

THIS IS THE 1,279th ISSUE OF

# CANADIAN GROCER

PUBLISHED WEEKLY BY  
THE MACLEAN PUBLISHING COMPANY, LTD.

Vol. XXVI

PUBLICATION OFFICE: TORONTO, JUNE 14, 1912

No. 24

## The New Two and Five Pound



## Sealed Cartons of REDPATH Extra Granulated SUGAR

offer important advantages to dealers.

They save the time you have had to spend in weighing out sugar into paper bags.

They save the pound or two you can scarcely help losing in every hundred you weigh out.

They save the loss and annoyance due to paper bags bursting in delivery.

They brighten up your store and your window displays.

They remind people of their sugar needs.

They enable you to deliver to your customers, in absolutely perfect condition, the sugar which for over fifty years has been recognized as Canada's best.

The handy, cleanly Sealed Cartons please and impress your most particular trade.

The new Two-Pound Package will prove a good supplement to the Five-Pound. Better order a supply at once.

Canada Sugar Refining Co.  
MONTREAL LIMITED

Canada's First Sugar at Its Best

THE CANADIAN GROCER

# Mr. Grocer! You Know

It's important to be on time.

“ “ to deliver goods on time.

“ “ to deliver the right goods.

Now is the right time to deliver.

## MacLAREN'S IMPERIAL PRODUCTS

### SUMMER TIME

Your Customer's re-  
quire it on their  
Vacation.



PIMENTO CHEESE

### PICNIC TIME

See you remind  
them before  
they go.



Peanut  
Butter  
for  
Sand-  
wiches.



Olives  
for  
a  
Relish.

The Latest Imperial Product—

Selling like Hot Cakes

Order Sample Dozen through your Jobber

Ask for quotations on all kind of imported Cheese.

## MacLaren Imperial Cheese Company, Limited

Offices:—New York Chicago Detroit Montreal Toronto  
Factories: Wellesley, Ont. Woodstock, Ont. Bancroft, Mich.



THE CANADIAN GROCER

# Raisin Perfection

NOTHING  
SUPERIOR  
IS  
GROWN  
OR  
PACKED  
IN  
CALIFORNIA



What the users  
say:

"I never want  
to use better  
Raisins."

We have scores of  
such testimonials.

## Canned Where Caught

The "THISTLE" BRAND of CANNED HADDIES are canned right where they are caught—at the water side. How better could you preserve the natural richness and delicate flavor of the fish? IMPOSSIBLE.

Captain Austin has the unequalled skill of a lifetime of experience. THERE'S NO DIRT OR SLIME—NO UNCLEANLINESS TO BE FOUND IN THE "THISTLE" BRAND. The reputation of the foremost fish-curer in the country is at stake under the label of the "THISTLE" brand. Buy it and you buy the best.

**"THISTLE" BRAND FISH**  
**Arthur P. Tippet & Co.**

Agents

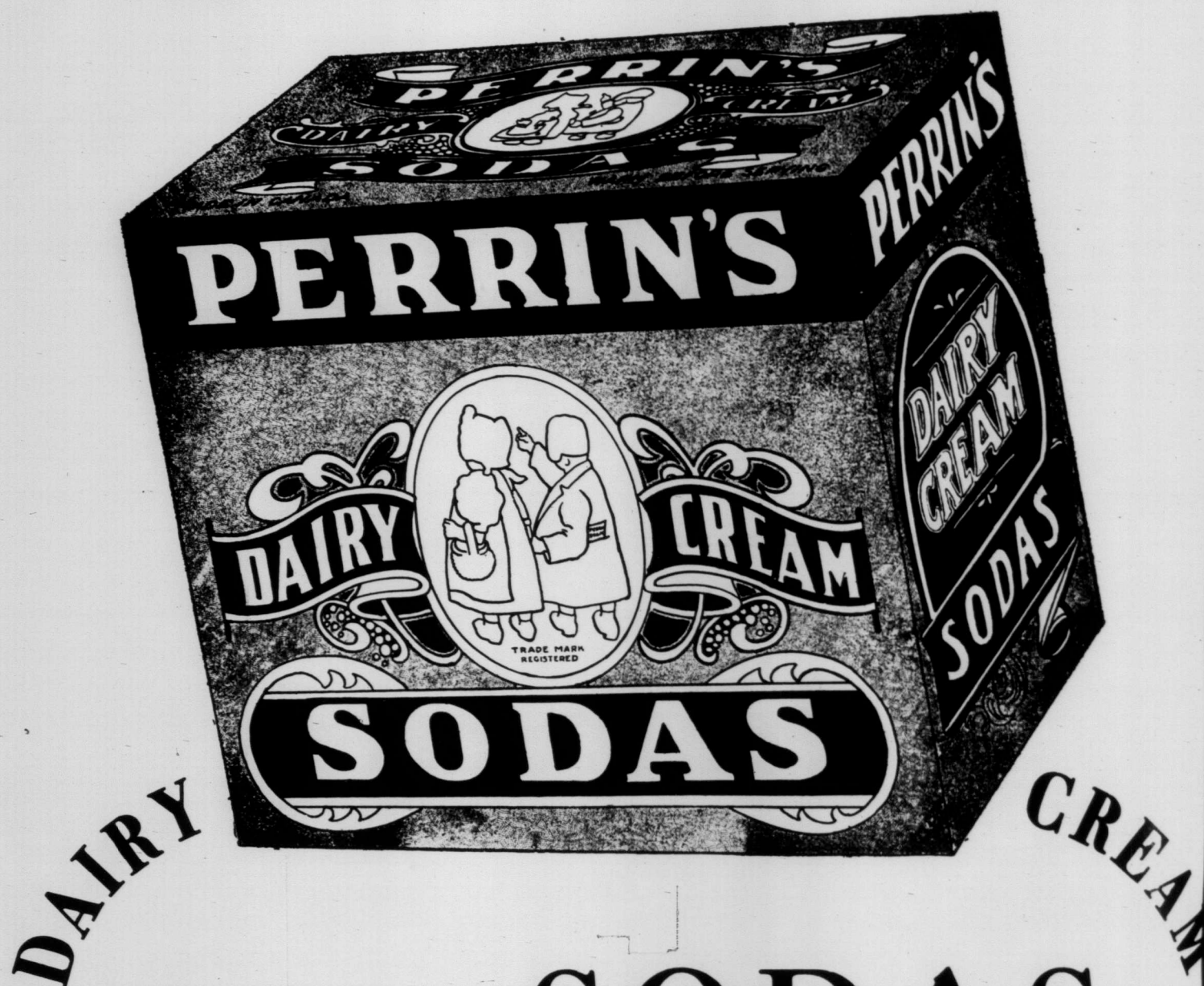
EVERY TIN GUARANTEED

# PERRIN'S

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

Regular Lines put up in:

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



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

# SODAS

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





The Original

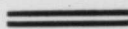
# BORDEN BRANDS



Unsweetened

## Give Perfect Satisfaction

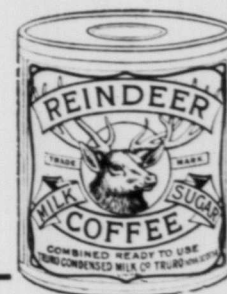
Consequently the name BORDEN'S  
is a strong guarantee in  
the sale of MILK  
PRODUCTS



### Borden Milk Co., Limited

"Leaders of Quality"

MONTREAL



Send for Samples.



Write for "Profits."

**WHAT'S IN A NAME?**

Are you known as a "cheap grocer," or do "they say" you always have the newest and best goods on the market? If you take pride in your reputation—you certainly should stock SYMINGTON'S PURE FOOD PRODUCTS. "They always give satisfaction."

Be sure you get

**SYMINGTON'S**

Send a postal or letter to the nearest agent.

OPPENHEIMER BROS., 25 Pender Street, Vancouver.  
 H. ENIDA OLIVE CO., LTD., 320 8th Ave., Calgary.  
 SCOTT, BATHGATE & CO., Notre Dame St., Winnipeg.  
 R. J. DONAGHY, Masonic Building, London, Ontario.  
 FREDERICK E. ROBSON & CO., 25 Front St. E., Toronto.



**A Wide Circle of Users**

SOCLEAN has a wide circle of users, especially in the summer season, because dust is more prevalent and disease germs more harmful.

**SOCLEAN**

positively will absorb the dust and also thoroughly disinfect the place where it is used, besides leaving a fragrant odor and lessening labor on the part of the housewife. It is a profitable line for the dealer.

Put up in pails to sell at 25c., 50c. and \$1.00.

**SOCLEAN LIMITED, Toronto, Ont.**

The originators of the Dustless Sweeping Compound of Canada.

**IDEAL FOR COOKING**



*Canada First*  
**BRAND**  
**Evaporated**

**MILK**

Canada First Milk is "ideal for cooking" during the hot weather.

It is as rich as Cream; is absolutely pure; is sweet and palatable.

By following directions on can, Canada First Evaporated Milk will keep sweet for several days after being opened.

Canada First Sweetened Condensed Milk will keep sweet indefinitely, and is especially adapted for use in summer camps.

See that you are supplied with "Canada First" brand.



**The Aylmer Condensed Milk Co., Limited**

Factory - - Aylmer, Ont.  
 Business Offices - HAMILTON.



# Hammer Home the Reasons

**S**cientifically Baked  
**I**mmensely Popular  
**M**ost Delicious of all  
**C**ontain More Beans  
**O**nce Tried, Always Used  
**E**conomical and Healthful

## **BAKED BEANS**

**R**ichest in Quality  
**A**re Carefully Prepared  
**N**utritious and Wholesome  
**D**elight Everybody.

**DOMINION CANNERS LIMITED**

HAMILTON, CANADA





## Protect the Quality

of your perishable stock, and in so doing you save money that would otherwise be lost.

### The Arctic Refrigerator

is constructed on scientific principles and will prove its worth as a refrigerator and as a selling force.

Prepare for the mid-summer heat and write us now regarding *your* particular requirements or send for new 1912 catalog.

Representatives in the west: Donnelly, Watson  
& Brown, Calgary, Alta.

**JOHN HILLOCK & CO., LIMITED**  
TORONTO, ONT.

**MR. DEALER**

for over fifty years Cook's Friend, "The Baking Powder With a Pedigree," has been a leader. To-day, through its quality and advertising, sales are increasing monthly. Are you getting your share?

*Purer than the Law Demands  
—Contains No Alum.*  
W. D. McLAREN  
Montreal

# CALIFORNIA RAISINS

"ARE DULL JUST NOW"

Why not stock a few at a low figure?

## ARMSBY'S Seedless

16 oz. PER PACKAGE 8c.

## MALAGA Seeded

16 oz. PER PACKAGE 8c.

FINEST GOODS PACKED

**L. CHAPUT, FILS & CIE., LIMITEE**

WHOLESALE IMPORTERS

**MONTREAL**



# CLARK'S

## SOUPS IN PINT CONTAINERS

ELEVEN KINDS ONE QUALITY ELEVEN FLAVORS  
All equally appetizing and nutritious.

### CLARK'S CHICKEN SOUP

is specially recommended.

It is without doubt the finest and most genuine Chicken Soup on the market.

### CLARK'S TOMATO SOUP

Made from whole tomatoes grown in the garden of the St. Lawrence, famed for its luscious tomatoes.

### CLARK'S PINT SOUPS

- |              |              |
|--------------|--------------|
| CHICKEN      | OX TAIL      |
| TOMATO       | SCOTCH BROTH |
| MOCK TURTLE  | PEA          |
| VEGETABLE    | KIDNEY       |
| CONSOMME     | JULIENNE     |
| MULLIGATAWNY |              |



FAC-SIMILE OF CAN



ADD SOME TO YOUR  
NEXT ORDER FOR

## CLARK'S PERFECT FOODS

# W. CLARK, MONTREAL

Manufacturer of High Grade Food Delicacies

# White MALT

**CANADIAN AGENTS:**

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

# Cottell's VINEGAR

- † Is the Vinegar to build up a permanent, increasing and profitable trade.
  - † Its delicious flavour and aroma distinguish it from all others.
  - † It is equally good for pickling, salads and table use.
  - † It is guaranteed full strength,
- in short, it is the Vinegar which will pay you best to handle

Write us to-day and let us sample and quote you.

**WHITE, COTTELL & CO., - CAMBERWELL, LONDON, ENG.**

## HAVE YOU GOT ACQUAINTED WITH St. Lawrence Flour?

If not, waste no time. It is the new flour made by experts in the most modern and best equipped mills of America.

FOUR  
BRANDS

"REGAL,"  
"NATIONAL,"  
"LAURENTIA,"  
"DAILY BREAD,"

OF  
EQUAL  
PURITY

INQUIRIES SOLICITED

THE  
**St. Lawrence Flour Mills  
Company, Limited**

1110 Notre Dame Street West  
MONTREAL

"St. Lawrence Flour is as Pure and as White as the Lily"

## When in Doubt

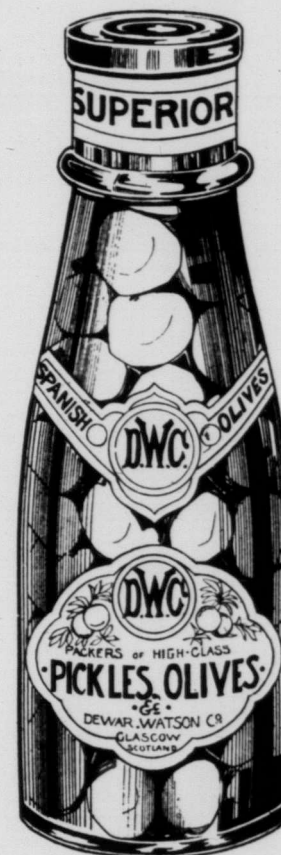
order goods with a reputation, goods which are advertised and widely known. Then you will make no mistake.

### D.W.C. OLIVES

are quality goods universally known for their deliciousness. Only carefully selected, high grade fruit is packed. D.W.C. Olives are well advertised and sales with repeats are certain.

**ROWAT & CO.**  
Glasgow - Scotland

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



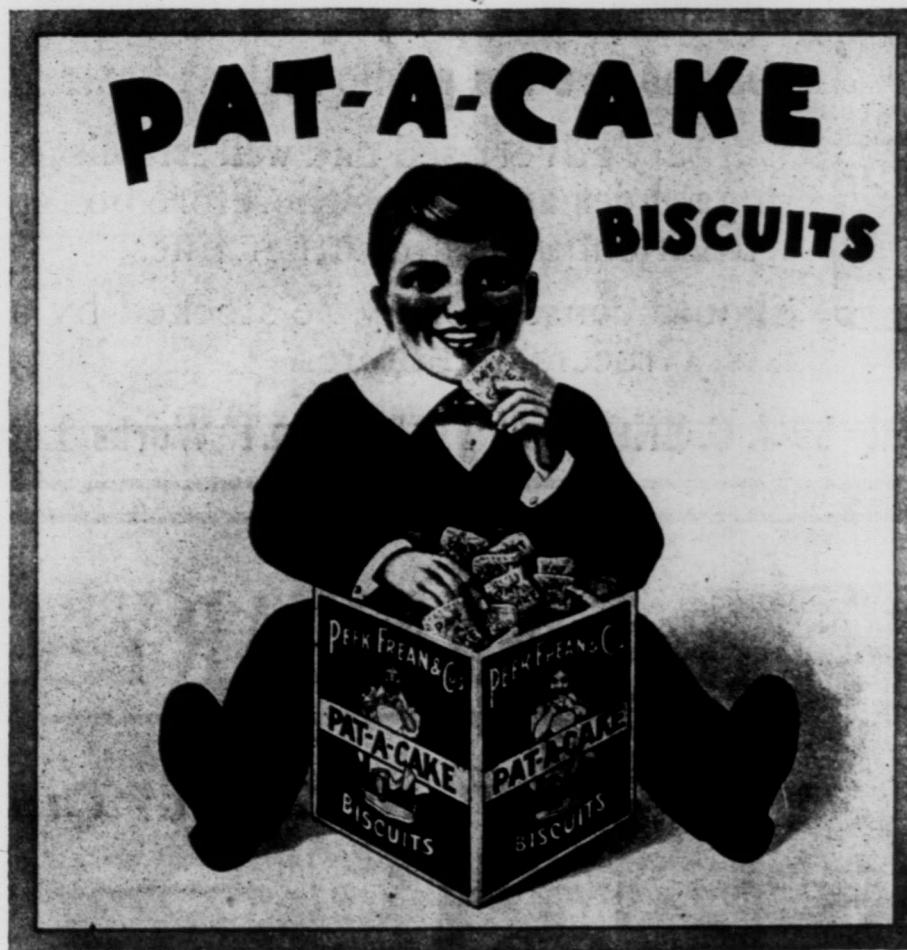


"GRAND PRIX," FESTIVAL OF EMPIRE EXHIBITION, LONDON, 1911

32 Prize Medals

21 Royal Appointments

# PEEK, FREAN'S



PRICES AND SAMPLE ON APPLICATION.

ILLUSTRATED ALBUM ON APPLICATION.

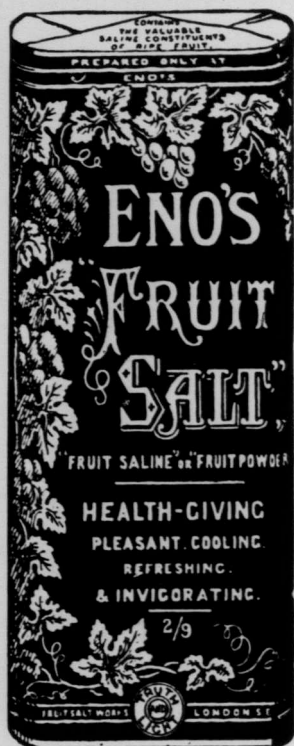
OVER 425 MILLIONS SOLD IN ONE YEAR.

EVERY CANADIAN GROCER SHOULD STOCK THEM.

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

**PEEK, FREAN & CO., Ltd., Biscuit Manufacturers**

LONDON, ENGLAND



There is no simpler, safer, or more agreeable preparation than  
**ENO'S 'FRUIT SALT'**

The Old-Time Ever Popular Household Remedy for

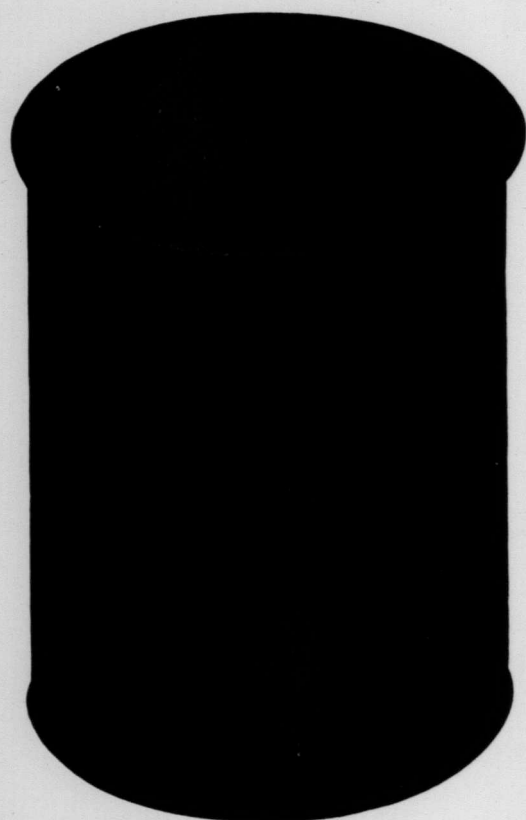
Biliousness, Sick Headache, Constipation, Rheumatic or Gouty Poison, Feverish Cold with High Temperature and Quick Pulse, and Feverish Conditions generally. You cannot overstate its Great Value in keeping the Blood Pure and Free From Disease by Natural Means.

For more than 35 years Eno's Fruit Salt has been before the public both at home and abroad

Largely advertised and well established it is now in good demand and is therefore bound to carry with it enquiries for other lines.

Should consequently be stocked by all Chemists, Grocers and Stores.

Prepared only by J. C. ENO, Ltd., 'FRUIT SALT' Works, London, Eng.



## SANITARY CANS

*"The Can of Quality"*

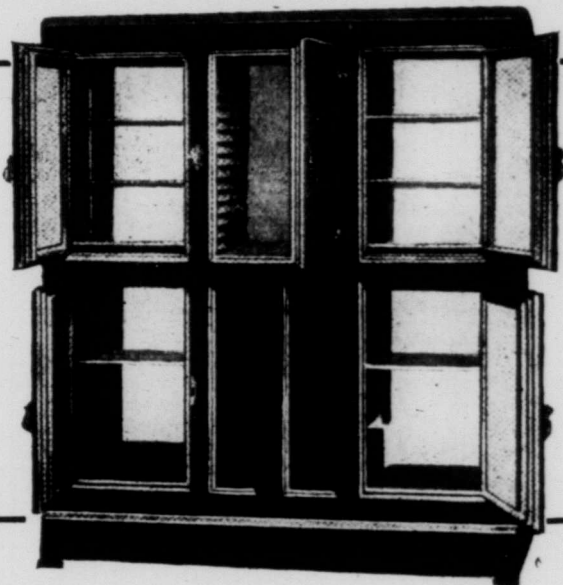
Baked Beans, Soups,  
Meats, Condensed Milk,  
Evaporated Milk ❁ ❁

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

Niagara Falls, Ont.



**THE PROBLEM SOLVED**



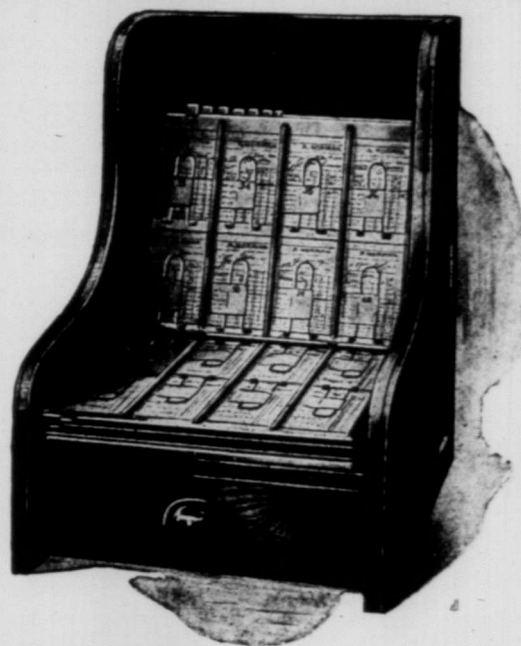
**Y**OU are losing profits every day by spoiled stock—due to improper refrigeration. Proper refrigeration represents so much dollars and cents to the grocer—Why not get it if you would attain success?

**The  
NORTH STAR  
REFRIGERATOR**

has perfect ventilation with absolute dryness, so that a match can be lighted on the interior walls of the ice chamber. Different odors of produce cannot mingle. It is the one sure means of stopping the drain of profits through spoilage.

*Send for illustrated catalogue or write us your refrigeration wants, we will be pleased to quote you.*

**ESTATE JAMES DAVIDSON**  
Ottawa, - - - Ontario



With the proper system of account keeping you can put an end to accounting worries and know the amount of accounts outstanding at a glance.

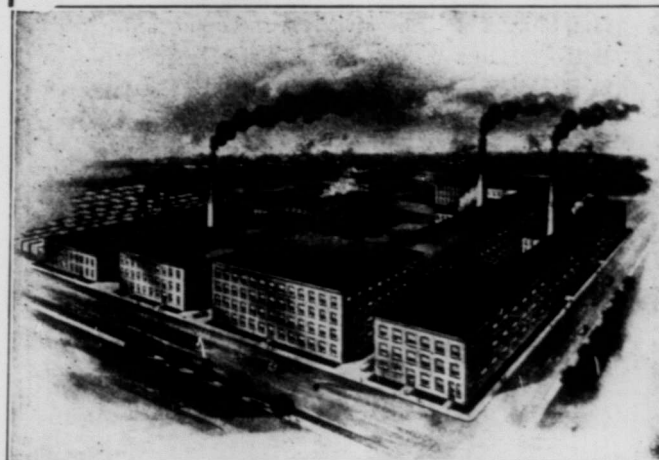
**The ULLMAN  
Account Register**

is the safest, simplest, quickest, surest to charge and most satisfactory of any system on the market. It satisfies the customer as well as the merchant. There is a decided advantage to the grocer who uses an Ullman Account Register. The customer knows, every time he makes a purchase, how much he owes, and naturally tries to keep it as low as possible. Put in an Ullman Account Register and stop the incessant night work and worry of retail book-keeping.

Send for illustrated booklet or ask for demonstration.

We want dealers to handle the Ullman Account Register in some localities.

**The Hamilton Incubator Co., Ltd.**  
Hamilton, Ontario



FACTORY AT HAMILTON

## Place Two or Three Bottles on Your Counter



Said an enterprising grocer to us: "While I make it a rule to keep my counters as free from goods as possible, so that customers can be waited on more easily, still I've found it a good plan to place two or three bottles of

# Shirriff's True Vanilla

on the counters. The counters being free from other goods, the attention of customers is attracted directly to Shirriff's True Vanilla. A large percentage of them take a bottle up in their hands, or make some remark about extracts, or ask a question about Shirriff's. This gives me the opportunity to tell the advantages of using a real vanilla extract like Shirriff's, and I seldom fail to make the sale."

On request, we will be pleased to send you a list of selling points that have been found effective in promoting the retail sales of Shirriff's True Vanilla.

**Imperial Extract Co.**  
TORONTO, CANADA



## To Being Successful

There are many ways to reach the much-sought-for goal, but chief among any for the retail store is to look successful and be systematic.

There is one department of a retail grocery that should a leak occur your efforts at success are futile—that is account keeping.

## THE McCASKEY ACCOUNT REGISTER

has done the needful for hundreds of Canada's grocers, and to-day the most successful retailers of Canada are users of the McCaskey Account System.

Besides being the guard to success, it has the looks that modernize a store and place it high in the minds of its trade.

Ask us for demonstration in your business. We are certain it can make you successful; or send for new catalogue, giving full particulars.

**Dominion Register Co., Limited**  
90-98 Ontario Street, Toronto, Canada  
519-521 Corn & Produce Exchange, Manchester, Eng.  
THE LARGEST MANUFACTURERS OF CARBON  
COATED SALES BOOKS IN THE WORLD.



# THE IDEAL TIME

As the Camping Season approaches the demand for

## Really Good Molasses

naturally increases---so now is the time to remind your Customers about---

## DOMOLCO MOLASSES

sold in Sanitary Lever Top Cans. Hot weather need cause you no loss of Sales---if you adopt the Modern Method of handling this healthful and appetizing Product.

## The Domolco Package

is a positive guarantee against loss of profit and other forms of annoyance due to the energetic and hungry fly.

The Quality is always uniform and cannot be improved.

Sold by Wholesale Grocers all over Canada.

**THE DOMINION MOLASSES CO. LIMITED**

HALIFAX, N. S.

## WHITE SWAN YEAST CAKES

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

**ORDER FROM  
YOUR WHOLESALER**

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



### FIT FOR A KING!

CARR & CO. are purveyors of biscuits to His Majesty the King. This is one more mark of the goodness of quality of Carr's Biscuits. They are popular with all classes, and are the best foundation to a quality trade.

Very careful packing makes them as crisp and nice when opened as when they leave the factory.

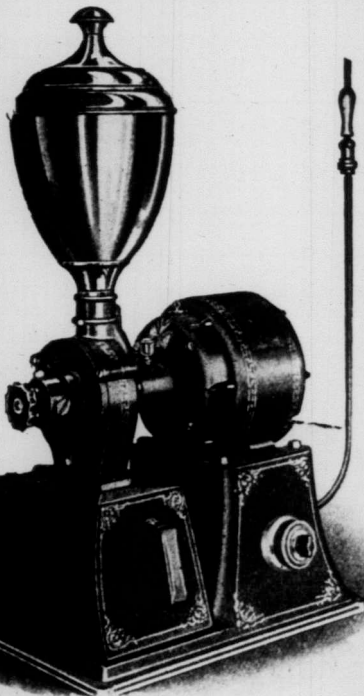
**CARR & CO. CARLISLE  
ENGLAND**

AGENTS—Wm. H. Dunn, Montreal and Toronto; Hamblin & Brereton, Winnipeg and Vancouver, B.C.; T. A. MacNab & Co., St. John's Newfoundland.

### THE TEST OF SERVICE


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

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



**COLES MFG. CO., Philadelphia, Pa.**

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

By Royal  Letters Patent.

# NELSON'S Powdered GELATINE

is a perfectly pure Gelatine in powder form, ready for immediate use without soaking.

**G. NELSON, DALE & CO., LTD.,  
WARWICK, ENGLAND.**



# PACKETING MACHINERY

Of Every Description

## Bag-Making

(with folding in both these methods)



## Labelling

## Wrapping

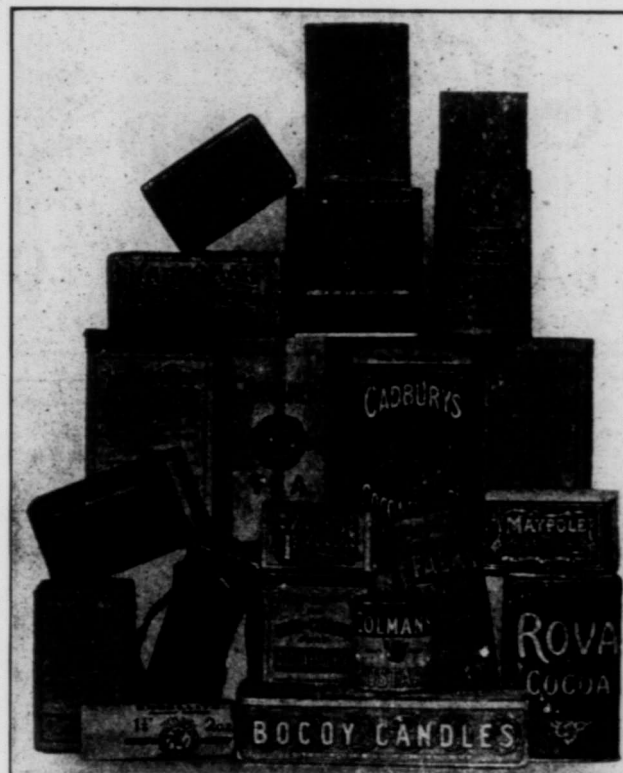
Etc., Etc.

All the Packets, Tins, Composite Boxes, Cartons, etc., shown in this illustration are Specimens of work actually done on the LOVELL Machines.

Send us Samples and let us suggest what we can do for you.

### LOVELL'S BAG & PACKET MACHINERY Ltd.

59/60 Gracechurch St., LONDON, ENG.



[M.E.]

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

**THE F. F. DALLEY CO.**  
LIMITED

Hamilton, Canada      Buffalo, U.S.A.

## Eureka Canada's Sanitary Refrigerator

THE GREATEST  
Dry air circulating Refrigerator of the age.

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

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

Made all sizes and prices for every purpose.

WRITE FOR CATALOGUE AND PRICES

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

Montreal Representative  
JAMES RUTLEDGE - Telephone St. Louis 3076

Distributing Agents, WALTER WOODS & CO., Winnipeg

Agents at Fort William, Hamilton, Calgary, Moose Jaw, Saskatoon

G!  
 His of the y are unda-  
 nice  
 ISLE AND  
 Hamblin MacNab  
 Patent.  
 S  
 d  
 E  
 LTD.,

**Tartan**  
**BRAND**

THE SIGN OF PURITY

You can please ALL of your customers ALL the time with TARTAN BRAND.

Canned Vegetables, Canned Fruits, Canned Salmon, Package Teas, Baking Powder, Soaps, Baking Soda, Syrups, Spices, Extracts, Jelly Powders, Cream of Tartar, Mustard, Borax, Peels, Coffees, Currants.

Every package or tin fully guaranteed by

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

Our mail order service is just what you need. 'PHONES 3595, 3596, 3597 3598, 748, 462 (free to buyers)

**James Methven, Son & Co., Limited**

2 TALBOT COURT, EASTCHEAP, LONDON, E.C.

Also at Liverpool and Glasgow

Shippers of all kinds of British and Foreign Confectionery, Candied and Cut Drained Peels, French Fruits, including Glace Cherries, Metz Fruits, Angelica, etc. We represent one of the oldest and best French Houses for the latter goods and have sole control in Canada.

We are also sole export agents for Karl Fazer's FINLAND FRUIT SWEETS. We shall be glad to have trade enquiries.

We are also open to take any first-class Canadian agencies for lines suitable for this market.

**Every Live Grocer**

SHOULD KNOW ABOUT

**"Walker Bin" Fixtures**

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

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

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

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

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

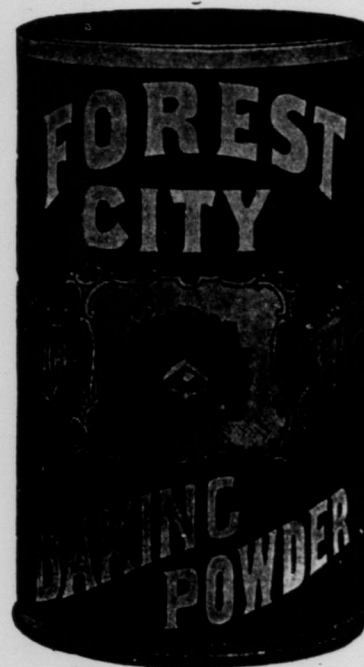
REPRESENTATIVES--

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

Berlin, Ontario



Sells  
on  
its  
Merits



25  
Years  
the  
Standard

Forest City Baking Powder satisfies your customers because of its reliability. Satisfies you because it holds trade and sells with profit.

**Gorman, Eckert & Co.**  
LIMITED

LONDON, Ont.

WINNIPEG, Man.



THE CANADIAN GROCER

# STRAWBERRIES

GIVE YOUR CUSTOMERS

## St. Lawrence

### Granulated

WHEN SELLING THEM SUGAR FOR THEIR PRESERVES  
MADE FROM PURE CANE RAWS

## SYMINGTON'S COFFEE ESSENCE



will satisfy your most discriminating customers. It is prepared from the choicest Coffee, and is the only Coffee Essence that retains the flavor and fragrance of the Coffee Bean. Its economy and handiness make it indispensable to every housewife.

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.



By Special royal permission.

### The Food That Serves the Appetite

Sardines preserved in the whole state in pure olive oil are precluded from contamination. Besides, the sardine has appetizing qualities, and where the appetite serves digestion follows.

## "KING OSCAR" SARDINES

embody all the features that make sardines an appetizing and health-giving food. Careful selection of fish and always uniformly pure; sweet and well packed in pure olive oil.

They produce satisfaction and incidentally profit.

GET A STOCK TO-DAY.

### JOHN W. BICKLE & GREENING

(J. A. HENDERSON)

HAMILTON, :: :: :: ONTARIO

## Pyramid Fly Catcher

(REGISTERED)

Gets the flies and gets the trade because of its world-wide popularity for effectiveness in exterminating the household pest.

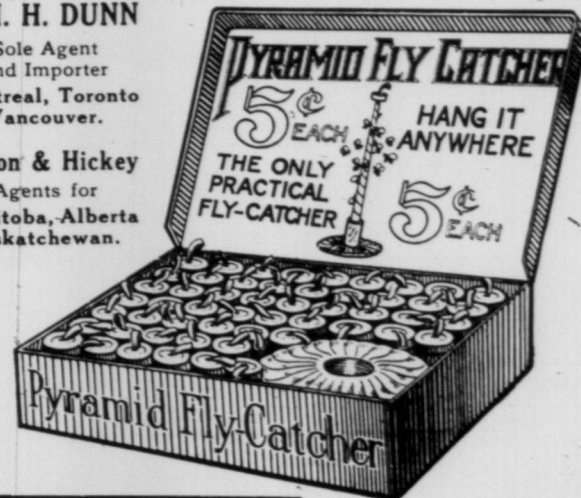
Packed in cases of forty cartons of fifty Pyramids each

Quick Delivery Assured

WM. H. DUNN

Sole Agent and Importer  
Montreal, Toronto  
Vancouver.

Mason & Hickey  
Agents for  
Manitoba, Alberta  
Saskatchewan.



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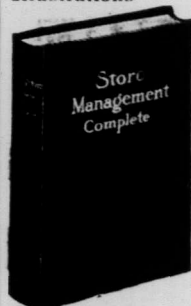
# NEW CROP JAPAN TEAS

FURUYA & NISHIMURA

Montreal, New York, Chicago,  
Shidzuoka.

## STORE MANAGEMENT—COMPLETE

16 Full-Page  
Illustrations



272 Pages  
Bound in Cloth

ANOTHER NEW BOOK

By FRANK FARRINGTON

A Companion book to Retail Advertising Complete

\$1.00 POSTPAID

"Store Management—Complete" tells all about the management of a store so that not only the greatest sales but the largest profit may be realized.

### THIRTEEN CHAPTERS

Here is a sample:

CHAPTER V.—The Store Policy—What it should be to hold trade. The money-back plan. Taking back goods. Meeting cut rates. Selling remnants. Delivering goods. Substitution. Handling telephone calls. Rebating railroad fare. Courtesy to customers.

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Technical Book Dept., MacLean Publishing Co.  
TORONTO

## TEA LEAD

(Best Inocorrodioble)

Buy "PRIDE OF THE ISLAND" Brand

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

**ISLAND LEAD MILLS, LIMITED**

Tel. Address: "Laminated," London.

LIMEHOUSE,

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

LONDON, E., ENG.

Canadian Agents

HUGH LAMBE & CO., TORONTO

J. HUNTER WHITE, ST. JOHN, N.B.

CECIL T. GORDON, MONTREAL



←  
*Ordinary milk  
passed through  
the mechanical  
process of homo-  
genization  
makes*

## LAURENTIA MILK

This process of homogenization intricately mixes the milk and cream by the breaking of the little globules. The milk and cream thus mixed becomes more digestible, is more wholesome and nutritious, and when drinking one has the sensation of drinking thin cream. Laurentia Milk will keep indefinitely in any temperature but frost. It is always pure, sterile and sweet.

LAURENTIA MILK CO., Limited

371 Queen Street West

TORONTO



Why Don't You do  
Like Him?

H. J. Buckley of Moberly, Mo., who bought a No. 84 Kingery Corn Popper with Peanut cylinder extra for \$94.00.

He writes that the machine is doing fine. I pay \$40.00 per month rent and have four people employed and machine pays rent and help.

Now to get at his profits in this little, big business, let's do a little figuring. Rent \$480 per year. Four clerks at \$5.00 per week each, \$1,040, total \$1,520 or 15 times the cost of his machine. Did you ever add anything to your business that beats it? In some cases they have earned more net profit than that of the business of the entire store. Furthermore its attractiveness turns the eyes of passersby upon your store. Often it is the agent of sending them in. It helps the business in the store. The Kingery Peanut Roasters and Corn Poppers are of many kinds and styles—Steam, Electric, Spring and Hand Power. Ranging in price from \$8.50 to \$350.00. Sold on liberal instalments.

You should have Kingery's Book of Possibilities and Catalog No. 39. They are free.

**KINGERY MFG. CO.**

Cincinnati, Ohio



# Bargains in Tea-ORIGINAL PACKAGES

Chests, Half-Chests and Boxes

We carry the finest and largest assortment of bulk Teas in the Dominion, and these offers are submitted for the consideration of those Grocers and Tea Dealers who make up their own blends.

The market has a tendency to harden considerably, so we would advise prompt consideration of these bargains.

	Lot	Quantity	
<b>INDIAN</b>	A Fine Coloury liquor, leafy Pekoe Souchong	40 chests	19c.
	B Fine quality liquor, handsome Pekoe leaf..	26 chests	26c.
	C Exceptional liquor, good style .....	62 chests	20c.
<b>Ceylon Black</b>	D Coloury, sweet liquor, bold leaf .....	68 chests	17½c.
	E Good quality sweet liquor, fine Pekoe leaf..	20 chests	20¼c.
	F Pungent flavory fine Ceylon, very handsome	65 boxes	33c.
<b>Ceylon Green</b>	G Fine flavory liquor, bold leaf .....	60 ½ chests	20c.
	H Very choice liquor, handsome leaf .....	30 chests	25c.
<b>Congou Black</b>	I Sweet, juicy clean tea, nice leaf .....	100 ½ chests	13½c.
<b>China Green</b>	J Nice liquor and small Pekoe leaf .....	127 boxes	14c.
	K Choice Pungent liquor, Pekoe leaf .....	53 ½ chests	16½c.
<b>Japan</b>	L Fine sweet siftings in 1-lb. fancy pkgs.....	30 ½ chests of 80 lbs. each	7½c
	M Good quality liquor, even leaf .....	34 ½ chests	15½
<b>Gunpowder</b>	N Finest quality liquor, Pekoe leaf .....	20 ½ chests	22c.
	O Really fine liquor, bold curly leaf .....	153 boxes	18c
<b>Oolong</b>	P Choice Pungent liquor, bold curly leaf ....	116 boxes	16½c.
	Q Fine color, strong, Pungent liquor, usual bold leaf .....	57 ½ chests	15c.

Our usual guarantee goes with every package. "If not perfectly satisfactory return at our expense."

**EBY-BLAIN, LIMITED,** IMPORTERS AND TEA BLENDERS TO THE TRADE

J. F. EBY, President  
HUGH BLAIN, Vice-President

TORONTO, Canada

# 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

## WESTERN PROVINCES

### Escott & Harmer

Successors to W. H. ESCOTT CO.  
WHOLESALE GROCERY  
BROKERS, COMMISSION MERCHANTS and MANUFACTURERS' AGENTS  
Offices at  
**WINNIPEG and REGINA**  
covering all  
The Wholesale Centres in  
Manitoba, Saskatchewan and Alberta  
Write us re your consignments.

### WATSON & TRUESDALE

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

### — WINNIPEG —

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

### WINNIPEG THE J. J. TOMLINSON CO.

WHOLESALE GROCERY BROKERS  
Office and Track Warehouse, - 92 Alexander St. E.  
Correspondence solicited on domestic and  
foreign lines.

### FRANK H. WILEY

MANUFACTURERS' AGENT  
and  
IMPORTER  
757 Henry Ave., WINNIPEG.

### THE TURNBULL Company

DIRECT IMPORTERS OF  
GROCER SPECIALTIES  
Open for additional first class lines.  
179 Bannatyne Ave. East, Winnipeg

### WESTERN DISTRIBUTORS LIMITED

Wholesale Commission Merchants, Customs  
Brokers and Manufacturers' Agents. Cars Dis-  
tributed, Warehoused and Forwarded. Warehouse  
on Transfer Track. Business solicited. Our posi-  
tion is your opportunity.  
**SASKATOON, - - WESTERN CANADA**

### G. C. WARREN

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

### DISTRIBUTORS, LIMITED

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

### RUTTAN & CHIPMAN

WHOLESALE GROCERY BROKERS  
and  
MANUFACTURERS' AGENTS  
Fort Garry Court, Main Street,  
**WINNIPEG, - - CANADA**

### THE WESTERN BROKERAGE & MANUFACTURERS' DISTRIBUTING CO.

Commission Brokers, Customs Brokers and  
Manufacturers Agents. Shipments stored  
and distributed. Bonded warehouse in con-  
nection. Your business solicited.  
222 Ninth Avenue West - Calgary, Alberta

### — TORONTO —

Our Specialties,  
**WHITE BEANS  
EVAPORATED APPLES  
CURRANTS AND CANNED GOODS**

Soliciting inquiries.

### W. H. Millman & Sons

Wholesale Grocery Brokers  
**TORONTO**

### W. G. PATRICK & CO.

Manufacturers' Agents  
and  
Importers  
77 York Street, Toronto

### W. G. A. LAMBE & CO.

**TORONTO**  
Grocery Brokers and Agents.

Established 1885

### MacLaren Imperial Cheese Co. Limited

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

Secure our prices for  
Fine FILIATRA CURRANTS, Greek  
cleaned, in half cases,  
before purchasing.

### LIND BROKERAGE CO.

49 Wellington, St East - - TORONTO

## — MARITIME PROVINCES —

### J. W. GORHAM & CO.

Manufacturers' Agents and Grocery  
Brokers  
**HALIFAX - - NOVA SCOTIA**  
We are open for a few high class specialty  
lines

### H. R. SILVER, LTD.

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

### J. A. TILTON

**WHOLESALE GROCERY BROKER**  
**ST. JOHN, N.B.**

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

### W. S. CLAWSON & CO.

Manufacturers' Agents and Grocery  
Brokers.  
Warehousemen  
**ST. JOHN, - - N.B.**  
Open for a few more first-class lines.

## — NEWFOUNDLAND —

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

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mention having seen the advertise-  
ment in this paper.



# Manufacturers' Agents and Brokers' Directory

(Continued.)

**LONDON, ENG.**

**F. KESSELL & CO.**  
Railway Approach, London Bridge, London, Eng.  
**Fruit Pulp Manufacturers and  
Confectioners' Sundriesmen.**  
*Correspondence invited.*

**BRITISH COLUMBIA**

**McLEOD & CLARKSON**  
Manufacturers' Agents and Wholesale Commission  
Agents  
852-6 CANBIE ST., VANCOUVER, B.C.  
Can give strict attention to a few first-class Gro-  
cery Agencies. Highest References.

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

Manufacturers and Buyers of Dried  
Evaporated and Canned  
Apples  
*Ingersoll, - - Ontario*  
ESTABLISHED 1886

**SUCHARD'S COCOA**

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

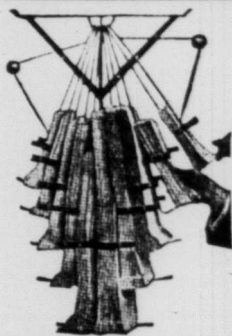
Write us for New Price List of

## WINDSOR SALT

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



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



The BROWN is the  
only convenient  
Bag Holder

Occupies no counter  
space. The bags are  
held in position by  
gravity—no perfora-  
tion of bags neces-  
sary. Handy. Saves  
Time. Will last a life-  
time. For sale by  
jobbers everywhere.  
Ask your jobber or  
write

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

**QUEBEC**

**L. EMILE GABOURY**  
Manufacturers' Agent and Commission Merchant  
235 St. John St., QUEBEC, CAN.  
Correspondence solicited with brokers or  
manufacturers looking for a reliable repre-  
sentative. Can furnish best of references.

**OTTAWA**

**L. H. MAJOR and  
J. SOUBLIERE, Limited**  
Wholesale Brokers and  
Manufacturers' Agents  
Canadian, British and Foreign Agencies Solicited  
Sussex Street, Ottawa, Canada

**LICENSED GROCERY**

One of the best paying stores in  
Montreal. Rent \$50. Lease four  
years. Weekly receipts \$600. Stock  
about \$5500. Sell en bloc or inventory.  
DE LA RONDE BUSINESS BROKER  
14-16 McGill College Ave., Montreal

The

## Condensed Ad.

page

will interest you

## CLAY PIPES

These made by  
**McDOUGALL**  
are peerless. Insist upon  
having them.

D. McDOUGALL & CO., Ltd., Glasgow, Scot.

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

## 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 COCOA OF HIGHEST FOOD VALUE

THE IDEAL  
BREAKFAST AND  
SUPPER BEVERAGE  
FOR ALL  
WEATHERS.

# EPPS'S

Agrees with everybody,  
forming one of the  
most digestible  
and nourishing  
articles of  
diet known.

GRATEFUL AND COMFORTING

CHILDREN THRIVE ON EPPS'S

**Epps's Milk Chocolate** melts in the mouth with a delightful smoothness and  
a lingering delicacy of flavor.

Special Agents: WILLSON & WARDEN, Toronto. Manitoba: BUCHANAN & GORDON, Winnipeg  
FORBES & NADEAU, Montreal J. W. GORHAM & CO. Halifax, N.S. C. A. MUNRO, St. John, N.B.

## KEEP POSTED ON SUGAR

Having been identified with Sugar for the past thirty years, and being in constant touch  
with all sections of this country and foreign markets, we are in the best possible position to keep  
you posted by mail and wire of any actual or contemplated changes and general gossip of the  
markets. Some of the largest concerns are subscribers, and we should like to place our propo-  
sition before you. For further information write

SMITH & SCHIPPER CO., 138 Front Street, NEW YORK



THE MCGREGOR PATENT PAPER BAG HOLDER.

### Better Service Means More Trade

THE MCGREGOR PATENT BAG HOLDER is the biggest step to quick service of your customers, and quick service is probably the remaining thought of every trader to your store. Make it a favorable one.

**KILGOUR BROS.**

21-23 Wellington St. West, TORONTO

## McLEAN'S WHITE MOSS

is as uniform



as the circle around it

CANADIAN COCOANUT CO. MONTREAL

BUY  
**Star Brand**  
Cotton Clothes Lines

AND

### Cotton Twine

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

For Sale by All Wholesale Dealers

SEE THAT YOU GET THEM

# SALT

## RICE'S SALT

IS

### Always Pure

Increase your business and also your profits by handling a good article—your customers appreciate it and you keep their trade.

RICE'S SALT for Table, Dairy and general use is a good seller and always reliable. *Write us for prices.*

THE NORTH AMERICAN CHEMICAL CO., Clinton, Ont.

## A BIG, FAIR PIECE OF SOAP

week after week the habit of buying bar soap is increasing in popularity. You have but to make the first sale of

### N. P. BAR SOAP

The rest will come voluntarily. Good, pure quality that is worked with economy are features that hold the soap trade to N. P. Bar Soap.

*Good profit for you, too. Ask for prices.*

**David Morton & Sons, Limited**

Victor Soap Works - HAMILTON, ONT.





**LOOK!**

**Bigger Sales  
and  
Better Goods**

This covers the following lines:—

**Bull Dog Ammonia Powder**  
**Bull Dog Chloride of Lime**  
**Bull Dog Borax**  
**Bull Dog Liquid Blueing**  
**Bull Dog Liquid Ammonia**

Sold from Coast to Coast

Manufactured by

**The John B. Paine Co., Ltd.**  
**TORONTO**

AGENTS:

J. W. Gorham & Co., Halifax, N.S.  
W. S. Clawson & Co., St. John, N.B.  
W. and F. P. Currie, Montreal, Que.  
Marshall Brokerage Co., London, Ont.  
Dodd & Reid, Saskatoon, Sask.  
W. Lloyd Lock & Co., Winnipeg, Calgary  
and Vancouver, B.C.

FOR  
**Camp and Picnic Trade**  
FEATURE  
**Cold Springs Lemonade**

Absolutely the leader. Cold Springs has a wide reputation and its success is entirely due to the fact that it is different from all others. It has the true lemon flavor, that piquancy which satisfies.

WHY NOT GET SUPPLIES  
RIGHT NOW OF

**COLD SPRINGS LEMONADE**

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

**GRAY'S JAMS**

Contain neither glucose  
nor preservatives.

Our guarantee of purity  
is on every jar.

Samples and prices from

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

**John Gray & Co., Ltd.**  
**Glasgow**

Buy

# TETLEY'S

## TEAS

and be sure of quality



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

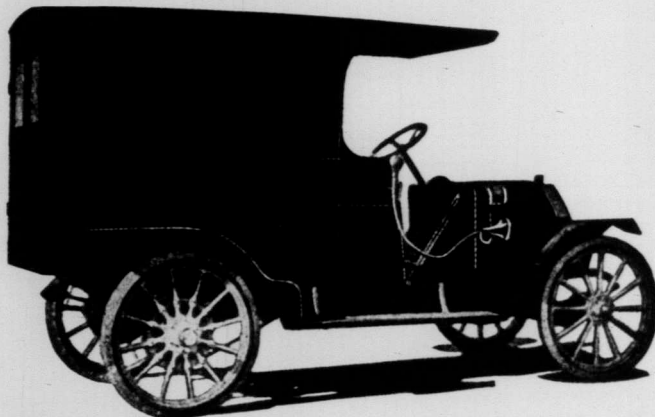
Life is too short for dealers to become expert judges of every line of goods they sell. How many are there who could select good tea if there were no labels on the packages? Not many, are there?

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

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

### JOSEPH TETLEY & CO., LIMITED

110 JAMES STREET - WINNIPEG, MAN.



## Auto Delivery Curtails Delivery Expenses

Service is one of the main features which determines a merchant's patronage, with delivery the most important part. Merchants are more and more beginning to realize the many points in favor of automobile delivery, because it brings them more business and because it is cheaper than any other method.

## The Menard Commercial Car

has been designed to meet the demand, and is a quiet car of great reliability, reasonable speed, with a large reserve of power and a frame of strength and size capable of carrying a load of considerable bulk and up to 1500 lbs. weight.

The design of tires used on the Menard Commercial Cars reduces the cost of maintaining tires to a nominal sum. There are many other features of the Menard that will impress it upon merchants for its superiority above all others.

Send for prices and full particulars.

### Menard Commercial Motor Car Co'y

WINDSOR, ONT.



# The "Eclipse" Line of Refrigerators

MADE FOR

GROCERS, BUTCHERS, HOTELS, Etc.  
WINNERS IN THE U. S. SINCE 1856.

Now Manufactured in Winnipeg

BY

## Ryan Brothers

HAVE YOU SEEN THE "ECLIPSE" REFRIGERATOR COUNTERS?

OFFICES AND WAREHOUSE  
JAMES STREET EAST, WINNIPEG

FACTORY  
ALEXANDER AND BRIGHTON

# This is how the "Barr" Looks in use



Note the arrow pointing to the depressible table. No matter what leaf of the steel book you pull down, it is ALWAYS on a level with the table of the register. The spring balance enables you, with hardly any effort at all, to move the leaves up or down, and the automatically adjusting table allows you a writing surface that is always at the right writing level. This is but one of the many advantages that the Barr Register possesses over all others.

The Barr Account Register System will make your collections doubly, quadruply easy. It will reduce your outstanding accounts by half. It will reduce and improve your book-keeping and take away all the mistakes and worries of the clumsy day-book and ledger system. It abolishes the old monthly and semi-monthly account rendering bugaboo.

The Barr Register will save its cost in the first few months of its use, and will save you many hundreds of dollars in its lifetime. It is a real necessity in the proper and successful conduct of your business. Use the coupon NOW.

**Barr Registers Limited**  
Trenton, Ontario

**BARR REGISTERS LIMITED**  
TRENTON, ONTARIO

We would like to know more about the money-saving power of the Barr Account Register System. Kindly send full particulars, prices, terms, etc.

Name .....  
St. and No. ....  
City ..... Prov. ....



## Your Salesmanship

finds a grateful backing when you are selling

## Lawrason's Snowflake Ammonia

The first package makes certain the sale of a second. Lawrason's Snowflake Ammonia will do everything that any ammonia powder selling for twice the price will do.

To emphasize to you how positive we are of the qualities of Snowflake Ammonia, we offer a guarantee of \$500.00 for our statement of its worth.

The price is always the same — everywhere — 5c the Giant Package.

**S. F. Lawrason & Co.**  
London, Ontario

# POTATOES

**ENGLISH STOCK IN GOOD ORDER—  
GOOD COOKERS**

We have just received a large shipment. These must be cleared out, so we are offering them while they last at prices that will induce you.

**Wire or 'Phone for a Ten-bag Sample Order.**

Put up in 90-lb. bags. We quote ex-warehouse Toronto:

5 bags at \$1.50 per bag.

10 bags at \$1.40 per bag.

50 bags at \$1.30 per bag.

**GEO. KEITH & SONS**

124 King Street East, - TORONTO



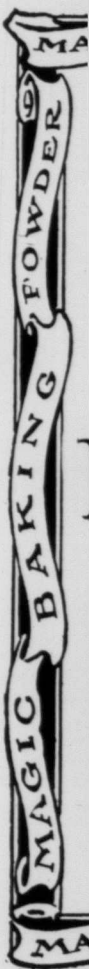
**Lines That Will Sell Well Right Now!**

Successful dealers everywhere, who have promoted the sales of QUEEN QUALITY BRAND Goods, declare that they are much superior to the ordinary, always giving satisfaction to the purchaser with fair profits to the dealer.

Queen Quality Pickles, Sweet, Mixed and Chow. Bulk Pickles, Tomato Catsup, Worcestershire Sauce, Pure Apple Cider, Cider Vinegar. Non-alcoholic wines, in pints, quarts, etc.

**TAYLOR & PRINGLE CO.  
LIMITED**

OWEN SOUND - ONTARIO







# The Only Way



to make a success of your Tea Department is to carry "SALADA," for twenty years the leader of package teas in Canada. The enormous demand makes selling easy, and besides, **the sale is guaranteed.** Its consistent and incomparable quality has fully won the confidence of the public as its constantly increasing sales amply prove.

In 1911 "SALADA" sales increased over 1910,  
**1,090,000 pounds**

## Salada Tea Company

TORONTO

MONTREAL

MAGIC BAKING POWDER

**Grocers:** Magic Baking Powder has a National reputation for quality, and the Grocer that handles Magic Baking Powder shares in this reputation. The handling of goods of recognized quality draws customers to your store and builds up a lively trade for your entire line of merchandise. Magic Baking Powder is the only baking powder made in Canada that has all the ingredients printed on the label. Look at the labels and see for yourself.

# MAGIC BAKING POWDER



CONTAINS NO ALUM AND CONFORMS TO THE HIGH STANDARD OF GILLET'S GOODS

**E.W. GILLET COMPANY LIMITED**

TORONTO, ONT.

MONTREAL

WINNIPEG



MAGIC BAKING POWDER

## A WORLD-WIDE WINNER



## KEEN'S OXFORD BLUE

"KEEN'S is a household word in every civilized country, and there's a regular demand for it that is unequalled by any other blue

SEE TO YOUR STOCKS

For sale by all the Canadian Jobbing Trade

**Magor, Son & Co.,** 403 ST. PAUL STREET, MONTREAL  
30 CHURCH STREET, TORONTO

Agents for the Dominion of Canada



EVERY Woman Who Enters Your Store is a  
Prospective Purchaser of

Benson's Prepared Corn

☐ Because Benson's is the purest and finest Corn Starch obtainable, and is indispensable in the modern kitchen.

☐ Because Benson's is unequalled for baking, pastry making, thickening gravies and sauces, making custards, ice cream, blanc mange, etc., and is especially desirable for children, old people and convalescents.

YOU CAN RECOMMEND BENSON'S UNHESITATINGLY

☐ Because it cannot fail to give satisfaction. It creates a permanent demand, and will prove a steady source of profit to you.

YOUR ORDER WILL RECEIVE IMMEDIATE ATTENTION

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

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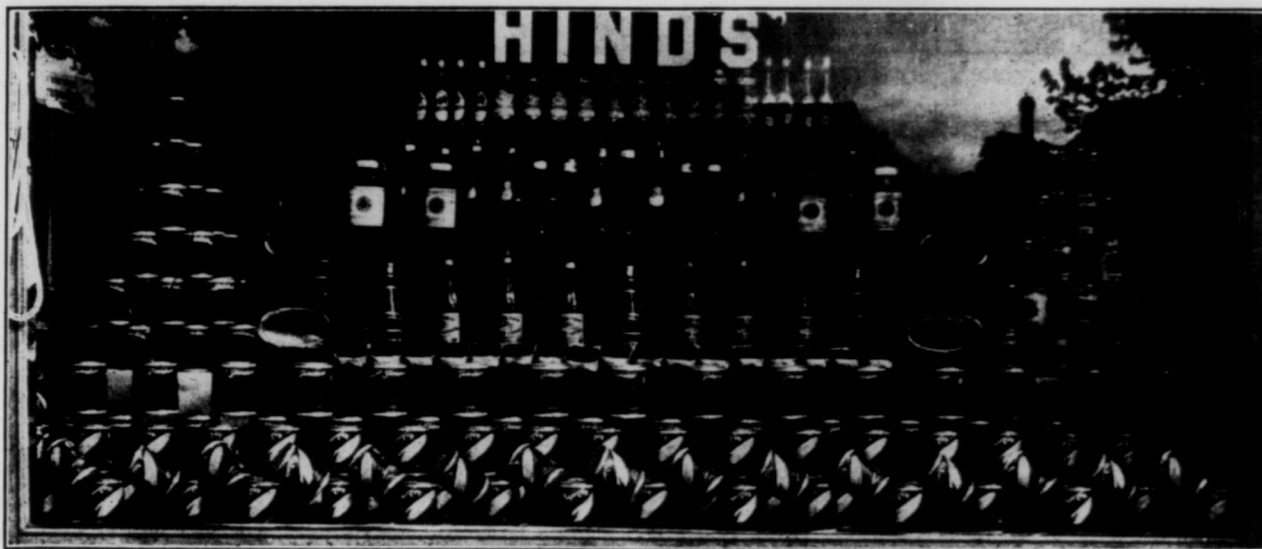
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This is





A splendid window display showing result of careful thought in arrangement and selection of seasonable lines.

## Wise and Otherwise Window Displays

Seizing the Opportune Time to Attract the Purchaser—Selling Goods in Season, the Plan of Least Resistance—A Barrie Window Typical of the Selling at the Psychological Moment Idea.

Displaying or advertising lawn mowers in December or mitts in July in a climate like ours would be considered suicidal to the best interests of the merchant foolish enough to attempt such a thing. Reverse the order, and you have a strong aid to sales.

Psychology teaches that the power of suggestion when the mind is in a responsive condition, creates a desire on the part of the mind to possess the article suggested. Imagine yourself walking down street in search of a necktie. You come to several men's wear stores in a row, but in only one is there a display of neckties. Ten chances to one you buy your tie there.

Dealers who display umbrellas or raincoats on a rainy day find sales are made. Ice cream and cool drinks bring trade in hot weather. Carpet cleansers and housecleaning assistants move fast in spring, and vegetable plants sell well in May and June. All this is so quite natural that it needs no explanation.

### Chances Not Always Accepted.

But are advantages taken by the retail dealer of all seasonable goods? Does he always strike while the iron's hot, seize the opportunity when it knocks at the door, or prize the proverbial bird in the hand?

The answer is obvious to anyone who calls frequently on the trade.

"Oh, I'm too busy to attend to all that sort of thing," he will probably declare. "I have no time to study conditions and plan ahead; I don't get the time."

This is exactly what should keep him

busy above everything else. It is what does keep the live man busy, and what brings him in the business. It is the creator of business, rather than the man who works out the detail, who is responsible for the results. To him the honor is due.

### An Opportune Display.

The window shown above is an evidence of the appreciation of the power of suggestion at an opportune time. It contains canned corn, tomatoes, beans, peas, sardines, kippered herring, catsup, radish, pickles and olives—goods that always sell well with the advent of hot weather.

This display was shown last week by Hinds Bros., Barrie, Ont., grocers, and from an attractive standpoint is to be highly commended. In its construction Mr. Hinds has paid particular attention to symmetry, and to placing in it only goods associated with the season of summer, when such goods sell with the least effort.

The method of tilting alternate cans of corn is one not frequently observed, and might well bear repetition. It is done by resting the bottom of the tilted can against the top of the upright one to the right—and its side against the top of the other on the left. On the next step is another row of corn, a few inches apart, with cans of tomatoes resting on the edges of the tops. The other steps contain sardines, catsup, pickles and olives, while on the right is to be seen a pyramid of canned beans and on the left a similar one of peas. The kippered herring is shown one can beneath

the other, with two on either side, showing the tops of the cans.

### Ranks High in Selling Power.

Contrasted with some grocery windows, and particularly those filled with a promiscuous assortment of goods, this window of Hinds Bros. stands out prominently. It has all the earmarks of a good display, with the possible exception of a show card or two, suggesting that the goods on display are, for instance, "tasty time savers," for luncheon, or other applicable phrase. Neatness, regularity, originality, arrangement of labels and selling power are all commendable features, too prominent to be overlooked.

The final test of any display is its power to make sales. Mr. Hinds is a careful window dresser, and he gets results. He takes time to make a display because it pays, not because someone else does it. He has three windows altogether. At this season one is usually given up to fruit, another to fancy biscuits, etc., and the one represented here to seasonable grocery articles.

### Canned Goods Should be Sold.

Any dealer is wise who at this time of year makes it a point to get rid of canned goods. The season of fresh fruits and new vegetables is almost here, and its advent naturally curtails sales of the canned vegetables and fruits. The housewife's supply cellar is getting pretty well depleted, so that in every way it is an opportune time to attract with these goods the eye of the woman whose duties are to provide the home with tasty and wholesome food.

# A Crafty Move for Selling Best Sugar

How a Dealer Sold Carload of No. 1 Grade at Fair Profit While Competitor Lost Money on Poorer Quality—Selling Power of a Grocer's Advice—Points on Increasing Sales During Preserving Season—Suggestion for Sugar Window.

The sugar trade of many a grocer can be compared pretty closely to the crops of many a ne'er-do-well farmer. Both are allowed to pretty well take care of themselves, and results and profits accordingly fall far below what they otherwise might be. You know that farmer who reaps whatever kind Providence may send his way, but who makes absolutely no effort to increase the yield to secure a greater profit on his yield.

Perhaps you are not unacquainted with the grocer who regards sugar in about the same light and who is apparently content with whatever trade may by chance come his way, and with whatever profit or lack of profit he has been securing in the past.

## Overcame Low Price by Quality.

One does not often find real salesmanship applied to the sale of this staple of staples of the grocery store. Here is an example that should provide some food for thought for those troubled with price cutting in this line or unfair competition from those who sell inferior sugar. It happened a couple of years ago in a normal sized country town. The merchant himself gives the particulars.

"It was during the preserving season that one of my competitors began to cut the price of sugar. We had been selling all along at 18 pounds for a dollar, but he raised it to 20 pounds. I wondered how he could do it, for I knew he couldn't buy any cheaper than I, and if I had sold at 20 pounds for \$1, I would have been losing money.

"I shortly found out the exact reason. He had purchased a car of second grade sugar, getting a few barrels of the best, along with it. It was the second grade he was selling at the low price.

## Took the Opposite Course.

"I spent some time considering how I would combat this competition. At last I reached a decision. I ordered a car of the best, and a few barrels of No. 2—just the opposite, you see. I went him one better, and advertised 21 pounds for a dollar.

"No, that wasn't the price on No. 1. That was for the second grade. I continued to sell the best at 18 pounds for a dollar. At the end of two weeks my competitor, who had cut the price still further to 22 pounds, had sold out

his car of second grade—at a loss. I, on the other hand, had sold my car of No. 1 at full price—and still had nearly all my second grade left.

## Dealer's Advice Accepted.

"This is the way I did it. When a customer came in I would tell her I was giving 22 pounds for a dollar—but of the second grade. I advised her to buy the best at 18 pounds for a dollar, and practically everyone followed my advice."

This case demonstrates explicitly that if time is taken to lay the facts before customers, they can be induced to buy the highest quality. It is desirable that grocers sell the higher grade. They can recommend this with confidence and not only with greater profits to themselves, but a higher degree of satisfaction to their patrons. There are too many dealers selling poorer sugar when people would be willing to purchase the better grade and pay a higher price for it.

## Is Easily Given Away.

Sugar may be one of the most staple lines which the grocer handles, but that is no reason why he should sell it at a loss. Every line sold in the grocery store should be made to bear its share of the burden of maintaining the store. The grocer should secure a fair living profit on sugar, and if he handles the highest grade, he can exact it too. By emphasizing the fact to customers that he handles the best sugar, he can get his price.

Not only is it well that the grocer sell the best grade of sugar and exact a fair profit from it, but he should attempt to sell just as much as possible of this article. Some dealers apparently think the demand for sugar is set, and that it cannot be increased. This is far from true. There is not an article, no matter how staple, the sale of which cannot be reasonably increased by proper salesmanship methods. Potatoes are also a staple line—equally as much as sugar, for they are used daily in every household. Who would say that a nice display of smooth clean potatoes in a prominent part of the store with a show card attached would not sell more than if they reposed in a back bin in the cellar. The same is true of sugar. It's sale can be increased by proper methods.

## Increasing Sugar Sales.

The preserving season is now not far distant. There is going to be a big sale

of sugar, but it is going to be much larger for the grocer who puts forth some effort to increase its sale. What methods are to be used to do this?

The grocer has advertising, personal talks and display at his command, and in all three, quality should be made a big feature. It is a good subject to harp on continually, for the people of to-day are, above all, demanding high quality goods.

Now that we are entering upon the preserving season, window display could be used to good advantage in pushing sugar. The time to push an article strong is when it is in demand. Some good window trims can be easily arranged.

## A Window Suggestion.

Here is a suggestion: Cover the floor of the window with blue paper. At the front the words: "Best sugar only" can be worked out with loaf sugar. If preferred the words may be spelled out with the white granulated sugar. It may be difficult to form the letters with loose sugar unless you know the method. Roll a piece of heavy paper into a cone shape with only a small opening. Fill the cone with sugar, holding your hand over the small opening. You are then ready to write the words by allowing the sugar to flow slowly through the opening.

From each rear corner of the window, a sugar barrel on its side is slanted in towards the centre. Loose sugar is allowed to flow out of the mouth of each barrel. Extending from one barrel to another is placed a large show card. At each side of the window is a cwt. sack of sugar. Dollar packages may be placed at other parts of the window.

## Sugar Show Cards.

We sell only the best.  
Did you order sugar?  
You want the best. We have it.  
What is fruit without good sugar?  
Buy to-day for to-morrow's preserving.

A despatch from Stockholm says a Swedish fruit syndicate has been registered which bids fair to prove a powerful competitor in the European fruit markets. The company intends to operate a steamship of its own and to begin a service with Western America on opening of Panama Canal.

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# Method for Keeping Track of Expenses

Are Divided Into Five Columns for Sake of Convenience—Proprietor's Salary Should be Included—Either Rent or Percentage of Value of Premises Also Among the List—Goods Taken From Store for Owner's Use.

• By F. C. Higgins.

My few remarks on the "Cost of Doing Business" will be for the purpose of throwing out some suggestions for our meeting's consideration.

At the outset let me draw your attention to the vital necessity of knowing the cost of doing business. In the first place it is an acknowledged fact that in these days of keen competition, the securing of large profits is practically impossible.

Secondly, the high and constantly increasing cost of so many of the goods we handle, makes it doubly difficult to maintain a proper and necessary percentage of profit.

Thirdly, the very heavy increase in the expense column, due to higher cost of help, soaring prices for horse and wagon maintenance, high rents and heavy taxes, makes it necessary to know where we are.

## Times Have Changed.

In the good old days of high profits, it might be that one could perhaps afford to be ignorant of the exact cost of doing business, but not so to-day. Conditions are changed. Profits are not large enough to take anything for granted.

Paul's injunction to "prove all things" is good advice for the merchant. In order to know the cost of doing business we must have correct records of all items of expense, and this calls for the keeping of a proper set of book.

## Itemizing the Expenses.

Let us put the items of expense under say five heads: First, wages; second, light and heat; third, horse and wagon; fourth, rent, taxes and insurance; five, sundries. Now, as to what is properly charged to the wage column, I want to impress upon you that not only the wages of your clerks, bookkeepers and delivery men be included, but also your own personal salary. In reference to this matter of proprietor's salary, I am afraid many merchants do not keep a correct record. In some cases the supplies for the table are taken out of stock and no record whatever kept of them. I maintain that a fixed amount should be drawn by the proprietor, and that his supplies taken from stock should be bought and paid for in the same way as any other customer.

\*An address given at last meeting of Grocers' Section, Toronto branch of the Retail Merchants' Association.

As to the second and third columns, light and heat and horse and wagon, it is sufficiently clear as to why their own expenses should be charged up to them respectively. The fourth column, that of rent and taxes, requires particular mention. If one is the owner of the building, and not paying rent, he should undoubtedly properly charge up to the cost of doing business 6 per cent. of the valuation of the premises. The fifth column, that of sundries, should contain all items of expense not covered by other heads. This is a column that is capable of great variation, and requires most careful watching.

## Figures Cost at 15 Per Cent.

For the purpose of illustration, let us figure that our expense totals for a month show \$500. In order to determine what percentage of cost this bears in relation to our sales, it follows we must keep a correct record of our sales, both cash and credit. Suppose we find our sales for a month to be \$2,500. Then it follows that our cost of doing business is one-fifth, or 20 per cent. of our sales.

From my own experiences I should say that the actual cost of doing a grocery business in the city of Toronto is about 15 per cent. of sales. I have arrived at this conclusion by most careful examination of my records of expense, goods purchased and amount of sales. Of course, expenses from month to month vary somewhat, as one month it might be necessary to purchase considerable feed or wrapping paper; but taken on an average the year round the cost of doing business in this city is as I above stated.

• • • • •

## Easy Matter to Determine.

At the conclusion of Mr. Higgin's address there was a general discussion of this subject, and it was evident that some dealers did not give the careful attention to expenses that they should.

From a close observation of the above address it will be seen how simple it is to always know exactly the cost of doing business.

Mr. Higgins in his address referred to his own methods. He has an expense book divided into the five columns mentioned, and in which are kept the expenses of the business. The amounts of invoices are shown in another book,

as well as sales, so that at the end of every month he can easily total up expenses, purchases and sales, thus knowing pretty accurately how his business stands twelve times a year. Of course, the matter of amount of stock must be taken into consideration to get an absolutely correct standing, and this is found after stocktaking at the end of each year.

At the next meeting of the Grocers' Section of the R. M. A. the subject will be again discussed.

## A PROFIT PERCENTAGE PROBLEM.

Editor Canadian Grocer.—To settle a discussion we submit the enclosed problem, and will thank you for your solution of same to be published in your next issue.

R. O. RIESTER,  
Coaticook, Que. Woodman & McKee.

Here is the problem: 1 dozen of a certain article cost \$2, and 1 dozen of another \$4. The first is sold at 25 cents each, and the second at 50 cents. What is the percentage of profit on the transaction.

Answer.—The invoice cost was \$6 and sum received \$9, leaving a margin of \$3 to cover cost of doing business and profit. Profit should be figured on sales and \$3 is 33 1-3 per cent. of \$9. The percentage of gross profit is therefore 33 1-3 per cent.

## OUR NEWFOUNDLAND LETTER.

St. John's, Nfld., June 10.—The price of fish has dropped considerably, very little offering at present. Most of the Outport dealers have taken supplies and gone home, and late arrivals have only small quantities to dispose of. The price to-day for a fair article all round would be about \$5.50 per quintal. This is a drop of about \$1 per quintal.

Lobsters are now quoted at from \$17.25 to \$17.50 per case of 4 doz. No new pack along yet. All sold so far have been fresh, at from 15c to 25c apiece, according to size.

Fresh salmon is exceedingly plentiful and can be had for 8c per pound.

# The CANADIAN GROCER

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TORONTO, JUNE 14, 1912

## AN AD. GOING TO SEED.

How a retailer can expect results from newspaper advertising and never change his ad. is beyond explanation. Yet there are scores of merchants in Canada today spending good money in advertising and yet allowing their advertisements to go to seed.

To establish a case in point: The Grocer has been shown a newspaper containing a merchant's ad. which has not been changed since the first copy appeared on the contract on February 29 last. That is practically three and a half months ago. This dealer is paying into the bargain 25 per cent. extra for preferred position on the front page.

Here is an opportunity for attracting new business and increasing trade with old customers that is not taken advantage of. Any live man could make such a space pay a splendid dividend by handling it properly.

Newspaper advertisements should not be repeated if best results are to be secured. If something new appears from day to day the space will be looked forward to with interest by possible buyers. But if an ad. is repeated, readers soon learn that such a space cannot be depended upon for news and ignore it when a change is made.

Repetition in advertising is a leak through which money disappears with no returns. Change the ad., give readers something definite to look for, get results and stop the leak.

## BUSINESS ETIQUETTE LACKING.

Wherever one goes, he hears complaints from members of the trade against new men starting in business who attempt to secure custom unfairly. This breach of retail etiquette consists in soliciting orders from house to house from customers of other dealers under the promise of being able to sell cheaper, give better services and better goods.

It is to be assumed that retailers who have been in the business for some years, know pretty nearly at what prices goods should be sold to produce a living profit. The newcomer, particularly if he has had no previous experience in retailing groceries, usually overlooks the matter of overhead expenses, and thinks he can sell goods cheaper than established competitors and still make a fair profit at the year end. This is the delusion that has been the cause of so many short-lived grocery businesses, and the quicker it is dispelled, the better for the trade.

While there is no law, and likely to be none, against new dealers calling personally at the homes of other's customers and soliciting business on the promise of cheaper goods, yet it does not appear to be square dealing—dealing as one would like to be dealt by. If, however, a merchant hears of someone dissatisfied with the services or goods of her grocer and wants to change, he would scarcely be termed a live dealer if he did not go after the business. There are plenty of straight-forward, honest and above-board methods of attracting trade without resorting to petty methods. The latter are what produce unfriendly feelings among dealers of a town, when they should be co-operating with one another to improve conditions of trade.

## A SMALL MATTER, BUT IMPORTANT.

It is rather surprising the number of people working in stores who cannot wrap or tie a parcel in half decent manner.

Either through carelessness or inability the product turned out by many is crude. The paper sticks out somewhere or a half foot of string is left to the knot, giving it an ill appearance. The clerk who wraps a bundle neatly and quickly inspires one with confidence and respect. He impresses upon one the fact that he knows the business thoroughly.

A customer does not care to walk up the street with a parcel breaking out at the end or presenting a poor appearance. A little carefulness upon the part of the clerk in this respect is always appreciated.

## LOCAL PARCEL POST SYSTEM.

At the convention of the Ontario Postmasters' Association, held in Toronto during the week, a subject of much interest to the retail trade in country towns was discussed. It was in relation to the parcels post problem; in fact, an endorsement was made of what might be termed a mild form of parcels post.

The association went on record as favoring a local parcel post service in connection with the rural delivery system to give tradesmen and merchants the facility of having their parcels delivered through the post offices along the rural routes at the rate of one cent per pound, with a minimum charge of five cents. The regular parcel post coming through the mails from outside points would not come under these rates.

Such a system would naturally benefit postmasters, and local merchants in districts where rural mail delivery is in effect. Postmasters would sell more stamps and merchants would be able to fill phone orders from the country by sending the goods through the post office. During the summer months when farmers are busy on the land, such a service might be used to good advantage. Five pounds of groceries—providing heavy goods were omitted—or dry goods could be sent for five cents, which would



be much cheaper than hitching up a horse and driving into town.

On the surface this appears to be a good scheme, as long as it would not evolve into a general system of parcel post coming through outside mails. Merchants would, of course, have to add to their selling price the amount of postage, else there would be a considerable leak in their business in a year, if much goods were sent by post.

◆  
"WHIPPEN."

UNDER this heading, a story was published in a recent number of the Saturday Evening Post, which contained the strongest argument for pushing quality goods which the writer has encountered for some time.

Whippen was a clerk in a grocery store. He had ideas of his own and was just chockful of confidence. He discovered one day, more by accident than anything else, that people like to pay the highest price for things under certain circumstances—that they do not think they are getting the best unless they pay the highest price. This, he decided, was a law of human nature which contained the promise of a fortune for those who used it. Whippen used it. He went to New York and bought a share in a candy business, taking upon himself the responsibility of the sales end. He rented a store on the most exclusive street, fitted it up regardless of expense, and put in a stock of candy made of the very best material. Before his advent, the most expensive candy to be obtained in the American metropolis was 80 cents a pound. The audacity—or shall we say genius?—of Whippen made it clear to him that he must not only beat this topmost figure, but he must beat it good. He fixed his price at \$1.50 a pound. In doing so, he believed that the unheard-of height of his price would make people believe the candy to possess unheard-of merit.

Just to make sure, he started to advertise, and again that shrewd instinct of his told him that he must advertise extensively or not at all. He signed advertising contracts for figures which would have staggered a man with the least touch of timidity in his nature. Soon the newspapers and weekly publications blared forth the fact that

IF HE DOESN'T GIVE HER WHIPPEN'S,  
HE DOESN'T GIVE HER THE BEST.

People looked at the price and were convinced instantaneously that Whippen's must be the best. There was no getting away from the proof in that colossal figure of \$1.50 a pound. It was a challenge to every young man in Gotham with a "best girl" to buy Whippen's.

To make a long story short, Whippen captured the cream of the candy trade. He sold as much as he could make; and could have sold more, only again his genius came to the rescue, showing him that to restrict the output was to ensure permanence to the craze.

This story may seem exaggerated and partaking more of fiction than of fact. In the opinion of the writer, however, it reveals a basic truth. People who can afford the best, want the best, and are prepared to pay for it. Furthermore, paying the best price is the surest way that people have of convincing themselves that they have got the best. When a man buys an article at a low price, he does so at the dictates of necessity, and he suspects flaws in the goods. If he pays the topnotch figure, he accepts the value of the article absolutely. He may grumble at the price, but he never questions that he is getting quality.

It should be understood, however, that Whippen sold a candy which was as good at least as any other on the market. The margin he demanded was possible, perhaps, in that line of business. It would not be possible in the sale of the necessities of life. A grocer who marked cooked ham 80 per cent. higher than the others in the trade would soon have the sheriff in charge.

The story demonstrates two truths, however. The first is that it pays to handle quality goods. The second is that when an article is the best on the market, it is safer to put the price above the market level than to cut below.

◆  
EDITORIAL NOTES.

The world's present annual production of tea is 695,000,000 pounds.

\* \* \*

In the west the majority of retail dealers see the advantage of carrying a stock of good confectionery.

\* \* \*

Wheat contains anywhere from 56 to 76 per cent. of starch, and is only exceeded in that constituent by rice.

\* \* \*

"Early to bed and early to rise," has become the slogan of the Orillia citizens.

\* \* \*

For preserving purposes the average housewife wants good sugar even if it does cost a little more.

\* \* \*

English sprats are scarce on the Canadian market, and none will be obtainable from the English market till next January, when the new crop comes along.

\* \* \*

Advices from Beamsville, Ont., intimate that canning companies there are not waiting for Canadian strawberries, but are importing them from Maryland for preserving.

\* \* \*

The Canadian strawberry has made its debut for 1912. It is rather bashful yet, but in 10 days' time will have gotten over that.

\* \* \*

There is a heavy carry over of domestic sardines in the United States this year, and prices are now said to be below cost of last year's packing.

\* \* \*

Almond production in the United States is apparently falling off. In 1909 the yield was 6,794,000 pounds, while in 1899, it was 7,143,000. The number of trees in 1910 showed a decrease of 38.8 per cent. over 1900.

\* \* \*

No opening time being stated, Hamilton merchants say they can close at 6 and open at 6.05, and thus evade the early closing by-law. Assuredly by-laws have to be carefully framed to assure them of being carried out.

\* \* \*

F. C. Higgins, whose address on "Cost of Doing Business," appears on another page, has given this matter much thought. Note—he urges that proprietor's salary should be considered among overhead expenses.

\* \* \*

Around Renfrew, Ont., some farmers are said to be considering the possibility of getting goggles for their cows. So luxuriant has the grass growth become as a result of copious rains that the spectacles may be necessary to keep the grass out of the animals' eyes.

## Profits on Groceries and Real Estate

How They are Calculated on Each—Only When Inventory Has Been Taken Can Dealer Say He Has Made So Much on His Investment—The Dealer's Selling Power—Developing Condensed Milk Sales.

• By Henry Johnson, Jr.

A certain Ontario grocer, who a year ago sold no evaporated milk, now enjoys a good trade on it. Here is how it happened, as related in the Spring Number of The Canadian Grocer:

Against his will, yielding to the persuasions of a salesman, he put in a dozen 5c tins. He did not grip the argument of the salesman, however, for he made no attempt to sell the milk. Thus it laid on his shelf for six months. Then a woman came one day and bought one can. She came back for another can each succeeding day, until she had bought the entire dozen. Then he woke up a bit and asked the woman what she did with the milk. She pointed out to him that fresh milk was 8c a quart, and her family used more than a pint daily, so she had to buy a quart; but she could buy a tin of evaporated milk for 5c, and it was enough for an entire day, so she saved the 3c difference.

### Developed the Selling Power.

The dealer used this information. He also studied the subject carefully; learning thereby that only the water was taken from the milk through evaporation, and that water was cheap enough for anybody to add again; that the cost of daily delivery of fresh milk constituted such a heavy expense that the handling accounted for much more than half the 8c paid; that evaporated milk was sterilized so it was free from germs and would therefore keep well, as well as being safe to feed to anybody. His Selling Power was so greatly developed by this knowledge that now he gets rid of a case of milk each week, and his trade is growing.

Why not you? Why not add this item to your sales—and profits?

• • • • •

Vancouver, April 4, 1912.

The Canadian Grocer:

Gentlemen.—Since you have so kindly given my letter space in your columns, I can do no less than work out the little problem you ask me. The problem is as follows:

I sold two pieces of property for \$2,500 each. I made 25 per cent. on the one and lost 25 per cent. on the other. Did I gain or lose as a result of

the transaction? If so, how much did I gain or lose—or did I "play even?"

The transaction on the first piece of property on which I make 25 per cent., figures as follows:

Cost plus profit ..... \$2,500  
100 per cent. plus 25 per cent. equals ..... 2,500  
100 per cent. equals \$2,000 (cost);  
25 per cent. equals \$500; (profit or gain).

On the second piece of property I lose 25 per cent.

Cost less loss equals \$2,500; 100 per cent. less 25 per cent. equals \$2,500; 100 per cent. equals \$3,333.33 (cost); 25 per cent. equals \$833.33 (loss).

On the two transactions I lose \$333.33.

Now, had I figured the transactions as you figure margins on groceries, one transaction would have balanced the other; but, as a matter of fact, I lost, because the two pieces of property did not cost the same, and 25 per cent. profit, or gain, on the one transaction did not offset the 25 per cent. loss on the other.

I am glad you made the problem one in real estate, because I know more about profits in that line than on groceries; nevertheless, I read your paper eagerly, for there are many good things in it, and when I turn the sheet over to my grocery store manager, I tell him to profit by what he reads.

Speaking of problems, the worst one I have had to work out in my store is the selling of articles two for a quarter, three for a quarter, six for a quarter, when they ought to be fifteen, ten or five cents; and that a fair profit on the straight price is turned into a positive loss by the cut. In this section, very little stuff is sold odd cents. It is either five, ten or other multiples of five, and the pennies are either given or taken in the transaction; mostly given away, I am sorry to say.

If you differ with me in the above solution of the problem, will be glad to hear from you.

Yours very truly,  
W. F. R.

• • • • •

### Agrees and Differs.

No: I shall not differ with you very much on the real estate solution, but your conclusion that the same problem ap-

plied to groceries would result in neither loss or gain is not sound, as I shall show. The reason I printed that problem is that it strikingly illustrates the difference between a margin and a Profit or Loss.

Note, first, this curious thing: That in arriving at your loss on property, No. 2, you divide what you get by 3 to show what the property cost you: 1-3 of \$2,500 being \$833.33, and the two added together making \$3,333.33. If, now, 25 per cent. is 1-3 of your COST, it surely must be 1/4 of your SELLING PRICE; for, if you were to use the same rule for computing the required sum to equal 25 per cent. margin on the \$3,333.33 which property No. 2 cost you, you would be compelled to get \$4,444.44 for it. But, while you see at a glance that a loss of 25 per cent. entails the loss of 1/4 of your investment, you do not see that the same rule, applied to the property on which you made a profit, would make your margin on property No. 1 not \$500, but \$625.

### The Loss on Groceries.

I shall get back to this in a minute.

Meantime will say that the loss on those two transactions, if applied to groceries, would be not \$333.33, but \$208.33. This, because 25 per cent. margin on \$2,500 is \$625; and \$625 taken from \$833.33 leaves a net loss of \$208.33, as stated. 25 per cent. loss must be 1/4 of what we paid for a thing. 25 per cent. gain is 1/4 of what we Get for that thing. The same divisor is used in each case.

• • • • •

### The Computing of Margins.

I have adopted the plan of talking about Margins in discussing the daily transactions of the grocer. Why? Because a margin is a difference between cost and selling price, which difference is intended to provide for both expenses and a Profit. Many reasons can be given, but the great point is, that our expenses are always divided by our sales to get our percentage of expense; hence our gross margins must be computed the same way.

All the transactions between inventories cover process of making a profit or a loss. We must be sure the process is right and safe, or we shall end up with the loss we do not want, instead of the profit we are working for. To figure on cost of merchandise only is to include only a portion of the capital investment; for we must provide also for the capital necessary for operating—equally a cost with what we pay for merchandise. (At another time I shall borrow from a very able writer for more details. Meantime, I shall get back to the Real Estate field.

\*The writer of this article is one of the most successful dealers on the continent. He has spent almost 30 years in the retail grocery business and is well equipped to answer questions and smooth out difficulties with which others may have met. If a special request is made names of inquirers will be omitted when their letters are printed for discussion.



**The Problem Completed.**

When the grocer reaches inventory time; has "taken stock," listed his fixtures at fair values, entered his depreciation charges, sealed his book accounts, computed his interest and charged that into expenses; in other words, boiled down his tangible assets and what is owing him so they make up a conservative assortment of values, he has completed his problem.

At this time we hope he may have a net profit; but whether he has or not, whatever he has is a figure to be applied to his invested capital. This is the only time in the year when he can properly use that term, "investment," as real estate men use it every day; because this is the one time when he has a FINISHED TRANSACTION to handle and record.

Hence, now, if he has \$1,800 left over and his total capital account is \$5,000, he can properly say that he has made 36 per cent. on his investment.

The Real Estate deals are easily and promptly put through on the cost, or investment, basis, because they are so simple. If a man puts \$5,000 into property and sells at the end of a year for \$6,800, there is no work about figuring where he stands. He has not got to make purchases and sales aggregating \$30,000, and involving 90,000 small transactions, the employment of four or five people, and the infinite variety of petty details of a grocer's daily life, to make that gross margin of \$1,800. No; in the course of 30 minutes he can list every expense to which he has been put, including \$300 interest charges, and when he then finds that he has made a net amount of, say, \$1,400, he can say that he made 28 per cent. on his investment.

All of which, as I read it over, looks to me to be about "as clear as mud;" but if you do not see it any better, ask me again, and I shall try again. I know it is right; and I hope some day to be able to clearly demonstrate why.

## Getting an Hour More Daylight After Work

**Orillia, Ont., Clocks to be Moved Forward—Merchants and Clerks Will Have Sixty Minutes More For Recreation—But Work Will Begin an Hour Sooner in the Morning.**

Orillia, Ont., June 13 (Special).—If you rose an hour earlier in the morning would you retire an hour earlier at night?

This may seem an unimportant question, undeserving of much attention, but in Orillia it is at the present time an all absorbing problem. Orillia is going to have more daylight during the summer months. There will be an extra hour—one hour more than Barrie and Midland, for instance.

It must not be understood that the sun is going to shine on Orillia sixty minutes longer than on any other part of Ontario. Orillia is a good town, but Old Sol spreads his rays on the unjust as well as the just. The fact of the matter is that Orillia is going to turn her clocks on an hour, late on Saturday evening, June 23, or early the following morning. The obvious result of this is that 7 o'clock on the next Monday morning, according to Orillia time, will be an hour ahead of the time of the rest of Ontario. Stores and factories will open at this hour and the good citizens will all be up and astir full sixty minutes before those in Barrie.

**Quit Work Earlier.**

But it is an ill wind that blows nobody good. When the hands of the Orillia clock point to six in the after-

noon, factories and stores close for the day, whereas in the remainder of the province, it is only five o'clock with another hour's work ahead.

Now we come to the main object of the scheme, which is embodied in a by-law passed by the local council.

Supposing darkness to set in at 9 o'clock Ontario time—and therefore 10 o'clock Orillia time—Orillia will have four hours' daylight after the expiration of work. Other people will only have three. It is to gain this extra hour that a law has been passed coming into effect on June 23 and expiring August 31.

**Conflict With Railroad Time.**

On the former date all clocks are advanced an hour. Everyone will be urged to forget that 7 o'clock in reality means six — except, of course, when a train has to be caught. Then timepieces must be considered an hour fast; but they are better fast than slow when a person is traveling.

**The Council's Resolution.**

The council of Orillia passed the by-law on the recommendation of the Board of Trade, and the petition of the manufacturers. The wording of the resolution that brought about the change was as follows:—"That in accordance with

the request of the Board of Trade, and with a view to affording an additional hour of daylight in the evenings, during the summer, His Worship the Mayor be requested to issue a proclamation calling upon the loyal citizens of Orillia to put forward their timepieces one hour before retiring on the night of Saturday, June 22nd, the local time thus established to govern in Orillia until the 31st of August, proximo. That between the dates mentioned the town bell be rung at the usual hours, in accordance with 'Orillia time,' and that those in control of other bells and whistles within the corporation be requested to have them rung or blown by 'Orillia time.' That His Worship the Mayor be requested to take, in conjunction with the President of the Board of Trade, such other steps as they may deem desirable to make the proposed change as widely known as possible, and to obviate inconvenience in connection therewith."

**All Work and No Play.**

The manufacturers considered the plan to be a worthy one, in view of the fact that their employes would have an extra hour of daylight in the evening for recreation. Clerks in stores and employers will be similarly benefited by this extra hour. Orillia, too, expects to receive considerable publicity from the innovation.

There are those who do not look on the proposition with favor. A clerk in a retail store tendered his objections because he would have to get up an hour earlier and yet would be inclined to cheat his downy couch of the extra hour at night, knowing that Orillia time was an hour ahead. One or two travelers have been heard voicing their objections because of difference in time with outside places. But the majority seem to favor the change and it will be given a fair trial.

(Editorial Note.—It is interesting to note that some two years ago The Canadian Grocer published an editorial on this daylight saving scheme, pointing out its advantages and suggesting that a trial might be given it with favorable results. Moose Jaw, Sask., and Orillia have taken the lead, and their experiences will be followed carefully. If the innovation is appreciated, next year we may expect to see many other centres adopting it.

In fact, we have at present a similar condition of affairs existing between Detroit, Mich., and Windsor, Ont. The clocks of Detroit are an hour behind those of Windsor, which is just across the river. The citizens of Windsor have therefore the advantage of an extra hour of daylight after hours over their friends on the other side.)



## Instances of Goods Sold Above Demand

**Salesmanship as Contrasted With Order Taking—Sixty Tins of Baking Powder in One Week Among Extra Sales—Cases Where Window Brought Results — Direct Returns From Newspaper Ad.**

That goods can be sold over and above actual demand is being demonstrated constantly in progressive stores in all parts of Canada. While there are still those who continue to merely hand out the goods which may be asked for by customers, they are becoming fewer in number for they must necessarily go down before the competition of live business men who recognize that demand for goods may be built up and increased by proper salesmanship methods.

Fred C. Harp, proprietor of the Cash Bargain Grocery, Brantford, Ont., is one who believes it possible to extend the volumes of sales. Not only does he believe this but actual instances drive home the truth of the assertion. Here is a case:

### Boosted Candy Sales.

Previous to Christmas last year a certain kind of candy that should appeal to customers, especially at this time of the year, was stocked. The truth of the matter is that nearly every other grocer in town had the same candy. In a good many stores it calmly reposed beneath the counter or in some other inconspicuous position. Not so at the Cash Bargain Grocery where it was decided to make a special of it around Christmas.

Appropriate with the season, it was called "Santa Claus Candy," and a window display entirely of this line was made. In keeping with the name of the candy, an effigy of Santa Claus was placed in the window. Outside of this there was nothing very unusual in the display. A goodly quantity of the candy was placed in the window and a price card used. Result showed that the special efforts put behind the line returned good dividends. The store sold 1,100 pounds of the confection during Christmas week. It shows just what is possible in this regard.

### Sold Their Baking Powder Easily.

Many grocery firms send men out to take orders. Sometimes these men are merely order takers and make little or no effort to use salesmanship methods. The result is that only the stated actual needs of customers are supplied and, coming unfrequently to the store, the chance of increasing volume of their purchases is small.

The Cash Bargain Grocery send a man among customers to solicit orders, and apparently he is a salesman. He is Arthur Harp, brother of the propri-

etor. Recently he sold 60 cans of a certain baking powder in one week, simply by pointing out its character and advising customers to buy.

### Figs Didn't Last Long.

He generally makes it a point to have some special article with him each day on which to concentrate his efforts. Not long ago the firm received a 30 lb. box of pulled figs at a fairly reasonable price. Next morning he took a sample with him. Before noon he telephoned in not to sell any more out of the box as he had disposed of them all to different customers on the route.

Fred Harp, who has twenty-three years' business experience behind him, is a strong advocate of price tickets as a means of increasing sales, and a plentiful use of them is made in interior and window display. Not only are price tickets used on occasions of a special price, but on any line, to acquaint customers with the price of it.

"I have found a plentiful use of price tickets good business," states Mr. Harp; "so much so that I continue to increase the number about the store. I do not allow any one ticket to remain too long, but change them constantly. A clean card is essential, for it is a bad advertisement to have a dirty card on a display of food."

### Jam Window Attracts New Buyer.

In a recent window display of this firm, one of the lines shown was a pail of jam. A price card was attached—just the ordinary price being quoted.

A woman who had never dealt with the store was passing the window when she noticed the jam and the price. She came in to purchase, and by further creative salesmanship, when she left she had bought \$2.40 worth of goods and had got started towards being a regular customer of the store.

### Uses The Newspaper Columns.

Another method of increasing sales which the store uses, and to good advantage, is advertising in the local paper.

"It has been argued," says Mr. Harp, "by certain merchants, that advertising in a town such as this does not pay. Many come to this conclusion because they cannot always see direct results from advertising, and therefore are inclined to be doubtful of its value. A sure proof that ads. are read is shown by the fact that if a merchant happens

to quote a wrong price, that is below the proper figure, he finds an immediate flood of customers."

"We have always advertised, and believe it pays. We believe in quoting prices, but also using space to work up interest of readers in the goods. We had an instance of an advertisement of flour, quoting a price. The paper was scarcely off the press until we had a woman ring up and enquire about the flour. We succeeded in selling her a nice bill of goods, which went a long way itself towards paying the cost of the ad."

### TO LESSEN EGG SHRINKAGE.

#### Ontario May Have Law Prohibiting the Marketing of Bad Eggs.

Toronto, June 13.—It is estimated that the State of Michigan alone loses annually \$1,500,000 due to the poor average quality of eggs. The Dominion Government has fixed the shrinkage loss in Canada at 17 per cent.

At a convention of produce dealers held across the line recently, and which was attended by some Canadian men, the egg problem was the centre of interest. Ways and means were discussed for getting the farmers to take more interest in the production of eggs, and also of protecting wholesale men against having to pay for rotten eggs.

As yet no definite law exists in Ontario covering the egg problem, but the Government is moving towards it. The production of eggs is an important factor in the community, and in the long run the farmer would find that it pays to keep a good stock of poultry, provide sanitary conditions for them, and use intelligence and care in the handling of them for brooding and laying purposes.

There is no excuse for the farmer marketing the bad eggs that come in. The candling process is so simple that old or incubated or the average diseased eggs may be readily detected. Under the Government regulations suggested the farmer would get more for his eggs, and the consumer would give less, as the waste would be cut out.

In past issues of The Grocer an error has been made in the signature of the H. E. Vipond advertisement. This has appeared "H. E. Vipond & Co.," when it should have been "H. E. Vipond."

Canadian oystermen who attended the recent annual convention of the Oyster Growers' and Dealers' Association of North America, at New Haven, were T. J. McKey and George Laird, of Toronto, and D. J. Byrne, of Montreal.



## Current News of the Week

### Quebec and Maritime Provinces.

Holmes & Thenholm, grocers, Amherst, N. S., have formed a partnership.

The box factory of the Rock City Tobacco Co. was partially destroyed by fire recently. The loss was covered by insurance.

The grocery business at Sydney, N.S., conducted by Harrington's, Limited, has been purchased by Fand J. Morley. The latter have disposed of their crockery-ware business to the Harrington China Company.

Some Halifax grocers have sustained losses in biscuits recently by a clever dodge on the part of a swindler on a small scale. This man called at the stores and asked for some biscuits. When these were wrapped and in his hand he would ask for butter, and while the proprietor went to the refrigerator he would make his escape with the biscuits. The trick has so unnerved one woman grocer that she intends giving up business in the fall.

### Ontario.

G. M. Mowat, grocer, Toronto, has sold to B. Bouskel.

J. A. Buchanan, grocer, Fort William, has sold to A. Teeft.

Wm. Ferguson, grocer, Toronto, has succeeded Parkinson Shaw.

Grimsby Co-operative, Ltd., Grimsby, Ont., has obtained a charter.

The Consecon Canning Co., Consecon, Ont., has received Ontario incorporation.

N. Lesser & Son, general merchants, Blind River, Ont., sustained loss by fire recently.

Thomas H. Miller, formerly engaged in the grocery business on Wellesley Street, Toronto, died on Thursday last.

J. J. McEwen, grocer, Goderich, Ont., is on a month's trip to Western Canada.

Thos. Mulcahy, general merchant, Orillia, Ont., was in Toronto on business this week.

D. Bell, grocer, Yonge Street, Toronto, was on a fishing expedition to Lake Seugog last week.

In last week's fire at Cobalt, Ont., Milton Carr & Sons, general merchants, suffered loss of \$30,000, and Charles Reekin, flour and feed, \$2,000.

A. Ostrum, grocer, Fort William, Ont., is succeeded by Wm. Johnson. A

Teeft, grocer, of the same town, has sold to J. A. Buchanan.

The Hamilton and Brantford grocers will again join this year in their annual picnic. It will be held to Grimsby Beach on July 17.

E. J. Ryan, London, Ont., has sold his business to Robert G. Collins, for many years with Hocken Bros., and previously with The New York Store.

Michael Fury, of Woodstock, Ont., died recently at the ripe old age of 80 years. He had been in the grocery and fish business there for more than half a century.

F. E. Robson, of F. E. Robson & Co., grocery brokers, Front Street, East, Toronto, sailed on the Corsican on Tuesday for England, where he will spend six weeks.

Toronto wholesale fruit dealers waited on Customs Collector Bertram and were

#### WHY ONE MAN STOPPED TAKING CANADIAN GROCER.

New Liskeard, Ont., June 6th, 1912.

Editor, Canadian Grocer.—As I am out of the grocery business and working at the hardware, it would greatly oblige me if you would cancel The Canadian Grocer you have been mailing and send me The Hardware & Metal.

I consider The Canadian Grocer one of the best investments I made in book line; am trusting I will be able to say same about Hardware & Metal. I remain,

Yours truly,  
ASA E. JEWELL.

assured that hereafter there would be no further delay in shipments of perishable goods. A special officer will be engaged to pass the fruit.

The Toronto Retail Grocers' Association will hold their annual excursion to Niagara Falls on July 17, via Niagara Navigation Co. It was their intention to go to Grimsby Beach on July 24, but satisfactory arrangements could not be made. Arrangements for the excursion as well as several important trade matters, will be taken up at their meeting on Monday night, June 17.

### Western Canada.

J. Brand, grocer, Winnipeg, has sold to H. Arthur.

C. C. Cronk, grocer, Moose Jaw, has sold to Thompson & Loucke.

E. T. Jones, general merchant, Canora, Sask., has sold to W. J. Reid.

T. R. Harrison, grocer, Calgary, Alta., has sold both his stores.

W. Stewart Campbell has opened a grocery store at Port Mann, B. C.

A. W. Gilbert, general merchant, Erickson, Man., has sold to F. Campbell.

N. J. Nicholson has purchased the general store of C. H. Carroll, Marquis, Sask.

M. Snow, general merchant, Keeler, Sask., is succeeded by Morin & Longthorn.

W. D. Gunson & Co., Yeomans, Sask., has sold his general store to E. J. Butterworth.

Moses Cohen is discontinuing grocery business at Winnipeg and locating at Melville.

H. H. Ruh, general merchant, Flagstone, B. C., has disposed of his business.

J. T. Jordan, general merchant, Lewvan, Sask., has succeeded the Lewvan Mercantile Co.

Whiddon & Richardson, grocers of Saskatoon, Sask., are going out of business.

The grocery stock of the Wilson Estate, Winnipeg, has been sold to I. B. Dugman.

Escott & Harmer, grocery brokers, Winnipeg, Man., have established their own offices at Regina, Calgary, and Edmonton, so as to be in a position to attend to their trade in Manitoba, Saskatchewan and Alberta.

The Knight Sugar Co., with a beet sugar factory at Raymond, Alta., is receiving a shipment of 2,700,000 pounds of raw cane sugar from the British West Indies, which they will refine in their factory.

F. R. McMillan, Saskatoon, Sask., will erect a departmental store. He recently took a trip through Canada and the United States for ideas and expects to be a model store. It is estimated that the interior fittings will cost about \$203,000.

The convention of the Associated Boards of Trade of Western Canada will be held on September 18 and 19 this year and not on June 13, 14 and 15, as announced in last week's issue. This postponement was made necessary owing to the death of J. T. Hall, the permanent secretary. Since his demise the work has naturally been somewhat neglected. Chas. Webster, secretary Calgary Board of Trade, has been appointed to the permanent secretaryship, and preparations are under way for a good convention. It will be held at Moose Jaw, Sask., this year.



# Wrapping Paper Higher---Canned Beef Up

Wrapping Paper is Quoted Higher by Number of Manufacturers—Canned Beef of All Varieties Goes Up—Big Advance in Jellied Veal—Rice is Generally Firm—Sugar Continues Weak—Beans Being Imported.

## QUEBEC MARKETS.

### POINTERS—

Spices—General firmness.  
Rice—Quite strong.  
Sugar—Somewhat of a puzzle.

Montreal, June 13.—The cold spell of last week interfered with business to a certain extent, but the present warm weather will give business quite an impetus and make things even more satisfactory than at present, though no complaints from wholesalers are forthcoming, as general activity has been the rule for the past number of weeks.

Collections are reported not so good as usual, and the chief cause may be given as speculation. Montreal is now under a real estate boom, and it looks as if the surplus of many is being laid away quietly in Mother Earth.

The sugar market is again becoming somewhat of a puzzle, while the coffee market is a little easier, but evidently not for long.

SUGAR.—While refined has advanced in New York, there is no change in the local market, and there does not seem to be any likelihood of a decline just now. There is a considerable amount of business passing now that the preserving season is at hand, and those dealers who were simply buying from hand-to-mouth will hardly make any mistake in spreading out some.

Granulated, bags	5 25
Granulated, 20-lb. bags	5 35
Granulated, 5-lb. cartons	5 55
Granulated, Imperial	5 10
Granulated, Beaver	5 10
Paris lump, boxes 100 lbs.	6 00
Paris lump, boxes, 50 lbs.	6 10
Paris lump, boxes, 25 lbs.	6 30
Red Seal, in cartons, each	0 35
Crystal diamonds, bbls.	5 90
Crystal diamonds, 100-lb. boxes	6 00
Crystal diamonds, 50-lb. boxes	6 10
Crystal diamonds, 25-lb. boxes	6 20
Crystal diamonds, 5-lb. cartons	6 80
Crystal Diamonds, Dominoes, cartons	7 10
Extra ground, bbls.	5 65
Extra ground, 50-lb. boxes	5 85
Extra ground, 25-lb. boxes	6 05
Powdered, bbls.	5 45
Powdered, 50-lb. boxes	5 65
Powdered, 25-lb. boxes	5 85
Phoenix	5 25
Bright coffee	5 20
No. 3 yellow	5 10
No. 2 yellow	5 00
No. 1 yellow, bags	4 85
Bbls. granulated and yellow may be had at 5c above bag prices.	

SYRUP AND MOLASSES—The same strong feeling prevails on the molasses market, but no one will say that a further advance is certain. The demand is good and will last. Barbados reports that all their molasses has been exported, but it is believed that all has not yet been shipped; if there is any remaining, it will not affect the market much.

Syrup trade has slackened somewhat during the past two weeks, but no great

volume of business is done in this line during the summer.

Fancy Barbados molasses, puncheons	0 38	0 40
Fancy Barbados molasses, barrels	0 41	0 43
Fancy Barbados molasses, half-barrels	0 43	0 45
Choice Barbados molasses, puncheons	0 33	0 35
Choice Barbados molasses, barrels	0 36	0 38
Choice Barbados molasses, half-barrels	0 38	0 40
New Orleans	0 25	0 28
Antigua	0 30	0 30
Porto Rico	0 40	0 40
Corn syrups, bbls	0 63 1/4	0 63 1/4
Corn syrups, half-barrels	0 04	0 04
Corn syrups, quarter-barrels	0 04	0 04
Corn syrups, 38 1/2-lb. pails	1 30	1 30
Corn syrups, 26-lb. pails	1 35	1 35
Cases, 5-lb. tins, 1 doz. per case	2 90	2 90
Cases, 10-lb. tins, 1/2 doz. per case	3 25	3 25
Cases, 20-lb. tins, 1/4 doz. per case	3 10	3 10

DRIED FRUITS—The local market shows little change. The jobbing trade report just the usual amount of business, which passes at this time of the year. California prunes are most active on the coast, the orders being for futures. There is considerably less speculation in prunes this year, and even foreign buyers are only ordering in small quantities to fill immediate calls.

Apricots are quiet, and it is likely that a little shading will take place in order to clear up stocks. There should be a better demand from bakers during the next few weeks for peaches, and the improvement in demand will no doubt be appreciated.

The demand for California seeded raisins is slow, and the market on the whole is doubtful. We spoke last week of a probable shortage of currants in Greece. Since then more optimistic reports have come to hand, and a better market is expected.

Evaporated apricots	\$0 22	\$0 24
Evaporated apples	0 11	0 11
Evaporated peaches	0 18	0 19
Evaporated pears	0 18	0 19
Currants, fine filiatras, per lb. not cleaned	0 08 1/2	0 09 1/2
Currants, fine filiatras, per lb. cleaned	0 07	0 07 1/2
Currants, 1-lb. pkgs., fine filiatras, cleaned	0 08	0 08 1/2
Currants, Patras, per lb.	0 09	0 09 1/2
Currants, Vostizas, per lb.	0 09 1/2	0 10
Dates, 1-lb. packages	0 06 1/2	0 06 1/2
Dates, Halloween, loose	0 11	0 11 1/2
Paris	0 11	0 11 1/2
Figs, 3 crown	0 07 1/2	0 07 1/2
Figs, 4 crown	0 08	0 08 1/2
Figs, 5 crown	0 08 1/2	0 09
Figs, 6 crown	0 09	0 09 1/2
Figs, 7 crown	0 10	0 10 1/2
Figs, 9 crown	0 14	0 14 1/2
Comadre figs, about 33-lb. mats	1 30	1 40
Glove boxes, 16-oz. per box	0 10 1/2	0 11 1/2
Glove boxes, 10-oz., per box	0 07	0 07 1/2

Prunes—		
20-30	0 11	0 11
30-40	0 12	0 12
40-50	0 11	0 11
50-60	0 10	0 10
60-70	0 09 1/2	0 09 1/2
70-80	0 09	0 09
80-90	0 08 1/2	0 08 1/2
90-100	0 08	0 08
Bosnia prunes	0 08	0 09

Raisins—		
Choice seeded raisins	0 08 1/2	0 08 1/2
Choice fancy seeded, 1-lb. pkgs.	0 09	0 09
Choice loose muscatels, 3-crown, per lb.	0 08	0 08
Choice loose muscatels, 4-crown, per lb.	0 08 1/2	0 08 1/2
Seedless, new, in packages	0 07 1/2	0 07 1/2
Select raisins, 7-lb. box, per box	0 07 1/2	0 08
Sultana raisins, loose, per lb.	0 12	0 13
Sultana raisins, 1-lb. cartons	0 16	0 19
Malaga table raisins, clusters, per box	2 50	5 75 1/4
Malaga table raisins, clusters, per 1/4 box	0 80	1 00
Valencia, fine, off stalk, per lb.	0 06	0 07 1/2
Valencia, select, per lb.	0 06 1/2	0 07 1/2
Valencia, 4-crown layers, per lb.	0 07 1/2	0 08

TEAS—The new season being now open there is considerable activity in Japans, prices ranging from one cent to two cents over last year. Fancy teas show the least advance, while teas in the grade 25-26 cents (being the lowest grades on the market) show the greatest. The season, of course, is somewhat later than last year, and picking is only now becoming general. Frost during the early part of April caused the setback, but the weather during May was good, with the result, a good crop. The bushes came to fine condition, but there was some tendency shown to resort to coarse picking, and in some cases it was impossible to secure as good style teas as in the past. As stated in recent issues, the cup quality, however, is fully equal to last year's, but some allowance must be made for the holder style of the leaf.

Japans—		
Choicest	0 40	0 50
Choice	0 35	0 37
Fine	0 30	0 35
Medium	0 25	0 30
Good common	0 21	0 24
Common	0 19	0 21
Yamashino	0 75	1 00
Ceylon—		
Broken Orange Pekoe	0 21	0 40
Pekoes	0 20	0 22
Pekoe Souchongs	0 20	0 22
India—		
Pekoe Souchongs	0 19	0 30
Ceylon Greens—		
Young Hysons	0 24	0 26
Hyson	0 22	0 22
Gunpowders	0 19	0 35
China Greens—		
Pingsuey gunpowder, low grade	0 14	0 18
Pingsuey gunpowder, pea leaf	0 20	0 30
Pingsuey gunpowder, pinhead	0 30	0 50

COFFEE—The market has become a little weaker owing to refusal of injunction in the valorization case, which was expected to start in the United States. Trade, however, continues on the hand-to-mouth basis, there being nothing of any great interest to note. Still there is talk, but only talk, of higher prices in September, owing to the fact that the new crop may be late in moving, making it more difficult for the country to obtain actual supplies. However, little definite information along the new crop can be given, as it is much too early yet.

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

NUTS.—The local market is unusually quiet, there being absolutely no news to offer and no change in prices.

In shell—		
Brazils	0 14	0 15
Filberts, Sicily, per lb.	0 10 1/2	0 12
Filberts, Barcelona, per lb.	0 10 1/2	0 12
Tarragona Almonds, per lb.	0 16	0 17
Walnuts, Myette Grenobles, per lb.	0 14	0 15
Walnuts, Marbots, per lb.	0 14 1/2	0 15 1/2
Walnuts, Cornes, per lb.	0 11	0 12
Hungarian	0 13 1/2	0 15
Shelled—		
Almonds, 4 crown selected, per lb.	0 35	0 37
Almonds, 3 crown selected, per lb.	0 32	0 34
Almonds, 2 crown selected, per lb.	0 31	0 32

Alr  
Val  
Cau  
Peanut  
Ame  
Jaf  
Coc  
Dis  
Bot  
Sui  
Sps  
Vir  
Pecans  
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THE CANADIAN GROCER

Almonds (in bags), standards, per lb.	0 27	0 28
Valencia shelled almonds, new crop.	0 35	0 37
Cashews	0 15	0 17
<b>Peanuts—</b>		
<b>American—</b>		
Japanese roasted	0 08 1/4	0 09 1/2
Coon, roasted	0 08 1/4	0 09
Diamond G, roasted	0 09	0 10
Bon Ton, roasted	0 11	0 12
Sun, roasted	0 10	0 11
Spanish, No. 1	0 10	0 12
Virginia No. 1	0 13	0 15
Pecans, jumbo	0 18	0 19
Pistachios, per lb.		0 75
<b>Walnuts—</b>		
Bordeaux halves, bright	0 26	0 28
Brokens	0 27	0 29

**RICE AND TAPIOCA**—Tapioca is in good demand, but the market does not present the same activity as the rice. The Rangoon market is strong, and prices will advance, even if they now are 50 per cent. higher than those obtaining this time last year. A Formosa report states that owing to increase in sugar planting it is estimated that the coming rice crop will be less than normal, and dealers are buying ahead at high prices. The markets, indeed, are all strong, and there is no indication whatsoever of weakness. Many eastern countries continue to draw on Rangoon for supplies to make up their own deficiencies. It is a question how long this will last.

**SPICES**—The market remains firm, and peppers, which were somewhat easier last week, have firmed up. Cream of Tartar is also firming up. In fact, the situation is generally strong, and prices show an upward tendency.

ONTARIO MARKETS.

POINTERS:—

- Sugar—Continues weak.
- Wrapping paper—Higher.
- Writing paper—Also advanced.
- Canned beef—10 per cent. advance.
- Jellied veal—Big advance.
- Pork and beans—Firm.

Toronto, June 13.—There has been a general healthier and more active tone to grocery trade during past week. This is evident to those who have been visiting the wholesale houses, and was impressed upon the Grocer representative by the length of time he had to wait in many houses before being able to converse with the principals. Not only was there a good sprinkling of retailers purchasing in the houses, but orders were coming in over the 'phone from both city and country dealers. Orders were made up of general lines seasonable at this time.

In contrast to the general satisfactory trade reported in Canada is that existing on the other side of the line. Here is what one U.S. grocery paper says of conditions: "Not in many years has the first of June found the food-stuff markets of the Middle States in such a generally deplorable condition. Month after month during the late winter and early spring, the hope has been expressed that the sunshine and showers of April and May might dissipate

the spell of apathy and stagnation that has hung over the country for so long. But it would seem that such was not the case—indeed such has not been the case."

Grocers are beginning to realize that summer and the demand for summer goods is really here, and they are buying and displaying those lines that the housewife naturally seeks at this time of the year. The picnic season is beginning to develop, and picnic and camping supplies will soon be in request, the more so as the fishing season opens on June 15, and there will be many excursions to lake and river. Canned goods will be in demand, more especially fish, including salmon, sardines, herrings and lobsters. Summer drinks, condensed milk and camp coffee are other lines.

Light breakfast foods, pickles, olives and sauces are other lines which held to put the public's appetite in trim. Pines are being preserved, while strawberries are now coming on, bringing a demand for sugar, fruit jars, rubber rings, etc. Fly destroyers are becoming a very seasonable line as well. Urge the housewife to get after the house fly early.

Sugar continues weak at last week's figure of \$5.35, as against \$4.70 a year ago. With market in present state, purchasing is for immediate wants. With preserving season about to open consumption should be good from now on. The Canada Sugar Refining Co., who in early part of year put a 5-pound carton on market, have now added a two-pound size as well. Both cost the retailer 30 cents per cwt. over bags, but 5-lb. is packed 24 to case, and 2-lb. 60 to case. There is no fixed selling price.

There have been advances and advancing tendencies in several lines of late which are not accustomed to fluctuate. Wrapping paper is firmer and quoted 10 per cent. higher by several manufacturers. Another advance is that in all kinds of canned beef, while jellied veal has had a big rise. Pork and beans are firm, with some canners said to be asking higher figures.

While it is not general, some brands of English pickles are higher. One jobber referred to one brand that is up 25 cents per dozen on pints. Canadian pickle men appear to have made no alteration in prices.

As has been noted before, marmalade is higher this year, the advance over last year ranging from 10 to 20 cents per dozen. Higher sugar is one cause, while a contributing factor in this, as well as pickles, is higher prices on glass bottles and jars.

**SUGAR**—There is no further change in refined prices. Market is pretty well a repetition of last week, with situation rather uncertain, and dealers awaiting a further readjustment. On the whole

market at moment is weak, as reflected in both Cuban, raws and European beets. The negro uprising in Cuba was a firming factor a short time ago, but this year's crop is pretty well progressed, so that this steady feature has disappeared. It is difficult to gauge what future may hold in sugar, but market at present is still weak.

Extra granulated, bags	5 35
Extra granulated, 20-lb. bags	5 45
Extra granulated, 5-lb. cartons	5 55
Imperial granulated	5 20
Beaver, granulated	5 20
Yellow, bags	4 95
Barrels of granulated and yellow will be furnished at 5 cents above bag prices.	
Extra ground, bbls.	5 75
Extra ground, 50-lb. boxes	5 95
Extra ground, 25-lb. boxes	6 15
Powdered, bbls.	5 55
Powdered, 25-lb. boxes	5 95
Powdered, 50-lb. boxes	5 75
Red Seal, 5-lb. box	0 37
St. Lawrence Crystal Diamonds	7 50
Paris lumps, in 100-lb. boxes	6 10
Paris lumps, in 50-lb. boxes	6 20
Paris lumps, in 25-lb. boxes	6 50

**SYRUPS AND MOLASSES**.—There are no price changes to record in either syrups or molasses. Naturally with butter more reasonable demand for syrup is quieter, but a seasonable trade is reported. Unlike a few years ago, there is a steady demand for both corn and maple syrup right through the summer months.

Barbados molasses is firm, and reports from that island say there are no further shipments to offer, the entire crop having now been marketed.

<b>Syrups—</b>		Per case.
2-lb. tins, 2 doz. in case	2 55	
5-lb. tins, 1 doz. in case	2 90	
10-lb. tins, 1/2 doz. in case	2 80	
20-lb. tins, 1/4 doz. in case	2 75	
Barrels, per lb.	0 03 1/4	
Half barrels, lb.	0 03 1/2	
Quarter barrels, lb.	0 04	
Pails, 30 lbs. each	1 90	
Pails, 25 lbs. each	1 35	
<b>Maple Syrup—Compound—</b>		
Gallons, 6 to case	4 90	
1/2 gals, 12 to case	5 40	
1/4 gals, 24 to case	5 40	
Pints, 24 to case	3 80	
<b>Maple Syrup—Pure—</b>		
Gallons, 6 to case	6 60	
1/2 gallons, 12 to case	7 25	
Quarts, 24 in case	4 25	
Pints, 24 to case	4 00	
Quart bottles, 12 to case	3 50	
<b>Molasses, per gallon—</b>		
New Orleans, medium	0 30	0 32
New Orleans, barrels	0 26	0 30
Barbados, extra fancy		0 50
Porto Rico	0 45	0 52
Muscovado		0 39

**DRIED FRUITS**.—There is nothing particularly new in spot situation. "Trade is pretty drabby," was one wholesaler's comment. "Nothing to crow about," said another. "Fairly good for season," said yet another.

There is perhaps a little stiffer tone to evaporated apples. Wholesalers say that they are carrying small stocks and that there are few offerings.

Although there is little in the way of booking on part of wholesalers, interest is being directed towards futures. Prunes are, of course, an important item and opinions from different sources regarding the 1912 crop vary greatly. There is even a great variation in ideas as to probable size of California crop. Things look far from promising in Oregon. One big dried fruit firm on Pacific coast have estimated world's crop this year as 348,000,000 pounds, as against 376,400,000 last year. They be-



lieve yield in California will be much the same as last year, namely, 200,000,000. Oregon and Washington are only given 8,000,000, as against 23,000,000 last year; Bosnia and Servia 60,000,000, as against 103,400,000 last year, and France 30,000,000, as against 50,000,000 last year. They allow 50,000,000 carry-over this year, while last year there was none.

Prunes—			
30 to 40, in 25-lb. boxes	0 12½	0 13½	
40 to 50, in 25-lb. boxes	0 11½	0 12½	
50 to 60, in 25-lb. boxes	0 11	0 11½	
60 to 70, in 25-lb. boxes	0 10½	0 11	
70 to 80, in 25-lb. boxes	0 10	0 10½	
80 to 90, in 25-lb. boxes	0 09	0 09½	
90 to 100, in 25-lb. boxes	0 09		
Same fruit in 50-lb. boxes, ¼ cent less.			
Bosnia prunes	0 07½	0 09	
Apricots—			
Choice, 25-lb. boxes	0 21		
Slabs	0 18½		
Candied Peels—			
Lemon	0 10	0 11	
Orange	0 10	0 12½	
Citron	0 15	0 17	
Tappets	0 04½	0 04½	
Figs, 2 to 2½ inches, per lb.	0 09	0 13	
Bag figs	0 05	0 07	
Evaporated peaches	0 15	0 17	
Dried apples	0 09½	0 10	
Evaporated apples	0 10½	0 11½	
Currants—			
Patras	0 08	0 08½	
Fine Filiatras	0 07½	0 08	
Vostizzas	0 10	0 12	
Uncleaned, ¼c less.			
Raisins—			
Sultana, choice	0 12	0 14	
Sultana, fancy	0 14½	0 15½	
Valencias, selected	0 08	0 08½	
Seeded, 1 lb. packets, fancy	0 08	0 08½	
Seeded, 16-oz. packets, choice	0 08½		
Dates—			
Hallowee full boxes	0 06½		
Package dates, per 1 lb.	0 07		
Fards, choicest, 12-lb. boxes	0 09½	0 10½	
Fards, choicest, 60-lb. boxes	0 06½	0 07	

TEA.—There is no material change in general tea situation, either here or elsewhere. No great interest is as yet shown in new crop Japan. The market is generally higher than last year, fancy showing the least upward movement. Cup quality of samples has been generally good.

SPICES. — As reported last week, there is general firmness in spices. Black and white pepper as well as allspice present a steady tone. Mace is much stronger, while celery seed has lost none of its firmness.

Trade is satisfactory and with opening of pickling season little over six weeks away, wholesalers are looking for a continued good movement.

	5 and 10 lb. tins.	¼ lb. pkgs.	¼ lb. tins doz.
Allspice	15-19	60-70	70-80
Cassia	20-32	85-115	95-125
Cayenne pepper	23-33	80-105	90-115
Cloves	23-29	75-95	85-110
Cream tartar	25-26	90-00	
Curry powder	25-00		
Ginger	22-27	65-85	75-95
Mace	65-80		0-2 75
Nutmegs	30-60	90-00	1 60-2 50
Peppers, black	18-22	67-075	80-0 90
Peppers, white	28-30	90-1 05	1 05-1 15
Pastry spice	20-27	65-0 95	75-1 10
Pickling spice	14-18	75-0 00	75-0 00
Turmeric	16-18		
Range for pure spices according to grade. Pails or boxes 2 cents per lb. below tins. Barrels 3 cents below tins.			
Mustard seed, per lb. in bulk		0 12	
Celery seed, per lb. in bulk		0 35	0 37
Shredded cocoanut, in pails		0 16½	0 17½

RICE AND TAPIOCA.—As pointed out last week there is a general strong tone to rice. This includes nearly all varieties, and prices in the producing sections of the East have been moving upward. "Rangoon market has been very excited," says an English report. "Continental millers have advanced

their prices for Java. Bassein is very scarce, and it is difficult to get any quantity free from stained grains. Patua has also risen 1 shilling per cwt."

Standard B., from mills, 500 lbs. or over.		
f.o.b. Montreal	3 60	
Rice, standard B., f.o.b. Toronto	3 68	
	Per lb.	
Rangoon	0 03½	0 04
Fancy rangoon	0 05	0 06
Patna	0 05½	0 06
Java	0 06	0 07
Carolina	0 06	0 07
Sago, medium brown	0 06½	0 07
Tapioca—		
Bullet, double goat	0 08	0 08
Medium pearl	0 06½	0 07
Flake	0 08	0 08
Seed	0 06½	0 07

BEANS. — Hungarian and Austrian beans have not yet arrived, but are close by. Market on these has also been moving upward, and ideas of importers are higher. One firm quoted \$2.65 last week, but are now asking a higher figure.

Prime beans, per bushel	2 85
Hand picked beans, per bushel	2 95
California Lima beans, lb.	0 08

WRAPPING PAPER.—A few weeks ago paper bags were advanced about 15 per cent. It was pointed out at that time that wrapping paper would probably advance also. Several firms have raised prices. The upward movement has been about ten per cent. This is the amount noted by one firm at least. The increased cost of raw material as well as higher wages that now has to be paid in the mills is the reason assigned for the advance. It will also be interesting to the grocer to know that note books, writing papers and similar lines are also higher.

The varieties of wrapping paper used mostly by grocery trade are Manila, grey wrapping and fibre. No. 2 Manila is quoted at \$3.85 per cwt., grey wrapping at \$3 per cwt., and fibre at \$4.25. Brown wrapping paper costs \$3.25. Slightly higher prices are asked for small lots.

CANNED GOODS.

Toronto.—Those dealers who have been watching the soaring price on beef and other fresh meats will not be surprised to learn of an advance in canned beef and jellied veal. Manufacturers in advancing prices, point out increasing cost of raw material.

The advance in beef has been about 10 per cent. Corned beef in 1's, which was formerly \$2, is now \$2.25, while 2's, formerly \$3.35 are now \$3.75. These same figures apply to roast, boiled and ready lunch beef as well.

Jellied veal has shown a much larger advance. The price on 1's is up from \$2.20 to \$3.30, on 2's from \$3.00 to \$5.75, and on 6's from \$14.40 to \$17.25 per dozen.

All these lines are just beginning to move freely, being big sellers during the summer months.

Every retail dealer knows how prices on white beans have been going upward. It is needless to say that manufacturer's profits on pork and beans have been reduced to a fine point, and that this line is firm. Some cannery are said to be asking firmer figures, but there has been no general advance as yet. "Do you think beans are going up?" one broker was asked. "Well, they won't go down," he replied. "You can bank on that."

Several jobbers note salmon as moving well. From now on there will be a good demand for this line. More wholesalers have received their first shipment of new pack lobsters. From \$2.90 to \$3 is being asked for ½'s.

MANITOBA MARKETS.

POINTERS:—  
Canned Beef.—Advanced.  
Sugar—Steady.  
Cocoanut—½ cent dearer.

Winnipeg, June 13.—Wholesalers report business done in the month of May as greatly in excess of that in same month in 1911. The business outlook continues satisfactory, and orders are coming in freely since June 1.

Sugar market has remained steady during week, with a steadily improving demand.

There is nothing new in coffee situation as regards a reduction of price. The litigation now going on in United States in connection with alleged coffee trust is being watched with considerable interest by local trade.

There is now a good demand for what may be called vacation groceries, the better class of canned goods, jams, etc. Many city people are opening up their summer cottages at Lake resorts, and they usually stock up extensively, with easily prepared viands when doing so. In this connection an advance of thirty to forty cents a case on corned beef is announced.

The crop situation is considered excellent, and labor is well employed at good wages. Taken all round the business outlook in the West is first rate.

SUGAR.—Sugar prices are steady and demand is good and will improve with opening of preserving season at end of month. Native fruits promise an excellent crop.

Montreal and B.C. granulated, in bbls.	5 90
Montreal and B.C., in sacks	5 75
Montreal and B.C. yellow, in bbls.	5 40
Montreal yellow and B.C. yellow, in sacks	5 35
Icing sugar, in bbls.	5 25
Icing sugar, in boxes (25 lbs.)	6 50
Powdered sugar, in bbls.	6 00
Powdered sugar, in boxes	6 00
Powdered sugar, in small quantities	5 80
Lump, hard, in bbls.	6 70
Lump, hard, in half-bbls.	6 75
Lump, hard, in 100-lb. cases	6 70

SYRUPS. — Sales are comparatively light since dairy butter is now on market at a reasonable price. There are no further changes to be noted.

Syr  
24 2-lb  
12 5-lb  
6 10-lb  
3 20-lb  
Half-b  
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THE CANADIAN GROCER

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Syrups—	
24 2-lb. tins, per case	2 48
12 5-lb. tins, per case	2 88
6 10-lb. tins, per case	2 76
3 20-lb. tins, per case	2 77
Half-barrels, per cwt.	4 20
Barbados molasses, in half bbls., per gal	0 45
New Orleans molasses, half bbls., per gal	0 30
Maple syrup—	
Imperial quarts, 2 doz. case	6 20
1/2 gals., 1 doz. case	5 85
Gals., 1/2 doz. case	5 40

**DRIED FRUITS.**—Summer trade in dried fruits is never as heavy as winter trade, but there is a fair demand. An advance in currants is not improbable in near future. Other lines are steady.

New Prunes—	
90-100s, 25s, s.p.	0 07 1/2
90-100s, 10s, s.p.	0 07 4-5
80-90s, 25s, s.p.	0 08
80-90s, 10s, s.p.	0 08 1/2
70-80s, 25s, s.p.	0 08 1/2
70-80s, 10s, s.p.	0 08 1/2
60-70s, 25s, s.p.	0 09
50-60s, 25s, s.p.	0 09 1/2
40-50s, 25s, s.p.	0 10
Cooking Figs—	
Choice boxes	0 05 1/2
Half boxes	0 05 1/2
Half bags	0 01 1/2
Valencia Raisins—	
Pine, f.o.s., 25s, s.p., per box	2 25
Pine, selected, 25s, s.p., per box	2 40
4-crown layers, 25s, s.p., per box	5 35
4-crown layers, 14s, s.p., per box	1 25
4-crown layers, 7s, s.p., per box	0 70
Ne plus ultra, 25s, s.p., per box	2 20
Currants—	
Dry, clean, per lb.	0 08
Washes, per lb.	0 08 1/2
1-lb. package	0 08 1/2
2-lb. package	0 17 1/2

**COFFEE.**—Prices unchanged, but situation is generally regarded as weaker, and a sharp decline would follow release of large stocks held by coffee trust at New York and other ports. It doesn't seem probable, however, that such will occur.

Roasted Rio, per lb.	0 22
Green Rio, 5's, lb.	0 17 1/2
Green Rio, 7's, per lb.	0 16 1/2
Green Santos	0 19
Roasted Santos	0 24
Chicory	0 12 1/2

**BEANS.**—No further changes are reported. The tempting price obtainable for beans is inducing some farmers and truck gardeners to take them up as a field crop. Should their experiments meet with success bean growing might become an important branch of agriculture in the West.

Beans, 3-lb. picker, per bushel	3 00
Hand picked, per bushel	3 10
Peas, split, 100 lbs.	4 00

**NUTS.** — Prices unchanged and demand steadily improving.

Nuts—	
Almonds	Per lb. 0 17
Almonds, shelled, in 28-lb. boxes	0 34
Almonds, shelled, less than 28-lb.	0 35
Cocoanuts, per doz.	0 90
Cocoanuts, sacks	5 00
Peanuts, roasted, choice	0 09 1/2
Peanuts, roasted, extra fancy	0 11
Peanuts, shelled, not roasted	0 09
Peanuts, salted, per ctn. of 20x5c pkts.	0 70
Pecans, medium	0 13
Pecans, large	0 20 1/2
Brazils	0 14
Nutmegs	0 20
Filberts	0 11 1/2
Walnuts, Marbols	0 13 1/2
Walnuts, Grenoble	0 16
Walnuts, shelled, cases 55 lbs.	0 27 1/2
Walnuts, shelled, in less quantities	0 23 1/2

**NEW BRUNSWICK MARKETS.**

St. John, June 13.—With exception of a drop in sugar and oatmeal, markets during past week have been exceptionally quiet. Sugar, it is said by local wholesalers, has reached pretty nearly lowest mark anticipated, and may probably stay at present quoting for some time. Market in oatmeal which has been steady and unchanged for

some time has dropped 25c per barrel. Otherwise there are no changes of interest.

In the country market potatoes are still plentiful, and range from \$2.25 to \$2.50, while eggs and butter are much cheaper than formerly. Price asked on eggs went as low as 18 cents retail in some sections last week, while butter could be bought for 20 cents. Cheese is a little easier also.

Bacon	\$ 15	\$ 15
Beans, hand picked, bushel	3 00	3 10
Beans, yellow eye, bushel	2 90	3 00
Butter, dairy, per lb.	0 23	0 25
Butter, creamery, per lb.	0 21	0 23
Buckwheat, W., grey bag	2 85	3 00
Cheese, new, lb.	0 14 1/2	0 14 1/2
Currants, 1's, lb.	0 08	0 08 1/2
Canned Goods—		
Beans, baked	\$ 1 15	\$ 1 25
Beans, string	1 20	1 20
Corn, doz.	1 00	1 05
Peas, No. 4	1 20	1 20
Peas, No. 3	1 25	1 25
Peas, No. 2	1 30	1 30
Peas, No. 1	1 80	1 80
Peaches, 2's, doz.	1 95	2 00
Peaches, 3's, doz.	3 00	3 05
Raspberries, doz.	2 05	2 10
Strawberries	1 85	1 90
Tomatoes	1 75	1 80
Clams	4 00	4 25
Cornmeal, gran.	5 25	5 25
Cornmeal, bags	1 90	1 90
Cornmeal, bbls.	3 95	3 95
Eggs, henney	0 22	0 23
Eggs, case	0 19	0 21
Finan Haddies	4 40	4 50
Fish, cod, dry	5 90	5 10
Flour, Manitoba	6 65	6 75
Flour, Ontario	6 10	6 20
Lard, compound, lb.	0 12 1/2	0 12 1/2
Lard, pure, lb.	0 14 1/2	0 15 1/2
Lemons, Messina, per box	3 50	4 00
Molasses, Barbados, fancy	0 35	0 36
Oatmeal, rolled	5 75	5 75
Oatmeal, std.	6 35	6 35
Pork, domestic mess	24 50	24 75
Pork, American clear	25 75	25 75
Potatoes, barrel	2 25	2 50
Raisins, California, seeded	0 09	0 09 1/2
Rice, per lb.	0 04	0 04 1/2
Salmon, Case—		
Red Spring	7 75	8 00
Cohoos	7 25	7 50
Sugar—		
Standard granulated	5 30	5 40
Austrian granulated	5 10	5 20
Bright yellow	5 10	5 20
No. 1 yellow	4 80	4 90
Paris lumps	6 25	6 50

**NOVA SCOTIA MARKETS.**

Halifax, June 13.—The most important change in the local grocery list this week is another drop of ten cents per hundred pounds in the price of all grades of refined sugar. Quotations now are: Extra standard granulated, \$5.30; United Empire, \$5.10; Bright Yellow, \$5.10; No. 1 Yellow, \$4.80; Unbranded, \$4.75. There is a slightly better demand for sugar at the lower prices.

Butter is now coming on market in better supply, principally in small tubs, but the prices continue to hold up. The best stock is quoted at 26 cents.

Creamery continues firm, with no change in the price. Eggs are in fair demand at 21 cents for the best stock.

Business generally is reported to be in a good condition, and collections are fully up to expectations for the season of the year.

**A FREIGHT WRECK SALE.**

Vancouver, B.C., May 29.—In full page newspaper space, Wood & Sons Old Stores, Granville street, Vancouver, B.C., recently set forth a striking advertisement under the heading, "A Fearful Freight Wreck." A line drawing is

used showing a wrecked freight train with boxes of dried fruits, sugar, soap, groceries, clothing, etc., strewn all over the ground. The idea was to convey that "wreck" prices were made on certain goods that had been in a freight wreck.

The introduction read:— "\$50,000 worth of dry goods, clothing, shoes, boots, sugar, soap, etc., bought from the railroad company—together with Wood bankrupt stock—purchased from the assignees at 28c. on the dollar—sacrificed at mere fractions of original worth. Sale starts Friday morning at 10. Come early.

"This sale will eclipse any of its kind ever held in Vancouver, etc."

**TIMES HAVE CHANGED SOME.**

"In the old days in our grocery store," says a retail grocer, "we never closed without going around trying all the doors in town, for fear some one might be up who possibly would need some groceries. And as for opening in the morning—well, one morning I got to the store at 5 o'clock, and the boss wanted to know where I had been all forenoon."

**Grocers' Letter Box**

The Canadian Grocer solicits enquiries for this Column on Trade Questions. If you desire the manufacturer of any line of goods, where an article can be secured, etc., etc., write us.

Editor Canadian Grocer. — The business men of this town are trying to get the council to pass an early closing by-law for three nights a week. Is such a by-law legal? Can we compel those to close who do not sign the petition?

D. A. HEWGILL,

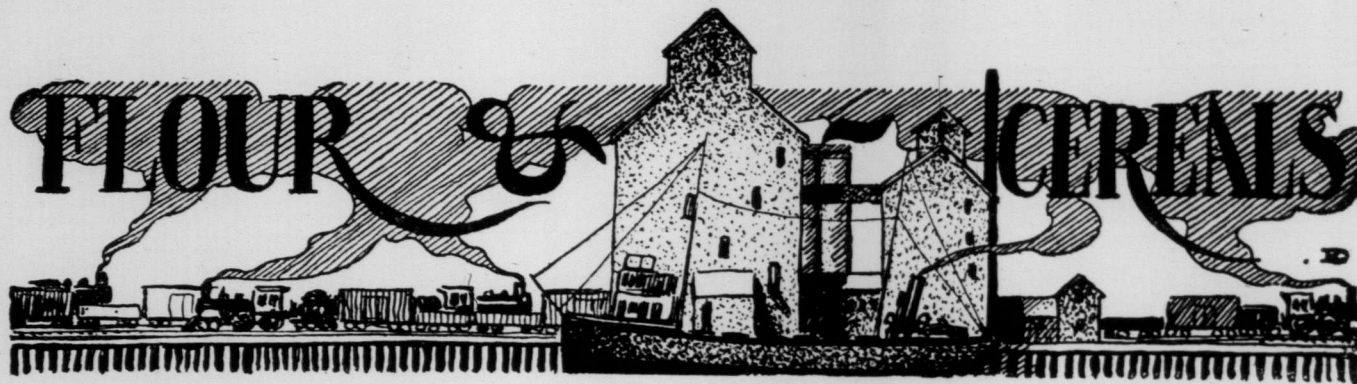
Milton, Ont.

(Editorial Note.—From our investigations we would say that such a by-law can be legally passed by the council of any municipality in Ontario, and that all can be compelled to close, whether they sign the petition or not. This is with the exception of druggists, who are allowed some special privileges.

There are two ways of securing early closing. If three-quarters of those engaged in any line of business petition the council, it has to pass a by-law covering that line of business, and all dealers must comply with it. Or the council may itself, without any petition, pass such a by-law covering one or all lines of trade.

"Here's some fish, sir, marked C.O.D."  
"Send it away. I ordered shad."





## Mill Feed Lower--Flour Market Steady

Bran and Shorts Both Lower in Price—Falling Off in Demand for Feed Gives Somewhat Steadier Tone to Flour — Rolled Oats Unchanged Since Last Week's Decline—Demand Inclined to Quietness.

A feature of the week is an easier turn to mill feed, both bran and shorts showing a dormant tendency. It will be remembered that bran was reduced a couple of weeks ago, while shorts remained steady. This time, however, shorts as well joined in the downward movement, and there has been a general decline of \$1 per ton in both these lines. There has been a let up in demand for feeds, as is usual with the coming of an abundance of grass. There is, however, more call for shorts than bran.

Flour is unchanged, although with a decline in mill feeds, more strength is thrown on flour and there is a steadier tone. "Manitoba flour is strong, and I wouldn't be surprised at an advance," stated one miller, pointing to the added steadiness by reason of this. "However," he tamed down his prediction, "I wouldn't guarantee that." One reason that some millers rather doubt any advance in flour is that trade is at present on quiet side. Retailers apparently are fairly well supplied while buying continues of a hand-to-mouth character.

General situation in rolled oats is not changed since the recent decline of 15 cents per sack. Trade in heavy cereals usually falls off to some extent during warm weather and history is apparently repeating itself this year.

The world's visible supply of wheat is 160,265,000 bushels against 135,657,000 last year, which is an increase of 24,608,000 bushels. Stocks of wheat in Fort William are 6,804,141 bushels, a decrease of 1,025,000 bushels from last week. Last year at this date stocks were about three million bushels.

### MONTREAL.

**FLOUR.**—The market is steady and full attention is given to the coming

crop, everyone being on the lookout for information about possible output, etc. There is considerable inquiry from England for flour, but prices are away out and little business has been transacted.

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

**CEREALS.**—There is a good demand for rolled oats, but no further change in price either upwards or downwards can be noted. Considerable export business is being transacted.

Fine oatmeal, single bag lots	2 75
Standard oatmeal, single bag lots	2 75
Granulated oatmeal, single bag lots	2 75
Bolted Cornmeal, 100 bags	2 35
Rolled oats, jute bags, 90-lb. single bag lots	2 50
Do., cotton bags, 90-lb., single bag lots	2 55
Rolled oats, barrels	5 25
Rolled wheat, bbl.	2 25

### TORONTO.

**FLOUR.**—Business in flour is rather quiet, export trade being decidedly dull. As far as domestic demand is concerned, dealers say it is no more quiet than other years at this season.

Flour holds a steady position, perhaps strengthened to some extent by easing off in feed prices. Winter wheat grades under small offerings and poor prospects are steady.

Manitoba Wheat.	
1st patent, in car lots, per bbl.	5 70
2nd patents, in car lots, per bbl.	5 20
Strong bakers, in car lots, per bbl.	5 80
Feed flour, in car lots, per ton	30 00
Winter Wheat.	
Straight roller, domestic consumption	4 80
Patents, fancy, domestic consumption	4 90
Patents, 90 p.c. domestic consumption	4 60
Blended, domestic consumption	5 00

**CEREALS.**—Rolled oats show no future features since last week's decline of 15 cents per sack. Trade continues to run along in even lines, as is natural at this time. Cornmeal has lost to some extent the strength of a few weeks ago.

Rolled oats, small lots, 90 lb. sacks	2 50
Rolled oats, 25 bags to car lots	2 40
Standard and granulated oatmeal, 98-lb. sk.	2 64
Rolled wheat, small lots, 100-lb. bbls.	2 90
Rolled wheat, 5 barrel to car lots	2 80
Cornmeal, 100 lb. bags	2 35
Rolled oats in cotton sacks, 5 cents more.	2 40

**MILL FEEDS.**—Bran and shorts are both down \$1 per ton this week, and now selling at \$23 and \$26 per ton respectively in car lots. The let up in demand usual at this season is the cause.

### MANITOBA.

**FLOUR AND CEREALS.**—Flour is unchanged, but steady advance in wheat prices indicates a further advance. Rolled oats are now quoted by jobbers at an advance.

Flour—	
1st patents, cwt.	3 05
2nd patents, cwt.	2 75
Strong bakers', cwt.	2 40
Rolled Oats—	
20 lb. sack	0 69
40 lb. sack	1 35
80 lb. sack	2 65
Granulated oatmeal, per cwt.	2 75
Corn Meal—	
98 lb. sacks	2 40
49 lb. sacks	1 25

### WILL DAIRY EXPORTS DISAPPEAR?

Montreal, June 6.—Montreal produce man predicts the end of Canada's dairy export business within the next four years. He bases this prediction on the fact that for the past few years Canada's dairy exports have fallen off and that there is every reason to believe that they will continue to do so in the near future. He further states that while Canada's population has been increasing by leaps and bounds, its butter and cheese production has not been increasing anywhere in proportion. He points out that the internal trade between the east and west is drawing from our export trade, and that this will increase until there is none left for foreign trade.

This opinion is not held by all, for some dealers say that the past is no pattern for the future. It is contended by others that the three Northwest provinces will eventually become the great producers of butter and cheese, which will be forced upon them by mixed farming.

It seems a question for time to solve.



## The Handlers of Confectionery in the West

Outside of Larger Cities It is Practically All in Hands of Grocers and General Dealers—The Masses the Greatest Consumers of High Class Goods—Profits are Good.

In Western Canada the retail grocer sells a lot of confectionery and makes good money from it, too. Owing to the fact that there are such a large number of towns in the West with a limited population, the exclusive confectioner would not find his business very remunerative.

The grocer in all these towns is in a position to cater for a very wide range of trade, and it is evident that the majority of them have taken advantage of the opportunity to stock confectionery, and it is further evident that with the increasing stocks of confectionery which they are carrying year by year and the attention they pay to that department, that they find confectionery a valuable asset to their business.

### Where the Masses Reside.

It must be remembered, however, that in the larger cities of the West, for instance, Winnipeg, Regina, Calgary, Saskatoon and Vancouver, that exclusive confectionery shops may be found, and the number of shops in each city varies with the population of the city; but these cities are, after all, a small part of the West and the great mass of people deal in centres with a limited population.

Although in the above mentioned cities there are exclusive confectionery shops, in many cases they are not of the best type of stores, but are managed by people from foreign countries, who have inadequate knowledge of retail conditions here, and, to say the least, most of these shops present a very unattractive appearance.

### Grocers Carry Larger Stocks.

This being the case the grocer in the large centres finds it greatly advantageous to carry complete lines of confectionery stock, and he is well enough experienced in retail merchandising to know that this stock must be kept attractive, and that attention must be paid to it. In doing so he is enhancing his success in that department.

The inferior merchant who handles an exclusive confectionery stock does not always carry the best confectionery, and he cannot appreciate a high class confection, such as the grocer can and does, and it is fully recognized that everywhere in Western Canada where there is a good grocery store, that that grocery will have a highly developed confectionery department.

Of late years it has been recognized that the high class brands of chocolates

and creams done up in fancy boxes are not as popular, with the wealthy and with the social set as formerly, but even though this class of trade were well maintained, it could not hope to equal the great volume of trade which is now going on in this class of confectionery to the middle class.

The grocer in a small town surrounded by a well-to-do agricultural community can well afford to stock the very best standards of fine confectionery, as the number of customers for this class of goods is greater than any grocer or confectioner can hope to get from the more highly developed social class of any community. For this reason, the grocer everywhere in the West carries a full stock of confectionery, and has perhaps unconsciously taken advantage of this condition of the public mind.

## The Preservative Qualities of Spices

At One Time Were Considered Indigestible—The Important Ingredient of a Spice is Its Essential Oil—Cinnamon Preserved Apple Juice—Southerners Like Mustard.

It was not uncommon to hear a few years ago that spice materials were indigestible and that spices themselves were rather an irritant than healthy stimulants of digestion. This idea is now disappearing under contradictory evidence of chemists.

Study of the preservative action of spices, demonstrates that such spices as cinnamon, cloves and mustard are valuable food preservatives, while nutmegs and allspice delay microbial growth of most kinds and thus help in the preservation of all foods with which they are mixed.

### Essential Oils Valuable.

Nutmeg is used as a sedative in German medicine, replaces sleeping powders and would seem to be especially valuable for a restless people, such as our climate makes us.

The active antiseptic agents in these spices are their aromatic, or, as they are sometimes called, essential, oils. The essential oil of mustard is particularly active as an antiseptic. Cinnamon yields not only an essential oil, but also cinnamic aldehyde, which belongs to the same group of chemical substances as formaldehyde, the antiseptic action of which has made it very precious in recent years. Investigators declare that cinnamic aldehyde possesses a preservative action superior to that of benzoic acid, over the use of which there has rightly been so much discussion. Foods prepared with it keep much longer from spoiling than those to which no condiment is added.

### Used Apple Sauce to Experiment.

The experiments were made on apple sauce, and it is possible to preserve specimens of this for long periods, even when exposed to the air, provided only

abundant quantities of cinnamon are used in it.

It has often been a problem why men in warm countries like mustard and various other forms of rather hot spices. It would usually be thought that such additions to the diet were scarcely appropriate in the tropics, where the external heat would seem to be quite enough without any internal heating. It is in the hot countries, however, that food is particularly likely to spoil, and the use of mustard with it tends to neutralize such effects.

### TESTING EARLY CLOSING BY-LAW.

Hamilton, Ont., June 13. — Seven Hamilton merchants who kept open in alleged violation of the early-closing by-law were before the magistrate last week. Their solicitor argued that the by-law was defective. The act under which it was framed stated that stores should close from 7 p.m. till 5 a.m. but the by-law provided that they should close at 6 p.m., and did not provide for any opening time. He thought that if a shopkeeper closed at 6 o'clock and opened again at 6.05 he would not violate the law according to the way it was framed. The magistrate reserved his decision.

The grocers are not connected with the early closing arrangement, only certain lines of business having petitioned for it. There is much opposition to the by-law by the smaller merchants and they have organized to oppose it.

Letters patent have been issued changing corporate name of "International Milling Company of Canada Limited" to "Continental Milling Company Limited."





## Easiness in Both Old and New Potatoes

**New Product Eased Off Rather Quickly and Holders of Old Potatoes at Several Centres Become Nervous — New Vegetables in General Easier—Canadian Strawberry Makes Its Debut—Good Demand for Pines.**

There is a general easier turn to potatoes, and at several centres old stock, which has been noted this spring for scarcity and high price, is included as well as the new article. The easier tone has developed rather quickly, due to rapid increase in new product, which took place rather earlier than usual, and sooner than expected. Virginia has been the source of supply for Eastern Canada and offerings have been at a reduction.

This new turn has put rather a different complexion on old potato situation. Hitherto many holders have felt confident that there would yet be another squeeze before new season really arrived. This may yet be true at an odd centre, but at others, stocks are heavier than necessary, and dealers have become rather nervous and are offering price concessions. As prices lower on new potatoes, demand will naturally be shifted from the old stock. There appears no reason for any big slump, but the tone at many centres is decidedly easier.

New vegetables with advancing season are generally in larger supply and easier in price. This should work for increased sales in this department. Tomatoes are an exception to general trend and at present are scarce and high. Florida has now only a limited amount to offer, while Texas, although sending forward a few lots, is later than expected in getting under way. Mississippi is also about ready to ship.

The Canadian strawberry made its debut on Saturday last when one case from Essex arrived on Toronto market. This is a full week or more later than a year ago, and season is in general close on two weeks behind last year. Considerable quantities of straws are coming from the U. S., where crops are good, but duty necessarily adds to cost before they can be laid down at Canadian points.

Demand for pineapple continues good and large quantities are being sold to housewives for preserving purposes.

Prices have been fairly cheap and probably have reached as low a point as they can be expected to touch this year. Cuba is still shipping, but will shortly begin to show a let up.

Attention was drawn last week to probability of high summer lemon market. Already it is beginning to take shape, and warm weather would no doubt make it more marked. Verdelli are due to arrive, and are worth even more than November cuts are now commanding.

### MONTREAL.

**FRUITS.**—The lemon situation is becoming thoroughly interesting, and needs attention, as prices are showing an upward tendency, and it is quite probable that there will be a considerable increase later if the present cool weather does not continue. Trade in bananas continues heavy and warmer weather before us will bring about a further demand and possible increase. Oranges remain firm under steady demand. It is quite probable that navels are about exhausted, as it is noticeable that orders are passing to the growers for California late Valencias. Strawberries, as might be expected, are in really good demand, and are quoted at different prices, according to quality. But on the average, the price is fifteen cents, and that is hardly high, considering the levels reached by other fruits.

<b>Apples—</b>		
Spies	4 50	7 00
Bananas, crated	2 00	2 50
Cocoanuts, bags	3 75	4 00
Grape fruit, Florida, case	7 00	7 50
Jamaica, case	3 50	3 50
Lemons	3 00	3 50
Limes, box	1 50	1 50
<b>Oranges—</b>		
Navels	3 50	3 50
Valencia	3 75	4 50
Jamaica, box	1 75	2 00
Mexican	2 50	2 50
<b>Pineapples—</b>		
Cubans, cases of 24	4 25	4 50
Strawberries, per quart	0 15	0 20

**VEGETABLES.** — It does seem strange that new potatoes at the minute are cheaper than the old; but there is no reason to look for a scarcity, as arrivals are pretty free. Carrots have been a little more plentiful, but prices

are still high, and will remain so. Cucumbers have had a sudden fall, as also have beans, but the market fluctuates so frequently, that it is impossible to say how long they will remain at prices quoted. Canadian red onions are practically nil now, the Egyptian variety receiving most attention, and the demand is good.

New American vegetables will be on the market shortly, and their arrival should somewhat ease the situation.

Beans, green, hamper	2 25
Wax beans	2 50
Carrots, boxes	3 75
Cabbage, crate	2 75
Cauliflower, dozen	3 50
Celery, Bermuda, crate	9 00
Cucumbers, basket	2 50
Garlic, 2 bunches	2 75
Peppers, green, crate of 6 baskets	0 45
Lettuce, Boston, per box of 2 doz.	4 00
Leeks, dozen (N.Y.)	2 50
Onions—	1 00
New Egyptian, per lb.	1 25
Radishes, dozen	0 03
Sweet potatoes, per basket	0 25
Potatoes, Green Mountains, bag	3 00
New potatoes, per bbl.	2 00
Spinage, per bbl.	5 00
Parsnips, bag	5 50
Tomatoes—(Florida)—	4 00
Choice	3 75
Fancy	4 00
Turnips, per bag	4 50
	1 25

### TORONTO.

**GREEN FRUITS.**—More seasonable weather is proving beneficial to fruit trade. There continues a good demand for pines, and they will probably be little or no cheaper.

The first case of Canadian strawberries came to Toronto market on Saturday last, just 1 week later than last year. Essex County was their source. Very limited quantities have come forward so far, and quite large shipments are coming from across the line, but prices have held quite steady.

The reference to lemons in last issue was well warranted. Already market is showing effects of stronger situation and \$3.25 is being asked for fresh cuts, while November cuts are bringing as high as \$4.50 per case. Verdelli are due to arrive and as pointed out last week, will be high, probably ranging from \$4.50 to \$5.00 per case. There are some California lemons on the market at \$3.50 per box. Limes are selling better, bringing \$1.50 per 100.

Watermelons as anticipated are easier and are selling well.

Apricots are arriving, bringing \$2.50 to \$3.00 per box. There will be some plums in latter part of this week.

Bananas, per bunch	1 50	2 00
Red bananas, per bunch	3 75	4 00

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Lemons, fresh cuts	3 25
Lemons, November cuts	4 00
Lemons, California	3 50
Limes, per 100	1 50
Oranges—	
California navels	2 75 3 50
Tangerines, half box	1 50 2 00
Pineapples, case of 24	2 75
Pineapples, case of 30	2 75
Pineapples, case of 36	2 65 2 75
Strawberries, quart	0 14 0 15
Rhubarb, per dozen	0 00 0 40
Watermelons, each	0 50 0 65

Oranges, navels	5 50
Strawberries, case	5 00
Washington apples, box	3 00
Australian onions, per cwt.	5 00
Peppers, basket	1 25

Potatoes, per bushel	1 10
Carload lots, F.O.B.	0 80
Pineapples, case	5 00
Florida tomatoes	5 00
Almeira grapes	5 50 8 00

VEGETABLES.—Vegetable situation is helped this week by more reasonable prices on several lines. On some new goods the reduction has been considerable, and should materially assist the sales of these lines. Among the lines which are lower are beets, carrots, cabbage, cucumbers, beans, radish and green peas. Large supplies at producing sections has been the cause.

Potato situation has undergone a considerable change of tone in past week or so. New potatoes have come along in substantial quantities, much earlier than usual this year, and prices have been on the slump, now selling at \$5 per barrel locally. This low price was rather unexpected at this season, and has put a different color on old potato situation, and prices all along the line are easier, and although holdings are said to be in fairly safe compass, some dealers are nervous, and are cutting prices to reduce stocks. One city firm is offering English stock in 90 lb. bags at \$1.50 per 5 bag lot, \$1.40 per 10 bag lot, and \$1.30 per 50 bag lot. There are others asking up as high as \$1.90 for No. 1 New Brunswick.

Tomatoes hold steady. There will be some Mississippi stock in this week at \$1.90 to \$2 per 4 basket crate. Hot-house bring 21c lb.

Asparagus, Canadian, basket	1 50	1 75
Beets, new, hamper	1 50	1 50
Carrots, new, hamper	1 50	1 50
Cabbage, new, per crate	1 50	1 75
Cucumbers, Florida, hamper	2 00	2 25
Green beans, hamper	1 50	1 75
Egg plant, each	0 25	0 25
Turnips, bag	0 65	0 70
New radish, per dozen	0 12 1/2	0 15
New lettuce, per dozen	0 35	0 45
Onions—		
Egyptian onions, 110 lb. bags	2 75	2 75
Bermuda onions, 50 lb. crate	2 00	2 00
Parsnips, per bag	1 75	1 75
Potatoes, N.B.	1 80	1 50
Potatoes, Ontario, bag	1 70	1 80
Potatoes, Irish	1 65	1 65
Potatoes, new, bushel	2 00	2 00
Potatoes, new, bbl.	5 00	5 50
Green peas, 1 bush. boxes	3 00	3 00
Tomatoes, Florida, crate	3 75	4 50
Spinach, hamper	0 90	1 00
Wax beans, hamper	2 00	2 25
Green peppers, case	4 50	4 50
Green peppers, basket	0 65	0 65

WINNIPEG.

FRUITS AND VEGETABLES. — Potatoes and all dried vegetables are high priced and getting scarce. Hood River strawberries are now taking place of southern crop. Pineapples and cherries are cheaper, lemons dearer. Demand is first rate.

Fruits—		
Bananas, bunch	2 50	3 50
California lemons, crate	5 50	5 50
Caulliflower	3 50	3 50
Cucumbers, doz.	2 00	2 00
California celery	8 50	8 50
Cherries, case	3 00	3 25
Grape fruit	7 00	7 00
Florida tomatoes, crate	5 50	5 50
Limes, box	2 25	2 25
Messina lemons	4 25	4 50

Strawberry and Raspberry Crop Prospects

Drought of Last Summer the Primary Cause of Keeping Down Strawberry Yield—Prices Expected to be Fairly High—Big Crop in United States—Selling at Low Price There—Raspberries May be Better Than Year Ago.

From all accounts the strawberry crop of the Niagara Peninsula will be again short of the normal this year, and we may therefore expect fairly high prices for both fresh and preserved fruit.

Investigations made by The Grocer during the past week indicate that last year's drought has had a somewhat damaging effect on this year's prospects. Owing to the extremely dry summer, the strawberry plants did not run well, and many patches that were set out did not live or if they did produce a few runners, a considerable number of these on low ground were killed by the severe winter. The plants therefore began this spring under a handicap for a big crop.

Growing Vines Yielding Well.

Apart from this, the season so far has been favorable, and all the vines that came through the winter seem to promise a heavy crop. If there should be no untoward climatic influences, the crop, according to one fruit grower, might be as heavy as last year. This, however, is not saying a great deal, as owing to the prolonged drought the 1911 crop was very light, considering the showing there was at the beginning of the season.

What Might Have Been.

It has been estimated by one large grower that if the crop last year had turned out as heavy as anticipated it would probably have been the biggest the country ever produced.

The above opinion as to this year's prospects is corroborated by a large fruit preserver in the following statement to The Grocer: "Strawberries are certainly a short crop this season on account of the dry spell of 1911. The plants did not grow sufficiently to be strong enough to stand the hard winter. As I passed through the different strawberry sections, I found many patches, in places, winter killed."

He further stated that he would require 800 tons of strawberries for his own pack, and this will undoubtedly mean a large acreage in itself.

"Our own information," says another preserver, "is that the strawberry

acreage is not so heavy as last year, owing to last year's drought. There is every indication, however, of a heavy yield according to whatever acreage there is."

Want Good Prices.

It is, of course, usual that growers who have berries for sale should be pessimistic as to yield, and hard luck stories appearing from time to time in the daily press should be taken with a grain of salt. But it is safe to say that the 1911 dry weather has had a far-reaching effect on this season's output. Under the circumstances it is difficult to anticipate with any definiteness what the crop will be, and consequently what prices will be as compared to last year.

Low Prices in U. S.

In the United States strawberries are an unusually heavy crop this season, in fact, they have been offered in carload lots as low as 4 1/2c, f.o.b., shipping point, and as the boxes used there are almost 20 per cent. higher than Canadian boxes, the price is an exceedingly low one.

Outlook in Raspberries.

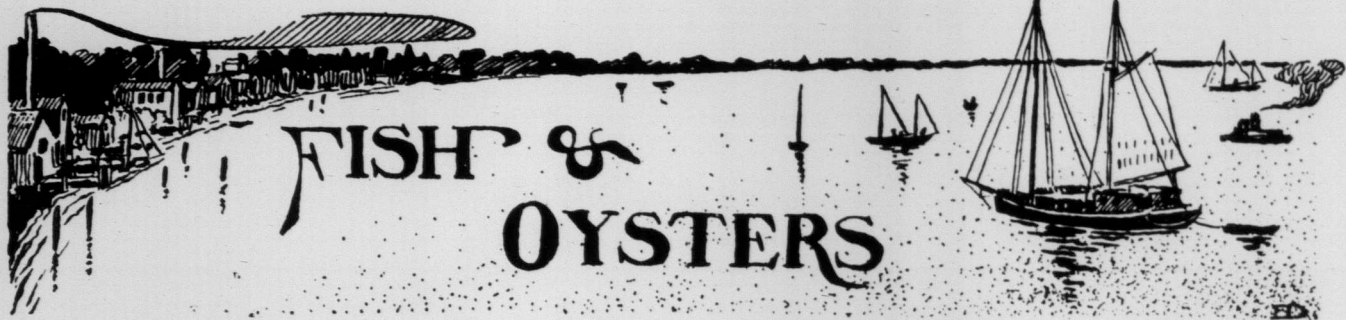
So far as raspberries are concerned, they will probably be better in comparison with last year. Raspberries have been a short crop for three years back, and therefore held over stocks of preserved fruit are small. There are those who do not expect a large yield. Some of the raspberry cane was affected by frost during the winter, but on some fruit farms prospects are fairly bright.

"I anticipate a crop of raspberries double that of last year," is the opinion of one grower, "but you must remember last year there was a particularly light crop in 1911, owing to the drought."

Black Looking for Blackberries.

As far as other small fruits are concerned the prospects seem to be bright with the exception of blackberries. Of these, such varieties as Lawton and Kitchatinies have been almost annihilated, according to a grower, by the cold winter, so far as the crop this year is concerned, but no doubt such varieties as Snyder, Western Triumph and other varieties which are hardy should produce a crop all right.





## Opportunities in Fish During Summer

Grocer Who Features Fish Can Work up an Appreciable Trade—A Good Summer Food—Opening of Fishing Season Brings Line Into Public Prominence—Mackerel Season at Its Height in Nova Scotia.

The usual summer trade in fish is reported from the various centres with conditions of much the same nature as have already been stated. Fresh fish constitute the bulk of business with a certain trade being done in smoked varieties.

Mackerel fishing is at its height on the Nova Scotia coast. Cape Breton appears to be having a fairly good season, although handicapped somewhat by lack of bait. Salmon is now in greater supply in East, while New Brunswick reports shad season well to an end.

Retail dealers would do well to consider the harvest to be reaped by handling fish during summer months. Fish are without doubt an excellent summer food, and if handled properly an appreciable trade may be created by the retail grocer.

The fishing season is opening up in many of the provinces. It opens in Ontario on June 15. Now this might be considered as detrimental to the fish department, but such is not the case. It brings fish prominently before the public, and as a good many have not the opportunity of visiting lake or river to secure their own, they naturally turn to the dealer for a substitute.

### QUEBEC.

MONTREAL.—For the season fish trade must be considered thoroughly satisfactory, and all leading lines are well looked after. There seems to be a greater interest taken in fish by the retail grocers, and it is a good and profitable line to handle. Prices on all lines are unchanged.

#### FRESH AND FROZEN.

Fancy spring salmon, per lb.	0 18	0 20
Fancy shad bucks, each		0 30
Fancy shad roe, each		0 50
Large shad herring, each		0 02
Market cod, cases, 250 lbs., per lb.	0 04	
Less than case	0 04½	
Smelts, fancy	0 10	
Haddock	0 04½	
Halibut, per lb.	0 10	
Herring, frozen, per 100 fish	1 30	2 00
Mullets	0 04½	0 05
Pike, dressed and headless, lb.	0 08	
Steak, cod	0 06	
Mackerel	0 09	
Dressed perch	0 09	
B.C. red salmon	0 10	
Gaspe salmon, per lb., new	0 10	

Qualla salmon	0 07½	0 08
No. 1 smelts, per lb.		0 09
Lake trout, per lb.		0 12
Whitefish, large, per lb.	0 09	0 10
Pure cod tablets, 20 1-lb. tablets		2 30
Whitefish, small, lb.		0 06
Barbotte (dressed) bullheads, per lb.		0 08½

#### PREPARED FISH.

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

#### SALTED AND PICKLED.

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

#### SMOKED.

Bloaters, box		1 10
Yarmouth bloaters, fancy, per box		1 25
Haddies, fancy, 15-lb. boxes, per lb.		0 07½
Fillets, fancy, 15-lb. boxes, per lb.		0 11
Herring, new, smoked, per box		1 18
Kippers (small) per box of 50 fish		1 10
Smoked salmon, per lb.		0 25

#### SHELL FISH.

Solid meats—Standards, gal., \$1.75; selects, gal.		2 00
Boiled lobsters, per lb.		0 20

### ONTARIO.

TORONTO.—General situation is running along in much the same shape as during past few weeks. There appears to be a moderate trade for season, about the same lines are selling while volume of receipts shows little or no change.

White fish and trout are selling well, while halibut, herrings, pike and pickerel are all doing well.

Open season for game fish in Ontario commences on June 15 and this will bring fish more into public prominence. This is the time for the grocer to give special attention to this department.

#### FROZEN FISH.

Gold eyes		0 05
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#### FRESH CAUGHT FISH.

White fish, per lb.		0 12
Lake trout, per lb.		0 12
Steak, cod	0 08	0 09
Haddock	0 07	0 09
Halibut	0 09	0 11
Flounders		0 07
Lake Ontario herrings, basket		1 00
Lake Erie herrings, per lb.		0 06
Pike	0 07	0 08
Perch		0 07
Suckers		0 05

#### SMOKED.

Bloaters, per box	1 00	1 15
Finnan Haddie, per lb.	0 08	0 09
Fillets of haddie		0 13
Ciscoes, basket	0 90	1 00
Ciscoes, per lb.	0 09	0 10

Scotch kippers, per box		1 65
PICKLED.		
Pickled trout, per half bbl.	7 25	7 75
Shrimps, 1-gallon cans		1 25
PREPARED.		
Shredded cod, 2 doz. pkgs. to box		2 25
Acadia cod, 2-lb. boxes, 12 to crate		2 80
Cod in loose strips, 25-lb. to box, lb.		0 06½

### NEW BRUNSWICK.

ST. JOHN.—Feature of fish market during past week has been arrival of first real supplies of salmon. There have been a few caught during past fortnight, but they were not received in any quantities to speak of until a day or two ago. Wholesale, they are quoted at 18 cents per pound, while retail prices vary according to cut from 25 to 30 cents a pound.

Shad season is about finished and few are now being caught about St. John. Heavy shipments were made to Upper Canada, both of shad and gaspereaux while they were plentiful, but now both of these are about done. Large catches of mackerel are reported from along the coast and from Whitehead alone report was that for one day's fishing there had been 10,000 mackerel. This species of fish have been schooling in great numbers along the coast but disagreeable weather has interfered with fishermen in their work during past week since the fish have set in. Should finer weather continue there is reason to believe that the mackerel catch would be a record-breaker.

### NOVA SCOTIA.

HALIFAX.—The mackerel fishing on the Nova Scotia coast is now at its height and dealers and fishermen are working day and night. About ten thousand mackerel were landed here last week. Most of these fish were packed in ice and shipped to Boston.

There are good signs of fish along the coast, but they are wild and no large hauls have been made at any one time.

Salmon are now coming on the market in better supply and the price is lower.

Advices received here from Newfoundland state that owing to bad weather catches of codfish are below the average.

There is practically nothing doing at present in export of salt or dried fish. Foreign markets are not in satisfactory condition, and prices are lower.





# Produce & Provisions



## Downward Tendency to Butter Prices

**At Many Centres—Receipts are on Increase—Demand From West Has Fallen Off—Premium on Best Select Eggs—Supplies are Large and Some are Still Being Stored—New Cheese Shows Signs of Wavering.**

That undertone of easiness which has been noted in butter for past week or so, but which was accompanied by little or no change in actual quotations is beginning to show more tangible evidence of its presence, and this week there have been some downward moves in prices at several centres. The East has perhaps shown the most marked easiness. At Cowansville, Que., on Saturday, the ruling price was 25 cents, a drop of more than a cent a pound below the previous week.

The tardy return of prices to normal is caused by several reasons. Markets were exceedingly bare when new goods began to come forward, and even when receipts began to be appreciable on Eastern markets, a strong call from the West prevented any accumulation. Reports from the West indicate, however, that Alberta and Saskatchewan will now be able to supply the needs in that direction. Season in general is progressing nicely, pastures being in excellent condition and receipts should continue substantial. Dealers therefore believe that the future holds a certain amount of easiness in butter. A counteracting factor just now is that many factories are turning from production of butter to cheese.

With advent of warmer weather there is generally a premium on guaranteed select eggs. Dealers at most centres state there is already considerable shrinkage, and that when receipts have gone through candling process prices are increased considerably. Speaking generally, there is softer tone to eggs with lower prices being paid in country.

There is a certain amount of storing being done. It is still maintained at certain centres prices are rather high for this. Reports from 41 produce houses in U. S. show supplies on hand on June 1 as 2,626,900 cases, 20,200 cases over last year at this time. Canadian

situation is said to be somewhat on a par with this showing.

What has been said of old cheese in the past can be repeated. Stocks are well to an end at practically every centre, and nothing but a good strong front can be looked forward to. New cheese has maintained a stiffer position than many anticipated, but values at country boards show an inclination to waver, indicating that dealers feel with good June make it is probable that prices would point downward.

### MONTREAL.

**PROVISIONS.**—Prices for all lines are steady with a fair trade passing in hams and bacon, but the other lines are quiet.

Lard commands a fair volume of business, and while prices are the same, nevertheless an advance is not at all unlikely as the number of hogs marketed is not as large as usual.

Long clear bacon, heavy, lb. ....	0 13½
Long clear bacon, light, lb. ....	0 15
Hams—	
Extra large sizes, 28 to 40 lbs., per lb. ....	0 14½
Large sizes, 20 to 28 lbs., per lb. ....	0 16
Medium sizes, 15 to 19 lbs., per lb. ....	0 17½
Extra small sizes, 10 to 14 lbs., per lb. ....	0 17½
Bone out, rolled, large, 16 to 25 lbs., per lb. ....	0 18
Bone out, rolled, small, 9 to 12 lbs., per lb. ....	0 20
Breakfast bacon, English, boneless, per lb. ....	0 18
Windsor bacon, skinned, backs, per lb. ....	0 19
Spiced roll bacon, boneless, short, per lb. ....	0 15
Boiled ham, small, skinned, boneless ....	0 26
Hogs, live, per cwt. ....	9 25
Hogs, dress, per cwt. ....	9 50
Pure Lard—	
Boxes, 50 lbs., per lb. ....	0 14½
Cases, tins, each 10 lbs., per lb. ....	0 14½
Cases, tins, each 5 lbs., per lb. ....	0 14½
Cases, tins, each 3 lbs., per lb. ....	0 14½
Pails, wood, 20 lbs. net, per lb. ....	0 14½
Pails, tin, 20 lbs. gross, per lb. ....	0 14½
Tubs, 50 lbs. net, per lb. ....	0 14½
Tierces, 375 lbs., per lb. ....	0 14
One pound bricks ....	0 13½
Compound Lard—	
Boxes, 50 lbs. net, per lb. ....	0 10½
Cases, 10-lb. tins, 60 lbs. to case, per lb. ....	0 10½
Cases, 5-lb. tins, 60 lbs. to case, per lb. ....	0 10½
Cases, 3-lb. tins, 60 lbs. to case, per lb. ....	0 10½
Pails, wood, 20 lbs. net, per lb. ....	0 10½
Pails, tin, 20 lbs. gross, per lb. ....	0 10
Tubs, 50 lbs. net, per lb. ....	0 10½
Tierces, 375 lbs., per lb. ....	0 10½
One pound bricks ....	0 11
Pork—	
Heavy Canada short cut mess, bbl., 35-45 pieces	26 00
Lean pork	17 50
Canada short cut back pork, bbl., 45-55 pieces.	25 50
Heavy short cut clear pork, bbl. ....	23 00
Clear fat backs, bbl. ....	25 50
Heavy flank pork, bbl. ....	26 50
Plate beef, 100 lb. bbls. ....	8 75

Plate beef, 200 lb. bbls. ....	17 00
Plate beef, 300 lb. bbls. ....	25 00
Dry Salt Meats—	
Green bacon, flanks, lb. ....	9 11

**BUTTER.**—The feature of the butter market is the weaker feeling which has developed, the cause being given as increased offerings from the country; the accumulation of stock on spot, and the falling off in the demand from outside sources for supplies.

Creamery blocks ....	9 27	0 28½
Dairy tubs, lb. ....	9 21	0 22
Fresh, dairy rolls ....	9 21½	0 22

**EGGS.**—The demand for selects is good and prices remain unchanged, but other grades are not sought much and trade is consequently quiet.

New hails ....	0 29
Selects ....	0 27
No. 1 ....	0 24

**CHEESE.**—Prices remain steady and the trade is remarkably good for this time of year, still the undertone in new cheese is somewhat weaker. Shortly supplies will be a great deal heavier and prices must come down. Large Westerns are asked for strongly.

Quebec, large ....	0 14½	0 15
Western, large ....	0 14½	0 15
Western, twins ....	0 14½	0 15
Western, small, 20 lbs. ....	0 14½	0 15
Old cheese, large ....	0 17	0 17½

**POULTRY.**—During the summer months, when a large number of boats are in port, there is always a strong demand for poultry and all lines receive attention. Turkeys are in good demand and remain firm at twenty-four cents for No. 1, while the minimum price for the next grade is 22 cents.

Fowls are not so plentiful just now, and a slight advance may be quoted if supplies are not better within the next week or so.

Turkeys, No. 1, per lb. ....	0 24
Turkeys, No. 2, per lb. ....	0 22
Chickens, per lb. ....	0 16
Fowls, per lb. ....	0 13
Ducks, per lb. ....	0 25
Geese, per lb. ....	0 15

**HONEY.**—Trade in honey is anything but brisk, there only being a hand to mouth business done, but little else can be expected during the warmer weather. As soon as fall trade commences things will pick up and the situation will present more activity.

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

### TORONTO.

**PROVISIONS.**—Movement of provisions is quite satisfactory, sales shaping more towards smoked and cooked meats,

## Outlet for Surplus Country Store Produce

Mount Forest Firm Establish Retail Store in Toronto—What They Purchase From Farmers is Sent on to the City—Make Sure Butter and Eggs are of Good Quality—All Eggs Canded.

which are always in greater request during warm weather. Lard is again somewhat firmer, around 14 cents being asked for tierces. Fact that butter is not as yet exactly cheap keeps sales of lard at good level.

Smoked Meats—		
Light hams, per lb.	0 18	0 18%
Medium hams, per lb.	0 18	0 18
Large hams, per lb.	0 16	0 17
Backs, plain, per lb.	0 19	0 20
Backs, pea meal	0 20	0 21
Breakfast bacon, per lb.	0 18	0 19
Roll bacon, per lb.	0 13½	0 13%
Shoulders	0 11½	0 12
Pickled Meats—1c less than smoked.		
Long clear bacon, per lb.	0 13%	0 14
Heavy mess pork, per bbl.	20 00	20 50
Short cut, per bbl.	24 00	25 00
Cooked hams	0 25	0 26
Lard, tierces, per lb.	0 13%	0 14
Lard, tubs, per lb.	0 14	0 14%
Lard, pails, per lb.	0 14%	0 14%
Lard, compounds, per lb., tierces	0 10	0 10½
Live hogs, at country points	8 15	
Live hogs, local	8 45	
Dressed hogs	12 00	12 50

**BUTTER.**—There is an easier tone to butter this week, and a general tendency to reduce quotations. Indeed, more than one firm note a decline of 1 cent per pound. There has been more coming along, while let up in demand from West has brought about an easier turn and wholesalers are paying lower prices in the country. Prices are lower in Quebec as well, and it looks like still further easiness ahead. Dairy goods are now confined to prints and solids, it being impossible to ship rolls just now.

Per lb.		
Fresh creamery print	0 26	0 27
Creamery solids	0 25	0 26
Farmers' separator butter	0 22	0 23
Dairy prints, choice	0 21	0 22
Dairy solids	0 20	0 21

**EGGS.**—Eggs are coming along in goodly quantities, and there would be considerable easiness were situation not balanced somewhat by good demand. There is some stock still going into storage. While there is no material change in local quotations, prices are down in the country, 18 to 19 cents being paid this week. Shrinkage is already quite marked, and canded stock here is bringing 23 cents.

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

**CHEESE.** — "Those who have old cheese can get almost what they want for it," said one dealer this week. Stocks are exceedingly small, and now in a couple of hands locally, and therefore firm. There has been no large accumulation of new cheese, and situation has continued quite steady. Certain dealers think that perhaps market is a little high, as June production should be large. Slight waverings at country boards also indicates this feeling.

Old Cheese—		
Large	0 17%	0 18
Twin	0 18	0 18½
Stiltons	0 19	0 19½
New Cheese—		
Large	0 14%	0 15
Twin	0 15	0 15½
½ Twin	0 15½	0 15½

**HONEY.**—There is not much business in honey. This is not honey season in first place, and stocks are pretty low, being about confined to dark honey. Amber and buckwheat is bringing 7 to 8 cents in 60 lb. tins.

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

As an outlet for the surplus produce and dairy products taken from farmers in exchange for goods, R. Scott & Co., general merchants of Mount Forest, Ont., conduct a store at 678 Bloor St. West, Toronto. The Toronto branch is known as the Mount Forest Produce Co., and is in charge of S. C. Maltey, a man of several years' experience in the butter and egg business.

It is his contention that many country stores lose no little trade on account of not being able to take all the produce offered by farmers for the reason that they are not able to dispose of it to advantage. This was the reason that Scott & Co. opened a branch in Toronto, where there is always a good demand for quality farm produce. This store has been established now for over a year.

### Began With Butter and Eggs.

It was the idea of the firm at first to handle only butter and eggs and kindred lines, secured at the Mount Forest store; but as many customers asked why they did not handle groceries as well, they finally decided to stock this line also.

Butter and eggs are the chief lines brought in from the country, poultry and potatoes being imported at certain seasons. During winter, shipments are brought by express daily, and sometimes oftener. In summer the firm secures weekly shipments, which come in refrigerator cars. The goods are quickly transferred to the store, where they have a refrigerator with a capacity of 4,800 pounds of butter. Butter is handled in prints only.

### Make Sure of the Quality.

The system which the company has, makes certain that goods sent out to customers are fresh and of good quality. This is in itself considered an advertisement, and brings customers back again, while satisfied patrons pass the word along to their friends, and a good deal of advertising is thus secured.

### Why Bad Eggs are Sold.

There has been a great deal of complaint made by country merchants and wholesalers regarding bad and stale eggs, boiled eggs, nest eggs, and anything in the shape of an egg which farmers insist on marketing. Mr. Maltey, manager of the Mount Forest Produce Co., has had a wide experience in the egg business, and believes this is to a large extent the fault of the merchants themselves, who are afraid to take a decided stand against the marketing of such eggs, lest they should lose a little

custom and because they do not understand eggs and cannot tell stale ones from fresh.

"The only solution of the problem," maintains Mr. Maltey, "is for the merchant to candle the farmers' eggs as they are brought in. At our Mount Forest store we have a man who thoroughly understands candling, and eggs that are not fresh are rejected. The farmer has no right to sell stale eggs, and if all merchants would take a firm stand, this in justice would soon disappear.

### Rejected Thirty Dozen.

"Last winter I had a man bring 30 dozen eggs into the store. He said they were just in fresh from the country, and wanted fresh egg price for them. I saw they were not even second class, and would not take them. Some grocer probably bought them at a fancy price, and sold them for strictly fresh. If he had understood eggs, he also would have rejected them."

Mr. Maltey told of another interesting experience in Mount Forest. A farmer's wife brought in 40 dozen eggs. Now it takes a big flock of hens to produce that many eggs in a period of time which would assure them all being fresh.

"You must have quite a few hens?" he remarked.

"No, not very many," was the reply.

### Over Half Above Age Limit.

This answer gave her away. Suspicions were aroused, and it was decided to candle them. It certainly paid, too, for over half, to be exact 20 dozen and 10 were found to be over the age limit. If they had not been canded in her presence, the loss would have had to be borne by the merchant, or some one else in the line of distribution.

"And they call them the honest farmers," was Mr. Maltey's comment.

### Did Not Prosecute.

"The merchant who purchased these eggs is one who does not candle his receipts. He would probably send them on to a commission house and wonder at the poor returns, or, if customers who got them complained that they were all bad, he would probably regard them as prevaricators.

"He was told that they were bad. Did he prosecute this woman for selling food she knew to be unfit for consumption? No, he did not. 'It would lose her trade and probably that of her friends and neighbors,' was his excuse for not doing so."



# GUNNS QUALITY HAMS



## The Epicurean Ham

**Always Sweet—Tender—and Juicy—Perfect in Selection—  
Trim and Cure.**

Hams under this Brand are specially selected for their leanness, smooth skin, and plumpness. Cut from choice young pigs of prize winning breed. Cure—the finest that up-to-date Packing House methods and years of experience can produce. The Acme of Perfection in every respect.

## GUNNS LIMITED

Beef and Pork Packers, Cotton Oil Refiners,

WEST TORONTO

## Some Grocer

## Will Supply

The Steady, Increasing  
demand in your locality

For

# Grape-Nuts

Heavy, continuous advertising of Merit—proved by the experience of consumers has created this demand which must be supplied by some grocer.

The profit on Grape-Nuts is good and the sale of every package guaranteed by the manufacturer.

**It pays to push Grape-Nuts!**

Canadian Postum Cereal Company, Limited, Windsor, Ont.

# QUOTATIONS FOR PROPRIETARY ARTICLES

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

Goods made by  
E. W. GILLETT CO., LTD.  
(Ontario and Quebec Prices.)

### IMPERIAL BAKING POWDER.

Cases	Sizes	Per doz.
4-dozen.....	10c .....	85
3-dozen.....	6-oz. ....	1 75
1-dozen.....	12-oz. ....	3 50
3-dozen.....	12-oz. ....	3 40
½-dozen.....	2½-lb. ....	10 50
¼-dozen.....	5-lb. ....	19 80

### MAGIC BAKING POWDER.

Cases	Sizes	Per doz.
6-dozen.....	5c .....	50
4-dozen.....	4-oz. ....	75
4-dozen.....	6-oz. ....	1 00
4-dozen.....	8-oz. ....	1 30
4-dozen.....	12-oz. ....	1 80
2-dozen.....	12-oz. ....	1 85
4-dozen.....	16-oz. ....	2 25
2-dozen.....	16-oz. ....	2 30
1-dozen.....	2½-lb. ....	5 00
½-dozen.....	5-lb. ....	9 60

2-dozen..... 6-oz. } Per  
1-dozen..... 12-oz. } case  
1-dozen..... 16-oz. } \$6.00  
Special discount of 5 per cent.  
allowed on five cases or more of  
"Magic Baking Powder."

### MAGIC SODA.

Case No.	Per Case.
Case No. 1, 60 1-lb. packages, 1 case \$2.85; 5 cases \$2 75	
Case No. 2, 120 ½-lb. packages, 1 case \$2.85; 5 cases \$2 75	
Case No. 3, 30 1-lb., 60 ½-lb. packages, 1 case \$2.85; 5 cases 2 75	
Case No. 5, 100 10-oz. packages, 1 case \$2.90; 5 cases 2 80	

### GILLETT'S CREAM TARTAR.

Per doz.	Per case
¼-lb. paper pkgs., 4 doz. in case .....	\$1 00
½-lb. paper pkgs., 4 doz. in case .....	2 00
4 doz. ¼-lb. paper pkgs. } \$8 00	
2 doz. ½-lb. paper pkgs. }	
Per doz.	
½-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, ¼ doz. in case .....	33
10-lb. wooden boxes .....	30½
25-lb. wooden pails .....	30½
100-lb. kegs. ....	28½
360-lb. barrels .....	28

### GILLETT'S PERFUMED LYE.

4 doz. in Case.	Per case
1 case .....	3 50
3 cases .....	3 40
5 cases or more .....	3 35

### YEAST.

Per box	
Royal Yeast, 3 dozen 5c packages in box .....	1 15
Gillett's Cream Yeast, 3 dozen 5c. packages in box .....	1 15

### BAKING POWDER.

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

### ROYAL BAKING POWDER.

Royal—Dime .....
 0 95 || ¼-lb. .... | 1 40 |
6-oz. ....	1 95
½-lb. ....	2 55
12-oz. ....	3 55
1-lb. ....	4 90
3-lb. ....	13 00
5-lb. ....	22 35

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

### WHITE SWAN SPICES AND CEREALS, LTD.

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

### BORWICK'S BAKING POWDER

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

### COOK'S FRIEND BAKING POWDER.

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

### FOREST CITY BAKING POWDER.

6-oz. tins .....
 0 75 || 12-oz. tins ..... | 1 25 |
| 16-oz. tins ..... | 1 75 |

### BLUE.

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

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

### UN-NUMBERED.

Under 100 books .....
 each 0 04 || 100 books and over, each ..... | 0 03½ |
| 500 books to 1,000 books ..... | 0 03 |

### CEREALS.

**WHITE SWAN SPICES AND CEREALS, LTD.**  
White Swan Breakfast Food, 2 doz. in case, per case, \$3.00.  
The King's Food, 2 doz. in case, per case, \$4.80.  
White Swan Barley Crisps, per doz., \$1.  
White Swan Self-rising Buckwheat Flour, per dozen, \$1.  
White Swan Self-rising Pancake Flour, per doz., \$1.

White Swan Wheat Kernels, per doz., \$1.50.  
White Swan Flaked Rice, \$1.  
White Swan Flaked Peas, per doz., \$1.

### DOMINION CANNERS.

Aylmer Jams. Per doz.  
Strawberry .....
 1 95 || Raspberry ..... | 1 55 |
Black currant .....	1 95
Red currant .....	1 75
Peach .....	1 80
Pear .....	1 70

### Jellies.

Red currant .....
 2 09 || Black currant ..... | 2 15 |
Crabapple .....	1 45
Raspberry and red currant .....	1 95
Raspberry and gooseberry .....	1 80
Plum jam .....	1 55
Green Gage plum, stoneless .....	1 75
Gooseberry .....	1 75
Plum .....	1 70
Grape .....	1 85

### Marmalade.

Orange jelly .....
 1 55 || Green fig ..... | 2 25 |
Lemon .....	1 00
Pineapple .....	1 95
Ginger .....	2 25

### Pure Preserves—Bulk.

5-lbs. 7-lbs.  
Strawberry .....
 0 59 0 82 || Black currant ..... | 0 59 0 82 |
| Raspberry ..... | 0 59 0 82 |

14's and 30's per lb.  
Strawberry .....
 0 10½ || Black currant ..... | 0 10½ |
| Raspberry ..... | 0 10½ |

Freight allowed up to 25c per 100 lbs.

### COCOA AND CHOCOLATE.

**THE COWAN CO., LTD.**  
Cocoa—  
Perfection, 1-lb. tins, doz..
 4 40 || Perfection, ½-lb. tins, doz. | 2 35 |
Perfection, ¼-lb. tins, doz.	1 25
Perfection, 10c size, doz.	0 90
Perfection, 5-lb. ins, per lb.	0 35
Soluble, bulk, No. 1, lb.	0 20
Soluble, bulk, No. 2, lb.	0 18
London Pearl, per lb.	0 22

Special quotations for Cocoa in barrels, kegs, etc.

### Unsweptened Chocolate—

Supreme chocolate, ½'s, 12-lb. boxes, per lb. ....
 0 35 || Perfection chocolate, 20c size, 2 doz. in box, doz.. | 1 80 |
| Perfection chocolate, 10c size, 2 and 4 doz. in box, per doz. .... | 0 90 |

### Sweet Chocolate— Per lb.

Queen's Dessert, ¼'s and ½'s, 12-lb. boxes .....
 0 40 || Queen's Dessert, 6's, 12-lb. boxes ..... | 0 40 |
Vanilla, ¼-lb., 6 and 12-lb. boxes .....	0 35
Diamond, 8's, 6 and 12-lb. boxes .....	0 28
Diamond, 6's and 7's, 6 and 12-lb. boxes .....	0 24
Diamond, ¼'s, 6 and 12-lb. boxes .....	0 25

### Icings for Cake—

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

Chocolate wafers, No. 1, 5-lb. boxes .....
 0 30 |

Chocolate wafers, No. 2, 5-lb. boxes .....
 0 25 |

Nonpareil wafers, No. 1, 5-lb. boxes .....
 0 30 |

Nonpareil wafers, No. 2, 5-lb. boxes .....
 0 25 |

Chocolate ginger, 5-lb. bxs.
 0 20 |

Milk chocolate wafers, 5-lb. boxes .....
 0 36 |

Coffee drops, 5-lb. boxes ..
 0 36 |

Lunch bars, 5-lb. boxes ..
 0 36 |

Milk chocolate, 5c bundles, 3 doz. in box, per box..
 1 35 |

Milk chocolate, 5c cakes, 3 doz. in box, per box..
 1 35 |

Nut milk chocolate, ½'s, 6-lb. boxes, lb. ....
 0 36 |

Nut milk chocolate, ¼'s, 6-lb. boxes, lb. ....
 0 36 |

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

### EPSS'S.

Agents—Willson & Warden, Toronto; Forbes & Nadeau, Montreal; J. W. Gorham & Co., Halifax, N.S.; Buchanan & Gordon, Winnipeg.  
In ¼, ½ and 1-lb. tins, 14-lb. boxes, per lb. ....
 0 35 || Smaller quantities ..... | 0 37 |

### JOHN P. MOTT & CO'S.

G. J. Estabrook, St. John, N.B.; J. A. Taylor, Montreal, P.Q.; F. M. Hannum, Ottawa, Ont.; Jos. E. Huxley & Co., Winnipeg, Man.; Tees & Persse, Calgary, Alta.; Johnson & Yockney, Edmonton; D. M. Doherty & Co., Vancouver and Victoria.  
Elite, 10c size (for cooking) dozen .....
 0 90 |

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

Nut milk bars, 2 dozen in box .....
 0 80 |

" breakfast cocoa, ¼'s and ½'s .....
 0 36 |

" No. 1 chocolate .....
 0 30 |

" Navy, chocolate, ½'s ..
 0 26 |

" Vanilla sticks, per grs 1 00
  |

" Diamond chocolate, ½'s ..
 0 24 |

" Plain choice chocolate liquors .....
 20 50 |

" Sweet chocolate coatings .....
 0 20 |

### WALTER BAKER & CO., LTD.

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

### COCOANUT.

**CANADIAN COCOANUT CO.**  
Packages—5c, 10c, 20c, and 40c packages, packed in 15-lb. and 30-lb. cases. Per lb.
  |

1-lb. pkgs. White Moss ...
 0 26 |



# LETTER ORDERS

We take particular care of all orders sent to us by mail, telegraph or telephone—This particular business has been a hobby with us for many years and have made such a success of it that we have an increasing list of satisfied people who keep on coming at us with this class of trade, and which we are sure they would not do if they were other than perfectly satisfied. Try it yourself and put us to the test of proving our claims.

## RAISINS

We are selling California Fancy Seeded Raisins, Monarch Brand, 16 oz. packets at 7 $\frac{3}{4}$ c. If you desire any of these goods at this low figure communicate with us at once as our stock is now getting limited.

# H. P. ECKARDT & CO.

WHOLESALE GROCERS

Cor. Front and Scott Sts. - TORONTO

ES

No. 1, 0 30  
 No. 2, 0 25  
 No. 1, 0 30  
 No. 2, 0 25  
 lb. bxs. 0 20  
 rs, 5-lb. 0 36  
 boxes .. 0 36  
 bundles, 1 35  
 r box.. 1 35  
 cakes, 1 35  
 r box.. 1 35  
 1/2's, 6- 0 36  
 1/4's, 6- 0 26  
 5c bars 0 90

& Warden,  
 & Nadeau,  
 orham & Co.,  
 anan & Gor-

ins, 14- 0 35  
 ..... 0 37  
 & CO.'S.

t. John, N.B.;  
 itreal, P.Q.;  
 ttawa, Ont.;  
 s., Winnipeg,  
 ise, Calgary,  
 sockney, Ed-  
 erty & Co.,  
 oria.

ooking) 0 90  
 a, 2 doz. 0 85  
 ozen in 0 80

1, 1/4's 0 36  
 ..... 0 30  
 1/2's.. 0 26  
 er grs 1 00  
 ate, 1/2's 0 24  
 ocolate 20 50

coat- 0 20  
 & CO., LTD.  
 hocolate, 1/4  
 lb.; Break-  
 , 1 and 5-lb.

nan's sweet  
 1/2-lb. cakes,  
 s.; Caracas  
 and 1/4-lb.  
 2c lb.; Auto  
 lb. cakes, 6-  
 cinqueme

lb. cakes, 6-  
 alcon cocoa  
 lb. tins, 34c  
 1/2-lb. pkgs.,  
 Caracas tab-  
 cartons to

ons are f.o.b.

r.  
 ANUT CO  
 c, and 40c  
 i 15-lb. and  
 Per lb.  
 ss ... 0 26

THE CANADIAN GROCER

1/2-lb. pkgs. White Moss ..	0 27
1/4-lb. pkgs. White Moss ..	0 28
1 and 1/2-lb. pkgs., assort-	
ed .....	0 26 1/2
1/4 and 1/2-lb. pkgs., asstd	0 27 1/2
1/2-lb. pkgs., asstd., in 5-lb.	
boxes .....	0 28
1/4-lb. pkgs., asstd., in 5-lb.	
boxes .....	0 29
1/4-lb. pkgs., asstd., 5, 10, 15-	
lb. cases .....	0 30
Bulk—	
In 15-lb. tins, 20-lb. pails and	
10, 25 and 50-lb. boxes.	
Pails Tins Bbls.	
White Moss, fine	
strip .....	0 19 0 21 0 17
Best shredded ..	0 18 .....
Ribbon .....	0 19 .....
Macaroon .....	0 17 .....
Desiccated .....	0 16 .....

CONDENSED MILK.

BORDEN MILK CO. LTD.

Per Case	
Eagle Brand, each 4 doz.	\$6 00
Gold Seal Brand, each 4 dz	5 25
Challenge Brand, each 4 dz	4 50
Peerless Brand, "Hotel,"	
each 2 doz. ....	4 00
Peerless Brand, "Tall," each	
4 doz. ....	4 50
Peerless Brand, "Family,"	
each 4 doz. ....	3 75
Peerless Brand, "Small,"	
each 4 doz. ....	2 00
St. Charles Evaporated	
Milk (baby size) .....	2 00
St. Charles Evaporated	
Milk (family size) .....	3 75
St. Charles Evaporated	
Milk (hotel size) .....	4 00
Silver Cow Milk .....	5 40
Purity Milk .....	5 25
Good Luck Milk .....	4 50
(Sweetened.)	
Reindeer Brand (4 doz. in	
case) .....	5 50
Mayflower Brand (4 doz.	
in case) .....	5 25
Clover Brand (4 doz. in	
case) .....	4 50
(Unsweetened.)	
Reindeer Jersey Brand,	
Family (4 doz. in case) ..	3 75
Reindeer Jersey Brand,	
Medium (4 doz. in case) ..	4 50
Reindeer Jersey Brand,	
Hotel (2 doz. in case) ..	4 00
Reindeer Jersey Brand,	
Gallon (1/2 doz. in case) ..	4 60

CANADA FIRST BRAND.

The Aylmer Condensed Milk Co.	
Per Case.	
Canada First Baby Eva-	
porated Milk .....	2 00
Canada First Family Eva-	
porated Milk .....	3 75
Canada First Medium Eva-	
porated Milk .....	4 50
Canada First Hotel Eva-	
porated Milk .....	4 00
Canada First Sweetened	
Condensed Milk .....	5 25
Canada First Rosebud Con-	
densed Milk .....	5 15
Canada First Beaver Con-	
densed Milk .....	4 50

COFFEE.

(Combined with Milk and Sugar.)	
Reindeer Brand (2 doz.	
in case) .....	5 00
Regal Brand (2 doz. in	
case) .....	4 50
Reindeer Brand, in glass	
jars (2 doz. in case) .....	6 20

COCOA.

(Combined with Milk and Sugar)  
Reindeer Brand (2 doz. in  
case) .....

COFFEES.

EBY-BLAIN, LIMITED.

Standard Coffees

Roasted whole or ground, pack-	
ed in damp-proof bags.	
King Edward .....	0 34
Club House .....	0 33
Nectar .....	0 32
Royal Java and Mocha. 0 32	
Empress .....	0 30
Duchess .....	0 29
Ambrosia .....	0 28
Plantation .....	0 26 1/2
Fancy Bourbon .....	0 26
Crushed Java and Mocha 0 19	

Package Coffee.

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

WHITE SWAN SPICES AND  
CEREALS, LTD.

WHITE SWAN BLEND.

1-lb. decorated tins, lb. ..	0 32
Mo-Ja, 1/2-lb. tins, lb. ....	0 30
Mo-Ja, 1-lb. tins, lb. ....	0 28
Mo-Ja, 2-lb. tins, lb. ....	0 28
Cafe des Epieures, 1-lb. fancy	
glass jars, per doz., \$3.00.	
Cafe l'Aromatique, 1-lb. amber	
glass jars, per doz., \$4.00.	
Presentation (with tumblers) \$3	
per doz.	

MINTO BROS.

MELAGAMA BLEND.

Ground or bean— W.S.P.R.P.	
1 and 1/2 .....	0 25 0 30
1 and 1/2 .....	0 32 0 40
1 and 1/2 .....	0 37 0 50
Packed in 30's and 50-lb. case.	
Terms—Net 30 days prepaid.	

BRANSON'S SHEREEF COFFEE.

AGENT: F. COWARD.

402 Spadina Avenue, Toronto.	
Small size .....	\$1.45 per doz., net
Large size .....	\$2.85 per doz., net
In 3 dozen free cases. Freight	
paid on 1/2 gross order.	

CEREALS.

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

CONFECTIONS.

PEANUT BUTTER.

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

CHEESE.

MACLAREN'S IMPERIAL.

Ontario prices per doz.

Individual (each 2 doz.) ..	1 00
Small (each 2 doz.) .....	2 40
Medium (each 1 doz.) ....	4 50
Large (each 1/2 doz.) .....	8 25
MacLaren's Roquefort—	
Small (each 2 doz.) ....	1 40
Large (each 1 doz.) ....	2 40
MacLaren's Canada Cream—	
Small (each 1 doz.) ....	0 90
Medium (each 2 doz.) ....	1 35
Large (each 1 doz.) ....	2 40

FLAVORING EXTRACTS.

SHIRRIFF'S.

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

CRESCENT MFG. CO.

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

GELATINE.

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

CLARK'S PORK AND BEANS  
IN TOMATO SAUCE.

Per doz.

No. 1, 4 doz. in case .....	0 50
No. 2, 2 doz. in case .....	0 90
No. 3, flats, 2 doz. in case	1 00
No. 3, talls, 2 doz. in case	1 25
No. 6, 1 doz. in case .....	4 00
No. 12, 1/2 doz. in case .....	6 50

LAPORTE, MARTIN & CO.,  
MONTREAL AGENCIES.

These prices are F.O.B. Mont-

real. Imported Peas "Soleil"

Per case

Sur Extra Fins, 1/2 facons,	
40 bou. ....	11 00
Sur Extra Fins, tins, 1/2	
kilo, 100 tins .....	15 50
Extra Fins, tins, 1/2 kilo,	
100 tins .....	15 00
Tres Fins, 1/2 kilo, 100 tins	14 00
Fins, tins, 1/2 kilo, 100 tins	12 50
Mi-Fins, tins, 1/2 kilo, 100	
tins .....	11 00
Moyens No. 1, tins, 1/2 kilo,	
100 tins .....	10 00
Moyens No. 2, tins, 1/2 kilo,	
100 tins .....	9 50
Moyens No. 3 .....	8 75
Asparagus, Haricots, etc.	

MINERVA PURE OLIVE OIL.

Case—	
12 litres .....	6 50
12 quarts .....	5 75
24 pints .....	6 25
24 1/2-pints .....	4 25
Tins—	
5 gals. 2s .....	23 00
2 gals. 6s .....	29 00
1 gal. 10s .....	25 00
1/2-gal. 20s .....	26 00
1/4-gals. 20s .....	13 50
1/8-gal. 48s sq. ....	17 00
1/8-gal. 48s rd. ....	15 50

BASSIN DE VICHY WATERS.

La Capitale, 50 qts. ....	5 00
La Neptune, 50 qts. ....	6 00
St. Nicholas, 50 qts. ....	7 00
La Sanitas Sparkling, 50	
quarts .....	8 00

La Sanitas Sparkling, 100	
pints .....	9 00
La Sanitas Sparkling, 100	
splits .....	4 00
Lemonade Savoureuse, 50's	
7 50	

CASTILE SOAP.

"Le Soleil," 72 p.c. olive oil.	
Case, 12 lbs. 2 1/2-lb. bars, lb	0 08 1/2
Case 25 lbs., 11-lb. bars, lb	0 07 1/2
Case 50 lbs. 3/4-lb. bars case	3 50
Case 200 lbs. 3 1/2-oz., case.	3 75
"La Lune," 65 p.c. olive oil.	
Case 25 lbs. 11-lb. bars, lb.	0 07
Case 12 lbs. 2 1/2-lb. bars, lb	0 08
Case 50 lbs., 3/4-lb. bars, case	3 25
Case 100 lbs. 3 1/2-oz. bars,	
case .....	1 80
Case 200 lbs. 3 1/2-oz. bars,	
case .....	3 40

ALIMENTARY PASTES.

BLANC & FILS.

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

DUFFY & CO. BRAND.

Grape Juice, 12 qts. ....	4 75
Grape Juice, 24 pts. ....	5 15
Grape Juice, 36 splits ....	4 75
Apple Juice, 12 qts. ....	4 50
Apple Juice, 24 qts. ....	4 75
Champagne de Pomme, 12 q	5 00
Champagne de Pomme, 24 p	5 50
Matts Golden Russet—	
Sparkling Cider, 12 qts. ...	5 00
Sparkling Cider, 24 pts. ...	5 50
Apple Vinegar, 12 qts. ....	2 50

CANNED HADDIES "THIS-

TLE" BRAND.

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

INFANTS' FOOD.

Robinson's patent barley, 1/2-lb.	
tins, \$1.25; 1-lb. tins, \$2.25; Rob-	
inson's patent groats, 1/2-lb. tins,	
\$1.25; 1-lb. tins, \$2.25.	

LARD.

N. K. FAIRBANK CO. BOAR'S

HEAD LARD COMPOUND.

Tierces .....	11 1/2
Tubs .....	11 3/4
Pails .....	12
Tins, 20 lbs. ....	11 1/2
Cases, 3 lbs. ....	12 1/2
Cases, 5 lbs. ....	12 3/4
Cases, 10 lbs. ....	12 1/2

F.O.B. Montreal.

GUNN'S "EASIFIRST" SHORT-

ENING.

Tierces .....	0 10 1/2
Tubs .....	0 10 3/4
20-lb. pails .....	0 11
20-lb. tins .....	0 10 1/2
10-lb. tins .....	0 11 1/4
5-lb. tins .....	0 11 1/2
3-lb. tins .....	0 11 1/2
1-lb. cartons .....	0 12

MARMALADE.

SHIRRIFF BRAND.

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

MUSTARD.

COLMAN'S OR KEEN'S.

Per doz. tins	
D. S. F., 1/4-lb. ....	1 40
D. S. F., 1/2-lb. ....	2 50
D. S. F., 1-lb. ....	5 00



**YEAST ROYAL CAKES**

**WHY EXPERIMENT?**

**Grocers:** Royal Yeast Cakes, like all of the products of this Company, have, on account of their superior quality, long been acknowledged as the standard of Canada. They have given perfect satisfaction for so many years that the attempt to experiment with unknown brands may, and likely will, cause the loss of valued customers.

**ROYAL YEAST CAKES**

Most Perfect Made

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



BLUE LABEL BLUE LABEL

## COOKED HAMS

This is the season for cooked meats. Your customers will appreciate not having to cook during hot weather and nothing will please them so much as "Star Brand" cooked hams.

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

The quality of

## WETHEY'S

Condensed

## Mince Meat

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

**WHAT ABOUT YOURSELF?**

Are you one of its friends?

If not, now is the time to get acquainted.

All Jobbers. 3 doz. to a case.

WRITE US

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

"THE MINCE MEAT PEOPLE"

THE CANADIAN GROCER

F. D., ¼-lb. .... 0 85  
 F. D., ½-lb. .... 1 45  
 Per jar  
 Durham, 4-lb. jar ..... 0 75  
 Durham, 1-lb. jar ..... 0 25

**MACLAREN'S IMPERIAL PREPARED MUSTARD.**  
 Ontario Prices.  
 Small case 4 doz., per doz. 0 45  
 Medium, cases 2 doz., doz. 0 90  
 Large, cases, 1 doz., doz. 1 35

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

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

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

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

**IMPERIAL DESSERT JELLY.**  
 Ontario Prices.  
 Assorted flavors, \$10.75 per  
 gross. Imperial Sterilized  
 Gelatine.  
 Cartons, 1 doz., 90c per dozen.

**SOAP AND WASHING POW-  
 DERS.**  
**A. P. TIPPET & CO., AGENTS.**  
 Criole soap, per gross ... \$10 20  
 Fioriola soap, per gross.. 12 00  
 Straw hat polish, per gr. 18 20

**SNAP HAND CLEANER.**  
 3 dozen to box ..... \$ 3 60  
 6 dozen to box ..... 7 20  
 30 days.

**RICHARDS PURE SOAP.**  
 5-case lots (delivered), \$4.15 each  
 with 20 bars of Quick Naptha as  
 a free premium.  
 Richards Quick Naptha Soap.  
**GENUINE.** Packed 100 bars to  
 case.

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

**SAPHO MFG. CO., LTD. MONT-  
 REAL "SAPHO" INSECTICIDE**  
 1-16 gall., doz. .... \$ 2 00

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

**"ANTI-DUST" SWEEPING  
 POWDER.**  
 Size No. 1, 3 doz. crates,  
 per doz. .... \$ 1 50  
 No. 2, 1 and 2 doz. crates,  
 per doz. .... 3 00

**STARCH.**  
**EDWARDSBURG STARCH CO.**  
 Boxes Cents  
 Contain per lb.  
 Laundry Starches—  
 40 lbs., Canada Laundry.. .05¼  
 40 lbs., Canada white gloss,  
 1 lb. pkgs. .... .06¼  
 48 lbs., No. 1 white or blue,  
 4 lb. cartons ..... .07  
 48 lbs., No. 1, white or blue,  
 3 lb. cartons ..... .07  
 100 lbs., kegs, No. 1 white  
 200 lbs., bbls., No. 1 white .06½  
 30 lbs., Edwardsburg silver  
 gloss, 1 lb. chromo pack-  
 ages ..... .07½  
 48 lbs., silver gloss, in 6-lb.  
 tin canisters ..... .08  
 36 lbs., silver gloss, 6-lb.  
 draw lid boxes ..... .08  
 100 lbs., kegs, silver gloss,  
 large crystals ..... .07  
 28 lbs. Benson's satin, 1-lb.  
 cartons, chromo label .. .07½  
 40 lbs., Benson's Enamel  
 (cold water) per case .. 3 00  
 20 lbs. Benson's Enamel  
 (cold water) per case .. 1 50  
 Celluloid—boxes containing  
 45 cartons, per case .... 3 60  
 Culinary Starch.  
 40 lbs. W. T. Benson &  
 Co.'s celebrated prepared  
 corn ..... .07½  
 40 lbs. Canada pure corn  
 starch ..... .05½  
 (20-lb. boxes ¼c higher.)

**BRANTFORD STARCH  
 WORKS.**  
 Ontario and Quebec.  
 Laundry Starches—  
 Canada Laundry—  
 Boxes about 40 lbs. .... .05¼  
 Acme Gloss Starch—  
 1-lb. cartons, boxes of 40  
 lbs. .... .06¼  
 First Quality White Laundry—  
 3 lb. canisters, cases of  
 48 lbs. .... .07¼  
 Barrels, 200 lbs. .... .06¼  
 Kegs, 100 lbs. .... .06¼  
 Lily White Gloss—  
 1 lb. fancy cartons, cases  
 30 lbs. .... .07¼  
 6 lb. toy trunks, lock  
 and key, 8 in case .. .08¼  
 6 lb. toy drums, with  
 drumsticks, 2 in case. .08  
 Kegs, extra large crys-  
 tals, 100 lbs. .... .07¼  
 Canadian Electric Starch—  
 Boxes containing 40 fancy  
 pkgs., per case ..... 3 00  
 Celluloid Starch—  
 Boxes containing 45 car-  
 tons, per case ..... 3 75  
 Culinary Starches—  
 Challenge Prepared Corn—  
 1 lb. packets, boxes of 40  
 lbs. .... .06  
 Brantford Prepared Corn—  
 1 lb. packets, boxes of  
 40 lbs. .... .07¼

"Crystal Maize" Corn Starch.  
 1 lb. packets, boxes of 40  
 lbs. .... .07¼  
 (20 lb. boxes ¼c higher than  
 40's.)

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

**SOUPS—CONCENTRATED**  
**CHATEAU BRAND.**  
 Vegetable, Mutton Broth, Mulli-  
 gateway, Chicken, Ox Tail, Pea,  
 Scotch Broth, Julienne, Mock  
 Turtle, Vermicelli, Tomato, Con-  
 somme, Tomato.  
 No. 1's, 95c per dozen.  
 Individuals, 45c per dozen.  
 Packed 4 dozen in a case.

**SYMINGTON'S SOUPS.**  
 Quart packets, 9 varieties,  
 doz. .... 0 90  
 Clear soups in stone jars,  
 5 varieties, doz. .... 1 40

**SODA—COW BRAND.**  
 Case of 1-lb., containing 60  
 packages, per box, \$3.00.  
 Case of ½-lb., containing 120  
 packages, per box, \$3.00.  
 Case of 1-lb. and ½-lb., contain-  
 ing 30 1-lb. and 60 ½-lb. pack-  
 ages, per box, \$3. Case of 5c  
 packages, containing 96 pack-  
 ages, per box, \$3.00.

**SYRUP.**  
**EDWARDSBURG STARCH CO.**  
**CROWN BRAND CORN SYRUP**  
 2 lb. tins, 2 doz. in case.. 2 55  
 5 lb. tins, 1 doz. in case .. 2 90  
 10 lb. tins, ½ doz. in case 2 80  
 20 lb. tins, ¼ doz. in case 2 75  
 Barrels, 700 lbs. .... 3¼  
 Half Barrels, 350 ..... 3¼  
 Quarter Barrels, 175 ..... 4  
 Pails, 38¼ ..... \$1 90  
 " 25 lbs. each ..... 1 35

**LILY WHITE CORN SYRUP.**  
 2 lb. tins, 2 doz. in case.. 2 90  
 5 lb. tins, 1 doz. in case.. 3 25  
 10 lb. tins, ½ doz. in case 3 15  
 20 lb. tins, ¼ doz. in case 3 10  
 (5, 10 and 20 lb. tins have wire  
 handles.)

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

**DOMOLCO BRAND.**  
 Maritime Provinces and Ontario:  
 2's, 2 doz. case, per doz... \$1 35

3's, 2 doz. case, per doz. 1 86  
 5's, 1 doz. case, per doz. 3 75  
 10's, ½ doz. case, per case. 3 40  
 20's, ¼ doz. case, per case. 3 06  
 Western Prices—Sudbury to  
 Victoria.  
 2's, 2 doz. case, per doz.. 1 60  
 3's, 2 doz. case, per doz... 2 35  
 5's, 1 doz. case, per doz... 4 00  
 10's, ½ doz. case, per case. 4 15  
 20's, ¼ doz. case, per case 3 80

**SAUCES.**  
**PATERSON'S WORCESTER  
 SAUCE.**  
 ½-pint bottles 3 and 6 doz.  
 cases, doz. .... \$0 90  
 Pint bottles, 3 doz. cases,  
 doz. .... 1 75  
 H. P.  
 H. P. Sauce— Per doz.  
 Cases of 3 dozen ..... \$1 90  
 H. P. Pickles—  
 Cases of 2 doz. pints .. \$3 35  
 Cases of 3 doz. ½-pints. 2 25

**HOLBROOK'S IMPORTED  
 PUNCH SAUCE.**  
 Per doz.  
 Large, packed in 3-doz.  
 case ..... \$2 25  
 Medium, packed in 3-doz.  
 case ..... 1 40

**HOLBROOK'S IMP. WORCES-  
 TERSHIRE SAUCE.**  
 Per doz.  
 Rep. ½ pints, packed in 6-  
 doz. case ..... \$2 25  
 Imp. ½-pints, packed in 4-  
 doz. case ..... 3 15  
 Rep. qts. packed in 2-doz.  
 case ..... 6 50

**STOVE POLISH.**  
**JAMES DOME BLACK LEAD.**  
 6a size, gross ..... \$2 40  
 2a size, gross ..... 2 50  
**NUGGET POLISHES.**  
 Dozen.  
 Polish, Black and Tan ... 0 85  
 Metal Outfits, Black and  
 Tan ..... 3 65  
 Card Outfits, Black and  
 Tan ..... 3 25  
 Creams and White Cleaner 1 10

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

**TEAS.**  
**THE "SALADA" TEA CO.**  
 East of Winnipeg.  
 Wholesale R't'l  
 Brown Label 1's and ½'s .25 .30  
 Green Label, 1's and ½'s .27 .35  
 Blue Label, 1's, ½'s, ¼'s  
 and ¼'s ..... .30 .40  
 Red Label, 1's and ½'s... .36 .50  
 Gold Label, ½'s ..... .44 .68  
 Red-Gold Label, ½'s ... .55 .80

**LUDELLA CEYLON TEA.**  
 Orange Label, ¼'s ..... 24 .30



# HOLBROOKS

of Birmingham, England

Sole Manufacturers and Proprietors of

## HOLBROOK'S Worcestershire SAUCE

*Imported Absolutely!!*



The most extensively advertised Worcestershire Sauce in the Dominion of Canada and throughout the World.

Used in the Dining Rooms of the English House of Commons, House of Lords and also the leading Hotels and Clubs throughout the Dominion.

Yields a larger percentage of profit to the grocery trade than any other advertised product.

General Offices for Canada and U.S.A., - TORONTO, Ontario

Manager, H. GILBERT NOBBS

doz. 1 35  
doz. 3 75  
per case. 3 40  
per case. 3 05  
Sudbury to  
doz. 1 60  
doz. 2 35  
doz. 4 00  
per case. 4 15  
per case 3 80  
WORCESTER  
6 doz. \$0 90  
cases, 1 75  
Per doz. \$1 90  
pints .. \$3 35  
pints. 2 25  
IMPORTED  
PRICE.  
Per doz. 3-doz. \$2 25  
3-doz. 1 40  
WORCES-  
SAUCE.  
Per doz. in 6- \$2 25  
in 4- 3 15  
2-doz. 6 50  
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CK LEAD. \$2 40  
2 50  
SHES.  
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peg.  
olesale R't'l  
1/2's .25 .30  
1/4's .27 .35  
4's .30 .40  
... .36 .50  
... .44 .60  
... .55 .80  
N TEA.  
... .24 .30

THE CANADIAN GROCER

Brown Label, ½'s & 1's .28 .40  
 Brown Label, ¼'s ..... .30 .40  
 Green Label, ½'s & 1s. .35 .50  
 Red Label, ½'s ..... .40 .60

MELAGAMA TEA.

MINTO BROS.  
 45 Front St. East.

We pack in 60 and 100-lb. cases.  
 All delivered prices.

Wholesale R't'l

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

"KOLONA" TEA.

Ceylon Tea, in 1 and ½-lb.  
 lead packages—black or mixed.  
 Orange Label, 1's ..... .23 .30

Black Label, 1-lb., retail at  
 25c ..... .20  
 Black Label, ½-lb. retail at  
 25c ..... .21  
 Blue Label, retail at 30c .... .24  
 Green Label, retail at 40c... .30  
 Red Label, retail at 50c ... .35  
 Brown Label, retail at 60c. .42  
 Gold Label, retail at 80c... .55

JAMS AND JELLIES.

T. UPTON & CO.

Compound Jams — Red Rasp-  
 berry, strawberry, peach, plum,  
 red currant, black currant, cher-  
 ry, gooseberry, blueberry, apri-  
 cot, huckleberry, 12-oz. glass  
 jars, 2 doz. in case, \$1 per doz.;  
 No. 2 tin, 2 doz. in case, \$1.90  
 per doz.; No. 5 tin pails, 9 pails  
 in crate, 37½c per pail; No. 7 tin  
 pails, 6 pails in crate, 52½c per  
 pail; No. 7 wood pails, 6 pails

in crate, 52½c per pail; 30-lb.  
 wood pails, 7½c per lb. Packed  
 in assorted cases or crates if  
 desired.

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

Pure Orange Marmalade —  
 Guaranteed finest quality. 12-  
 oz. glass jars, 2 doz. in case,  
 \$1.10 per doz.; 16-oz. glass jars,  
 2 doz. in case, \$1.50 per doz.;

pint sealers, 1 doz. in case, \$2.25  
 per doz.; No. 2 tins, 2 doz. in  
 case, \$2 per doz.; No. 4 tins, 2  
 doz. in case, 35c per tin; No. 5  
 tins, 9 in crate, 42½c per tin;  
 No. 7 tins, 12 in case, 57½c per  
 tin; No. 7 wood pails, 6 in crate,  
 57½c per pail; 30-lb. wood pails,  
 8c per lb.

JELLY POWDERS.

WHITE SWAN SPICE AND  
 CEREALS, LTD.

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

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

YEAST.

White Swan Yeast Cakes,  
 per case, 3 doz. 5c pack-  
 ages ..... 1 15

## Late Valencia Oranges

First car will arrive about the  
15th.

Have still few cars Navels  
arriving.

Imported Strawberries are  
nearly over, Canadians expect-  
ed early next week.

Lemons, Bananas, New Potatoes,  
Cukes, Wax and Green Beans  
Tomatoes, etc.

Pine Apples arriving daily.

McWILLIAM

Mc. AND E.  
EVERIST

25-27 CHURCH TORONTO  
are Largest Receivers

## BANANAS Tomatoes Celery

AND

all early vegetables

We invite  
enquiry

Prompt attention and first-class  
service.

WRITE AT ONCE

LEMON BROS.

Owen Sound, Ontario

## "Quality"

is the

"come before any"  
consideration when  
Tracuzzi  
packs

## "St. Nicholas"

J. J. McCabe

Agent

Toronto

## TANGLEFOOT



THE ORIGINAL FLY PAPER

has one-third more sticky  
compound than any other;  
hence is best and cheapest.



## Oakey's

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

'WELLINGTON'

## KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

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

Wellington Mills, London, England

## FREQUENCY OF SAILINGS

Every eleventh day a  
Pickford & Black steamer  
leaves Halifax for Ber-  
muda, St. Kitts, Antigua,  
Barbados, Trinidad and  
Demerara; the round trip  
occupying thirty days.

For further particulars  
apply to

PICKFORD & BLACK, Ltd.

Agents  
HALIFAX, N.S.



# WATERMELONS

Warm weather is creating a splendid market for melons. Our melons are large selected stock, fine cutting and eating.

## November Cut Lemons

We are now offering the GENUINE November Cut Lemon. Noted for their keeping qualities.

SEND US YOUR ORDERS

# WHITE & CO., LTD.

TORONTO and HAMILTON

# WATERMELONS

The first of the season—Large ripe melons—  
Fine Flavour.

## PINEAPPLES

## STRAWBERRIES

## TOMATOES

## ORANGES, LEMONS, BANANAS,

## NEW VEGETABLES

THE HOUSE OF QUALITY.

# HUGH WALKER & SON

(Established 1861)

GUELPH, ONTARIO

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

## Facts Concerning Bovril

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

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



Make up Your Stocks To-day

# BOVRIL, LIMITED

MONTREAL

# A Revelation in Washboard Making



We are the instigators of the all-metal washboard, and have "made good." From all sides we are being complimented upon the good health points, and practical working of the

## MEAKINS' SANITARY WASHBOARDS

Do you stock them? If not, you are losing an opportunity for many good sales. Every woman now-a-days is interested in modern methods. The "all-metal" has won favor for its practicability and sanitary construction. It will not rust or corrode. Send for particulars and prices.

**MEAKINS & SONS,** HAMILTON, ONTARIO.



### Trading Under a Safe Brand

You want your name to be connected with absolutely the best grade of groceries only.

That's our attitude in regard to our products, hence

### ST. CHARLES BRAND EVAPORATED MILK

has a reputation that it fully deserves for purity and general goodness.

**St. Charles Condensing Co.**  
INGERSOLL, ONTARIO, CANADA.

## "Bamboo"

Handle

## Brooms ←

are the choice every time, because they are light, strong and serviceable — very profitable for the dealer. A special value 50c. line is being offered for a short time. Write now.

## Lacquered Stove Pipe Wire

Neatly packed in paste board boxes. 50 ft. No. 19 gauge, 3 in. coils, in box. Half gross boxes in case. Try a case.

**Walter Woods & Co.**  
HAMILTON - - WINNIPEG



# Brunswick Brand Canned Fish

## EXCELS ALL OTHERS

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

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

### OUR CHIEF SELLERS INCLUDE:—

- |                                |                         |
|--------------------------------|-------------------------|
| $\frac{1}{4}$ Oil Sardines     | Kipperd Herring         |
| $\frac{3}{4}$ Mustard Sardines | Herring in Tomato Sauce |
| Finnan Haddies                 | Clams                   |
| (oval and round tins)          | Scallops                |

## Connors Bros., Limited

Black's Harbour, N.B.

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



## Retail Grocers Modern Store Fixtures Multiply Your Sales and Beautify Your Store

Buy a **SAFE** Cheese Cutter, Beautify Your Store and Increase Your Sales. Make Every Cheese Sale a Profitable One Instead of a Loss.

What is gained and saved by it's use will soon pay for it. It's the only way to absolutely eliminate expensive mistakes in selling cheese.

The **SAFE** is also a great time saver which means much to you.

Don't overlook these points. Place your order now with your wholesale grocer and accept no other.

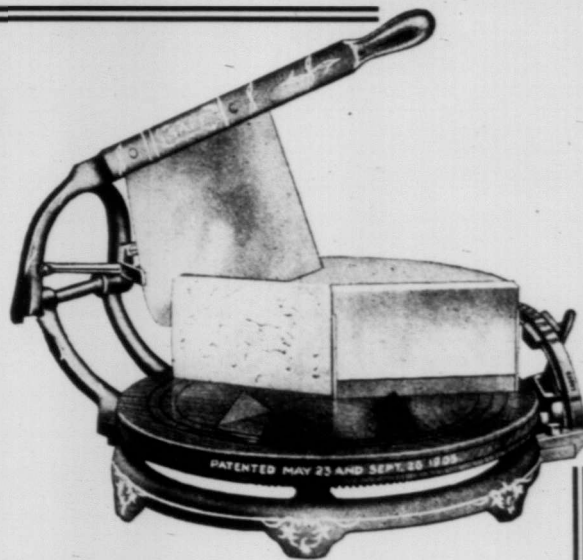
You always know the exact profit you will make on a cheese when you set this cutter. Our computing device is the most simple, mistakes with it are impossible. The **SAFE** is the only cutter that continues to cut accurately.

If your jobber hasn't got it, write us for prices.

## COMPUTING CHEESE CUTTER COMPANY

621-625 Main Street

ANDERSON, IND., U.S.A.





## A Good Profit Assured

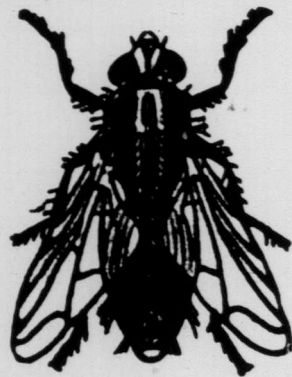
Satisfaction Warranted in the sale of the well-known long shredded brand, the

## WHITE DOVE COCOANUT

Once carried in stock, always carried, and readily sold at a fair profit and to the entire satisfaction of the consumer.

Write for particulars to

**W. P. Downey**  
MONTREAL



I make the demand for

## WILSON'S FLY PADS

and Retail Grocers make a profit of

**66<sup>2</sup>/<sub>3</sub> to 80%**

Archdale Wilson, Hamilton, Ont.

## NATION'S CUSTARD

POWDER

The dainty, delicious dessert sold by leading grocers from coast to coast, and always in season.

## Nation's Egg Powder

AGENTS:

C. Gyde, St. Xaviour St., Montreal

F. Coward, Toronto  
(For Ontario)

The W. H. Escott Co.,  
Winnipeg, Man.

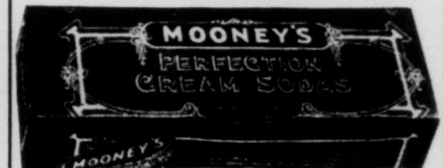
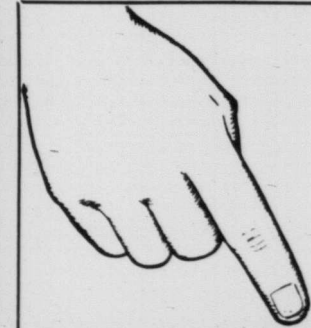
McKelvie, Cardell, Ltd.,  
Calgary, Alta.

Distributors, Ltd.  
Edmonton, Alta.

Ayre & Sons, Ltd.,  
St. John's Newfoundland

J. M. Crosswell & Co.  
Kingston, Jamaica

Samples free by post.



## THIS—

is the name and package to which the buying public point for their Soda Biscuit wants.

Mooney's Perfection Cream Sodas are the favored table delicacy on account of their creamy crispness. Everybody likes them, even the dealer — he knows they have a ready sale and quick, profitable turnover is sure.

## The Mooney Biscuit and Candy Co., Limited

Factories at

Stratford, Ont. Winnipeg, Man.

BRANCHES AT HAMILTON, OTTAWA,

SYDNEY, C.B., HALIFAX, N.S.,

FORT WILLIAM, CALGARY,

VANCOUVER, B.C., ST. JOHN, Nfld.

All Good Things  
are Imitated.

## MAPLEINE

(The flavor de Luxe)

Is not the exception.

Try the imitation yourself and note the difference.

Order from your jobber, or

Fraderlok E. Robson Co.,  
26 Front St. E., Toronto.

The Crescent Mfg. Co.  
SEATTLE. - WN.



## Put Your Credit Accounts on the Right Side of the Ledger.

Adopt the ONLY WAY to make credit business SAFE and at the same time eliminate charging, errors and disputes.

## ALLISON COUPON BOOKS

Are in Use All Over the World.

HERE'S HOW THEY WORK:—



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

For Sale by Jobbers Everywhere.

Allison Coupon Company  
INDIANAPOLIS, IND., U.S.A.

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

When writing advertisers kindly mention this paper.





## Perfection and Popularity

go hand in hand. The wise grocer knows this to be a sound commercial fact. He accordingly stocks



# Royal Shield Jelly Powders

For purity they will stand the most rigid tests—there are no adulterants or preservatives used in their manufacture—points which make Royal Shield Jellies exceedingly popular with housewives.

If you but suggest, you will find a steady and satisfied trade to be worked up for Royal Shield goods, and it is a profitable line, too.

## Campbell Bros. & Wilson

Limited

WINNIPEG

CAMPBELL, WILSON & HORNE, Limited, Calgary.  
 CAMPBELL, WILSON & SMITH, Limited, Regina.  
 CAMPBELL, WILSON & ADAMS, Limited, Saskatoon.  
 CAMPBELL, WILSON & HORNE, Limited, Lethbridge.



"As nearly perfect as you could make them"—This is what one of the largest dealers said a few days ago with reference to the polished handles on our

## Klondike and Jubilee Brooms

The finest corn, high-class workmanship and a perfect handle will produce a Broom easy to sell and on which a good profit can be made.

Now is the time to order a supply.

**Stevens-Hepner Co., Limited**  
 PORT ELGIN . . . . . ONTARIO

## OUR ADVERTISING HELPS YOU TO SELL HEINZ FOODS

We are regularly telling your customers about our products through the most widely circulated magazines in the country. Just now we are running an extensive advertising campaign on

# HEINZ BAKED BEANS

(The Oven-Baked Kind)

Get your share of this increased demand by keeping a stock of Heinz Beans constantly on hand.

**H. J. HEINZ COMPANY**

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**Biscuit**  
 Limited

Winnipeg, Man.  
 OTTAWA,  
 N.S.,  
 GARY,  
 H.N., Nfld.



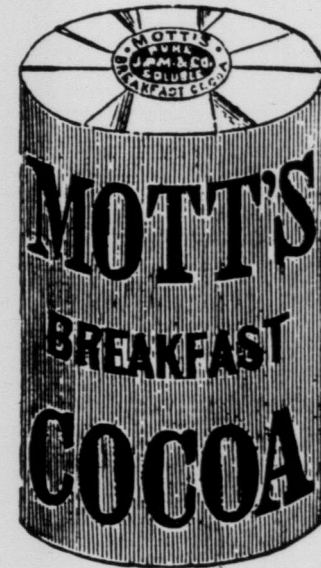
kindly men-



**Y**OU make fully 25% when you handle Reindeer and Jersey Brands Milk, Coffee and Cocoa. (Stock the full line.) The Reindeer head on any label gives your customer confidence that you sell the best goods in that line (at least) that money can buy. So it's your fault if you are not increasing your sales and profit on preserved milk. The price denotes the quality.

**REINDEER LIMITED**  
TRURO, Nova Scotia.

**CHILDREN**  
grow sturdy and strong on

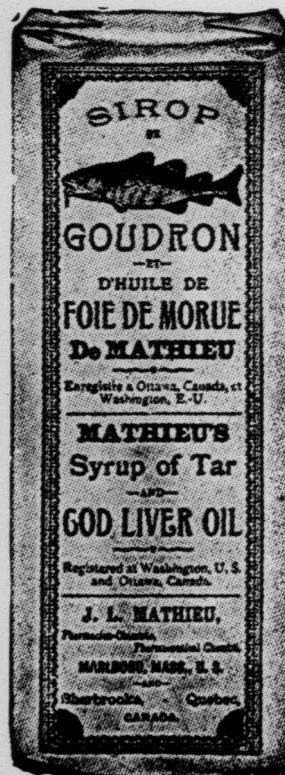


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It's full of nourishment and easily digested.  
Order a box from your jobber to-day.

**CURE YOUR CUSTOMERS' COUGHS**



Sell them

**MATHIEU'S  
SYRUP  
OF TAR AND  
COD LIVER OIL**

They'll be thankful and you'll make a "little something"—and be happy also.

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

If they seem feverish, suggest  
**Mathieu's Nervine Powders**

—the great headache remedy which, taken in connection with Mathieu's Syrup, helps to break up the cold.

Newton A. Hill, 25 Front St. E., Toronto, Ont.  
Distributor for Western Ontario.

Chaput, Fils & Cie., Montreal, Que.  
Foley Bros. & Larson, Winnipeg, Man.

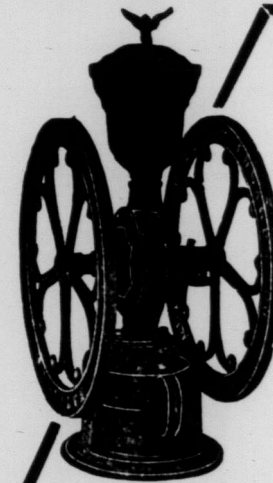
**BUILT ON MERIT**

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

**ELGIN**  
National Coffee Mill

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

Prompt shipments our speciality.



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—R. B. Hayhoe & Co.  
LONDON—Gorman, Eosert & 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.



# CASTILE SOAP



## "LA VIERGE"

**The Virgin Brand  
EXTRA SUPERIOR QUALITY**

**The Standard Castile Soap of Marseille  
Daily output about 100,000 lbs.**

CAUTION:—Other castile soaps are offered on the market closely resembling the VIRGIN BRAND. Insist on the genuine, stamped: "LA VIERGE"—"FELIX EYDOUX"—Marseille.

**LAW, YOUNG & CO., Montreal**  
SOLE AGENTS FOR CANADA

## Reason It Out You Will Realize that



It is more profitable to satisfy all of your customers all the time than some of your customers some of the time.

## STERLING MIXED PICKLES

are a staple line that have always satisfied, are giving satisfaction, and will always continue to give satisfaction.

**THE T. A. LYTLE CO.,  
LIMITED**  
STERLING ROAD, TORONTO



## Three Lines You Should Know and Introduce to Your Customers

Tone up your stocks of Condensed Milk by adding these three lines—New Ones and Good. They will bring you new customers and quick returns.

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

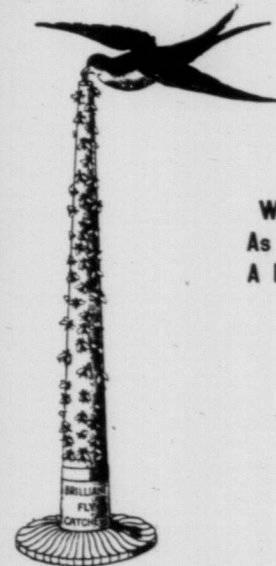
Order from your wholesaler or direct from the factory, Delivered in 5 case lots to any point in Ontario or East to Halifax.

**J. MALCOM & SON**  
ST. GEORGE, ONTARIO.

You Can't Get Any Cheaper. You Can't Get Any Better.  
So, Why Pay Any Higher?

**\$1.75 per box of 100**

Profitable enough, too, eh?



The Most  
Reliable Glued  
Catcher On The  
Market.

Will Unroll  
As a Ribbon  
A Full Yard.

For Jobbers' Prices Write

**GRANGER FRERES LIMITEE, - MONTREAL**

Selling Agents for Western Provinces:  
**J. J. Tomlinson & Co., - Winnipeg**



SATISFACTION-GIVING SALT

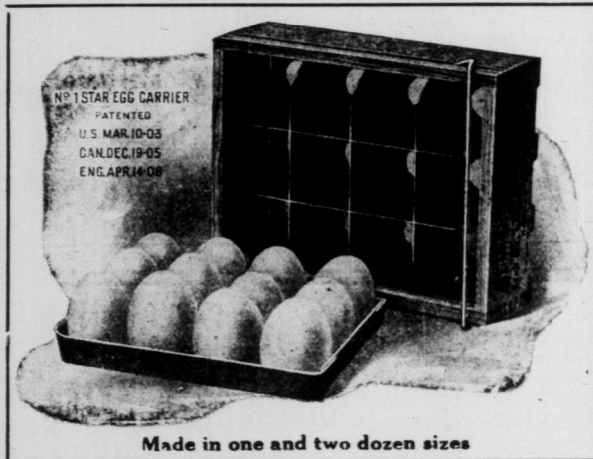
# PURITY SALT

has a reputation for absolute purity and superior quality that makes it easy to sell. Little known brands take time and talk to make a sale, and the busy merchant has no time for either. He prefers the salt that people buy without urging—and so he sticks to Purity.

**The Western Salt Co., Limited,** Mooretown, Ontario



## KEEP YOUR STORE AHEAD



Made in one and two dozen sizes

Do not be satisfied to be "just as good": make yours the best and most attractive store in town.

### STAR EGG CARRIERS AND TRAYS — FOR SAFE EGG DELIVERY

made clerks and delivery men take pride in accurate, quick, careful methods and build up the entire delivery and store service.

This modern egg delivery system for progressive stores pays for itself in a couple of months and then pays an extra profit on every dozen eggs delivered.

Write for our two valuable books "Safe Egg Delivery" and "Advertising Suggestions." They explain everything in full.

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.

**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

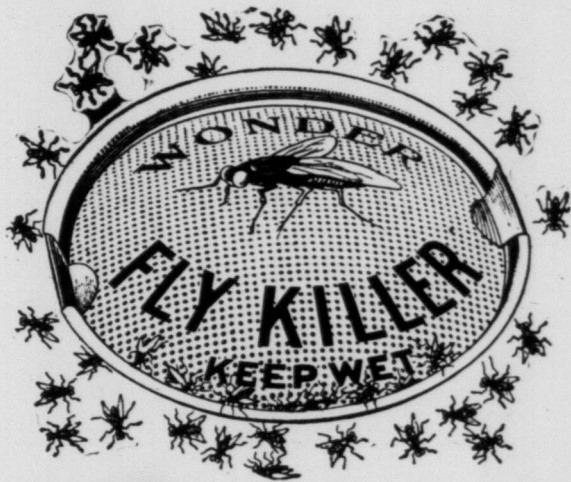
the same magnificent quality at the same prices. By this plan we will not only retain our many present customers, but hope to make many new ones. Now, don't miss your opportunity. Get a sample from us. We will send you a big sample on application. You are to be the judge. It's easy money to get in touch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

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

**Wholesalers**

**HAMILTON, ONT.**





IF the merit wasn't there Wonder Fly Killer would not have attained its present popularity. The people and dealers have in seasons past seen its effectiveness and lasting qualities and are falling back on the old reliable. It kills the flies and lasts the entire season.

Dominion Agent: **Joseph R. Wilson,** 204 Stair Building TORONTO

Distributors:—ALBERTA, Nicholson & Bain MANITOBA and SASK. W. H. Escott, 137 Bannatyne Ave., Winnipeg, Man.; ONTARIO, Jas. Turner, & Co., Hamilton; QUEBEC, A. Francis Turcott, Room 16, Morin Block, Quebec, Que.; EASTERN PROVINCES, H. B. McLaughlin, Truro, N.S.

## King George's Navy

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

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

## CHEWING TOBACCO

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

THAT FIRM IS

## The Rock City Tobacco Co.

Quebec                      Winnipeg

WRITE ABOUT

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

## Tuckett's Orinoco Tobacco

NO BETTER  
JUST  
A LITTLE Milder  
THAN



## Tuckett's Myrtle Cut Tobacco

WHICH HAS THE LARGEST SALE IN CANADA.

# TUCKETT LIMITED

Hamilton,

Ont.

**CLASSIFIED ADVERTISING**

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 postages, etc.

**BUSINESS CHANCES**

FOR SALE—A THRIVING GROCERY BUSINESS in the best town in Eastern Ontario—Smith's Falls. Apply Box 430, Canadian Grocer. (4)

GOOD, CLEAN, NEW GROCERY BUSINESS for sale in Eastern Ontario. Town of 2,000 population. Turnover \$20,000 to \$30,000 per year. Store may be rented on easy terms. Apply Box 431, Canadian Grocer.

**SITUATIONS VACANT**

WANTED—FIRST-CLASS GROCER — MAN capable of buying for two fair-sized retail stores in Western Canada; to look after costing and pricing, and oversee underhelp. First-class opening for the right man. Apply, stating salary, experience and references, to Box 429, Canadian Grocer.

SALESMAN WANTED — ONE WHO HAS made good selling specialty or staple line. For a man thoroughly acquainted with the grocery business and with experience in advertising, this is a splendid opportunity. Apply, giving age, experience and salary expected, to Box 500, Canadian Grocer, Toronto.

**PRICE TICKETS**

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

**PRINTING**

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

**MISCELLANEOUS**

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

A BOOKKEEPING STAFF IN ITSELF, doing the work with machine precision and accuracy, the National Cash Register. Write for demonstration literature. The National Cash Register Co., 285 Yonge St., Toronto.

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

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

**MISCELLANEOUS**

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

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

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

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

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

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. Egray Register Co., Dayton, Ohio: 123 Bay St., Toronto; 258 1/2 Portage Ave., Winnipeg; 308 Richards St., Vancouver.

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

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

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

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

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

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

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

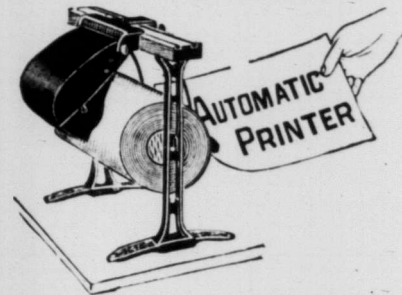
YOU CAN BUY A REBUILT TYPEWRITER from us. We have about seventy-five typewriters of various makes, which we have rebuilt and which we will sell at \$10.00, \$15.00 and \$20.00 each. We have also a large stock of better rebuilts at slightly higher figures. Write for details. The Monarch Typewriter Co.,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

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

**Here's a Bargain In Every Sense**

This neat little machine, selling at a ridiculously low figure, will be the means of saving you a good sum annually.

Reduces Advertising Bills.



because you send your messages about cheap sales, etc., to every home on your wrapping paper and bags.

SEND US A LINE.

**Utilities Limited**  
Bank of Ottawa Bldg.  
MONTREAL

**A CARD**

will bring you interesting information about a number of profitable lines which you should handle.

**Black Olives**  
and  
**Olive Oil**

should be featured strongly during the hot weather, and, needless to say, we can offer you the very best in both lines.

**Black Olives**

are frequently recommended by physicians as a tonic. Why not get a supply and make them your leader?

ADDRESS IN FULL

**H. E. VIPOND**  
197 St. Paul St.  
MONTREAL

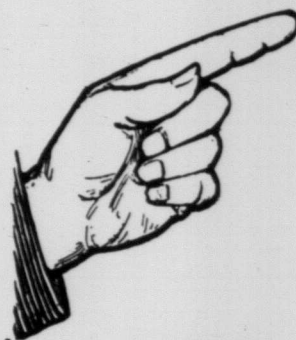


# Century Salt

The Salt With A Reputation

Comes to the Grocer all packed in a neat cotton bag ready for delivery, or in bulk quantities, as required. No adulteration or uncleanness in the preparation.

**THE DOMINION SALT CO., LIMITED**  
SARNIA, ONTARIO



## SEE

the new attractive label which will in future decorate the E.D.S. Pure Fruit and Vegetable products. E.D.S. Jams and Jellies have not only received the approval of the masses but also that of the Government inspector.

The dealer who is looking for a good line, or who desires a better line of Canned Fruits or Vegetables will get the acme in production when he gets the E. D. S. pure variety.

Made only by

**E. D. SMITH**  
WINONA, :: ONT.

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



## ANOTHER REASON

why you should use

## CONTINENTAL GROCERY BAGS

Besides being **GERM PROOF** and having the **MOST PERFECT BOTTOMS** of any bags manufactured, our bags are counted by the newest special mechanism, insuring absolutely **FULL COUNT** and **MAXIMUM NUMBER OF PERFECT BAGS** in each package.

If your Wholesaler does not handle **CONTINENTAL BAGS**, accept no other, but send orders to the Distributors.

ONTARIO: Victoria Paper and Twine Co., Ltd., Toronto; Davidson & Hay, Limited, Toronto; Walter Woods & Co. Hamilton; The Young Co., Limited, North Bay and Sudbury.

MANITOBA, ALBERTA and SASKATCHEWAN: Walter Woods & Company, Winnipeg.

QUEBEC and MARITIME PROVINCES: The Continental Bag and Paper Company, Limited, 427 St. James St., Montreal.

**The Continental Bag & Paper Co., Limited**  
SOLE MANUFACTURERS  
OTTAWA, CANADA



**Stuhr's  
DELICACIES.**

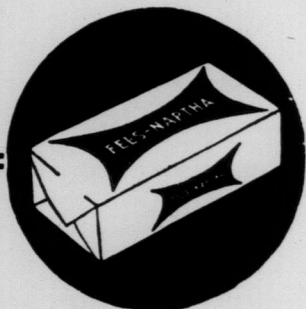
**Genuine Caviare,  
Anchovies in Brine,  
IN TINS AND CLASSES.**

Sold by all High-class Provision Dealers.

**C. F. STUHR & CO., HAMBURG**

**Sells When  
Seen**

Have Fels-Naptha soap in a prominent place where your customers cannot fail to see its attractive wrappers and they'll buy it steadily, without persuasion, because the wrapper reminds every one of them of soap that is satisfactory.



**Merchants  
and  
Salesmen!**

Would you be willing to pay \$2.00 to hear some of the leading authorities on salesmanship express their opinions on this all-important subject? In

**BRAIN-POWER BUSINESS  
MANUAL**

125 Presidents, Vice-Presidents, General Managers, Sales Managers and Star Result Getters, have contributed of their knowledge and experience on such phases of the subject as:—  
The Selling Profession.  
Education and Training.  
Before the Interview.  
Getting Interviews.  
The Approach.  
Selling Talk.  
Answering Objections.  
Selling Tactics.  
Closing Sales.  
Cash with Order.  
Samples.  
Getting the Price.  
Credits and Terms.  
Cancelled Orders.  
Territory.  
Long vs. Short Trips.  
Finding New Customers.  
Salesmen's Relation to House.  
Salesmen and Advertising.  
Expense Accounts.  
Promotions.  
Bribes.  
Conduct Toward Customer.  
Special Tactics.  
Character and Conduct.  
183 pages, 5¾ x 8¾ inches.

PRICE \$2.00 -

TECHNICAL BOOKS.  
143-149 University Ave.  
TORONTO

**YOUR  
SUGGESTION**

**To The June Bride**

will no doubt result profitably for you through a sale — if you suggest an Ermaline Cooking Bag.

There is nothing that helps to make the newly-wed more interested in her home than the knowledge that she is observing modern methods.

Tell her of the possibility of making roasted meats more tender, juicy and sweeter, and the many other advantages that she could obtain through the use of the Ermaline Cooking Bags.

Don't overlook this season, Mr. Grocer, for doing a good sale in Ermaline Cooking Bags. It will pay you well.

Ask your wholesaler, or write us for particulars.

**EDWARD LLOYD**  
LIMITED  
**MONTREAL**



## SPECIAL TO ONTARIO GROCERS

*The MacLaren Imperial Cheese Co*  
*TORONTO*  
*are now Distributors in Ontario of*  
**ANTI-DUST**  
*DISINFECTANT SWEEPING POWDER*

*Sales jumped over 300% in six weeks.*

*If you aren't getting some of this business  
write the MacLaren Imperial Cheese Co. Ltd.  
ANTI-DUST is something quite different to  
ordinary compounds - its quite a favorite  
SAPHO MFG CO. LIMITED - MONTREAL P. Q.*

# Better Buy Beans

Quaker Brand

Best Baked

**Mathewson's Sons**

Wholesale Grocers

MONTREAL



SPREAD IT ON  
THICK AND  
EAT IT BY THE  
SPOONFUL

that's what your  
customers will do  
when they buy

### L. & B. BANNER BRAND JAMS and JELLIES

These Jams and Jellies are so good, pure and wholesome that customers eat lots of it, and buy lots of it.

*Packed in 2, 5 and 7 lb. gold lacquered pails and 30 lb. wooden pails.*

**LINDNER & BENNER, Toronto**  
Phone Park 2985 291 Arthur Street

WESTERN AGENTS:  
Laing Bros., Wholesale Grocers, Winnipeg, Man.



IS THE MATCH ON WHICH  
TO SPECIALIZE. THE MOST  
CAREFULLY MADE MATCH  
ON THE MARKET. IT PAYS  
TO HANDLE THE BEST IN  
ANY LINE OF MERCHAN-  
DISE.

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

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

## The Best in Teas at New and Interesting Prices

Your stocks of tea are probably running low. Before replenishing your chests, send for samples of the under-mentioned. We have some surprising bargains.

### JAPAN TEAS

From 18c. to 50c. in 5, 30, 40, 80, 90 lb. boxes.  
Fannings and Siftings from 10c. to 15c.  
in 70, 80 lb. boxes.

### CEYLON AND INDIAN BLACK TEAS

From 23c. to 42c. in 50, 90 lb. boxes. 5,  
30, 50 sealed tins.

### CHINA TEAS

Gunpowder from 15c. to 37½c. in 25, 40  
lb. boxes.

### CEYLON GREEN

From 15c. to 25c. in 80 lb. boxes.

### YOUNG HYSON

From 15c. to 18c. in 20, 60 lb. boxes.

We specially recommend  
"VICTORIA AND PRINCESS LOUISE"  
BRANDS

Always in stock, large assortment of  
package teas. "LIPTON, TAMIL-  
KANDE, SALADA."

The quality of the above goods is all  
that can be desired.

**LAPORTE, MARTIN ET CIE., LTEE.,**

568 ST. PAUL STREET, MONTREAL

TELEPHONE MAIN 3766

Allison C.  
Aylmer C.

Barr Reg.  
Balfour-S.  
Benedict.  
Bickle J.  
Borden C.  
Bovril, L.  
Brown M.

Campbell  
Canadian  
Canadian  
Canada S.

Carr & C.  
Chaput, I.  
Chivers &  
Church &  
Clark, W.  
Clawson J.  
Coles Mfg.  
Common  
Computing  
Connors  
Continental  
Crescent

Dalley, F.  
Davidson  
De la Ro.  
Distributo  
Dominion  
Dominion  
Dominion  
Downey,  
Dunn, W.

Eby Blain  
Eckardt,  
Edwards  
Eno, Ltd.  
Epps, Ja.



S. Ca  
w

10 C  
w

25 C  
w





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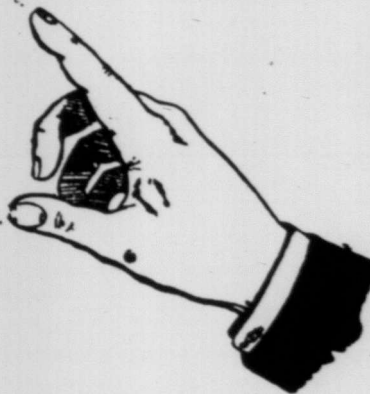
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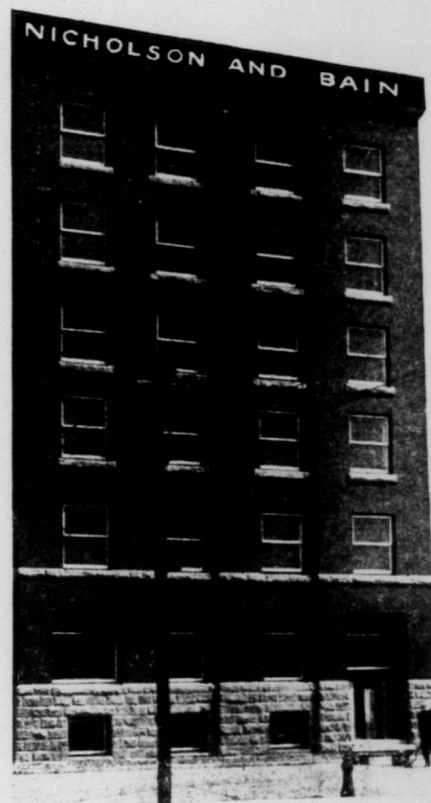
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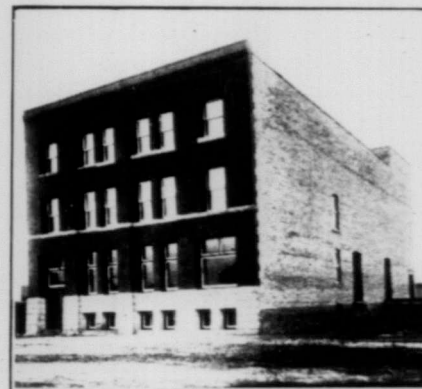
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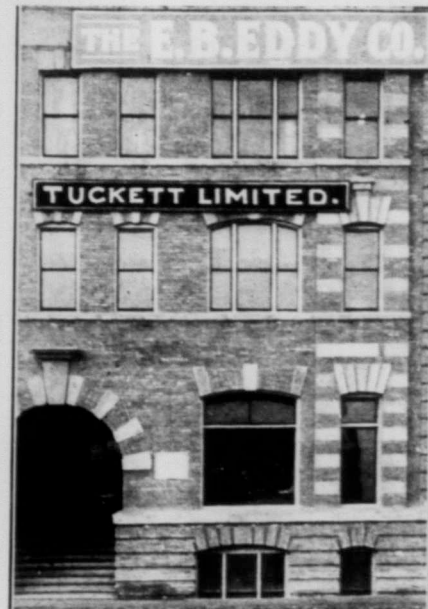
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