

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.

Winnipeg: 511 Union Bank Building
New York: 115 Broadway

VOL. XXV.

PUBLICATION OFFICE: TORONTO APRIL 21, 1911

No. 16



Your customers want something to keep from taking cold this changeable weather, and you can just fill the bill by selling them

Robinson's Patent Barley

It is an equally efficient food for infants and invalids, and you can recommend it without hesitation. Stock "Patent Barley"—it's right in your line, and there's no reason the drug-store man should have a monopoly of this quick-moving product. Remember the name—Robinson's.

Agents for the Dominion of Canada

MAGOR, SON & CO.,

403 St. Paul
Street,

MONTREAL

Every live grocer is now selling Syrup. Syrup is seasonable and a good seller. Of all brands on sale there is ONE that makes for satisfaction and profit to dealer all the time.

"CROWN BRAND" CORN SYRUP

For table use, made from the finest selected white corn. A suggestion to your customers for a trial tin will make steady business. For sale by all jobbers in Canada.

EDWARDSBURG STARCH CO., LIMITED

ESTABLISHED 1858

53 Front St. East, Toronto, Ont.

Works, Cardinal, Ont.

164 St. James St., Montreal

THE CANADIAN GROCER

CHEESE A SPRING DIET



DR. WILBY, chief of the United States Pure Food Bureau, warns people against the theory that we eat too much. Eat all you can digest, he advises. In England, prominent physicians are giving the same advice, particularly with respect to Springtime diet—which many persons are said to limit to their own disadvantage.

Eat cheese and nuts and continue jam diet during the early Spring, they advise.

At this time of the year the body's resistance against disease is at its lowest, and cheese is one of the best body-building, germ-resisting foods.

Make a habit of eating cheese not only after lunch and after dinner, but between meals. At 11 a.m., eat a snack of bread or biscuit and cheese, and at night before going to bed consume a large portion.

Now, during the Spring, a man should, if anything, eat more than he has during the Winter, and in between meals he should eat plenty of cheese.

The many nourishing qualities of cheese cannot be exaggerated. It is a food which gives tone to the system, and certainly helps one to resist Spring illnesses.



Make your trade acquainted with the real value of cheese as a diet. It will pay you to do so and especially so
IF IT IS

MacLAREN'S CHEESE

NOTHING BETTER

MacLAREN'S

Imperial Cheese

The only cheese that scored 100 points (perfection) at the World's Fair, Chicago, 1893.

MacLAREN'S

Canada Cream Cheese

The best package cheese made. Put up in three sizes.

MacLAREN'S

PIMENTO CHEESE

In glass jars—Try it

YOUR JOBBER HAS THEM. YOU SHOULD HAVE THEM

We would also remind that we carry complete line of imported and domestic cheese as

ROQUEFORT CHEESE

LIMBURGER CHEESE

SWISS CHEESE
(Imported and Domestic)

GORGONZOLA CHEESE

BRICK CHEESE

ENGLISH STILTONS

PINEAPPLE CHEESE

EDAM CHEESE

OKA CHEESE

CAMEMBERT CHEESE

NEUFCHATEL CREAM CHEESE

CANADIAN CHEESE, Etc.

IMPERIAL PRODUCTS

MANUFACTURED AND GUARANTEED PURE BY

MacLAREN IMPERIAL CHEESE COMPANY, LIMITED

MANUFACTURERS AND IMPORTERS GROCERS' SPECIALTIES

NEW YORK

MONTREAL

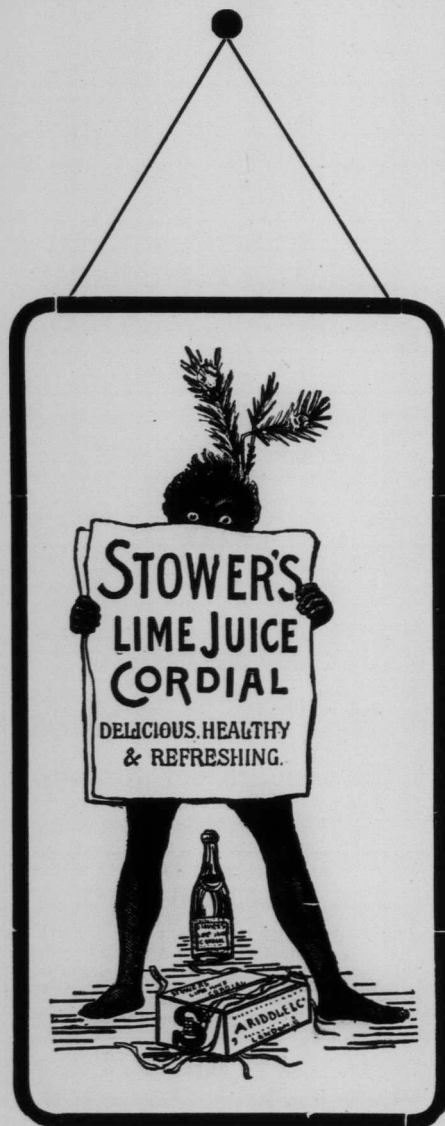
CHICAGO

TORONTO

DETROIT

Order Now

As Supplied
to
His Majesty
the King



As Supplied
to the British
House of
Commons

“Stower’s” Lime Juice Cordial

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

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

STOWER'S LIME JUICE CORDIAL is prepared from the freshly squeezed juice of the Lime Fruit, with every impurity carefully removed. **It will not ferment and is sweetened with the best refined loaf sugar.**

— NO MUSTY FLAVOR —

ARTHUR P. TIPPET & CO.

MONTREAL AND TORONTO

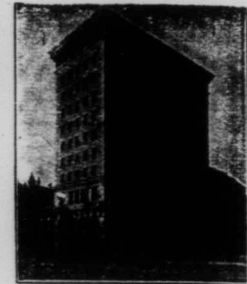
SOLE AGENTS



Montreal Office

Manufacturers' Agents and Brokers' Directory

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.



Winnipeg Office

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.

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

W. S. CLAWSON & CO.

Manufacturers' Agents and Grocery Brokers.

Warehousemen

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

CURRANTS

To Arrive

Filiatras, Cleaned and Uncleaned
Finest Vostizzas

W. H. Millman & Sons

Wholesale Grocery Brokers
TORONTO

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

BUCHANAN & AHERN

Wholesale Commission Merchants and Importers
QUEBEC, P.Q.

Groceries, Provisions, Sugars, Molasses, Dried Fruit and Nuts, Grain, Mill Feed, Fish, Fish Oil, Etc.

Correspondence Solicited. P.O. Box 29

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.

JUST ARRIVED IN STORE

Shipment Bevan's extra selected 3 crown Shelled Almonds, also Bordeaux Whole Halves Extra Shelled Walnuts.

PRICES RIGHT

Lind Brokerage Company

73 Front St. East - - - TORONTO

THE HARRY HORNE CO.

309-311 King Street West, Toronto

Grocery Brokers, Manufacturers' Agents and Importers of Groceries and Specialties

WE ARE OPEN FOR MORE BUSINESS
AND INVITE YOUR CORRESPONDENCE

WATSON & TRUESDALE

(Successors to Stuart, Watson & Co.)

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 Merchants, Warehousemen.

Track connection with all Railroads.

A. Francois Turcotte

COMMISSION MERCHANT

Room 16, Morin 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.

You should see our

New Handsome CORONATION TINS

IN WHICH ARE PACKED OUR

"EMPIRE" brand of

TEA, COFFEE, MUSTARD AND
BAKING POWDER

HANDSOME TINS, ½, 1, 2 and 3 lbs.

HANDSOME TINS, 1, 2, 3 and 4 lbs.

This is a line that will sell at sight. The Quality is Guaranteed

EBY-BLAIN, LIMITED

Wholesale Grocers - - - Toronto

A Safe Investment

BORDEN'S EVAPORATED MILK PEERLESS BRAND



The Original

When the Grocer buys a Stock of Peerless he has made a safe investment.

No worry about Quality.

Every Can Guaranteed.

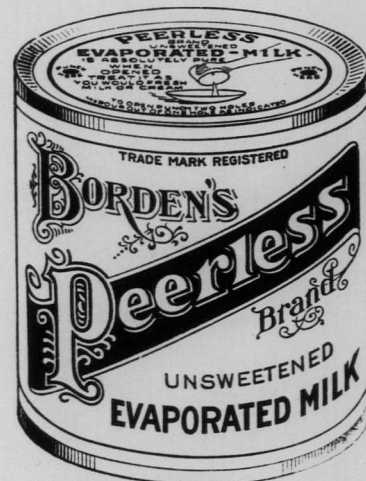
Its Fine Flavor Pleases.

It Satisfies your Customers.

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

Sales Offices and Agencies:—

MONTREAL TORONTO WINNIPEG
and VANCOUVER



Unsweetened

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


BELGIAN PEAS


Brand Registered


Our bookings for ACME BRAND for Fall Delivery are double our best previous year.

We are ready to quote all grades from

SUR EXTRA FINE TO MOYEN

 **PEAS** are grown from selected Marrowfat Seed.

 **PEAS** are packed in an ideal factory, up-to-date in every particular.

 **PEAS** are packed in specially sterilized, sanitary cans.

Our customers who had ACME BRAND last year specify ACME BRAND on Repeat orders.

Write for prices or see our Salesmen.

W. G. PATRICK & Co.

DIRECT IMPORTERS

Toronto

Montreal

Winnipeg

Vancouver

THE CANADIAN GROCER



PRICES WILLINGLY QUOTED

They Influence Trade !

A good match spells satisfaction, and

DOMINION SILENT MATCHES

are the kind for you to feature.

Never fail to strike, won't lose heads, and wooden stems are evenly cut and well finished.

A TRIAL ORDER WILL CONVINCE YOU.

The Dominion Match Co., Ltd., Deseronto, Ont.
or CANADA BROKERAGE CO., LTD., TORONTO.



St. Vincent

The Best

Arrowroot

Grade

An Opportunity For Large Profits

For a century or more St. Vincent Arrowroot has been an article of consumption all over the civilized world.

Recently, the enormous increase of the use of cocoa and chocolates and the study of domestic science and nursing have brought it into common use among a much larger portion of the people.

Arrowroot makes delicious Blanc Manges, Puddings, Biscuits, Cakes, etc., and is invaluable as a diet for invalids.

Very little education is needed to build up a large trade.

Samples and information given in regard to recipes, grades and prices on application to the Secretary of the

St. Vincent Arrowroot Growers and Exporters' Ass'n,
KINGSTOWN, ST. VINCENT, B.W.I.

McLean's



Cocoanut

**THE QUALITY COCOANUT
THAT NEVER FAILS TO SATISFY!**

The Canadian Cocoanut Co.
Sole Makers, 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

Have Your Wife Try a Bottle



Mexican
Vanilla Bean
Gatherer

Take home a bottle of Shirriff's True Vanilla to-night. Have your wife use it for flavoring her sauces, puddings and cakes. Get her verdict. Then you'll know how pleased other women—your customers—will be when they have tried it on your recommendation.



Shirriff's True Vanilla



is made from first-quality Mexican Vanilla Beans. It is the REAL extract—aged until its strength, flavor and bouquet excel all others. Very economical—a little drop goes a long way.

You are doing your customer a good service in persuading her to try Shirriff's True Vanilla in place of extracts which are vanilla in name only. There is a good profit on each bottle of Shirriff's True Vanilla. Each bottle you sell is another step gained in the "goodwill" of your customer.



Imperial Extract Co.
TORONTO - - CANADA



**Modern
Methods
of
Packing
Your
Merchandise!**



No matter what
kind of
article you
have to pack you'll
find a

"H and D" Corrugated Fibre Board BOX

that will pack it better than any other way. "H. and D." boxes deliver your products as clean, fresh and attractive as they left your warehouse or factory, and will, moreover, protect your goods from damp and damage.

May we design an "H. and D." box to suit your special need? We'll guarantee that it will save you freight packer's time and storage space.

We will be glad to do this for you; it will cost you nothing—involve no obligations.

Write to-day, advising what you have to pack. Ask for free booklet

"How to Pack it."

The Hinde & Dauch Paper Co., Ltd.
TORONTO, ONTARIO



IN CASE OF FIRE

The Insurance adjuster will make you prove your loss before he will recommend payment on your policy if your store burns.

Are you in shape to-day to prove the value of your stock of merchandise? You must do something to prove its value, your statement is not enough. What records have you?

If you are not one of the seventy thousand users of The McCaskey Gravity Account Register System, the chances are you have none.

Only
One Writing

The **MCCASKEY**
SYSTEM

First and Still
the Best

with one writing will handle every detail of your business from the time you buy your goods until the money for them is in the bank. It will cut out your useless bookkeeping. Every time you copy an account you add to chances for making mistakes. It will prevent errors in your account keeping. It prevents disputes with customers over their accounts because each customer has the same record of his account as has the merchant, and in the same handwriting. It prevents forgetting to charge. It is an automatic collector and brings money into the store faster than any human agency can. It is an automatic credit limit, and in case

of fire puts you in position to prove your loss.

There is no need to wait to see what the "other fellow" thinks of the McCaskey System. Ask us and we'll send you hundreds of letters from users, merchants in your locality, who tell us it pays for itself several times in the course of the first year it is installed.

A letter or postal card will bring you information without obligation on your side to purchase.

Better write to-day, or tear out this advertisement, sign your name and address. We'll know you want information.

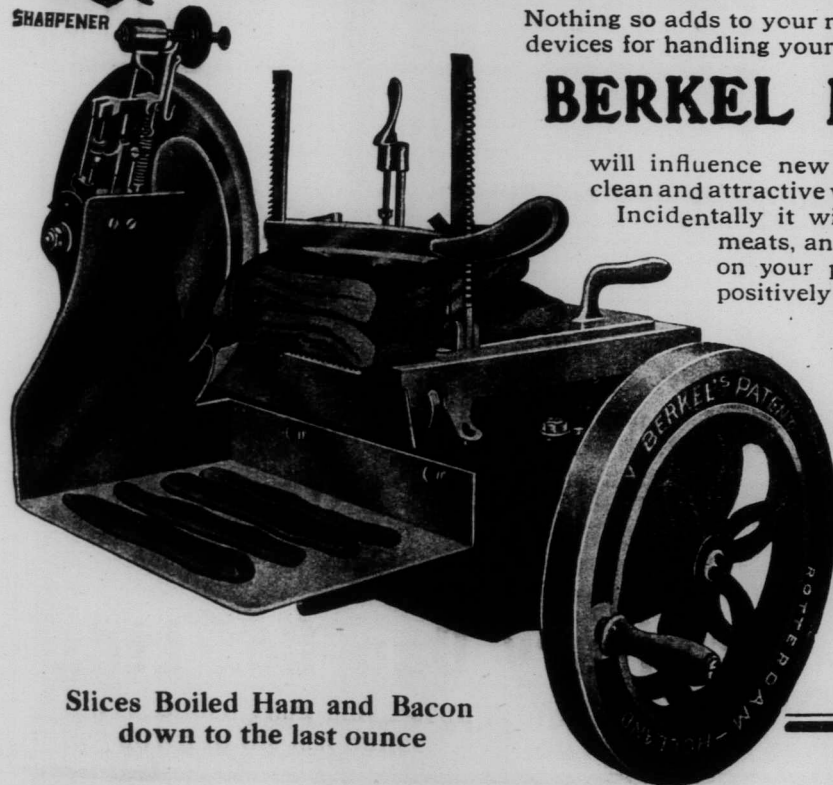
DOMINION REGISTER CO., Ltd.

Toronto, Canada

Manufacturers of Surety Non-Smut Duplicating and Triplicating Sales Books and Single Carbon Pads in all varieties.

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

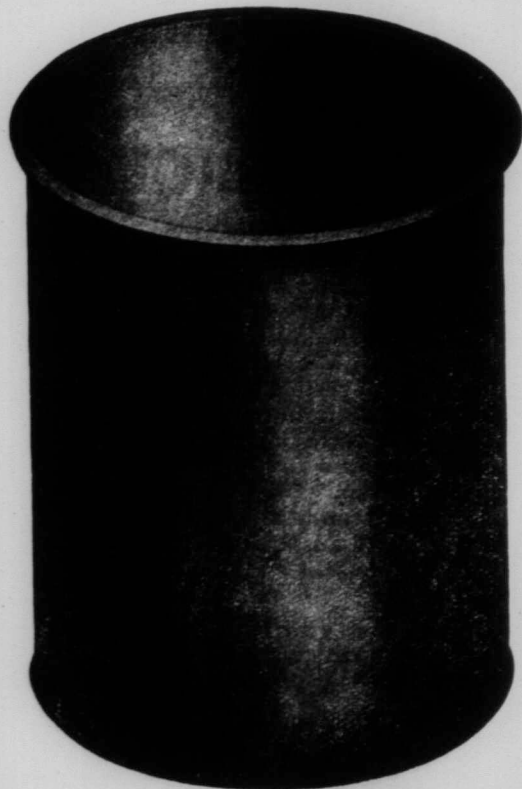
THE CANADIAN GROCER

SOMETHING NEW
DAINTY, TASTY AND
UP-TO-DATE

PERRIN'S



CORONATION
BISCUIT



SANITARY CANS

FOR

WINTER PACK

OF

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

Sanitary Can Co., Ltd.,

Niagara Falls, Ont.



COLES COFFEE MILLS

The pedestal mill illustrated here is the latest and newest design in coffee mills of this description, owing to the fact that it is constructed along the most advanced principle that has yet come into use.

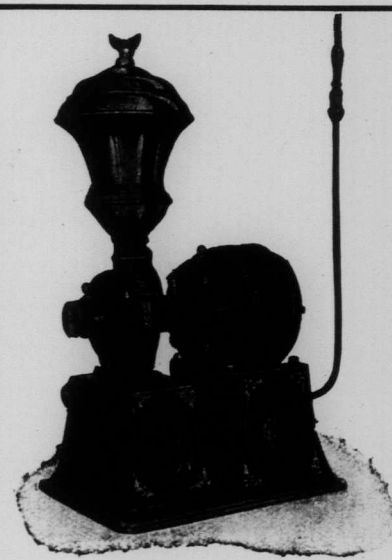
The grinders both run at different speeds, as will be seen by the construction of the mill.

It is an acknowledged fact that: Granulating can be done more efficiently at high speed, while pulverizing can be done with less heating of the coffee at a much lower speed. These are indisputable facts.

Let the judgment of experts guide you, for they all decide unanimously in favor of this type of mill, which is Patent Applied For, and manufactured exclusively by us. Price—\$150.00.

Made also for counter use. Price \$135 00.

Illustrated catalog sent on request.



For Direct Current, \$65 00

For Alternating Current, \$75.00

COLES MANUFACTURING CO.

1625 North 23rd Street,
PHILADELPHIA, PA.

Agents—Chase & Sanborn, Montreal; Todhunter, Mitchell & Co., Toronto and Winnipeg; Wm Braid, Vancouver, B.C.; L. T. Mewburne & Co., Calgary, Alta.

THE RECOGNIZED STANDARD.

ENGLAND'S PREMIER LEMONADE.

No Grocer in England considers his stock complete unless it includes a supply of

EIFFEL TOWER LEMONADE

The time is fast approaching when no Canadian Grocer also will consider his stock complete unless it includes a supply of

EIFFEL TOWER LEMONADE.

Why not be the first to introduce it to your customers? They will gratefully appreciate your enterprise.

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

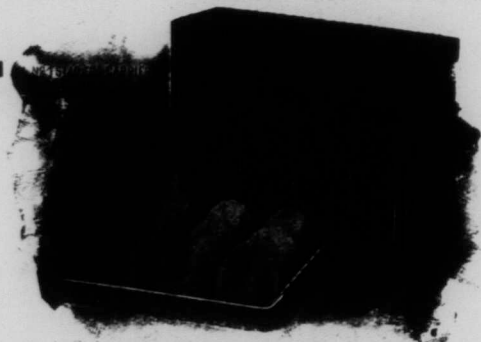
Agents: W. H. MALKIN CO., Vancouver, for British Columbia.
The HARRY HORNE CO., 309 King St. West, Toronto, for Ontario.
Agencies open for progressive Firms at other points.

Address FOSTER CLARK Ltd., Maidstone, England.



ADVERTISE YOUR STORE

Show the people that you are
wide awake: - Use
STAR EGG CARRIERS AND TRAYS
FOR SAFE EGG DELIVERY



Made in one and two dozen sizes.

This quick, safe, sure, sanitary STAR Egg Delivery Service will give your store the reputation of being accurate and reliable, and your ad. on every STAR EGG TRAY will push some particular specialty or drive home the idea of quality. Write for full particulars and get our two valuable books "NO BROKEN EGGS" and "SAMPLE ADS." free.

Star Egg Carriers are licensed under Canadian Patent No 96566, to be used only with trays supplied by us. Manufacturers, jobbers or agents supplying other trays for use with Star Egg Carriers are contributory infringers of our patent rights and subject themselves to liability of prosecution under the Canadian patent laws.

STAR EGG CARRIER & TRAY MFG. CO.
1550 JAY STREET, ROCHESTER, N.Y.

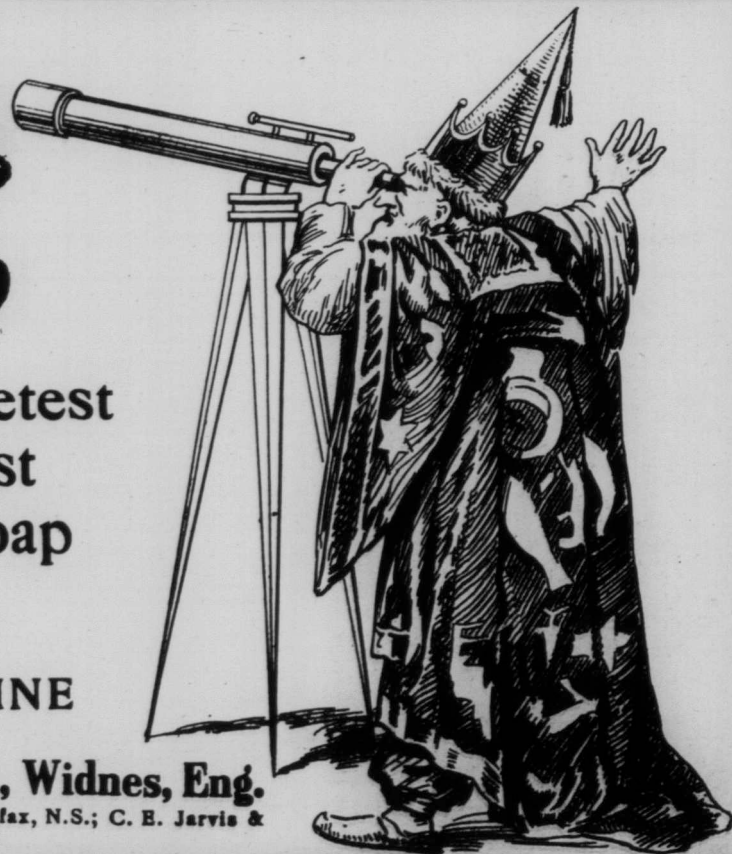
Gossages'
Magical
Soap

The Best, The Sweetest
and The Cheapest
Free Lathering Soap
in the Market.

GUARANTEED GENUINE

William Gossage & Sons, Ltd., Widnes, Eng.

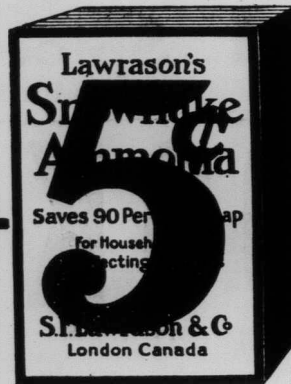
Agents:—Arthur B. Mitchell, Mitchell's Wharf, Halifax, N.S.; C. E. Jarvis & Son, Vancouver, B.C.



WHY NOT GET THE BENEFIT NOW?

THAT LAWRASON'S SNOWFLAKE AMMONIA IS A PROFITABLE LINE HAS BEEN PROVEN BY A LARGE NUMBER OF CANADIAN GROCERS. OUR DISTRIBUTION IS WELL NIGH UNIVERSAL AND YOU WILL FIND THIS POWDER SELLING TO AN ALREADY ESTABLISHED DEMAND.

POWERFUL
ENOUGH FOR



EVERY
HOUSEHOLD
USE.

\$500.00
LAWRASON'S
AMMONIA

GUARANTEE
SNOWFLAKE
POWDER

EQUALS IN POWER ANY SIMILAR POWDER ON THE MARKET SELLING FOR TWICE ITS PRICE.

5 CENTS FOR A GIANT PACKAGE

CANE'S WASHBOARDS and WASHDAY WOODENWARE



"NO, THANK YOU, MA'AM, I won't need a new washboard. This is a CANE'S NEWMARKET KING and will last a long while yet."

CANE'S NEWMARKET KING is oval face, plain, crimp, heavy, zinc, washing plate, lock corners, well made, a very easy washer.

are designed to meet every need of every housewife in a way that will more than satisfy.

From our catalog you can select exactly the style and grade best suited to the use of your customers. The prices and finish vary widely, but the merit is always there.

Cane's Goods sell well
because they wear well.

The
WM. CANE & SONS CO.
LIMITED

NEWMARKET, ONTARIO
11





TRADE MARK OF QUALITY

Sweetheart Brand Coffee

Delicious and Refreshing

Roasted and blended by our own special process, our coffee has a choiceness, flavor and aroma which make it a favorite and repeat orders a surety.

In bulk, 8 oz. and 16 oz. tins

Good Margin in Handling Same

I X L Spice & Coffee Co.,

London, Ontario

HOLBROOKS

of BIRMINGHAM, ENGLAND

Sole Proprietors of

**The "HOLBROOK" Brand
Norwegian Smoked Sardines**

in Pure Olive Oil.

**The "OLAF" Brand
Norwegian Smoked Sardines**

in Pure Olive Oil.

And Sole Manufacturers and Proprietors of

Holbrooks Worcestershire Sauce

Canadian Offices: 40 SCOTT ST., TORONTO, ONT.

Manager, H. GILBERT NOBBS.

STOCKS HELD BY AGENTS IN EVERY PROVINCE.

Credit Selling—and Getting the MONEY

Credit business is as good as cash trade—if you can get your money promptly. The customer who is slow in paying can be put on what is practically a cash basis through the use of

Allison Coupon Books

HOW THEY WORK



JUST

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.

Strong, delicious Coffee can be prepared in one moment without trouble by using

SYMINGTON'S COFFEE ESSENCE

Your customers will appreciate this, and when they find that SYMINGTON'S has the flavor, strength and aroma of the finest Coffee will become regular buyers. It is the purest and most economical of all Coffee Essences.

Thos. Symington & Co., Edinburgh and London

AGENTS:— Ontario—Messrs. W. B. Bayley & Co., Toronto. Quebec—Messrs. F. L. Benedict & Co., Montreal. Vancouver and Winnipeg—Messrs. Shallcross, Macaulay & Co.



Feature



**"TRIANI"
Brand Goods**

Under this well-known label we import and pack the products of the best known firms in Canada, and the geographical positions of our various branches enable us to save you largely in freight charges.

Moreover, we can always give you the benefit of car load rates.

Our service is prompt and conscientious, and we invite your fullest enquiry.

Write Us To-day

CAMERON & HEAP, Limited

IMPORTERS AND WHOLESALE GROCERS

Regina, Sask. Fort William, Ont. Kenora, Ont. Prince Albert, Sask.

Have You Had a Sample Tin?

Orsi's Concentrated Tomato Extract

SUN BRAND

is preferable to canned or fresh tomatoes because:—It has the flavor characteristic of the Italian fruit. It is of greater economic value. It is prepared by a PATENT PROCESS. It does not deteriorate but retains its delicious flavor through any length of time.

Note these very reasonable prices:--

1 case of 100 18-oz. tins for \$18.00. You can get "yours" out of every sale.

DROP US A POSTAL.

AGENTS FOR CANADA:

Enquiries from all of Canada outside of Ontario to our Montreal office.

The Charles
Cicero
Company LIMITED

Enquiries from Ontario to our Toronto office.

SPECIALISTS IN ITALIAN PRODUCTS

Tartan
BRAND

THE SIGN OF PURITY

When booking Canned Goods remember the quality and individuality of TARTAN BRAND, the pioneer which has stood the test of time. Our travellers have full data. If they do not call on you, a postcard will bring full information.

Phone 3595.

Exchange to all departments.

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

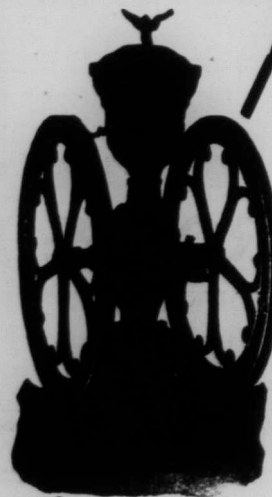
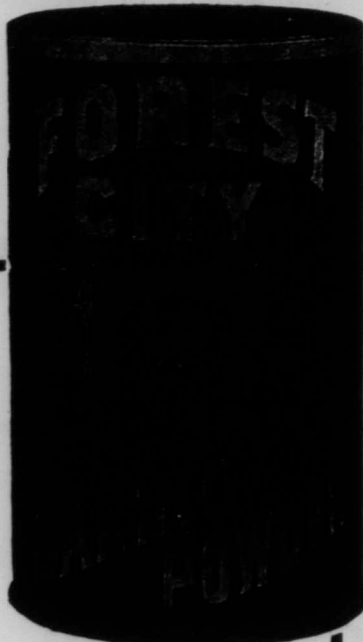
**Purity
Personified!**

For 25 years
FOREST CITY
Baking Powder

has been recognized as the standard of purity—the lines you can honestly recommend.

6 oz. tins,	-	-	75c. doz.
12 oz. "	-	-	\$1.25 "
16 oz. "	-	-	\$1.75 "

GORMAN, ECKERT & CO., LTD.
LONDON, Ont. WINNIPEG, Man.



Built on Merit

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

ELGIN
National Coffee Mill

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

Prompt shipments our specialty.

Ask any of the following Jobbers for our Catalogue:

WINNIPEG—G. F. & J. Galt (and branches) The Codville Co. (and branches); 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.

MADE BY

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

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.

60% PROFIT

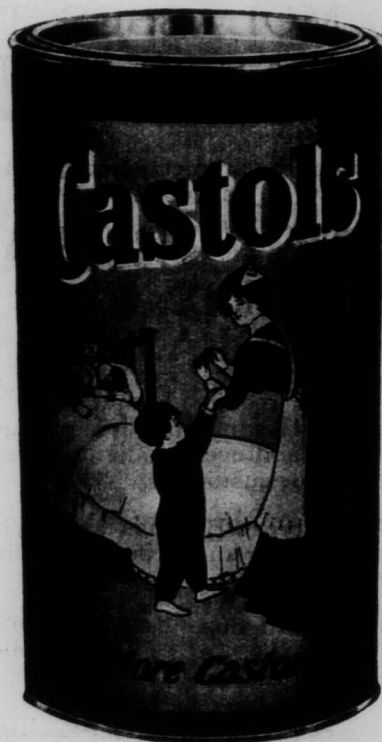
CASTOLS! What is it?

A Scientific Preparation which has already delighted hundreds of mothers.

Castols in Chocolate Blocks.

Children cannot taste the Oil and ask for "MORE CHOCOLATE" after they receive the first piece.

Good
for
Young
and
Old



Results
always
Guar-
anteed

Put up in
½-gross
display
tins like
this.

Very
attractive.

Price per
½-gross
\$2.25.

Retail at
5 cents.

Profit of
\$2.70
per gross.

"Make Money While the Child Whines"

Tell the Mother that it smiles at Castols

No more spoonfeeding--No more crying
when the oil is produced.

Write by Return for Sample.

You'll be Pleased.

SNOWDON & EBBITT,

325 Coristine Building.
MONTREAL.



Stop and Consider

what it means to have
lines which will make
customers! Stock

Rowat's Pickles

AND

Paterson's Sauce

and you will materially
strengthen your hold on
your trade.

Rowat & Co.

Canadian Distributors

Snowdon & Ebbitt, 325 Coristine
Building, Montreal, Quebec,
Ontario, Manitoba and the North-
West; F. K. Warren, Halifax,
N. S.; F. H. Tippet & Co., St.
John, N.B.; C. E. Jarvis & Co.,
Vancouver, B.C.



ARE YOU GETTING YOUR SHARE OF THE BENEFIT OF THE MONEY WE ARE SPENDING?

Our new advertising scheme is selling H. P. faster than ever. Are you supplying your customers, or are they buying it elsewhere? A post card to our address will bring you a trial bottle and full particulars.

The Midland Vinegar Co.
Birmingham,
England.

H.P. SAUCE



**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 can-
not fail to suit every individual require-
ment 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 WHOLESALE A TRIAL ORDER.

The Dominion Molasses Co.,
LIMITED
HALIFAX NOVA SCOTIA

DON'T TAKE OUR WORD FOR IT!

Just write for Inland Revenue Bulletin
No. 208 which certifies

**"Canada First"
Evaporated Milk**

to be absolutely pure, and to contain the
very highest percentage of genuine
food values.



You will never have complaints if you
are handling "Canada First."

MADE IN CANADA BY CANADIANS

**The Aylmer Condensed Milk
Company, Limited**

Aylmer - - Ontario

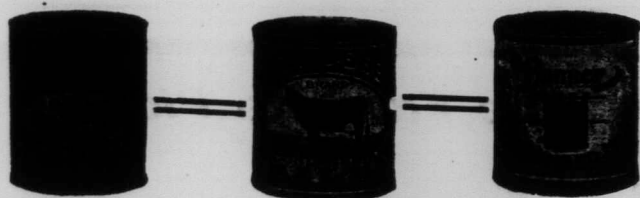
Head Offices: Hamilton, Ontario

THE CANADIAN GROCER

HEADQUARTERS

FOR JAPAN TEAS

S. T. NISHIMURA & CO., Montreal



THREE OF
**CANADA'S PERFECT FOOD
PRODUCTS**

**ST. GEORGE EVAPORATED MILK
PRINCESS CONDENSED MILK
BANNER CONDENSED MILK**

Week by week we have improved the quality of these popular brands until we have produced a product on which it is difficult for science to improve.

These favorite brands are made from absolutely *pure, fresh, clean* Brant County milk with the addition of *pure* cane sugar.

The grocer who pays strict attention to these lines will daily promote his sales and gain new customers. Our prices will show you good profits.

ASK YOUR WHOLESALER
FOR SAMPLE ORDER AND
PROVE OUR STATEMENTS

J. MALCOLM & SON
ST. GEORGE, ONT.

PEEK, FREAN'S

**GOLDEN
PUFF**

BISCUITS

PEEK, FREAN & CO.,

LIMITED

LONDON, - ENGLAND

AFTER ALL, GOOD QUALITY COUNTS MOST AND PAYS BEST

"SKIPPER SARDINES"

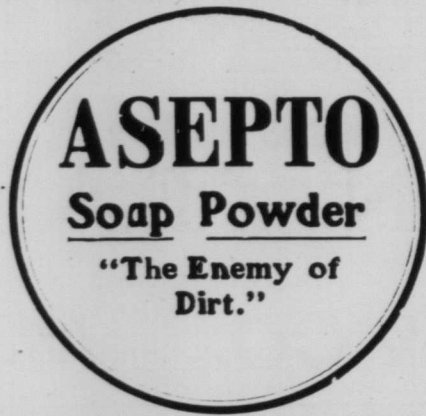


are good quality and they possess besides an alluring daintiness, delicacy and delicious flavour, not always to be had even in good things. Cosily packed in pure Olive oil, they are a temptation and a delight. Do not confuse with the old sorts, they're different. They sell and pay to sell. Key opening tins, beautifully labelled and parchment wrapped.

Sole Proprietors: ANGUS WATSON & CO., Newcastle-on-Tyne, England

CANADIAN REPRESENTATIVES { KENNETH H. MUNRO, 333 Coristine Building, MONTREAL HAMBLIN & BRERETON Ltd., WINNIPEG
and VANCOUVER JAS. B. SCLATER, ST. JOHN'S, NEWFOUNDLAND

**HERE
IT
IS!**



Will save the user labor and money, without injuring the tenderest hands or the most delicate fabric. There is a fine paying proposition for you in handling ASEPTO!

Order through your wholesaler.

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

**New Customers
For You**

Nothing like getting and KEEPING new trade, and you can do both by handling

Minute Tapioca



Women like to know a nice dessert for dinner—one they can prepare quickly and without trouble.

Just show them how they can make a nourishing and delicious pudding in fifteen minutes with Minute Tapioca. You will find you have a puller when you begin to sell Minute Tapioca.

Nothing like it—absolutely the purest tapioca made.

Your jobber has it.

MINUTE TAPIOCA CO.

ORANGE MASS.

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

The Favorite Pickle



BAIRD'S
SECOND-TO-NONE
PICKLES

**The Perfection
of Quality.**

Johnston, Baird & Co.
Glasgow, Scotland

Agents:—Macdure & Langley, Ltd., 12 Front E., Toronto, 604
Lindsay Bldg., Montreal; W. L. McKenzie & Co. Winnipeg; R. Robert-
son & Co., Vancouver and Victoria.

**BIG
SALES**



**BIG
PROFIT**

For every grocer who is handling **BJELLAND'S**
Smoked Herrings in Bouillon

Your Particular Customer will welcome your recommendation to try this line! None but small, selected, summer-caught herrings are canned in these patent tins, and none but pure delicate spices are used. Scrupulous care and cleanliness are observed in the various processes, and the line leaves a 'real' good margin of profit for YOU. Try a case. Ask your wholesaler.

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

Canadian Agents

THE CANADIAN GROCER

A HANDY PACKAGE

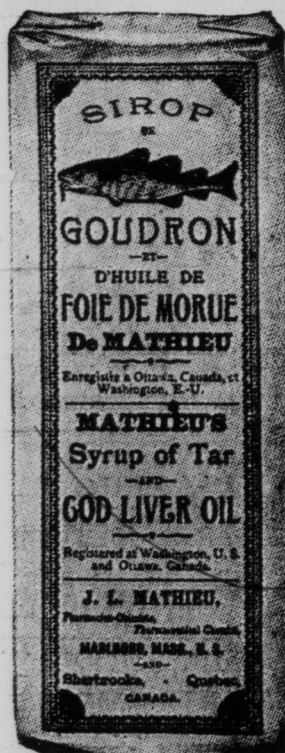
Forty half cartons to the case, done up in an attractive carton to sell to the consumer at a popular price,

25 Cents a Package

Crystal Diamond Lump Sugar

This package is now on the market and can be secured from all jobbers. IT PAYS A GOOD PROFIT.

THE ST. LAWRENCE SUGAR REFINING COMPANY, Limited, MONTREAL, P.Q.



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

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

SEIZE THIS OPPORTUNITY!

We are now booking orders for futures.

QUAKER BRAND Canned Goods

at 2½ cents per dozen *under* the opening prices for Fall Delivery.

Order now and save five cents a case.

Our travellers will be round to see you; or write us.

MATHEWSON'S SONS :: P.O. Box 2360, MONTREAL

The Sugar that has Stood the Test of Time

Redpath

Extra Granulated Sugar

First made in 1854 by John Redpath and to-day by the largest and best equipped Sugar Refinery in Canada.

It is a matter of pride with us to turn out nothing but the best. We will stop business when we stop doing that.

All Grocers who have regard for the best and most permanent custom will give "Redpath" Sugars first place.

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

**Simple, But Oh, How
It Sold Dates!**



Here's a simple little thing one grocer did that brought him three days of splendid date sales.

He cut our advertisement of DROMEDARY DATES from a monthly magazine—we advertise in nearly all the good ones—and pasted it on the front of his

window. Over it was a brush sign, "We Sell These," and in the window a display of the cartons with one open. He says he never sold so many dates in his life.

DROMEDARY DATES are sure to sell if people see them, because they are the finest selected fruit, wrapped carefully in oiled paper and packed in cartons. They're clean, fresh, and indefinitely moist. All jobbers.

We also pack ROYAL EXCELSIOR and ANCHOR brand package dates.

THE HILLS BROS. COMPANY
Beach and Washington Sts., NEW YORK

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

Eureka

Refrigerators



Represent the highest attainment in the sanitary handling of foods by the Grocer.

The result of 25 years devoted exclusively to the one line of work.

The Eureka Patented system is an absolute guarantee against Dampness and Foul Air, and there

is nothing made that will keep your goods as well.

Send for New Catalogue.

Eureka Refrigerator Co., Ltd.

56 Noble Street, Toronto

Wholesome and Appetising!

Success in your Biscuit Trade is dependent firstly on quality and flavor, but also largely on the condition in which they reach the customers.

TELFER'S BISCUITS

may be relied on to open up Fresh and Crisp, and invariably give perfect satisfaction. Our "Oatmeal Crackers" prove a steady and profitable seller, and never fail to please the palate. We make all kinds of high-grade and dainty biscuits.



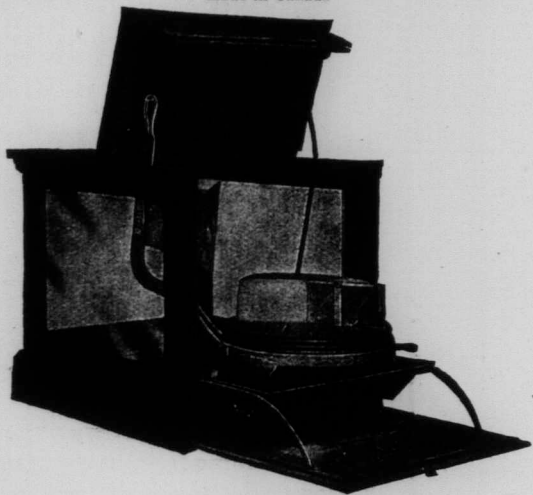
Telfer Bros., Ltd. Collingwood, Ont.

BRANCHES:

Toronto Winnipeg Hamilton Fort William

Perfection Computing Cheese Cutter

Made in Canada



Automatic Cutter Cabinet.

A Perfection Computing Cheese Cutter saves its cost in less than a year.

It cuts accurately.

Saves trouble trying to cut accurately with a butcher knife.

It prevents the giving of overweight and accumulation of dried-up scraps and crumbs.

The Cabinet protects the cheese cutter and cheese from germ-carrying dust, and is the sanitary way of handling cheese.

Write for Prices.

The American Computing Co. of Canada
Hamilton, - Ontario

Don't Omit to Feature
Worcestershire

Sterling
BRAND
Sauce

during the next few weeks.

It wonderfully improves any meat dish, and adds a zest to the poorest appetite. Made from the choicest spices, vinegar and other ingredients in our sanitary and up-to-date factory.

Write for details and prices of our complete line of ready sellers.

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



CANADIAN LAWS

now require that Cream must contain not less than 18 per cent. of milk fat; it must be entirely free from gelatine, succrate 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:—Ray & Windle, Vancouver, for British Columbia and Yukon District; W. H. Escott, 137 Bannatyne Avenue, Winnipeg, for Manitoba and Saskatchewan; C. Fairall Fisher, 22 St. John St., Montreal, for Quebec; McKelvie & Cardell Co., Ltd., Edmonton, for Alberta; The Harry Horne Co., 309 King St. West, Toronto, for Ontario; R. B. Colwell, 25 Barrington St. Halifax, for Nova Scotia; W. A. Simonds, St. John, for New Brunswick, or

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

Your particular customer
wants the best!



**WHITE
DOVE
COCOA-
NUT**

because of its purity
and quality, is the
acknowledged leader
in Cocoanuts!
The friend of all who
cook!

**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

"GLEANER"

might bring inquiries. Better
write for rates to

I. C. STEWART, Halifax

The W. H. ESCOTT CO.

WHOLESALE

Grocery Brokers

137 BANNATYNE AVENUE

WINNIPEG

COVERING

MANITOBA and SASKATCHEWAN

CORRESPONDENCE SOLICITED

RICE-KNIGHT



LIGHTING SYSTEM

Mr. Grocer—

If you could make your store more
attractive, cheerful and inviting
with a pure white light of intense
brilliance, that would display your
stock to better advantage and
would suggest to your clerks to
keep your stock neat and clean—
that would make your store as
bright as day and cost you less
than you pay at present for a poorly
lighted store—wouldn't it pay
you to investigate such a light?

The R-K System of Lighting costs
less than gas or electricity, is easy
to operate, requires little attention
and is permitted by all insurance
companies. It is used and recom-
mended by thousands of Canadian
merchants. Let us tell you more
about it—Write to-day for Booklet
"M"—a postal brings it—it's free.

**RICE-KNIGHT, LIMITED
TORONTO, CANADA**

WINDSOR SALT

CAR LOTS OR LESS. Prompt shipments
Write us for prices. Phone order 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 require-
ments.

Incubators & Brooders

English and American, from \$8.50 up.

*Drop me a line. I have an interest-
ing proposition.*

**A. CORISTINE
119 Place D'Youville MONTREAL**

**A. O. LANDRY
JOBBER**

STE. FLAVIE STATION

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



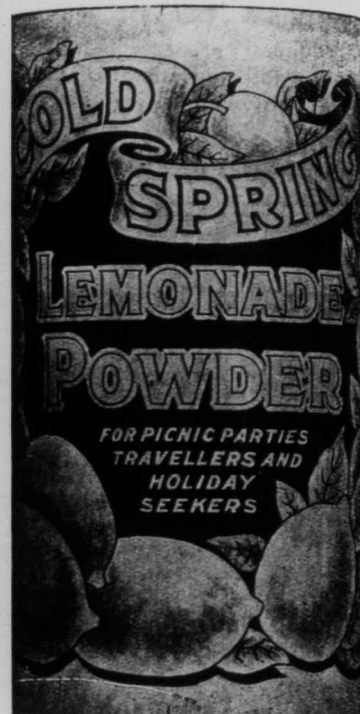
*It dries
them up* **Common Sense**
KILLS { *Roaches and Bed-Bugs
Rats and Mice*

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.

**COLD SPRING
Lemonade Powder**

(World Wide Reputation)



We are filling orders already
for this famous summer drink.
Don't run the risk of having
your order unavoidably de-
layed.

Write immediately.

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

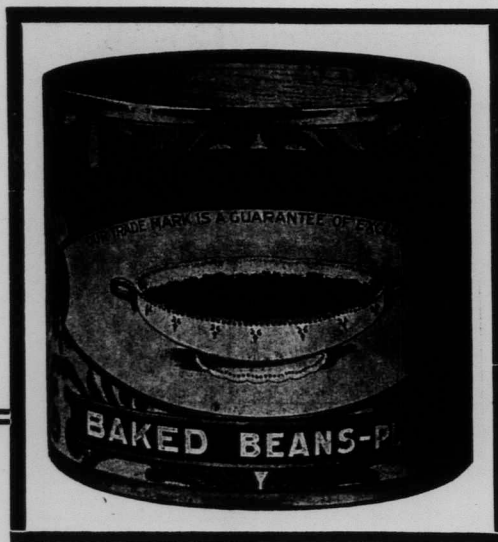


Leard's Lobsters, Canned Chicken,
Chicken Soup and Quahaugs.

Write for prices.

**W. A. LEARD
SUMMERSIDE, P.E.I.**

**RED
CROSS
BRAND**



**PORK
and
BEANS**

The Size for You to Feature

is our

3'S FAMILY

This package of "Red Cross" Beans is having an abnormal sale, because the quality is superb, and the can contains more beans than 3's flat and at a less price.

"Red Cross" Beans are entirely hand-picked, processed with the greatest care, and handled in a factory that is a model of sanitation and cleanliness.

For unvaried quality, delicacy of flavor, and generous quantity 'Red Cross' Beans are unrivalled. Your jobber handles them.

SEND ALONG A LIBERAL ORDER TO-DAY.

DOMINION CANNERS, Limited

HAMILTON, CANADA

CARTER'S



Big Wheel Lemonade Powder

Table Jellies, Custard Powder
etc., etc.

H. W. Carter & Co., Ltd.
BRISTOL, ENGLAND

MOODY'S **KLENZINE**

WASHING COMPOUND

has the property of cleansing without injuring in the least the most delicate of fabrics or surfaces.

KLENZINE is one of many cleaning and finishing preparations that include:

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

ALPHA CHEMICAL CO.

BERLIN, ONTARIO

TWO CENTS PER WORD

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



THE KING OF ALL SEEDS

Steele,
Briggs'

"LION" RED CLOVER

SUREST - PUREST - BEST

ALSO

Steele,
Briggs'

"ERMINE" TIMOTHY

These two brands represent the best values produced in seeds. Ask your merchant for these brands. He'll have them. If he hasn't, send to us direct.

STEELE, BRIGGS SEED CO.

TORONTO, HAMILTON AND WINNIPEG

LIMITED

THE CANADIAN GROCER



Your Customers



Will Thoroughly Appreciate

MELAGAMA TEA and COFFEE

Why not increase your business by handling these well advertised and favorably known lines. **IN**

BULK TEAS. Experience and ready money enabled us to get on the inside when the market was advancing so rapidly and our customers will reap the benefit. Ask for samples and prices, it will pay you.

MINTO BROS.

TORONTO



**"Pride of Canada"
Maple Syrup and Maple Sugar**

We are busy filling orders for new maple goods, which as usual are of the highest quality. What about your order? We trust that you are not being tempted to buy concoctions, because they are not trade winners.

GOODS THAT ARE GUARANTEED PURE

are the best in the long run and allow you as good a margin of profit.

REMEMBER—

"PRIDE OF CANADA"

The Maple Tree Producers' Association, Limited

WATERLOO, QUEBEC

58 Wellington Street, Montreal.

512 Dundas Street, Toronto.



Hitch Your Salesmanship to Quality Goods

especially when these goods also represent bigger value for your customer's money. Our

MEADOW CREAM SODAS

are all that sodas ought to be; light, crisp, nutty, and the Meadow Cream Soda package is the largest package for the money in the trade, as well as having an attractive label.

THE W. J. CROTHERS CO.

Kingston, Ont.

Merchandises at Reduced Prices

For

Immediate Delivery

Do not miss this Special Sale at **REDUCED PRICES**, wholly in the interest of the purchaser, by sending us your orders without delay for the following goods, comprising the best known brands, enjoying public favor.

- 1000 Cases of Vegetable Canned Goods and Imported Fruits of the "Soleil" Brand.
FRENCH PEAS "Soleil," String Beans "Soleil," Flageolets "Soleil," Medleys of Vegetables "Soleil," Asparagus "Soleil," Spinach "Soleil."
 "Soleil" SOUPS: Julienne, Printaniere, Cherfil, Puree of Tomatoes, etc.
- 500 Cases French Peas, Francois Petit & Co.
- 350 Cases "Minerva" Table Olive Oil.
- 450 Cases Imported Castille Soap, of the following Brands: "Le Soleil," 72% Olive Oil; "La Lune," 65% Olive Oil.
- 725 Cases **GOLD FINCH GIN**, of Herman Jansen.
 Every bottle bears a certificate of purity from the Municipality of Schiedam (Holland).
- 350 Cases Banyuls **Bartissol Tonic Wine**, of banyuls-by-the-Sea; absolutely pure Wine. Superior to any other medicated Wine.
- 225 Cases **BACCHUS Appetizing Wine**, from the firm of A. Sarrasin & Javilliers, of Dijon, France.
- 100 Cases **VICHY WATER**, from the following Springs:
 ST. NICHOLAS.
 NEPTUNE.
 CAPITALE.
 SANITAS (Sparkling).
- 800 Cases **VICHY LEMONADES**
 "La Savoureuse."
 "St. Nicholas."
- 500 Cases **REMY RICE STARCH**, Packages 1/4, 1/2 and 1-lb., also barrels of 120 and 240 lbs.
- 2 Carloads Assorted **LAGER, MILLER HIGH LIFE** and **MILLER MALT EXTRACT**, for April and May deliveries.

To Arrive-- Large quantities of **CANNED VEGETABLES** and **FRUITS** of the best Canadian brands.

We recommend the "VICTORIA" Brand

For all information, quotations, etc., write, phone or wire at our own expense.

Laporte, Martin & Co., Limited

Wholesale Groceries, Wines and Liquors

Montreal

“Don’t You Think”

That a firm giving its whole attention, thought and capital, to the study of Tea, “and Tea alone” and who has made the most pronounced success of its business, is the One to whom you can safely intrust your interests?

We Are That Firm---

And are willing to give you in “SALADA” the benefit of our capital and experience just as we have given to thousands of others, who have found the connection more satisfactory and profitable than ever before experienced in the history of their business.

Anyway---a sample case won't hurt you; then, if it doesn't bear out our claims, send it back at our expense, we will accept it, no “Buts” or “Ifs.”



INDEX TO ADVERTISERS

A		Edwardsburg Starch....outside front cover	Lind Brokerage Co..... 2	S	
Adamson, J. T., & Co..... 3	Esops, James & Co..... 52	Lytle Co., T. A..... 21	St. Lawrence Sugar Refining Co. 19	St. Vincent Arrowroot Growers and Exporters' Association..... 5	Salada Tea..... 8
Allison Coppon Co..... 12	Escoff, W. H. Co., The..... 22	Mc		Sanitary Can Co..... 8	Smith, E. D..... 45
Alpha Chemical Co..... 24	Etabrooks, T. H..... 43	MacLaren Imperial Cheese Co..... 2	McCabe, J. J..... 56	Smith & Proctor..... 61	Snowdon & Ebbitt..... 15
American Can Co..... 52	Eureka Refrigerator Co..... 20	inside front cover	McDougall, D., & Co..... 62	Sprague Canning Machinery Co..... 62	Spurgeon, H. G..... 2
American Computing Co..... 21	Ewing, S. H., & Sons..... 23	MacNab, T. A., & Co..... 2	McLeod & Clarkson..... 43	Star Egg Carrier & Tray Mfg Co..... 10	Steele Briggs Seed Co..... 24
American Tobacco Co..... 62	F		McLeod & Clarkson..... 43	Stewart, I. C..... 22	Stringer, W. B..... 57
Aspetto Soaps Ltd..... 18	Fabien, C. P..... 42	Freeman & Co., The W. A..... 7	McWilliam & Everist..... 56	Symington Co. T..... 12	
Aylmer Condensed Milk Co..... 16	Fearman, F. W., Co..... 46	Fussell & Co..... 21	M		
B		G		T	
Baker, Walter, & Co..... 48	Galesburg Cornice Works..... 48	Magor, Son & Co.....outside front cover	Tanglefoot..... 62	Telfer Bros..... 21	Tippet, Arthur F., & Co..... 1
Balfour-Smye & Co..... 14	Gillard, W. H., & Co..... 14	Maple Tree Producers Assn..... 25	Telfer Bros..... 21	Tippett, Arthur F., & Co..... 1	Toronto Salt Works..... 23
Benedict, F. L..... 61	Gillett, E. W., Co., Ltd..... 49	Marcotte Freres..... 40	Tippet, Arthur F., & Co..... 1	Truro Condensed Milk Co., Ltd..... 46	Tuckett, Geo. E., & Son Co..... 63
Bickle, J. W., & Greeding..... 18	Gipe Carrier Co..... 66	Marshall Brokerage Co., The..... 2	Truro Condensed Milk Co., Ltd..... 46	Turcotte, A. F..... 2	
Borden Condensed Milk Co..... 3	Gorham, J. W., & Co..... 2	Mathewson's Sons..... 19			
Brand & Co..... 50	Gorman, Eckert & Co..... 14	Mathieu, J. L., Co..... 19			
British American Assurance Co..... 66	Gossage & Sons, Ltd..... 10	Millman, W. H., & Son..... 2			
Buchanan & Ahern..... 2	Gunns, Ltd..... 46	Minto Bros..... 25			
Burt, F. N., & Co.....inside back cover	H		Minute Tapioca Co..... 18		
C		Halifax Cold Storage Co..... 59	Mooney Biscuit and Candy Co..... 51		
Cameron & Heap..... 13	Harnet & Ridout..... 40	Morse Bros..... 66	Mott, John P., & Co..... 50		
Canada Sugar Refining Co..... 20	Heinz, H. J., Co..... 40	N			
Canadian Cereal and Milling Co..... 52	Hillock & Co., Ltd, John..... 42	Nelson, Dale & Co..... 44	Nicholson & Bath..... 45		
Canadian Coconut Co..... 5	Hills Bros..... 24	Nishimura, S. T. & Co..... 17	O		
Cane & Sons, Ltd., Wm..... 11	Hinde & Dauch Paper Co..... 6	Oakey, John & Sons.....inside back cover	Ocean Mills.....inside back cover	P	
Carr & Co..... 50	Holbrooks, Ltd..... 12	P			
Carter Co., H. W..... 24	Horne, Harry, Co..... 2	Patrick, W. G. & Co..... 2 4	Peck, Frea & Co., Ltd..... 17	Q	
Christie, Brown & Co.....inside back cover	Hotel Directory..... 66	Ferrin, D. B. & Co..... 8	Pickford & Black.....inside back cover	R	
Church & Dwight.....inside back cover	H. P. Sauce..... 6	Q			
Cioeri & Co, Chas..... 13	I		Quaker Oats Co..... 53	R	
Clark, W..... 54	Imperial Extract Co..... 6	Rice-Knight, Ltd..... 22	Robinson & Co., O.R..... 61	Y	
Cocosa-Nut Butters, Ltd..... 66	Imperial Tobacco Co..... 62	Rock City Tobacco Co..... 49	Rowat & Co..... 15	Young Co., The..... 68	
Coles Mfg. Co..... 9	Irish Grocer..... 2	Royal Baking Powder Co..... 63	Ryan, Wm. Co..... 46		
Colwell, E. B..... 2	Island Lead Mills Co..... 66	S			
Commercial Register Co..... 19	IXL Spices and Cereals Co..... 12	S			
Common Sense Mfg. Co..... 22	J		S		
Concord Canning Co..... 61	Jameson Coffee Co..... 43	S			
Conners Bros..... 59	Johnston, Baird & Co..... 18	S			
Coristone, A..... 22	Jutten Boat Works..... 22	S			
Creosent Mfg. Co..... 51	L		S		
Crothers Co., W. J..... 25	Lambe, W. G. A..... 2	S			
D		Landry, A. O..... 22	S		
Dalley, F. F. Co.....inside back cover	Laporte, Martin & Cie..... 26	S			
Distributors, Ltd..... 2	Lawson, S. F. & Co..... 11	S			
Dominion Cannery, Ltd..... 23	Leard, W. A..... 22	S			
Dominion Match Co..... 5	Leitch Bros..... 48	S			
Dominion Milling Co..... 16	Lemon Bros..... 48	S			
Dominion Register Co..... 7	E				
Downey, W. P..... 23	Leby-Blain Limited..... 3	S			
E		Eckardt, H. F..... 41	S		

Selling Goods in Housecleaning Time

Opportunities That Present Themselves at This Season Along Cleansing Lines—The Increase in Variety of Goods. Calculated to Help the Housewife in Her Annual Spring Attack on Dirt and Muck—Pushing New Lines Early That Competitor May Not Secure the Bulk of Trade.

During the next few weeks there is going to be a lot of money spent on housecleaning supplies and so it will be the wise dealer who considers all the possibilities along this line in his particular locality. No housewife, no matter how fond of work she may be, launches out into spring cleaning because she likes it, but because for her it is a necessity.

It is this "have to" spirit that the dealer must take into his calculations. The money for supplies is going to be spent somewhere and if a grocer is to be alive to opportunity he will get into the field early, and before his nearest competitor has embellished his window to draw the trade of this department.

Just as soon as the moisture born of the melting snow has gurgled away from the streets of the country, and the mild winds from out the south, have led the good wife to throw wide open the windows and doors, just so soon do the musty smells, bred of winter and closed houses, become irksome and unpleasant to every person within doors. Particularly does this apply to womenfolks, and to them, whether they like it or no, duty calls in no uncertain tones. There are carpets to be taken up and cleaned, and the floors they covered scrubbed clean of every suspicion of dirt; rugs must be beaten, windows cleaned and polished, and every nook and cranny of the home scoured and swept as clean as it is possible for human hands and human effort to make them. As a general thing the first musical call, of the robin represents to the women the call to the work, and not long afterwards the irksome necessity becomes ever more apparent. Despite sighs and groans of anticipated discomfort, the good wives betake themselves to the mop and pail, and turn their attention completely to the work.

That time is with us now. Already the robin has sounded his clarion call; the warm southern breezes have induced the throwing wide open of the windows and doors, and the spirit of spring is abroad in the land. The man of the house has stored away his snow shovel in the darkest corner of the cellar and is husbanding, as well as he can, the last few scuttles of the winter's coal. The lawn mower, and the spades and rakes have again been hauled forth to do their part in the season's obligations, and the women folk feel by intuition the import of all these significant preparations.

Plenty to be Sold.

True, housecleaning is not what it used to be. Once it was an institution, a time in the domestic life, when the head of the house must needs work far into the night after the day's work, doing the heavier part of the pulling and lifting and when he afterwards literally had no place to lay his tired head. Now it has been simplified to an appreciable extent. The universal use of rugs, and carpet squares has done away with a good deal of the racking tearing. But there still remains the fundamental basis of the whole—the semi-annual cleaning. And it is with this the grocer has to concern himself, this the feeling from which he must hope to turn over some of his stock.

The field of selling operations in the lines to be used in the carrying out of this washing has been widened not a little in recent years. Time was when the scrub pail, mop, and brush, and cake of soap, were all the materials to be purchased. Now all this has been changed. From all parts of the world there have come specialties calculated to make the scrubbing easier. One after another they have crowded upon the market, until now the woman who would lay in a full complement of preparations for cleaning and burnishing would indeed find herself in possession of a goodly assortment. Soaps, powdered and solid; ammonia, liquid and flake; specially constructed pails, mops, and brushes; cleansing preparations guaranteed to save in every department of cleansing work; all these have come into existence. The good dealer is he who can successfully urge the need of all, and the place of all in the spring campaign.

Opportunities to Country Dealers.

Especially is this true of the country. City dealers, unless they be located in purely residential districts declare they hardly feel the extra demand of spring time. Their market for many of the specialties already mentioned varies but little all the year round, for the cleaning work of the most of their customers goes on continuously all the year round. It must, if sickness and disease is to be guarded against. To them the need of special attention does not appeal. But to those in the outlying sections of the cities, and practically all of the merchants in town, and village, and county, this season presents opportunities that must be grasped, and acted upon if the

most of the business is to be gathered in.

In the country the housewife takes "cleaning time," much more seriously than does her city cousin. To her it is still a time-honored institution, a failure to carry out which, would virtually mean the smashing of a custom made law by tradition. There is a keen rivalry in the work, in country districts also, which is another factor tending to help the dealer in his campaign. Mrs. Smith always considers it an everlasting disgrace when Mrs. Jones, her nearest neighbor, gets her "cleaning" over with before she does. And so it is with all housewives worthy of the name.

Cultivate Competition.

How easy does it become then for the dealer to cultivate this undercurrent of domestic competition, to fan it into keenest of rivalry. And also how simple a proposition to call to the attention of each customer the special cleansing qualities of each line he can muster on his shelves and urge her to purchase the same if she would beat her most energetic neighbor in the spring race. These things are deeply-rooted in the minds of most women in the country and it is for country dealers to take the fullest advantage of the opportunities they present to him.

So it is the dealer must take these things to himself and feel that he is in a race with his nearest competitor for this spring business. Often the merchant who first gets the special lines into the window and onto his counters secures a considerable advantage over the next dealer, because women will generally remember goods they have seen in the first window without thinking that their regular grocer handles precisely the same lines. It is the getting of the stuff out where it can be seen that seems to count just as the initial advertising of any line goes a long way towards turning the volume of trade in that particular line of goods to the man who had the courage or foresight to do it in the first instance.

Who Started it First?

Nobody exactly knows who started house-cleaning. Probably our mother Eve was not in the Garden of Eden long enough to enjoy the luxury of tearing things to pieces. But, ever since our ancestors took to living in houses, this thing has been. Historians would have conferred a favor upon humanity had they but given a beginning for the custom and the reason why the beginning was. There are those who declare vigorously to-day that the spring house-cleaning started in England only after the "Black Death" had devastated that country. Whatever the cause, the devotees to-day seem to feel that dire calamities will surely fall upon the house that is not thoroughly cleaned in the spring. It's a good thing for the grocer that this is so. Let him make the most of it while he has yet time.

Selling the Different Cleaning Goods

How Some Dealers Have Been Convinced of Possibilities in Spreading Sale of Cleansing Products — Experience of One Merchant Who Pressed Every Customer to Buy—One Retailer's Introduction to Modern Window Cleaning—Some Window Displays.

Housecleaning comes but once a year and uncovers a multitude of spots where the germs of disease are brooding. It also uncovers a multitude of lines of goods generally neglected by most dealers during the balance of the year.

There are many labor saving articles on the market which are helpful to customers in cleaning and there is no doubt that the demand could be increased if dealers would give more attention to pushing them. Most of these, when once introduced to customers will bring repeat orders for the housewife in most cases will continue the use of any line that saves labor or helps in the housecleaning crusade. Dealers are inclined to leave these articles to effect their own demand. This should not be. There are good talking points to these labor savers, and they should be given to the customer.

One Dealer's Experience.

That merchants do not realize the opportunities in this direction is shown by

one dealer's experience. He said, "An agent for a cleansing powder called and wanted to sell me a certain quantity of his line. I told him that I did not sell enough to buy that quantity. He was surprised and said that my sale of cleanser with the business I had should be much larger. He seemed confident that I could sell more if I tried and impressed this fact so firmly on me that I decided to make a trial. I put a display of his line on the counter and introduced it to each customer. I was surprised at the number of people who were not acquainted with its use or at least all of its uses and by my attempts to explain how it saved labor, I received increased sales in this line."

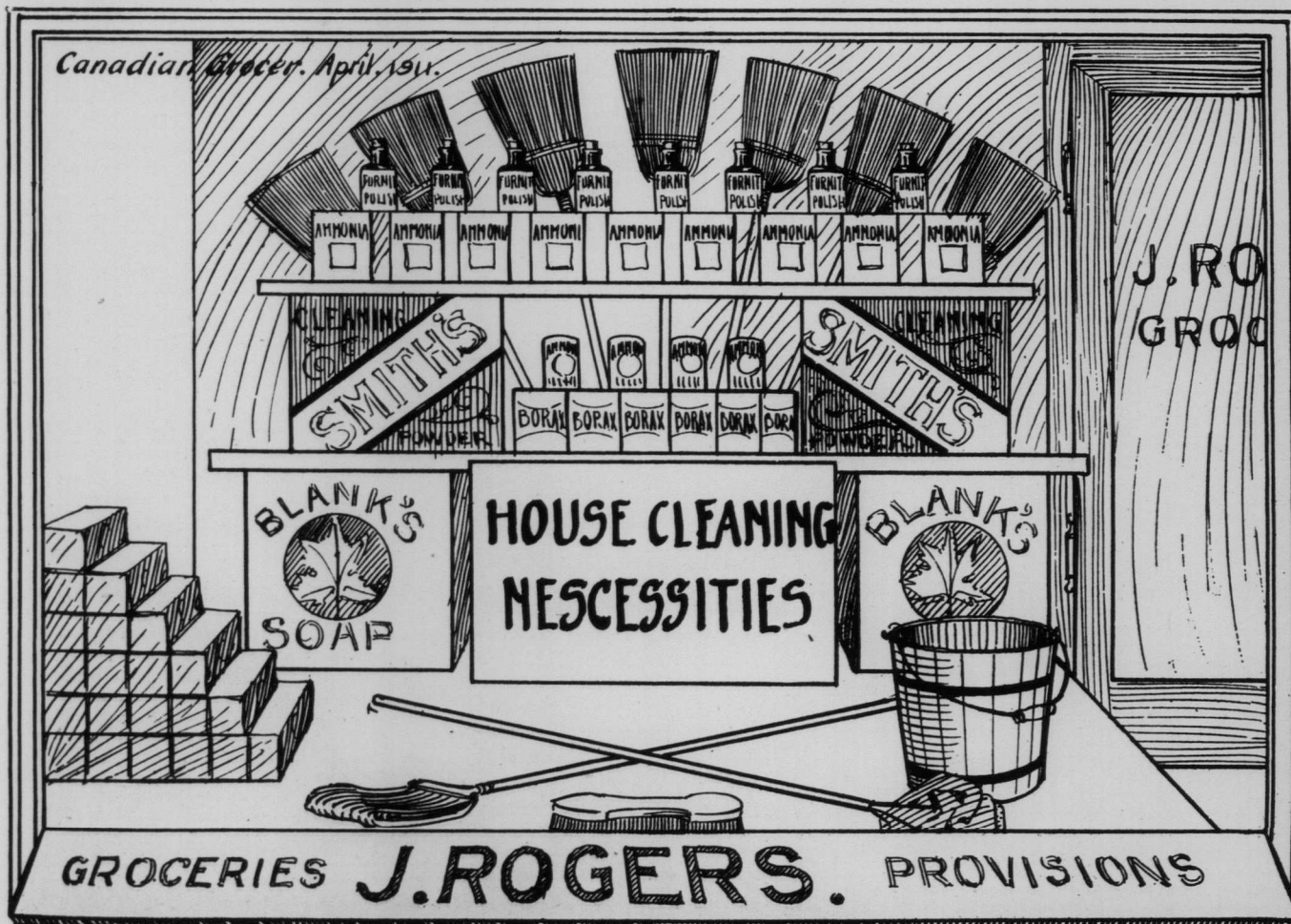
The Window Cleaner.

Another grocer tells of his experience in extending the sale of a window washing line. "Last spring when waiting on many customers, talk turned to housecleaning and its attendant troubles. Several remarked that they did not

mind it so much, except for washing the windows, which was very cold on the hands if the weather was a bit chilly. I found this to be a common complaint, so one day when a customer remarked about housecleaning I said the window washing was very cold on the hands. "Oh! no I don't find it cold. I use _____," mentioning a window washing line. It was from this remark I secured the idea for an increase in trade in window washing powder. I cleaned the glass in my window and put in a window display of this article. In the centre was a house window perfectly cleaned. On one side was a tub of water representing the old way, and on the other the cleaner representing the new way. At the top was a card: "Don't freeze your hands washing the windows. Use _____." I also had other house cleaning articles in the window, and found that the display appealed to many of my customers in a manner to make sales."

Some Displays.

Some very catchy displays of articles used in house cleaning can be made that will give excellent returns. Those who can afford to use the space, should have a window display before people begin on their regular spring work. If a window cannot be given up to this, the counter



A Suggestion for a "House-Cleaning" Window. Now is the Time When a Good Trim of This Character Will Increase Business.

and ledges should be used to bring the different lines to the attention of customers. It is best to have a combined display of all the different lines in one place in the store if possible, as this brings better results than smaller and scattered showings. The window shown below may serve to supply an idea that may be altered to suit different localities. It explains itself.

It should be an easy matter to sell new lines that are calculated to make house cleaning drudgery less hard. There is always a keen rivalry obtaining in small centres, and a careful introducing

of some good powder or liquid or mop, should be fruitful in sales. All women, no matter what hard workers they be, are always glad to be sold something to give them a few more minutes of ease during a week. They all are seeking this, and if you prove to them that the quality of the cleansing will suffer in no wise through the quicker process of modern cleansing powders, then half of the fight has already been won. But be careful to have the customer feel that your interest in the matter is purely impersonal or else she may leave in annoyance and seek other stores for all her goods in the future.

Quality Held Customers Miles Away

Interesting Experience of Montreal Grocer Whose Butter and Eggs Were so Good That Customers Gone From His Vicinity Would Continue to Demand Them—Quality the Keynote in Arranging with Farmers—Other Instances.

Montreal, April 20.—When a customer moves from the vicinity of a particular grocer the latter naturally endeavors to retain that trade. When he learns of the proposed removal he doubtless suggests that the pleasant relationship of the past continue uninterrupted by the mere change of abode. But there are grocers in the other part of the town probably with goods of equal quality, and the customer's tendency is to trade near home. The housewife needs something in a hurry, and one of the nearby grocers is called upon and the wedge once entered completes the cleavage from the former grocer.

A Montreal retailer believes that he has found one way to prevent the old regard from passing to another dealer. His actual experience leads him to believe that his idea is worth remembering. For many years he has specialized in butter, eggs and bacon, particularly the former two commodities. Week after week he has watched the quality of his butter and tried to do likewise with eggs. He has made arrangements with farmers to pay them a good price to receive a good price in return. His customers practically depended upon him for their weekly supplies of butter and eggs.

Customers Came Back.

Then when one moved away they simply would not think of using any other kind of butter than that which they were accustomed to, and would rather continue with this grocer than try to find another just as suitable. The grocer was only too pleased to hold them in this way. Speaking of the results from this work he said recently: "There is one family who as regularly as Saturday comes receive their twelve pounds of butter. I send them eggs too, and coffee, but I have found that most of the other groceries are obtained from some store near their new home." That is one case and others of a similar nature could be cited to prove this grocer's point.

He Demanded Quality.

When he opened his store, he determined upon the policy of carrying good eggs, butter, bacon, coffee and tea. These were

goods that were sold every day to almost every home. Therefore, they would be in good demand. Hence it was essential that they should be of such a quality that customers would be pleased and satisfied. It was not an easy matter in the beginning. The making of arrangements with farmers whose goods proved the "fittest," the laying down of a strict law with them that everything must be fresh and good; this was one of the duties that at first required a great

deal of attention. When the source of supply was, however, well established the rest was plain sailing.

The Standard the Reason.

The point brought out here is worth while bearing in mind. The writer knows a number of other Canadian grocers who have experienced the same results. They will tell you that some of their customers are several miles away from their store. They used to live in the neighborhood but they moved away. How were they retained as customers. Generally by the means just related. Among the number recalled is one in Toronto. He has not only held customers but has secured new ones in outlying districts. The Montreal grocer referred to has many customers at a distance but of course does not make daily trips to them. That he still numbers them among his following is due, so he claims, to the manner in which he had educated them to the use of the butter, eggs, etc., with which he supplied them. The writer personally knows quite a number of grocers of whom the same can be said and the success they have attained is open to any other member of the trade who will make the same hard and fast rules as to quality and never deviate in the least.

One delivery of bad butter is remembered for months and customers who have been "pampered" frequently refuse to keep it. The grocer must carefully watch the stocks he receives. The point might be dealt with further to prove that this principle is not only valuable for holding present customers but others also when the parting of the ways seems imminent.

HOW B.C. ASSOCIATION GETS MEMBERS TO MEETINGS

Unique Method Hit Upon By Secretary—Ten Dollars Given Away—Price Cutting Before The Meeting — Cafe Proprietors Want to Buy at Wholesale Prices.

Vancouver, B.C., April 20.—R. D. Dinning, secretary of the Vancouver Retail Grocers' Association, has hit upon a unique plan to get many members out and get them out early. More than one association has found that the members are slow to come to the meetings and if they did come it was generally late before the business was started. Mr. Dinning proposed that the association put up \$10 each meeting night, this to be drawn for at 8.30 sharp. It had a wonderful effect and at the meeting on Tuesday evening, over thirty were drawing blanks for the money. There was nothing like it before. Some of the members, when the proposal was made, thought \$10 was quite an item, but they all agree now that it is worth the money to see so many turn out.

At this meeting several matters were discussed, among them being price cutting. This "luxury" is being indulged in by some of the members, who fall for the remark of the customer "that the article in question can be had cheaper elsewhere." Even at the regular prices, with competition as keen as it is, little

profit is made, yet some grocers sell at cost to hold a customer who gives no definite place where the cheaper price prevails. The departmental stores have prices for the bargain hunters, but one must go to the stores and pay cash, no deliveries being made even e.o.d.

The proprietors of the cafes in the city are organizing into an association, and one of their objects is to establish a sort of a co-operative association. They have approached the wholesalers in an endeavor to get supplies at wholesale rates, but were turned down. It is hinted that they may go to Seattle and buy there. The fact of the matter is the cafes now get goods at almost wholesale rates from the retailers. This is not so much to hold their trade as to enable the dealers to buy in large lots, getting the benefit of the price in such cases. With large orders from restaurants they can afford to buy larger than if they have to depend on the regular turnover of business. It will be pointed out to the association that they will save little by going to Seattle, besides taking business away from the city where they are located.

M

Mo
ing
tion
on M
electi
porta
co-op
recei
tion.
A
were
ment
has t
consi
the a
ative
The
elect
Boar
A. M
presi
real.
Mont
Toro
Mont
Reg
gener
woul
collec
under
by bu
socia
them
it wa
orgar
were
tende
to th
find
been

Dur
that
to ea
lectic
ation
that
permi
be ad

Opp
sions
the e
cient
mone
any
ment
no lit
which
seven
might
forwa
the
withc
and
share
mille
by ea

It
mone
placed
whole
lative
savin
were

Merchants Plan to Educate Consumer

R. M. A. in Montreal Decide to Get Out Pamphlets to be Sold to the Trade for Distribution re Purchasing From Mail Order Houses—Co-operative Bills Before the Footlights Again—Several Resolutions Passed.

Montreal, April 20.—The annual meeting of the Retail Merchants' Association of Canada was held in Montreal, on Monday, April 17th. Apart from the election of officers there was much important business carried through, the co-operative bills now before parliament receiving by no means the least attention.

A comprehensive list of resolutions were passed dealing with the most prominent subjects the Canadian retail trade has to meet. Some of these brought out considerable discussion but the bulk of the action was directed at the co-operative idea.

The officers for the coming year were elected and constitute the Dominion Board: P. J. Cote, president; Mayor A. M. Patterson, Brockville, 1st vice-president; Capt. W. V. Boivin, Montreal, 2nd vice-president; J. A. Beaudry, Montreal, treasurer; E. M. Trowern, Toronto, secretary; J. G. Watson, Montreal, auditor.

Regarding the co-operative bills the general objection raised was that they would permit irresponsible persons to collect funds from the working classes under promise that they would benefit by being members of a co-operative association, which would in return sell them merchandise at reduced rates, but it was alleged that the history of these organizations in England where they were looked upon as having Socialistic tendencies, was that failure often came to their doors and subscribers did not find out until too late that they had been duped.

During the discussion it was remarked that the two bills were supplementary to each other, one authorizing the collection of funds and the other the formation of the co-operative societies, but that either of them if adopted would permit the objectionable legislation to be adopted.

Reasons for Objections.

Opposition to the first bill which is sponsored by F. D. Monk, M.P., was to the effect that it provided for no efficient government inspection that the money invested might be invested in any manner the committee of management saw fit, and that there would be no limit to the number of such societies which might be formed. Also that any seven persons living in the Dominion might fill out a blank form and upon forwarding it to Ottawa may secure the right of incorporating themselves without any cost and thus begin a loan and savings company, limited. These shares are to be one dollar each and a million or more shares might be secured by each society if they so desired.

It was further explained that no money guarantee or deposit was to be placed with the government and that the whole scheme opened paths to speculative visions over the old established savings bank and loan companies which were conducted by experienced men.

The other bill was that introduced by W. M. Martin, M.P., Regina. At the convention it was shown that the first bill was for the purpose of getting money from the people and the second gave them authority to secure and invest money into operative societies, so as to manufacture and do a wholesale and retail business. Practically the same plan as in the first bill was provided for organization. The seven proprietors, it was said, could begin business the same way as in the first instance, could borrow money and with this money, together with what was secured from the sale of shares they would be able to manufacture or buy or sell at retail, grain, land, timber, paper, coal, cement, produce, paper, dry goods, hardware, jewelry, boots and shoes, etc. No restrictions were mentioned in the bill, one of the speakers stated, as to how the business should be conducted or how their business shall be inspected by the government.

The discussion was concluded by a resolution condemning both bills.

Some of the Resolutions.

Among the resolutions passed were the following:

"That this convention is strongly opposed to the System of Bribes or gifts for the purchase of goods or any other scheme or device which may be considered as an inducement for the public to buy goods, and that copy of this resolution be sent to all manufacturers and merchants who have adopted this system."

"That this convention wishes to express the opinion that it is in favor of the maintenance of prices on any article bearing a trade mark, and recommends that all retail merchants make a special effort to help the manufacturers who adopt this system."

"That this convention is strongly opposed to any system of publicity the nature of which it is to deceive the public, either on the quantity, the quality, or the value of the goods, or their make or any system whose object it is to have the public expect an advantage which is not existing."

To Get Out Pamphlet.

"That this convention wishes to express the opinion that the retail trade in general has much to suffer from dishonest competition from some stores doing business by mail, and we think the best means to reduce that competition would be to undertake a campaign of education amongst the public, and that in order to attain the object more economically and more surely, the Dominion officers have decided to get out a pamphlet mentioning the facts and arguments on the subject, and which can be bought by the merchants in the different cities and towns and distributed by them."

"That this convention again places itself on record and believes that it is unjust that the retail merchants should pay for the inspection of weights

and measures, as such inspection is made in order to protect the public. The Dominion Board have decided to take the necessary steps to have the law amended, so that the inspection of weights and measures be made at the expense of the public treasury."

"That this convention desires to express the opinion that provincial committees representing the Retail Merchants' Association of Canada, Inc., should work in conjunction with similar committees appointed by the Wholesale Merchants' Association, in the different lines of trade with a view to improve the commercial relations between the retailers and the wholesalers, and also with a view to determine the field of operations of each of these classes."

"That this convention desires to express the opinion that it would be more profitable to the trade and public in general if a committee of the Retail Merchants Association of Canada, Inc., was appointed in order to work with a similar committee appointed by the manufacturers and wholesalers of goods bearing a trade mark, with a view to take the necessary measures to have their prices maintained."

"That this convention desires to express the opinion that the Dominion Government employes should be forced to pay their creditors in the same way as the public in general, and that their salary be seizable according to the common law."

"That this convention desires to express our appreciation of the action of the minister of agriculture in making provision in the schedules to be used in taking the census of 1911 for a census of retail merchants and for the value of their real estate as this will assist our association in knowing how many retail merchants there are in Canada, and enable us to know the value of the real estate they occupy."

"That we desire to again express our appreciation of the amendment of the criminal law relating to combines, and which was recently placed upon the statute books by the Hon. L. Mackenzie King."

"That this convention in considering the proposals that are being made by some public bodies to secure a uniform half holiday and a uniform civic holiday throughout the various municipalities of Ontario, recommend that each Provincial Board of the Association secure the dates on which half holidays and civic holidays are now held and forward them to the secretary of the Canadian Manufacturers' Association so that they can give them to their travelers."

"That this board places itself upon record as being opposed to the giving of special privileges by manufacturers to any retail merchant who professes to do a jobbing trade, and does not do so, but who uses the privileges to undersell his competitor."

Members are Strong on Early Closing

One States at Association Meeting That Grocers Who Work Their Clerks Late are Not Respectable—Overcoming Department Store Aggressiveness—Six-for-a-Quarter System Once More Condemned.

Toronto, Apr. 20.—The members of the Toronto Grocers' Association showed themselves in favor of shorter hours and more holidays at their monthly meeting in the Temple Building on Monday night.

A. White spoke strongly in favor of both early closing and half holidays on Wednesday afternoons during the summer months, and made a plea to the association to make some effort to make it more general. Other members of the association also took the same stand, believing that employes in the grocery store should have shorter working hours. It was shown that in some neighborhoods while the majority were in favor of such a step, it was held back by one or two dealers who refused to fall in line. However, many of the dealers did not let that stop them, but closed anyway.

Mr. White suggested that this should be brought before the public through the newspapers or in some other manner, and believed that it would do a great deal of good. It was stated that in one district the dealers that did close sent out a pamphlet to their customers in which they explained they thought the clerks should have shorter hours, and asked the public to co-operate with them in the movement.

Six-for-a-Quarter Again.

The soap question came in for considerable discussion again, the cutting in price causing trouble in some districts, while in others dealers seem to be able to maintain the price at 5 cents straight. D. W. Clark and D. McLean stated that their customers never mentioned the cheaper prices.

Some stores were selling it as low as 6 for 25 cents, and one member declared that at present soap in the city was selling at three different prices. The opinion was expressed by several that there was the possibility of a change in price to the dealer, from hints that were passing around.

Price cutting in general came in for discussion, C. F. Thorne remarking that some dealers evidently tried to see how much lower than the other dealers they could sell, instead of attempting to get a fair profit.

Neglecting the Dealer.

Several of the dealers stated that they had considerable trouble in getting water in bottles and soft drinks with which to supply their customers' demand, and it was decided to suggest to the distributing company that they give more attention to supplying the retailer with their goods.

The department store question came up for ventilation, being introduced by Neil Carmichael.

"There is a problem," he said, "which the retail merchant will be called upon to contend against very soon, and that is the department store and mail order question. The growth of the departmental stores, especially within the past few years, has been very great, and some way must be found to combat them. The position of the retail trade could be strengthened by putting themselves before the people through good advertising—advertising that would divert the attention of the public from these stores to our own."

Other members of the association thought it would be a good thing, and something that would eventually have to be done, but it was pointed out that while all dealers would be benefited by this, it might be impossible to get them all to do their share financially in the work.

The association picnic last year was such a great success that the members this year are enthusiastic over the 1911 annual. Although not definitely decided, it is probable that the excursion will again be run to Cobourg, and on June 14. The printing committee appointed was B. Snow, D. McLean and R. Davies, while the Games Committee is composed of D. Bell, J. M. Cork, R. Mathews, D. W. Clark and F. Johnston.

Means and methods of extending the association so as to make it a more powerful organization were discussed. The names of five other grocers were proposed for membership.

Remarked on the Side.

"One man went out of business the other day in Toronto selling 6 for a quarter," said one member. "Let them all go," came from another.

"I was talking to a grocer from Winnipeg the other day, and from what he told me, groceries are being cut even worse there than here."

"In the grocery business if each individual merchant would stand pat on getting a fair price, we would not hear so much from customers of cheaper prices of certain goods at other stores."

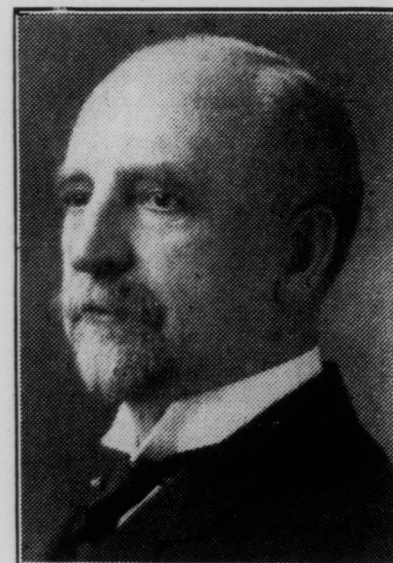
"I know a grocer on _____ Street who sells any biscuit he has, regardless of cost, at 16 cents a pound."

"A man who will keep his store open from 7 in the morning to 10 and 11 at night all the year round is not respectable; he is dishonest with his clerks."

T. A. LYTLE DEAD.

Vinegar, Pickle, etc., Manufacturer Passes Away Rather Suddenly.

Toronto, Apr. 20.—The report of the death of Thomas Alexander Lytle, founder of T. A. Lytle & Co., was received last week with much regret by all those who knew him. As a business man he has had a long career. He came from the north of Ireland to Canada in 1871 and entered the employ of William Wilson, vinegar manufacturer.



T. A. LYTLE,

Founder of the T. A. Lytle Company, Who Passed Away Suddenly Last Week.

About 28 years ago he founded the firm of T. A. Lytle & Co. He was president of Wilson, Lytle, Badgerow & Co., vinegar manufacturers, and president of the Westminster Publishing Co.

Mr. Lytle has also given much of his time to Toronto municipal affairs, having been a member of the Collegiate Institute School Board in 1903, and of the City Council in 1907 and 1908. His death, too, was quite sudden, as on the same day he had been to his place of business as usual.

Twetin & Stayner, general merchants, Outlook, Sask., dissolved, Twetin continuing.

The storehouse of Chas. Rishor, wholesale grocer, Peterboro, was damaged considerably by fire.

Albert Hebert, of Hudon, Hebert, Montreal, is in Europe, where he will spend four or five months.

A bill that the R.M.A. of Canada have been promoting for some time has just passed the House of Commons and is now law. It provides that throughout Canada the weight of a bag of potatoes is fixed at 80 lbs.

THE CANADIAN GROCER

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, P.E. Island and Newfoundland

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

OFFICES

CANADA—
MONTREAL Rooms 701-702, Eastern Town-
ship Bank Building. Telephone Main 1255
TORONTO 143-149 University Avenue
Telephone 7324 Main
WISNIPEG 511 Union Bank Building
Telephone 3726
W. E. Hopper
ST. JOHN, N.B.
UNITED STATES—
NEW YORK R. B. Huestis
115 Broadway, New York, N. Y.
Telephone 2282 Cortlandt
GREAT BRITAIN—
LONDON 88 Fleet Street, 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 PRICE OF TOMATOES.

Summing up the best information available at the moment it seems probable that in the natural order of things there will be a sharp advance in the prices of tomatoes soon. Quotations have risen rapidly in Florida, according to reports and a still higher market is looked for there.

The eastern provinces of Canada will be dependent upon the Florida product for some time to come, and accordingly, Florida prices will prevail upon these markets. Relief may be looked for, only in the ripening of the domestic product, which cannot take place for some little time, or in the sending in of supplies from other States of the Republic.

At first it was thought the tomato yield in Florida would be heavy. Unfavorable weather conditions, however, retarded its growth, and the gardeners declare that had transportation facilities ruined what little chance was left. Anyway, whether this be true or not, the reports coming from the Southern States all point to a higher market, and it might be well for grocers to consider the same.

COLLECT WINTER DEBTS.

Now that spring has become an established fact throughout the country, and housewives are turning with grim energy to the annual spring house cleaning, it might be well for the grocer to consider his business well and see if there are not some trade cobwebs he should clear out before starting out on new business.

The winter is the season when, generally speaking, the failings of customers are presented to the view of the dealer. Folks get out of work, expenses are heavier, and altogether it is harder for the average poor family to make "both

ends meet." Then out of the goodness of his heart the grocer extends credit to many. Not always is he repaid in like spirit, and more often is he cursed in secret.

Now is the time when these accounts should be swept from off the books. Business is taking on new life. Labor is in much greater demand, and more money is in circulation. The grocer should get some of it, where debts have been owing him all through the winter. He should get in communication with these customers, and have them know the time has come when they must pay up. If he doesn't do so they will be contracting new liabilities and will so feel the pressure of these that the old, debt owing the grocer is quite forgotten, or else considered out of the question.

HOUSECLEANING TIME.

This ought to be a good time for the dealer to take stock of all that he has, to compare the returns of the transactions of the winter season with those of the last, and calculate on a good, progressive campaign for the spring. Everybody else will be house-cleaning soon, and there is no reason why he should not.

If there is anything wrong with the business, now is the time to remedy it, or at least to attempt to do so. A policy that just naturally drifts on until relief is effected, is not one that can be commended to-day. This is an age of facts, and business was never so keen and hard as it is at this very moment.

Every department of every store should be investigated, and its sales compared with those of periods past, so that some average of progress may be struck. For that matter the process should be carried down into the investigation of individual lines, that the value of each may be ascertained.

SELLING POWER OF THE DEALER.

The report has been circulating in certain eastern sections of the United States that the price of coffee at the docks is multiplied three or four times before it reaches the consumer.

"The Saturday Evening Post," in commenting upon this editorially, quotes a "prominent retailer" as admitting this to be so and adding that the grocer simply had to secure a good profit on some lines if he wanted to remain in business, because the margin on such lines as sugar and soap had been cut so that securing a living from the handling of them was impossible to the average dealer.

Then the periodical wanted to know where the grocer would look to for profit did the coffee people fixed a low price

at which their goods must go to the consumer.

What WOULD happen? The grocer is going to make a living or else he will not stay in business. He is going to make that living selling groceries. And to carry the proposition forward, the groceries he is going to sell are those returning to him the most profit, those upon which he can rely and about which he knows the most.

A good dealer can carry a stock of his own selection, and sell it. That is he can deliberately choose quality lines of goods that are sure to return a good profit, and sell them while other lines of small-profit character or about which he knows very little, are hidden away under the counter, or the back of his shelves.

Practically every good grocer in the country is following this line of action to-day, because he must. Many others absolutely refuse to handle certain lines of consumer-advertised, standard, goods, simply because the margin of profit allowed is not worth the trouble of handling them. A grocer drops one line of goods when the profit drops and takes up and PUSHES another, on which the margin is greater. But, of course, he first assures himself of the quality of the article he is going to sell. That is what IS happening.

HOW CIRCULATION GROWS.

Probably there is no better way to calculate upon the growth of trade in any country than by delving into the circulation returns of its trade papers. When business is good, and the great trade machine runs smoothly and surely, the periodical press that goes to the men who deal with the people is the first to experience the good. Just now The Canadian Grocer desires to state that most excellent is the condition of Canadian trade, and we give the following figures to enable our readers to judge whether we have reason to so say or no.

During the first three months of this year exactly 404 new dealers subscribed to The Canadian Grocer. This is an increase of 257, or, roughly speaking, 275 per cent. over last year—a pretty good showing that, and pointing to the conclusion that there is energy behind the men who are entering the business field of this country.

The names don't come from any particular part of the country. They come from points as widely separated as Prince Edward Island in the east, and Vancouver and Prince Rupert in the west. Even Dawson, in far-off golden Yukon, is represented, and England has also sent along several names to swell the list.

In one week eleven new subscribers were added in Prince Rupert, in northern British Columbia. From still further north—Stewart, on the Portland canal, and a mining centre—there came three. Havana, Cuba, and Leeds and Birmingham, in England, each contributed. We add these to show how widely this paper is read, and how much the information it contains is relied upon.

Canada is surely prospering, as we have said, and The Canadian Grocer is proud to note its place in the ever-moving procession.

Figure Always from the Selling End

Series of Demonstrations to Answer Correspondent Who Contended That Profit Should be Figured on Capital Employed—The Sale of Baldwin Locomotive Compared with Transaction in Cake of Yeast—The Sale of the Horse—Clear Transaction in Tomatoes—Marks Difference Between Success and Failure.

By Henry Johnson, Jr.

Mr. Jamieson says that profit is defined as the gain arising from the employment of capital. He gets his authority from a dictionary. That dictionary would undoubtedly refer to engineers' "jumpers" as "overalls" but, as has been well said, no man who wears them calls them anything but "overalls," so probably the dictionaries will be reformed, in time:

As I stated last week, usance and custom take precedence over text books and dictionaries. This is not merely because "whatever is right," but because the usance or custom of to-day is likely to be an improvement on, because an evolution from, that of yesterday.

Gain on Employment of Capital.

However, it makes little difference, so long as we understand each other; but, as we have a complex problem, maybe we had better adopt the definition. Let us consider profit as the ultimate gain due to the employment of capital, and hold "margin" as the difference between cost and selling price in the daily transactions; but let it be carefully noted that the question of cost accounting does not enter into this discussion. Cost accounting is fundamentally important, but is "another story" altogether.

Now, the daily margin and the correct figuring thereof is the PROCESS, the means toward the end that the profit may be on the right side at the end of the year.

The net profit at inventory time must show itself after every proper deduction from gross profit has been made. There must be a deduction of all general and special expenses; interest; proprietor's salary; and reasonable depreciation on all equipment. What is left is all, under our definition, that can be called profit.

It is in order that we may not fall into errors which will cost us the ultimate profit that, in the PROCESS, we follow the plan of computing our daily margin on the SELLING PRICE and not on the COST.

Selling Baldwin Locomotives.

Mr. Jamieson's citation of the sale of a house recalls the plan under which I am told Baldwin locomotives are built and sold. A separate account is opened with each locomotive built. Every item entering into the building of the machine is charged against that machine. A pair of side bars comes from the shop with such and such charges against it, for material, time, etc., and that item goes onto the book. A steambox is handled the same way. So with eccentrics, and valves, and cylinders. When the engine is finished, all costs are add-

ed and 10 per cent. of the cost is added as profit. Then it is billed. Thus it frequently happens that sundry locomotives built to fill one order vary considerably in cost, and always they vary somewhat. But that is the way the business is handled.

Not for the Grocer.

That must be the right way for Baldwin, because it has proved satisfactory and profitable. But surely nobody would think of intimating that such a method could be applied to a grocery store. Try to think of such a thing in connection with the sale of a cake of yeast. Here is an article the first cost of which is, say, $1\frac{1}{4}c$. A child goes to the butter counter while you happen to be weighing butter, lays down the money and you hand her the yeast, which she puts into her purse unwrapped. On the Baldwin plan, she should pay you about $15\frac{1}{2}c$. Another customer telephones for a cake of yeast—maybe without another item, and has it charged on her bill. It may go in a wagon together with a lot of goods and orders going the same way, or it may go almost alone. The cost of that yeast to her should vary anywhere from $15c$ to $\$1.25$, depending on length of haul, weather, time, and a hundred other modifying circumstances and conditions. Obviously, the Baldwin method will not work in your store and mine; yet it is a good plan for Baldwin.

End-of-Week Transaction.

But to get back to the house. I assume that the entire problem is stated; that the house was not held for any length of time, or that, being held, it "earned its keep," and that there was no undue expense connected with its sale. If this is the correct interpretation, then this house transaction falls into the end-of-the-year class of transaction, because it is finished and cleaned up. Thus it is proper to state the profit as earned on the capital employed.

The Sale of the Horse.

Now we come to the sale of the horse. Mr. Jamieson says of the seller that "he has at no time, even theoretically, been entitled to the $\$75$;" but surely Mr. Jamieson has not thought carefully. If the seller is a man of standing, there would be nothing unusual for the broker to tell the buyer to pay the seller and get the horse; then afterwards the broker would collect his commission, brokerage or percentage, 33-1-3 per cent., from the seller. That is precisely what happens in many such deals, since the broker often brings buyer and seller

together, afterwards collecting his brokerage from the seller. Thus, so far as the buyer is concerned, the seller, not only "theoretically," but ACTUALLY, gets all the money.

Answers Own Argument.

But Mr. Jamieson, inconsistently enough from his standpoint, has furnished the answer to his own argument. He says the broker "puts through a transaction valued at $\$75.00$ " — in other words, the SALE of the horse—"on which investment, made by the new owner, he charges a commission of 33-1-3 per cent." Exactly. He gets his commission, brokerage, or gross margin, on the SELLING PRICE. Correct—absolutely. For, in handling, say, a can of tomatoes, the grocer is a broker, who collects the entire selling price from the buyer; and, if you will, charges his margin, brokerage, or commission, on the investment made by the new owner—the SELLING PRICE. For why should it be right for the broker to figure on the selling price and incorrect for the grocer-broker to do the same thing? If there is no exception taken to the broker when he figures his margin on the sale at $\$75$, shall any fault be found with the grocer, when he figures that, in selling the can of tomatoes, he computes his gross margin, say, on 10 cents? Why should the grocer figure on the 7 cents which the can cost him, let us say, in preference to the 10 cents at which the can is sold? I say he should mainly NOT figure on the 7 cents, because to do so is to invite financial disaster; and that seems sufficient reason to me.

A Sum in Arithmetic.

In the old arithmetic we found examples like the following: How much do I pay for $9\frac{3}{4}$ pounds of ham at 16 cents a pound? And the old way was to laboriously multiply this 16 by $9\frac{3}{4}$. But the up-to-date grocer rapidly figures in his mind: "Ten pounds $\$1.60$; less 4 cents, $\$1.56$," and he gets it in a second, by subtraction, instead of in a minute of laborious figuring, by multiplication. Now, if subtraction is readier with the accurate solution, why not use it instead of following the "rules"? The world moves.

When the country was new, merchants scattered and margins wide, it did not matter much which way a man did figure; but now it makes the difference between success and failure; and just as the old, dirty store will no longer prove profitable, so will the old way of figuring not win in these days of close, keen, margin-destroying competition, not to mention the devious ways of those

who pack goods in packages to deceive the grocer.

Year's Profit and Daily Margin.

The investment in stock to which Mr. Jamieson refers is purely an employment of capital, and it would be well here to indicate, for the sake of clearing up things, just how I differentiate between the end-of-the-year profit and the daily margins. After the inventory is taken and all deductions made, as above indicated, the net profit is divided by the capital-investment to ascertain the net gain made. Say I have \$10,000 invested in my business and, after all stated deductions, I find my net profit is \$2,400. I should say that my gain on capital-account was 24 per cent. It is only because such net profit is possible, and is made annually by the better class of grocers, that there is any justification for the investment of any capital whatever in the grocery business. Were it not for such profits, or if the profits were apt to be anything like as limited as on stocks and bonds, surely it were better to invest in stocks and bonds of the best and soundest issues, and let somebody else do the hard work. Then truly would we be simply "employing our capital."

To Find Net Margin.

The merchant of to-day finds first his gross returns on a transaction, or, in the case of the retail merchant, a series of transactions, and from that gross return, the known AVERAGE expense is deducted. What is left is net margin. Sugar pays a margin on the sale of, say, 7 per cent. The cost of doing business, on the average, is about 13 per cent. Thus, apparently, sugar does not pay its way. Thus also the wary grocer is ever watchful for items which pay more than enough to make a net profit and carry some of the unearned expense on the sugar, and flour, and cereal account. And it is just because the margin is so narrow and the hundreds of transactions have to be watched so vigilantly, that the wise merchant protects himself on every hand from the possibility of miscalculation; and gives himself the benefit of all the short cuts.

I think I am safe in assuring Mr. Jamieson, whose line of business I do not know, but should be pleased to know about, that this matter is one of much more than curious interest to the grocer; nor will any trite answer, like the old saw about two wrongs, quite clean up the account.

tract attention to the other goods displayed.

Getting Rid of Loafers.

Peterboro, Apr. 20.—A local dealer recently said: "I had been considerably troubled by loafers about the store, men who would come in, occupy the chairs, and lean against the counter and discuss all the problems of the day. Besides taking up a great deal of my time, I found that their presence was offensive to lady customers, so I decided to get rid of them. I began to gradually take the chairs away, keeping them behind the counter so I could offer one to any customer I wished. Those places which they used to lean against, I covered with displays, so that this was impossible. I found that without any place to lounge, they would not hang around, and I succeeded in getting rid of them without in any way offending them."

Information Clearing House.

Vancouver, B. C., Apr. 20.—"I find," said a grocer of this city, "that by working in unison with nearby grocers I can almost eliminate the bad debts which eat up a large share of the profits in many retail stores. We know each other's customers pretty well. Last week a lady, whom I knew had been dealing up the street, came in and said she would like to open an account with me. I gave her a few groceries and immediately made enquiries from this grocer about her credit. I learned that she had run a bill of over \$25 with him, and had come to me when he had asked for payment. She was, probably, going to repeat the same thing with me, but from the information I received I cut her off my list, saving myself. All the grocers around here operate on the same plan, so that poor-pays have considerable difficulty in getting credit."

Practical Methods in Retail Stores

London Merchant Believes in Ice Cream Parlor as a Business Magnet—Place and Value of Good Store Fixtures in Grocery Business—An Interesting Easter Window Display in Chatham—How Clerks in Department Stores are Taught to be Vigilant.

Believes in Ice Cream Parlor.

London, Ont., April 20. — Harry Coates, corner of Stanley street and Wharncliffe road, has the only grocery store in London with an ice cream parlor in connection. It was planned when the store was built a couple of years ago, and with equipment, cost about \$500. The soda fountain, furniture, and appointments generally are good.

Mr. Coates told The Grocer this week that the ice cream department would be continued this summer. He estimates that a sale of sixteen gallons of ice cream per week will mean a profit on this branch of the business. During last season the sale was more like ten gallons a week, and this could hardly be regarded profitable, except by taking into consideration the advertising value of bringing people into the store, especially non-customers.

In view of the absence of special advertising, and considering the time it takes people to find out that such an ice cream depot exists, better results may be looked for in future. South London has a population of 10,000, and the Coates grocery is the only one in a large area of the suburb.

Such a branch could not well be conducted if the store were to close early each evening, as the department is in

the rear and to the east of the main store. But, as is usually the case with stores in the residential sections, it is open fairly late in the evening. Obviously, too, the work requires additional help—in this case a young lady who is given occasional assistance by other clerks.

An Easter Window.

Chatham, Ont., Apr. 20.—A white hen and eight fluffy yellow chicks formed the central attraction of an Easter window display put on by Wm. Anderson. The hen and chickens occupied the foreground, being roofed in with poultry netting, the ends of the "run" being blocked with canned goods, a row of cans being also displayed along the very front of the run. In the background, on a level with the top of the run, were shown fresh vegetables, canned goods and flowers, of which last the Anderson grocery always makes a feature at the Easter season. Live things seem to exert a fascination over the mind, for there was scarcely a passer-by who didn't stop to watch the chickens scratching; and, though the latter had no significance so far as the grocery trade is concerned, being merely typical of the Easter season, they doubtless served to at-

Vegetable Display Stand Sells.

Toronto, Apr. 20.—John F. Holloway believes in the selling power of good store equipment. He thinks that special display fixtures should be used whenever and wherever possible, by a grocer. Following out his belief, he uses in one of his windows a vegetable display stand which he looks upon as possessing a definite value in selling goods. This stand is made of metal, and consists of three shelves, large, smaller and small, arranged so as to revolve about a central pillar.

Through this a supply of fresh cold water is forced, breaking above on a shield of metal, into a misty spray that spreads itself over the vegetables piled about on the shelves of the stand.

"The stand has a pleasing appearance when one looks in from the street," said Mr. Holloway, "and I have no doubt but that it sells goods for me. Anyway, it keeps my vegetables looking appetizing and fresh, and does not wet anything else in the window."

The Markets—Sugar Advances 10c.

Raws Grow Firmer Followed by Upward Move in Refined—Market Even at Advance Shows Considerable Strength—Demand is Not Large Just Now—Situation in Prunes Becomes More Acute—Dried Fruits are Firm — Opening of Navigation Expected to Bring Improvement in Grocery Trade — Syrups Advance in Winnipeg.

See also Provisions, Cereals and Fruit, Pages Following.

QUEBEC MARKETS

POINTERS:—

Sugar.—Advanced 10c.
Provisions.—Decline expected.
Dried Fruits.—Prices Firmer.

Montreal, Apr. 20th. — Sugar quotations were advanced ten cents on Tuesday of this week, and from later reports the new prices seem to have become general, as it was learned that they had been increased on the Halifax and other markets. While the raw market has exhibited signs of strength of late, the advance was somewhat of a surprise to the trade. The demand is fairly good, but offers no influence to the market. Refined, therefore, in the general opinion, simply acted in sympathy with the raw market. There is still quite an interim before the heavy demand for sugar will be felt, and with firm conditions in the primary market, consideration of the situation might not be amiss.

A wholesaler stated recently, in reviewing the dried fruit market, that prunes are practically double the price at which they were offered a year ago. Those sizes which the retailer could obtain for five cents a year ago are now worth ten, and in some cases the difference is said to be greater. In all lines of dried fruits the market is unusually strong. The demand is fair, and prices are not likely to suffer any diminution for some time to come.

With the opening of navigation, about the end of this month or perhaps a little earlier, business is expected to assume heavier proportions. It is claimed that buyers have been holding off with their orders to take advantage of water rates. Other jobbers admit a difference, but believe that it will not be very material. Whatever the value of the arguments on either side, the fact remains that there is generally a noticeable improvement in business after navigation opens and water routes begin to assume their regular schedules.

Easter trade was fair, and the past week, as the result of the previous demand, has been a little quieter. It is expected that for a short time business will be a little duller than has been experienced. The country roads are in the transitional state, and have not yet lost their water constituency until the wind and sun have been able to combine a little longer. The farmer, therefore, is content to wait until they are more favorable; the retailer is forced to do likewise. Hence the situation! On the whole, business has been good, and

even now no complaints are being heard.

It was reported here this week by one of the big jobbing houses that on June 1 puffed rice would be advanced 65 cents a case. They are now quoted at \$3.60, and the new price is said to be \$4.25 a case.

There has been a better demand for summer cereals of late, but it is light yet. Rolled oats and wheat are still supreme, and wholesalers say that they are never really ousted from their position among the trade.

Sugar.—The market soared ten cents on Tuesday, a movement that came more or less as a surprise to the local trade. The strength of the primary market was realized, but it was not anticipated that the advance would come at this time. There is a fair business passing, but on the whole trade in sugar has been limited and rather quiet.

Granulated, bags	4 68
" " "	4 74
" " "	4 45
" " "	4 45
Parts lump, boxes, 100 lbs.	5 50
" " " 50 lbs.	5 50
" " " 25 lbs.	5 50
Red Seal, in cartons, each	0 38
Crystal diamonds, bbls.	5 38
" " " 100 lb. boxes	5 48
" " " 50 lb.	5 50
" " " 25 lb.	5 70
" " " 8 lb. cartons, each	0 37 1/2
Crystal Diamond Dominos, 5-lb. cartons, each	0 37 1/2
Extra ground, bbls.	5 00
" " " 50-lb. boxes	5 18
" " " 25-lb. boxes	5 45
Powdered, bbls.	4 85
" " " 50-lb. boxes	5 00
Phoenix	4 60
Eight coffee	4 55
No. 1 yellow	4 35
No. 2 "	4 35
No. 1 " bags	4 20
Bbls. granulated and yellow may be had at 5c. above bag prices.	

Syrups and Molasses.—There is a good healthy demand for syrups of all kinds. Retailers are also asking for molasses, with special attention being given to the new crop. This market is being firmly held, with prospects pointing to steadiness for some time to come yet.

Molasses, to arrive, car load lots	0 25 1/2	20 1/2
Fancy Barbadoes molasses, puncheons	0 31	33
" " " barrels	0 34	36
" " " half-barrels	0 38	38
Choice Barbadoes molasses, puncheons	0 31	33
" " " barrels	0 34	36
" " " half-barrels	0 38	38
New Orleans	0 26	28
Anisette	0 20	
Porto Rice	0 48	
Corn syrup, bbls.	0 88	
" " " "	0 88	
" " " "	0 88	
" " " "	1 70	
" " " "	1 30	
Cases, 2-lb. tins, 2 doz. per case	2 25	
" " " " 1 doz.	2 80	
" " " " 1 doz.	2 80	
" " " " 1 doz.	2 45	

Dried Fruits. — A continuation of gradually diminishing stocks and prices gradually increasing, a condition that has obtained for some time now, is still the character of the market. Demand is fairly good, especially considering the existing market conditions. Prunes have certainly fulfilled all the expectations that were entertained regarding them

when the season opened. The price to the retailer is now easily double that which was quoted to them a year ago. Some say that it is even more than that, but in any case the difference is considerable. The retailer with a good stock of evaporated apples just now is indeed fortunate, and so is the wholesaler. It was pointed out in these columns last fall, when prices began to pass the seven cent mark, that with apples a light crop, evaps. looked promising, and so have they proved.

Evaporated apricots	0 18	0 21
Evaporated apples	0 13 1/2	0 15 1/2
Evaporated peaches	0 11 1/2	0 12 1/2
Currants, fine filletas, per lb., not cleaned	0 08 1/2	0 07 1/2
" " " cleaned	0 08 1/2	0 09
" " " Patras, per lb.	0 08 1/2	0 09
" " " Yostimas, per lb.	0 08 1/2	0 10
Dates	0 05	0 06
Figs	0 11	0 11
Figs, 3 crown	0 08	0 08 1/2
Figs, 4 crown	0 09	0 09 1/2
" 5 crown	0 10	0 11
Figs, 6 crown	0 11	0 12
" 9 crown	0 13	0 14

Prunes	0 14	0 16
30-40	0 14	0 15
40-50	0 12 1/2	0 14
50-60	0 13	0 14 1/2
60-70	0 12 1/2	0 13
70-80	0 10	0 12 1/2
80-90	0 09 1/2	0 12
90-100	0 09 1/2	0 12
100 and over	0 09	0 10
Bosnia prunes	0 11	0 12 1/2

Raisins	0 08	0 08
Choice seeded raisins	0 08 1/2	0 09
" fancy seeded, 1-lb. pkgs.	0 07 1/2	0 08
" loose muscatels, 2-crown, per lb.	0 07 1/2	0 08
" " " 4-crown, per lb.	0 07 1/2	0 08
Select raisins, 7-lb. box, per box	3 40	5 50
Malaga table raisins, clusters, per box	0 07	0 07 1/2
Valencia, fine off stalk, per lb.	0 08	0 08 1/2
" select, per lb.	0 08	0 08 1/2
" 4-crown layers, per lb.	0 08	0 09

Teas. — From the standpoint of the wholesale grocer teas show little or no change. Demand is general, and fairly generous. The strength that has been existing for some time still holds and the market is in a rather healthy condition.

Japans	0 40	0 40
Choicest	0 35	0 37
Choice	0 30	0 35
Fine	0 25	0 30
Medium	0 20	0 25
Good common	0 17	0 21
Common	0 17	0 21
Ceylon—Broken Orange Pekoe	0 21	0 20
" " " "	0 20	0 20
" " " "	0 20	0 20
India—Pekoe Souchong	0 19	0 20
" " " "	0 19	0 20
Ceylon greens—Young Hysons	0 24	0 25
" " " "	0 24	0 25
" " " "	0 24	0 25
China greens—Fingertey gunpowder, low grade	0 18	0 18
" " " "	0 20	0 20
" " " "	0 20	0 20
" " " "	0 20	0 20

Spices.—Spices are holding their former prices and conditions indicate continued strength in the majority of cases. There is a passing demand at present, but on the whole, rather uneventful.

Allspice	Per lb 0 13	0 18	Ginger, whole	0 20	0 30
Cinnamon, whole	0 15	0 18	" " "	0 17	0 20
" " " "	0 15	0 19	Mace	0 30	0 75
Cloves, whole	0 23	0 35	Nutmegs	0 30	0 60
" " " "	0 21	0 35	Peppers, black	0 15	0 18
Cream of tartar	0 25	0 32	Peppers, white	0 20	0 25

Rice and Tapioca.—There is a fair demand for both rice and tapioca, with market conditions showing but little change from those that were apparent last week.

THE CANADIAN GROCER

Table listing various rice and sugar items with prices. Includes 'Rice, grade B, bags, 50 pounds' and 'Brown sugar'.

Nuts—The week has not brought any decided change in this market. The opinion has been expressed here that, owing to new, growing crops being hurt by frosts, nuts are not likely to be much easier.

Table listing various nut products including almonds, cashews, and peanuts with prices per pound.

CANNED GOODS

MONTREAL.—The market is now practically stripped of blueberries. There are no doubt some stocks left here and there, but they are believed to be very light.

Table listing various canned goods such as apples, peaches, and pears with prices per gallon.

Table listing various salmon and seafood products with prices per dozen.

Table listing various meat products including corned beef, ham, and sausage with prices per pound.

TORONTO—Canned vegetable trade is by no means large but a steady trade on a hand to mouth basis is being done. Dealers are not making the efforts to push sales that they would if they feared there might be a possibility of being left at the end of the season with surplus stocks on hand.

VEGETABLES

Table listing various vegetables with prices per dozen and per group.

FRUITS

Table listing various fruits such as apples, blueberries, and peaches with prices per gallon.

ONTARIO MARKETS

POINTERS— Sugar—Advanced 10 cents. Prunes—Up 1 cent.

Toronto, Apr. 20.—Sugar advanced 10 cents per cwt. on Tuesday of this week bringing Toronto quotations up to \$4.70. This advance took place suddenly but was not altogether unexpected as it was believed that an upward movement would take place when refiners again went into the market to make purchases.

Prunes have taken another step upward, quotations being advanced 1 cent per pound. Stocks on hand are decidedly small and retailers have little choice of sizes.

A report of the growing crops in California says, "Apricot crop will be considerably less than last year, the production varying in different districts. Prospects for peaches in most districts are good but there are indications of a somewhat smaller crop.

Trade is inclined to be quiet this week being of a sorting nature, dealers having purchased larger supplies before Easter so that they do not need to make any large purchases this week.

Beans on account of slackness in trade showed an easier feeling last week but have again stiffened up in price.

Sugar—Sugar prices advanced 10 cents per cwt. on Tuesday of this week. This upward movement was a surprise because it came suddenly but was not at all unexpected, for as pointed out before, holders have the situation pretty well in hand and the upward movement was expected when refiners had to again make purchases.

THE CANADIAN GROCER

gested that possibly 400,000 tons Javass may also be shipped to the United States; but with Europe considerably above Cubas, the Cuban holders seem to have control. Locally trade is only normal at present.

Extra granulated, bags	4 70
" " 50 lb. bags	4 60
Imperial granulated	4 60
Beaver granulated	4 30
Yellow, bags	4 30
Barrels of granulated and yellow will be furnished at 5 cents above bag prices.	
Extra ground, bris.	5 10
" " 50-lb. boxes	5 30
" " 25-lb. boxes	5 40
Powdered, bris.	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	6 90
" " in 50-lb. "	6 70
" " in 25-lb. "	6 70

Syrups and Molasses—Syrup sales in both corn and maple continue quite satisfactory to dealers. The arrival of pure maple is not overly large and is finding a good demand. Molasses continue quiet and prices unchanged.

Syrup—	Per case	Maple Syrup—	
1 lb. tins, 2 doz.	2 25	Gallons, 5 to case	4 80
" " in case	2 25	" " 12 "	6 40
5 lb. tins, 1 doz.	2 60	Quarts, 24 "	6 40
" " in case	2 60	Pints, 24 "	5 00
10 lb. tins, 1 doz.	2 50	Molasses—	
" " in case	2 50	New Orleans,	
20 lb. tins, 1 doz.	2 45	medium	0 30 0 35
" " in case	2 45	New Orleans,	
Barrels, per lb.	0 08	bbis.	0 28 32
Half barrels, lb.	0 08	Barbadoes, extra	
Quarter "	0 08	fancy	0 45
Falls, 25 lbs. ea.	1 70	Porto Rico	0 45 0 52
" " "	1 70	Muscovado	0 30

Dried Fruits—Further advances in the price of prunes will not come as a surprise to dealers who have been watching the market at all. Several months ago the scarcity was noticeable and the situation has steadily been growing more acute. The further advance of 1 cent., bringing 90-100s up to 11½, was only what could be expected. Stocks on this market are decidedly scarce and one wholesale house is said to have only a few boxes left, while all agree that their stocks are extremely small. It has arrived at a stage where the retailer has no choice as to size, as those houses which are fortunate to have some left yet can offer only a couple of sizes. The scarcity is particularly noticeable in the small and medium sizes. The high price and scarcity in this line which generally enjoys such a large trade has put a still firmer tone on those lines which are called on to take their place such as apricots, peaches and figs. A firmer feeling is noticeable in Hallowees dates but the trade in this line just now is not large.

Prunes—				
30 to 40, in 25-lb. boxes	0 15			
40 to 50 " "	0 15			
50 to 60 " "	0 14			
60 to 70 " "	0 13			
70 to 80 " "	0 13			
80 to 90 " "	0 12			
90 to 100 " "	0 12			
Same fruit in 50-lb. boxes ½ cent less.				
Apricots—				
Standard	0 16	0 16		
Choice, 25 lb boxes	0 16	0 17		
Fancy	0 19	0 25		
Candied Peels—				
Lemon	0 09	0 11	Citron	0 15 0 17
Orange	0 10	0 12		
Figs—				
Elems, per lb.	2 1/2	"	0 11 0 12	
1 1/2 inches	0 08	0 10	"	0 11 0 12
1 "	0 08	0 10	Umbrella boxes	0 12 0 14
2 1/2 "	0 09	0 12		
Tapioca, "	0 04	0 04		
Bag figs	0 04	0 06		
Dried peaches	0 10	0 10		
Dried apples	0 09	0 09		
Currants—				
Fine Filletas	0 07	0 08	Vostizsas	0 10 0 12
Patras	0 08	0 08		
Uncleaned to less				

Raisins—			
Sultana	0 10	0 12	
" fancy	0 11	0 13	
" extra fancy	0 14	0 16	
Valencias selected	0 08	0 08	
Seeded, 1 lb packets, fancy	0 08	0 09	
" 16 oz. packets, choice	0 07	0 08	
" 12 oz. "	0 07	0 07	
Dates—			
Hallowees—			
Full boxes	0 05	0 05	
Sairs			0 04
Package dates,			
per 1 lb.	0 06	0 06	
Fards choicest	0 10	0 10	

Tea.—One dealer in speaking of the tea situation remarked that the world's consumption of tea is steadily on the increase, and especially is this so in the kinds that are the most largely used in this country. With no increase in production and a decrease in some cases, lower values in tea could hardly be looked for. Thompson's tea circular for week ending March 30 says:

"Sales have about met the trade's requirements, although among Indian teas there was some slackness noticeable in the bidding for red stalky teas below 9d. which in some cases were neglected and failing to realize valuations, withdrawn. The market for the more desirable kinds however closes strong. Ceylon teas sustained a good demand for the better kinds, with the same irregularity noticeable in lower grades as among Indian teas."

Coffee.—A steady trade continues in coffee on this market with prices showing no further change. A recent coffee report says: "Statistically speaking, coffee is in a very strong position. The total receipts of Rio and Santos coffees from July 4, 1910, to April 1, 1911, are 9,858,000 bags against 13,987,000 bags same time last year. From what source is this deficiency to be made good? The new crop is not large enough at its highest estimate to supply the yearly demand for Brazil coffee, and the outlook for the crop to blossom next September is far from encouraging. From a purely technical point of view, therefore, the market in the face of decreasing visible and invisible supplies shows more strength than it did before."

Rio, roasted	0 18	0 20	Mocha, roasted	0 25	0 28
Green Rio	0 11	0 16	Java, roasted	0 27	0 32
Santos, roasted	0 21	0 22	Mexican	0 27	0 25
Maricaoibo, "	0 22	0 24	Gautemallo	0 22	0 24
Bogotas	0 23	0 25	Jamaica	0 20	0 22
			Chicory	0 12	

Spices.—For the season of the year, dealers consider the volume of business in spices satisfactory. Prices show no change. The primary pepper market is strong while both cloves and mace continue firm.

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
Cream tartar	0 25	0 25	0 28	0 90	0 90
Curry powder			0 25		
Ginger	0 22	0 24	0 26	0 80	0 80
Mace			0 80		2 75
Nutmegs			0 30	1 90	2 00
Pepper, black	0 15	0 16	0 17	0 75	0 90
Pepper, white	0 24	0 25	0 26	1 00	1 10
Pastyspice	0 23	0 24	0 25	0 80	0 90
Pickling spice	0 15	0 16	0 18	0 75	0 75
Turnerice			0 15		
Mustard seed, per lb. in bulk					0 12
Celery seed, per lb. in bulk					30

Nuts.—The amount of business in nuts is small. Retailers apparently have not got over the habit of allowing the nut trade to take care of itself. It is pointed out that this is a good time to push

the sales of Brazil nuts as the new crop is just coming on the market. Prices are ruling high at 19 cents.

Almonds, Formigetta	0 15	0 15
" Tarragona	0 16	
" shelled	0 35	0 38
Walnuts, Grenoble	0 15	0 16
" Bordeaux	0 14	
" Marbots	0 15	
" shelled	0 39	0 40
Filberts	0 12	0 13
Pecans	0 18	0 24
Brazils (new crop)	0 19	
Peanuts, roasted	0 09	0 12

Rice and Tapioca.—A normal amount of business is being done, mostly in small quantities. There are no particular features to the market just now.

Standard B. from mills, 500 lbs. or over, f.o.b. Montreal	3 00	
Per lb.		
Rice, stand B.	0 03	0 03
Manoon	0 03	0 03
Patna	0 05	0 06
Japan	0 04	0 06
Java	0 06	0 07
Carolina	0 10	0 11
Sago, medimm brown	0 05	0 06
Tapioca—		
Bullet, double goat	0 08	
Medium pearl	0 05	0 08
Flake	0 08	
Seed	0 05	0 08

Beans.—The easiness in beans last week was not of long duration and has again recovered. A temporary lull in demand is said to be the cause of last week's easiness. The firmer feeling this week is especially noticeable in the best quality.

Prim beans, per bushel	1 90	2 00
Hand picked beans per bushel	2 05	2 15

Evaporated Apples.—It was pointed out in these columns last fall that conditions in "Evaps" looked promising for higher prices. The dealer who took the hint should congratulate himself, as prices continue high while stocks are almost unobtainable.

Evaporated apples	0 14	0 15
-------------------	------	------

MANITOBA MARKETS

Pointers.

- Sugar—Firm.
- Muscatel Raisins—Advancing.
- Syrup—Advanced.

Winnipeg, April 20.—Trade during the week has been handicapped considerably on account of the condition of the roads and of the holiday season. A transition period, from winter into spring, is now in progress and with the warm weather that has been prevailing during the last week the country roads in many parts of the newer districts have become almost untraversable, and except where railroad traveling was available little business was done. In conjunction with this the arrival of Easter has also had some effect on the volume of orders turned in. Practically all the travelers who were in easy reach of Winnipeg, or other large cities throughout the West, went in for the week end. The heavy rains and snowfall which prevailed for three days almost over the entire west has as yet had no effect on the trade. It might be detrimental to the roads, but it has nevertheless put the land in excellent condition for the seed, and consequently farmers in many districts which were badly in need of moisture are feeling more enthusiastic than ever regarding the prospects of the new crop.

As was mentioned above, a general falling off in all lines of the trade is noticed, yet predictions by the wholesalers are that with the arrival of the rain before seeding, the orders from country points will be almost doubled. Sugar continues to be in active demand and is

THE CANADIAN GROCER

holding steady. Muscatel raisins are getting scarce and advancing, while syrup has advanced. Spring goods such as brooms, washing soda, cleansing powders of all descriptions, etc., are now being asked for in large quantities, as spring cleaning is expected to be general throughout the West before long.

Sugar.—Prices remain steady on the local market with a fairly active trade. No large stocks are being laid in at present by retailers as many are waiting till the opening of navigation on the chance that a reduction will take place. Wholesalers, on the other hand, as stated last week, still predict that the change will be upwards rather than downwards from the present outlook.

Montreal and B.C. granulated, in bbls.	5 25
" " " in sacks.	4 50
" " yellow, in bbls.	4 85
" " " in sacks.	4 80
Icing sugar, in bbls.	5 85
" " " in boxes.	6 05
" " " in small quantities.	6 10
Powdered sugar, in bbls.	5 65
" " " in boxes.	5 85
" " " in small quantities.	6 20
Lump, hard, in bbls.	6 15
" " " in 4-bbls.	6 25
" " " in 100-lb. cases.	6 15

Dried Fruits.—Muscatel raisins were the dark horse this week in the dried fruit market. Stocks of these raisins are becoming very low with the result that prices are advancing, and many are claiming that they will soon be as scarce as prunes. This is the direct result of stock-taking which showed supplies to be lower than was anticipated. Apricots and prunes are still at last week's advance, but it is expected that a further advance will be seen before the month is out. All other lines are strong and no reduction of any description is on the horizon.

Smyna Sultana raisins, uncleaned, per lb.	0 12½
" " cleaned, per lb.	0 13½
California raisins, choice seeded in ½-lb. packages per package.	0 07½
" " fancy seeded, in ½-lb. packages per package.	0 07½
" " choice seeded in 1-lb. packages per package.	0 08½
" " fancy seeded in 1-lb. packages per package.	0 09½
Raisins, 3 crown muscatels, per lb.	0 07½
" " " in 4-bbls.	0 07½
Prunes—	
25 lb. bx, 90-100, lb.	0 11
" " 80-90 " " " "	0 13½
" " 70-80 " " " "	0 14
" " 60-70 " " " "	0 14½
Prunes, 50-80 " " " "	0 14
Prunes, 40-50, lb.	0 14½
Silver prunes, ac. to quality.	0 11½ 0 14½
Currants uncleaned, loose pack, per lb.	0 07½
" " dry, cleaned, Filistras, per lb.	0 08½
" " wet, cleaned, per lb.	0 08½
" " Filistras, in 1-lb. pkg. dry, cleaned, per lb.	0 08½
Pears, per lb.	0 16½
Peaches, stand-ard, per lb.	0 09 3/5
Peaches, choice.	0 10
Apricots, stand-ard, per lb.	0 16
Apricots, choice per lb.	0 16½
Plums, pitted, lb.	0 12
Nectarines, lb.	0 12
Dates, per lb.	0 05½
Hallows, bulk	0 05½
Dates, packages 30 in case.	0 06½
Peel, lb., lemon	0 10
" " orange	0 10½
" " citron.	0 14½

Syrup and Molasses.—A general advance of five cents per case has taken place in syrup, as was expected last week. There is still a good demand for corn syrup for use in the many construction camps of all descriptions, and fairly heavy stocks are held at present. New molasses and maple syrup have not as yet found their way to the western markets but it is expected that they will in the near future. It is not expected, however, that it will have much effect on present prices.

Syrups—	
24 2-lb. tins, per case.	1 98
12 5-lb. tins, per case.	2 38
6 10-lb. tins, per case.	2 26
3 20-lb. tins, per case.	2 27
Half bbls., per lb.	0 08½
Barbadoes molasses in ½ bbls., per gal.	50
New Orleans molasses, ½ bbls., per gal.	0 36

NEW BRUNSWICK.

St. John, April 20.—Sugar advanced 10 cents this week again. Eggs were

a trifle higher than last week, henery eggs being quoted at 22c. and case eggs at 20c.

Beans, hand picked, bus.	2 10	2 15
Beans, yellow eye, bus.	2 45	2 50
Cheese, old, lb.	0 14½	0 15
Currants, lb.	0 08½	0 08½
Canned goods—		
Peas, No. 4.	1 20	
" " No. 3.	1 27½	
" " No. 2.	1 32½	
" " No. 1.	1 80	
Peaches, 2½ dozen.	1 95	2 00
Peaches, 3½ dozen.	3 00	3 05
Raspberries, dozen.	1 85	1 99
Tomatoes.	1 35	1 40
Strawberries.	1 85	1 90
Flour, Manitoba	6 15	6 20
" " Ontario.	5 00	6 20
Fish—		
Cod, dry.	6 60	6 75
Herring, salt, bbls.	5 25	
Blotter, box.	0 85	0 90
Cornmeal, gran.	4 65	4 75
Cornmeal, bags.	1 30	1 35
" " bbls.	2 75	2 80
Oatmeal, bbls.	4 85	4 90
Std. oatmeal.	5 35	5 40
Rolled oatmeal	4 85	4 90
Buck wheat, west. grey, bag	2 65	2 70
Cal. raisins, seed- ed.	0 08½	0 09
Prunes, lb.	0 05	0 13
Molasses, for Barbados, gal.	0 27	0 28
Butter, dairy, lb.	0 20	0 22
Butter, cream-ery, lb.	0 22	0 24
Eggs, new laid	0 22	0 24
Eggs, case.	0 20	0 20
Ham.	0 16	0 18
Potatoes, new, bbl.	2 00	2 25
Rice, lb.	0 03½	0 03½
Lard, compound lb.	0 11½	0 11½
Lard, pure, lb.	0 12	0 12½
Bacon.	0 16	0 20
Pork, domestic mess.	22 50	23 00
Pork, American clear.	20 50	22 25
Salmon, case—		
Red spring.	7 00	7 50
Cohoos.	6 50	6 75
Baked beans, dozen.	1 15	1 25
Lemons, Mess-ina, per box.	3 00	3 25
Sugar—		
Standard gran.	4 75	4 89
Austrian.	4 65	4 71
Bright yellow.	4 55	4 60
No. 1 yellow.	4 25	4 30
Paris lumps.	5 50	5 60

BRITISH COLUMBIA.

Vancouver, B.C., April 20.—Fifteen carloads of potatoes are being brought from Ontario to supply the market here. This necessary article is still scarce. Prices can hardly be quoted, as they are already high.

Tomatoes from Mexico are in fair quantities. They are about the same in quality and price with the tomato from Florida. Owing to their proximity to the California market they are displacing the Florida grown.

INFORMATION FOR BUYERS.

Supplied to the Trade by Sellers.

The St. Vincent Arrowroot Growers and Exporters Association, St. Vincent, B.W.I., have made preparations for the extension of the sale of St. Vincent arrowroot in Canada. That the association has an article of a high reputation to offer is beyond contradiction and there is no question that the sales will rapidly increase in this country. As will be seen by the advertisement in this issue samples and information will be forwarded on requests being made to the secretary. Dealers who are first to get behind St. Vincent arrowroot will reap the greatest benefits from stocking it and extending its sale. Representations were made last year to the Royal Commission on Trade Relations between Canada and the West Indies to have the existing duty on arrowroot imported into Canada removed. This was particularly urged, since it was claimed by St. Vincent that it practically controlled the entire production of this article. Should this duty be removed, as seems probable St. Vincent arrowroot will command much greater attention on the Canadian market.

The Toronto office of the Quaker Oats Co. have a splendid photograph of some of the teams and drays that assisted in unloading 10 carloads of Quaker Oats sold to Toronto wholesalers on Monday, April 10. The teams are lined up alongside the pavement from one street to another and present an appearance of prominence equalled only by the goods they manufacture.

In their palmiest days, the premises

now occupied by the Halifax Cold Storage Co., Halifax, N.S., never presented such a scene of activity as now in evidence daily. All the wharves are occupied by Lunenburg bankers on their first baiting. Among the recent arrivals the recently launched schooner Doris M. Myra has been the subject of much favorable comment, and is well worth seeing by those interested in the operations of Nova Scotia ship builders. Besides the fleet of splendid 99 ton schooners and the hourly changing, arrival and departure of gasoliners and sailing craft of all sizes, at Boutillier's wharf, the refrigerating plant, ice houses, bait stores, smoke houses and up-to-date equipment, were viewed by a group of our legislators last week, with great interest.

EARLY CLOSING IN OTTAWA.

Grocers Say It is Stronger Than Ever—New Officers Elected.

Ottawa, Apr. 20.—The following officers were elected at the last meeting of the Ottawa Retail Grocers' Association:—President, A. G. Johnson (accl.); 1st vice-president, F. W. Forde; 2nd vice-president, F. Fowler; treasurer, Duncan Bell (accl.); secretary, T. W. Collins (accl.); executive, H. C. Ellis, Wm. York, Wm. Mitchell, C. B. McLean, J. Bambrick, auditors, W. J. Eastcott, A. P. Johnson.

The president ran over the work of the year. In regard to the early closing by-law, he thought they were stronger than ever. Referring, however, to a grievance of the fruiterers as to the classification of tomatoes and celery and the enforcement of the by-law Mr. Johnson made an interesting observation. He had seen Chief Ross about these matters and the latter had told him he had more trouble with these early closing by-laws than any other, and wished they were done away with.

The treasurer reported that there was a sum in the treasury of about \$500.

Several matters were discussed including the securing of permanent quarters for the association.

OPPOSITION FOR MR. MAXWELL.

R. M. A. to Have Speakers Oppose Him on His Co-operative Society Tour.

Montreal, April 20.—W. Maxwell, of Rothesay, Scotland, has arrived in Canada, and in a series of lectures will promote the co-operative society idea. He is president of the International Co-Operative Alliance which in the Old Country is reported to be strong. The Retail Merchants Association of Canada have arranged to have speakers reply in opposition to his campaign and would like the merchants in any town in which a Maxwell lecture may be held to notify the board. Also to forward advance information of when any of his lectures are to take place. It is believed that this Old Country co-operative concern are looking for a market for the goods they manufacture. It is claimed they have shipped considerably to Australia.

FOR SALE.

TENDERS will be received by undersigned up to Thursday, May 4, for grocery stock and fixtures of R. C. Fraser Estate, amounting approximately to \$1,500. Store can be leased at low rental; location is one of best in city. W. C. LILLIE, Assgnee, Fort William, Ont.



THE CLEANING QUESTION

is the one uppermost in your customer's mind at the present moment. Why not assist her at the time she needs your assistance?

SOCLEAN

The Dustless Sweeping Compound, will allow her to get the spring cleaning over early, and will greatly increase your profits.

BUY FROM YOUR WHOLESALE OR DIRECT

SOCLEAN LIMITED, 444 KING ST. W., TORONTO

Grocery Profit Insurance

¶ You can get Insurance against many losses, but none to prevent loss of profits.

¶ The best profit insurance is a stock of salable goods; most of the losses result from "dead stock."

¶ **HEINZ PURE FOOD PRODUCTS** are the kind of goods that are "Safe to Buy" and "Safe to Sell," because always salable.

¶ The 57 Varieties are every one guaranteed Pure and guaranteed to please, or money back. You take no chances when stocked with reliable brands that are advertised and backed by their makers.

H. J. HEINZ COMPANY

New York Pittsburgh Chicago London

CUSTOM HOUSE SALE

The subscribers are instructed by R. S. White, Esq., Collector of Customs for the Port of Montreal, to sell at Public Auction, at the Examining Warehouse, 65 Common St., on Monday, April 24th, 1911, and following days, the following goods as per catalogue, and contained in the above premises:

1. DUTY PAID GOODS TO DECEMBER 31st, 1910.
2. COLLECTORS' ORDERS TO DECEMBER 31st, 1910.
3. GOODS FROM STORE.
4. EXPRESS UNCLAIMED GOODS TO DECEMBER 31st, 1910.
5. FREIGHT UNCLAIMED GOODS TO DECEMBER 31st, 1910.
6. GOODS OVER FIVE YEARS IN BOND.
7. SEIZURES.

TERMS—Cash. A deposit of 10 per cent. will be required on the adjudication of each lot.

Sale at 10 o'clock a.m.

MARCOTTE FRERES, Auctioneers,
Montreal.

Canned Fruits

We have a particularly good line of Canned Fruits on hand, and as the extra demand is now starting it might be worth while that you stock up a bit for the wants of your customers during the next three months when the home preserve supply is rapidly becoming exhausted and the apple barrel is empty.

APPLES, THAMES BRAND,	- - -	3s	\$1.20
PEACHES, MONARCH BRAND,	- - -	2s	1.90
PINEAPPLES, HAWAIIAN BRAND,	- - -	2s	2.40
" " "	- - -	2 1/2s	2.95
" MONARCH	" Sliced,	- 2s	1.50
" " "	" Whole,	- 2s	1.50
" " "	" Chunks,	- 1s	1.00
" MORTON'S	" Whole,	- 2 1/2s	2.65
PLUMS, MONARCH, GREEN GAGE,	- - -	2s	1.37 1/2
" " LOMBARD,	- - -	2s	.97 1/2
PEARS, " BARTLETT,	- - -	2s	1.80
" QUAKER,	- - -	2s	1.80
RASPBERRIES, QUAKER, RED H.S.,	- - -	2s	1.80
" MONARCH,	- - -	2s	1.80
STRAWBERRIES, " H.S.,	- - -	2s	1.80
" QUAKER, H.S.,	- - -	2s	1.80
" NAPANEE, Preserved,	- - -	2s	1.77 1/2

Gallon Goods

APPLES, VINELAND BRAND,	- - -	\$3.25
BLUEBERRIES, MEAFORD, In light Syrup	- - -	4.00

Dried Fruits

EVAPORATED APPLES, Choice,	- - -	14c.
COMADRE FIGS, Taps,	- - -	3 3/4c.
NATURAL " Bags,	- - -	3 3/4c.
PEACHES, Standard,	- - - 50s	8 1/2c.
" Choice,	- - - 50s	9 1/4c.
" " "	- - - 25s	9 3/4c.
APRICOTS, Choice,	- - - 25s	16c.
" BLENHEIM, Fancy,	- - - 25s	18c.

H. P. ECKARDT & CO.

WHOLESALE GROCERS

Corner Front and Scott Streets,

TORONTO

Manufacturers, Manufacturers' Agents, Brokers, Etc.

BRITISH COLUMBIA DIRECTORY

W. A. JAMESON COFFEE CO.

Importers and Roasters of High Grade Coffees.

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.

The Condensed Ads. in this
Paper will bring good results

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."

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 140 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.

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.

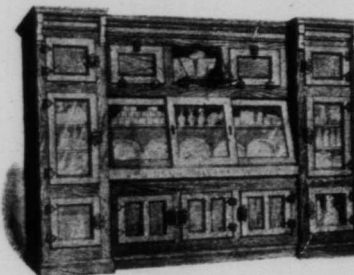
Walker Bin & Store Fixture Co. LIMITED

REPRESENTATIVES:—

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

Berlin, Ontario

Aubin's Patent CABINET REFRIGERATOR



is the most up-to-date. Its
construction is the best com-
bination ever put on the
market in a Refrigerator.

**Dry Air Ventilating
System**

Best of insulation.

Made in 10 sizes.

Highest Awards — Silver
Medal, Quebec; Diplomas,
Montreal, Ottawa, Toronto.

C. P. FABIEN, MONTREAL, CANADA

TORONTO REPRESENTATIVES:

Stewart & Co., - 122 Wellington Street West.



**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 sec-
tions 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.

What Would John Wanamaker Say About Red Rose Tea?

This is what he says about advertising goods:—

“Advertising is making the goods
“speak. It is putting a truthful, ani-
“mate tongue into inanimate merchan-
“dise.

“Merchandise itself cannot lie. Soon-
“er or later its true character will
“develop—in its use—in the satisfac-
“tion it gives to the owner.

“When exaggerated or false state-
“ments are made about goods, it is a
“human tongue that talks or a human
“hand that writes; it is not the mer-
“chandise that speaks—therefore it is
“not advertising.”

Have you ever known an exaggerated or false statement on behalf of Red Rose Tea? Have you ever known of any “catch penny” methods being used to sell it? Have you ever known anyone connected with the business to adopt any underhand method of securing orders; or, has Red Rose Tea in daily use fully borne out all the claims made for it; has every method of selling the tea been in every respect legitimate and honorable; has every Red Rose Tea salesman been manly, straightforward, and above suspicion of anything underhanded?

If John Wanamaker knew as much about Red Rose Tea as you, and other merchants all through Canada, know, I believe he would say “it has made good in every respect.” Nothing else would account for the continued and increasing confidence displayed toward it by the many thousands of merchants who sell it and the hundreds of thousands of people who drink it.

Red Rose Tea

7 Front Street East,
Toronto, Ont. } Branches
315 William Ave.,
Winnipeg, Man. }

“is good tea.”

T. H. ESTABROOKS
ST. JOHN, N.B.

NEWFOUNDLAND'S TRADE.

Budget of News and Happenings From
The Old Colony.

St. John's, Newfoundland, April 20.—
Trade has been exceptionally dull this
winter, but last week matters brightened
somewhat and all stores report an in-
crease in sales. The unusual severe and
stormy weather is in part responsible,
as very little fish could be handled and
labor all around was scarce. Last week
we had five foreign arrivals, which gave
considerable labor and boomed trade.

We have had, to date, two arrivals
from the seal fishery, with good trips;
reports from them are encouraging, and

the voyage, while not large, will be up
to the average. The amount of money
put in circulation by this industry, will
be beneficial. Steamers now will be
arriving every day, and for a month or
more, St. John's will be a busy port. A
successful seal fishery is a great impetus
to trade, and makes dealers optimistic as
to the outcome of the year.

Prices for produce remain firm, stocks
of fish held by our merchants are small,
and \$6.50 per quintal Talqual could be
easily procured for fish last week.

The lobster fishery will soon be open-
ing, and high prices are expected to
prevail. Buyers now are giving \$15 to
\$16 per case for any offering.

The local market is a bit excited over
sugar, and last week considerable buying

and selling was done between local
dealers.

Dried fruit has been scarce in the
market lately, but the last arrivals from
New York relieved the tension. One of
the largest wholesale dealers had a ship-
ment from New York, of about 50,000
lbs. Prices are higher than for some
years past.

J. E. Ray, the Canadian Trade Com-
missioner, has left Newfoundland and
his successor is expected to arrive in St.
John's shortly.

T. T. Cartwright, representative of
E. W. Gillett Co., Ltd., of Toronto, is in
town on his annual visit.


There is Health and **EPPS'S COCOA**
Strength in Every Cup of

The favorite with young and old. Delicious, fragrant, "Epps's" contains
the maximum of nourishment in Cocoa. "Epps's" stands for excellence

EPPS'S MILK CHOCOLATE

of unsurpassed quality at a popular price.

Special Agents: C. E. COLSON & SON, Montreal. Manitoba: BUCHANAN & GORDON, Winnipeg
J. W. GORHAM & CO., Halifax, N.S.

By Royal  Letters Patent.

NELSON'S
*Gelatine and
Liquorice*
LOZENGES

Should be in your confectionery
department.

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

THE GROCER
who recommends

Fels-Naptha

soap to a non-user
not only helps the
woman, but estab-
lishes the reputation
of his store for
handling goods that
please and satisfy.



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

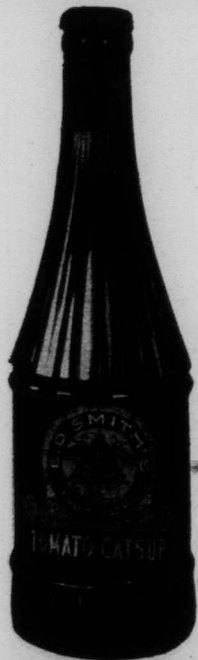
REGINA

SASKATOON

EDMONTON

CALGARY

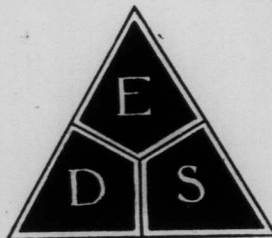
The Catsup with the different flavour!



There is a delicacy of flavor and appetising richness to every bottle of

“E.D.S.”

Brand



Tomato

Catsup

that has won for it a lot of friends among particular Canadians.

The difference lies in the fact that only the choicest ripe tomatoes are used in its preparation, and the goodness of the fruit is *pressed out* by a special process of our own. The fruit is not overcooked, no apples are added (as is so often the case) and all peelings are carefully excluded.

Compares favorably with the very best Catsups made in the States or any other country.

It will pay you to feature this splendid line!

“E.D.S.” Brand jams and jellies (a very wide range) are real profit-producers and trade-winners.

E. D. SMITH

Made only by
at his own fruit farms

Winona, Ont.

GUNNS QUALITY HAMS



The seal of Public Approval.
"Appetizing and Satisfying."
Always Sweet, Tender and
Juicy. One of the many 'PON-
HONOR products of the
HOUSE OF QUALITY—

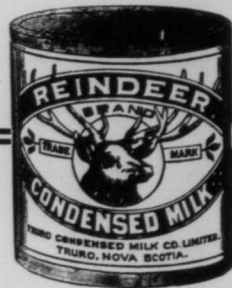
GUNNS LIMITED
WEST TORONTO

-L-A-R-D-

If you will compare prices for Pure Lard to-day with prices paid last year you will find a very marked difference—about 5c per lb. We think lard at present prices is good value. Pure lard made from Canadian hogs and manufactured under the inspection of the Canadian Government is worth more money than ordinary lard.

Fearman's Lard is made under
Government Inspection.

F. W. Fearman Co.
LIMITED
HAMILTON



Reindeer Milk Builds Sturdy Little Folks

Reindeer Brand Condensed Milk is best for babies, not merely because we take every precaution for safety at our own factories, but also because it is produced on cleanly inspected farms, from healthy cows.

Reindeer Brand Condensed Milk

"good enough for children," is good enough and pure enough for any purpose.

The Truro Condensed Milk Co., Limited
TRURO, N.S. HUNTINGDON, P.Q.

Breakfast Bacon

That mild, sweet, crisp bacon you are looking for to give your customers satisfaction and build up a steady trade

Ryan's Hams

ARE ALWAYS RELIABLE.

WE WANT YOUR REGULAR SHIPMENTS OF

Butter, Eggs, Poultry

AND ALL KINDS OF FARM PRODUCE.

THE WM. RYAN, LIMITED

Pork Packers and Wholesale Produce Merchants

Packing Houses
FERGUS

70-72 Front St. East
TORONTO

Arrival of Eggs is Duller This Week

Slightly Firmer Feeling on Account of Short Supply — Thought to be Only Temporarily—Provisions Exhibit an Easier Feeling—More Attention Being Given to Pork Products—Butter is Easier on Some Markets.

Easter was responsible for an increase in trade in some lines of provisions, and now with the Lenten season past, pork products will likely come in for more attention than has been given them for some time past. The merchant who compares prices now with those ruling a year ago will find an argument that should be of use to him in pushing these lines. Another incentive to the merchant is the larger margin of profit which he is able to get, as during the high prices last year, profits had to be cut close, so that he was inclined to give attention to other lines.

The Chicago market in live hogs has ruled quite steady this week, as has also the Toronto market, while Montreal records a drop of 25 to 50 cents. The Winnipeg market has also a lower tendency. Provisions generally under the depressed hog market exhibit an easier feeling.

The delivery of eggs this week has dropped off considerably, and has caused a temporary stiffening of prices on some markets. Several reasons are put forward for the present curtailment of supply. Some dealers believed that the exceptionally large demand throughout the country for the Easter trade had cleaned supplies up pretty well. Others attributed the lack of supplies to the bad roads which have prevented the delivery of supplies by the farmers, while it was hinted by others that country dealers were starting to put stocks away.

An increase in supplies has caused an easier feeling in butter on some markets. As the season advances, and the new make becomes larger, the effect will likely be felt on prices. However, the amount of old butter on the different markets will be a factor in determining prices, and if large, will help it on its downward tendency. One dealer was inclined to look for higher prices. "The slow arrival during the past month has used up a large quantity of the old make," he said, "and another thing is that the time is approaching when combination factories which make both butter and cheese usually turn from butter to the making of cheese."

Cheese, honey and poultry are quiet and prices show no change.

MONTREAL.

Provisions.—The market in live and dressed hogs is slightly weaker, the price being from 25 to 50 cents lower. In lard and provisions the tendency is downward, and it would not be surprising to learn of a general decline within a week. The weakness in the primary market is about ready to extend to the general list.

Pure Lard—
Boxes, 50 lbs., per lb. 0 11 1/2

Cases, tins, each 10 lbs., per lb.	0 12
" " " 5 " "	0 12 1/2
" " " 3 " "	0 12 1/2
Pails, wood, 20 lbs. net, per lb.	0 12 1/2
Pails, tin, 20 lbs. gross, per lb.	0 11
Tubs, 50 lbs. net, per lb.	0 11 1/2
Tierces, 37 1/2 lbs., per lb.	0 11 1/2
One pound bricks	0 11 1/2
Compound Lard—	
Boxes, 50 lbs. net, per lb.	0 10 1/2
Cases, 10-lb. tins, 50 lbs. to case, per lb.	0 10 1/2
" " " 5 " "	0 10 1/2
" " " 3 " "	0 11
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, 37 1/2 lbs., per lb.	0 10 1/2
One pound bricks	0 11 1/2
Pork—	
Heavy Canada short cut mess, bbl. 35-45 pieces	22 50
Bean pork	16 60
Canada short cut back pork, bbl. 45-55 pieces	23 00
Clear fat backs	24 50
Heavy flank pork, bbl.	22 60
Plate beef, 100 lb bbls.	8 75
" 300 "	17 00
" 300 "	25 00
Dry Salt Meats—	
Bolled ham, small, skinned, boneless	0 23
" " large, skin on roll	0 20
Green bacon, flanks, lb.	0 11
Long clear bacon, heavy, lb.	0 11 1/2
Long clear bacon, light, lb.	0 12
Hams—	
Extra large sizes, 25 lbs. upwards, lb.	0 11
Large sizes, 18 to 25 lbs., per lb.	0 12 1/2
Medium sizes, 13 to 18 lbs., per lb.	0 15
Extra small sizes, 10 to 13 lbs., per lb.	0 16
Bone out, rolled, large, 16 to 25 lbs., per lb.	0 15
" " small, 9 to 12 lbs., per lb.	0 16 1/2
Breakfast bacon, English, boneless, per lb.	0 15
Windsor bacon, skinned, backs, per lb.	0 17 1/2
Spiced roll bacon, boneless, short, per lb.	0 15
Hogs, live, per cwt.	6 75
" dressed, per cwt.	9 25
Country dressed hogs, per cwt.	8 00

Butter.—Receipts have been coming forward more freely, with a weakening effect on the market. At the opening meeting of the Eastern Townships Dairy-men's Exchange at Cowansville last Saturday 564 boxes of butter were offered. Only two buyers were present, and as there was no bidding no sales were made. It is expected that by the 22nd over 1,000 boxes will be offered. A large volume of goods are expected to be boarded at this exchange during the coming season.

New milk creamery	0 26	0 27
Dairy, tubs, lb.	0 22	0 23
Fresh dairy rolls	0 23	0 23

Cheese.—The receipts of cheese are still light and simply meeting the local demand. Business is quiet.

Quebec, large	0 14
Western, large	0 14
" " twins	0 14
" " small, 20 lbs.	0 14
Old cheese, large	0 16

Eggs.—Receipts have been somewhat lighter of late, but the demand following Easter declined to a certain extent. The market has, as a result, been steady and inclined to quietness. The arrivals of eggs since the first of May to the present have been considerably in excess of the receipts for the same time last year. The Easter demand was decidedly heavy, and reports locally bespeak a good trade. Dealers were well stocked up for the holiday and have during the early part of the week bought rather light.

New laid	0 17	0 19
Selects	0 22	0 23

TORONTO.

Provisions.—The easier feeling in the lard market which was reported last week has resulted in a reduction of 1/2

cent per pound and the pure article in tierces is quoted 10 3/4 to 11 cents. The only other change this week is in rolled bacon which has been reduced 1 cent per pound. Live hogs are steady at last week's prices. Arrivals have not been large. Fifty cents reduction is made on hogs over 220 lb. each.

Long clear bacon, per lb.	0 14 1/2	0 11
Smoked breakfast bacon, per lb.	0 16	0 17 1/2
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 20	0 21
Fresh shoulder hams	0 14	0 15
Shoulder butts	0 13	0 14
Backs, plain, per lb.	0 18	0 18 1/2
" " pea meal	0 13	0 19 1/2
Heavy mess pork, per bbl.	20 00	21 00
Short cut, per bbl.	23 00	24 00
Lard, tierces, per lb.	0 10 1/2	0 11
" tubs	0 11 1/2	0 11 1/2
" pails	0 11 1/2	0 11 1/2
" compounds, per lb.	0 10	0 10 1/2
Live hogs, at country points	6 15	
Live hogs, local	6 50	
Dressed hogs	8 50	9 00

Butter.—Butter shows a slight reduction in price this week, arrivals of both dairy and creamery having been larger. Fresh creamery is quoted at 28 cents and dairy prints at 21 to 22 cents. Demand is fairly brisk, creamery coming in for a good share of the trade. With larger arrivals in the future expected, it looks as if the market will not at least rule higher for a time.

	Per lb.
Fresh creamery print	0 27
Creamery solids	0 23 1/2
Farmers separator butter	0 23
Dairy prints, choice	0 21
Fresh large rolls	0 20
No. 1 tubs or boxes	0 19
No. 2 tubs or boxes	0 17

Eggs.—Arrival of eggs has been greatly curtailed this week and the market for the present is firmer with dealers asking 18 to 19 cents. However, the shortness of supply is thought to be only temporary and dealers believe that supplies will be larger with a corresponding easiness in price in a short time.

New laid eggs 0 18 0 19

Cheese.—The cheese market is not exhibiting much life at the present time. The high prices ruling are affecting demand to a certain extent. Prices, however, are steady. Factories in various parts of Ontario are commencing operations.

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

WINNIPEG.

Provisions.—The expected decline in lard has taken place and a fair reduction will be noticed. This came in view of the fact that the price of live hogs both for bacon and lard purposes has been steadily dropping for the last month. Reports from Chicago indicate that country will have an exceptionally heavy crop of hogs to market this summer and one large packer has predicted that live hogs will sell at 4 cents per pound before Christmas. With prices steadily falling to the south of us it is expected that local dealers will force the price down for live animals up here. This week dealers are only offering 6 3/4 cents per pound live weight of cars Winnipeg, which is a reduction of 1/2 cent per pound from last week and 3/4 cent per pound from two weeks ago. In spite of the reduction in the live weight prices no reduction for the cured meats or dressed hogs has as yet taken place but it is expected that this will

THE CANADIAN GROCER

occur in a few days. Prevailing prices are as follows:—

Hams, large.....	0 13½
Hams, medium.....	0 15½
Breakfast bacon, bellies.....	18½
Breakfast bacon, backs.....	0 19½
Shoulders.....	0 11½
Long rolls.....	0 18½
Short rolls.....	0 17½
Long clear sides, per lb.....	0 11½
Boneless backs per lb.....	0 15½
Mess pork, per bbl.....	14 50
Mess pork, half bbl.....	12 10
Tomato sausage, per lb.....	0 10
Pork sausage.....	0 09
Beef's usage.....	0 07½
Lard, in tierces, lb.....	0 11
50-lb. tubs.....	6 15
20-lb. pails.....	2 45
10-lb. pails, in cases.....	7 45
5-lb. pails, in cases.....	7 50
3-lb. pails, in cases.....	7 55
Compound, 2-lb. pails.....	2 40
Steers heifers, abattoir killed.....	0 10½
Hind quarters.....	0 12
Fore quarters.....	0 08½
Dressed mutton, fresh, lb.....	0 13
Dressed hogs.....	0 12
Dressed veal, fresh killed.....	0 10½

Eggs.—Manitoba fresh eggs are the only ones being offered on the market at present and are coming in large quantities with the result that prices have been steadily dropping. The demand for Easter has been extremely heavy but local stocks have been heavy enough to supply all orders. Present prices are 17 cents per dozen.

Cheese—New prices are quoted for cheese this week. Demand has been improving and the market has advanced ½ a cent per pound. Old cheese is now offered at 14½ to 15 cents per pound, and new at 13½ to 14 cents per pound.

Butter.—Trade continues to be active. Supplies of cream coming into the city continues to increase and consequently the increased output is able to supply the increased demand. Receipts of dairy butter also heavy. Present prices are:

Creamery butter—	
Manitoba fancy fresh-made bricks.....	0 32
Eastern creamery bricks.....	0 27 0 28
Manitoba.....	0 25 0 26
Dairy butter—	
Strictly No. 1, delivered Winnipeg.....	0 16 0 17
No. 2, delivered Winnipeg.....	0 15
No. 3, delivered Winnipeg.....	0 12 0 13

53 Highest Awards in Europe and America

WALTER BAKER & CO.'S
CHOCOLATE
& COCOA



Registered U.S. Pat. Off.

Our Cocoa and Chocolate preparations are ABSOLUTELY PURE—free from coloring matter, chemical solvents, or adulterants of any kind, and are therefore in full conformity to the requirements of all Pure Food Laws.

Walter Baker & Co., Ltd.
Established 1780
DORCHESTER, MASS.

BY THE CARLOAD

We have now

BANANAS,
TOMATOES,
CABBAGE,
and CELERY

arriving regularly in carload quantities, and we are in a position to serve the trade with all requirements.

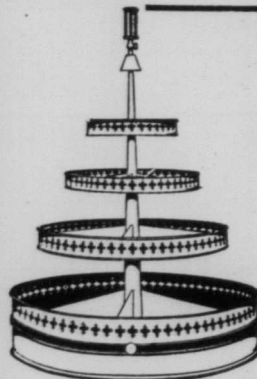
Order now for these ready sellers.

Lemon Bros.

Owen Sound, Ontario
and Sault Ste. Marie
Wholesale Fruit, Fish and Produce
Commission Merchants, and dealers
in Hides, Wool and Raw Furs.

WILSON'S
FLY PADS

All dealers in foodstuffs should commence using them early. Every fly killed now represents a host in July.



Increase Your Sales and Profits on Vegetables

You can do both with our Vegetable Display Stand, because it not only reduces spoilage of vegetables and green truck, but makes them look so attractive they almost sell themselves. When writing to us state whether you have a city water supply.

GALESBURG CORNICER WORKS
93 Cox Street, Galesburg, Illinois



Train Load
or a Bag



Anchor
Brand
Flour

the quality of ANCHOR BRAND FLOUR does not vary. Whether your purchase be big or little it will bring that satisfied feeling of having bought well.

Manfd. by Leitch Brothers Flour Mills, Oak Lake, Man.



Royal Yeast Cakes.

Most Perfect Made.

Sold and Used Everywhere.



With Royal Yeast on your shelves you have in stock the Standard Yeast of Canada. **You** know it and **your customers** know it, two good reasons why you should not experiment with unknown and unsaleable brands.

Order from your wholesale grocer.

A Pure Dry
Hop Yeast.



Highest Honors
at all Expositions.

ESTABLISHED 1852.

MAPLE SUGAR

CHEWING TOBACCO

Rock City Tobacco Co.

Quebec - and - Winnipeg

Tea Hints for Retailers

By JOHN H. BLAKE

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

- The Tea Gardens of the World*
- Tea from Seed to Leaf*
- Tea from Leaf to Cup*
- The Tea Markets of the Orient*
- How to Test Teas*
- Where to Buy Teas*
- Is it Wise to Place an Importation Order?*
- Bulk versus Package Teas*
- How to Establish a Tea Trade*
- Tea Blending*

(275 pages)

(24 full-page illustrations)

Sent to any address on receipt of \$2.00.

MacLean Publishing Company
(Technical Book Department)

143-149 University Ave.,

TORONTO

CANADA: No better Country

MOTT'S: No better Chocolate

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

Carr & Co. CARLISLE ENGLAND

Purveyors of Biscuits to H.M. the King

If you stock Carr's you will have varieties to satisfy every taste and suit every occasion.

Carr's Biscuits will reach you in air-tight tins and in as crisp a condition as when they left the factory.

ASK FOR COPY OF OUR ILLUSTRATED PRICE LIST.

AGENTS:

Wm. H. Dunn,
Montreal and Toronto;

Hamblin & Brereton,
Winnipeg and Vancouver, B.C.;

L. T. Mewburn & Co., Ltd.,
Calgary;

T. A. MacNab & Co., St. John's,
Newfoundland.




BRAND'S A 1 SAUCE

WITH THE INTERNATIONAL REPUTATION

Make generous provision on your shelves for Brand's "A1 Sauce"—the connoisseur's preference. In mansion or cottage alike for over 100 years it has been delighting the palate, and is still giving a relish and zest to fish, flesh and fowl.

Now is the season to give Brand's "A1 Sauce" special prominence. But first, try a bottle on your own table—you will then be able to recommend it with enthusiasm.

We also make a full line of Meat Essences, Meat Extracts, Potted Meats, Chutney, &c.

A special shipment to hand of
Rolled Ox Tongues in Glass

BRAND & CO., LIMITED Purveyors to H.M. the King
MAYFAIR, LONDON, ENGLAND

T. O. BAXTER, 25 Front St. East, TORONTO H. HUBBARD, 27 Common St., MONTREAL
McLEOD & CLARKSON, VANCOUVER, B.C.

Ma
declin
whole
in tra
price
has b
Wh
a we
urday
reach
under
to Ca
comp
A
says:
ter w
the g
borne
produ
all pr
of co
541,00
accou
estima
winte
allow
tion i
the ti
made
makin
factor
expect
year.
bered
Unite
deter
Dea
rail a
affect
Whea
which
the l
been l
The
norma
slight
at tim
The
on Ap
pared
last y
19, 19

Flo
the re
not la
flour l
to any
being
North
high
re-act
of the
cline

1st Pat
2nd Pat
Strong
Feed

Flour is Steady at Recent Decline

Decline in Price Has Caused Little Improvement in Trade—Dealers are Buying in Small Quantities Only—Wheat Advanced on Saturday Last But Reacted Slightly—Cereals are Unchanged.

Manitoba flour is steady at last week's decline of 30 cents per barrel. On the whole there has been little improvement in trade, for while the reduction in price has caused a little more buying it has been in small quantities only.

Wheat prices are a little firmer than a week ago. Values advanced on Saturday last, May wheat in Chicago reaching 91³/₈ but re-acted on Monday under bearish news, it is said, in respect to Canadian reciprocity to 90 cents, compared with 106⁵/₈ a year ago.

A recent dispatch from New York says: "Were the estimates of the winter wheat yield which were based on the government's April crop report borne out in the actual crop this year, productions of this cereal would exceed all previous records. It is recognized, of course, that last week's estimate of 541,000,000 bushels does not take into account a reduction in the acreage as estimated last December on account of winter damage. Neither does it make allowance for any possible deterioration in conditions between April 1 and the time of harvest, the estimate being made on the so-called old system. After making allowance for several of these factors it would appear reasonable to expect a crop fairly in excess of last year." However, it should be remembered that this only pertains to the United States, one factor only in the determination of wheat values.

Dealers state that the reduction in rail and water rates on wheat will not affect the market to any great extent. Wheat that is now being used is that which was bought during the time of the low rate last year and which has been held at lake ports.

The cereal situation is unchanged. A normal trade only is being done with slight improvement in export enquiries at times.

The Canadian visible supply of wheat on April 17 was 12,272,000 bushels compared with 12,454,000 on April 18 of last year and 8,346,000 bushels on April 19, 1909.

TORONTO.

Flour. — Manitoba flour is steady at the recent decline. The new business is not large in volume, the reduction in flour having failed to stimulate demand to any great extent, most of the buying being done in small quantities. No. 1 Northern Manitoba wheat was held as high as 99 cents on Saturday last but re-acted to 97¹/₂ cents at the beginning of the week in accordance with the decline at Chicago.

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 cereal situation is about the same as a week ago, there being no features whatever to the market.

Rolled oats, small lots, 90 lb. sacks.....	2 05
" " 25 bags to car lots.....	1 95
Standard and granulated oatmeal, 58 lb. sacks.....	2 25
Rolled wheat, small lots, 100 lb. bris.....	2 75
" " 5 bris. to car lots.....	2 65
Cornmeal, 100-lb. bags.....	1 70 1 80

MONTREAL.

Flour. — Following the recent flour decline the local market is now firm and is showing an upward tendency.

The wheat market still remains weak and the demand is just fair.

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. — There are no changes in prices so far, the volume of business passing being but medium, the market showing a quiet tendency.

Fine oatmeal, bags.....	2 25
Standard oatmeal, bags.....	2 25
Granulated ".....	2 25
Bolled cornmeal, 100-bags.....	1 70
Rolled oats, bags, 90 lb.....	2 05
" " barrels.....	4 40

TAKE TARIFF OFF SUGAR.

St. Louis, Mo., April 20.—A committee of wholesale grocers composed of men from all sections of the country has started a fight for a reduction of the tariff on sugar. In this they will probably be aided by the retailers who are now, in a majority of cases, selling this commodity at a direct and actual loss. They point out that sugar is a necessity that is taxed more heavily than any luxury and that the burden is borne by the grocery trade and the consuming public. A reduction in the tariff would mean that the retail grocers could buy sugar cheaper and get proportionately better prices, allowing them to make a fair profit instead of doing, as too many do now, sell this product at a loss. It would have the same effect upon the wholesale trade, many members of which do not handle sugar at all, when they can get out of it.

FOR WRAPPED BREAD ONLY.

Detroit retail grocers have gone on record as being in favor of having nothing but wrapped bread on sale in Detroit. The association has appealed to the board of health to aid in the campaign, charging that bread contaminated by soiled hands of deliverymen, by falling on floors and made unclean in other ways is a menace to health.

SOME OLD POULTRY.

Ten tons of cold storage poultry have been seized and condemned in Cincinnati. Some of the goods had been in storage for five years, being stamped "1905."

JOHN D.

ROCKEFELLER

is said to have lived for several years entirely on Soda Biscuits. This is hard lines, because the best of Soda Biscuits—even the incomparable **MOONEY'S PERFECTION CREAM SODAS**—can hardly be recommended as an invariable diet.

But

as a dealer in groceries you can conscientiously recommend that **Mooney's Perfection Cream Sodas** be on every table in your locality at every meal.

The unvarying and lasting crispness of **Mooney's Perfection Cream Sodas** is the strongest imaginable selling argument and it's always a winner.



The Mooney Biscuit & Candy Co., Limited

STRATFORD, - ONT.

Factories at
STRATFORD, - ONT.
WINNIPEG, - MAN.

MAKE MONEY WITH

MAPLEINE



Mapleine is a new and delightful flavoring.

Put it in your stock—the demand for it is large and growing. We keep it constantly before the consumer. All you have to do is to sell it

Frederick E. Robson & Co., Sales Agents
26 Front St. E., Toronto

THE CANADIAN GROCER

The American Can Co.

are ready to quote you prices on

Tin Cans of all kinds for all purposes

FRUIT and VEGETABLE CANS,
SYRUP and OIL CANS,
BAKING POWDER CANS,
SPICE CANS, COFFEE CANS,
MEAT CANS, TEA CANS,
LARD PAILS, JAM PAILS,
ETC., ETC.

Plain Tin or Decorated Tin

MONTREAL, QUEBEC - HAMILTON, ONTARIO

Open a package and see the New Flake
You've always liked Tillson's Oats. But now you'll enjoy your bowl of porridge more than ever, because of our new Flake.
Open a package and see this pair of all breakfast foods: made of choice, selected oats, without a hull or black speck to it, and Pan-Dried.
Oats are richer in protein than all cereals. Proved, you know, in the most valuable of all food elements. In fact, food scientists place oats first in nutriment over all other cereals.

Tillson's Oats
Pan-Dried: A Food—Not a Fad
Cooks in 15 Minutes
In Tillson's you get the most delicious oat food, so superior to ordinary oatmeal. You also get the best of the package convenience and healthful value of English Rolled Oats.

Flavor Oats
Tillson's Oats, the finest of oatmeal, are made of the best of all cereals and natural oatmeal—the best of all.

TILLSON'S ROLLED OATS

Pan-Dried A Food—Not a Fad
Cooks in 15 Minutes
The most delicious oat food, so superior to ordinary oatmeal. You also get the best of the package convenience and healthful value of English Rolled Oats.

"Oats are the most Nutritious of all Cereals"
If you've been eating oat breakfast foods in the past, you know that they were more nutritious than any other cereal. Now, with the new Flake and Distorted, "Oats" are the most nutritious of any with the strongest oatmeal backbone. Of the total amount of oatmeal in the new Flake and Distorted, you will get more than your usual oatmeal. You will get more than your usual oatmeal.

Made Exclusively of Choice Selected Oats, and Pan-Dried
That's why Tillson's oats are better. There's as much difference between Tillson's Oats and ordinary oatmeal as there is between cream and skimmed milk. Try a bowl of Tillson's oat breakfast food—and enjoy oats at their best.

Tillson's Oats
A Food—Not a Fad
Cooks in 15 Minutes
The most delicious oat food, so superior to ordinary oatmeal. You also get the best of the package convenience and healthful value of English Rolled Oats.

Have you tasted
Tillson's Oats since they appeared with their new Flake? They cook up smoothly and are better in every way. And they are even more delicious than the old-fashioned oatmeal. Try Tillson's Oats—the most nutritious of all cereals.

Tillson's Oats
Pan-Dried A Food—Not a Fad
Cooks in 15 Minutes
The most delicious oat food, so superior to ordinary oatmeal. You also get the best of the package convenience and healthful value of English Rolled Oats.

Tillson's Oats
Canadian Cereal & Milling Co., Limited
Toronto, Ont.

Have You Noticed These Ads?

They are regularly appearing in the Canadian Press and are only a part of our wide-spread publicity campaign which is creating an unprecedented demand for

TILLSON'S PAN-DRIED OATS

A FOOD—NOT A FAD

It doesn't take an awful lot of talking or persuasion to sell "Tillson's!" The public have got acquainted with "Tillson's," they appreciate the delicacy and freedom from dust of the *new flake*, and the wholesomeness of the finest oats in the world—selected Canadian Oats.

Now is the time to give "Tillson's" every prominence. You'll find it a line that pays you handsomely to handle.

Canadian Cereal & Milling Co., Limited

Head Office, LUMSDEN BUILDING, TORONTO

One Million Dollars' Worth of Free Coupons Out in May

Over ten million free coupons will be printed in the fourteen big women's magazines of Canada and the United States coming out in May. Each coupon should be good at your store---if you have the stock of both Puffed Rice and Puffed Wheat---for one package of Puffed Wheat, providing the customer presenting the coupons buys at the same time one package of Puffed Rice.

The customer pays you 15 cents for the Puffed Rice---
we pay you 10 cents cash for the Puffed Wheat.

Each 36 coupons redeemed by you means a sale of
one case Puffed Rice and one case Puffed Wheat, but

**You must have ample stock of both Puffed Rice and
Puffed Wheat to participate.**

There will be over ten million of the coupons printed. How many will be redeemed no man can tell.

The chief difficulty will be the shortage of stock.

We are running night and day to turn out Puffed
Rice and Puffed Wheat in advance of the coupons.

**Every grocer should have at least one unopened case each of
Puffed Rice and Puffed Wheat with which to redeem coupons.**

Please get your stock in to-day!

The Quaker Oats Company

Peterborough

Do You Want a Winner?

Clark's Pork and Beans

are trade winners, and gaining more favor every day.

Well Advertised

Put up in convenient packages to suit any size family and can be sold at popular prices, giving you, Mr. Grocer, a good profit.

Ready Sellers

Prepared with the greatest care, only the best Canadian Pork and Prime Hand-Picked Beans are used in preparing this brand under Canadian Government Inspection in a Sanitary Factory.

Prices Right

WITH TOMATO SAUCE, WITH CHILI SAUCE
OR PLAIN.

		Per Doz.
Pork and Beans.	No. 1, 4 doz. cases,50
"	" 2, 2 " "90
"	Flats, " 3, 2 " "	1.00
"	Talls, " 3, 2 " "	1.25

W. CLARK, - MONTREAL

MANUFACTURER OF

HIGH GRADE FOOD SPECIALTIES

THE CANADIAN GROCER

When It Comes To Biscuits

The Grocer Who Knows Stocks

CHRISTIE'S

BECAUSE THEY ARE THE BEST

Q The superiority of Christie Biscuits is unquestioned. Since particular women from coast to coast call Christie Biscuits "The Best Baked" and "*The Purest of all Pure Foods*," the reasons for the wise Grocer's preference are self evident.

Q There's just *one* surety of biscuit purity—right inspection of every ingredient entering into the "bakes," combined with cleanly, scientific baking under modern and sanitary conditions.

Q CHRISTIE BISCUITS are the *best* and *purest* because we take every precaution that makes for biscuit perfection. For fifty years we have endeavored to bake the best biscuits—we have been insistent on high-grade quality—we have constantly improved our facilities until to-day our big factory is known as the cleanest and most modern in all Canada.

Q All our energies have been concentrated in *the making of better biscuits*. The name "CHRISTIE" is not only a surety of biscuit purity, but also a household word all over the Dominion.

N.B.—*Christie Biscuits sell more than biscuits.*

CHRISTIE, BROWN & COMPANY, LIMITED

New Cabbage, Tomatoes, Etc.

The season is now open when your customers will be looking for fresh vegetables; we have them, send in your orders; also

ORANGES
LEMONS
GRAPE FRUIT
NUTS FIGS DATES, ETC.



25-27 CHURCH ST. TORONTO
are Largest Receivers

Remember "St. Nicholas" Lemons

ARE AS FINE AS EVER

BUY THEM.

J. J. McCABE

AGENT

TORONTO, ONT.

Florida Tomatoes Advance in Price

Crop Not as Large as at First Expected—Prices in Florida Have Taken Sharp Advance—Easter Trade Quite Satisfactory—Continued Warm Weather Would Improve Business—Bermuda and Egyptian Onions on the Market—Spanish About Done.

It was noted last week that tomato prices would likely go upward in price. This has been the case and values have already improved and will likely go higher. The crop this year has not been as large as at first expected. A report from Florida on tomatoes says: "The market has taken a sharp advance. Every indication points to a strong market in Florida on tomatoes during the remainder of the season. Shipments will be lighter from now on." In British Columbia, shipments of tomatoes from Mexico are being received and are displacing the Florida article in that province.

As stocks of celery at the different points grow shorter in supply, prices go up. Some small lots may be brought in from United States markets with surplus supplies but prices will likely rule firm.

Some markets are rather bare of Spanish onions and as there are few home grown, it has been necessary to import other lines. Bermuda onions from Texas are in fairly good supply while some shipments of Egyptian onions have been received and are going out freely. The supply this year is short and prices are higher than other years.

Potatoes at most centres seem to be holding quite firm at present. In the West prices are high and British Columbia reports that several cars of Ontario are expected there, but there is such a general scarcity that prices there are expected to hold firm.

TORONTO.

Green Fruits.—The firmer feeling which was noted in tomatoes last week has already resulted in a stiffening of prices, six basket crates being quoted at \$3, while higher prices still are looked for by dealers. There is some California grapefruit on the market at \$2.75 per case. Coconuts are ranging from \$4.75 to \$5 per sack this week and some dealers say they are doing a fair trade in this line. Apples are getting in rather short supply and \$7.50 per barrel is being asked for No. 1 spies.

Apples, bbl.	3 50 6 50	Limes, box.	1 25
Apples, box	1 75 2 00	Oranges—	
Bananas, sack ..	1 50 2 00	Navel, large... 2 75 3 00	
Cocoanuts, sack	4 75 5 00	Navel, small... 00 3 25	
Grape Fruit—		Pineapples crate	4 00 4 50
Florida per case	3 50 3 75	Strawberries—	
Jamaica, case..	2 75 3 00	Louisiana, qt ..	0 30 0 35
Cuban.....	2 75 3 00	Tomatoes, case	
Lemons—		of 6 baskets... 2 50 3 00	
Cal fornia.....	3 50	Rhubarb, doz....	1 60
Messina.....	2 50 3 00		

Vegetables.—As expected, the price of celery is higher this week, being quoted at \$3.50. Stocks on this market are not large and prices will likely remain steady. Cucumbers are down to \$1.75 per dozen while sweet potatoes are higher at \$2.75 per hamper. Spanish onions are in very limited supply on this market but shipments of Texas Bermudas have arrived, with small quantities of Egyptian. The latter are quoted at \$3.50 to \$3.75 per case, which is higher than other years, but they are being taken up well. Potatoes still

continue at the higher price of last week but some dealers are inclined to believe that the present stiffness in Ontario is due to the conditions of the roads and that as soon as these improve that supplies will come forward in larger volume again.

Beets, Louisiana	doz.	1 25	Lettuce, Canadian, head...	0 40
Canadian beet,	bag	0 50 0 75	Boston head lettuce, doz.	1 25
Cabbage, old, pr	bbl.	1 50 1 75	Boston head lettuce, hamper. 4 50 5 00	
Cabbage, 1 ton	lots, ton	18 00	Onions—	
Cabbage, Florida	crate.....	2 75	Spanish, large..	2 90 3 00
Carrots, Canadian, bag.....	0 50 0 60		Spanish, 1-cases	1 50
Carrots, Louisiana, doz.	1 00		Yellow, per bag	1 75 2 00
Celery, Florida, case 8's, 6's, 4's	3 50		Texas, case.....	3 00 3 25
Cucumbers, Boston, doz.	1 75		Egyptian, case ..	3 50 3 75
Endive, 12 heads	1 00		Potatoes, Ontario, bag.	1 00 1 10
			Delawares.....	1 25
			Sweet, hamper.	2 75
			Parsley, per doz	0 75
			Parsnips, bag ..	0 60
			New turnips, per	
			11-qt. basket....	0 50

MONTREAL.

Green fruit.—The market has opened up with considerable briskness with the first signs of spring weather. The improvement in the past week is quite noticeable and the local dealers are preparing to settle down for their annual summer run. Cranberries are particularly high just now, with short stocks and a steady, though limited demand. Lemons are a little easier in price. The demand is steadily increasing. Pineapples are also coming in for more consideration.

Apples, bbl.	6 00 8 00	Oranges—	
Spies.....	7 00 8 00	Cal. navels.....	3 00
Bananas crated,		Valencia.....	4 00 4 25
bunch	1 75 2 25	Mexican	2 00 2 25
Cranberries, bbl.	12 00 13 00	Tangerines	4 00
Cranberries, bxs.	4 00 4 50	Pineapples—	
Cocoanuts, bags.	4 25 4 50	Florida, case..	4 25 4 50
Grape fruit, Flo.	4 25	Strawberries, Florida, qt. box.	0 40 0 50
Lemons.....	2 50 3 00		
Limes, a box	1 50		

Vegetables.—There is better business all along the line, the Easter demand for the new imported vegetables helping trade considerably. Tomatoes are firmer owing to weather troubles in the south. Asparagus is going out very well in spite of the rather steep price. Altogether the market is in a fair condition and is showing signs of a marked improvement.

Asparagus, boxes		Boston lettuce..	2 00 2 25
of 2 doz.....	12 00	Florida lettuce,	
Beans, hamper..	5 50 6 00	hamper.....	3 75
Beets, bag.....	1 00	Onions—	
Carrots, bag.....	0 75 1 00	Spanish, crate..	3 00 3 50
Cabbage, doz....	0 50 0 60	Med, bags 100 lb.,	
Cabbage, bbl. ..	1 00 1 50	per lb.....	0 04
Cabbage, crate ..	2 01	Potatoes, bag ..	1 15 1 25
Celery, Florida..	4 00	New Bermuda	
Cauliflower, French		potatoes, bbl	7 50 8 00
per doz	5 50	Sweet potatoes,	
Cucumbers, doz.	2 75 3 00	hamper	3 00
Cukes.....	2 00	Parsley, crate....	2 00
Garlic, 2 bunches	0 25	Parsnips, bag ..	1 00 1 25
Green Peppers,		Radishes, dozen	
small basket ..	1 25	bunches.....	0 50 0 75
Leeks, doz	1 75 2 00	Spinach, bbl	2 50 3 00
Lettuce—		Tomatoes, crate	2 75 3 00
Curly lettuce, box	1 50 1 75	Turnips, bag....	0 75 0 90

TO BE ENOUGH APRICOTS.

A California report on apricots says: "The indications for the coming crop point to a short yield in sections, while in other districts prospects are favorable, but taking all in all, we are inclined to feel that present indications are that there will be enough apricots to go around."

SHOW CARD PHRASES.

We want your trade, whether it be worth 10 cents or 10 dollars.

Your orders, large or small, are welcomed here.

We appreciate your trade.

If you are pleased, tell others. If you are not, tell us.

Tell us our faults. We don't claim to be perfect.

We pride ourselves on our quick delivery.

Our clerks will gladly answer any question.

Be sure to ask for goods you want but don't see. Very likely we have it.

No need to visit the bank. We supply change for customers.

Ask for what you don't see. If we haven't it, we can get it, and will.

We aim to give satisfaction to each and every customer.

With every sale we aim to make a pleased customer.

You need our goods. We need your trade.

NEW LINWOOD STORE.

Schnurr Bros. of Linwood, have recently moved into their new store, which is equipped with up-to-date fixtures and stocked with the highest quality of goods. The brothers are young, enterprising fellows, who are determined to prove to their customers that they need not go outside Linwood to get the best service and the best value for their money.

It looks now as though the pressure of reciprocity and other issues at Ottawa will necessitate a great deal of other legislation being neglected for the time being. It may be that our old friend the Co-operative Bill may be forgotten in the rush.

BIG BANANA SALES

Several cars coming for this week.
Are you one of our satisfied banana customers?

Weekly quotation list to any responsible dealer.

WHITE & CO., Limited

HAMILTON

TORONTO

Fresh Arrivals

Strawberries Pineapples Tomatoes

Grapefruit

Oranges Bananas Lemons

Asparagus Rhubarb Cucumbers

Everything in Greens—Fresh every day

The House of Quality

HUGH WALKER & SON

(Established 1861)

GUELPH, ONTARIO



BUSTER BROWN

LEMONOLOGY

AN OUNCE OF FULFILLMENT IS WORTH A POUND OF PROMISES

Order Follina Bros.' popular brands of Lemons and see how we have fulfilled our claim. "Packers of Italy's Finest Lemons."



W. B. STRINGER, Sales Agent

FOLLINA BROS., Packers



Fish - Oysters



With Lent Past Fish Trade is Quieter

However Volume of Trade is Quite Satisfactory for This Time of the Year—Dealers Expect a Steady Trade — Demand for Fresh Fish Will Increase Now—More Fresh Fish on Eastern Coast.

As can be expected after the close of the Lenten season, there is a noticeable drop in the demand for all kinds of fish. However, the trade in the future is expected to be of a steady character, and even this week the volume of business passing is fairly satisfactory.

While there is still excellent quality stocks of frozen fish being held at most points, still the trade as the season advances will turn more to the fresh caught. Already a fair trade is being done, but the number of kinds of fresh fish are as yet small.

Nova Scotia reports that the weather conditions have been more favorable of late, and the fishermen met with better results on the banks. Nearly fifty thousand pounds of fresh fish were landed at Halifax last week, comprising halibut, cod and haddock.

QUEBEC.

Montreal. — With the Lenten and Easter seasons now over there is a noticeable drop in the demand for all kinds of fish. Yet the volume of business passing is pretty satisfactory. The close season for dore and pickerel began on April 15th.

Shad are coming in more freely now, while new fillets and haddies are pretty plentiful.

FRESH	
Haddock, per lb 0 05	0 06
Haddock, fancy shore, per lb 0 06	0 07
Steak cod headless, per lb.....	0 07
Codfish.....	0 03
Dore, winter caught, per lb.....	0 09
Haddock, per lb.....	0 03
Halibut, per lb.....	0 07
Pike, dressed & headless, ca es 150 lbs., per lb.....	0 06
Grass pike.....	0 04
Steak cod.....	0 03
Mackerel.....	0 11
Halibut, express per lb.....	0 10
Salmon, per lb.....	0 22
had, buch, each.....	0 20
Pike, per lb.....	0 08
Dore, yellow, lb.....	0 12
FROZEN	
Mullets (carp).....	0 03
Flounders, bri.....	3 00
Salmon, B.C., red.....	0 09
Gaspereaux.....	0 18
per lb.....	0 07
Qualla salmon.....	0 08
No. 1 Smelta, boxes, 10 and 15 lbs. each.....	0 07
Whitefish, large, lb.....	0 07
Whitefish, small.....	0 06
SALTED AND PICKLED	
Labrador sea trout, bbls.....	12 50
Labrador sea trout, half bbls.....	6 50
No. 1 mackerel, pall.....	2 00
4 bbls.....	8 00
No. 1 pollock, bbl.....	6 00
Scotia herrings, No. 2 bbl.....	6 00
Lake trout, half bbl.....	6 00
Choice mackerel, half pall.....	2 00
Sea trout, 1/2 bar.....	6 50
Salmon, B.C., red, bbl.....	14 00
" pink, bbl.....	12 00
" Labrador, bbl.....	16 00
" 1/2 bbls.....	8 50
" tross.....	21 00
300 lb.....	0 07
Salt sals, per lb.....	1 00
Salt sardines, 30 lb. pis.....	6 50
Scotch herring.....	1 00
keg.....	5 50
Holland herring, 1/2 bbl.....	0 75
keg.....	1 10
SMOKED	
Bloaters, large, per box, 60s.....	0 07
Haddies.....	0 25
Herring, new smoked, per box.....	1 00
Kippered herring, per box, small.....	1 00
New fillets, per lb.....	0 11

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, select.....	1 60	
Solid meats—Standards, gal., \$1.85; select, gal., \$2.		

PREPARED FISH

Boneless cod, in blocks or packages, per lb.....	6 1/2	7	8	10
Shredded cod, 2 doz. in box, per box.....	2 00			
Skinless cod, 100 lb. case.....	6 75			
Dried cod, medium, 100 lb. drum.....	7 00			
Dried cod, large, bundles.....	6 00			
Dried cod, medium, bundles.....	6 00			
Dried haddock, medium, bundle.....	6 00			

NOVA SCOTIA.

Halifax. — Nearly fifty thousand pounds of fish were landed here this week by vessels of the local banking fleet. The fish comprised halibut, cod and haddock. There was some improvement in the weather conditions during the week and as a result the fishermen met with better success on the banks. All the dealers reported a heavy demand for fish week, much greater than in past years, for the closing week of Lent. In fact the fish business this Lenten season was better than ever before, that is regarding the demand and the prices for a number of lines of fish. It was a hard season on the dealers, as it kept them on the move all the time getting in supplies. When the local supplies failed, some of them had to import fish. Then the lobster catch dwindled to practically nothing, and prices went upwards. There is a slight improvement in the lobster catch this week, but so small that it has had no effect on prices, which still remain at 20 cents each for small stock. The canneries are not doing a great deal at the present time, but with favorable weather the catch will improve.

Boston dealers smile at the report that lobsters will reach one dollar per pound. With improved weather conditions the dealers are looking for a substantial drop in prices.

ONTARIO.

Toronto.—As can be expected immediately after the Lenten season, trade in fish is rather quiet this week. From now on dealers do not expect any great rush but look for an even steady trade. Dealers are waiting for the arrival of fresh caught fish in quantities, but up to the present the range is confined to about six different kinds. Fresh caught white

fish are quoted 2 cents higher this week at 14 cents.

FRESH CAUGHT FISH

Steak cod.....	0 08	Fresh caught white.....	0 14
Fresh halibut.....	0 10	Fresh caught herring.....	0 09
Perch.....	0 10	Haddock.....	0 06

FROZEN FISH

Goldeyes.....	05	White fish, winter caught.....	0 09
Halibut.....	0 09	Yellow pickerel.....	0 04
Lake Superior herring.....	0 03	Mullet.....	0 04
Pike.....	0 05	Bluefish.....	0 12
Pink sea salmon.....	0 09		
Round red.....	0 09		

SMOKED, BONELESS AND PICKLED FISH

Acadia 3-lb. bxs per crate.....	5 40	Oysters, extra select, gal.....	2 25
Shredded cod.....	2 25	Oysters, select, gal.....	1 85
Cod, Imperial, per lb.....	0 06	Oysters, standard, gal.....	1 05
Fillets, per lb.....	0 12	Pickled lake herring, 100 lb. kegs.....	2 80
Haddie, Finnan.....	0 07	Quail on toast, per lb.....	0 07

NEW BRUNSWICK.

St. John.—The closing week of Lent saw the fish market fairly well supplied though prices were rather higher than usual. Fresh haddock sold at 4 cents, cod at 3 cents, halibut, 10 to 15 cents, Gaspereaux at \$3 per hundred, and imported fish at the usual prices. Dry cod continue scarce and high, the quotations now being, \$4.00 to \$4.50 for small fish and \$6.50 to \$6.60 for large. Pollock are quoted at \$4.50. Grand Manan herring are offered in half-barrels at \$2.75 and in barrels at \$5.25. Pickled shad in half-barrels are worth \$8 to \$12. Finnan haddies are 5 1/2 to 6 cents per pound and kippered herring 30 cents per dozen.

DRIED FRUIT PRICES.

This has certainly been a noteworthy year in dried fruits as far as high prices are concerned. There has been a general advance in all lines since a year ago. Just now prunes are selling at the highest price in the history of the Canadian trade. However with the high prices the merchant who kept his dried fruit trade up, has displayed qualities of salesmanship that will be helpful to him.

Just because prices advance is no reason that the grocer should give up pushing any line. People know there are causes for the advance in prices and the merchant who explains these to the customer and dwells on the points that show they should be bought at the advanced price will keep his trade to a great extent. Of course it requires a little more real salesmanship. The merchant who sold 80 to 90 size prunes last year at 3 lbs. for 25 cents, will find some difficulty in selling them at 14 cents per pound, but by pointing out their food qualities to customers he should be able to do so.

A comparison of prices ruling a year ago and now is interesting and is given below:—

	A year ago	Now
Prunes, 30 to 40.....	11 1/2	14 1/2
Prunes, 40 to 50.....	9	14
Prunes, 60 to 70.....	7	12 1/2
Prunes, 80 to 90.....	6	11
Prunes, 90 to 100.....	5 1/2	10 1/2
Apricots, choice.....	15	17
Apricots, fancy.....	17	19
Figs, Tapnets.....	4	4 1/2
Figs, bags.....	4	6
Dried peaches.....	8 1/2	10 1/2
Currants, Patras.....	8	8 1/2
Raisins, fancy Sultanias.....	7	11
Raisins, Valencias.....	6 1/2	8 1/2



In the Long Run

QUALITY Counts and you will find that by recommending only the best and choicest of fish you will establish a good sound business.

What about **FILLETS?**

Of course we mean **Boutilier's Smoked**

They guarantee repeats and allow you a good margin of profit.

The lines that please are the lines for you.

HERE THEY ARE

O
C
E
A
N

BRAND

Haddies

Kippers

Bloaters

The very latest in Smoked Fish

SMOKIES

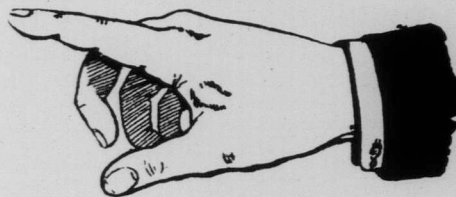
Get in a supply. They're Boutilier's

If Your Wholesaler Cannot Supply You Write Us Direct

NOTE CHANGE IN ADDRESS

Halifax Cold Storage, 47 William Street, Montreal

SELLING BRANCH



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 flavour 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. Hillcoat, 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; Shallcross, Macaulay & Co., Calgary, Alta.; J. Harley Brown, London, Ont.; Johnston & Yockney, Edmonton, Alta.

Items for Busy Dealers from Here and There

Consumption of English Walnuts—Frozen Eggs in New Jersey—Fresh Egg Four Years Old—Salmon Fishing in British Columbia—Crop Prospects in California Point, Some Say, to Shortage in Apricots and Peaches — Petition in Chicago to Abolish Fee System.

The consumption of English walnuts last year exceeded 50,000,000 pounds, about half of which were imported from England, France and Spain. Importations increased from 12,000,000 pounds eight years ago to 27,000,000 pounds in 1908, in the face of America's production was 50 per cent. greater in 1908 than in 1902.

About 2,500 carloads of walnuts were shipped from California during the past season, being the product of 27,000 acres of walnut orchards. However, many of the trees in California are small, so that with the increase in acreage, the production ought to increase materially from year to year. This is but a young industry in California, the oldest orchard being less than 40 years old, while nearly half the trees are less than 13 years old.

In view of the frozen egg case in Montreal, much interest has been aroused there by the judgment rendered in the United States District Court at Trenton, N.J., where a frozen egg case brought by the government against a Boston firm, went against the government, the tests of the bacteriologists being refuted. It was shown that the eggs contained 10,000,000 to 29,000,000 bacteria per cubic centimeter, but judgment was rendered on the grounds that though the eggs were decomposed in the scientific meaning of the word, this was not the meaning of the statute.

A despatch from Rochester says that Henry Burns, of Hornell, Iowa, purchased some eggs in a grocery store. The grocer said they were freshly laid. Burns examined one and found his name and address, written thereon while he was employed at a cold storage plant four years ago.

To prevent the over-exploitation of the salmon fisheries of British Columbia and the consequent depletion by canneries and curing establishments, an order-in-council has been passed declaring that no boat will be allowed to engage in salmon fishing except under license from the Minister of Marine, while the number of boats which will be allowed to each cannery and curing establishment has been named. The canneries in all will be allowed 1990 boats.

A report of the general conditions for the coming season's crop of California fruit says that the state has been visited by timely and abundant rains, but it will be some time before an accurate idea can be formed of prospects for the crop. An opinion seems to rule among growers that prospects are not as good for the apricot crop as a year ago. This tree is not a regular bearer at best, and while there has been increased planting during the past few years, results will not be apparent for a couple of years. Growers are anticipating a lighter crop of peaches also. For the past few years the production has aver-

aged 23,000 tons per annum, compared with 14,000 tons for the preceding three years. In prunes the average for the past three years has been 51,000 tons per year, compared with 62,000 tons for the preceding years. The trees are now looking in excellent shape and under favorable conditions we ought to have a good crop this season. The high prices of 1907 and 1908 has induced the planting of more raisin vines, which will begin to produce this year.

A petition of protest will be made to the mayor and council of Chicago against the fee system for testing scales, weights and measures, now in use in that city. It is maintained that the inspections are made solely in the public interest, and for that reason the public should pay for the service rendered; in other words that the cost of maintaining the department should come out of the general tax fund. New York, Boston and some other large United States cities have abolished the fee system.

Last year about 7,000 cars of Bermuda onions were shipped out of southwest Texas. This year it is maintained that this production will be almost doubled.

The soil in many parts of British Columbia has been found to be suitable for the cultivation of the tobacco plant, and it is probable that this industry will be taken up in that province at no distant date.

The fishing industry of the Pacific Coast produced in the year 1910, the enormous amount of 523,391,601 pounds of food fishes and fish products, valued at \$39,706,400 of which British Columbia contributed \$8,602,306. The industry in British Columbia requires the labor of 19,500 persons and their earnings total \$5,580,000. British Columbia shows a more varied industry than any other district on the coast with the exception of Alaska, for having the most valuable halibut fisheries in the world, for her herring fisheries in the vicinity of Nanaimo, not being eclipsed on the coast, and for the remarkable whale fisheries off the west coast of Vancouver Island.

PROGRESS OF JAMAICA.

The governor of Jamaica, reporting to the Imperial Government upon the trade of that colony says that a year of fair economic progress is indicated. He points out that a notable feature of the year's transactions was the excess in the value of the exports over that of the imports. The island, he says, is recovering from the effects of the cyclone of 1903 and ensuing droughts, and there no longer are importations of special lines to cover earthquake damages.

The principal articles of import were bread and biscuit, butter and substitutes, fish, both dried and salted; wheaten flour, condensed milk, oils, pork and rice.

Of soap also there were heavy importations.

The governor, in making his report makes mention of the apparent absurdity of the country, which he says is admirably fitted for the raising of cattle, pigs and so on, having to import so much condensed milk, butter substitutes and culinary oils.

The imports from Canada have doubled during the past ten years, but are hardly greater, the governor says, than they were thirty years ago.

Suggests That Magistrate Be Debt Collector

Editor Canadian Grocer.—The retail merchants of Ontario who have on several occasions applied to their government for a cheaper and more expeditious method of collecting small debts are pleased to see through your editorial that their friends in Manitoba are moving in the same direction and have petitioned their government for this needed legislation.

That the desired change is necessary is evident from the fact that the old machinery is so ineffective that on an average it costs about \$3 to collect one. If any other piece of machinery could not produce better results it would be put out of business at once.

As a matter of necessity the retail merchants have at times to give credit to their customers. This is highly appreciated and often prevents hardship and suffering, but occasionally this kindness is abused and in consequence dealers are put to all sorts of trouble and expense to get their money. Instead of the law helping them it is so expensive and ineffective that many merchants will rather lose their accounts than go to law. This is known to those characters who will buy without intending to pay, and, on account of them, credit is often refused to deserving people.

While the Manitoba merchants are on the right track in asking for what they call "debt courts" presided over by a magistrate, but when they ask that the magistrates be given authority to sentence for a term of imprisonment, should default in payment be made, they are asking for something they are not likely to receive. But instead of merely passing judgment the magistrate should take it in hand to collect the account. He should find out the circumstances of the debtor and then cause him to pay so much each week or month, and in case, through some unforeseen circumstances he is unable to meet this payment he must appear before the magistrate on a certain date and give his reasons for not making the payment. If he does not appear, then the magistrate should have power to imprison him for contempt of court. If he does appear and his reasons are satisfactory, then the bench may extend the time, but he must continue to make his appearance before the magistrate. This would make the debtor do the walking instead of the creditor and he would soon try and get it settled and after that he would be more careful to buy on credit. Such a law could be carried out, and be a great benefit to the merchant and be no hardship to any one but those who deserve it.

M. MOYER.

THE

The

ONT
Hamil
Kenzie
W.
deceas
Jam
up bus
W. J
verley
Ellis
moving
N. I
has so
M. C
Superi
T. E
grocer
E. S
Superi
Neil
lalve
McNab
QUE
mercha
promis
Gide
Sabine
The
Quebec
Edw.
St. Be
Alb.
fold, v
The
St. Ti

B.
A.

THE CANADIAN GROCER

THE WEEK'S TRADE CHANGES.

The Week's Happenings Among the Grocery Dealers in Canada.

ONTARIO—Arthur Bell Co., grocers, Hamilton have dissolved, Kenneth McKenzie continuing.

W. H. Mellon, grocer, York, deceased.

James Phelan, grocer, Parkhill, giving up business.

W. H. Mayne, general merchant, Waverley, has sold out.

Ellison & Legary, grocers, Burlington, moving to Hamilton.

N. E. McCutcheon, grocer, Shelburne, has sold to T. H. Reburn.

M. Goldner, general merchant, Lake Superior Junction, burnt out.

T. H. Moorehead, Milton, has sold his grocery store to A. Norrington.

E. Shieff, general merchant, Lake Superior Junction, suffered loss by fire.

Neil Cameron, general merchant, Killalve Station, succeeded by Boland & McNab.

QUEBEC—E. H. Sabourin, general merchant, Rapide de L'original, has compromised.

Gideon Begin, general merchant, St. Sabine, has assigned.

The assets of L. J. R. Daly, grocer, Quebec, have been sold.

Edward Legrosley, general merchant, St. Benoit, has assigned.

Alb. Bussiere, general merchant, Stanfold, voluntary assignment.

The general store of Alex. Theoret, St. Timothee, damaged by fire.

MARITIME PROVINCES.—F. B. Soucie, general merchant, St. Leonards, N.B., sold to F. P. Roy.

Stanley Fraser, grocer, Ferrona, N.S., compromising.

WESTERN CANADA.—R. Bannantyne, general merchant, Clair, Sask., moving to Quill Lake.

W. G. Warn, grocer, Hill Crest, Alta., has assigned.

Chas. Willet has opened a grocery at Calgary, Alta.

Sales & Pierce have opened a grocery at Barons, Alta.

R. Ridley has opened a general store at Kelowna, B.C.

O. H. Peterson is opening a general store at Coglin, B.C.

J. M. Clemans has opened a general store at Puffeo, Alta.

H. H. Langston has opened a grocery store at Calgary, Alta.

Isidore Shein, has opened a general store at Regina, Sask.

Dawson & Co., general merchants, Leross, Sask., dissolved.

Wampapin & Luceff have opened a grocery at Jarrow, Sask.

E. H. Milton, grocer, Edmonton, Alta., has sold to H. G. Hunter.

William Shuh has opened a general store at Claymore, Alta.

F. S. Randall is opening a general store at Tullisville, Sask.

E. B. Gilbert has opened a general store at Saskatoon, Sask.

George Martin will open a general store at Langbank, Sask.

H. L. Reimer is opening a general store at Three Hills, Alta.

Love & Shulman, have started a general store at Hubbard, Sask.

The Davin Trading Co. have opened a general business at Davin.

F. Belanger has opened a general store at Coquitlam Dam, B.C.

Stephen Nickhka has opened a grocery store at Edmonton, Alta.

Lant Bros. have started in hardware and groceries at Crossfield, Alta.

Sheridan Bros. & Stewart have opened a general store at Trochu, Alta.

Fraser & Gaetz have opened a general store at Prairie Grange, Alta.

A general store is being opened at Carrot River, Sask., by G. Gherman.

W. N. Ingham, general merchant, Nokomis, Sask., has sold to R. A. McEwen.

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

Highest price paid for DRIED APPLES

O. E. ROBINSON & CO.

Established 1886
INGERSOLL - ONTARIO
Would you like our Weekly Circular?

Delicious

Appetising



We Pack No Hard Tough Fish?

The most scrupulous care is taken to see that in the packing of

"Concord"
Norwegian Sardines

nothing but the finest freshly-caught Autumn fish and pure olive oil are used. "Concord" Sardines will be found to be mild-cured and not too much smoked, and their delicious flavour will commend them to your particular customer. Feature "CONCORD"; there's a good margin for the retailer. Order from your wholesaler.

LIST OF AGENTS

R. S. McIndoe, Toronto. Watson & Truesdale, Winnipeg.
A. H. Brittain & Co., Montreal. W. A. Simonds, St. John, N.B.
Radiger & Janion, Vancouver and Victoria, B.C.

Bluenose



Butter

The quality of this famous brand of Butter is uniformly good.

It is always sweet, always fresh, and always delicious.

BLUENOSE BUTTER keeps good in any climate, and is invaluable to hunters, travellers, prospectors and the like.

Every can sold means another permanent customer for you.

How is your stock? See to it to-day!

PACKED BY

SMITH & PROCTOR
Halifax, N.S.

Grocer's Encyclopedia—The Peanut

Some Points of Interest in Connection with the Little Holiday Edible and its Products—Its Large and Ever Increasing Sale—Peanut Butter Valuable as Food Product—Plant Springs into Air Like Vine, and Head Then Roots Again.

Peanuts are now being recognized as a very desirable and wholesome food, and the demand is everywhere increasing. Especially is this true in America. It has been estimated that upwards of \$45,000,000 worth of peanuts are sold annually, and that sales are on the increase. Of course this enormous amount is not all sold in the nickel bag although this method of handling accounts for a good many in a year. Up to a few years ago the larger amount was consumed in this way, or shelled and salted, but of late it is offered to the public in a variety of form.

Besides being eaten from the shell and in salted shelled manner, it is also used in peanut candies in combination with pop corn and puffed rice, in the form of peanut butter and as peanut meal and salad oil.

Peanut Butter.

In this country peanut butter has not induced a large demand as yet but the trade is increasing, and there are bright prospects for its future. Peanut butter when spread on bread is claimed to contain as much nutriment as the combination of butter, eggs and meat while it is appetizing and delicious. There are also many dainty dishes which can be prepared.

The nuts should be roasted in the shell if peanut butter is to reach a state of highest perfection. By this method all the natural oil which is the nutriment of the peanut is retained. In making the butter the shelled peas are first slightly roasted care being taken that they be not scorched. Then when they have been put through the fanner to remove the thin brown covering on the nut, they are ground into a pulp. The oil in the grains as it leaves the mill gives the meal the appearance and consistency of putty. It is placed in bottles, or in tins. Salt is added by some manufacturers and then it is sealed up.

Its Advantages.

A recent article on the subject says: "There is no doubt that peanut butter has taken the place of butter and jams in many households and especially so when butter becomes high in price. An advantage which this product has is that it suits the taste of poor and rich alike, and it is stated by authorities that the nutrition in fifty peanuts is equal to that in four bananas and ten times as great as that contained in three apples, thus furnishing sustenance for the man who labors. It is on the table of the poor and middle class on account of the reasonable price of this food. It is on the table of the well to do for its daintiness and convenient uses."

It is most convenient as a picnic or camping food as it does not turn rancid or spoil in as short a time as butter or its substitutes, as it will keep in perfect condition for a long time if kept sealed.

The oil of the peanut also is an important factor commercially. It is in the same class as cottonseed and olive

oil. It is of a higher grade than cotton seed oil and of somewhat lower value than the finest olive oil.

The peanut plant is a sort of trailing vine, resembling clover, has to be planted annually and grows to the height of 1 or 2 feet. Its growth is peculiar. It grows from the seeds upward into the air and then turns its head downward, works into the earth, where the pods grow and ripen. The climatic requirements of the peanut are a long season without frost, a comparatively light rainfall during the growing period, abundant sunshine and high temperature. They are successfully grown in many parts of the United States, especially Virginia, Tennessee, Carolina and Georgia. On account of the increased use, efforts are being made to extend its cultivation.

STORE HINTS.

It is the wise merchant who knows just the moment when a line of goods has reached a point where it should be moved regardless of price.

The greatest error in store management is over buying. It is the easiest of all to make. See that you guard against it.

An ounce of prevention is worth a pound of cure. Get after the flies early in the season. They are the forerunners of a big crop next summer.

Do not keep your displays to any particular line. The people want to see something different. Vary your display.

If you cut the price on one article you must make it up on another.

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

Tell Your Customers That

**SHAMROCK
BIG PLUG
SMOKING TOBACCO**

When cut 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



ROYAL BAKING POWDER



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

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

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

THERE IS NO SUBSTITUTE

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.

THE CANADIAN GROCER

CLASSIFIED ADVERTISING

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

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

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

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

BUSINESS CHANCES.

FOR SALE—Well equipped grocery, large turnover, Walker bins, up-to-date stock. Will sell building or stock and fixtures. In live Western Ontario railroad town. Owner going West. Box 380, CANADIAN GROCER. (16)

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.

COPELAND-CHATTERSON SYSTEMS—Short, simple. Adapted to all classes of business. Copeland-Chatterson-Crain, Ltd., Toronto and Ottawa. (17)

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-Fensom hand-power elevator will double your floor space, enable you to use that upper floor either as stock room or as extra selling space, at the same time increasing space on your ground floor. Costs only \$70. Write for catalogue "B." The Otis-Fensom Elevator Co., Traders Bank Building, Toronto. (18)

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. Egr 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.

RETAIL MERCHANTS AND OTHERS WITH A limited correspondence will find it to their advantage to write us for catalogue of special bargains in rebuilt Typewriters. We have all the well known makes, taken as part payment on the MONARCH, and at the prices we offer them, they are remarkable bargains. THE MONARCH TYPEWRITER COMPANY, Limited, 46 Adelaide Street West, Toronto, Ont.

POSITION WANTED.

SPECIALTY TRAVELER open for engagement to represent a firm west of Winnipeg. Fully experienced in grocery business and can furnish first class references. Box 382, THE CANADIAN GROCER, Toronto.

MISCELLANEOUS.

MAKE MONEY AND SAVE MONEY with the Multigraph. It does multiple typewriting and real printing, 1,200 to 5,000 sheets an hour; gets new business with form letters or printed advertising; saves 25 per cent. to 75 per cent. of printer's charges on stationery and forms. American Multigraph Sales Co., Ltd., 129 Bay St., Toronto.

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

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.

INDISPENSABLE in office, store, home—Canadian Almanac, 1911—a National Directory. Complete classified information on every subject of Dominion interest. Full postage, customs, banking, insurance, legal, educational, newspaper, army, clerical, governmental, particulars of leading institutions and societies. Paper cover, 60c.; cloth, leather back, 75c. All stationers, or sent postpaid on receipt of price by The Copp-Clark Co., Ltd., 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 money you are now losing through not having a National Cash Register would pay its cost in a short time. Write us for proof. The National Cash Register Co., 285 Yonge St., Toronto.

THE "Kalamazoo" Loose Leaf Binder is the only binder that will hold just as many sheets as you actually require and no more. The back is flexible, writing surface flat, alignment perfect. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto. (19)

WAREHOUSE AND FACTORY HEATING SYSTEMS. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (20)

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.

NOTICE TO MANUFACTURERS.

CANADIAN TRADING COMPANY wishes to announce that they are open for business in Winnipeg and desires to get in touch with manufacturers and exporters of high class grocery lines. Address 11, Bank of Hamilton, Winnipeg. (17)

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.

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

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

Bak
Diamond w. E.
1-lb. tins, 2 doz. in
1-lb. tins, 3
1-lb. tins, 4

Cases.
4-dozes.....
2-dozes.....
1-dozes.....
3-dozes.....
1-dozes.....
1-dozes.....



or more of "Magi



WHITE SWAN SP
White Swan Ba
doz. in case, \$2
1-lb. tins, 80c. doz.



Cartons—Per
No. 1, 1-lb., 4 doz
No. 1, 1-lb., 2 doz
No. 2, 5-oz., 8 doz
No. 2, 5-oz., 3 doz
No. 3, 2 1/2-oz., 4 doz
No. 10, 13-oz., 4 doz
No. 10, 13-oz., 3 doz



DOMINION Aylmer Jams
Per
Strawberry..... 1
Raspberry..... 1
Black currant..... 1
Red currant..... 1
Raspberry & red
currant..... 1
Raspberry and
gooseberry... 1
Plum jam..... 1
Greengage plum,
stoneless..... 1
Gooseberry..... 1
Pure Fruit
5 lbs.
Strawberry... 0 50
Black currant... 0 50
Raspberry... 0 50
Weight allowed


THE CANADIAN GROCER

QUOTATIONS FOR PROPRIETARY ARTICLES

Baking Powder
W. H. GILLARD & CO.
 1-lb. tins, 2 doz. in case..... \$2 00
 1-lb. tins, 3 " " " " " " " " " " 1 85
 1-lb. tins, 4 " " " " " " " " " " 0 75

IMPERIAL BAKING POWDER

Cases	Size	Per doz.
4-dozen	10c.	\$0 85
1-dozen	6-oz.	1 75
1-dozen	12-oz.	3 50
1-dozen	12-oz.	3 40
1-dozen	2 1/2-lb.	10 50
1-dozen	5-lb.	19 80



MAGIC BAKING POWDER
 Contains 100 grains

Ontario and Quebec Prices
 Cases. Sizes. Per doz.

6 dozen	5c.	\$0 50
4 " "	4-oz.	0 75
4 " "	6 " "	1 00
4 " "	8 " "	1 30
4 " "	12 " "	1 85
4 " "	16 " "	2 25
4 " "	2 1/2-lb.	2 30
1 " "	5-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 55
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-do. in case, \$2 doz.; 1-lb. tins, \$1.25 doz.; 1-lb. tins, 80c doz.



COOK'S FRIEND BAKING POWDER
 IDEAL PANCAKES, PIE CRUSTS, OVEN PASTRY

Cartons—	Per doz	No. 12, 4-oz., 8 dz	0 70
No. 1, 1-lb., 4 doz	2 40	No. 12, 4-oz., 3 dz.	0 75
No. 1, 1-lb., 2 doz	2 50	In Tin Boxes—	
No. 2, 5-oz., 6 doz	0 80	No. 13, 1-lb., 2 dz.	3 00
No. 2, 5-oz., 3 doz	0 85	No. 14, 8-oz., 3 dz	1 75
No. 3, 3-oz., 4 dz	0 45	No. 15, 4-oz., 4 dz.	1 10
No. 10, 1 1/2-oz., 4 dz	2 10	No. 16, 2 1/2-lb.	7 25
No. 10, 1 1/2-oz., 3 dz	2 30	No. 17, 5-lb.	14 00



FOREST CITY BAKING POWDER

Dozen	Per doz
6 oz. tins	0 75
12 oz. tins	1 25
16 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 dz. 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 a c 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

Per doz	Per case
Aylmer Jams	1 80
Strawberry	1 95
Raspberr.	1 95
Black currant	1 95
Red currant	1 75
Raspberr. & red currant	1 95
Raspberr. and gooseberry	1 80
Plum jam	1 55
Greengage plum, stoneless	1 75
Gooseberry	1 75


Pure Preserves—Bulk

Strawberry	0 59	0 82
Black currant	0 59	0 82
Raspberr.	0 59	0 82

Wholesale allowed up to \$50 per 100 lbs.

Blue
 Keen's Oxford, per lb..... 0 17
 In 10-box lots or case..... 0 16
 Gillett's Mammoth, 1/2-gross box..... 2 00

Chocolates and Cocoas
THE COWAN CO., LIMITED



Cocoa—
 Perfection, 1-lb. tins, per doz..... \$4 50
 Perfection, 1/2-lb. per doz..... 3 40
 Perfection, 1/4-lb., per doz..... 1 90
 Perfection, 10c size 5-lb. tins per lb..... 0 37
 Soluble, bulk, No. 1, per lb..... 0 30
 Soluble, bulk, No. 2, per lb..... 0 18

London Pearl, per lb..... 0 23
 Special quotations on Cocoa in barrels, kegs, etc.
 Unsweetened Chocolate—
 Supreme, 1/4 and 1/2, cakes, 12-lb. boxes Per lb..... 0 35
 Perfection chocolate, 20c size, 2 dozen boxes, per dozen..... 1 80
 Perfection chocolate, 10c size, 2 and 4 dozen boxes, per dozen..... 0 90


Sweet Chocolate
 Queen's Dessert, 1/4 and 1/2, 12-lb. boxes, per lb..... 0 50
 Queen's Dessert, 5/8, 12-lb. boxes..... 0 40
 Vanilla, 1/2-lb., 12-lb. boxes, per lb..... 0 35
 Parisian, 8's..... 0 28
 Royal Navy, 1/4, 1/2, boxes, per lb..... 0 30
 Diamond, 7/8, 12-lb. boxes, per lb..... 0 24
 Diamond, 1/4, 12-lb. boxes, per lb..... 0 25

Iceings for cakes—
 Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in 1-lb. pkgs., 2 doz. in box, per dozen Per lb..... 0 90

Confections
 Milk chocolate wafers, 5-lb. boxes..... 0 36
 Maple buds, 5-lb. boxes..... 0 36
 Chocolate wafers, No. 1, 5-lb. boxes..... 0 30
 Chocolate wafers, No. 2, 5-lb. boxes..... 0 35
 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, 5c bundles, per box..... 1 35
 Milk chocolate, 5c cakes, per box..... 1 35

EPP'S
 Agents, O. E. Colson & Son, Montreal.
 In 1/2 and 1-lb. tins, 14-lb. boxes, per lb..... 0 35
 Smaller quantities..... 0 37

JOHN P. MOTT & CO.'S
 G. J. Estabrook, St. John, N.B.; J. M. Douglas & Co., Montreal; R. S. McIndoe, Toronto; Jos. E. Huxley, Winnipeg; Tees & Farnse, Calgary; Johnson & Yockney, Edmonton; Standard Brokerage Co., Vancouver; Frank M. Hannum, Ottawa.



Mott's Diamond Chocolate
 Elite, 10c. size (for cooking) doz..... 0 90

Mott's breakfast cocoa, 10c size

breakfast cocoa, 1/4 size	90 per doz.
" " " " 1/2 size	0 38
" " " " 1/4 size	0 32
" No. 1 chocolate, 1/4 size	0 36
" Navy " " " "	0 22
" Vanilla sticks, per gross	1 00
" Diamond Chocolate, 1/4 size	0 24
" Plain choice chocolate, liquors	0 30
" Sweet Chocolate Coatings	0 32

WALTER BAKER & CO., LIMITED.
 Premium No. 1 chocolate, 1/2 and 1-lb. cakes, 35c. lb.; Breakfast cocoa, 1-5, 1/2 and 1-lb. tins, 41c. lb.; (German's sweet chocolate, 1 and 1/2 lb. cakes, 6-lb. boxes, 5-lb. boxes, 32c. lb.; Auto sweet chocolate, 1/2 lb. cakes, 3 and 6-lb. boxes, 32c. lb.; Vanilla sweet chocolate, 1/2 lb. cakes, 6-lb. tins, 41c. lb.; Falcon cocoa (hot or cold soda), 1-lb. tins, 35c. lb.; Cracked cocoa, 1/2 lb. pkgs., 6-lb. bags, 32c. lb.; Caracac tablets, 100 bds., tied up, per box \$3.00. The above quotations are f.o.b. Montreal.

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 and 1/2-lb. packages, assorted	0 27
1-lb. packages, assorted, in 5-lb. boxes	0 26
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. F.W.S. Tins.

White moss, fine strip	0 12	0 21
Best Shredded	0 18	0 17
Special Shred	0 17	0 16
Ribbon	0 19	0 15
Macaroon	0 17	0 17
Decicated	0 16	0 16
White Moss in 5 and 10 lb. square tins, 2c.		

WHITE SWAN SPICES AND CEREALS LTD.
 White Swan Cocoanut—
 Featherstrip, pails..... 0 18
 Shredded..... 0 18
 1/2-packages, 5-oz., 6-oz., 8-oz., lb. 0 25

Condensed Milk
BORDEN'S CONDENSED MILK CO.
 Wm. H. Dunn, Agent, Montreal & Toronto.

Eagle Brand Condensed Milk..... \$6 00 1 50
 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




EAGLE BRAND
PEERLESS
 UNSWEETENED EVAPORATED MILK

TRURO CONDENSED MILK CO., LIMITED
 "Jersey" brand evaporated cream per case (4 dozen)..... \$3 50
 "Reindeer" brand, per case (4 dozen) 5 25
 "Reindeer" Condensed Coffee, case. 4 80
 "Reindeer" Condensed Cocoa, case.. 4 80




JERSEY CREAM
REINDEER
 CONDENSED MILK

COFFEES
EBY, BLAIN CO. LIMITED.
 Standard Coffees

Roasted whole or ground. Packed in damp-proof bags and tins.

Club House	\$0 32	Ambrosia	0 26
Nectar	0 30	Plantation	0 23
Empress	0 28	Fancy Bourbon	0 22
Duchess	0 27	Bourbon	0 20
Crushed Java and Mocha	0 18	ground	0 18

Package Coffees

Gold Medal, 2 lb. tins, whole or ground	0 30
1 lb. tins	0 31
1 lb. tins	0 32
Anchor Brand, 2 lb. tins	0 31
1 lb. tins	0 32
German Dandelion, 1 lb. tins, ground	0 26
English breakfast, 1 lb. tins	0 28
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.



COFFEE
 1-lb. decorated tins, 32c. lb.
 Mo-Ja, 1-lb. tins 30c. lb.
 Mo-Ja, 1-lb. tins 28c. 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.

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 cartons, each 1 dozen..... 0 90
 Large blocks, dozen..... 3 30
 Medium blocks, dozen..... 1 20

Cream
FUSSELL & CO., LTD
 London, Eng.



FUSSELL'S PURE RICH CREAM

"Golden Butterfy" brand Cream, 8 doz. 10c. size, cases \$7.70
 "Golden Butterfy" brand Cream, 8 doz. 15c. size, cases \$11.50



ELAGAMA COFFEE

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 50 and 50-lb. case. Terms—Net 30 days prepaid.

Confections
IMPERIAL PEANUT BUTTER

Small, cases	zen.	0 95	dozen
Medium, cases	dozen	1 80	"
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 Ely Blain Co. Ltd. Toronto. C. O. Beauchemin & Fils. Montreal.
 \$2, \$3, \$5, \$10, \$15 and \$30.
 All same price one size or assorted.

UN-NUMBERED

Under 100 books	each	04
100 books and over	each	04
500 books to 1000 books		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
SHERRIFF'S

1 oz. (all flavors) doz.	1 00
2 " "	1 75
3 " "	2 00
4 " "	3 00
5 " "	3 75
8 " "	5 50
16 " "	10 00
32 " "	18 00

Discount on application.



CRESCENT MFG. CO.

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

Jams and Jellies
BATGER'S WHOLE FRUIT STRAWBERRY JAM
 Agents, Rose & Lafamme, 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
 7 wood pails, 6 pails in crate, per lb. 0 07
 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

Soups
CHATEAU BRAND CONCENTRATED SOUPS

Ve etable	Mutton Broth
Mulligatawny	Chicken
Ox Tail	Fes
Scotch Broth	Julienne
Mock Turtle	
	Vermicelli Tomato
	Consomme
	Tomato

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





ALWAYS RIGHT. SUN PASTE

Stove Polish is just right every time you sell it, and the boxes are always filled full. You have no complaints coming after you pass it over your counter. Why not make friends for yourself as well as for us by selling the stove polish which always pleases the housekeeper? That's SUN PASTE. Just push it and see them come back for more.

MORSE BROS., Props. - Canton, Mass., U.S.A.

HOTEL DIRECTORY

HALIFAX HOTEL
HALIFAX, N. S.

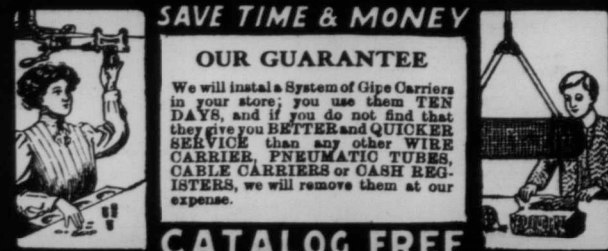
THE GRAND UNION

The most popular hotel in
OTTAWA, ONTARIO. **JAMES K. PAISLEY, Prop.**

ACCOUNTANTS

Jenkins & Hardy Assignees, Chartered Accountants, Estate and Fire Insurance Agents, 15 1/2 Toronto St., Toronto 52 Canada Life Building, Montreal.

CASH OR PARCEL CARRIERS
SAVE TIME & MONEY



OUR GUARANTEE

We will install a System of Gipe Carriers in your store; you use them TEN DAYS, and if you do not find that they give you BETTER and QUICKER SERVICE than any other WIRE CARRIER, PNEUMATIC TUBES, CABLE CARRIERS or CASH REGISTERS, we will remove them at our expense.

CATALOG FREE

THE GIPE CARRIER COMPANY
99 ONTARIO STREET TORONTO ONT.
EUROPEAN OFFICE: 116 HOLBORN LONDON E.C. ENG.

TELL YOUR CUSTOMERS ABOUT

KOKOBUT

the PURE COCOANUT BUTTER that is so much more economical than all other cooking materials. Guaranteed to contain no animal matter and to be free from water or salt. "KOKOBUT" imparts a delicious flavor to all foods prepared with it, keeps indefinitely and never becomes rancid. It is highly digestible and nutritious.

Here's a line that sells at sight to every housewife. Don't delay, but send along your order to-day and get your share of the profitable trade offering.

Packed in 1, 5, 10, 20 and 50 lb. packages and tins.

COCOA-NUT BUTTERS, Limited
206 Papineau Ave. - - - Montreal

WESTERN ASSURANCE COMPANY
Incorporated 1851

FIRE AND MARINE

HEAD OFFICE, TORONTO, ONT.

Assets over - - - - \$3,570,000

Income for 1906, over 3,609,000

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

British America Assurance Company

A.D. 1833

FIRE & MARINE

Head Office, Toronto

BOARD OF DIRECTORS

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

CAPITAL - - - - - \$1,400,000.00
ASSETS - - - - - 2,162,752.85
LOSSES PAID SINCE ORGANIZATION 29,833,820.96

Tea Lead,

Best Inocorrodlble

"Pride of the Island"

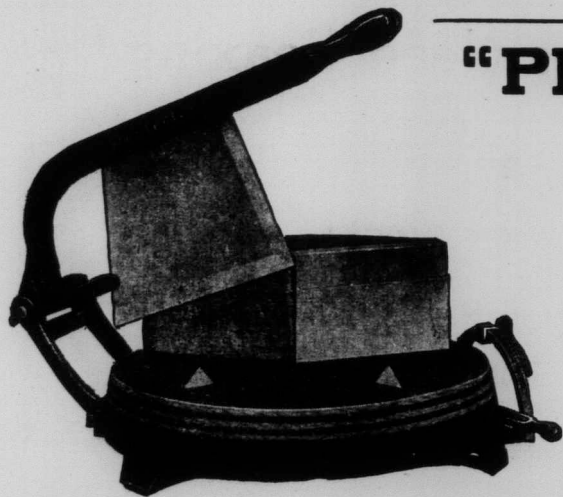
Manufactured by **BRAND ISLAND LEAD MILLS, LIMITED**

Tel. Address: "Laminated," London. **LIMEHOUSE, LONDON, E., ENG.**
Canadian Agents **ALFRED B. LAMBE & SON, TORONTO, J. HUNTER WHITE, ST. JOHN, N.B. CECIL T. GORDON, MONTREAL**

"PERFECTION" CHEESE CUTTERS are MONEY-MAKERS

for the GROCER—We know they will do
the work—and guarantee them.

Walter Woods & Co., Hamilton
Winnipeg



LAPORTE, MARTIN & CO., MONTREAL.
AGENCIES. THESE PRICES ARE
F.O.B. MONTREAL.

IMPORTED PEAS "SOLEIL"

	Per case
Sur Extra Fins..... 40 tins	10 50
Extra Fins..... 100 tins	14 00
Tres Fins..... 100 "	12 60
Fins..... 100 "	11 00
Mi-Fins..... 100 "	10 00
Moyens No. 1..... 100 "	9 50
Moyens No. 2..... 100 "	9 00
Moyens No. 3..... 100 "	8 25

Asparagus, Haricots, etc.

MINERVA PURE OLIVE OIL.

Case—	Case—
12 litres..... 6 50	24 pints..... 6 25
12 quarts..... 5 75	24 1/2-pints..... 4 25

Tins—

8 gals., 2s..... 23 00	1/2 gals., 20s..... 13 50
2 gals., 6s..... 29 00	gal., 48s Sq..... 17 00
1 gal., 10s..... 25 00	gal., 48s Rd..... 15 50
1/2 gals., 20s..... 26 00	

VICHY WATERS.

St. Nicolas, 60 qts.....	7 00
La Neptune, 60 qts.....	6 00
La Capitale, 60 qts.....	5 00
La Sanitas Sparkling, 60 qts.....	8 00
" " " " 100 qts.....	9 00
" " " " 100 splits.....	4 00

CASTILLE SOAP

"Le Soleil," 72 per cent. Olive Oil

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.....	3 50 case
" " 200 lbs., 3/4 oz. bars.....	3 75 case

"La Luna," 65 per cent. Olive Oil

Case 25 lbs., 11 lb. bars.....	0 07 lb.
" " 12 lbs., 2 1/2 lb. bars.....	0 08 lb.
" " 50 lbs., 1 lb. bars.....	3 25 case
" " 100 lbs., 3/4 oz. 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 50
" " 24 pts.....	4 75
Champagne de l'omme, 12 qts.....	5 00
" " 24 pts.....	5 50

Matte 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. bars.....	per lb. 0 08
" " 50 lbs., 1 lb. bars.....	0 08
" " 100 lbs., 1/2 lb. bars.....	0 08
" " 200 lbs., 1/4 lb. bars.....	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

OCEAN MILLS

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; 5-oz. tins, 5
doz. per case, \$3.50;
16-oz tins, 3 doz per
case, \$6.75; 5-lb tins
10 tins a case, \$7.50;
1-lb. bulk, per 25, 50
and 250 lbs., at 15c
per lb. Ocean blanc
mange, 48 5-oz., \$4;
\$1.50; Ocean cough
syrup, 36 6-oz., \$3.00; 36 3-oz., \$7.20; Ocean
corn starch, 48 1-lb., \$3.60.



BLUE, LAUNDRY (Moody's Royal)



CHLORIDE OF LIME. (Moody's Royal)



DRUDGE. (Moody's Extra Fine.) Handy Sifter, top package, doz. 0 85; 100 lb. Kegs .1b. 0 05; 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



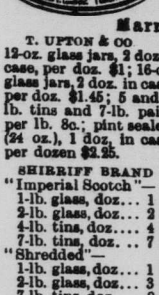
KLENZINE AMMONIA POWDER (Moody's)



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



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 3 35



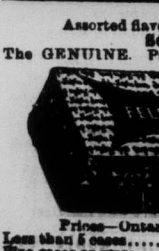
Marmalade. T. UPTON & CO. 12-oz. glass jars, 2 dozen case, per doz. \$1; 16-oz. glass jars, 2 doz. in case, per doz. \$1.45; 5 and 7 lb. tins and 7-lb. pails, per lb. 8c.; pint sealers (24 oz.), 1 doz. in case, per dozen \$2.25



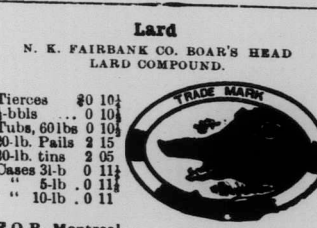
Cereals. "Imperial Scotch"—1-lb. glass, doz... 1 55; 2-lb. glass, doz... 2 80; 4-lb. tins, doz... 4 65; 7-lb. tins, doz... 7 35; "Shredded"—1-lb. glass, doz... 1 90; 2-lb. glass, doz... 3 10; 7-lb. tins, doz... 8 25



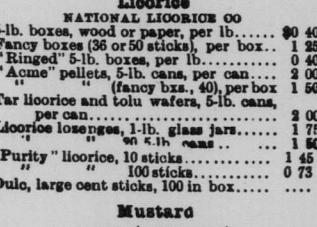
Jelly Powders IMPERIAL DESSERT JELLY Assorted flavors—gross 10. 75. Soap. The GENUINE. Packed 100 bars to case.



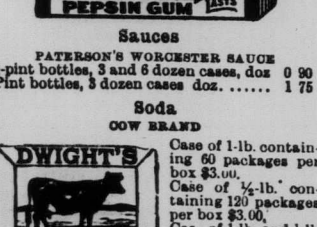
MAGIC SODA Ontario and Quebec Prices. Per case: No. 1, cases 60 1-lb. packages... 2 75; No. 2, " 120 1-lb. " " " 2 85; No. 3, " 30 1-lb. " " " 2 75; No. 5, " 60 1-lb. " " " 2 85; No. 5 Magic soda—cases 100—10-oz. pkg. 1 case... 2 90; 5 cases... 2 80



Lard N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND. Tierces \$0 10; 1-bbls... 0 10; Tubs, 60 lbs 0 10; 20-lb. Pails 2 15; 20-lb. tins 2 05; Cases 3-lb 0 11; 5-lb 0 11; 10-lb 0 11



Licorice NATIONAL LICORICE CO. 5-lb. boxes, wood or paper, per lb. \$0 40; Fancy boxes (35 or 50 sticks), per box... 1 35; "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... 3 00; Licorice lozenges, 1-lb. glass jars... 1 75; Licorice lozenges, 1-lb. cans... 1 50; "Purity" licorice, 10 sticks... 1 45; " " 100 sticks... 0 73; Dule, large cent sticks, 100 in box... 0 73



Gum WRIGLEY'S SPEARMINT PEPSIN GUM SAUCES PATERSON'S WORCESTER SAUCE 1-pint bottles, 3 and 6 dozen cases, doz 0 90; Pint bottles, 3 dozen cases doz. 1 75

Soda DWIGHT'S 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.

THE CANADIAN GROCER

The Season when Appetites Need Coaxing!

Your customers are buying a greater quantity of
PICKLES, SAUCES, RELISHES, JAMS, PRESERVED FRUITS
 and other delicacies to tickle the palate.

Be Prepared. Look over Stocks.

We have the very goods you require, and can supply promptly at closest prices.

Write us To-day for Details.

THE YOUNG COMPANY, LIMITED - North Bay and Sudbury

Soap and Washing Powders



For sale by all grocers.

A. F. TIFFET & CO., AGENTS

- Maypole soap, colors, per gross..... \$10 30
 Maypole soap, black, per gross..... 15 30
 Oriole soap, per gross..... 10 30
 Florida soap, per gross..... 12 00
 Straw hat polish, per gross..... 18 30



- 3 doz. to box..... \$3 80
 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.



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 1/2
Canada Laundry	0 06 1/2
Silver gloss, 5-lb. draw-lid boxes...	0 07 1/2
Silver gloss, 5-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, lbs. and kegs...	0 06 1/2
Canada white gloss, 1-lb. pkg.	0 05 1/2
Benson's enamel, per box...	1 50 & 3 00

Oculary Starch—	Per lb
Benson & Co's Prepared Corn...	0 06 1/2
Canada Pure Corn...	0 04 1/2
30-lb. boxes, 1c higher.	
Celluloid—Boxes of 45 cartons, per case	3 80

BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40 lb..	0 06
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, 300 lb....	0 06 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 08
6-lb. toy drums, with drumsticks	
8 in case.....	0 07 1/2
Kegs, ex. crystals, 100 lb.....	0 06 1/2

Brantford Gloss—	
1 lb. fancy boxes, cases 36 lb....	0 07

Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	3 00

Canned Haddies, "Thistle" Brand

A. F. TIFFET & CO., AGENTS

Cases 4 doz. each, flat, per case.....	65 00
Cases 4 doz. each, ovale, per case.....	5 90

Milk.

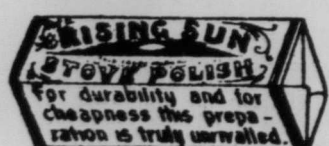
CANADA FIRST BRAND

The Aylmer 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

Stove Polish

Per gross	
Rising Sun, No. 1 cakes, 1/2 & 1/4 grs. boxes..	\$8 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, 55 lbs....	1 90 each
38 1/2 lbs....	1 70

Lily White Corn Syrup.

Plain tins, with label—	Per case
3 lb. tins, 2 doz. in case.....	2 5 1/2
5 " " " " " " " " " " " " " " " "	2 5 1/2
10 " " " " " " " " " " " " " " " "	2 7 1/2
30 " " " " " " " " " " " " " " " "	2 7 0

Beaver Brand Maple Syrup. Case	
2 lb. tins, 2 doz in case.....	\$3 50
5 " " " " " " " " " " " " " " " "	4 0
10 " " " " " " " " " " " " " " " "	3 95
30 " " " " " " " " " " " " " " " "	3 90

(5, 10 and 30 lb. tins have wire handles)



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 and 1/4's.	0 30	0 40
Red Label, 1's and 1/2's.....	0 36	0 50
Gold Label, 1's.....	0 44	0 60
Red-Gold Label, 1/2's.....	0 55	0 80



Blue Label, 1/2's.....	0 21	0 26
Orange Label, 1's and 1/2's.....	0 23	0 30
Blue Label, 1's.....	0 20	0 25
Brown Label, 1' 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



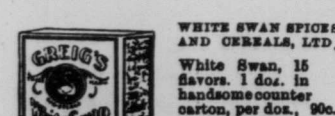
MELAGAMA TEA

MINTO BROS., 45 Front St. East

We pack in 60 and 100 lb. cases. All delivered prices.

Brown Label, 1 lb. or 1/2 lb. or 1/4 lb. or 1/8 lb. or 1/16 lb. or 1/32 lb. or 1/64 lb. or 1/128 lb.	Wholesale	Retail
Brown Label, 1 lb. or 1/2 lb. or 1/4 lb. or 1/8 lb. or 1/16 lb. or 1/32 lb. or 1/64 lb. or 1/128 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

Jam	Per lb.
30-lb. wood pails.....	0 06 1/2
Pure assorted jam, 1-lb. glass jars, two dozen in case.....	1 75



WHITE SWAN SPICES 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.



Ceylon Tea, in 1 and 1/2-lb. lead packages—black or mixed.

Black Label, 1-lb., retail at 25c.....	\$0 20
Blue Label, 1-lb., retail at 25c.....	0 21
Green Label, retail at 30c.....	0 24
Red Label, retail at 40c.....	0 30
Brown Label, retail at 60c.....	0 42
Gold Label, retail at 80c.....	0 55

Cream Tartar.

GILLET'S CREAM TARTAR

Ontario and Quebec Prices.

1-lb. paper pkgs., 4 doz. in case.....	\$1 00
1-lb. paper pkgs., 4 doz. in case.....	2 00
4 doz. 1-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 50 1/2
25-lb. wooden pails.....	0 30 1/2
100-lb. kegs.....	0 28 1/2
360-lb. barrels.....	0 28



Per doz	
H.P. Sauce, packed in cases of 3 doz.....	\$1 90
H.P. Pickle, packed in cases 2 doz. pts. 3 30	
H.P. Pickle, packed in cases 3 doz. 1-pt 3 2	

Tobacco.

IMPERIAL TOBACCO COMPANY OF CANADA, LIMITED—EMPIRE BRANCH.

Chewing—Black Watch, 6c.....	44
Black Watch, 12c.....	45
Bobs, 6c and 12c.....	46
Bully, 6c.....	44
Currency, 6c and 12c.....	46
Star, 6 2-6c.....	46
Old Fox, 12c.....	44
Pay Roll Bars, 7 1/2c.....	56
Pay Roll, 7c.....	56
War Horse, 6c.....	43
Ping Smoking—Shamrock, 6c., plug or bar.	45
Rosebud Bars, 6c.....	45
Empire, 6c and 12c.....	45
Ivy, 7c.....	50
Starlight, 7c.....	50
Out Smoking—Great West Fences, 6c.....	59

Yeast

On ario and Quebec Prices.

Royal Yeast, 3 doz. 5 cent pkgs.	\$1 15
Gillet's Cream Yeast, 3 doz. in box.....	1 15

For charges for inserting quotations in this dept. apply to Advt. Manager, The Canadian Grocer, at our nearest office.



Think It Over!

Isn't it worth while to handle a line that the women want?
Such a line is

BLACK KNIGHT STOVE POLISH

which produces a lasting jet black polish in the minimum of time and with the minimum of 'elbow grease'.
Moreover, there's a 'worth while' margin of profit for you in selling "Black Knight."

F. F. Dalley Co., Limited, HAMILTON, CANADA
BUFFALO, N.Y.

COUNTER CHECK BOOKS



Write for samples and prices; we are now in a position to give better service, with no advance in price.

F. N. BURT CO., Ltd.
TORONTO MONTREAL

Phone Main 2811

Phone Uptown 2862

Pure

Reliable



Have no hesitation

in stocking and recommending

"COW BRAND"
BAKING SODA

It is noted for its strength, purity and reliability and is a marked favorite with the cook.

See to your stocks. Order from your jobber.

CHURCH and DWIGHT

Manufacturers LIMITED
MONTREAL

FREQUENCY OF ORDERING

Every month day a Pickford and Black storage boxes, Halifax for example, The British West Indies and Dominions, and in every thirty days day. A sufficient quantity for business use. Write for

PICKFORD & BLACK

MONTREAL

OAKEY'S

The original and only
Genuine Preparation for
Cleaning Cutlery, Glass
and all Utensils.

'WELLINGTON'

KNIFE POLISH

W. O. Oakey & Sons, Limited

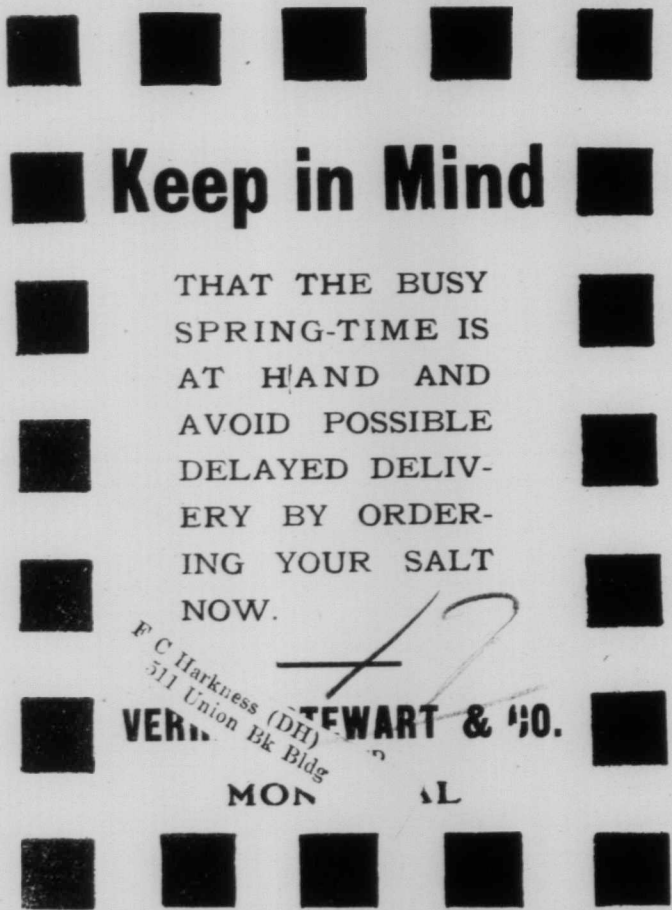
100, King Street East, Toronto, Ont.



CHINESE STARCH

HAVE YOU
A STOCK?
GREAT SELLER
ALL THE TIME.

GET PRICES
OCEAN HILLS
MONTREAL



Keep in Mind

THAT THE BUSY
SPRING-TIME IS
AT HAND AND
AVOID POSSIBLE
DELAYED DELIV-
ERY BY ORDER-
ING YOUR SALT
NOW.

F. C. Harkness (DH)
511 Union Bk Bldg
VERI. STEWART & CO.
MON AL

Your Customers

look to you for ideas for des-
sert, 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 job-
ber and PUSH IT, IT WILL
PAY YOU.

J. H. Wethey, Limited
ST. CATHARINES, - ONTARIO

“We appreciate your paper very much and would greatly miss it if we were unable to purchase it.”

This is an extract from a letter The Canadian Grocer received from a Port Arthur merchant the other day.

It is just another proof of its worth to the Canadian retail dealer who reads it carefully from week to week.

And it explains why advertising in The Grocer is profitable publicity. The advertisement gets a degree of attention it otherwise would not, because this paper is backed up by a reputation for **quality, reliability and extensive circulation.**

Montreal

VOL

