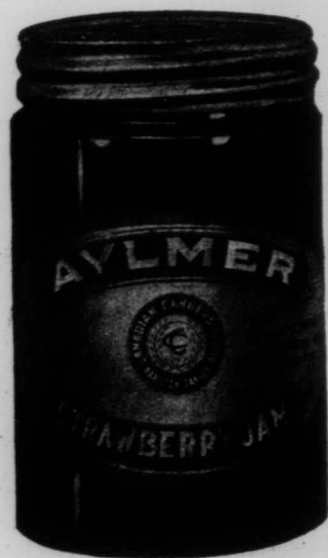
That merchant undoubtedly lacked tact. He also was sadly deficient in judgment, and he lost business by his mistaken and false attitude.

THE CANADIAN GROCER

ONLY A FEW OF OUR MAN

in which

The Natural Color and



GROCERS UNDERSTAND FOOD VALUES

FROM YEARS OF EXPERIENCE
WITH OUR VARIED PRODUCTS
GROCERS HAVE COME TO
PLACE THEM ABOVE ALL
OTHERS.



DOMINION CANNING

HAMILTON

OUR MANY FINE PRODUCTS

in which

Color and Flavor is Retained

YOU CAN ALWAYS TRUST OUR

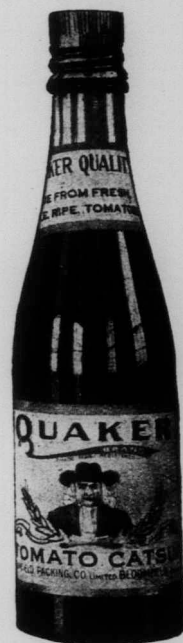
**Jams, Jellies, Preserves, Catsups, Canned
Fruits and Vegetables**

OF ALL KINDS TO BACK UP EVERY CLAIM YOU CAN MAKE FOR THEM. BY CONCENTRATION AND STANDARDIZATION WE HAVE MADE QUALITY CERTAIN, WHILE REDUCING COST TO A MINIMUM.

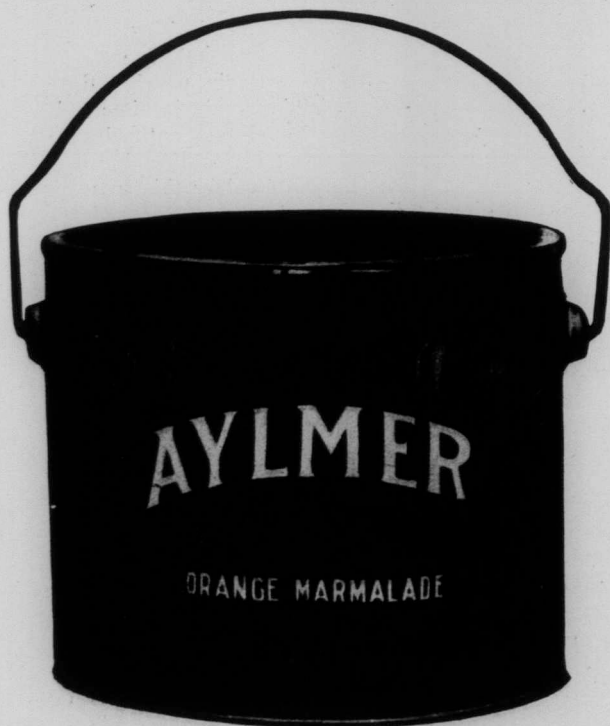
IT PAYS TO HANDLE

The "Quality Guaranteed" Brands, such as Aylmer, Delhi, Little Chief, Simcoe and many others—

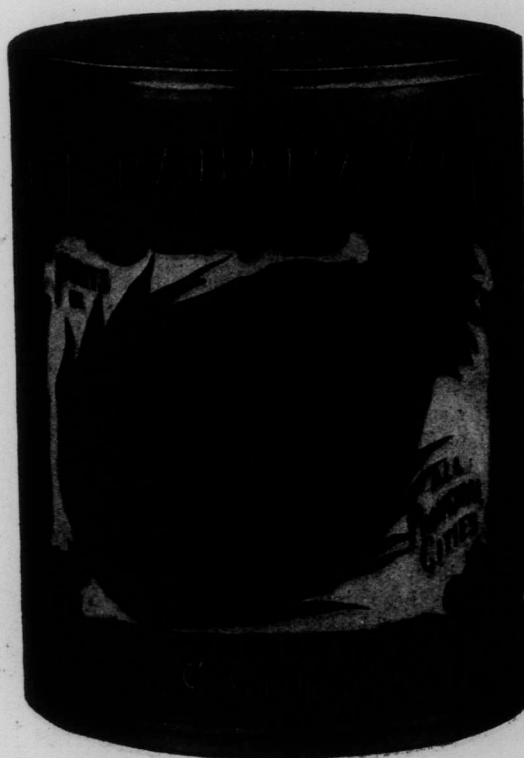
THE RECOGNIZED LEADERS



**Write us for any
information
you may desire.**



**Without
a
Rival**



ENCE
UCTS
TO
ALL

ANNERS, LIMITED CANADA

Latest Review of Grocery Markets

Grocery Trade Appears to be in Healthy Condition—General Lines of Staples are Firm—Dried Fruit Situation Most Acute in Years—Prunes and Apples Lead in High Prices—Peaches and Raisins are Close Seconds—Salmon Higher on Toronto Market and Montreal—Sugar Shows Little Improvement.

See also Provisions, Cereals and Fruit Pages Following.

QUEBEC MARKETS

POINTERS:—

Clover Leaf Salmon—Price higher.
Prunes—Further advances.
Sugar—Interest awakening.

Montreal, June 8th.—The general grocery markets have been rather quiet during the past week, as far as feature events are concerned. Business remains in a flourishing condition, with the various large houses reporting continued enquiry and no diminution in the demand.

Stocks of salmon are short, and one of the firms that is fairly well supplied quotes an advance this week of 2½¢ on Clover Leaf. Salmon like other canned goods is in limited supply, with new stocks not to be expected until after the summer months have passed. Speaking of canned goods, the order sent in by one local firm will keep somebody busy filling it. The figures are not for publication, but when it is stated that they are fairly well up in six figures, some idea of the order can be obtained. In addition, this is a considerable increase over their order last year, testifying to the faith they have in the growth of the consumption of canned goods. Although they will not receive their goods for months, that does not prevent them selling them before they even exist, and they have orders for between one-third and one-fourth of the goods they have ordered. That is advanced methods with a vengeance. The price paid by the wholesale firm is an open one. It is stated by those in the business that twenty or twenty-five years ago canned goods had but little or no demand throughout the province. Now it is an appreciable factor and includes not only the vegetables, but also the dearer fruits.

Puffed rice went up on the first of June from \$3.60 a case to \$4.25. This was referred to some time ago in these columns, to the effect that the advance was going to be made.

Muscavado sugar is quoted at \$3.50 and raw crystals at \$3.80.

Dried fruits are following the same lines that have been apparent for some time. Prices are becoming higher as supplies diminished, and this condition will probably obtain until new goods are received to meet the demand.

Sugar.—The market is beginning to show signs of awakening, but is still

rather quiet. The season is not far distant now, and dealers are inclined to commence preparations for it. The market is steady and firm, with no marked tendency just at present.

Granulated, bags	4 60
" 20-lb. bags	4 70
" Imperial	4 45
" Beaver	4 45
Paris lump, boxes, 100 lbs.	5 5
" " 50 lbs.	5 50
" " 25 lbs.	5 60
Red Seal, in cartons, each	0 35
Crystal diamonds, bbls.	5 30
" 100 lb. boxes	5 40
" 50 lb. "	5 50
" 25 lb. "	5 70
" 5 lb. cartons, each	0 37½
Crystal Diamond Dominoes, 5-lb. cartons, each	5 37½
Extra ground, bbls.	5 15
" 50-lb. boxes	5 15
" 25-lb. boxes	5 45
Powdered, bbls.	4 85
" 50-lb. boxes	5 05
Phoenix	4 60
Bright coffee	4 55
No. 3 yellow	4 35
No. 2 " bags	4 35
No. 1 " "	4 20
Rbs. granulated and yellow may be had at 6c. above bag prices.	

Syrup and Molasses.—There is a fair demand for both syrups and molasses, especially for this season. Prices are steady.

Molasses, to arrive, car load lots	0 28	0 29½
Fancy Barbadoes molasses, puncheons	0 31	0 33
" " barrels	0 34	0 36
" " half-barrels	0 36	0 38
Choice Barbadoes molasses, puncheons	0 31	0 33
" " barrels	0 34	0 36
" " half-barrels	0 36	0 38
New Orleans	0 25	0 28
Antigua	0 30	0 30
Porto Rico	0 40	0 40
Corn syrups, bbls.	0 03½	0 03½
" " 4-bbls.	0 03½	0 03½
" " 2-bbls.	0 03½	0 03½
" " 3½-lb. pails	1 70	1 70
Cases, 2-lb. tins, 2 doz. per case	2 25	2 25
" 5-lb. " 1 doz. "	2 60	2 60
" 10-lb. " ½ doz. "	2 50	2 50
" 20-lb. " ¼ doz. "	2 45	2 45

Dried Fruits.—The local market is rather devoid of interest in spot stock for they practically do not exist in some cases. Prunes are firm and the same may be said of the other fruits.

A report on the currant crop says recent rains in Greece have apparently done no great damage as the market is inclined to show a slightly easier tendency, particularly for the new crop. Expectations are held out for a good crop but it is early to begin looking upon the situation as anything like being assured. Frost is estimated to have done from 35 to 40 per cent. damage to the raisin crop in California. This will likely make the market later than usual and new seeded are hardly to be expected before October 15th. However, new crop currants for September shipment are offered by cable at 22-6 according to a New York statement and old crop are quoted at 25s for prompt shipment. The present prospects for the crops of Sultana raisins is 35,000 tons against 20,

000 last year. Smyrna figs are reported to have been affected by cold weather and the probability now held is for 20,000 tons against 25,000 tons last year.

Evaporated apricots	0 19	0 21
Evaporated apples	0 14½	0 16
Evaporated peaches	0 11	0 12½
Currants, fine filiatras, per lb., not cleaned	0 07½	0 08
" " cleaned	0 07½	0 08
" 1lb. packages, fine filiatras, cleaned	0 08	0 08½
" Patras, per lb.	0 08½	0 09
" Vostizias, per lb.	0 09½	0 10
Dates	0 05½	0 06
Figs	0 11	0 11
Figs, 3 crown	0 08	0 08½
Figs, 4 crown	0 09	0 09½
" 5 crown	0 10	0 11
Figs, 5 crown	0 11	0 12
" 9 crown	0 13	0 14
Prunes—		
30-40	0 17½	0 18
40-50	0 15½	0 16
50-60	0 15	0 15
60-70	0 14	0 14
70-80	0 14	0 14
80-90	0 13	0 13
90-100	0 11	0 12
100 and over	0 11	0 12
Bosnia prunes	0 12	0 12
Raisins—		
Choice seeded raisins	0 08½	0 09
" fancy seeded, 1-lb. pkgs.	0 08½	0 09½
" loose muscatels, 3-crown, per lb.	0 08	0 08½
" " 4-crown, per lb.	0 08	0 08½
Select raisins, 7-lb. box, per box	0 52	0 52
Malaga table raisins, clusters, per box	2 40	5 50
Valencia, fine off stalk, per lb.	0 07	0 07½
" select, per lb.	0 08	0 08½
" 4-crown layers, per lb.	0 06	0 09

Spices.—In primary market reports converge toward firmness in nearly all the spices. The visible supply in almost every case is small and one authority affirms that the present situation indicates a higher range of values this summer and fall.

	Rbbs.	Pails or Boxes	Tins	½-lb. pag. ds	¼-lb. tins doz
Allspice	0 14	0 15	0 17	0 75	0 80
Cinnamon	0 24	0 25	0 27	0 90	0 90
Cayenne pepper	0 23	0 24	0 26	0 90	0 90
Cloves	0 24	0 25	0 27	0 90	0 90
Cream tartar	0 25	0 26	0 28	0 90	0 90
Curry powder	0 25	0 25	0 25	0 90	0 90
Ginger	0 22	0 24	0 26	0 80	0 90
Mace	0 27	0 27	0 27	0 75	0 75
Nutmegs	0 15	0 16	0 17	0 75	0 80
Pepper, black	0 15	0 16	0 17	0 75	0 80
Pepper, white	0 24	0 25	0 26	1 00	1 10
Pastry spice	0 23	0 24	0 25	0 80	0 90
Pickling spice	0 15	0 16	0 18	0 75	0 75
Turmeric	0 15	0 15	0 15	0 75	0 75
Mustard seed, per lb. in bulk	0 12	0 12	0 12	0 12	0 12
Celery seed, per lb. in bulk	0 12	0 12	0 12	0 12	0 12

Nuts.—The market is uneventful demand being quite ordinary. Peanuts are firmer in price conditions of productions combining with the summer demand to that end.

In shell—		
Brazils	0 15	0 18
Filberts, Sicily, per lb.	0 11½	0 13
" Barcelona, per lb.	0 10	0 10
Tarragon Almonds, per lb.	0 15	0 16
Walnuts, Grenoble, per lb.	0 17	0 18
" Marbots, per lb.	0 15	0 16
" Cornes, per lb.	0 11	0 11
Shelled—		
Almonds, 4-crown selected, per lb.	0 35	0 37
" 3-crown " "	0 32½	0 33
" 2-crown " "	0 31	0 32
" (in bags), standards, per lb.	0 27	0 28
Cashews	0 15	0 17
Peanuts—		
American—		
Coon, roasted	0 09	0 09½
Coon green	0 07	0 08
Diamond G., roasted	0 09	0 10
Diamond G., green	0 07½	0 08
Bon Ton, roasted	0 12	0 14
Bon Ton, green	0 10	0 10

THE CANADIAN GROCER

happen here when refiners again go to the market for supplies. At least a number of dealers have expressed that opinion, and that they look for a continuance of a firmer sugar market for some time if the European market retains its present position. Beets landed in New York on the present basis would be worth \$4.24, which is 32 points above Cuban raws. If refiners find it necessary to purchase supplies from Europe, higher values will accordingly have to be paid. Java is now quoted at \$4.05 to \$4.10, but supplies cannot arrive before August. Local trade has not shown any material improvement as yet but is expected to do so in the near future.

Extra granulated, bags.....	4 70
" " 20 lb. bags.....	4 90
Imperial granulated.....	4 50
Beaver granulated.....	4 30
Yellow, bags.....	4 30
Barrels of granulated and yellow will be furnished at 5 cents above bag prices.	
Extra ground, bbls.....	5 10
" " 50-lb. boxes.....	5 30
" " 25-lb. boxes.....	5 40
Powdered, bbls.....	4 90
" " 50-lb. boxes.....	4 90
" " 25-lb. boxes.....	5 30
Red Seal, cwt.....	7 10
St. Lawrence Crystal Diamonds.....	7 60
Paris lumps, in 100-lb. boxes.....	5 60
" " in 50-lb. ".....	5 70
" " in 25-lb. ".....	5 90

Syrup and Molasses.—There are no new features in either syrup or molasses. Trade continues moderate in volume and apparently satisfactory to dealers for the season of the year. While prices show no change.

Dried Fruits.—From bad to worse explains the situation in dried fruits. Three or four months ago when prices in many cases were considerably below present quotations, and when supplies were much larger, prices were described as high and the situation as acute. Since then supplies have been gradually growing smaller and prices gradually advancing, so that the situation now is one unequalled in many years. Prunes and evaporated apples are practically done, there are few apricots, peaches are gradually drawing to a close, currants continue steady while raisins are gradually firming up. Dried peaches this week are quoted higher at 13¢ cents. Hallowee dates are higher by 2 cent per pound. The strength in the raisin market has been spoken of before, and both Valencia and seeded have gone upward in price.

Prunes—	
40 to 50, in 25-lb. boxes.....	0 17
40 to 50 " " ".....	0 16½
Same fruit in 50-lb. boxes ½ cent less.	
Apricots—	
Choice, 25 lb boxes.....	0 20 0 21
Fancy.....	0 20 0 22
Candied Peels—	
Lemon.....	0 09 0 11
Orange.....	0 10 0 12½
Figs—	
Elmes, per lb.....	2½ " 0 11 0 12½
14 inches.....	0 08 0 10
2 " " ".....	0 08½ 0 10½
2½ " " ".....	0 09½ 0 12
Umbrella boxes.....	0 12 0 14
Tapioca.....	0 04 0 04½
Bay figs.....	0 04½ 0 06
Dried peaches.....	0 13½
Dried apples.....	0 09 0 09½
Evaporated apples.....	0 16
Currants—	
Fine Filizras.....	0 07½ 0 08
Patras.....	0 08 0 08½
Uncleaned to less	
Vostizas.....	0 10 0 12

Raisins—	
Sultana.....	0 10 0 12
" fancy.....	0 11 0 13
" extra fancy.....	0 14 0 16
Valencia selected.....	0 08½ 0 09
Seeded, 1 lb packets, fancy.....	0 10
" 16 oz. packets, choice.....	0 09½ 0 09½
Sairs.....	0 05
Dates—	
Hallowees—	
Full boxes.....	0 05½ 0 06
Package dates, per 1 lb.....	0 06½ 0 06½
Pards choicest.....	0 10 0 10½

Tea.—The tea situation shows little change but prices are steady. The statistical position is such as to leave no cause for worry to holders of tea, while primary advices are encouraging, and all markets in the East are firm and active. Japans, although the first crop teas are reported about all settled, continue strong.

Coffee.—With the local coffee situation practically unchanged, the firmness in the market is nevertheless maintained.

Rio, roasted.....	0 18 0 20	Mocha, roasted.....	25 0 28
Green Rio.....	0 15 0 16	Java, roasted.....	0 27 0 33
Santos, roasted.....	0 20 0 22	Mexican.....	0 25
Maricao, ".....	0 22 0 24	Gautemalo.....	0 22 0 24
Bogotas.....	0 23 0 25	Jamaica.....	0 20 0 22
		Chicoory.....	0 12

Nuts.—Prices on the whole are steady. Especially is this so in peanuts, prices in Virginias having advanced from 1 to 1½ cents. There is a good demand for these now, the summer trade having opened up.

Almonds, Formicetta.....	0 15 0 16
" Tarragon.....	0 12
" shelled.....	0 25 0 32
Walnuts, Grenoble.....	0 15½ 0 16
" Bordeaux.....	0 14 0 15
" Maribou.....	0 15 0 17½
" shelled.....	0 32 0 40
Pilberts.....	0 18 0 19½
Pecans.....	0 18 0 20½
Peanuts (new crop).....	0 16 0 18
Peanuts roasted.....	0 10 0 12½

Spices.—The steady feeling in spice prices continues, peppers being especially noticeable, while cloves, ginger and mace are also included in the list which exhibit a similar tendency. Local trade is steady.

Allspice.....	Per lb. 0 12 0 10	Ginger, whole.....	Per lb. 0 20 0 20
Cinnamon whole.....	0 16 0 10	" Cochin.....	0 17 0 20
" ground.....	0 15 0 10	Mace.....	0 22
Cloves, whole.....	0 02 0 22	Nutmegs.....	0 05 0 20
" ground.....	0 01 0 02	Peppers, black.....	0 12 0 10
Cream of tartar.....	0 02 0 20	Peppers white.....	0 02 0 02

Rice and Tapioca.—Prices are unchanged in both lines. Trade is steady and satisfactory in volume.

Standard R. from mills, 500 lbs. or over, f.o.b. Montreal.....	3 00
Rice stand R.....	Per lb. 0 021 0 021
Tanaron.....	0 021 0 021
Patras.....	0 021 0 021
Tapan.....	0 021 0 021
Tava.....	0 02 0 02
Coalinga.....	0 10 0 11
Sago medimm.....	0 05½ 0 06
Tapioca—	
Roller, double.....	0 02
great.....	0 02
Medium pearl.....	0 06 0 06
Flake.....	0 02
great.....	0 02 0 02

Beans.—Trade on this market is quiet and prices are unchanged. One Toronto dealer said: "I have a considerable large sized stock of beans on hand, but although the demand here is slow, I am doing no worrying over disposal of supplies. Elsewhere the market seems to be in a healthier condition, and I believe that the general situation warrants steady prices. Besides, there will be no new stocks available until October and there is a good-sized period of consumption ahead yet."

Prime beans, per bushel.....	1 90 2 10
Ward picked beans, per bushel.....	2 10 2 20

MANITOBA MARKETS

Pointers.—

- Evaporated Apples.—Put up to 17c.
- Syrup.—Lower.
- Coffee.—Firm.

Winnipeg, June 8.—An active trade continues to be carried on in all lines and the summer business is on with a rush. Wholesalers report during last week that some increase in the summer trade has been noticed and so great has been the general growth for the year that they are all taxed to their utmost to keep ahead of the orders that continue to arrive in large quantities from the country. The heavy rains have been followed by warm, sultry weather, ideal for growing, with the result that crops are rapidly advancing and all are in good spirits.

There is little change in the market this week as far as prices are concerned. The decline of 5c in syrup being about the only change. All other lines are strong and active. Evaporated apples have reached 17c per pound.

Sugar.—A steady demand is prevailing and stocks are being kept up to the limit, as there appears to be a feeling that the market will hold steady for a few months at any rate. Campers are laying in large supplies with the result that the city trade is increased considerably.

Montreal and B.O. granulated, in bbls.....	5 15
" " " in sacks.....	5 10
" yellow, in bbls.....	4 75
" " " in sacks.....	4 70
Ice sugar, in bbls.....	5 50
" " in boxes (25 lbs.).....	5 75
Powdered sugar, in bbls.....	5 30
" " in boxes.....	5 30
" " in small quantities.....	4 00
Lump, hard, in bbls.....	6 00
" " in 2-bbls.....	6 10
" " in 100-lb. cases.....	6 00

Dried Fruit.—This line continues to become scarcer, although the predicted advance has not been realized this week. Conditions are decidedly unsatisfactory as far as the consumer is concerned. The campers who want the stuff are willing to pay high prices for them.

Amryo Sultana raisins, uncleaned, per lb.....	0 12½
" cleaned, per lb.....	0 12
California raisins, choice seeded in 1-lb. packages.....	0 07½
" " fancy seeded, in 1-lb. packages.....	0 08
" " choice seeded in 1-lb. packages.....	0 08½
" " fancy seeded in 1-lb. packages.....	0 09
Raisins, 3 crown muscatels, per lb.....	0 07½
" " " " ".....	0 08½
Prunes—	
25 lb. bx, 50-100 lb.....	0 11
" " 50-50 lb.....	0 13½
" " 70-80 ".....	0 14
" " 60-70 ".....	0 14
Prunes, 50-60 ".....	0 14
Prunes, 60-80 lb.....	0 14½
Silver prunes, ac. to quality.....	0 11½ 0 14½
Currants uncleaned, loose pack, per lb.....	0 07½
" " " " ".....	0 08
" " " " ".....	0 08½
" " " " ".....	0 08½
Pears, per lb.....	0 16
Peaches, stand. ard, per lb.....	0 02
Peaches, choice.....	0 10
Apricots, stand. ard, per lb.....	0 16
Apricots, choice.....	0 17
Plums pitted.....	0 10
Nectarines, lb.....	0 13
Dates, per lb.....	0 05
Hallowee, bulk.....	0 05
Dates, packages 30 in case.....	0 08
Peel, lb, lemon.....	0 10
" " orange.....	0 10
" " citron.....	0 14

Syrup and Molasses.—A decline of 5c is noticed in syrup in spite of the fact that an excellent demand exists. On account of this decline it is expected that increased orders will be received from country merchants. Stocks held are of

a fair size so that wholesalers will be able to handle the trade all right.

Syrups—	
24 2-lb. tins, per case.....	2 13
12 5-lb. tins, per case.....	2 48
3 10-lb. tins, per case.....	2 36
3 20-lb. tins, per case.....	2 37
Half bbls., per cwt.....	3 60
Barbadoes molasses in 4-bbls., per gal.....	0 48
New Orleans molasses, 1/2 bbls., per gal.....	0 33
per bbl per gal.....	0 31

Coffee.—Coffee holds firm at the advance last week.

Coffee, standard Rio....	0 14 1/2	Coffee, choice.....	0 15 1/2
		Coffee, extra choice.....	0 16 1/2

Green Vegetables.—An active trade continues in this line and some new varieties have made their appearance on the market. Southern vegetables continue to be offered here in large quantities. Native lines are beginning to arrive, however, the latest being asparagus which is offered at 90c. per doz. bunches. Spinach is also present at 17 1/2c per pound. British Columbia is sending in rhubarb in fairly liberal quantities which is being offered at \$1.25 per box. Some declines are noticed.

Fresh Fruits.—Some improvements are noticed this week in the fruit trade. A few warm days having added considerably to the retailer's sale. The demand for strawberries continues. Hood River berries, which are from a week to ten days late this year, will be offered on the market next week. Missouri is at the present sending a large supply which sells for \$5 per 24 box crate. California black and white cherries are being offered on the market at \$3.50 per ten-pound cases.

Butter.—A short decline has taken place in the butter market owing to large supplies arriving from the local creameries. Manitoba fresh made creamery in boxes has been offered in large quantities at 20c per pound.

Creamery butter—	
Manitoba fresh-made creamery bricks.....	0 23
Eastern townships bricks.....	0 25 1/2
Manitoba fresh-made, boxes.....	0 20 0 21
Dairy butter—	
Strictly No. 1, delivered Winnipeg.....	0 16 0 18
No. 2, delivered Winnipeg.....	0 11 0 12
No. 3, delivered Winnipeg.....	0 07 0 09

Eggs.—Supplies of eggs are anything but large and some uneasiness prevails in some quarters over the stocks being received. The market is, however, holding steady at 18 to 18 1/2 cents for ordinary Manitoba fresh.

Cheese.—The cheese market continues to hold steady. Some Manitoba fresh made has been quoted at 10c per pound, delivered in Winnipeg. This supply is expected to increase considerably in the next few weeks. Eastern cheese is still quoted at 14 and 14 1/2 cents per pound, and 14 1/2c for twins. Old Manitoba cheese is offered at 13 to 13 1/4 cents per pound, and 13 1/2 to 14 cents a pound for twins.

Flour.—There has been a slight improvement in the domestic demand for flour during the last week. Export inquiry has also been fairly liberal, but little direct trading has been done as

prices offered are too low. Stocks in retailers' hands are reported to be getting low, and millers are predicting more active conditions in a short while. Mills are not running at full time yet. No change is expected, however, in the prices for the present.

Cereals.—There is little change in the cereal situation. The demand during the week from the east and west has been almost greater than the supply. Montreal and other points in the extreme east were heavy callers. A few changes will be noticed in the price for chopped feeds, \$25 per ton being asked for all kinds.

Bran, per ton.....	18 0
Shorts, per ton.....	20 00
Chopped Feeds—	
Barley, per ton, in sacks.....	24 00
Oats.....	25 00
Earley and oats.....	24 00

NEW BRUNSWICK MARKETS.

St. John, N.B., June 8.—The past week saw few changes of importance in the local market quotations. Sugar from the New York refineries advanced 10 cents. It is thought possible by local dealers that this may go still higher. Other commodities remain the same as last week.

The country market is beginning to brighten more each day with the stock of spring vegetables and early berries and rhubarb. Although vegetation has been greatly retarded because of lack of rain, the dry spell was broken last week, and expectations are that the rainfall will prove of enormous value to the public, and dealers, and the farmers, particularly. New beets and new carrots were brought into the market last week, but are selling extremely high, the price asked being \$1.00 a dozen.

NOVA SCOTIA MARKETS.

Halifax, June 8.—Prices generally are lower on the local grocery market this week. Business continues brisk in all lines, with the exception of flour, sales of which are light. Collections are considered good. Butter has declined. The receipts have also increased, and the demand is steady. Most of the butter coming on the market is in small tubs and the prices ranges from 21 to 23 cents, according to the quality. Eggs are more plentiful and easier. Some stock sold down to 19 cents this week, but the choicest bring 20 cents. Cheese is quiet but steady, large (new make), being quoted at 12 1/2 to 13 1/2 cents, and twins (new make), at 13 to 14 cents.

Lemons scored a heavy advance this week. Extra fancy, which were quoted at \$3.25 to \$3.50 last week, are now selling at \$4.00 to \$4.50. Fairly large stocks are held here.

N. E. Hill, Front street, Toronto, returned home on Wednesday from a trip to the Old Country.

TO ERECT NEW PLANT.

Toronto, June 8.—It is understood that the property owned and occupied by E. W. Gillett Co., Ltd., fronting on King, Duncan and Pearl Streets, is in the market, and that this company find it necessary to construct a specially designed plant for their use, including a grain elevator. Buildings on the property referred to do not at present meet the requirements of the company as is evidenced by the fact that they are now occupying additional premises on the opposite side of King St.

WILL GO TO TORONTO.

London, Ont., June 8. — The Retail Grocers' Association held a special meeting on Tuesday, May 30th to decide whether they would run an excursion this year or not. There was a lengthy discussion over the question. A great many grocers thought they should stay at home this summer, and have an outing at Springbank on August 23rd, the day the Port Huron grocers come to London. However, the majority wanted to go out of town and have a day to themselves.

Detroit, Toronto and Niagara Falls were the places voted on. As there are so many excursions to Detroit, the grocers thought it best to go to Toronto.

There was some interesting talk on a blacklist for dead beats, and it was decided to hand in the names to the secretary at the next meeting, so one grocer could call another up and find out about any person who might want to open an account with him.

Frank Paul has sold his business to F. A. Silcox, formerly of the firm of Silcox & Smith, St. Thomas. Frank will be greatly missed as he is the manager of the grocers' baseball team. He is also a member of the executive committee.

E. J. Ryan is removing his place of business from 360 Richmond street to 224 Dundas street. The firm name will be changed from Ryan & Russell to E. J. Ryan. Mr. Ryan has been fourteen years on Richmond street.

NEWS FROM WEST INDIES.

Bridgetown, Barbados, W.I., June 8.—A meeting of the joint committee of merchants and clerks appointed to consider the opening and closing hours of the stores and business places in Bridgetown, and weekly half-holiday for clerks was held at the Y.M.C.A. hall.

It was unanimously decided to open the stores at 7.30 a.m. and to close them at 4.30 p.m. daily, and that Saturday be the day for the half-holiday, the hour for closing being 2 p.m., this arrangement to come into operation from the 1st of July next.

**Manufacturers, Manufacturers' Agents,
Brokers, Etc.**

BRITISH COLUMBIA DIRECTORY

**W. A. JAMESON
COFFEE CO.**

Importers and Roasters of High Grade
Coffee.

Manufacturers and Proprietors of
"Feather-Light" Brand Baking Powder
We also carry a full line of TEAS,
SPICES, etc.

Mail orders promptly attended to.

Cor. Langley and Broughton Sts.
VICTORIA, B.C.

TRY A

Condensed Ad.

IN

Canadian Grocer

"We will never be buried
with the unknown dead---
we ADVERTISE. There's
the whole thing in a nutshell
--- we ADVERTISE; and,
therefore, we CANNOT be
unknown."

The Condensed Ad. in this
Paper will bring good results

**VICTORIA
FRUIT GROWERS' ASSOCIATION**

The largest packers and shippers of first-
class Fruits of all kinds in British Columbia.

OFFICE AND WAREHOUSES

COR. WHARF AND YATES STS. - VICTORIA
Branch at 141 Water Street, Vancouver.

McLEOD & CLARKSON

Manufacturers' Agents and Wholesale Commission
Agents

144 WATER ST., VANCOUVER, B.C.

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

PEEK, FREAN'S

**PAT
A
CAKE
BISCUITS**

PEEK, FREAN & CO.,

LIMITED

LONDON, - ENGLAND

"Kitchener Pork & Beans"

All products bearing this Brand are
equally wholesome and delicious.
Insist on our label when buying
PORK and BEANS. Contains only
those ingredients endorsed by the
Canadian Government.

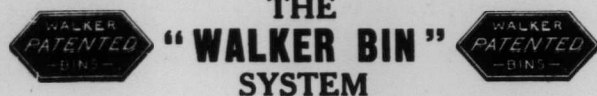
**Delicious
Appetizing
Satisfying**

Our beans are all selected hand-
picked stock, and carefully prepared
in 1, 2 and 3 lb. tins, in plain or
Tomato Sauce.

If Price and Quality interest you,
write us at once.

**The Oshawa Canning
Co., Limited**

OSHAWA :: :: ONTARIO



**THE
"WALKER BIN"
SYSTEM**

is the only Complete Line of Modern Grocery Fixtures Manufactured in Canada.

It affords the best-known facilities for handling a grocery stock of any size and displaying that stock to the best advantage.

A "Walker Bin" Outfit will put new life into your business, and the cost will be small compared with the results that are bound to follow.

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

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

REPRESENTATIVES:—

Manitoba: Watson & Truendale, Winnipeg, Man.
Saskatchewan and Alberta: J. G. Stokes,
Regina, Sask.
Montreal: W. S. Silcock, 33 St. Nicholas Street

Berlin, Ontario

**Figs!
Figs!
Figs!**

In 50 lb. Bags

Quality and Condition A 1

Mathewson's Sons

Wholesale Grocers

MONTREAL

The Trained Grocery Salesman

IT should be the aim of every trained Grocery Salesman to spend his spare hours profitably. One very profitable way in which he can spend these spare hours is acting as circulation representative for the MacLean Publishing Co.

This work puts you in touch with all classes of people and is profitable as well as interesting.

We want a representative in practically every town and centre of population to secure new and renewal subscriptions.

Your training in salesmanship qualifies you for this position, and enables you to carry it on enthusiastically and successfully.

Your name and address sent to us will bring you a complete prospectus.

MacLEAN PUBLISHING COMPANY, 143-149 UNIVERSITY AVE
TORONTO, - - ONTARIO



NOTICE THE NAME
CLARK'S



And be Progressive
with its Progress

WE have been packing Pork and Beans ALONE for so many years that it would not be possible for us to keep company with others.

OUR aim from the beginning has been to give the best possible value to everybody. That our efforts have been appreciated by the Grocers of Canada is fully realized by us when we look at our enormous output.

WE do not deny that imitation is flattery, but there is no sincerity in it for you when an effort is made to fill your store with cheap goods that the people do not want--You want what the people want, "CLARK'S," any other want on your part would place your business in a precarious condition because ONE BAD LINE is as sure a wrecker of a sound business as it is of a train.

WE are satisfied that the great majority of Grocers are not taking any chances with the "STICK FAST TO THE SHELF" goods put up by the one season man--But we know how you are tempted to jeopardize your reputation as a quality Grocer and we want you to "Get the Habit" and "Notice the Name" when you need bracing up to resist the insistent stranger.

KEEP ON PROGRESSING WITH CLARK'S
QUALITY PORK AND BEANS

PLAIN SAUCE, THE PINK LABEL
TOMATO SAUCE, THE BLUE LABEL
CHILI SAUCE, THE RED AND GOLD LABEL

WM. CLARK, MONTREAL

MANUFACTURER

HIGH GRADE FOOD SPECIALTIES

Manufacturers and Shippers

of Eastern Canada, Europe and the U. S. A., who wish to get in right with the hustling, booming West, should avail themselves of the facilities and service we offer.

We have large track warehouses at the five main distributing points in Western Canada, and from these centres we cover the territory in an aggressive and thorough manner.

May we push the sale of your grocery lines in this territory? We have an unrivalled connection among the whole wholesale trade of Western Canada and enjoy the highest financial standing.

We make daily calls on every jobbing house in Manitoba, Saskatchewan and Alberta. This ensures every product we handle being kept prominently before the wholesale trade in a wholly effective way that no other house can offer.

Write us for Full Information.

NICHOLSON & BAIN, Wholesale Commission Merchants and Brokers.

HEAD OFFICE, - - WINNIPEG, MAN.

WINNIPEG

REGINA

SASKATOON

EDMONTON

CALGARY

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, LIMITED

Tel. Address: "Laminated," London.

A.B.C. Codes used 4th and 5th Editions.

Canadian Agents

**LIMEHOUSE,
LONDON, E., ENG.**

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

McLean's



Cocoanut

THE QUALITY COCOANUT
THAT NEVER FAILS TO SATISFY!

The Canadian Cocoa Co.
Sole Mak-rr, Montreal

The Only Account Register



THAT will fit
any safe.
THAT takes
little counter
space.

Sheets lift out and fit any safe

USED OVER THREE YEARS

Newmarket, Ont., Jan. 3, 1911.

Am pleased with the new **Commercial Register** which I purchased of you. I used the old one over three years, and while it was in good order, it became too small for my increased business.

I have examined others, but still think **yours takes the lead.**

G H. KNOWLES

Send Us a Postal for Full Information.

COMMERCIAL REGISTER CO.
178-180 Victoria Street - - Toronto, Ont.

GUNNS QUALITY ROAST PORK WITH DRESSING



The seal of Public Approval.
Made from fresh Hams with
a special dressing. Slices
nicely and shows you a big
profit.

Try a sample order.

GUNNS LIMITED

PORK AND BEEF PACKERS
WEST TORONTO

HAMS

There has been a good demand
for Hams during the past week.
Prices are firm, especially for
small sizes, and may advance.
We have a good stock of Hams
—Pickled, Smoked and Cooked,
Sugar Cured, Mild and Sweet.

All Meats Cured Under
Government Inspection.

F. W. Fearman Co.
HAMILTON LIMITED

Do you realize the many uses your customers
can make of
REINDEER CONDENSED MILK ?

Doctors agree that it is the safest food for
Infants. (Young Canada is being fed on
REINDEER MILK.) Older people find
REINDEER MILK Sandwiches nourishing
and appetizing for hot weather luncheons.

REINDEER MILK is equal to roast beef
in food value; economical for culinary pur-
poses and excellent in coffee, making it richer
without changing the flavor.

REINDEER MILK is the quality
standard from Newfoundland to Yukon,
China and Japan.

Keep the REINDEER Goods to the front.
They are easy to sell. Your customers prefer
the Richest and Best.

Wholesalers will supply you at Factory Prices.

REINDEER LIMITED

TRURO, NOVA SCOTIA

Roll Bacon

ESPECIALLY MILD CURED.
AS FINE AS ANY BREAK-
FAST BACON.

WE ARE MAKING A SPEC-
IAL CUT IN PRICE AT
PRESENT.

THE WM. RYAN, LIMITED

Pork Packers and Wholesale Produce Merchants

Packing Houses
FERGUS

70-72 Front St. East
TORONTO

Li
and
are l
there
stron
Ame
the
stron
by tl
ers t
supp
hog
there
pack
centr
runn
A
distr
fairl
was
week
and
move
Euro
Th
howe
to F
was
214,3
750
this
as co
Th
chan
reach
centr
to ta
has
but
of l
expo
advic
butte
The
al is
for t
and
all t
Th
plies
freel
satis
are l
Pro
is go
and
there
live
ing.

Stronger Feeling in Live Hog Prices

Prices Steadier—Advance in Toronto — Small Offering the Cause—Montreal Market Stronger—Western States Markets Firm—Increase in Visible Supply of Lard—Good Demand for Cooked and Smoked Meats.

Live hogs are steadier again this week and quotations on the Toronto market are higher, while at Montreal, although there has been no actual advance, a stronger feeling is noticeable. Western American markets are ruling firm, while the English market is steady. The stronger feeling in Toronto is explained by the small run which has caused packers to pay higher prices in order to get supplies, while in Montreal, although hog arrivals have been quite liberal, there has been a keener demand from packers. Trade is satisfactory in most centres, with smoked and cooked meats running into larger consumption.

A dispatch from Chicago says: "The distribution of pork products keeps on a fairly good scale. The export of lard was somewhat less than the preceding week, but the export movement is heavy, and as a result there has been a large movement of lard from this country to European centres."

The world's visible supply of lard, however, shows an increase. According to Faubank's circular, on June 1st it was 271,262 tierces, as compared with 214,370 on May 1st of this year and 145,750 tierces on June 1st last year. Of this amount, America has 121,062 tierces, as compared with 85,370 on May 1.

The butter situation shows no material change from a week ago. The make is reaching large proportions, and at some centres, the demand is not large enough to take care of all supplies. The West has been making considerable enquiry, but prices have in some cases been out of line. There is no opportunity to export surplus supplies to England. Late advices from Great Britain say that the butter markets are badly demoralized. The make of home, Irish and Continental is large and with phenomenal receipts for the time of the year from Australia and New Zealand, buyers have things all their own way.

The egg market is unchanged. Supplies continue to come forward just as freely, while demand is reported quite satisfactory, while most surplus supplies are being cared for by storage.

MONTREAL.

Provisions.—Demand for smoked meats is good and the market is steady. Hams and lard are in fair demand. While there has been no actual advance in live hog prices, there is a stronger feeling. The arrival has been quite liberal,

but there has been a keener demand from packers with the above result.

Pure Lard—	
Boxes, 50 lbs., per lb.	0 11 1/4
Cases, tins, each 12 lbs., per lb.	0 10 1/2
" " " 5 " " "	0 10 1/2
" " " 3 " " "	0 10 1/2
Pails, wood, 20 lbs. net, per lb.	0 10 1/2
Pails, tin, 20 lbs. gross, per lb.	0 10
Tubs, 50 lbs. net, per lb.	0 10 1/2
Tierces, 375 lbs., per lb.	0 10
One pound bricks	0 11
Compound Lard—	
Boxes, 50 lbs. net, per lb.	0 09 1/2
Cases, 10-lb. tins, 60 lbs. to case, per lb.	0 09 1/2
" " " 5 " " "	0 09 1/2
" " " 3 " " "	0 10
Pails, wood, 20 lbs. net, per lb.	0 09 1/2
Pails, tin, 20 lbs. gross, per lb.	0 09
Tubs, 50 lbs. net, per lb.	0 09 1/2
Tierces, 375 lbs., per lb.	0 09 1/2
One pound bricks	0 10 1/2
Pork—	
Heavy Canada short out mess, bbl. 35-45 pieces	21 50
Bean pork	16 50
Canada short out back pork, bbl. 45-55 pieces	21 50
Clear fat backs	23 00
Heavy flank pork, bbl.	20 00
Plate beef, 100 lb bbls.	8 25
" " 200 "	16 00
" " 300 "	23 50
Boiled ham, small, skinned, boneless	0 21
" " large, skin on roll	0 20
Dry Salt Meats—	
Green bacon, flanks, lb.	0 10
Long clear bacon, heavy, lb.	0 10 1/2
Long clear bacon, light, lb.	0 11
Hams—	
Extra large sizes, 25 lbs. upwards, lb.	0 11 1/2 0 12
Large sizes, 18 to 25 lbs., per lb.	0 12 0 14
Medium sizes, 13 to 18 lbs., per lb.	0 13 0 14
Extra small sizes, 10 to 13 lbs., per lb.	0 15 1/2 0 16
Bone out, rolled, large, 16 to 25 lbs., per lb.	0 13 0 15
" " small, 9 to 12 lbs., per lb.	0 15 0 15
Breakfast bacon, English, boneless, per lb.	0 14 0 18
Windsor bacon, skinned, backs, per lb.	0 17 0 18
Spiced roll bacon, boneless, short, per lb.	0 13 1/2 0 13 1/2
Hogs, live, per cwt.	6 85 7 00
" " dressed, per cwt.	9 50 9 75

Butter.—There is no change to the butter market. The make is reaching quite a figure with prices unchanged. The tendency is similar to that of last week.

New milk creamery	0 22
Dairy, tubs, lb.	0 18 0 20
Fresh dairy rolls	0 18 0 19

Eggs.—The market is steady at former prices. Supplies are coming forward just as liberally as previously and the demand is good.

New laid	0 19 0 20
Selects	0 22 0 23

Cheese.—Receipts of cheese are much larger than those of last year. The local price does not show much change, and is holding rather firmly.

New make	0 12 0 13
Quebec, large	0 14
Western, large	0 14
" " twins	0 14
" " small, 30 lbs.	0 14
Old cheese, large	0 16

TORONTO.

Provisions.—Live hogs are higher again this week and quotations locally are \$6.60 per cwt., while at country points they are bringing \$6.30 to \$6.40. This is not due so much to general conditions as to the small offerings. The English bacon market is barely steady, but prices here are forced up because the packers must have the hogs to keep the factories going. Cooked hams,

which are having a big sale just now, are higher at 22 to 23 cents. Other lines are steady, but exhibit no particular firmness.

Long clear bacon, per lb.	0 11 1/2 0 11
Smoked breakfast bacon, per lb.	0 16 0 17
Pickled shoulder	0 09 1/2 0 11 1/2
Roll bacon, per lb.	0 11 0 11 1/2
Light hams, per lb.	0 15 0 16
Medium hams, per lb.	0 14 0 15
Large hams, per lb.	0 12 0 13
Cooked hams	0 22 0 23
Fresh shoulder hams	0 12
Shoulder butts	0 14 0 15
Backs, plain, per lb.	0 18 0 19
" " pea meal	0 19 0 20
Heavy mess pork, per bbl.	20 00 21 00
Short out, per bbl.	23 00 24 00
Lard, tierces, per lb.	0 09 1/2 0 10 1/2
" " tube	0 10 0 10 1/2
" " pails	0 10 0 10 1/2
" " compounds, per lb.	0 08 1/2 0 09
Live hogs, at country points	6 30 6 40
Live hogs, local	6 60
Dressed hogs	8 50 9 00

Butter.—Receipts continue heavy. Wholesalers complain not so much of this as the present lack of demand which falling below supplies, leaves a surplus stock on the market to be cared for. Especially is this so in regard to dairy butter. Such a condition of affairs naturally indicates an easier feeling in the market. However prices are now down to a low level, slightly lower in fact than a year ago, and storage may take care of any surplus supplies of June butter.

Fresh creamery print	Per lb. 0 21 0 22
Creamery solids	0 20 0 21
Farmers separator butter	0 18 0 19
Dairy prints, choice	0 16 0 18
Fresh large rolls	0 15 0 16
No. 1 tubs or boxes	0 17
No. 2 tubs or boxes	0 18

Eggs.—Eggs are practically unchanged from a week ago. Supplies continue at a large figure with a fair demand, while quantities are going into cold storage.

New laid eggs	0 18 0 20
---------------	-----------

Cheese.—There is no change in the cheese situation, at least not in regard to prices. Old cheese is scarce and high. New cheese seems fairly steady at present quotations.

New cheese—		New twins	0 12 1/2
Large	0 12	Stiltons	0 14 1/2 0 15
Old cheese	0 14 1/2 0 15		

Poultry.—Quietness prevails in the poultry market, receipts and demand being small, while prices are unchanged.

Fowl	0 14 0 15	Ducks	0 17 0 19
Geese	0 14 0 15	Turkeys	0 16 0 18
Chickens	0 18		

SARDINES IN NORWAY.

It is only within the past thirty years that sardine packing has become an industry in Norway. Before they were simply the prey of larger fish, but now they supply employment for thousands of people and food for countless thousands more. The packing is done in the summer because the fish are fatter then. They are caught and packed with great dispatch. "I have known," said one packer, "the fish to be swimming in the fjord at 5 a.m. and by 8 a.m. they were packed and out on the steamers on their way to foreign markets."

Sugar Market to Still Wait Upon the Cuban Reports

Toronto, June 8.—The preserving season is about to open and as retailer's stocks of sugar become exhausted, the future of that market is regarded with a great deal of interest.

There are so many things to be taken into consideration that it is difficult to accurately forecast a sugar market, but according to a local dealer in close touch with the situation, it would seem as if the market would be likely to move upward.

"The sugar situation in New York at the present time is peculiar," he said, "for usually at this time the market is active, while now it is decidedly quiet. New York refiners under the quiet demand are holding off their purchases. They are waiting, in the expectation of a larger output from Cuba than has been predicted. During the past couple of months the estimates have run around 1,500,000 tons, up as high as 1,600,000 tons and down as low

as 1,400,000. From present indications with twenty centrals still grinding, it would seem that the yield in Cuba will be well above 1,500,000 tons. But even if it should amount to 1,600,000 tons, that will not be enough to completely supply the refiner's wants and, as a result, outside sugar will have to be brought in, either European or Java.

"At the present time European beets landed in New York are worth \$4.19, while raws there at the present time are worth \$3.86, so that if refiners find it necessary to purchase European sugar, it will mean that they will have to pay 33 cents above present raw prices.

"On the other hand, there is Java sugar to be reckoned with. Prices for Java to arrive in August are \$4.09, ten cents below European so that it may probably prove a check on the market. But even so, and refiners are able to purchase Java sugar, it is at present prices, 23 points above raws in New York.

"Refiners' supplies are not large, and a better demand for refined will soon be felt which should force them into the market for supplies. So from pre-

sent conditions this looks like an upward movement in values.

"Still, there is some uncertainty regarding this, for sugar is always sugar, and no man can be positive in forecasting the market."

Trade Notes.

The annual picnic of the Toronto Retail Grocers' Association will be held to Cobourg, on Wednesday, June 14th, next.

W. H. Millman, of Millman & Sons, wholesale grocery brokers, Toronto, leaves this week on a trip to England. He will attend the coronation.



Does Advertising Help You Any?

As between two brands of the same product, one advertised to consumers, and the other not, can't you practically always sell the advertised one easier?


Apply your answer to our **Dromedary Dates**, which are and have been advertised to your customers in all the leading magazines, as compared with ordinary bulk dates. Is there any comparison as to their comparative salability?

And we haven't mentioned one very important fact—their relative attractiveness. **Dromedary Dates**, selected fruit, clean and moist in a tight carton; and bulk dates, exposed to the dust and sold from a broken and crumbling bundle.

The carton means a good deal more in dates than it means in most other things.

We also pack **ROYAL EXCELSIOR** and **ANCHOR BRAND** package dates.

The Hills Brothers Co.
Beach and Washington Streets, NEW YORK

By Royal  Letters Patent.

NELSON'S

Gelatine and Liquorice

LOZENGES

Should be in your confectionery department.

C. NELSON, DALE & CO., LTD.,
WARWICK, ENGLAND.

Grocers: The use of alum in food products has not yet been prohibited in Canada. Your customers, however, are realizing more and more its injurious effects in foods. Alum is used in baking powder because its use lessens the cost of manufacture. Would it be consistent for you to recommend your customers to buy alum baking powder?

MAGIC BAKING POWDER

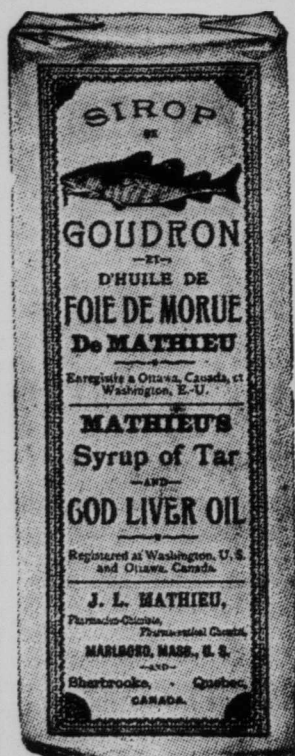


Contains no Alum and conforms to the high standard of Gillett's Goods.

**E. W. GILLETT COMPANY LIMITED,
TORONTO, ONT.**

WINNIPEG

MONTREAL



MATHIEU'S SYRUP

of Tar and Cod Liver Oil has a more certain sale than most remedies. It is largely advertised, so that every one is familiar with the name. It has been so successful in effecting cures that every user is a publisher of its excellent qualities. Its sales have increased wonderfully everywhere. It is a sure seller.

MATHIEU'S NERVINE POWDERS

are needed wherever colds are attended with pains and fever. See that you are well supplied with both, as the season of Colds is now on.

**J. L. MATHIEU CO., Props.
SHERBROOKE, P. Q.**

Distributors for Western Canada:

Foley Bros., Larson & Co., Wholesale Grocers and Confectioners,
Winnipeg, Edmonton, Vancouver
L. Chaput, Fils & Cie., Wholesale Depot, Montreal

DON'T DO IT!

WHAT?

PAY CUSTOMS DUTY

on Imported Goods when we make the same right here at a lower cost and of a superior quality.

MACARONI VERMICELLI SPAGHETTI

made from the rich hard wheat of Manitoba which has been found by experiments made in France to be superior to the best Russian quality.

Write for Information

L'ETOILE

("Cie Francaise de Pates Alimentaires.")
6-9 Harmony Street, Montreal.

CANADA: No better Country

MOTT'S: No better Chocolate

WOTT'S DIAMOND CHOCOLATE

"Elite"

true to its name, the best cooking and drinking chocolate made.

Diamond

nothing better for eating in this style is made anywhere **AND IN ADDITION** good profits to the retailer.

Ask your jobber.

John P. Mott & Co.
Halifax, N.S.

SELLING AGENTS:

J. M. Douglas & Co. Montreal	R. S. McIndoe Toronto
Jos. E. Huxley Winnipeg	Tees & Perse Calgary
	Johnston & Yockney Edmonton
	Frank M. Hannum, Ottawa

BISCUITS

from the Old Country

Notice to Grocers and Stores in Canada

It Pays to Stock

M^cVITIE & PRICE'S
BISCUITS

Your best customers want them and they yield a generous profit.

All goods packed in hermetically sealed tins.

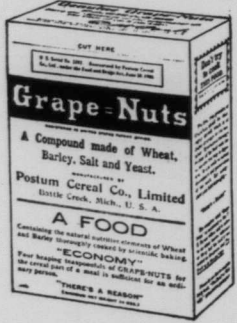
AGENTS for Manitoba and Saskatchewan:
RICHARDS & BROWN, 314 Ross Avenue, WINNIPEG

AGENTS for British Columbia and Alberta:
DONNELLY, WATSON & BROWN, Vancouver & Calgary

It Pays Grocers

To Give

Grape-Nuts



Special Selling Attention

Because of good profit and steady demand.

From year to year the unquestioned merit of this sturdy health-building food has created an increasing buying interest from which the grocer makes increasing profit.

"There's a Reason"

NO RISK IN STOCKING GRAPE-NUTS--SALE GUARANTEED!

Canadian Postum Cereal Company, Ltd., Windsor, Ont.

Uncertainty in Wheat Quotations

Speculation Big Factor in Wheat Market — Uncertainty of Values During Next Six Weeks — Flour Steady — Millers are Not Predicting Any Change — Trade Not Particularly Brisk—Bakers and Dealers are Using Up Present Contracts—Cereals are Unchanged.

It was pointed out in the last issue that speculation is always a big factor in moving wheat quotations. Even in the face of the excellent crop prospects, wheat has advanced considerably during the past week, but values have again dropped back. During the period of high quotations there was some talk of advancing prices on flour and some Western Canada mills even did advance them 20 cents a barrel, but there has been no general change, while most millers, with present conditions existing are not predicting any upward movement in flour values, unless wheat is forced by speculation.

While domestic trade may be considered fair for the season, there is no particular briskness in either home or export business. Bakers and merchants are using up present contracts, while with the present good prospects for the future they are not making any new contracts.

The next six weeks will be interesting to all who are concerned directly or indirectly in speculative operations on the wheat market. To outside observers the greatest interest will arise from the uncertainty of values, depending not so much upon crop prospects as upon the actual operations of a group of manipulators at Chicago, and especially upon one Lichstern, who has some 15,000,000 bushels, more or less, of cash wheat for which he must find a market within the period named. Conditions themselves, as given in the general news dispatches, would belie reports of damage, and in any way it would be just as well to hold something in reserve.

Crop conditions as reported so far seem to be good. Winnipeg this week reports ideal growing weather throughout Western Canada, and one dispatch states they have enough moisture for a month.

MONTREAL.

Flour.—With the wheat market exhibiting a stronger feeling there is a firmness in flour that is quite noticeable. The primary market has been making fair advances, but flour prices remain unchanged. There is a good steady demand reported, and on the whole the flour market appears to be in a healthy condition.

Winter wheat patents, bbl.....	4 80
Straight rollers, bb	4 30
Manitoba 1st spring wheat patents, bbl.....	5 30
" straight patents, bbl.....	4 80
" strong bakers.....	4 60
" second	4 20

Cereals.—The rolled oats market is unchanged. Conditions are steady, but

anything like a feature is lacking. Demand remains fairly heavy.

Fine oatmeal, bags.....	2 35
Standard oatmeal, bags.....	2 35
Granulated ".....	2 35
Bolted cornmeal, 100-bags.....	1 70
Bolted oats, bags, 90 lb.....	2 15
" barrels.....	4 60

TORONTO.

Flour.—From \$1.00 $\frac{3}{4}$ per bushel as reported last week, wheat advanced until on Monday No. 1 Northern was quoted at \$1.03 $\frac{1}{2}$, the highest figure for about three months but values have since fallen. This upward movement was caused by speculation on other markets, particularly Chicago, local dealers expressing the opinion that with the present conditions of the world's crops, these advanced prices were not warranted. Flour is steady under present prices for wheat, but in the face of present conditions, local dealers are not predicting higher prices for flour at least for a time, unless speculation forces wheat values upward.

Manitoba Wheat.

1st Patent, in car lots.....	5 10
2nd Patent, in car lots.....	4 60
Strong bakers, in car lots.....	4 40
Feed flour, in car lots.....	3 00 3 20

Winter Wheat.

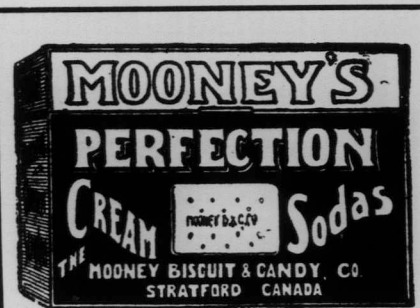
Straight roller.....	4 15
Patents.....	4 50
Blended.....	4 50

Cereals.—The situation is really unchanged in the cereal market. Rolled oats are steady under the same condition in the raw market, while demand continues fairly heavy.

Rollod oats, small lots, 90 lb. sacks.....	2 25
" 25 bags to car lots.....	2 15
Standard and granulated oatmeal, 58 lb. sacks.....	2 45
Rollod wheat, small lots, 100 lb. bris.....	2 75
" 5 bris. to car lots.....	2 95
Cornmeal, 100-lb. bags.....	1 75 1 90

THE HAMILTON PICNIC.

Hamilton, June 8.—The committee in charge of the picnic of the Hamilton grocers to Niagara Falls, on July 19, recently paid a visit to that resort to spy out the land. The manager of the park and his assistants cordially welcomed the visiting delegates and gave them the most positive assurances that every convenience will be placed at their disposal on that day. Accordingly every energy is being brought to bear to make of this year's outing the largest in the history of the trade in the ambitious city. Trains will be run over two lines of railway, and the committee is sparing no expense. "Ed." Hazell is chairman.



LITTLE BIT more care in the making and baking results in

Mooney's Perfection Cream Sodas being a good deal better than the next best line.

The name "Perfection" was chosen because it represents the standard of quality from which our goods never deviate.

The Mooney Biscuit & Candy Co., Limited

Factories at

STRATFORD, ONT.
WINNIPEG, MAN.

MAPLEINE is now



Thoroughly Established in Public Favor as The Flavor de Luxe for

Puddings, Cake Fillings and Ices, Ice Cream and all Confections

By its use with sugar syrup an unsurpassed table delicacy may be made at home. Be sure that it is on your shelves.

Consult your jobber.

Frederick E. Robson & Co., Sales Agents
26 Front St. E., Toronto
Crescent Manufacturing Co., Seattle, Wash.

Simple But Effective Ways to Advertise

Methods by Which One Retail Grocer, at no Expense, but Only With a Little Work, Contrived to Advertise His Store and Goods—The Cleaned Boulevard—Value of Well-dressed Window and of Interior Display—Graduated Water Glass for Christmas.

By a Grocer.

Now there are dozens of ways for a grocer to advertise without going to the expense of paying a printer if he would only use his head a little.

I want to set down the simple way in which I advertised my place last winter to passers by. The street I am on has a five foot sidewalk and a three foot boulevard. Now naturally when shoveling snow you would shovel it on to the boulevard only, but I kept my boulevard clear as well as the sidewalk. Persons passing would be attracted to the clean boulevard then to the store. On Saturdays when I would buy my week's supply of charcoal and have it piled neatly on this cleared space, this drew attention from both sides of the street and I reaped the benefit from this cheap advertising.

Getting a set of rubber stencils and printing your own tickets and show cards is another cheap and effective method of advertising. You may say the stencils cost too much. They are dear I will admit but printing price tickets, etc., for my neighbors has more than paid for mine. Well displayed goods in your store is another way to advertise. And one of the best is a well-dressed window often changed and not too crowded.

Another idea is to get a small rubber stamp made with your name and address. Keep it so handy that if a new

customer comes in and buys a few things you can put your stamp on the goods; if your goods suit, the customer does not have to look all over the street for your store but just looks on the wrapper, or bottle or tin, or whatever you may have stamped your name upon.

If you keep a horse and rig see that your harness is clean, the brass polished brightly and the waggon clean and bright. It is not necessary to spend money on this, use lots of water. This does not cost much, then, see that your driver has a clean collar, clean face and hands and if he uses an apron see that it is clean, for you cannot get better and cheaper advertising than from your outfit and driver.

Don't stick to calendars every year for your customers. Get rather some useful novelty next season, something that is useful to every housewife, something that she will save and look after and at the same time use. Don't wait for travelers to come and show you their samples of novelties, look around, keep your eyes open.

The best advertisement I ever had was a water glass with my name and address and alongside my name a graduating measurement scale so that the housewife could measure her flour, essence and other things in. This did not cost me as much as a poor calendar and was appreciated to a much greater extent.

TO MAKE VEGETABLE DEPARTMENT PAY

Some of the Things Absolutely Essential for the Proper Handling of Green Stuff—Knowledge of Buying and Gauging Demand—The Necessary Care—Methods That Might Be Followed.

Proper handling is essential if the vegetable department is to pay a profit. In many stores the money disappears in spoiled goods and those that have to be sold at reduced prices.

It is not meant that the dealer should hold out for full price on his vegetables when they should be moved. It is the wise grocer who knows when a line should be moved regardless of cost. But proper buying methods and careful handling of vegetables will reduce the amount that have to be sold at cut prices to a minimum.

Proper buying methods consist in using judgment so that you will not

find yourself with left over and unsalable goods on hand. Because you had a larger demand to-day than you could supply does not signify that you will have an equally large demand to-morrow. This is where many grocers begin to make mistakes. Encouraged by a big trade one day, or week, they order a larger supply for the next, the demand is not as large and they are left with unsalable goods.

How to keep green stuff looking fresh for the longest time is also a question puzzling many dealers. There are those who say it should be put on ice at night, while others maintain, that only makes it wilt faster when taken off and

put on display again. It is true that the stuff will not stand many warm nights, so that some method has to be used to keep it fresh. A good way is not to put them directly on the ice, but in some upper part of the refrigerator where it is only cold enough to keep them fresh without freezing. In this way they come out almost as fresh as when they went in, and can be sold along with the fresh goods.

Vegetables must be handled as quickly as possible and for this nothing is better than good display. People buy them mostly on sight and they should be shown in the right manner. Make your display as attractive as possible, which can be done by having each kind sorted out by itself and arranged neatly and by allowing no stray leaves or other accumulation to lie about.

Keep all green stuff sorted over and looking salable. Do not stack them up in great piles so that they "heat" in the centre. The loose leaves should be plucked from lettuce and the stem part cut close. Asparagus should stand on a thoroughly water soaked sack doubled four times. Cabbage should be trimmed and celery washed and the yellow leaves pulled off. Radishes and beets should be displayed with the leaves lying down. Occasional sprinkling gives a refreshing effect.

FORMOSA SUGAR IN CANADA.

Sixteen Thousand Bags of Unrefined as Experiment.

The Tokyo Nichi Nichi reports that the Ensui Port Sugar Company of Formosa, has contracted with a certain sugar manufacturer in Canada for the consignment of unrefined Formosan sugar amounting to 16,000 bags at six yep per bag as an experimental shipment. This is the first instance of Japanese sugar being exported to Canada, though the trade has before now been considered by Japanese merchants, but never realized until the decision has been formed by the Formosan Sugar Companies' Union to extend the market for their production not only to China, but also to India in competition with Japanese sugar.

It is thought that it will not be difficult for the Formosan sugar to find a market in Canada provided freight and the customs tariff do not make its export unremunerative. Hitherto a prohibitory duty has been imposed on sugar exported to any country which is a member of the Brussels Sugar Union from a country which is not a member, but Great Britain decided last year not to collect such duty on Japanese unrefined sugar exported to Great Britain and her territories. Therefore the Formosan sugar exported to Canada is now exempt from the prohibitive duty heretofore imposed on it.

Ch
Corv
ining
show
about
calli
card
horiz
the
letin
"Gr
Butt
30c.
terin
and
letin
ing
butt
for

Lo
er
Roa
of P
gist
in t
Mr.
whi
stor
sho
con
Bur
par
out

M
cas
D.
cas
imp
to
eve
pay
cle
wo
the
ing
T
wh
sal
wi
cus
me
set
cor
its
ex
wi

Practical Methods in Retail Stores

**London Dealer Intends Stocking Patent Medicines—Bulletin-ing New Goods—Value of Store Equipment—Montreal Mer-
chant Pleased With Cash Register—Vancouver Man Talks of
Spice Receptacles—Interior Display in Regina—A Bookkeep-
ing Machine Pleases.**

Bulletin Latest Goods.

Chatham, Ont., June 8.—John Mc-Corvie & Son make a practice of bullet-
ining their latest "specials" in their
show window. For this purpose cards
about 8x18 inches are used, each card
calling attention to a single item, the
cards being pasted in the window in a
horizontal row, just below the level of
the eye. Among the items recently bul-
letined were: "Rhubarb, 2 bunches 5c.,"
"Green Onions, 3 bunches 10c.," "Good
Butter, 20c. to 22c. lb.," "Cooked Ham,
30c. lb." White cards are used, the let-
tering being done with a lettering pen
and being of conspicuous size. The bul-
letins are especially helpful in announc-
ing the latest prices in fresh vegetables,
butter, eggs, and similar lines the prices
for which are constantly shifting.

To Stock Patent Medicines.

London, June 8.—Harry Coates, corn-
er of Stanley street and Wharncliffe
Road, South London, will carry a stock
of patent medicines in future. A drug-
gist who has conducted a branch store
in the Coates block is giving it up, and
Mr. Coates will make use of the cases
which he happens to own. The Coates
store is already a sub-post office, has a
shoe department (due to Mr. Coates'
connection with the shoe firm of Coates,
Burns & Wanless), and the ice cream
parlor inaugurated last year is starting
out again with a large patronage.

Believes in Cash Register.

Montreal, June 8.—The value of a
cash register is fully appreciated by J.
D. Boileau, a Montreal grocer. Doing a
cash business as he is, it is of special
importance. His bookkeeping is reduced
to a minimum, a receipt is given for
every purchase a customer makes and
pays for, the register is safe and if the
clerks are honest the proprietor need not
worry about having all the money at
the end of each day showing the earn-
ings for that day.

There are methods for finding out
whether in the absence of the proprietor
sales are being registered. The grocer
with a register need not worry about
customers questioning particular pay-
ments and sales. The register's receipt
settles that point. The machine is so
compact and reliable that it commends
itself to the trade, and Mr. Boileau has
expressed himself as greatly pleased
with the service his register has given

him. He thinks that it is simply indis-
pensable to a cash business.

The Spice Receptacle.

Vancouver, June 8.—"There are sev-
eral reasons why I installed spice recep-
tacles in my store," said a local merch-
ant to-day. "In the first place they pres-
ent an even and attractive appearance
compared with the tins in which spices
originally come, which are of all sizes
and heights, making an uneven and un-
sightly appearance when on the shelves.
Then with the receptacles you have a
place for every spice and every spice in
its place. The receptacles are also air-
tight which means a great deal, retain-
ing the full strength of each spice much
longer than the ordinary tin which gen-
erally will not close tightly, and in some
cases will not close at all, thus affect-
ing the contents."

Value of Display Racks.

Regina, Sask., June 8.—"Interior dis-
play is an important factor in making
sales," said a merchant of this city the
other day, "and one of the most con-
venient arrangements for this purpose is
the display rack. Having the different
steps, it allows a number of lines of
goods to be displayed at the one time
and also in an attractive manner. An-
other advantage which it has over some
other lines of fixtures is the fact that
it can be moved easily to any part of
the store. If I want a display in my
canned goods department, I can place it
there, if I want one in the biscuit de-
partment I can change it to there or to

any other portion of the store I wish.
It has also been of use to me when I
want to arrange a window in a short
time, for as soon as placed in the win-
dow, the trimmer can start to arrange
his goods without any trouble in arrang-
ing the necessary platforms."

The Oil Tank.

Fredericton, N.B., June 8.—A grocer
of this city in speaking of his oil tank
says: "I find the self-measuring oil pump
besides a time saver, a money saver
also. In the first place there is no
spilling from the measure or when
emptying it into the customer's can. A
simple operation and the can is filled
from the tap with the required amount.
It requires only the one operation and
the can is filled without loss of oil or of
time. The tank being closed in and the
oil shut off from the air is also another
big saving. Before I purchased this
tank I kept careful account of my oil
for a month and found that I did not
get as much out of the tank as I put in,
a great deal disappearing by evapora-
tion. However, with this closed in
tank this loss is done away with and I
believe that it is fast paying for itself.
Especially in a grocery store, where
food is handled, this is a real necessity
so that no oil will be spilt about, or
that the clerk's hands may not be cov-
ered with it."

Sends Out a Weekly Post Card.

The post card reproduced herewith will
explain the method adopted by H. Cox-
well, Toronto, to attract the attention
of his customers to the new goods he
expects to have in for Saturday. As
may be noted this card is sent out on
Fridays so that its effect may not be
lost through greater lapse of time. It
will also be seen that generally speak-

ROSEDALE DELIVERIES: 9 AND 11 O'CLOCK A.M., 3.30 AND 5 O'CLOCK P.M.

Phone North 950

TORONTO, *May 12*

DEAR MADAM

JUST A WORD, TO TELL YOU OF SOME OF THE
NICE THINGS WE HAVE FOR *Saturday*

Red Beans
Asparagus
New Beans
Berkshire Hens
& Cornish
Shaw Bones
Pineapples &
Five Grape Fruit

WE HANDLE ONLY THE BEST. PROMPT DELIVERY.

H. COXWELL, 17 Howard St.

THE CANADIAN GROCER

ing fruits and vegetables or perishable goods are mentioned on the card. This method is said to have been productive of results.

Guards Against Leaks.

Halifax, June 1.—A local grocer takes particular care that no leaks may creep into his business that might eat up a portion of the profits.

Speaking on the subject recently he said: "I instruct my clerks to be constantly on the lookout for any way in which I might be losing money. I know that in many business establishments large amounts are lost annually by not giving attention to the matter of these small leaks which may creep into the business and which in many cases go on unnoticed and unremedied. Quite often I go on a tour of inspection from cellar to garret and very often pick out flaws which when remedied mean more profit. Some time ago I found that in the case I had, the cheese dried out a great deal,

and by purchasing a new cheese holder I found that this was overcome and I believe that the new case has nearly paid for itself already in the amount it has saved."

Uses Sample Booklets.

Peterboro, June 1.—Very often manufacturers' samples and booklets when sent or left with the merchant are set in some back corner and made no use of by the retailer. A local grocer believes that when handling a line of goods that everything possible should be used to increase the sales for that article. Following this argument he is continually sampling his customers with some line which he does systematically, giving them not only to regular customers but to everyone in the neighborhood. He also uses these to advertise his own store by stamping his name on all samples or booklets before they are sent out. In this way when the customer, uses up the

sample, they know where they may secure more.

Featuring Picnic Goods.

St. John, N.B.—Local grocers of an enterprising turn of mind, with the commencement of the warm summer days, which mean a continual run of Sunday school, society, and private picnics, are beginning to feature in their windows and on their shelves, the most attractive lines of food-stuffs, which will appeal to excursionists. They realize that the time is opportune to display potted and devilled meats, lamb's tongue, lunch tongue, potted chicken, jams, marmalades, and other preserves, pickles, sauces and soups, lime juice and fruit syrups, and other such articles which are both convenient and useful not only for picnickers and excursionists, but for suburbanites going to their summer cottages, and for campers planning on a holiday trip.



A GLIMPSE WITHIN A BIG MONTREAL STORE.

An interior view of the establishment of E. J. Quinn, located at the corner of St. Catherine Street and Greene Ave., Montreal. Note particularly the neat

appearance of the whole: the silent salesmen, the display racks in the foreground, and the receptacles for goods behind the counter, that they may be

kept free from touch of dust. The beamed ceiling, so clean-appearing, and the fruit arrangement near the door to the right are also worthy of attention.

100 % PURE

Here's a recommendation that must carry enormous weight with every housewife on the look-out for "food purity." After exhaustive tests

"E.D.S." Brand

Jams, Jellies or Catsup

have been found to be **Absolutely Pure**, which is much above the standard the Government requires of "genuine" preserves,

Write for Government Bulletin 194, and find out for yourself just how pure "E.D.S." Brand is. Then you'll feel more satisfied to recommend and feature this well-known line.

Made by

E. D. SMITH

At his own fruit farms

Winona Ontario

ALL GROCERS SHOULD STOCK

BORWICK'S
BAKING POWDER

The original Baking Powder with a world-wide reputation of 70 years.

A genuine British manufacture and recognized as the standard article in the Mother Country.

Made from the finest and purest ingredients, absolutely free from alum, acid phosphates or deleterious substances.

GEORGE BORWICK & SONS, Limited
London, England

Canadian Agent:
KENNETH H. MUNRO, 333 Coristine Building, MONTREAL

1/4 lb., 1/2 lb. and 1 lb. Tins.
Economical and Reliable.

New Lemons

First arrivals of Verdellis will arrive this week. Fruit is reported to be fancy.

ORANGES

Late Valencias are very fine. Still have few cars of Navels (Volunteer Brand) to arrive.

PINEAPPLES

Are now at their best.

Strawberries, New Cabbage, New Potatoes, Wax Beans, Tomatoes, Egyptian Onions, Texas Bermuda Onions, also Crate Bermuda Onions.



25-27 CHURCH ST TORONTO
are Largest Receivers

Good

Kicking

Better

Puck

Best

St. Nicholas
Home Guard

J. J. McCABE

AGENT

TORONTO, ONT.

First Canadian Berries on June First

Niagara District Sends Out First Crate — Early for Canadian Article — Lemons Higher — New Crop Verdelli Will Arrive at End of Week — Limes Higher—Texas and Mississippi Tomatoes on Market.

Lemons are quoted higher again this week as expected, as the demand has been good and the markets quite bare of supplies. Verdelli are expected to arrive by the end of the week, and will afford some relief to the market, but the present lack of stocks will make them badly needed. A great deal depends upon the weather, which during the past month has been such as to create a good demand, but a higher basis than that ruling a month ago can at least be expected. The Verdelli lemon is generally higher in price than those received earlier in the season, being a firm and good keeping fruit. Supplies of this kind will be prominent until the fall.

Limes are also higher under temporary scarcity. The New York market at present is bare of supplies, but expects fairly liberal quantities during the week. This is a line, the sale of which it would appear could be greatly extended in Canada by a little more attention by dealers. It is one of the most important producers of citric acid, the juice being highly valued for making cooling drinks, while hotels use it more or less extensively for flavoring fish, meats, etc.

Tomatoes are now being received from Texas and Mississippi in 4-box crates, and are going out well. Stock runs mostly into large sizes. Grapefruit is about wound up, but what supplies are left are of good quality and large in size. Prices are higher this week. Pineapples are selling well at about unchanged prices.

The imported strawberries have been of a little better quality lately. The Canadian article made an early start this year, June 1st being the date that the first crate was shipped from the Niagara district. Supplies are larger this week and prices are tending lower.

MONTREAL.

Green Fruits.—Lemons are now at \$5.50 with the demand good. It depends largely on the weather, but so far the fruit dealers have had little cause for complaint as the heat has been handed out quite liberally. Supplies of apples are diminishing rapidly. Strawberries are one price to-day and another tomorrow, depending upon more than one condition.

Apples, bbl. 6 00 8 00	Oranges—
Spies. 7 00 8 00	Valencia. 4 50 5 00
Bananas, bunch. 1 65 1 85	Sorrento. 2 75 3 00
Bananas, crated. 2 25	Mexican. 1 75 2 00
Coconuts, bags. 4 25 4 75	Pineapples—
Grape fruit, Flo. 4 75	Florida, case. 2 25 2 75
Lemons. 5 50	Strawberries, N.
Limes, 4 box 1 75	Carolina. 0 16 0 30

Vegetables.—The market is steady and does not show much change over last week. Vegetables are gradually approaching summer methods of selling and the general summer conditions. Tomatoes are a little firmer with the demand normal. The market is about the same as that of a week ago.

Asparagus, Canadian, basket. 1 50	Onions—
Beans, hamper. 3 50	Egyptian, bag. 2 50 3 00
Beets, doz. 1 25	Bermuda, crate. 3 50
Carrots, doz. 1 25	Florida potatoes, new, per bbl. 7 25 7 50
Cabbage, crate. 3 80 4 50	Potatoes, bag. 1 25 1 40
Cucumbers, bas. 2 75 3 00	New Bermuda potatoes, bbl 6 50 7 00
Cukes. 2 00	Parley, doz. 0 60
Garlic, 2 bunches. 0 25	Turnips, bag. 1 00 1 25
Green Peppers, small basket. 1 25	Radishes, dozen bunches. 0 30
Leeks, doz. 1 75 2 00	Spinach, bbl. 1 75
Lettuce—	Tomatoes, flats. 1 75 2 00
Canadian lettuce per doz. 1 50	Turnips, bag. 1 75

TORONTO.

Green Fruits.—As expected lemons are ruling higher this week at \$4 to \$4.50, and the market is pretty well cleaned up. New crop Verdelli are expected to arrive at the end of the week and quotations have been set at \$4.50 to \$5 for them. During the past month there has been a record demand for lemons, which has been responsible for the cutting down of the stocks. Watermelons from Florida are expected to be added to the collection of fruits on this market by the end of the week, but opening prices will be high. Texas and Mississippi tomatoes in four-box crates are coming along in larger quantities and are quoted at \$1.75 to \$2. They are of good quality and quite large in size. Grapefruit is firm at present prices. Pineapples have experienced a heavy demand and it continues at about unchanged prices. The first crate of Canadian strawberries was received here on Thursday, June 1st. They have been in quite moderate supply this week with prices ranging from 13 to 16 cents, but no quotations can be made as prices tend to a lower level as the supplies increase. Limes under a temporary scarcity of supplies are quoted up as high as \$1.60 per box this week.

Apples, bbl. 3 50 8 50	Navels, large. 2 50 3 75
Apples, box 1 75 2 50	Navels, small. 3 75 4 00
Bananas. 1 00 1 75	Pineapples crate 2 50 3 25
Coconuts, sack 4 75	Strawberries—
Grape Fruit—	Carolina, qt. 0 18 0 20
Florida, per case 4 50 5 00	Tomatoes, case of 6 baskets. 3 75 4 25
Lemons—	Tomatoes, 4 box crate. 1 75 2 00
California. 3 50	Rhubarb, doz. 0 25 0 40
Messina. 4 00 4 50	Cherries, 10-lb. boxes. 3 00 3 50
Limes, box. 1 25 1 60	
Oranges—	
Late valencias. 3 50 4 50	
Med. sweets. 3 00 3 50	

Vegetables.—Asparagus is quoted higher at 75c to \$1 this week. The season is drawing to an end, this vegetable

having r
also a fi
cabbage.
finished,
ers, ever
going ou
fair den
rots. Th
taining
at \$1,75
steady a
tion sho
Beets, Louis
doz.
Canadian b
bag.
Cabbage, S
Carolina.
Carrots, n
box 3 to 4
Cucum b
hamper.
Wax beans,
per ..
Green be
hamper..
Lettuce, C
dian, hea
Boston hea
tuce, doz

North
few lot
York n
The f
strict v
first cr

S

If y
qu
na

S

Ca

PF

having ripened very quickly. There is also a firmer feeling in South Carolina cabbage. Canadian carrots are about finished, while parsnips fail to find buyers, even at low prices. Cucumbers are going out well, while there is also a fair demand for beans, beets and carrots. The latter is quoted in boxes containing all the way from 3 to 4 dozen at \$1.75 to \$2 per box. Potatoes are steady at \$1.10 per bag, with the situation showing little change.

Beets, Louisiana doz. 1 25	Onions— Texas, case..... 2 00
Canadian beet, bag..... 0 60 0 75	Egyptian, sack..... 2 50
Cabbage, South Carolina..... 3 50	Potatoes, Onta- rio, bag..... 1 10
Carrots, new, box 3 to 4 doz. 1 75 2 00	Potatoes, new, hamper..... 2 00
Cucumbers, hamper..... 2 50	2 bush. bags..... 3 50
Wax beans, ham- per..... 2 10 2 25	Parsley, per doz..... 0 75
Green beans, hamper..... 2 00	New turnips, per 11-qt. basket..... 0 50
Lettuce, Cana- dian, head..... 0 25 0 30	Asparagus— Canadian, doz.. 0 75 1 00
Boston head let- tuce, doz..... 1 00	Spinach— Hamper..... 0 35 0 50

North Carolina has sent forward a few lots of huckleberries to the New York market.

The first berries from the Niagara district were very early this year, the first crate being shipped on June 1st.

EGYPTIAN ONIONS

We have 500 sacks, all heavyweights and fine quality. Fresh arrival, prices much lower.

Also car **Bermuda Onions** in crates

When you want onions, place order with us.

Regular Arrivals:—**PINES, STRAWBERRIES, TOMATOES, CUCUMBERS, ORANGES, LEMONS.**

Our First Verdilli Lemons due this coming week.

FANCY FRUIT DEALERS

WHITE & CO., Limited

TORONTO and HAMILTON

Canadian Strawberries

ARE NOW READY

If you do not receive our weekly quotation card, send us your name.

STEVENS & SOLOMAN

GROWERS AND SHIPPERS OF

Canadian Fruits and Vegetables

HAMILTON, ONT

PHONES 1990—3200—2700

FRESH ARRIVALS

OF ALL

SEASONABLE GOODS

Just unloaded our first car of the Celebrated

“**GOLDEN ORANGE**” Brand Late Valencias

Good Color— All sizes— No waste

Send your orders for anything in fruit to

THE HOUSE OF QUALITY

HUGH WALKER & SON

(Established 1861)

GUELPH, ONTARIO

BUSTER BROWN

LEMONADE



is without a doubt the most healthful, refreshing summer drink. When taking orders from your customers if they do not order Lemons sell them a dozen. They will come back for more, and when ordering from your wholesaler mention Follina's pack.

W. B. STRINGER, Sales Agent

FOLLINA BROS., Packers



Fish - Oysters



Ember Week Brought Larger Fish Trade

Three Days of Consumption Instead of One—Demand Heavier With Fresh the Favorite—Brisk Lobster Industry in Cape Breton—Fishing Season in St. John River Progressing—Mackerel Appear off Nova Scotia Coast—Salmon is More Plentiful—Prices Easier—Cod and Haddock in Good Supply.

Demand for fish received something of an impetus this week with three days of consumption instead of the usual one. Supplies are coming forward quite satisfactorily, and the business according to general reports is good. Fresh fish of all kinds is naturally the favorite, although it by no means receives all the trade. Halibut, white, cod, haddock and salmon are prominent, while other lines are also getting their share of attention.

Mackerel have appeared on the Nova Scotia coast, but are still far off the shore and the netters' catches have been small as yet, but cod and haddock are plentiful. Good catches of lobsters are reported from Cape Breton and the lobster industry there is brisk. Salmon is in fair supply at most of the eastern coast provinces and prices are generally lower.

QUEBEC.

Montreal.—With ember week just over the demand for fish was naturally heavier than ordinarily, as there were three fish days, Wednesday, Friday and Saturday, instead of the usual one. All told the business was satisfactory, amounting as it did to quite a figure. Fresh fish has been arriving quite plentifully and the prices quoted are reasonable. The price of Gaspé salmon is lower thanks to increased supplies. Brook trout, on the other hand are higher, owing to the fact that they are becoming scarce. It is claimed that the price will not be lower this season. Lake fish of all kinds is coming forward freely. Cod and haddock are not so plentiful. These fish are now in better condition than for some time past and prices are easy.

FRESH

Alewives (shad herring) per 100 fish.....	2 00	Halibut, express per lb.....	0 09 0 10
Bluefish, per lb.....	0 15	Salmon, B.C., lb.....	0 18
Dressed perch, per lb.....	2 10	Salmon, Gaspé lb.....	0 20
Dressed bull-heads, per lb.....	0 10	Shad, buck, each.....	0 25
Haddock, per lb.....	0 04	Shad, roe, each.....	0 50
Haddock, fancy shore, per lb.....	0 05 0 05½	Sea trout.....	0 10
Steak cod headless, per lb.....	0 06	Sea bass, per lb.....	0 10
		Lake trout, lb.....	0 11
		Brook trout.....	0 22
		Pike, per lb.....	0 07 0 08
		Pickeral or dore.....	0 12
		Whitefish, lb.....	0 11

FROZEN

Codfish.....	0 03 0 03½	Salmon, B.C., red, bbl	0 09 0 10
Haddock.....	0 03	Gaspé salmon.....	0 15
Halibut, per lb.....	0 09	No. 1 Smelts, boxes, 10 and 15 lbs. each.	0 07
Pike, round lb.....	0 05	Whitefish, large, lb.....	0 07½ 0 08
150 lbs., per lb.....	0 06	Whitefish, small.....	0 06
3ras pike.....	0 05		
steak cod.....	0 04		
Mackerel.....	0 11 0 12		

SALTED AND PICKLED

Labrador sea trout, bbl.....	12 00	Salmon, B.C., red, bbl	14 00
Labrador sea trout, half bbls.....	6 50	" " pink, bbl	12 00
No. 1 mackerel, pall.....	2 00	" " Labrador, bbl	16 00
2 bbls.....	8 00	" " " bbls	8 50
Scotia herrings, No. 2, bbl.....	12 00	300 lb.....	21 00
Lake trout, half bbl.....	6 00	Salt eels, per lb.....	0 07
Choice mackerel half pall.....	2 00	Sea trout, ½ brl.....	8 50
		Sea trout, bbls.....	12 00
		Scotch herring.....	6 00
		Holland herring, ½ bbl	5 50
		" " keg	0 75

SMOKED

Bloaters, large, per box, 60s.....	1 10
Haddies.....	0 08
Herring, new smoked, per box.....	0 25
Kipped herrings, per half box.....	1 00
New fillets, per lb.....	0 10

SHELL FISH

Shell oysters, bbl, choice.....	12 00 13 00
XXX Shell Oysters.....	10 00
Lobsters, live, per lb.....	0 35
Oysters, choice, bulk, Imp. gal.....	1 40
" " bulk, selecta.....	1 60
Solid meats—Standards, gal., \$1.75; selecta, gal., \$2	

PREPARED FISH

Homeless cod, in blocks or packages, per lb.....	7, 9, 10
Shredded cod, 2 doz. in box, per box.....	2 00
Skinless cod, 100 lb. case.....	6 75

ONTARIO.

Toronto.—A number of lines of fresh fish are quoted a little lower this week and prices are now moderate. Trade is running smoothly and the supply is coming up to the demand. Trout is among the list of good sellers. Halibut is plentiful and dealers report that there is a steady increase in demand for it, prices being quite reasonable. Pickerel and steak cod are also receiving their share of attention.

FRESH CAUGHT FISH

Steak cod.....	0 07½	Fresh caught white.....	0 10
Fresh halibut.....	0 07	Fresh caught herring.....	0 05
Perch.....	0 05	Haddock.....	0 06 0 07
Fresh trout.....	0 09	Pickerel.....	0 10

FROZEN FISH

Goldeyes.....	0 05	White fish, winter caught.....	0 08
Pike.....	0 05	Yellow pickerel.....	0 08½
Pink sea salmon.....	0 06 0 09	Mullets.....	0 04
Round red.....	0 09	Bluefish.....	0 12

SMOKED, BONELESS AND PICKLED FISH

Acadia 3-lb. boxes per crate.....	5 40	Haddie, Finnan.....	0 78
Shredded cod.....	2 25	Pickled lake herring, 100 lb. kegs.....	2 80
Cod, Imperial, per lb.....	0 06	Quail on toast, per lb.....	0 07
Fillets, per lb.....	0 12	Shrimps, per gal.....	1 25

NOVA SCOTIA.

Halifax.—Mackerel have struck in along the Nova Scotia coast and already

several large hauls have been made by American seiners, one vessel having a catch of two hundred barrels. Thirty American vessels are on the coast seeking the fish. So far the local fishermen have taken on a few mackerel. The fish are still far off-shore, and the netters have only caught scattering. For the first time this season fresh mackerel were offered for sale on the local market this week, at 25 cents each. The fish were in good demand.

There has been a big drop in fresh salmon. The receipts were heavy this week and they are now quoted at 20 cents per pound.

Reports from Victoria County, C.B., indicate a great harvest for the lobster fishermen. The catch especially at Meat Cove and vicinity so far has been phenomenal, and as the different fishermen have sold their season's catch at high figures, there is every reason to believe that the industry will be a profitable one.

There has been a falling off in the shipments of lobsters to Boston during the week, but the exports of salmon have increased, twenty-five cases of fresh salmon having been shipped.

The salt fish markets are rather quiet owing to small quantities of cured fish on hand. The schooner Evelyn that sailed from here this week for Barbados, took a cargo of cod and haddock, valued at \$27,000.

NEW BRUNSWICK.

St. John.—There was a slight decrease in the price of pollock, salmon, and cod this week, but otherwise there were no changes of interest in the fish market. Reports received here from Charlotte county are to the effect that fishing is almost at a standstill. Sardines are said to be quite scarce so far, and hake have not struck in in any large quantities, so that quiet times are being experienced by the fishermen.

The fishing season in St. John Harbor and river is progressing well, and though no large catches are reported, the men engaged in the work are bringing some good-sized shad and salmon to the local dealers, and because of the earliness of the market the demand is fairly brisk.

NEWFOUNDLAND.

St. John's.—The price of cod fish now rules higher than for a long time, and with the large rates that can be secured for it, the outlook for fishermen during the summer seems encouraging. Bank fishery will be more largely followed than for many years. The shore fishery will also be largely undertaken and while it was expected that the Labrador fishing would show some shrinkage, it is now believed that this will be less than at first thought. The bank-

THE CANADIAN GROCER

ers report fish as plentiful, but the weather is rough, and a number of vessels have been damaged. With the new pack now coming on the market, it is probable that tinned salmon will fall in price. The fresh article continues plentiful, while herrings are also in good supply.

Codfish, large and medium merchantable, per qtl.	6 80
" small	6 20
" large Madeira	6 80
" small	6 20
" large and medium West India	4 00
" small per qtl	3 50
" Labrador	4 80
" shore cured	5 80
Haddock	3 50
Herring, No. 1, large and medium, barrel	2 75
" small	2 50
Ling	3 50
Lobsters, No. 1 flats, case 48 1-lb. tins	15 00
Salmon, per case 48 1-lb. tins	5 50
Salmon, No. 1, large and medium, tierce	20 00
" No. 2, large	18 00
" No. 3, large	16 00
" No. 1, small	18 00
" No. 2, small	16 00
" No. 3, small	14 00
48 1-lb. tins, per case	14 00
Cod Oil, hardwood casks, tun	6 50
" softwood	104 00
Cod Liver Oil, gallon	0 85

Fruit Market Notes.

Cool weather in California has prevented the ripening of cherries as fast as expected, but fairly liberal supplies are expected.

The grapefruit season is drawing to a close. Present supplies are extra heavy and very fancy fruit.

Citrus shipments from California from Nov. 1 to May 22 amounted to 34,069 cars, as compared with 24,327 cars up to May 23rd last year.

California shipped 1,000 cars more of lemons up to May 22nd than to the same date last year.

Toronto reports receipt of Florida watermelons this week.

New York has received its first crate of apricots from California.

A TIP TO CLERKS.

Your salary comes out of the gross profits you make for your employer. Make more money for him and you will make more for yourself.

Don't forget about the store the minute you get outside. Keep it in one corner of your mind all the time.

Be a salesman, not a clerk. Learn to do things. Have a little initiative.

Don't always wait to be told. Look around and see what there is to do, and do it. That is the kind of man who gets ahead nowadays.

Try to send every customer away satisfied. A satisfied customer is the kind that comes back.

READY-MADE CARD PHRASES.

To rouse dejected appetites.
Pickles—With the taste that lingers.
Coffee—Good to the last drop.
One taste, another taste invites.
We build on quality.
We are proud of our delivery service.

REPRESENTATIVES WANTED

by Maison Francaise for the sale of comestible oils. Apply, with references, to

M.M. Schwalbe & Co., Marseille, France and in French if possible.

ESTABLISHED 1849

BRADSTREET'S

Offices Throughout the Civilized World

OFFICES IN CANADA:

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

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

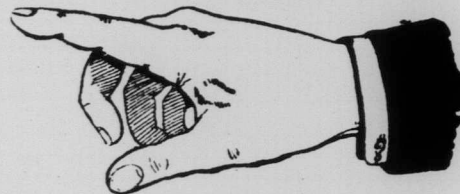
THOMAS C. IRVING, GENERAL MANAGER
WESTERN CANADA
TORONTO

DRIED APPLES

We have a few hundred pounds of Dried Apples for sale.

O. E. ROBINSON & CO.
INGERSOLL - ONTARIO

Would you like our Weekly Circular?



When placing your order for Canned Fish, be sure you have the name right:

"BRUNSWICK" Brand

It is the finest brand obtainable, and may be relied on to give the fullest satisfaction.

By the "Brunswick" modern, sanitary process of canning, the natural fish flavor is preserved to a remarkable degree.

Keep a generous stock of "Brunswick" Sea Foods. There is an excellent profit in selling them.

Connors Bros., Limited
Black's Harbour, N. B.

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

Tea Boom Makes Heart of Grower Glad

Receipt of Old Age Pensions Said to be Responsible for Increase in its Use—History of the Growth of Popularity in This Popular Beverage—Troublous Times of Boer War Days—One Man, One Pound of Tea.

By A. H. M.

At present there is a terrific boom in tea, owing, it is said, to the interesting fact that those in receipt of old age pensions can afford to drink more, and whilst it may not equal the recent booms in rubber and oil, it is nevertheless, causing wise speculators to gather in golden harvests, and, of course, the price is going up.

It was in the reign of Queen Anne that tea first became a popular beverage in this country. But, as the duty was five-and-sixpence a pound, and the price eighteen shillings, it may well be imagined that tea was never tasted, except by the wealthy.

Tea has always been taxed from the very beginning, but in the year 1790 the Chancellor of those days dropped the duty from three shillings to sevenpence a pound, and the result was a tremendous boom.

Alas! wars came, and up went the tax till, in 1810, it had risen to three-and-tenpence a pound. The duty came down by degrees, till, in 1890, it reached the minimum of fourpence.

Later, when owing to the Boer war, the tax went up again, tea-growers in Ceylon and India were in despair, for the production was so enormous that the price rose but slightly, and the tea-planters were in a very bad way. The worst of the depression came about five years ago, but since then things have slowly mended, until at present there is a boom which makes their hearts rejoice.

Up to the forties of the last century all our tea came from China, where it had been cultivated since the sixth century B.C. In 1820 the tea plant was noticed growing wild in the jungles of Assam, where it made a regular tree forty feet high, and in 1835 the first Indian tea plantation was set out.

Soon afterwards tea was planted experimentally in Ceylon. But in that island coffee was the the great crop, and it did not seem worth while to grow tea. It was not until 1869 that the first clearing was made for a Cingalese tea-garden.

In the year 1881 the coffee plantations of Ceylon were stricken with the leaf disease, a fungus which, within a very short time, absolutely destroyed the whole industry. Then the planters turned to tea, and within thirty years Ceylon had become the greatest tea-producing country in the world.

In India and Ceylon together there are 900,000 acres under tea, and about eleven hundred thousand people are employed in this huge industry. The duty paid on Ceylon and Indian tea is over four millions a year.

It is reckoned that it takes the labor of one individual for one day to produce a pound of tea; so, although tea will grow almost anywhere in the tropics and sub-tropics, India and Ceylon will always be the main producing countries, owing to their abundance of cheap labor.

In India tea-picking is done by coolie women and children at from fourpence to sixpence a day.

THE WEEK'S TRADE CHANGES.

Businesses Bought and Sold — Assignments Made Throughout Canada.

ONTARIO.—Miss M. McGill, grocer, Merrickville, has added an ice cream parlor.

Miss E. Fenley, grocer, Ottawa, assigned.

J. J. Crosbie, grocer, Ottawa, deceased.

Alf. Woodrow, grocer, Cobalt, has assigned.

Emerson Tiers, grocer, Dunsford, has sold out.

Isaac Jone is opening up in groceries at Wellington.

M Levine, grocer, Toronto, has sold to Jas. Francis.

Walter R. Courp, merchant, Massey and Sudbury, assigned.

G. W. Raycroft, grocer, Hamilton, has sold to G. L. Salton.

W. E. Savage, grocer, Richmond Hill, has sold to Mrs. E. J. Lynett.

MacKenzie & McLean have opened a general store at Rainy River.

The assets of Isaac Lelievre, merchant, Little River, have been sold.

L. C. Menhennick, grocer, Ingersoll, has sold his stock to W. T. Hogarth.

The Civil Service Co-operative Supply Association have opened a grocery in Ottawa.

QUEBEC.—The assets of Laferte & Co., general merchants, Causapscal, have been sold.

H. Bergeron, grocer, Montreal, assigned.

Leon Murray, general merchant, Matane, assigned.

Cadieux & Turbide, general merchants, Oka, dissolved.

Chas. Caron, general merchant, St. Gregoire, assigned.

J. C. Primeau, general merchant, St. Timothe, deceased.

Robinson & Smiley, grocers, Waltham, succeeded by Labelle & Johnston.

Brouillon & Nadeau, general merchants, Mitchell Station, dissolved.

M. J. Smith, general merchant, Newport, assigned.

J. F. Gasseline, grocer, Quebec, suffered loss by fire.

Edward Legresley, general merchant, St. Benoit, offered to compromise.

Nap. Bernier & Cie., general merchants, St. Remi de Tinivick, dissolved.

J. O. Leger, general merchant, Telephore, assigned.

MARITIME PROVINCES. — William Fox, Jr., is opening a grocery store at St. John, N.B.

Peter's grocery store, Anherest, N.S., was damaged by fire. The building was just erected this summer.

WESTERN CANADA.—Angus Clegg & Son, have opened a grocery at Neepawa, Man.

F. B. Stickney has opened a grocery store at Calgary.

Sutherland & Co., have opened a grocery store at Calgary.

John Mitchell, general merchant, Kenton, Man., deceased.

Grant & Kellar have opened a grocery store at Rivers, Man.

E. E. Trider has opened in groceries at Medicine Hat, Alta.

Forbes & Steffen have opened a general store at Coralynn, Alta.

W. T. Howard has opened a grocery store at Winnipeg, Man.

W. E. Nelson has opened a general store at Francis, Sask.

Cudmore & Westcott are opening a general store at Halkirk, Alta.

Mrs. Wm. A. Bishop has opened a grocery store at Alsask, Sask.

Adam Marquette has purchased a general store at Killaley, Sask.

W. Rasmussen, general merchant, Redcliffe, Alta., sold out by bailiff.

R. Bayzernan, of Winnipeg, has opened a general store at Disley, Sask.

The Coleman Grocery Co., Coleman, Alta., has sold to W. L. Ouimette.

The grocery store of Mrs. Carey, Silverton, B.C., was destroyed by fire.

A. M. and J. J. Dermody have purchased a grocery store at Glenavon, Sask.

Holden Trading Co., Holden, Alta., have sold their general store to Gilbert & Black.

E. D. Chapman, Bradwardine, Man., has added a grocery department to his restaurant.

O'Donnell & Feehey, general merchants, Sheep Creek, B.C., have sold to O'Donnell & Thompson.

Johnson Bros., general merchants, Duval, Sask., sold to Matthewson Bros.

Speers & Paul, general merchants, Saskatoon, Sask., sold to Saskatoon Trading Co.

The Building Up of a Fruit Department

Hints by Which This Section May be Converted into Profitable Part of Business—How Grocer Should Plan to Get Most From Each Line—Selling for the Future—Sugar and Sealers.

By a Fruit Dealer.

There are now before the grocer, four months, including June, July, August and September, in which he should be able to convert his fruit department into a most profitable side line. It is advisable that he start early so that he may reap in full the benefits of his season's efforts in this line.

One reason for an early start is that the customer who starts to purchase her fruit supplies from one store early in the season, will continue to find her way to that establishment during the whole year.

From now on, fruits continue to follow one another in succession, there being ample time for the grocer to concentrate his efforts on each kind as it appears on the market. Therefore let him plan how to proceed that his fruit business during the season may be the most profitable.

Oranges and Bananas.

A steady trade generally continues for bananas and oranges the whole season through and they should be given their share of attention. Keep stocks complete, but be careful not to over buy thereby causing a loss which eats a hole in the total profits for the season. Most grocers can display oranges well, but with bananas they are inclined to just hang the bunch up and allow it to go at that. Did you ever notice how much nicer the inside of a hand of bananas looks than the outside? Well, that is a cue for you to work on. Cut off a hand or two and put them along with the oranges—with the bright side up. That's the way you see them on the fruit stands.

Selling Small Fruits.

The pineapple season is now on and the grocer should take advantage of it. He should not be satisfied with selling an odd one for dessert, but he should attempt to sell quantities for preserving. They are a fruit on which there is not much loss by waste, and by proper display and salesmanship, the grocer should be able to dispose of a large number during the next few weeks.

The home grown strawberries will then be making their appearance and he will be able to give his attention to them. Of course at first they will be a little high in price, and will sell only for table use, but the number sold this way should be made as large as possible. Then as the berries get cheaper, he should sell for preserving. Even when the berries first appear, he should tell his customers that he will be handling

them in quantities for preserving later on, get them interested and if possible secure orders. These will be followed by raspberries and blackberries which should be treated in the same manner.

Cherries and Peaches.

There are different kinds of cherries and you should select those that will best suit your customers. This information may be secured by a little questioning of customers at the beginning of the season. However, if there is some good kind that your customers have never used, do not be afraid to put a few baskets at least into stock and trust to your ability to create a sale for them. A good idea is to buy a number of cherry pitters and loan them to customers who purchase their supply from you. This might be made a feature in your advertising of cherries.

Peaches, pears, plums and grapes follow after this, with their ripening periods running pretty well together, so that attention has to be given to them all at about the same time. Handling the four kinds at once allows a dealer to make a big display which helps in making sales. If you have not advertised fruit during the season, you should at least do it now with the four fruits at hand. Proper and sanitary methods of display will help at all times of the year.

Selling fruit entails in large measure the handling of sugar as well. That staple is sure to be included in all good-sized orders. And as the preserving season approaches there are sealers to be shown to the busy housewife. Altogether the fruit trade is one to cultivate.

IN SELLING MUSHROOMS.

Mushrooms, both fresh and preserved constitute a dainty for which many grocers should be able to work up a good trade. A line which many grocers have neglected, it is such as will well repay some attention.

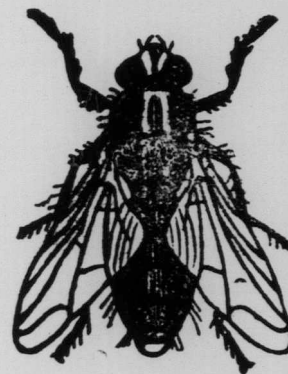
A writer on mushrooms said recently: "Many species deserve to be placed beside meat as sources of nitrogenous nutriment. They contain from 20 to 35 per cent. of protein against 8 per cent. in bread, 10 per cent. in oatmeal and 5 per cent. in potatoes."

Mushroom culture in sheds and cellars is now carried on extensively in many districts. Preserved mushrooms are both canned and bottled.

Every packet of

WILSON'S FLY PADS

Is capable of killing a bushel of flies.



DEALERS IN FRUITS

PINEAPPLE time is preserving time. See that you have ample stocks to meet the ever increasing demand. We are also headquarters for choicest VALENCIA ORANGES.

ORDER NOW

Lemon Bros.

Owen Sound, Ontario
and Sault Ste. Marie

We are large BUYERS and dealers in WOOL. Country merchants should get in touch with us early for prices—an opportunity for you to do some extra trade and make extra profits.

WRITE AT ONCE

BUYERS OF WOOL

Grocer's Encyclopedia - The Lemon

A Few Items of Interest in Connection With This Widely-Used Fruit—Its Medicinal Value and Many Other Peculiar Qualities—Its Many Crops—Its Manner of Growth and Marketing.

There are so many uses to which the lemon can be put that its sale, in every grocery store, should be an appreciable item. Every dealer should consider if his sales of this fruit are as large as they could be made. In most stores by a little effort, knowledge of the properties and uses of the lemons, the sale of this line of green fruits might be considerably increased.

Not only is the lemon employed in culinary operations, but it is also used to ward off many ills. Lemons are the chief source of citric acid and their cooling and refreshing juice is of special value in inflammatory diseases, as well as for biliousness and rheumatism.

The Universal Medicine.

One man has put it: "They are so near being a universal medicine for all ills as anything can be. Chronic sick headaches and biliousness will disappear if their victim will drink as soon as rising, a glass of warm water with the juice of half a lemon. Lemon juice and sugar, made thick and 'acidic' will cure a cough and hoarseness. It will relieve feverishness and thirst. Lemonade as a drink, in spring and summer will prevent or cure 'that tired feeling.' Hot lemonade, taken soon enough, will break up a cold. Corns will disappear if lemon juice is administered by dropping it on stale bread and binding on them. Lemons used as soap remove roughness from the hands. A lotion, half glycerine and half lemon juice is a perfect cosmetic for taking off tan."

However during the summer months they are in big demand for cooking purposes and also for a cooling and refreshing drink and dealers would do well to give them prominence.

Grows on Small Trees.

This valuable fruit of which there are over thirty different varieties, usually grow on small trees, 10 to 15 feet high. Although of Asiatic origin, lemons are now grown in most warm climates, especially in Sicily, Italy, Spain and Portugal. Large quantities are also cultivated in California and Florida, but their growth in the United States constitutes only a small percentage of America's needs, so that large supplies are annually imported from the Mediterranean region.

The fruit is really produced all the year round, but what is called the first gathering, takes place in October, and this is of fine quality. The fruit collected in November is paler in color and firm to the touch, but quite equal in quality, and of these America takes a large proportion.

The small or damaged fruit of the November pick is used in the preparation of essence or juice. About seven-eighths are good for shipment and one eighth used for essence. The Nov. and December crops are the most abundant, while January and February yield only about one-fourth of fruit fit for export.

For June Markets.

March and April crops are produced from August and September blossoms, and will not stand a long voyage, but valuable crops may be obtained in May and will keep well in shipment to America. June and July produce that known as "Verdelli," which will begin to arrive upon Canadian markets about the middle of June. They are hard, sound and good shippers. August and September crops are small and produce inferior fruit.

The smallest lemons are generally the sourest. Lemons ripened on the tree are almost valueless, for they become thick skinned and dry, and are apt to rot. Lemon storing warehouses in Italy are, like many buildings in that country of stone, with tile roofing, generally without flooring and are well ventilated. They are provided with long narrow troughs for receiving and picking over the fruit. The lemons are wrapped in thin tissue paper and made up into cases of 300 to 450 lemons. Like oranges they keep longer and better when each one is wrapped in paper to exclude the air, or any circulation of air around the fruit. The boxes should be stored on end and not be packed too closely together, nor in a close, warm room.

When the grocer receives a case of lemons he should pick them over and remove any that have started to rot, as

they are liable to spoil the adjoining fruit. While the fruit shows up better when unwrapped, the grocer should be careful not to unwrap too many at a time as they are more liable to spoil when exposed to the air or pressing against one another, while if left too long they will become dry and hard.

Tell Your Customers That

**SHAMROCK
BIG PLUG
SMOKING TOBACCO**

When out never dries up or becomes hard. The leaves are so firmly packed that the plug remains fresh and moist

McDOUGALL'S

CLAY PIPES

THE BEST IN THE WORLD

D. McDougall & Co, Ltd., GLASGOW, SCOTLAND

TANGLEFOOT



THE ORIGINAL FLY PAPER

FOR 25 YEARS THE STANDARD IN QUALITY.

ALL OTHERS ARE IMITATIONS

Black Watch

**The Big Black Plug
Chewing Tobacco**

"A Trade Bringer"

Sold by all the Wholesale Trade



"BANNER" 1911
Cold Blast Lantern

Have you seen it?
Hold your orders till you have.

New
Well!

Solid
Brass
Burner!

Supplied
with
Wicks!



Hand-
somest
Lantern
Made!

Give
Your
Customers
the
Best!

For Sale by All Jobbers.
Ontario Lantern & Lamp Co., Limited
Hamilton, Ont.

MAPLE SUGAR

**CHEWING
TOBACCO**

Rock City Tobacco Co.
Quebec - and - Winnipeg

Tuckett's
Orinoco
Tobacco

NO BETTER
JUST
A LITTLE MILDER
THAN



Tuckett's Myrtle Cut Tobacco
WHICH HAS THE LARGEST SALE IN CANADA.

TUCKETT LIMITED

Hamilton,

Ont.

CLASSIFIED ADVERTISING

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.

FOR SALE.

FOR SALE—Department Store in good Alberta town. Stock \$25,000. Yearly turnover \$100,000. Address, Box 1226, Calgary.

MISCELLANEOUS.

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott-Fisher, Ltd., Room 314 Stair Building, Toronto.

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

BUCKWHEAT Flour guaranteed pure and unsurpassed by any mill in the Province. T. H. Squire, Queensboro, Ont., solicits your orders.

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

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

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.

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.

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

DOUBLE your floor space. An Otis-Pensom 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-Pensom Elevator Co., Traders Bank Building, Toronto. (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.

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

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

AGENTS WANTED.

RESIDENT REPRESENTATIVES REQUIRED in Canada—principal centres—by leading firm of biscuit manufacturers. Address "Biscuit," Box No. 68, CANADIAN GROCER, 88 Fleet Street, London, England.

MISCELLANEOUS.

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.

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.

HUNDREDS OF TYPEWRITERS of every make and condition are being traded in as part payment on the famous MONARCH. Price and quality are the levers we use to prevent over stock. We believe we can give the best bargains in rebuilt typewriters in Canada. A postal will bring our catalogue and full information. THE MONARCH TYPEWRITER CO., Limited, 46 Adelaide Street West, Toronto.

KAY'S FURNITURE CATALOGUE No. 306 contains 160 pages of fine half-tone engravings of newest designs in carpets, rugs, furniture, draperies, wall papers and pottery with cash prices. Write for a copy—it's free. John Kay Company, Limited, 36 King St. West, Toronto.

MODERN FIREPROOF CONSTRUCTION. Our system of reinforced concrete work—as successfully used in any 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.

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

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

TECHNICAL BOOKS.

CANADIAN MACHINERY AND MANUFACTURING NEWS, \$1 per year. Every manufacturer using power should receive this publication regularly, and also see that it is placed in the hands of his engineer or superintendent. Every issue is full of practical articles, well calculated to suggest economies in the operation of a plant. Condensed advertisements for "Machinery Wanted" inserted free for subscribers to the GROCER. "Machinery for Sale" advertisements one cent per word each insertion. Sample copy on request. CANADIAN MACHINERY, 143-149 University Ave., Toronto.

SALES PLANS—This book is a collection of 333 successful plans that have been used by retail merchants to get more business. These include Special Sales, Getting Holiday Business, Co-operative Advertising, Money-Making Ideas, Contests, etc. Price \$2.50, postpaid. MacLean Publishing Co., Technical Book Dept., 143-149 University Ave., Toronto.

PERIODICAL DEPT.

THE MACLEAN'S MAGAZINE is the most popular periodical of its kind. Why? Because each issue contains a strong list of original articles of interest to every Canadian. It also reproduces the most timely, instructive and interesting articles appearing in the other magazines and periodicals of the month. The cream of the world's periodical press is too valuable to overlook. MACLEAN'S is on sale at all news-stands. Better still, send \$2 for one year's subscription. Mail it to-day. The Maclean's Magazine, Toronto.

Grocery Advertising

By Wm. Borsodi

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

PRICE \$2.00

ALL ORDERS PAYABLE IN ADVANCE.

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

Coffee, Its History, Classification and Description

By Joseph M. Walsh

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

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

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

\$2.00

IT WILL PAY YOU TO SEND AT ONCE.

MacLean Publishing Co.
Technical Book Department
143-149 University Avenue, Toronto

Diamond
1-lb. tins, 2 d
1-lb. tins, 3
1-lb. tins, 4

IMPER
Cases.
4-dozen.....
3-dozen.....
1-dozen.....
3-dozen.....
1-dozen.....
1-dozen.....



or more of "



WHITE SWA
White Sw
doz. in case
1-lb. tins, 50c



Cartoons—
No. 1, 1-lb.,
No. 1, 1-lb.,
No. 2, 5-oz.,
No. 2, 5-oz.,
No. 3, 3-oz.,
No. 10, 13-oz.
No. 10, 13-oz.



DOM
Aylmer
Strawberry
Raspberry
Black currant
Red currant
Raspberry
Raspberry
Raspberry
Raspberry
Plum jam.

THE CANADIAN GROCER

QUOTATIONS FOR PROPRIETARY ARTICLES

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

IMPERIAL BAKING POWDER
 Cases. Sizes. Per doz.
 4-dozen 10c. \$0 85
 3-dozen 12-oz. 1 75
 1-dozen 12-oz. 3 50
 3-dozen 12-oz. 3 40
 1-dozen 24-lb. 10 50
 1-dozen 5-lb. 19 80

MAGIC BAKING POWDER
 Ontario and Quebec Prices
 Cases. Sizes. Per doz.
 6 dozen 5c. \$0 50
 4 " 4-oz. 0 75
 4 " 4 " 1 00
 4 " 8 " 1 30
 4 " 12 " 1 80
 4 " 12 " 1 85
 4 " 16 " 2 25
 4 " 16 " 2 30
 4 " 24-lb. 5 00
 1 " 6-oz. 9 60
 1 " 12 " } Per case
 1 " 16 " } \$6 00

Special discount of 5 per cent. allowed on five cases or more of "Magic Baking Powder."

ROYAL BAKING POWDER
 Sizes. Per Doz.
 Royal-Dime \$0 95
 " 1-lb. 1 40
 " 6-oz. 1 95
 " 1-lb. 2 55
 " 12-oz. 3 65
 " 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—1-lb. tins, 3-dozen in case, \$3 doz.; 1-lb. tins, \$1.25 doz.; 1-lb. tins, 80c doz.

Borwick's Baking Powder

COOK'S FRIEND BAKING POWDER
 BREAD PANCAKES, PIE CRUSTS, PASTRY

Cartoons—Per doz
 No. 1, 1-lb., 4 doz 2 40
 No. 1, 1-lb., 2 doz 2 50
 No. 2, 5-oz., 6 doz 0 80
 No. 2, 5-oz., 3 doz 0 85
 No. 3, 3-oz., 4 doz 0 45
 No. 10, 12-oz., 4 doz 2 10
 No. 10, 12-oz., 2 doz 2 20
 No. 12, 4-oz., 6 doz 0 70
 No. 12, 4-oz., 3 doz 0 75
 In Tin Boxes—
 No. 13, 1-lb., 2 doz 3 00
 No. 14, 8-oz., 3 doz 1 75
 No. 15, 4-oz., 4 doz 1 10
 No. 16, 24-lb. 7 25
 No. 17, 5-lb. 14 00

FOREST CITY BAKING POWDER
 Dozen
 6 oz. tins. 0 75
 12 oz. tins. 1 25
 18 oz. tins. 1 50

Cereals
WHITE SWAN SPICES & 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 Pa n c a k e Flour, per dozen \$1.
 White Swan Wheat Kernels, per doz. \$1.40.
 White Swan F l a k e d Rice, per dozen \$1.
 White Swan F l a k e d Peas, per dozen \$1.

DOMINION CANNERS, LIMITED
 Aymer Jams
 Strawberry..... 1 95
 Black currant..... 1 95
 Red currant..... 1 75
 Raspberry & red currant..... 1 95
 Raspberry and gooseberry..... 1 80
 Plum jam..... 1 55

Greengage plum, stoneless..... 1 75
Lemon..... 1 60
Pineapple..... 1 95
Gooseberry..... 1 75
Ginger..... 2 25
Pure Preserves—Bulk
 5 lbs. 7 lbs. 14's & 30's per lb
 Strawberry .. 0 59 0 82
 Black currant. 0 59 0 82
 Raspberry .. 0 59 0 82
 Weight allowed up to 250 per 100 lbs

Keen's Oxford, per lb..... 0 17
In 10-box lots or case..... 0 16
Gillett's Mammoth, 1/2-gross box..... 2 00

Cocoa and Chocolate
THE COWAN CO. LIMITED
 Cocoa—
 Perfection, 1-lb. tins, per doz. \$4 50
 Perfection, 1/2-lb. tins, per doz. 2 40
 Perfection, 1-lb. tins, per doz. 1 30
 Perfection, 10c size, per doz. 0 90
 Perfection, 5-lb. tins, per lb. 0 37
 Soluble, bulk, No. 1, per lb. 0 20
 Soluble, bulk, No. 2, per lb. 0 18
 London Pearl, per lb. 0 22
 Special quotations for Cocoa in barrels, kegs, etc.

Unsweetened Chocolate—
 Supreme chocolate, 1/2, 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—
 Queen's Dessert, 1's and 1/2's, 12-lb. boxes. 0 40
 Queen's Dessert, 6's, 12-lb. boxes. 0 40
 Vanilla, 1-lb., 6 and 12-lb. boxes. 0 35
 Parisian, 8's, 6 and 12-lb. boxes. 0 28
 Diamond, 6's and 7's, 6 and 12-lb. boxes. 0 24
 Diamond, 1's, 6 and 12-lb. boxes. 0 25

ICINGS FOR CAKE—
 Chocolate, white, pink, lemon, orange, maple, 4 in ord. cocoanut cream, in 1-lb. packages, 2 dozen in box, per dozen..... 0 93

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

EPF'S.
Agents, C. E. Olson & Son, Montreal.
 In 1/2 and 1-lb. tins, 12-lb. boxes, per lb. 0 35
 Smaller quantities..... 0 37
JOHN P. MOTT & CO.'S.
 G. J. Estabrook, St. John, N.B.; J. M. Douglas & Co. Montreal; R. S. McIndoe, Toronto; Jos. E. Huxley, Winnipeg; Tees & Persse, Calgary; Johnson & Yockney, Edmonton; Standard Brokerage Co., Vancouver; Frank M. Hannum, Ottawa.

Elite, 10c. size (for cooking) doz..... 0 90
MOTT'S BREAKFAST COCOA, 10c size 90 per doz.
 " breakfast cocoa, 1/2's..... 0 38
 " " 1/2's..... 0 38
 " No. 1 chocolate, 1/2's..... 0 32
 " Navy " 1/2's..... 0 26
 " Vanilla sticks, per gross..... 1 00
 " Diamond Chocolate, 1/2's..... 0 24
 " Plain choice chocolate, liquors. 0 32
 " Sweet Chocolate Coatings..... 0 20

WALTER BAKER & CO., LIMITED.
 Premium No. 1 chocolate, 1/2 and 1-lb. cakes, 35c lb.; Breakfast cocoa, 1-1/2, 1 and 1/2-lb. tins, 41c lb.; German's sweet chocolate, 1/2 and 1-lb. cakes, 6-lb. boxes, 26c lb.; Caracas sweet chocolate, 1/2 and 1-lb. cakes, 6-lb. boxes, 32c lb.; Auto sweet chocolate, 1-lb. cakes, 3 and 6-lb. boxes, 32c lb.; Vanilla sweet chocolate, 1-lb. cakes, 6-lb. tins, 44c lb.; Swiss cocoa (hot or cold soda), 1-lb. tins, 33c lb.; Cracked cocoa, 1-lb. pkgs., 6-lb. bags, 32c lb.; Caracas tablets, 100 bds., tied 6s, per box \$3.00. The above quotations are f.o.b. Montreal.

Cocoanut
CANADIAN COCOANUT CO., MONTREAL.
 Packages—5c, 10c, 20c and 40c packages, packed in 15-lb. and 30-lb. cases. Per lb.
 1-lb. packages..... 0 26
 1-lb. packages..... 0 27
 1-lb. packages..... 0 28
 1 and 1/2-lb. packages, assorted..... 0 26 1/2
 1 and 1/2-lb. packages, assorted..... 0 27 1/2
 1-lb. packages, assorted, in 5-lb. boxes 0 28
 1-lb. packages, assorted, in 5-lb. boxes 0 29
 1-lb. packages, assorted, 5, 10, 15 lb cas 0 30
 Bulk—
 In 15-lb. tins, 15-lb. pails and 10 25 and 50-lb. boxes. Pails. Tins. Bbls.
 White moss, fine strip 0 12 0 21 0 17
 Beat Shredded..... 0 18 0 17
 Special Shred..... 0 17 0 16
 Ribbon..... 0 17 0 15
 Macaroon..... 0 17 0 15
 Dedicated..... 0 16 0 16
 White Moss in 5 and 10 lb. square tins, 21c.

WHITE SWAN SPICES AND CEREALS LTD.
 White Swan Cocoanut—
 Featherstrip, pails..... 0 15
 Shredded..... 0 15
 Packages, 2-oz., 4-oz., 8-oz., lb. 0 22

Condensed Milk
BORDEN'S CONDENSED MILK CO.
 Wm. H. Dunn, Agent, Montreal & Toronto.
 Cases. Doz.
 Eagle Brand Condensed Milk..... \$5 75 1 45
 Gold Seal Condensed Milk..... 4 50 1 15
 Challenge Condensed Milk..... 4 00 1 00
 Peerless Brand Evaporated Milk five cent size (4 dozen)..... 2 00 0 50
 Peerless Brand Evaporated Milk family size..... 3 50 0 90
 Peerless Brand Evaporated Milk pint size (4 dozen)..... 4 80 1 20
 Peerless Brand Evaporated Milk hotel size..... 3 70 1 85

REINDEER, LIMITED
 "Jersey" brand evaporated cream per case (4 dozen)..... \$3 50
 "Reindeer" brand, per case (4 dozen) 5 00
 "Reindeer" Condensed Coffee, case. 5 00
 "Reindeer" Condensed Cocoa, case. 4 80

ST. CHARLES CONDENSING COMPANY.
 Prices:
 St. Charles Milk, family size, per case..... \$3 50
 Baby size, per case..... 2 00
 Ditto, hotel..... 3 75
 Silver Cow Milk..... 4 50
 Purity Milk..... 4 25
 Good Luck..... 4 00

COFFEES
EBY, BLAIN CO. LIMITED.
 Standard Coffees
 Roasted whole or ground. Packed in damp-proof bags and tins.
 Club House..... \$0 32
 Nectar..... 0 28
 Empress..... 0 28
 Duchesse..... 0 27
 Crushed Java and Mocha..... 0 18
 " ground..... 0 18 1/2

Package Coffees.
 Gold Medal, 2 lb. tins, whole or ground 0 30
 " 1 lb. tins, " 0 31
 " 1/2 lb. tins, " 0 32
 Anchor Brand, 2 lb. tins " 0 31
 " 1 lb. tins " 0 32
 German Dandelion, 1 lb. tins, ground 0 26
 " 1/2 lb. tins, " 0 23
 English breakfast, 1 lb. tins, " 0 18
 Grand Prix, 1 and 2 lb. tins, " 0 30
 Demi-Tasse, 1 and 2 lb. tins, " 0 30
 Flower Pot, 1 lb. pots, " 0 22

WHITE SWAN SPICES AND CEREALS LTD.
 White Swan Blend.

1-lb. decorated tins, 32c lb.
Mo-Ja, 1-lb. tins 30c lb.
Mo-Ja, 1-lb. tins 29c lb.
Mo-Ja, 2-lb. tins 28c lb.

Cafe des Epicures—1-lb. fancy glass jars, per doz., \$3.60
Cafe l'Aromatique—1-lb. amber glass jars, per doz., \$4
Presentation (with 3 tumblers) \$10 per doz.

Ground or bean—
W.S.P. R.P.
 1 and 1/2 0 25 0 30
 1 and 1/2 0 30 0 40
 1 and 1/2 0 35 0 50
 Packed in 30s and 50-lb case. Terms—Net 30 days prepaid.

Cheese—Imperial
 Large size jars, doz..... 8 25
 Medium size jars, per doz..... 4 50
 Small size jars, per doz..... 2 40
 Individual size jars per doz..... 1 00
Imperial holder—
 Large size, doz. 18 00
 Med. size, doz. 17 00
 Small size, doz. 12 00
Roquefort—
 Large size, doz. 2 40
 Small size, doz. 1 40

Canada Cream Cheese—
 In carbons, each 1 dozen..... 0 90
 Large blocks, dozen..... 2 30
 Medium blocks, dozen..... 1 30

Cream
FUSSELL & CO., LTD
 London, Eng.
 "Golden Butterfly" brand Cream, 8 doz. 10c. size, cases \$7.70
 "Golden Butterfly" brand Cream, 8 doz. 15c. size, cases \$11.50

Confections
IMPERIAL PEANUT BUTTER
 Small, cases dozen..... 0 85 dozen
 Medium, cases dozen..... 1 20 " "
 Large, cases 1 dozen..... 2 75 " "
 Tumblers, cases 2 dozen..... 1 35 " "
 25-lb. pails..... 0 15 lb.

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 04
 100 books and over..... each 024
 500 books to 1000 books..... each 08
 For numbering cover and each coupon extra per book 1/4 cent.

Infants' Food
 Robinson's patent barley, 1-lb. tins, \$1.25; 1-lb. tins, \$2.25; Robinson's patent groats, 1-lb. tins, \$1.25; 1-lb. tins, \$2.25.
Flavoring Extracts
SHIRRIFF'S
 1 oz. (all flavors) doz. 1 00
 2 " " " 1 75
 4 " " " 3 00
 5 " " " 3 75
 8 " " " 5 50
 16 " " " 10 00
 32 " " " 18 00
 Discount on application.

CRESCENT MFG. CO.
Mapleine
 2 oz. bottles (retail at 50c)..... 4 50
 4 oz. bottles (retail at 90c)..... 1 50
 8 oz. bottles (retail at \$1.50)..... 1 50
 16 oz. bottles (retail at \$3)..... 24 00
 Gal. bottles (retail at \$20)..... 15 00

A GROCER'S CO-OPERATION



RISING SUN Stove Polish in Cakes gives a lustre which far outlasts all others under the heat of the stove, and that is why it has so many friends that call for it over the grocery counters the world around. We believe that the real live grocer wants to push the goods that please his customers, and that is why we have the hearty co-operation of thousands upon thousands of grocers everywhere. It pays you to push it.

MORSE BROS., Props. - Canton, Mass., U.S.A.

You Must Realize

that an article which has a huge amount of consumer advertising behind it to pull it through the stores, as has

2 in 1
The World's
Best Shoe Polish

must be a profitable and quick-selling line to handle.

But in addition to this ad-pulling force, "2 in 1" has sterling merit behind it. It preserves the boots and makes them pliable; is waterproof; shines quickly and lasts a long time; does not soil the clothes or clog the brush, and is just now in increasing demand.

You can't afford to be without "2 in 1" on your shelves.

The F. F. Dalley Co.
LIMITED
Hamilton, Canada, and Buffalo, N.Y.

Sells at Sight to Every Housewife!

The mere mention of the word "economy" is enough to rivet the housewife's attention, and

KOKOBUT
Pure Vegetable Butter

is not only much more economical than butter and other animal products, but its flavor is very delicious, and it is free from odor. "KOKOBUT" is guaranteed absolutely pure, contains no water or salt and never becomes rancid. Give this rapid seller the prominence it deserves! No kitchen is complete without it. Packed in 1, 5, 10, 20, and 50 lb. packages and tins.

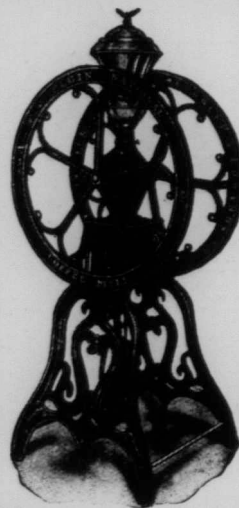
SOLE MANUFACTURERS

Cocoa-Nut Butters, Limited

206 Papineau Avenue

MONTREAL

THE ELGIN National Coffee Mill



The "Elgin" Mill is easily first favorite with the up-to-date grocer, because it combines easy running and rapid grinding qualities with beauty of appearance and finish. It is very durable and is fitted with a special adjuster for regulating the grinding.

Equipped with the new style force feed steel grinders. Investigate this grinder carefully. Its price is very reasonable.

Ask any of the following Jobbers for our Catalogue :

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

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

A Trade Catcher AS WELL AS A Fly Destroyer



The fly that torments you now, if left to live, means hundreds of tormenters later on. Have them drink of the deadly waters of the Wonder Fly Killer and you can feel assured you are doing most to rid the house of these summer pests.

Have a stock on hand—small in appearance but mighty in fly destruction. The profit is a good one, and the stock never grows old.

Dominion Agents:

Crystal Sealing Co.

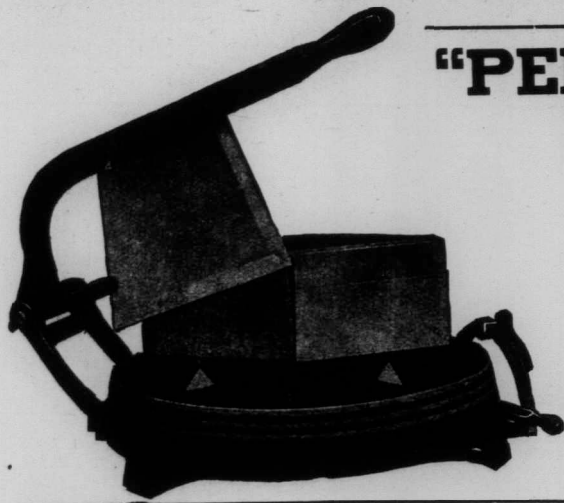
204 Stair Building, Toronto

Phone Adelaide 199

"PERFECTION" CHEESE CUTTERS are MONEY-MAKERS

for the GROCER—We know they will do the work—and guarantee them.

Walter Woods & Co., Hamilton
Winnipeg



CLARK'S PORK AND BEANS in Tomato Sauce

Per doz
No. 1, 4 doz. in case... 0 50
No. 2, 2 doz. in case... 0 91
No. 3, flats, 2 doz in case 1 00
No. 3, talls, 2 doz in case 1 25
No. 4, 1 doz. in case... 4 00
No. 12, 1/2 doz. in case... 6 50

LAPORTE, MARTIN & CO., MONTREAL.
AGENCIES. THESE PRICES ARE F.O.B. MONTREAL.

IMPORTED PEAS "SOLEIL"

Sur Extra Fins	flacons, 40 ou.	Per case
Extra Fins	100 tins	14 50
Tres Fins	100 "	14 00
Fins	100 "	12 50
Mi-Fins	100 "	11 00
Moyens No. 1	100 "	10 00
Moyens No. 2	100 "	9 50
Moyens No. 3	100 "	8 25

Asparagus, Haricots, etc.

MINERVA PURE OLIVE OIL.

Case—	Case—	Case—
12 litres	24 pints	6 25
12 quarts	24 1/2 pints	4 25
Tins—	Tins—	
8 gals., 2s.	20s.	13 50
2 gals., 6s.	48s Sq.	17 00
1 gal., 10s.	48s Rd.	15 50
1/2 gal., 20s.		26 00

VICHY WATERS.

St. Nicolas, 50 qts.	7 00
La Neptune, 50 qts.	6 00
La Capitale, 10 qts.	5 00
La Sanitas Sparkling, 50 qts.	8 00
" " 100 pts.	9 00
" " 100 splits.	4 00

CASTILLE SOAP

Case 25 lbs., 11 lb. bars	0 07 1/2 lb.
" 12 lbs., 2 1/2 lb. bars	0 08 1/2 lb.
" 50 lbs., 1 lb. bars	\$ 50 case
" 200 lbs., 3/4 oz.	\$ 75 case
" La Lun.", 65 per cent. Olive Oil	0 07 lb.
Case 25 lbs., 11 lb. bars	0 08 lb.
" 12 lbs., 2 1/2 lb. bars	3 25 case
" 50 lbs., 1 lb. bars	1 80 case
" 200 lbs., 3/4 oz. bars	3 40 case

Alimentary Pastes, Blanc & Fils, Macaroni, Vermicelli, Animals, Small Pastes, etc.

Box, 25 lbs., 1 lb. 0 07 1/2
" 25 lbs., loose 0 07

DUFFY & CO. BRAND.

Grape Juice, 12 qts.	4 75
" 24 pts.	5 15
" 36 splits	4 75
Apple Juice, 12 qts.	4 75
" 24 pts.	5 00
Champagne de Pomme, 12 qts.	5 50
" 24 pts.	5 50
Matts Golden Russett—Sparkling Cider, 12 qts.	5 00
" 24 pts.	5 50
Apple Vinegar, 12 qts.	2 50

RICH STARCH "REMY."

Case 50 lbs., 2 lbs.	per lb. 0 08
" 50 lbs., 1 lbs.	" 0 08
" 100 lbs., 1/2 lbs.	" 0 08
" 200 lbs., 1/4 lbs.	" 0 08
Brl. 240 lbs.	" 0 07 1/2
Keg 120 lbs.	" 0 07 1/2

Japan Teas—
Victoria, half case, 80 lbs. 0 25
Princess Louise, half case, 80 lbs 0 19
Ceylon Green Teas—Japan style—
Lady cases 60 lbs. 0 18
Duchess, cases 60 lbs. 0 19

MOODY'S ROYAL BLUE LAUNDRY (Moody's Royal)

3 Squares, in neat carton. per lb. 0 15
6 lbs. in a box. 5 boxes in a crate.



CHLORIDE OF LIME.
(Moody's Royal)

Per doz.
1 lb. Carbonized Fibre packages 0 85
1/2 lb. Carbonized Fibre packages 0 45



DRUDGE.
(Moody's Anty) Extra Fine.

Handy Sifter, top package, doz. 0 85
100 lb. Kegs .1b. 0 65 1/2
300 lb. Barrels " 0 05



QUICKSHINE STOVE POLISH.
No. 10, Fancy tins, tall shape. doz. 0 85
3 doz. in wood box.

HALF TIME SHOE PASTE
(Moody's Extra Fine)

4 doz. in wood box. per doz. 0 85
1 doz. in carton, 12 in wood box 0 75

HAND CLEANER (Moody's Electric)
In Fancy tins, 3 doz. in wood box, doz. 0 85



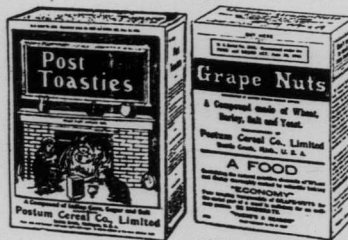
KLENZINE AMMONIA POWDER (Moody's)

Washing Compound—
Large size, 1 1/2 lbs. 0 90
Small size, 10 oz. 0 45
Packed 3 doz. in wood box

Jam Per lb.

30-lb. wood pails. 0 06 1/2
Pure assorted jam, 1-lb. glass jars, two dozen in case. 1 75

Cereals.



Grape Nuts—No. 22, \$3.00; No. 23, \$4.50.
Post Toasties—No. T3, \$2.85.
Postum Cereal—No. 0, \$2.25; No. 1, \$2.70.

Jelly Powders



Assorted Case, Contains 2 doz. \$1 80
Lemon (Straight) Contains 2 doz. 1 80
Orange (Straight) Contains 2 doz. 1 80
Raspberry (Straight) Contains 2 doz. 1 80
Strawberry (Straight) Contains 2 doz. 1 80
Chocolate (Straight) Contains 2 doz. 1 80
Cherry (Straight) Contains 2 doz. 1 80
Peach (Straight) Contains 2 doz. 1 80
Weight 8 lbs. to case. Freight rate, 2d class.
Assorted case, contains 4 doz. \$3 60



Assorted Case, Contains 2 doz. \$2 50
Chocolate (Straight) Contains 2 doz. 2 50
Vanilla (Straight) Contains 2 doz. 2 50
Strawberry (Straight) Contains 2 doz. 2 50
Lemon (Straight) Contains 2 doz. 2 50
Unflavored (Straight) Contains 2 doz. 2 50
Weight 11 lbs. to case. Freight rate, 2d class.

IMPERIAL JELLY DESSERT



Assorted flavors—gross 10. 75.

Mustard
COLMAN'S OR KEENS

Per doz. Per jar
D.S.F., 1-lb. tins 1 40 F.D., 1-lb. tins. 1 45
" 1-lb. tins 2 50 Durham, 4-lb. jar 0 75
F.D., 1-lb. tins. 0 85 " 1-lb. jar 0 25

IMPERIAL PREPARED MUSTARD

Small, cases 4 dozen. 0 45 dozen
Medium, cases 2 dozen. 0 90 "
Large, cases 1 dozen. 1 35 "

Lard

N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

Tierces \$0 9 1/2
4-bbls. 0 10
Tubs, 60 lbs 0 10
20-lb. Pails 2 05
20-lb. tins 1 95
Cases 3-lb 0 10 1/2
" 5-lb. 0 10 1/2
" 10-lb. 0 10 1/2



F.O.B. Montreal.



GUNNS "EASIFIRST" LARD COMPOUND.

Tierces 0 09 1/2
Tubs. 0 09 1/2
20-lb. pails. 0 10
20-lb. tins. 0 09 1/2
10-lb. " 0 10 1/2
5-lb. " 0 1 1/2
3-lb. " 0 1 1/2
1-lb. cartons 10 1/2

Licorice

NATIONAL LICORICE CO

5-lb. boxes, wood or paper, per lb. \$0 40
Fancy boxes (36 or 50 sticks), per box. 1 25
" Ringed" 5-lb. boxes, per lb. 0 40
" Acme" pellets, 5-lb. cans, per can. 2 00
" " (fancy box, 40), per box 1 50
Tar licorice and tolu wafers, 5-lb. cans, per can. 2 00
Licorice lozenges, 1-lb. glass jars. 1 75
" " 50 5-lb. cans. 1 50
" Purity" licorice, 10 sticks. 1 45
" " 100 sticks. 0 73
Dulo, large cent sticks, 100 in box

Lye (Concentrated).



GILLETT'S PERFUMED LYE
Ontario and Quebec Prices.

Per case
1 case of 4 doz \$3 50
3 cases of 4 doz 3 40
5 cases or more 5 35

Marmalade.

T. UPTON & CO.

12-oz. glass jars, 2 dozen case, per doz. \$1; 15-oz. glass jars, 2 doz. in case, per doz. \$1.45; 5 and 7 lb. tins and 7-lb. pails, per lb. 8c.; pint sealers (24 oz.), 1 doz. in case, per dozen \$2.25.

SHIRRIFF BRAND
"Imperial Scotch"—
1-lb. glass, doz. 1 55
2-lb. glass, doz. 2 80
4-lb. tins, doz. 4 65
7-lb. tins, doz. 7 35
"Shredded"—
1-lb. glass, doz. 1 90
2-lb. glass, doz. 3 10
7-lb. tins, doz. 8 25



THE CANADIAN GROCER

and Washing Powders



For sale by all grocers.

A. P. TIPPET & CO., AGENTS

Maypole soap, colors, per gross..... \$10 20
 Maypole soap, black, per gross..... 15 30
 Oriole soap, per gross..... 10 20
 Florida soap, per gross..... 12 00
 Straw hat polish, per gross..... 15 20



3 doz. to box..... \$3 61
 6 doz. to box..... \$7 20
 30 days.



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



The GENUINE. Packed 100 bars to case.



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

Starch

EDWARDSBURG STARCH CO., LIMITED
Laundry Starches— Per lb
 No. 1 white or blue, 4-lb. carton... \$0 06 1/2
 No. 1 white or blue, 3-lb. carton... 0 06
 Canada laundry..... 0 05
 Silver gloss, 6-lb. draw-lid boxes... 0 07 1/2
 Silver gloss, 6-lb. tin canisters... 0 07 1/2
 Edwardsburg silver gloss, 1-lb. pkg. 0 07
 Kegs silver gloss, large crystal... 0 06 1/2
 Benson's satin, 1-lb. cartons... 0 07
 No. 1 white, bbis. and kegs... 0 05 1/2
 Canada white gloss, 1-lb. pkgs... 0 05 1/2
 Benson's enamel, per box... 1 50 & 3 00
Culinary Starch—
 Benson & Co's. Prepared Corn... 0 06 1/2
 Canada Pure Corn... 0 04 1/2
 20-lb. boxes, 4¢ higher.
Celluloid—Boxes of 45 cartons, per case 3 60
BRANTFORD STARCH WORKS, LIMITED
 Ontario and Quebec.
Laundry Starches—
 Canada Laundry, boxes of 40 lb... 0 05
 Acme Gloss Starch—
 1-lb. cartons, boxes of 40 lb... 0 05 1/2
 Finest Quality White Laundry—
 3-lb. canisters, cases of 48 lb... 0 06 1/2
 Barrels, 200 lb... 0 05 1/2
 Kegs, 100 lb... 0 05 1/2
Lily White Gloss—
 1-lb. fancy cartons, cases 30 lb. 0 07
 6-lb. toy trunks, 8 in case... 0 06
 3-lb. canisters, with drumsticks
 8 in case... 0 07 1/2
 Kegs, ex. crystals, 100 lb... 0 06 1/2

For charges for inserting quotations in this dept. apply to Advt. Manager, The Canadian Grocer, at our nearest office.

Brantford Gloss—
 1 lb. fancy boxes, cases 36 lb.... 0 07
Canadian Electric Starch—
 Boxes of 40 fancy pkgs., per case 3 00



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.

OCEAN MILLS

Montreal
 Chinese starch, 48 1-lb., per case \$4.00; 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 15¢ per lb. Ocean blanc mange, 48 8-oz., \$4;

Soups

CHATEAU BRAND
 CONCENTRATED SOUPS



Vegetable Mutton Broth
 Mulligatawny Chicken
 Ox Tail Tea
 Scotch Broth Julienne
 Mock Turtle
 Vermicelli Tomato
 Consomme Tomato
 No. 1's, 95¢. per dozen.
 Individuals, 45¢. per dozen
 Packed 4 dozen in a case.

Soda



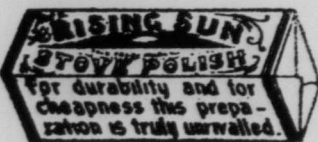
Case of 1-lb. containing 60 packages per box \$3.00.
 Case of 1/2-lb. containing 120 packages per box \$3.00.
 Case of 1-lb. and 1/2-lb. containing 30 1-lb. and 60 1/2-lb. packages per box \$3.00.
 Case of 5c. packages, containing 96 packages, per box \$3.00.

MAGIC SODA

Ontario and Quebec Prices. Per case
 No. 1, cases 60 1-lb. packages... \$1 85
 No. 2, " 120 1/2-lb. " " " " 2 75
 No. 3, " 30 1-lb. " " " " 2 85
 No. 5, " 60 1/2-lb. " " " " 2 75
 No. 5 Magic soda—cases 100—10-oz. pkgs.
 1 case..... 2 90
 5 cases..... 2 80

Stove Polish

Rising Sun, No. 1 cakes, 1/2 & 1/4 lbs. bkr. \$3 50
 Rising Sun, No. 3 cakes, gross boxes... 4 50
 No. 5 Sun Paste, 1/2 gross boxes... 5 40
 No. 10 Sun Paste, 1/2 gross boxes... 9 00



JAMES DOME BLACK LEAD
 6a size, gross, \$2.40. 2a size, gross, \$2.50

Syrup

EDWARDSBURG STARCH CO., LTD.
 "Crown" Brand Perfection Syrup
 Barrels, 700 lbs. 0 03 1/2 per lb.
 Half-barrels, 350 lbs. 0 03 1/2
 1/4-barrels, 175 lbs. 0 03 1/2
 Pails, 25 lbs. 1 20 each
 " 38 1/2 lbs. 1 70
Crown Brand Corn Syrup
 2-lb. tins, 2 doz. in case, per case... 2 25
 5-lb. tins, 1 doz. in case, per case... 2 60
 10-lb. tins, 1/2 doz. in case, per case... 2 50
 20-lb. tins, 1/4 doz. in case, per case... 2 45
 Barrels, 700 lbs. 0 03 1/2
 Half barrels, 350 lbs. 0 03 1/2
 Quarter barrels, 175 lbs. 0 03 1/2
 Pails, 38 1/2 lbs. 1 70
 Pails, 25 lbs., each... 1 20

Lily White Corn Syrup.

Plain tins, with label— Per case
 2 lb. tins, 2 doz. in case... 2 50
 5 " " " " " " " " " " 2 85
 10 " " " " " " " " " " 2 75
 20 " " " " " " " " " " 2 70
 (5, 10 and 20 lb. tins have wire handles)
Beaver Brand Maple Syrup. Case
 2 lb. tins, 2 doz in case... \$3 50
 5 " " " " " " " " " " 4 00
 10 " " " " " " " " " " 3 95
 20 " " " " " " " " " " 3 90
 (5, 10 and 20 lb. tins have wire handles)

Canned Haddies, "Thistle" Brand
 A. P. TIPPET & CO., AGENTS
 Cases 4 doz. each, flats, per case..... \$5 00
 Cases 4 doz. each, ovals, per case..... 5 00

Cream Tartar.

GILLET'S CREAM TARTAR
 Ontario and Quebec Prices.
 Per doz
 1-lb. paper pkgs., 4 doz. in case..... \$1 00
 1/2-lb. paper pkgs., 4 doz. in case..... 2 00
 Per case
 4 doz. 1/2-lb. paper pkgs. } assorted..... \$8 00
 2 doz. 1-lb. paper pkgs. }
 Per doz
 1-lb. cans with screw covers, 4 doz. in case..... \$2 20
 1-lb. cans with screw covers, 3 doz. in case..... 4 10
 Per lb
 5-lb. sq. canisters, 1/2 doz. in case..... 0 33
 10-lb. wooden boxes..... 0 20 1/2
 25-lb. wooden boxes..... 0 30 1/2
 100-lb. kegs..... 0 28 1/2
 350-lb. barrels..... 0 28

Gum



Milk.

CANADA FIRST BRAND
 The Aymer Condensed Milk Co., Ltd.
 Per case
 Canada First Evap. Cream family size... 3 50
 Canada First Evap. Cream medium size 4 80
 Canada First Evaporated Cream, hotel size..... 3 70
 Canada First Evaporated Cream, baby size..... 2 00
 Canada First Condensed Milk..... 4 55
 Beaver Condensed Milk..... 4 00
 Rosebud Condensed Milk..... 4 25

Sauces

PATERSON'S WORCESTER SAUCE
 1/2-pint bottles, 3 and 6 dozen cases, doz 0 90
 Pint bottles, 3 dozen cases doz..... 1 75



Per doz
 H.P. Sauce, packed in cases of 3 doz. \$1 90
 H.P. Pickle, packed in cases 2 doz. pts. 3 35
 H.P. Pickle, packed in cases 3 doz 1/2 pts 2 25

HOLBROOK'S IMPORTED PUNCH SAUCE

Large, packed in 3-doz. case, per doz... 2 25
 Medium, packed in 3-doz. case, per doz... 1 40

HOLBROOK'S IMP. WORCESTERSHIRE SAUCE

Per dozen
 Rep. 1/2 pints, packed in 6-doz. case... 2 25
 Imp. 1/2 pints, packed in 4-doz. case... 3 15
 Rep. quarts, packed in 2-doz. case... 6 50

Tobacco.

IMPERIAL TOBACCO COMPANY OF CANADA,
 LIMITED—EMPIRE BRANCH.
 Chewing—Black Watch, 6s..... 44
 Black Watch, 12s..... 45
 Bobs, 6s and 12s..... 46
 Bully, 6s..... 44
 Currency, 6s and 12s..... 46
 Stag, 6s..... 44
 Old Fox, 12s..... 56
 Pay Roll Bars, 7s..... 56
 Pay Roll, 7s..... 56
 War Horse, 6s..... 42

Plug Smoking—Shamrock, 6s., plug or bar. 45
 Rosebud Bars, 6s..... 45
 Empire, 6s and 12s..... 44
 Ivy, 7s..... 56
 Starlight, 7s..... 56
 Out Smoking—Great West Fouches, 6s..... 59



Teas
 THE "SALADA" TEA CO.
 Wholesale Retail
 Brown Label, 1's and 1/2's..... \$0 25 0 30
 Green Label, 1's and 1/2's..... 0 27 0 35
 Blue Label, 1's, 1/2's, 1/4's and 1/8's. 0 30 0 40
 Red Label, 1's and 1/2's..... 0 36 0 50
 Gold Label, 1/2's..... 0 44 0 60
 Red-Gold Label, 1/2's..... 0 55 0 80



Blue Label, 1's..... 0 21 0 26
 Orange Label, 1's and 1/2's..... 0 23 0 30
 Blue Label, 1/2's..... 0 20 0 25
 Brown Label, 1's and 1/2's..... 0 28 0 40
 Brown Label, 1/2's..... 0 30 0 40
 Green Label, 1's and 1/2's..... 0 35 0 50
 Red Label, 1/2's..... 0 40 0 60



MELAGAMA TEA
 MINTO BROS.,
 45 Front St. East
 We pack in 60 and 100 lb. cases. All delivered prices.
 Wholesale Retail
 Brown Label, 1 lb. or 1/2 lb. or 1/4 lb. or 1/8 lb. 0 25 0 30
 Red " " " " " " " " " " 0 27 0 35
 Green " " " " " " " " " " 0 30 0 40
 Blue " " " " " " " " " " 0 35 0 50
 Yellow " " " " " " " " " " 0 40 0 60
 Purple " " " " " " " " " " 0 55 0 80
 Gold " " " " " " " " " " 0 70 1 00



Ceylon Tea, in 1 and 1/2-lb. lead packages—black or mixed.
 Black Label, 1-lb., retail at 25c..... \$0 20
 Black Label, 1/2-lb., retail at 25c..... 0 21
 Blue Label, retail at 30c..... 0 24
 Green Label, retail at 40c..... 0 30
 Red Label, retail at 50c..... 0 35
 Brown Label, retail at 60c..... 0 42
 Gold Label, retail at 80c..... 0 55

Jams and Jellies

BATGER'S WHOLE FRUIT STRAWBERRY JAM
 Agents, Rose & Laflamme, Montreal and Toronto.
 1-lb. glass jar, screw top, 4 doz., per doz. \$2 20

T. UPTON & CO.

Compound Fruit Jams—
 12-oz. glass jars, 2 doz. in case, per doz. 1 00
 2-lb. tins, 2 doz. in case, per doz..... 1 80
 5 and 7 lb. tin pails, 8 and 6 pails in crate, per lb..... 0 07 1/2
 7 wood pails, 6 pails in crate, per lb... 0 07 1/2
 30-lb. wood pails, per lb..... 0 07
 Compound Fruit Jellies—
 12-oz. glass jars, 2 doz. in case, per doz... 1 00
 2-lb. tins, 2 doz. in case, per lb..... 1 80
 7-lb. wood pails, 6 pails in crate, per lb. 0 07
 30-lb. wood pails..... 0 07

Jelly Powders

WHITE SWAN SPICE AND CEREALS, LTD
 White Swan, 15 flavors, 1 doz. in handsome counter carton, per doz., 90c.



List price.
 "Shirriff's" (all flavors), per doz....
 Discounts on application.

Yeast

Ontario and Quebec Prices.
 Royal Yeast, 3 doz. 5 cent pkgs..... \$1 15
 Gillett's Cream Yeast, 3 doz. in box. 1 15

LASCELLES DE MERCADO & CO.

General Commission Merchants

KINGSTON,

JAMAICA

EXPORTERS [OF]

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

SNAP

leads all other hand cleaners in the rapid and thorough manner in which it chases every vestige of grease, dirt, tar and paint from soiled hands.

It is a line that is in everyday use, in every home where its virtues are known, and you should never let your stock of Snap get low.

Tell your customers about Snap! Sales will surely result.

The Snap Co. Limited
MONTREAL

WARNING!

Crescent



Brand

SODA-CRYSTALS (WASHING SODA)

Foreign Soda Crystals—and some of English manufacture—are being extensively offered for sale in this country which are grossly adulterated with Glauber-Salts (Sulphate of Soda), a cheap product which is not only entirely useless for washing purposes, but is even likely to injure the fabrics with which it comes in contact. The Adulterated Soda-Crystals, although nominally lower in price than BRUNNER MOND'S PURE SODA CRYSTALS, are in reality much dearer owing to the large quantity of useless and injurious matter which they contain.

BRUNNER, MOND & CO., LIMITED
WINN & HOLLAND, Agents
MONTREAL

FREQUENCY OF SALES

Every month day a Full-leaf and Black stamp leaves Halifax for Toronto, The British West Indies and Demerara, and is every day right down. A collection of 10 stamps sent. Write to:

FRISBIE & BLAKE

OAKLEY'S

The original and only Genuine Preparation for Cleaning Cutlery, &c. and its Contents.

(WELLINGTON)

KNIFE POLISH

JOHN BARRY & SONS, Limited

Wholesale and Retail Dealers in
Crockery, Glass, China, Cutlery, Glass
and Metal Goods and Papers, etc.

100, Queen Street West, Toronto

Queen City Water

White Oil

GIVES PERFECT LIGHT

The most economical high-grade oil ever sold in Canada.

FOR SALE EVERYWHERE

Your Salt!

Order it early, delays, unforeseen, may come, and it costs nothing to be beforehand.

VERRET, STEWART & CO.
LIMITED
SALT SELLERS
MONTREAL

Your Customers

look to you for ideas for dessert, especially when apples are scarce.

Have you suggested pies made from

**WETHEY'S
MINCE MEAT?**

(IN SANITARY CARTONS)

You have them. If not, get some quickly from your jobber and PUSH IT, IT WILL PAY YOU.

J. H. Wethey, Limited
ST. CATHARINES, - ONTARIO

H. Hodgson, who is superintending circulation work in British Columbia and Alberta for The Canadian Grocer,

writes as follows from an Alberta town :

"The most of the progressive business men in the towns I covered in Alberta this week, are included in my report, either as renewals or new subscribers. The Canadian Grocer is as well and favorably known in this section of Alberta as in British Columbia."

Western dealers read this paper because it is full of sound, practical knowledge bearing directly on their business—it is one of their most profitable investments of the year.