

**PAGES
MISSING**

THIS IS THE 1,327th ISSUE OF

CANADIAN GROCER

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

Vol. XXVII.

PUBLICATION OFFICE: TORONTO, MAY 16, 1913

No. 20



Ramsays Limited

FARM CREAM SODAS

The crispness and creaminess of the RAMSAY line of Sodas and Biscuits is unexcelled. Baked in a factory literally bathed in sunshine, where cleanliness reigns and where the latest form of machinery reduces handling to minimum.

5c. pkgs., 48 pkgs. to the "container."
10c. pkgs., 24 pkgs. to the "container."
Dainty shelf cartons.



SODAS in dinner pails. Packed one doz. to the "container."



2½ and 3 lb. lithographed cardboard boxes. Packed one doz. to each "container." Artistic coloring impresses.



Large tin JUMBOS. Packed in bulk—about 21 lbs., also large fibre cartons of same capacity.

NO CHARGE FOR PKGS.

We want you to investigate our other lines of biscuits which, as aforesaid, are leaders in quality.

A FULL ASSORTMENT OF CHOICEST CANDIES IS BEING OFFERED TRADE THROUGHOUT CANADA.

Have you had our price lists?

Ramsays Limited

Montreal

(Successors to Imperial Syrup Co.)

302 NICOLET ST.



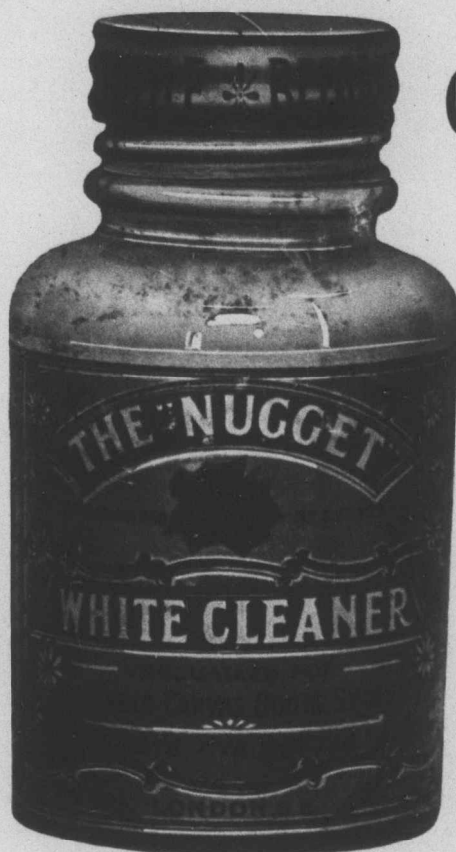
MONTREAL

THE CANADIAN GROCER

“NUGGET”

WHITE

CLEANER



Dries a pure white
and will not rub off
Best for babies' shoes

Retails at 15c. and
gives you a
good margin of profit

For
Buckskin,
Canvas and
Nubuck Shoes, Belts,
Helmets, etc.

ORDER SOME NOW

THE “NUGGET” POLISH Co., LIMITED

9-11-13-Davenport Rd.,

:-

:-

Toronto, Ont.

**HAMMER
HOME
THE
REASONS**

Tell your customers why they should use the quality goods advertised on this page—satisfaction a certainty—profits good.

Stower's Lime Juice Cordial

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

"Stower's" Lime Juice Cordial is one of the most popular drinks. It is delicious—thirst quenching—keeps the blood and digestive organs in an excellent state.

Coco Fruitine Vegetable Butter

From the view-point of economy alone, a woman will be interested to investigate the merits of Coco Fruitine in her cooking and baking. Its absolute purity, rich yet delicate flavor and evident superiority to butter, oil or lard, commend it at once to the economizing housewife. *Nourishing, Palatable*

*"Thistle" Brand Canned
Fish*

The buyers of quality have a particular desire for Thistle Brand fish—they serve the appetite with such delicious satisfaction that to "try" even to sell another brand to one who has already tested Thistle Brand would be useless. The "Thistle" Brand of Canned Haddies, Fancy Lobsters, Kippered Herring and Herring in Tomato Sauce, are canned right where they are caught—at the water side. Sell "Thistle" Brand and you sell the best.

ARTHUR P. TIPPET & CO.

Agents

Montreal

Toronto

SUPERIOR

PROMPT

FAIR



GOODS

ATTENTION

DEALING



We have built our reputation on this class of service. We hold our reputation the same way.



The name *Royal Shield* signifies purity and excellence. Grocers know that this *Royal Shield Brand* not only attracts, but satisfies their trade. *An initial order means repeats.*

Our various houses at central points remove all necessity of delay. Goods are shipped as the orders arrive, and they are shipped carefully.

Our customers remain our customers year after year---merely proving *they get the right goods, the right attention and the right treatment.*

Campbell Bros. & Wilson, Limited
WINNIPEG



Campbell, Wilson & Horne, Limited, Calgary,
Edmonton and Lethbridge.

Campbell, Wilson & Strathdee, Limited, Regina.

Campbell, Wilson & Adams, Limited, Saskatoon.



Used in Dozens of Dishes

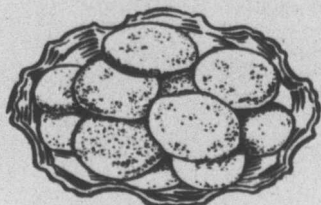


VEAL SOUPS

BORDEN'S
ST. CHARLES, JERSEY
AND PEERLESS
BRANDS OF EVAPORATED MILK HAVE A
BIG SALE FOR COOKING PURPOSES.



CINNAMON BUN



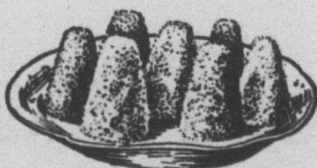
PLAIN COOKIES

BORDEN'S EVAPORATED MILK

is not only used for tea, coffee and cereals at the table, but many delicious dishes can be made; for use in cooking it is convenient and economical. Encourage your patrons to use this quality milk for culinary purposes. They will be pleased with the results and become steady buyers, thus increasing your revenue.



RAISED DOUGHNUTS



POTATO CROQUETTES

Uniform high quality and established reputation make BORDEN'S EVAPORATED MILK easy to sell.

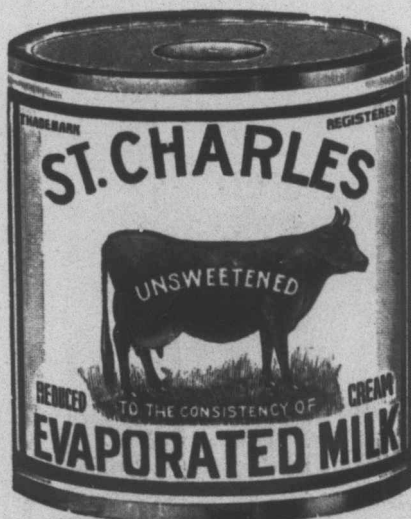
Send for copy of Borden's
Recipe Book
"The Borden Way"



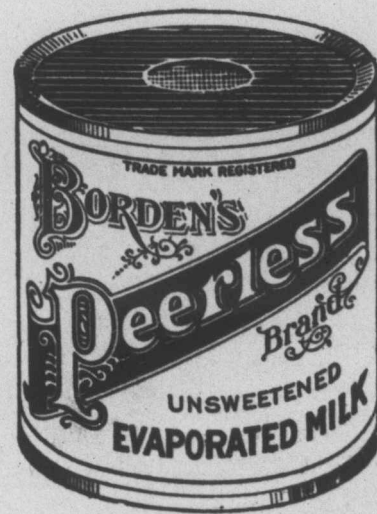
CHOCOLATE LAYER CAKE

BORDEN MILK CO.,
"LEADERS OF QUALITY"^{LIMITED}
MONTREAL

Branch Office: No. 2 Arcade Building,
Vancouver.



UNSWEETENED



UNSWEETENED

Seasonable Sellers

CANNED LOBSTERS.

Prize Cup Brand, 1/2s, 8 doz. cases, doz.....\$2.40

CANNED TOMATOES.

We have secured a few hundred cases of Extra Choice Tomatoes, packed in Sanitary Cans. The quality is extra fine, and the prices are right. Many complained this year of the quality of Canned Tomatoes they received. These are good solid pack and color. While present stock lasts, doz.... 1.35

CANNED SALMON.

ARGO BRAND. This line is selling well. It is a good RED, FLAKY FISH, doz. 2.10

CANNED GOODS FOR FALL.

We are again offering our well known brands, CROSSED KEYS, SOLAR, CANADA PRIDE, ETC. Better place your order now. We always fill all orders IN FULL. 100% DELIVERY GUARANTEED. We have always done it in the past.

CHIVER'S PURE ENGLISH JAMS AND ORANGE MARMALADES.

This is a good summer seller. Better drop us a card and get in on the special introductory offer.

FENWICK, HENDRY & CO.

Manufacturing Wholesale Grocers
KINGSTON - - - - - ONTARIO

Long distance phone No. 125. Use it,
it is free.

RED RIDING HOOD BRAND



5 lb.
SLIP
TOP
CAN

5 lb.
SLIP
TOP
CAN

Samples and Prices from

Maritime Provinces, Quebec, Manitoba, Saskatchewan and Alberta—W. H. Dunn, 396 St. Paul Street, Montreal.

Toronto—Lind Brokerage Co., 47 Wellington St. E. Ottawa—E. M. Lerner & Sons, 11 York Street.

British Columbia and Yukon—Kirkland & Ross, 312 Water Street, Vancouver.

A PROMISE KEPT

In fulfillment of statement made in a former issue of this paper, we are almost in a position to resume manufacturing. Our new factory will be as complete and up-to-date as ever, and goods as high in quality.

ABOUT 23rd INST.
Shipments Will Be Made

C. H. CATELLI, LIMITED
MONTREAL

Manufacturers of Hironnelle (Swallow)
Alimentary Pastes.

THE MARK OF OLIVE QUALITY

Club House Brand

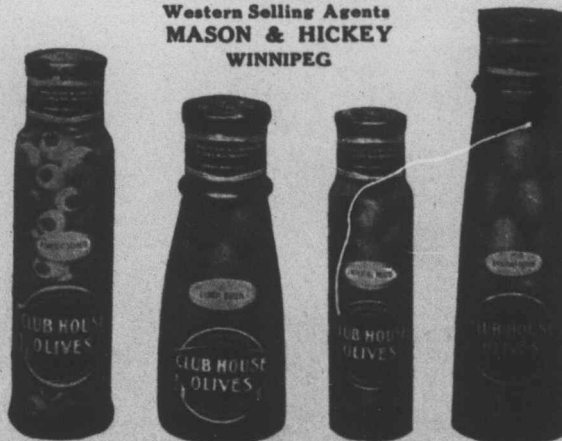
the finest, smooth skinned Spanish olives obtainable from the best localities. They are scientifically processed under the strictest supervision, using great care, skill and cleanliness and "brine" made of water from our own pure Artesian well.

Back of every bottle is our guarantee of quality, assured sales with a good margin of profit. Handle "Club House" Brand Olives. Send your orders to-day.

Gorman, Eckert & Co., Ltd.

London, Ontario

Western Selling Agents
MASON & HICKEY
WINNIPEG





IN THE LIMELIGHT

"Simcoe" Baked Beans

have long since been in the limelight of public favor and will continue to hold this prominent position by reason of their **unvarying quality, large quantity** and deliciousness. All good dealers should handle—our prices will interest you. See your wholesaler or write direct.

Dominion Cannery Limited
Hamilton - - - - - Canada

A Pure Vanilla Extract

WHEN you sell your customer a bottle of Shirriff's True Vanilla you do her a service. She gets a vanilla extract that is stronger than the Government's Standard for Purity—an extract that is sure to please and satisfy her.

Shirriff's True Vanilla

and Shirriff's Lemon Extract, conform in every particular with the Dominion Government's New Pure Food Act. They are pure. They have a high percentage of alcohol. And they are aged until their flavor and bouquet are simply exquisite.



There's a good profit in each bottle you sell—and certain satisfaction to your customer. What more could be desired?

Imperial Extract Co.

Steiner and Matilda Streets

Toronto



Are You Ready

for the summer season with a good stock of E.D.S. Raspberry Vinegar, Grape Juice, etc., also Preserves, Jams, Jellies, Marmalades, etc.

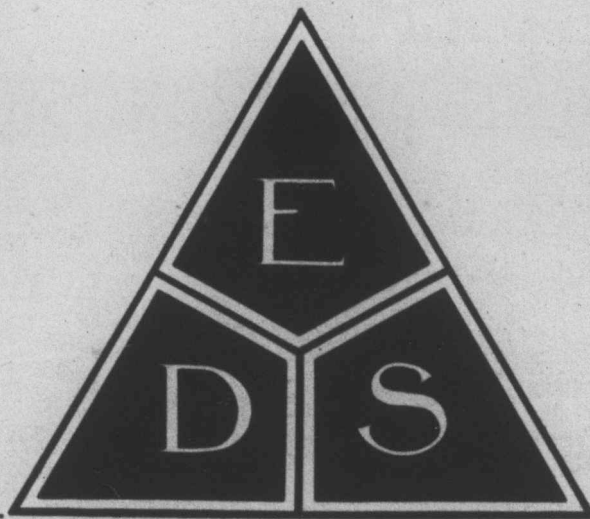
It is good policy to always keep on hand a good supply of E.D.S. Products. Their purity is backed by the "Genuine" stamp of the Government Analyst.

Made only by

E. D. SMITH & SON LIMITED

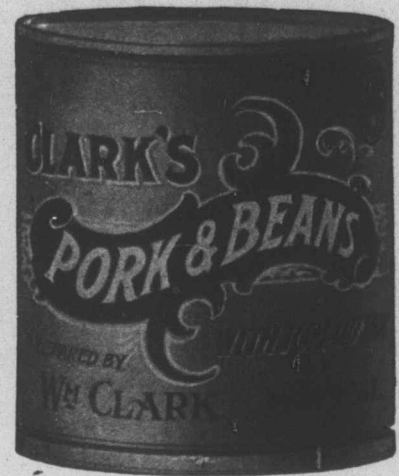
WINONA, ONTARIO

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



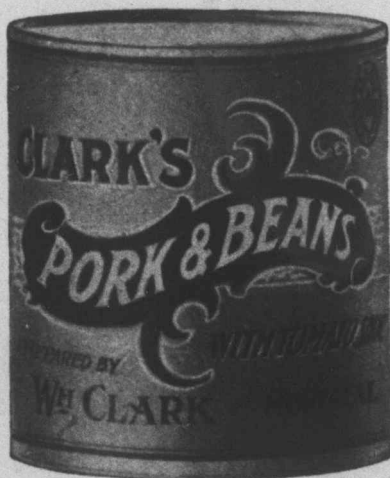
CLARK'S PORK AND BEANS

Plain, Chili, Tomato Sauce



Do you ever pause to consider, Mr. Merchant, which is the more reliable **MONEY MAKER**, the unknown brands which you may sell **ONCE IN A WHILE**, or the brand which the people **KNOW** and **WHICH SELLS ALL THE TIME?**

DO YOU NOT FIND THAT
Clark's Pork and Beans
ARE IN EVER INCREASING DEMAND?



May we tell you some reasons why? **CLARK'S** aim is to give the public **QUALITY**. This is accomplished only by using the very finest material and employing the very best methods of preparation.

CLARK'S extensive and continuous advertising is calculated to **HELP YOU** by keeping the public well informed at all times.

**CLARK'S QUALITY RETAINS OLD FRIENDS.
CLARK'S ADVERTISING MAKES NEW ONES.
CLARK'S GOODS MAKE YOUR BUSINESS GROW.**

WM. CLARK, - Montreal

HOW MANY CUSTOMERS HAVE YOU

who have not asked for H. P. Sauce? Our new extensive advertising is exciting a large demand and your customers are buying it—SOMEWHERE.

Wide-awake Grocers are making a leading line of

H.P. SAUCE

W. G. Patrick & Co., Limited, Toronto,
 Montreal, Winnipeg and Vancouver.
 R. B. Seaton & Co., Halifax, N.S.
 The Midland Vinegar Co., Limited, Birmingham, Eng.



INCREASE YOUR SALES PROFIT AND PRESTIGE

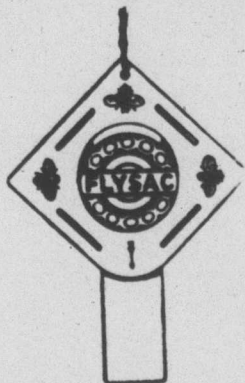
Sell the fly destroyer that does the work.

Flysac Flycatcher

Hermetically sealed. No leakage. Covered evenly with gum.

**HODGSON SUMNER CO.
 LIMITED
 MONTREAL**

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



"Remarkable Value

considering others not as good as selling for more."

This is a remark overheard in a store when a customer called for ANOTHER TIN OF

GILMOUR'S ANTISEPTIC HAND CLEANER

("The Yellow Tin with the Goods in")

Profit so Satisfactory. Repeats so Certain. Tin so Attractive. Work so Effective. You should order right now. Get sample at any rate.

**THE GILMOUR CO.
 604 Papineau Avenue, MONTREAL**



YOU KNOW FROM EXPERIENCE

that the summer season brings with it a steady demand for cooked and prepared meats.

To this end you cannot put in a stock that will satisfy the popular demand and give more universal satisfaction than Brand's Turkey and Tongue, Potted Bloater, Ox Tongue, Sliced Beef, and prepared Fowl of every kind.

Brand's Quality Products always satisfy. You can safely recommend any of the Brand line to your most particular customers.

Order from your nearest jobber.

Brand & Co., Limited

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

MAYFAIR, LONDON, ENG.

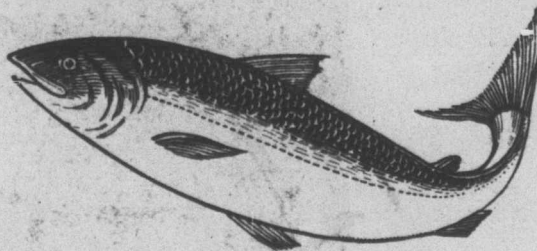
NEWTON A. HILL, 25 Front St. East, TORONTO
 H. HUBBARD, 27 Common St., MONTREAL
 McLEOD & CLARKSON, VANCOUVER



THE CANADIAN GROCER

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

Sockeye



Sockeye

SALMON

Buy—

**SOVEREIGN BRAND
HOLLY LEAF BRAND**

THE FINEST GRADE OF SOCKEYE SALMON

"THE 1913 PACK"

We are booking orders for 1913 goods and have a full line to offer. Our pack is gradually being sold at the low prices quoted, and we would advise you to write us for prices, terms, etc. We can make you an interesting proposition on your 1913 requirements.



ALL GOODS GUARANTEED NO. 1 QUALITY

It will be to your interests to write us for prices. We can show you increased profits on your canned goods sales for this year.



KITCHENER BRAND OF CANNED GOODS

Our goods have the quality of the home-made article and every care is taken in the processing. Nothing but freshest fruits and vegetables used, and stringent cleanliness in every process.



OSHAWA CANNING COMPANY, LIMITED

Oshawa

Ontario

MODERN GROCERY EQUIPMENT

Adds an air of distinction to your store—and
ATTRACTS TRADE.

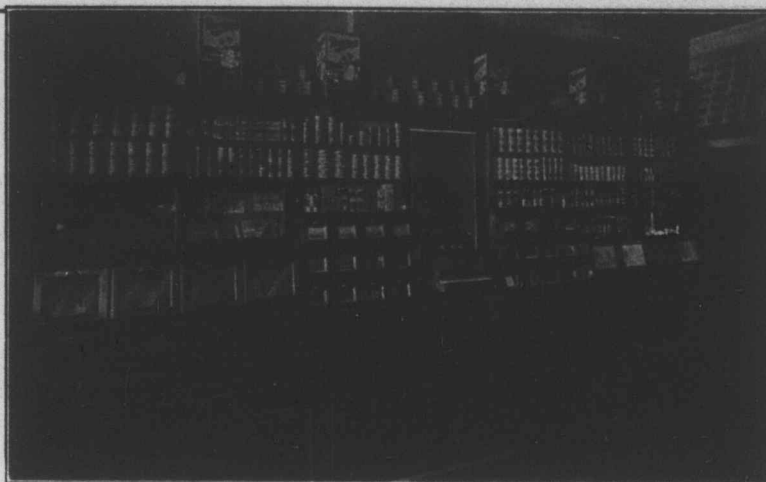
The "Walker Bin" System

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

Is this worth your consideration?

We manufacture the best in show cases and refrigerator counters.

Write now for illustrated catalogue and estimates.



Walker Bin & Store Fixture Co.,

LIMITED



Berlin,

Ontario

REPRESENTATIVES,

Manitoba: Watson & Truesdale, Winnipeg, Man.
Sask. and Alta.: J. H. Smith, Box 695 Regina, Sask.
Vancouver: Western Plate Glass Co., 318 Water Street.
Montreal: W. S. Silcock, 33 St. Nicholas Street.
Maritime Provinces: R. B. Rankine, 4 Wright St., St. John, N.S.



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 proposition before you. For further information write

SMITH & SCHIPPER CO., 138 Front Street, New York

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

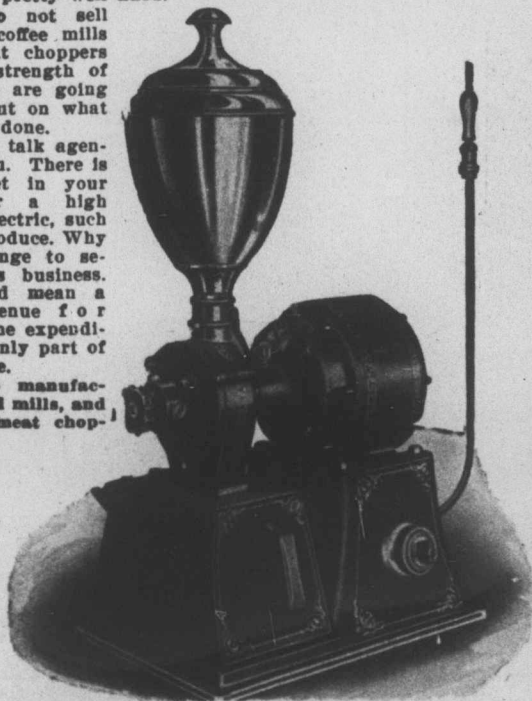
THE MARKET

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

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

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

We also manufacture hand mills, and electric meat choppers.



Coles Manufacturing Co., 1615 North 23rd St., Phila., Pa.

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

By Royal



Letters Patent

NELSON'S
Crystal
Leaf
GELATINE

Unrivalled in the kitchen,
can be obtained from

W. G. PATRICK & CO.
LIMITED

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

CHARLES BOND Limited

Manufacturers of Fine Chocolates

BRISTOL,
England.

LONDON,
England.

MELBOURNE,
Australia.

CARSONS LTD.

Manufacturers of Highest Grade Chocolates, Pastelles
and Cachous

GLASGOW,
Scotland.

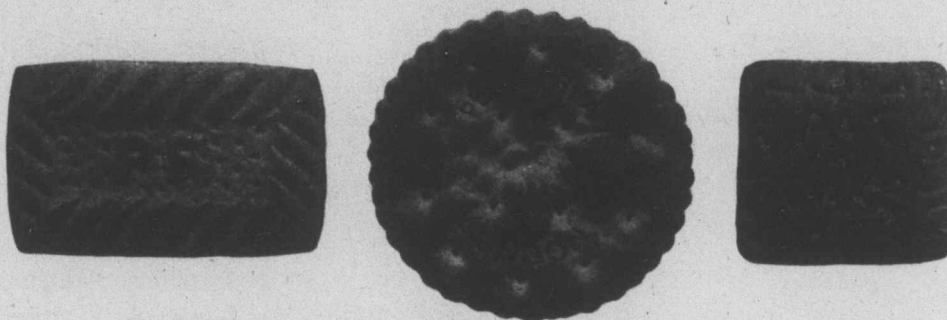
SHORTWOOD,
(Gloucester) England.

LONDON,
England.

MELBOURNE,
Australia

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

THREE VERY POPULAR BISCUITS



P.F. SHORTCAKE

Delicious shortbread biscuits.
About 32 to pound.

About 325,000,000 sold first year.

GOLDEN PUFF

Very light and flaky.
About 42 to pound.

PAT-A-CAKE (reg'd)

Dainty shortbread squares.
About 60 to pound.

Over 425,000,000 sold in one year.

AGENTS: British Columbia—The W. H. Malkin Co., Limited, Vancouver.
Winnipeg—Ruttan & Chipman, Fort Garry Court, Winnipeg.
Toronto—The Harry Horne Co., 309 and 311 King St. West, Toronto.
Montreal and Eastern Canada—Frank L. Benedict & Co., 45 St.
Alexander St., Montreal.

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

Nothing shortens the weekly cleaning-day like
**DIAMOND
 CLEANSER**

It makes the cleaning of sinks, baths, tiles, cutlery, kitchen utensils, etc., an easy matter—saves time and labor. It is absolutely **ODORLESS** and **HARMLESS** to the **HANDS**.

We also manufacture
DIAMOND WASHING POWDER

It is without an equal for washing laces and fine fabrics without injuring them, good for the weekly wash and for washing dishes, etc.

Satisfaction guaranteed Ask your wholesaler for them.

Diamond Cleanser Mfg. Co.
TORONTO LIMITED ONTARIO
LEADLAY LIMITED Winnipeg Agent



**The Continental
 Bag & Paper
 Company, Ltd.**

OTTAWA

**Exclusive Bag
 Manufacturers**

Selling Paper Bags is only a part of our Service. We make it a point to include Best Quality and Strength and Value in every Bag of our Manufacture.

Require your Dealer to supply only

**CONTINENTAL "GERM PROOF"
 BAGS**

DISTRIBUTORS:

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



HELP HER WITH THE BAKING

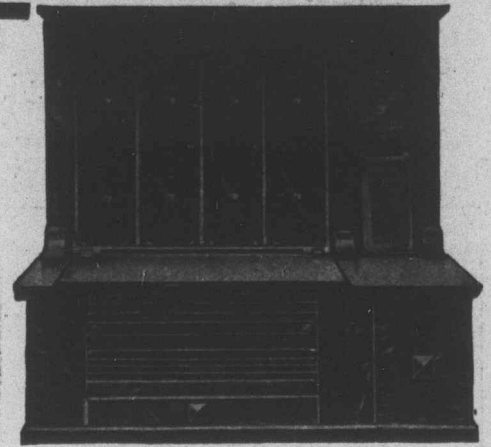
The majority of women take great pride in making fine cake, bread or pastry. They like to have them of even flavor, baked thoroughly but evenly, and above all, tasty. Give them

WINDSOR TABLE SALT

and you make baking success more certain. Poor Salt means poor baking—everything goes "flat" after hours of work over a hot stove, and that means disappointment. Help the housewife avoid that.

CANADIAN SALT CO., Limited
WINDSOR ONTARIO

You'll Find it Easy To Collect Your Accounts if—



—you do as many other merchants have now done—

One of these merchants installed a Barr Register system, and reduced his outstanding accounts from \$3,000 to \$500.

Now, all we ask you to do is to give us a chance to prove that it can do something like this for your business. Isn't this much at least worth

while? If we cannot prove to your utmost satisfaction that it will do this, we are satisfied, and you are put under no obligation whatever. We want to have

You Use a Barr Register

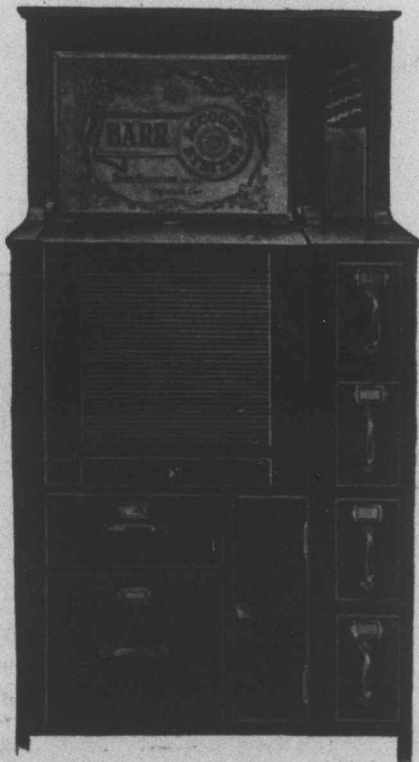
not only because it will reduce your outstanding accounts to a minimum, but because it will do away entirely with the out-of-date system of rendering monthly statements which asks your customers to wait a month before paying their bills, and which in too many cases allows bills to run to such a large figure that the customer is not able to pay it, and in a certain percentage of cases, never does pay it.

If a statement were rendered to this customer when the account was small, the chances are you would have gotten your money. It is easier to collect the small accounts than the big ones. You know that.

Then, again, the Barr Account Register will save you money in your store because it will save bookkeeping. It will do away with the old daybook, journal and ledger method. It automatically keeps your accounts posted up to the minute. It does all your bookkeeping at one writing.

There is no other credit account system on the market just like the Barr. We can easily show you that it has not a near equal for efficiency and ease of operation. Let us show you how easy it is to collect accounts. Let us prove to you that the Barr Register will save money and increase your profits.

Simply use the coupon. Isn't it worth this much effort to make your profits larger?



Barr Registers Limited Trenton, Ont.

BARR REGISTERS, LIMITED,
Trenton, Ont.

Gentlemen:

We would be very glad to have you give us a free demonstration of the Barr Register, showing how it can save money for our store.

Name

Street and number.....

City Province

THE CANADIAN GROCER

Manufacturers' Agents and Brokers' Directory

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

ONTARIO.

A FEW BARRELS

Labrador Herrings

LEFT

\$4.00 PER BARREL

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

Write

NORMAN D. McPHIE
Grocery Broker
HAMILTON, ONT.

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

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

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

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

**CONVENIENT, MODERN,
WAREHOUSING**
at Ottawa, tracks at the door, connection
with steamers. Fireproof. Excise
Bond Free. Write for low rates.
DOMINION WAREHOUSING CO.
44-52 Nicholas Street - Ottawa

WESTERN PROVINCES.

ORR & McLAIN

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

WESTERN DISTRIBUTORS LIMITED

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

G. C. WARREN

Box 1886, Regina
**IMPORTER, WHOLESALE
BROKER and MANUFACTURERS'
AGENT.**
Trade Established. 15 Years
Domestic & Foreign Agencies Solicited

CARDELL, NUTTING & FREE, Ltd.
Formerly

The Western Brokerage & Manufacturers' Distributing Co.
Commission Brokers, Customs Brokers and
Manufacturers Agents. Shipments stored and
distributed. Bonded warehouse in connection.
Your business solicited.
222 Ninth Ave. West-Calgary, Alta.

HOLLOWAY, REID & CO.

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

Woollard & Starratt, Limited

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

NORTH-WEST SPECIALTY CO.

Manufacturers' Agents
Cover Saskatchewan completely. All
large centres visited monthly. Open for
agencies for all kinds of Store Fixtures
and Specialties. Warehousing facilities.
Suite 109 Willoughby-Summer Block
Saskatoon, Saskatchewan.

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

WESTERN PROVINCES—Continued.

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

W. H. Escott Co., Ltd.

Wholesale Grocery Brokers
181 Bannatyne Ave., Winnipeg
We Carry Stock
PHONE US | MAIN 6433
"We Have It" | " 6434
AFTER 6 P.M. GARRY 2163
Robinson & Co.
Magic Washing Compound.

JOHN J. GILMOR & CO.

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

WATSON & TRUESDALE

Wholesale Commission Brokers and
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Domestic and Foreign Agencies
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H. G. SPURGEON
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Wholesale Broker and Manufacturers' Agent
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230 Chambers of Commerce.
P.O. Box 1812.

The J. J. TOMLINSON CO.
WINNIPEG

Wholesale Grocery Brokers.
Office and Truck Warehouse,
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Correspondence solicited on domestic
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WHOLESALE COMMISSION MERCHANT
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Fort Garry Court, Main Street.
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Manufacturers' Agents and Brokers' Directory

(Continued.)

Western Provinces—Continued.

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

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

BRITISH COLUMBIA.

McLEOD & CLARKSON
Manufacturers' Agents and Wholesale
Commission Agents
322-4 Cambie St., Vancouver, B.C.
Can give strict attention to a few first-class
Grocery Agencies. Highest References.

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



STUHR'S
GENUINE CAVIARE,
ANCHOVIES IN BRINE
(Salted Sardels).
In Tins and Glasses.
"Please ask for our offer"
C. F. STUHR & CO., HAMBURG.



Oakey's
The original and only
Genuine Preparation
for Cleaning Cutlery,
6d. and 1s. Canisters.
'WELLINGTON'
KNIFE POLISH

JOHN Oakey & Sons, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass
and Flint Cloths and Papers, etc.
Wellington Mills, London, England

SHIP YOUR CARS TO
FERGUSON'S SIDING
Cars continually loading for all cities in the West and Northwest.
Inland Revenue and Customs Bonds.
Our siding is on G.T.P. and C.N.R., inter-switching with C.P.R. and Midland
Railway. Cars distributed carefully.
FERGUSON BROS., Warehousemen,
123 Bannatyne Ave., WINNIPEG, Can.
We have records in our vaults covering ten years' satisfactory service.

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

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

NEWFOUNDLAND.

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

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

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

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

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Mathieu's Nervine Powders

are a simple but effective remedy
in all forms of headaches—a remedy
which every merchant can recom-
mend as a quick and sure
cure.
Try *Mathieu's Nervine Powders*
yourself at our expense as per cou-
pon attached, if you don't know
them and are a sufferer from head-
aches.
As a remedy for colds and bronchial troubles *Mathieu's Syrup of
Tar and Cod Liver Oil* has become famous and this sister preparation
—*Nervine Powders*—is rapidly winning its way.

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

Please send regular box of *Mathieu's Ner-
vine Powders* to the following address:—
Name
With (Name of firm)
Street
City or townProv.....

Tartan
BRAND
THE SIGN OF PURITY

"Canned Goods"

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

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

BALFOUR, SMYE & CO.,

Wholesale and
Manufacturing Grocers

HAMILTON



THE MCGREGOR PAPER BAG HOLDER.

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

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

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

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

TEA LEAD

(Best Incorrodible)

Buy "PRIDE OF THE ISLAND" Brand

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

ISLAND LEAD MILLS Ltd.

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

Canadian Agents:

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

D. & J. McCALLUM
PERFECTION
SCOTCH WHISKEY

For distinct flavor (not smoky) McCallum's Perfection Scotch Whisky has no rival. It is mellowed with age, and being widely known through our consumer advertising, is taking the highest place in the liquor world.

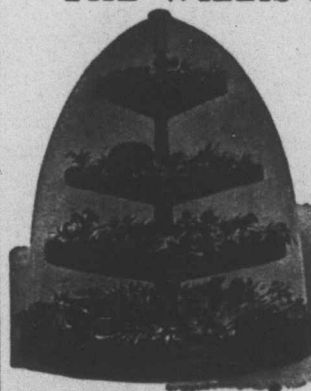
Wm. E. McIntyre, Limited

23 Water Street,

St. John, N.B.

GENERAL AGENT

THE WILLIS DISPLAY STAND



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

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

Write to-day for complete description.

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

WILLIS MFG. CO.
GALESBURG, ILL.

Wholesalers or Jobbers: write for agency proposition.

RICE'S SALT

Salt, the commonest commodity in use in every kitchen in the country, should be of a quality superior even to anything else. This is so of Rice's. It is the finest in the land, and is made in Canada.

We ship promptly. Get our prices

THE NORTH AMERICAN CHEMICAL COMPANY, LIMITED
Clinton and Goderich, Ont.

PAYING LINES ARE WHAT YOU WANT.
WE HAVE THEM TO OFFER.

EXTRACT OF MEAT
(IN JARS)

TURKISH DELIGHT

TEALETS A New Line which consists of all the necessary ingredients viz. tea, prepared milk and sugar for making a cup of tea.

SCHMOELE, RHODES & CO.

Established over 30 years

131 Wool Exchange

LONDON, ENG.

BUYING AND DISTRIBUTING AGENTS WANTED

St. Lawrence

Granulated

100% PURE CANE Sugar, put up in three different sized grains:

Red Label Fine Grain

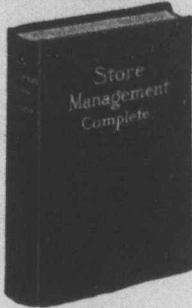
Blue Label Medium Grain

Green Label Coarse Grain

The size of the grain of these several brands will never vary.

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.

ABSOLUTELY NEW JUST PUBLISHED

Send us \$1.00. Keep the book ten days and if it isn't worth the price return it and get your money back.

Technical Book Dept., MacLean Publishing Co. TORONTO

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



THIS "AD." is for YOU to READ, MARK, LEARN and INWARDLY DIGEST.

So Will Your Customers Digest "KIT COFFEE"

once they have tried it.

Put a case into stock now, and prove what we say. Give your patrons a sample (samples are packed in every case). The trial will convince them of the "Kit" superiority—and their orders will come to YOU regularly in future.

KIT COFFEE CO. GOVAN, GLASGOW

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

FREDERICK E. ROBSON & CO. TORONTO



BRITISH and FOREIGN

JAM & MARMALADE PULPS

CITRONS, LEMONS AND BITTER ORANGES FRESH AND IN BRINE

SPANISH OLIVES IN BULK

ESSENTIAL OILS LEMON, ORANGE, BERGAMOT

F. C. GOODING & CO.

FRUIT PACKERS AND SHIPPERS

36 Eastcheap, LONDON, England

CABLES "GOODINGITE LONDON." "ALL CODES."

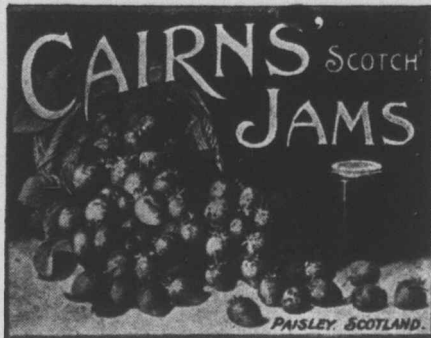
Represented in TORONTO by W. B. STRINGER

Furuya & Nishimura

on the 2nd inst. received samples of

NEW SEASON'S JAPAN TEA

being the very earliest picked leaf, of exceptional fine quality, and arriving in Montreal on above date is quite unprecedented.



The Eating of Cairns' JAMS, JELLIES, MARMALADES, ETC.

reveals the secret of their success. The fresh natural fruit taste of these delicious products is obtained by the use of good solid fruits, most carefully prepared by experts. Royalty, like the people in general, appreciate these delicacies. Quality goods hold and win trade. Add to your profits by pushing Cairns'.



ALEXANDER CAIRNS & SONS
PAISLEY, SCOTLAND

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

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

Century Salt

Are You Looked Down Upon

just because you sell an inferior quality of one of the most important household commodities—salt? Get on the higher plane of doing business and sell salt of undoubted purity—Century Salt. It is a perfectly distilled high grade salt for table or dairy. A trial will prove.

THE DOMINION SALT CO. Limited
SARNIA - ONTARIO

PACKARD'S BLACK "O" SHOE POLISH

a combination of the liquid and paste. Contains no turpentine.



Write for illustrated price list.

L. H. PACKARD & CO., Limited, MONTREAL
JOHN J. GILMOUR & CO., Winnipeg, Western Agents for the Grocery Trade.

A NEW PACKAGE

8-lb. Box 3 Cr. loose Muscatel Raisins now in stock.

Your Customers prefer Original Packages, and your Net Profit increases.

LOW PRICES on 10s and 25s **PRUNES** (all sizes).
Car Just Arrived.

ARGO Deep Red Salmon, 1s, talls.
TALLY HO Med. Red Salmon, 1s, talls
CARNATION Pink Salmon, 1s, talls

We can save you
50c to \$1.50 per case.

OUR SERVICE IS GOOD.

OUR PRICES LOW.

Telegraph or Telephone your Orders.

LONG DISTANCE PHONE 2588.

We gladly pay the Charges.

H. G. SMITH, Limited

IMPORTERS

WHOLESALE GROCERS

REGINA, SASK.

ROYAL SALAD DRESSING



*The Summer
time is salad
time*

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

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

For sale only by

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

WINDSOR - ONTARIO



It is a Mistake

for you to think that the one or two lines of jam you are handling are sufficient to meet all the requirements of your patrons.

L. & B. BANNER BRAND

Jams, Jellies and Marmalades suit both the tastes and pocketbooks of the majority. They are pure and delicious—probably just what some of your customers are looking for.

Lindners Limited

340 Dufferin St., TORONTO
Phone Park 2985

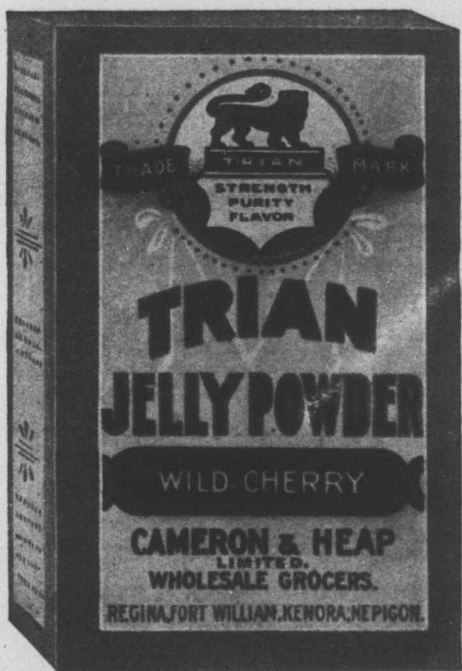
REPRESENTATIVES:

The Amos B. Gordon Co., Toronto

WESTERN AGENTS:

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

QUALITY THAT BRINGS THEM BACK



"TRIAN BRAND" JELLY POWDERS

please the most exacting palate—
they are always selling.

Send to us your next order of
groceries. Our location and facilities enable us to give you the most prompt shipment.

Personal interest taken in all customers, whether small or large buyers.

CAMERON & HEAP
LIMITED
WHOLESALE GROCERS
REGINA FORT WILLIAM KENORA
NEPIGON

It's not *the* "dead beat" that *this* register is built for, but for *the* careless customer.

You will find when looking over your bad accounts that very few of them are those contracted by professional "dead-beats." Your tied-up money is the direct result of carelessness. If you let a "dead-beat" in on your books you can look to be "done" and "done good," for there is little or no way that you can be recompensed. Even jail will not get your money back.



Showing Electric Recorder and Cash Till

The McCaskey Register Stops Carelessness

With the McCaskey Register system you can keep tab on every charge account in your business—know right to the cent what every customer owes you. Every time a sale is made the one writing of the check gives your customer a record of her indebtedness to you without offending her. She knows how much she owes, and she knows that you know, too, with the result—she keeps paid up. The McCaskey system positively prevents indifference, which leads to carelessness, and from carelessness to a bad pay. It also keeps a check on the "dead-beat." Send to-day for full particulars and find out just where you are at.

Manufacturers of "Surety" Carbon Back Counter Check Books.

THE DOMINION REGISTER CO.
LIMITED
TORONTO ONTARIO
Trafford Park, Manchester, Eng
The Largest Manufacturers of Carbon Coated Salesbooks in the World.

GAINING IN POPULARITY DAILY

"Young Tom"

Washing Powder and
"Glycerine Pumice"
Toilet Soap

products of the Young-Thomas Soap Company, Limited, of Regina, are daily gaining the goodwill of households everywhere in Western Canada. High-grade dealers handle these quality lines, including also their Laundry, Toilet and Tar Soaps because they know that they never fail to give fullest satisfaction. You will profit, Mr. Dealer, by lending your aid in placing these lines in the hands of your patrons.

YOUNG-THOMAS
Soap Co., Ltd.

REGINA, CANADA



Exhibit at the first Convention of Saskatchewan Business Men.

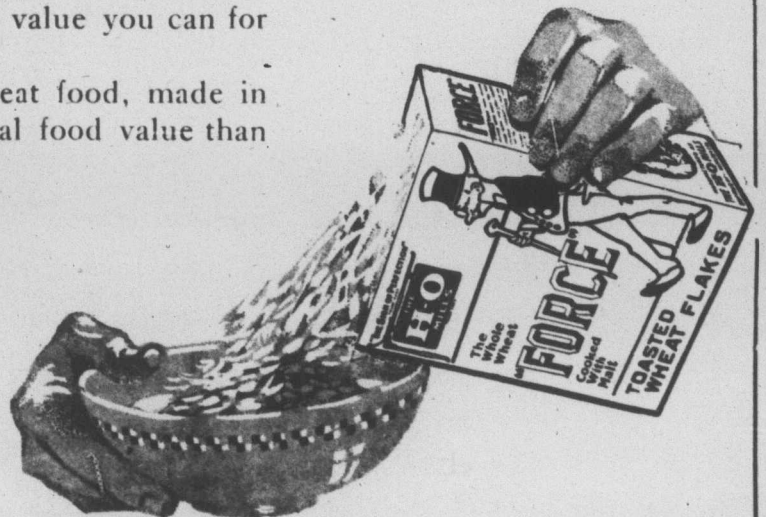
FORCE—The Choicest Cereal in the World. Logically So!

As a grocer, you know more about food values than the ordinary person. You will, therefore, appreciate FORCE. You naturally want to give the best value you can for your customers' money.

"Force" is the best malted wheat food, made in flaked form and contains more actual food value than any other breakfast cereal. The Force process is as exclusive as the Sunny Jim trademark. Do all your customers know "Force"? Speak to them about it.

MADE BY

The H-O Company
HAMILTON





Teas, Coffees, Ex-
tracts, Spices, Jelly
Powders, Canned
Goods, Etc., bearing
the

MOOSE BRAND

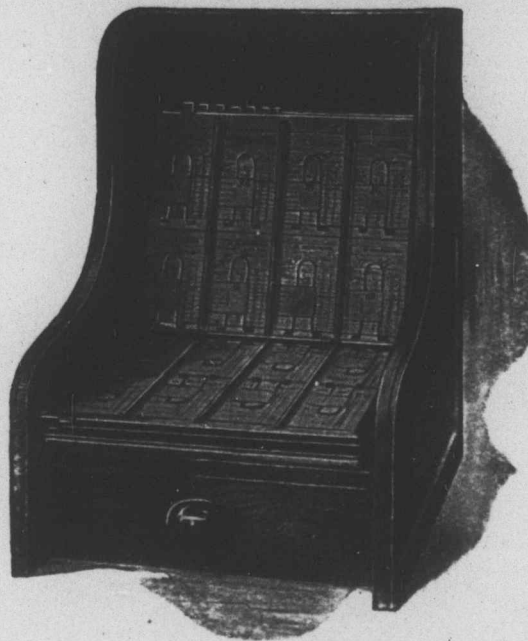
are highest quality in every par-
ticular. They can be relied on
for purity, deliciousness, to give
satisfaction, and to bring repeat
orders. A trial will convince.
Send in your order to-day.

ALL ORDERS SHIPPED THE
DAY THEY ARE RECEIVED.

Moose Grocery Company
LIMITED

Wholesale Grocers
MOOSE JAW, - SASK.

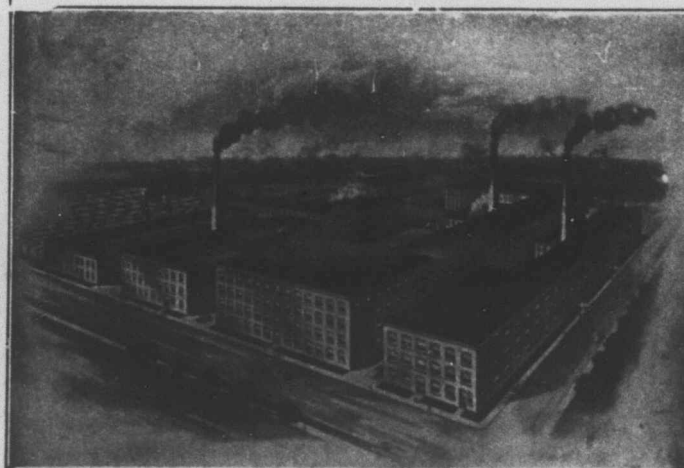
Safe From Mistakes Safe From Fire



That's the way your accounts should be kept

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

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



Live salesmen wanted in some localities.

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

INDIA

CEYLON

Neither Indian nor Ceylon tea alone produces the Red Rose flavor

To produce a tea with the "rich full flavor" of Red Rose Tea from either Ceylon or Indian teas alone is impossible, because neither variety in itself possesses all the qualities of strength, richness, delicacy and fragrance. Each has its own peculiar qualities, but each has its weaknesses.

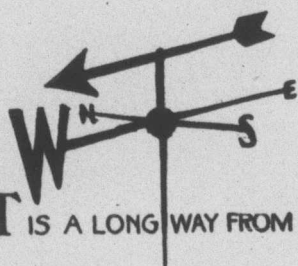
But our expert Red Rose blenders, men who have been tasting and blending teas all their lives, select the right grades of strong rich Indian teas and delicate fragrant Ceylon teas, and produce Red Rose Tea—a tea with such a remarkable combination of strength and flavor—a tea so different and better than any Indian or brand of Ceylon alone, that its unique success has been the outstanding feature of the tea trade.

Red Rose Tea

Head Office: ST. JOHN, N.B.
Western Branches:
Winnipeg, 156 Lombard St.
Calgary, 322-326 Ninth Ave. W.

"is good tea"

T. H. Estabrooks Co., Ltd.
7 Front St. East, TORONTO



WEST IS A LONG WAY FROM EAST

If You're Shipping

West, freight charges may be troubling you. There is a remedy—Re-ship at Regina. Bulk your consignments together for the long haul to Regina. You save a great deal of money doing this. At Regina we will receive the cars and re-ship the various orders promptly over short, direct routes. As our charges are reasonable, and Regina has roads radiating in every direction, this is eminently practical. If you want to consign a stock of goods to us we have ample storage capacity, and will act as your Western Branch, delivering as goods are ordered.

Write us about your particular needs in this direction.

IT PAYS TO USE THE
**REGINA STORAGE AND
FORWARDING COMPANY
LIMITED** REGINA

Makes Friends for you.

"GIPSY" is a millionaire—in friends, the every-day customers upon whom you depend for the larger portion of your profits. Why is this? Because everything that goes into it is of the best. Nothing is too good for "GIPSY." Purchasers soon find "GIPSY" and "EXCELLENCE" are interchangeable terms. When Black Lead is asked for give them

GIPSY STOVE GLOSS

and let it make friends for you.

HARGREAVES, (CANADA) LIMITED.
33 Front Street E., TORONTO.

THE CANADIAN GROCER

KEEN'S OXFORD BLUE



KEEN'S OXFORD BLUE. The blue that insures snowy white laundry and because of its strength, its use is the truest form of economy.

Recommend it to the new housewife, the older folks use no other.

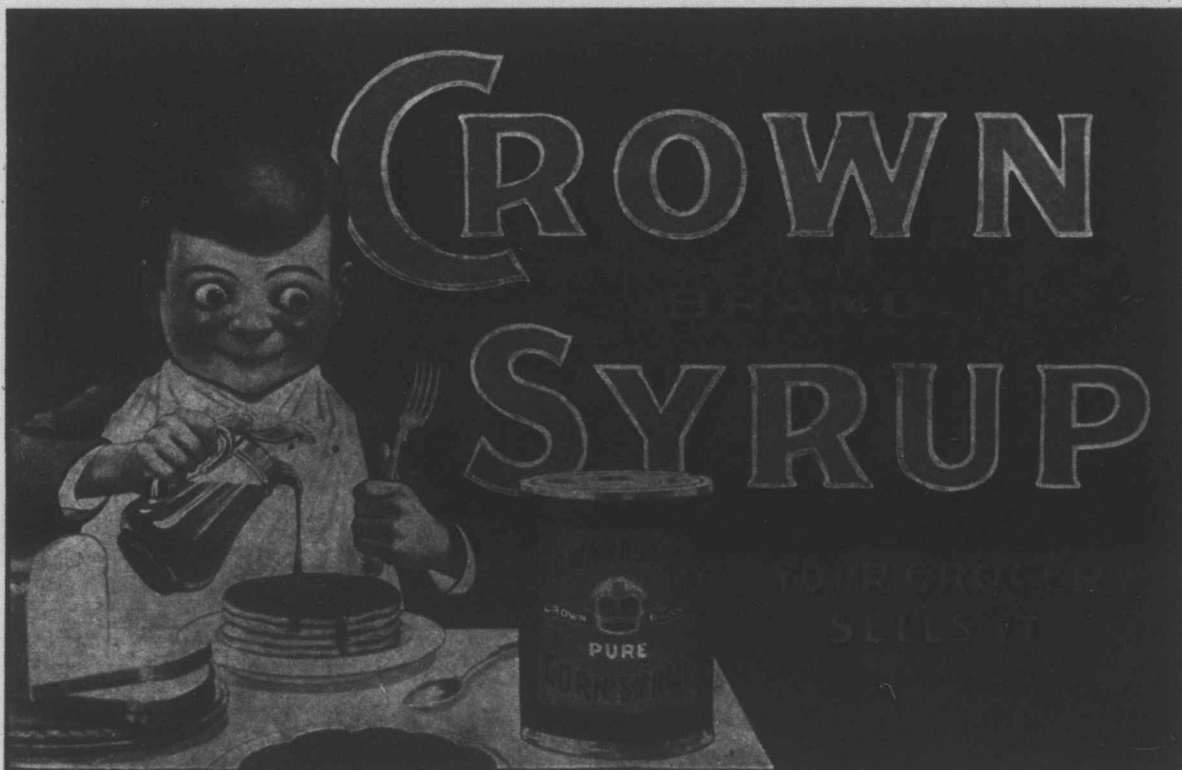
FOR SALE BY ALL THE CANADIAN JOBBING TRADE

MAGOR, SON & COMPANY, Limited

403 St. Paul Street, Montreal

30 Church Street, Toronto

Agents for the Dominion of Canada



ARTISTIC COLOR POSTER
Creating Consumer Demand

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

WESTERN RETAILERS ORGANIZE



Exterior view of the Regina, Sask., City Hall, where 600 Saskatchewan business men met in conference last week and formed an Association.

At what was probably the largest gathering of merchants ever held in Canada, a Saskatchewan Retail Merchants' Association was formed last week in Regina. Almost 600 delegates attended from all parts of the province and for enthusiasm no meeting could have been more marked. One of the best and most far-reaching results will be a more careful system in the extension of credits throughout the province. In fact many dealers have been induced by the discussion to sell for cash in future.

A pleasing feature of the convention was the length of time given to treatment of business problems such as buying, selling, extending credit and cash system. Too often the entire time of gatherings of this kind is taken up in discussing only legislation affecting the trade. Bright things are in store for the men who have become associated with this new organization if every one—officials as well as those in the ranks—will lend their best efforts to its success, at home as well as at the annual conventions.

Special Staff Correspondence.

Regina, Sask., May 13.—The West has a reputation for large things, and it, therefore, seemed likely that the gathering of Saskatchewan business men, arranged for Regina, would prove a thorough success. It is doubtful, however, if even those who worked so hard to make possible this series of meetings had any idea that the retailers would attend in such large numbers, or that they would show such great enthusiasm. It is doubtful, indeed, if a better business gathering has ever been held in Canada. Nearly 600 dealers registered, and at no session did the numbers in attendance fall below 300.

This large attendance, the care with which the programme had been arranged, the thorough study given their

subjects by the various speakers, and the Western vim which all present showed in taking part in the various discussions, made the gathering exceedingly profitable. What the full outcome will be, of course, remains to be seen, but certainly all in attendance got ideas which can hardly fail to be of the greatest value.

Take it for all and all, probably the note struck in favor of a cash system was the feature of the Convention. A number of those present declared their intention of adopting this method of doing business. Others determined to watch credits more carefully.

An Association Formed.

The great result of the gathering as far as it can be seen now was, of course,

the formation of a Saskatchewan Retail Merchants' Association. This is affiliated with the Dominion Association, the charter secured by Saskatoon merchants some little time ago having been handed over to the new provincial body.

At the final meeting of the Convention, officers for the Association were elected as follows:—President, J. F. Bole, of Regina; 1st vice-president, F. J. Agnew, of Prince Albert; 2nd vice-president, W. W. Cooper, of Swift Current; treasurer, J. L. S. Hutchinson of Saskatoon.

The selection of a paid secretary was left in the hands of the officers, who met Wednesday evening and appointed H. J. Robinson. Mr. Robinson has been

acting as secretary for the Retail Merchants' Association of Saskatoon.

Already it has been evidenced that the Saskatchewan retailers intend taking a hand in the making and amending of laws. At one of the Convention sessions Norman MacKenzie, K.C., of Regina, delivered a striking and remarkably practical address on Commercial Law. He suggested two or three reforms for which the retailers might commence work at once, and the newly-appointed executive of the newly-formed association wasted no time in considering the best means of securing these reforms. It seems likely that the Provincial Government will hear from this body before many months have passed.

A General Vote of Thanks.

At the final meeting, where formation of the provincial association was the main item of business, W. C. Painter, of Tantalton, seconded by H. R. Veals, of Ituna, introduced the following resolution of thanks:

"That this Convention extend a hearty vote of thanks to the cities of Regina and Moose Jaw, the Press, the committee in charge, the several speakers, and all those lending assistance toward the bountiful provisions made for our entertainment and instruction. That we, the retail merchants of Saskatchewan present, appreciate this, and will endeavor to do our part towards the attainment of some of those ideals pointed out by the various speakers redounding to the benefit of ourselves, our customers, our province and our own fair Canada."

This was enthusiastically passed, and A. M. Nicol, who had acted as secretary during the entire Convention, was called upon to reply. It was, he believed, the general opinion of the outside public that never had a more business-like gathering been held in Saskatchewan. He hoped that at some later date the association would meet in the capital city again.

Question of Affiliation.

The actual work of forming the association at once started a discussion as to the advisability or inadvisability of affiliating with the Dominion body.

W. C. Painter held that there was nothing to be gained by connection with the Dominion organization. He remembered that the Dominion body had sent 500 members to Ottawa opposing a co-operative Act which had really been in the interests of the farmers of the West, and so indirectly of the Western merchants. It was finally decided, however, that the association's influence in Saskatchewan would not be decreased

at all were it to affiliate with the Dominion body, and that the outside influence might be greater. This conclusion being reached, the election of officers at once proceeded, J. L. S. Hutchinson, of Saskatoon, proposing F. J. Bole for president. The suggestion was received with enthusiasm, motion at once being made that nominations be closed.

"I don't accept this position lightly," said Mr. Bole, in thanking the delegates for their confidence in him, "but I do feel so sure that good work can be done by this organization that I think I am justified in taking the office. We can be a great factor in bettering the conditions of the whole country.



J. F. BOLE, M.L.A.,

of the Regina Trading Co., unanimously elected President of the newly organized Saskatchewan Retail Merchants' Association. This picture was taken some years ago.

"This is a representative gathering," continued the new president, "and I hope the policy will be adopted of shifting the conventions from centre to centre, so that all will get the greatest benefit. In conclusion, I would say that I intend to give the time necessary to make this association a success."

Moose Jaw Next Year.

F. J. Agnew, 1st vice-president, and W. W. Cooper, 2nd vice-president, and J. L. S. Hutchinson, treasurer, were quickly elected, when arose the question as to the next place of meeting. The merchants of Moose Jaw had been exceedingly helpful in making the present gathering a success, and it was felt by a good many that they deserved the honor of the next Convention. On the other hand, a number believed the

gathering should next be held in the north, and Saskatoon was mentioned. The Saskatoon delegation would like to have had the gathering too, but showed themselves good sportsmen by stepping down and themselves proposing that Moose Jaw be the next meeting place.

A wire was received from the Mayor and the president of the Board of Trade of North Battleford urging that the Convention meet there in 1914, but on a vote it was determined that Moose Jaw should get the gathering.

The proceedings of Monday afternoon were largely formal, yet even in the addresses of welcome—too often mere expressions of good-will—notes were struck which gave evidence that the convention would be one of the greatest importance. It became apparent that the men had gathered not only with the object of hearing others speak, but of voicing their own opinions upon the various matters. It became evident, indeed, that there would be some high thinking and plain talking.

S. G. Burton, chairman of the committee which has for some time been preparing for the convention, very briefly opened proceedings. The gathering, he thought, a happy idea. There are subjects of vital importance to business men. This year these have been more important than usual. At the convention many of these subjects were to be treated carefully, and good could not fail to result; but the greater good would come from a free discussion upon these subjects.

The City's Welcome.

Mayor Martin, extending the civic welcome remarked that he could not give the delegates the key to the city, as is sometimes the custom. "There is no key," he stated. "The city isn't locked. It is yours. It is open to all."

Speaking upon the direct object of the convention—upon which, as a retailer he was thoroughly qualified to talk, the Mayor referred to the difference in the merchantizing problems of the West from those of the East. "We are a country in the making, out here," he said, "I think Saskatchewan is the richest province in the Dominion. If not at once, yet in latent wealth. But we are keeping our eggs too much in the one basket. We are too much grain growers. I'm glad the question of diversification is going to be taken up."

H. G. Smith, president of the Regina Board of Trade, and one of those who conceived the idea of the present gathering, referred to the splendid work done by Mr. Burton, and those with him on the committee which arranged the programme. He referred, especially, however, to the half hour's discussion which would follow every paper. That discussion, he thought, would be of the



Group photo of some of the delegates at the Regina convention. This, however, does not show more than half of those in attendance. As there was a reception at Government House for the lady visitors when this picture was taken, only a few of the feminine sex are in it.

greatest value. If the delegates did not make it so it would be the delegates own fault. "Freight claims are going to be treated by a railway man," instanced Mr. Smith. "Let this man hear of your own cases. Tell him of your delays if you have suffered. Let us put our case clearly before these people. It is the only way we will derive the benefit we want.

"The question of Insurance is also coming up. Something may be said of a uniform policy. Let us talk over carefully the advisability of that.

J. F. Bole, welcoming the delegates on behalf of Regina's retailers, jumped right into his favorite subject of credit. On this, or rather on the inadvisability of giving, or taking credit, Mr. Bole feels very keenly. His remarks were received with an enthusiasm which showed how many feel with him, even though they may as yet have been unable to adopt the cash system.

Retailer Next to Farmer.

"At election time," said Mr. Bole, "we all get out and say what a big man the farmer is, and how he has built up the province. This is true, but next to the farmer the retailer is the man who has most helped.

"I'm one of those who has changed from credit to cash. Some say that credit must be given, but I say that if so the retailer should not do it with no security, and let the implement man get all the security.

"I hope," continued Mr. Bole, "that out of this convention will grow a big strong, retailers association. I won't agree to fixing prices; don't believe in it.

But I do believe there are many objects we can accomplish by uniting—this question of credit is one of these. I personally do not think that any man in a large centre is justified in doing a credit business. To change to cash is only a matter of a month's adjustment. Your customers soon get the new idea. In smaller places, perhaps, credit must be given, but if so let us get some way of securing ourselves."

THE QUESTION OF BUYING.

Following an address upon buying from the retail point of view, delivered by H. Snell, of Moose Jaw, arose one of the many interesting discussions of the convention.

Is it best to buy from the traveler or to go down to the market?

How often should a stock be turned over?

Would collective buying prove an advantage?

These and many other equally important points were raised, and so free was the discussion, and so animated, that D. B. Detwiller, of North Battleford, the chairman of the evening, had his hands full to see that all got their opportunity to put a query, or to state their experiences.

A buyer, Mr. Snell brought out, must know his departments. He must know what the business can do, and he must have his finger on the pulse of the community. He must know the demand. Only when the buyer can properly coordinate the wants of the business and of the trade is he successful.

Certain steps can be taken to assist the buyer. Records are of value, and records should be kept. It is well to have a maximum and a minimum amount fixed for staples. Then the stock of these will never be exhausted. Neither will it ever be so large that too much capital is wrapped up.

One of the best ways to determine what to buy as brought out by Mr. Snell is to take the advice of those who are selling. Travelers should know what is moving well elsewhere. They can give useful information.

Study Trade Paper for Markets.

A buyer must know the market. How is he to get the information. "There is no better way," said Mr. Snell, "than through the trade papers, which thoroughly go into this, and which deal with conditions likely to affect the market."

The best buyer, it was pointed out, is not necessarily the man who gets the cheapest goods—rather is he the one who gets the best goods and the right goods. He can only get this desired result by remembering the retail selling end, and he must not be handicapped by bad credit. If a buyer is to do the best work, his firm must keep its credit high. The concern must have a reputation for paying cash, or for paying promptly.

Initiative is another asset of the good buyer which Mr. Snell emphasized. "A man must be ever on the look-out for new lines which will be trade winners for the staple lines. That promotes the general turnover."

In opening the discussion the chairman summed up the address as one which had clearly brought out the desirability

of a buyer getting the closest prices, the best goods, and the best goods at the proper time. In a sentence this did summarize the remarks, but Mr. Snell had started those four hundred retailers thinking, and the questions and comments came thick and fast.

Frequency of Stock Turnover.

"How often should a general stock be turned over in a year to make a profit?" asked J. F. Bole.

"That," said Mr. Snell, "depends largely on the profit. You might turn it once and make a good profit. You might turn it four times and make none. I think though, that a stock should be turned at least three or four times.

"Yes," commented Mr. Bole, "but I think it is the exception when a stock is turned three or four times and money is lost. My experience has been that turning twice means losing money. Turn the stock 2½ times and expenses are cleared. Turn it four times and you make a good profit."

W. C. Paynter, of Tantallon told of his own experience. "I do about \$50,000 business," he stated. "I carry an \$18,000 stock and turn it about three times."

"The difficulty with the country stores," said Hr. Granger of Creelman, "is that while we turn over groceries, there are some lines which can not be turned over often. The question is, should we keep that class of goods at all? What turnover should you have to justify you in keeping these goods?"

While not exactly answering this query, Mr. Curry's remarks bore directly upon it. "In dry goods especially," he stated, "styles change and one is left with a dead stock. These lines, I think, should be bought in small quantities.

T. G. Agnew, of Prince Rupert, brought the subject around to the proper rate of profit. "In the West," he said, "Money is worth about 10 per cent. without any risk. So when a man is taking the risk of business he should get from fifteen to twenty per cent."

This led Mr. Evans, Secretary of the Retail Grocers' Association of Prince Albert to refer to collective buying. "Cheap buying," he said, "makes cheap living. Collective buying enables men to get better discounts, so they can either sell for less or reap a better profit—perhaps a little of both."

"I think that is the right chord," approved W. C. Paynter. "In the Eastern part of Saskatchewan we club in with the merchants of Western Manitoba." The venture, Mr. Paynter went on to state, had been a success, until the Secretary had gone into the real estate business, "and it was all off."

From Traveler or House?

"There are two systems of buying," stated ex-mayor Smith, of Regina, "one is from the travelers, the other from the house. Now can we do better by buying from a reputable man representing a reputable house, or by going down to that house?"

This, it appeared, was a point upon which there was considerable difference of opinion. "As a general rule," said Mr. Snell, "I think we can do as well with the traveling representatives. In some cases it is possible to get goods which are hard to secure from the house, and always it is possible to get a certain amount of service. Personally I would hesitate to buy from a house which would not give as good prices through its traveling representatives as it would to the man who went direct."

A different opinion was held by Mr. Little of Regina. "It is better by far to go to the market in the majority of cases," he said. "There are certain lines manufactured by concerns which do not cover the territory. Perhaps for this very reason they can give better prices. Go into the wholesale or manufacturing plant. Get quotations and select the best and the cheapest. Get staple lines from the travelers, but it is a strong point for the buyer to go to the manufacturer. He can see how the goods are made for one thing, and then he gets in closer touch with the manufacturer and the jobber.

Believes in One Creditor.

"There is another point in this connection," stated Mr. Bole. "We should keep within our working capital. We should get enough from the bank to pay cash for the stock. Don't be under any compliment to the wholesaler. We should be in the position to tell them to go to Halifax. There is no antagonism, but we are all after our own end of the game. So to buy to the best advantage we need working capital, and we need to keep within it. We should have only one creditor—the bank.

"As retailers," continued Mr. Bole, "as distributors of merchandise, we should run our own business, and not let the public run it. Do your own costing. Figure out what you must get to make a nice profit, and figure carefully. The man who says he can do business on 10 per cent. shouldn't be in business. He should be in the asylum. Rents are up. Salaries are up. Then the cost of doing business varies. There are years when it is necessary to expand. One year cost us 22 per cent. The next the expansion had come and we reduced our cost to 17 per cent. I do not know what your costs are, but I doubt if there is one man in the country doing business at less than 15 per cent.

"An American said to me only today," continued Mr. Bole, "that there is not one man in Canada who knows anything of costing. That is untrue, but it is true that there are not enough who know costing thoroughly. Often we don't figure interest in costing. If it is costing us 15 per cent. to do business, we must put on more than 15 per cent. Play the game fair. Do all possible to give good service, but know what goods cost—what the overhead charges are—and if any man lets every Tom, Dick and Harry tell him what credit he is to give, or that he must sell at a certain price because someone else gives that credit or sells at that price, then there is failure ahead."

TUESDAY MORNING SESSION.

Western Freight Problems.

Generally speaking, there are but two classes of people in Canada as far as railways are concerned—those who run them, and those who run them down. When representatives of these two classes meet to discuss the subject of transportation an interesting session results. This proved to be the case at the Regina convention.

Tuesday morning's session was given over to the question of transportation, generally, and to the securing of claims in particular. Two railroad men braved the lions in their den, and spoke. Then the lions—the Saskatchewan retailers—had their say. There was no mincing of words, and little dodging of issues; and best of all as a result of the conference certain beneficial changes have been promised, and generally the procedure necessary to secure claims is much better understood.

D. C. McDonald, Division Freight Agent for the C.P.R. at Regina, had, in what he called a moment of weakness, consented to address the retailers on the general subject of Freight Transportation and Traffic.

The history of transportation, Mr. McDonald pointed out, is as old almost as the world. Moses was interested in this business, he having contracted to conduct the Children of Israel to the land of Promise. "It is reported," remarked Mr. McDonald, "that he had some trouble with washouts."

Transportation, it was urged, is of the greatest importance. It brings together the producer and the consumer. It is second only to farming. Indeed in Western Canada the products would be practically useless were it not for the transportation facilities which take them to the market.

Transportation, Mr. McDonald continued, opens up the country. It is

(Continued on page 34.)



Creating Larger Demand

METHODS ADOPTED FOR SELLING FRESH GOODS

The selling power of artistic display is well brought out by the standpoint which Hood and Benalick, of Guelph, Ont., take on this question. Every time a fresh shipment of jama, olives, bottled goods, etc., is received, this firm makes a practice of arranging in one window a display of the line just in. The attention of their customers is always drawn to the fresh stock by the sales clerks so that gradually their customers come to look in the window for what is new and fresh, and to depend upon articles displayed there being fresh.

The same policy is followed out with regard to fresh fruits and vegetables. For example, upon receiving asparagus, a platter display is arranged on the front counter, made up of asparagus in water, some greens, and a large card stating the price and the fact that the asparagus has just come in. "People are bound to see this," Mr. Hood claims, "and if they don't make some remark about it we call their attention to the display."

When out taking orders one practice continually followed is to mention what is new, and in for the first time in the season. As there is something coming in new almost every week throughout the spring and summer months, Mr. Hood has no trouble in finding something new to present before his customers each week.

AVERAGE NET PROFIT OF \$3,300 IN 24 YEARS

Writing on the possibilities of the retail grocer in the matter of creating sales for new goods, a middle Western Canada dealer gives some strong evidences of how sales can be increased in this way.

"We feel," he writes, "there is no question that the retailer can create

demand. This is our experience with many special lines we stock."

Among the articles particularly mentioned were baking powder, coffee, cocoa, flavoring extracts, dried fruits, molasses, laundry soap, yeast cake, etc.

Seventeen years ago this firm began pushing a certain brand of baking powder because they considered it of good quality and that it ought to be a good line. "Our sale of other brands combined probably does not exceed twelve dozen a year," they claim. With coffee it was somewhat the same. They pinned their faith to a particular line of bulk goods and one in 5 and 10-lb. tins and have worked up quite an extensive trade. For 22 or more years they have concentrated on a certain line of flavoring extracts so that now their trade is confined solely to this brand.

Sales in dried fruits have been greatly increased by installing electrically driven machinery for thoroughly cleaning these goods. "Some people," they write, "who have left the city and moved to places at a considerable distance have thought enough of these goods to send to us for them at Christmas time and pay express charges on them."

Laundry soap is bought in car load lots, so great a demand has been worked up for a particular brand. The selling power of the firm was put behind this line some years ago, and the results have proven that a retailer who has confidence in an article and knows it to possess quality can readily create demand for it over and above what may be asked for.

In selling ground spices, it is found that when put up in sifter top cans they are appreciated.

These are all evidences of the power of the man to sell goods who comes face to face with his customers. "We think," adds this Western firm, "that where one can guarantee the quality of any article there is not much trouble selling it." This concern has been in business in a live prairie city for 24 years. It is understood they have made in that time a net profit of \$80,000 which is an average of more than \$3,300 per year for every year,

good and bad. Two partners have already retired comfortably from the business and the third also wishes to retire now and is offering the business for sale. It would certainly appear as if here were a business operated on the correct principles that extra demand must be CREATED if any pronounced success is to be made.

CREATING DEMAND FOR THE HIGH CLASS LINES

That there are large profits in catering to high-class trade, and in handling quality goods is shown clearly in the store of Geo. Williams, Guelph, Ont., the grocery department of which is under the management of J. R. Pears. Mr. Pears states: "We live practically on specialties and are prepared if necessary to carry on only a specialty trade. On such lines we can always demand a good price and are sure of rendering satisfaction from goods sold."

To sell quality goods Mr. Pears contends that every clerk must become what he terms a 'sales artist.' For this a thorough knowledge of the goods handled is necessary, and for this knowledge Mr. Pears goes frequently to the travelers. "They," he states, "are supposed to know, and we ought to know." With this idea a list of questions is generally stored up mentally for every traveler who comes to the store.

"If a customer enters this store prepared to spend two dollars," states Mr. Pears, "then its up to the sales clerk to take two dollars from him, but being careful to do it in such a way as to insure satisfaction. Quality goods must be talked continually. That is where power of salesmanship comes in. "With preserved gingers, for instance, we have to talk the different methods of preserving the cheaper and better grades, show how they are put up, how used, and the difference in quality, in order to build up a demand for the higher class line.

"In all this, however, there is just a danger of a sales clerk becoming too aggressive and giving offence. You can't sting a customer more than once. For this reason a careful study of people in general is necessary. A sales clerk must learn when "no" from a customer is final.

The CANADIAN GROCER

Established 1886.

Only Weekly Grocery Paper Published in Canada.

THE MACLEAN PUBLISHING CO., LIMITED

John Bayne MacLean - - President.

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

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

PUBLISHED EVERY FRIDAY.

TORONTO, MAY 16, 1913

EFFECT OF NEW SUGAR TARIFF.

For the first time in three and a half months prices of refined sugar have made a change in Canada. It went down 20 cents per hundred pounds on Tuesday morning, following close on the heels of the new tariff schedule announced by the Finance Minister in his budget speech the day before. Not since the last week in January has there been a change. Then it declined 10 cents following a previous reduction of 15 cents per cwt. earlier in that month.

Sugar is now at \$4.40 on Montreal basis, as compared with \$5.35 at a corresponding date a year ago—almost a cent a pound cheaper. It is now at the lowest figure in over two years. Last year the lowest price was \$4.75. The last time sugar was at \$4.40 was in January, 1911. In the same month it dropped to \$4.30 and in February went down to \$4.20, but only for a brief spell. It then began to climb, reaching the high water mark of \$5.85 in September, 1911—the highest point in 22 years.

The effect of the new tariff, which is explained elsewhere in this issue, will be towards lower sugar in the future. In fact the twenty cent. reduction just about marks the basis on which the market will be considered as compared with the past. This does not, of course, mean sugar will always be as low as at present or lower. As in the past, it must conform to the crops, the supply and demand; but the basis of quotation will always be lower.

The tariff change went into effect on Tuesday and includes both British preference and the general duty from foreign countries as far as raws are concerned and foreign countries only with regard to refined. That means that Canadian importers will pay less for refined when buying from foreign countries, but as there is little of this imported it will have practically no effect on the market at present, at any rate.

But in the case of raws, the effect is immediate. In 1912 Canada imported 585,801,492 pounds, or 261,518 long tons of raw sugar. The tariff has been reduced on this both from foreign countries and British Possessions. From the former it has been reduced from 83½ to 57¼ cents per hundred, and in case of the latter from 52½ cents to 40¾ cents. This applies to 96 per cent. test, the usual test basis for cane crystals.

The tariff agreement with the West Indian Colonies, including British Guiana, should materially benefit the sugar industry there. The British West Indies and British Guiana now produce about 200,000 tons and only a portion of this has been coming to Canada, whereas our requirements as indicated by 1912 importations are 261,518 tons. With a substantial preference in our market, the effect must be a considerable impetus to sugar production in our sister colonies. But as these colonies cannot supply all our raws, we must get some from foreign countries. The reduction in duty is 25¾ cents per hundred from these, so that from both these declines in duty, sugar in future will have to be quoted on a lower basis.

A RESULT-GETTING CONVENTION.

When the six hundred representatives of the retail trade in Saskatchewan assembled in conference at Regina last week, they meant business. This will be seen from the report of the representative of this paper in attendance, which appears in this issue.

Not only were litigation matters delved into, but discussion was kept on those questions which, when familiar with, make a man a better merchant. Every reader will find food for thought in the opinions ventilated. How and where to buy right; accounting system; getting new customers; eliminating bad debts, etc., were among the everyday practical problems gone deeply into. No merchant could attend such a gathering of business men and come away without a better knowledge of the work he has chosen to pursue.

One of the features of the convention was the discussion on the cash system of doing business. This is the favorite theme of F. J. Bole, of the Regina Trading Company, in which connection it is interesting to note that his system was fully described in this paper just about four years ago. Whether many will be induced to discard credit for exclusive cash is hard to say, but it can be confidently affirmed that credit extension in Saskatchewan will be more thoroughly watched in future. If a merchant has been led to this one conclusion only, his trip to the Regina convention has been well justified.

The conference with railway men on freight troubles and delays in settling claims was still another important feature. Each party understands the other's difficulties better, and this can lead to nothing but good in the future.

In a word, the big convention was productive of most beneficial results, which will have the direct tendency of lessening many of the troubles with which the trade is beset.

FIRM BANANA MARKET.

Bananas at primary sources have been steadily advancing during past few weeks. Further advances are expected so that on local markets prices are likely to rule high until about middle of July when a drop will be made in order to meet competition of domestic fruits. Primary prices now rule at \$2.80 per cwt. and are expected to advance to \$3.50. This will mean a price of \$1.60 per bunch laid down to the wholesaler, or roughly speaking, 1 cent per banana. If such a price is realized, retailers must charge 20 cents per dozen to show any profit, and 30 cents per dozen would not be surprising the way the market looks now.

The whole situation lies in crop conditions during past eight months. Hurricanes last October destroyed from

65 to 75 per cent. of the Jamaica crop. Fruit imported in the winter showed very poor quality. New crop is now being offered, however, and before middle of June the entire new crop will be matured. During the winter, owing to quality, importers say they lost money right along. Now with better quality to work on they are attempting to retrieve last season's losses. Therefore, with heavy demand, owing to scarcity and inferiority of orange crop, thus making a good opening this season for bananas, prices are expected to rule high throughout.

TEACHING SALESMANSHIP.

Large retail firms are realizing more and more the value of a good salesman. The day of the order taker is over and unless a clerk displays some extra qualifications, he is not likely to grace a space behind the counter of a progressive store for very long.

Many of the big department stores have recently opened schools for the education of their clerks. The T. Eaton Co. is one of these. Some time ago in Toronto classes were begun under the tutorship of an Old Country specialist in salesmanship. Twice a week for half an hour on each occasion, clerks attended the salesmanship school in sections of about fifty. How to approach a customer who is "looking around;" how to carry on the conversation until the prospect purchases; what to do in case of objections, etc., are some of the phases of the work taken up.

These classes are serving to bring to the front those clerks who are enthusiastic in their work, but who did not previously realize just what there was in approach, service and salesmanship.

Every employer can no doubt easily create a greater interest in selling by following similar lines on a smaller scale. By getting a clerk to read articles on selling, approach and service, and by conferences with the entire selling staff, a great deal can be accomplished.

To keep up its end every store must have salesman behind the counter nowadays.

THE ONE-PRICE SYSTEM.

The One-Price System has come in the retail trade—and come to stay. That it is fairest alike to both merchant and customer is recognized. It insures fairness of treatment to the customer and a fair price to the merchant. Furthermore, it eliminates the distrust, the uncertainty and the haggling which were features before the set price came into existence.

Elbert Hubbard indulges in some characteristically strong thoughts on the One-Price System in the last issue of MacLean's Magazine. A few extracts will be of interest.

"The greatest change in modern business came with the One-Price System. This has all been brought about since the Civil War.

"The old idea was for the seller to get as much as he possibly could for everything he sold. Short weight, short count and inferiority in quality were considered quite right and proper. When you bought a dressed turkey from a farmer, if you did not discover the stone inside the turkey when you weighed it and paid for it, there was no redress.

"The laugh was on you. And, moreover, a legal maxim—caveat emptor—'let the buyer beware,' made cheating legally safe.

"The amount of misery, grief, disappointment, shame, distress, woe, suspicion and hate, caused by a system which wrapped one thing when the buyer expected another, and

took advantage of his innocence and ignorance as to quality and value, cannot be computed in figures.

"Suffice it to say that duplicity in trade has had to go. The self-preservation of the race demanded honesty, square dealing, one price to all.

"The change only came after a struggle, and we are not always quite sure of the one price yet. But we have gotten thus far that the man who cheats in trade is taboo. Honesty as a business asset is fully recognized. If you would succeed in business you can't afford to sell a man something he does not want; neither can you afford to disappoint him in quality any more than in count.

"The One Price System has come as a necessity, since it reduces the friction of life and protects the child or simple person in the selection of things needed, just the same as if the buyer were an expert in values and a person who could strike back if imposed upon. Safety, peace and decency demand the One Price System. When we reach the point where we see that all men are brothers, we have absolute honesty and One Price.

"And so, behold! We find the Government making favoritism in trade a crime and enforcing the One Price System by law. And just remember this, law is the crystallization of public opinion, and no law that is not backed up by the will of the people can be enforced.

"As we grow better we have better laws. In Kansas City the other day three men were fined forty thousand dollars each for cutting prices.

"They were railroad men, and railroad men have only one thing to sell, and that is transportation. To cut the price on it and sell to some at a less figure than to others is now considered not only immoral, but actually criminal. The world moves.

"And this change in the methods of business and in our mental attitude toward trade has grown out of a dimly perceived but deeply felt belief in the Brotherhood of Man, or the Solidarity of the Race."

EDITORIAL NOTES.

A hog is a valuable animal these days, dressed or otherwise.

* * *

At last sugar has made a move; but it took a budget speech to budge it.

* * *

The tight money in the country is having the good effect of making the trade more particular in extending credit.

* * *

Saskatchewan merchants have had a great convention. May it be only the forerunner of many more similar great gatherings.

* * *

Prospects were never brighter for a good fruit crop than before last week's frosts. It is to be hoped the damage will be slight.

* * *

To-day the farmer is getting \$3.50 per cwt. more for hogs than at corresponding date in 1911. And the retailer gets blamed for the high cost of living.

* * *

It is estimated that Canadian consumers will save \$600,000 in view of new sugar tariff. Several more thousands might be saved if so much did not go down the sinks in the homes of Canadian consumers.

Reductions Announced in Sugar Duties

Finance Minister in Budget Speech Forecast Important Change in This Item
—As Result Price Dropped Twenty Cents Per Hundred Pounds Next Day—
Several Other Tariff Changes In Connection With More or Less Important
Grocery Articles.

Ottawa, May 15 (Special).—On Monday last the Minister of Finance announced in his budget speech, a number of new tariff duties in which the grocery trade will be interested. Probably the most important of these is change in the basis on which sugar will be admitted. In fact, as referred to in another column, scarcely was the budget speech given than sugar dropped 20 cents per cwt.

With this article it is proposed to abrogate the privilege which Canadian refiners have hitherto enjoyed of importing raw sugar at preferential rates up to an amount equal to 20 per cent. of their requirements from countries other than British Possessions. It is also proposed to reduce the duty on refined sugar up to 88 degrees, general tariff from \$1.08 to 93 cents, and for each additional degree it is to be reduced from 1½ cents to 1 1-3 cents. Raw sugar when imported to be refined, up to the quantity of Canadian beet sugar refined in 1912 and 1913 is to be changed from 31 ½ cents to 25 cents. For each additional degree over 75 degrees, the proposal is to reduce it from 1 cent to ¾ of a cent—this item to expire Dec. 31, 1914. The loss of revenue on sugar is estimated at \$600,000 if the proposals are ratified.

Caused by West Indies Agreement.

This change, as well as many others, was made necessary in view of the recent trade agreement with the British West Indies. That agreement provides that upon a specified list of commodities, the produce or manufacture of the West Indian colonies, the Customs duties shall not be more than four-fifths of the duties imposed upon similar goods when imported from any foreign country, and that upon certain other goods there shall be no duties as against the West India colonies, but certain minimum duties as against the same goods when imported from any foreign country. The West India colonies have for many years had the advantages of the British preferential tariff, and therefore in cases where the existing preference is sufficient to cover the 20 per cent. preference stipulated for in the agreement, or where, speaking generally, the articles mentioned are on our free list, no tariff adjustment was necessary. Of the scheduled list of West India goods entitled to the benefits of the agreement, many are on the free list, and in the case of many others the British preference

was sufficient to satisfy the terms of the agreement.

The Sugar Duties.

The exact wording of the text of the new proposals re sugar is as follows:—

“All sugar above number sixteen Dutch standard in color, and all refined sugars of whatever kinds, grades or standards, testing not more than 88 degrees by the polariscope, per 100 pounds, British preferential, 72 cents; intermediate, 93 cents; general, 93 cents; and for each additional degree over 88 degrees, per 100 pounds, British preferential, 1 cent; intermediate, 1 1-3 cents; general 1 1-3 cents; provided that fractions of five-tenths of a degree or less shall not be subject to duty, and that fractions of more than five-tenths shall be dutiable as a degree; provided that refined sugar shall be entitled to entry under the British preferential tariff upon evidence satisfactory to the Minister of Customs that such refined sugar has been manufactured wholly from raw sugar produced in the British colonies and possessions and not otherwise.

135—Sugar, N.O.P., not above No. 16 Dutch standard in color, sugar drainings or pumpings, drained in transit; Melado or concentrated Melado, tank bottoms; sugar concrete, and molasses testing over 56 degrees and not more than 75 degrees by the polariscope, per 100 pounds, British preferential, 25 cents; intermediate 31 1-4 cents; general, 31 1-4 cents. And for each additional degree over 75 degrees, per 100 pounds, British preferential, 3-4 cent; intermediate, 1 1-4 cents; general, 1 1-4 cents; provided that fractions of five-tenths of a degree or less shall not be subject to duty, and that fractions of more than five-tenths shall be dutiable as a degree; provided that all raw sugar, including sugar specified in this item, the produce of any British colony or possession, shall be entitled to entry under the British preferential tariff, when imported direct into Canada from any British country; provided that sugar imported under this item shall not be subject to a special duty.

135A—Raw sugar as described in tariff item 135, when imported to be refined in Canada by Canadian sugar refiners to the extent of the quantity of sugar refined during the calendar years 1912 and 1913 by such refiners from sugar produced in Canada from Canadian beet root, under regulations by the Minister of Customs, per 100 pounds,

testing not more than 75 degrees by the polariscope, British preferential 25 cents intermediate, 25 cents; general, 25 cents; and per 100 pounds for each additional degree over 75 degrees, British preferential, 3-4 cent; intermediate, 3-4 cent; general, 3-4 cent; provided that sugar imported under this item shall not be subject to special duty; this item to expire December 31st, 1914.

New Schedule on Other Goods.

The text of other tariffs proposed by the Finance Minister are as follows:—

Cocoa paste or “liquor” and chocolate paste or “liquor” not sweetened, in blocks or cakes, per pound—British preferential tariff, 3½ cents; intermediate tariff, 4 cents; general tariff 4 cents.

Butter produced from the cocoa bean, per pound—British preferential, 1½ cents; intermediate, 2 cents; general, 2 cents.

Cocoa paste or “liquor” and chocolate paste or “liquor,” sweetened, in blocks or cakes not less than two pounds in weight, per pound—British preferential, 3½ cents; intermediate, 4 cents; general, 4 cents.

Preparations of cocoa or chocolate, in powder form.—British preferential, 20 per cent.; intermediate, 25 per cent.; general, 25 per cent.

Rice flour, sago flour, cassava flour, tapioca flour and rice meal, per pound.—British preferential, ¾ cent; intermediate 1 cent; general, 1 cent.

Arrowroot, per pound.—British preferential, ½ cent; intermediate, 1 cent; general, 1 cent.

Beans, viz., tonquin and vanilla, crude only, locust beans, locust bean meal, British preferential, free; intermediate, free; general, free.

Cocoa beans, not roasted, crushed or ground, per 100 pounds, British preferential, free; intermediate, 75 cents; general, 75 cents.

Oranges, shaddocks, or grapefruit and lemons, British preferential, free; intermediate, free; general, free.

Limes—British preferential, free; intermediate, 10 per cent.; general, 10 per cent.

Nuts of all kinds N.O.P., including shelled peanuts, per pound, British preferential, 1 cent; intermediate 2 cents; general, 2 cents.

Cocoanuts when imported from the place of growth by ship direct to a Canadian port, per 100, British preferential, free; intermediate, 50 cents; general, 50 cents.

Problems Affecting Old Country Grocers

Interview With Arthur J. Giles, Secretary of The Federation of Grocers' Associations of the United Kingdom—Many Questions Similar to Those in Canada—Necessity of Keeping on the Watch Illustrated—Visitor Meets Officials of Ontario Retail Grocers' Association.

In the Old Country the trade has, what is known as The Federation of Grocers' Associations of the United Kingdom with 15,000 members. This corresponds to the National Retail Grocers' Association of the United States, but as yet, there is no corresponding body for Canada.

The secretary is Arthur J. Giles, who is now in America to attend the annual convention of National Retail Grocers' Association of the United States at St. Louis, Mo., beginning the week of May 19. Mr. Giles' itinerary included Montreal and Toronto and while in these two cities, Canadian Grocer representatives had the pleasure of some interesting conversations with him.

Secretary for Two Decades.

For 21 years has Mr. Giles occupied his present position, and he is therefore thoroughly familiar with the problems affecting the grocery trade in the Old Country. Some of these will have a familiar sound to the ears of the trade here, among them being Co-operative Stores, Parcel Post, following up of delinquents, short weight goods, sufficient net profits, pure foods, etc.

"In Great Britain co-operative stores have been established for some years," said Mr. Giles, "but with an unfair advantage over retailers inasmuch as they are exempt from a tax on revenue derived." This is something like our income tax. He advises retailers to be on the alert to see that no legislation goes through which would give co-operative societies any special privileges.

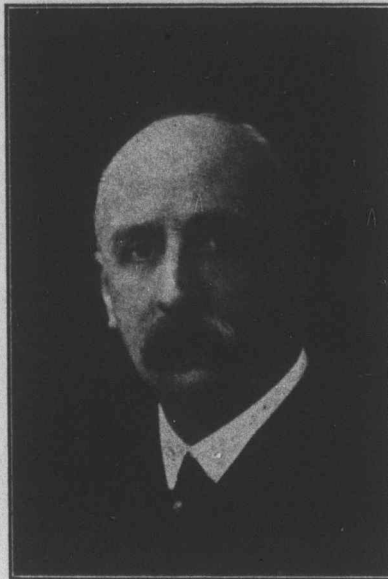
"The strong point of the co-operative stores in getting stockholders is the dividend offer," Mr. Giles declares. "Many people are willing to pay higher prices for goods if they think they are going to get some of their money back in dividends."

Prevented C. O. D. Parcel Post.

In the Old Country there is, of course, a Parcel Post system in vogue. There has been a great fight put up by backers of the mail order houses to have tacked onto this a C. O. D. system. "This would be a most pernicious thing," said Mr. Giles, "and highly detrimental to the interests of the retail trade and the country in general. We have fought it successfully and although it is liable to bob up at any time again, we believe we have the upper hand."

Every Member Helps.

In this connection it is interesting to note just how injurious legislation is



ARTHUR J. GILES,
Secretary of Federation of Grocers' Associations of
United Kingdom, who was in Canada last week.

fought in the United Kingdom. The secretary does not go to the head of the department of the government, through which the legislation is to be introduced. "That would soon play out," said Mr. Giles. "Everybody would know the secretary familiarly and eventually would give him little attention. We make every member assist.

"Our method is to write every one of our members, setting forth the iniquity

of the legislation and we ask each to send a letter at once to the member for their constituency, pointing out why such legislation must not go through. This should not, of course, be a form letter. Every man is requested to write in his own words; otherwise the members would soon discover our plan.

"The result is every member of parliament gets a dozen or more letters from constituents which sets him thinking. Often a bill is killed in this way before it comes before parliament. The secretary doesn't appear in the matter at all. If he attempted to stop the legislation himself, members would more than likely ignore him."

Follow Up Delinquents.

With the Federation of Grocers' Associations of the United Kingdom, are affiliated a great many local organizations of various cities. In this way delinquents are watched pretty carefully. When a man owing an account changes his place of abode, it is first found out where he has gone. The secretary of the association there is informed, and at the same time the delinquent is written a strong letter stating that he had been traced and that unless he paid over the money, he would be prosecuted at once. This very frequently had the desired effect."

Preventing Short Weights.

Evidently, wherever one goes, cases of short weight are to be found in goods received. The Canadian Grocer has given many instances in the past of this trouble to illustrate the importance of weighing everything that comes in. In the Old Country this is something carefully watched. Members are advised to report all such cases to the secretary when they are immediately followed up.

"This," Mr. Giles stated, "has been of wonderful advantage to the trade.

"For instance," he added, "there was a case recently in Hull to illustrate. Retailers there had been securing short weight in lard in tubs from a certain manufacturer outside of Great Britain. When the complaint reached me, I wrote the firm with particulars. The reply came back stating that a strike among the employees must have been the cause. This, I went into, and discovered that the strike had not occurred for a month after the lard had been shipped. The next excuse was that it had been made too close to excessive heat. This was no fault of ours and we wanted to know

Continued on page 44.

MET O.R.G.A. OFFICERS

Mr. Giles spent Friday night last and Saturday until two o'clock in Toronto. On Friday evening he met President D. W. Clark and Secretary W. C. Miller of the Ontario R.G.A. at dinner together with representatives of the Canadian Grocer and Sidney Outhwaite, a former Old Country friend. Three or four hours of interesting conversation followed during which association and trade conditions in the two countries were contrasted. As the visitor has a most complete knowledge of the trade in the United Kingdom and the happy faculty of expressing himself entertainingly, the evening was a most enjoyable one.

WESTERN RETAILERS ORGANIZE.

(Continued from page 28.)

necessary, of course, to make charges for the carrying service. This is an intricate question. The value of the thing carried, its liability to damage, its weight, these all enter into the question. So, general classifications have been made, which, on the whole, make the charges equitable.

From the railroad's standpoint the aim is to carry freight with as little waste as possible. The railwayman's motto indeed has come to be: "Trust in the Lord and pull no empties."

The Tracing of Freight.

Getting down to the questions which are of particular interest to the retailers as consignees, Mr. McDonald referred to the tracing of freight. He outlined the methods adopted to keep track of the rolling stock, and showed that merchants can find where their shipment is. "Be careful in asking us to trace cars, though," he asked. "Remember the railways are more interested than any one else in getting cars to their destination, and in having them back in new service once more."

Then Mr. McDonald referred to the moving of grain, which labor has to be accomplished in a few months. "You can help us and yourselves in this connection," he said, "if you will release your cars promptly. Your holding a car may mean that some farmer who owes you is unable to have his grain moved, and so is unable to get the money to pay his debt. You may think that a little far fetched, but in a broad sense that very thing is happening daily."

Mr. McDonald closed with an appeal to the retailers to do all in their power to bring the farmer to see the necessity of establishing means of storing his grain. He had no sooner taken his seat when a big question was hurled at him.

Said W. J. Peart: "It has been stated in the House that the rate of operation per mile here in Saskatchewan is less than in the East. Why then should we pay more? For example I bought some goods in Pittsburgh, and the rate on them to Minnesota Transfer was 32 cents, and from Minnesota transfer here 72 cents."

At once there came applause, and not a little laughter, as Mr. McDonald, smiling, arose to reply. He was not to be drawn into this question, however, stating that the subject is now before the courts, and that therefore he did not feel that he had better deal with this.

Want to Know Classifications.

T. G. Agnew, of Prince Albert, chairman for the meeting, here brought out the absolute necessity of knowing the rates. "I've been in this country

longer than any of the rest of you," he said. "I came in 1872. My whole experience has been that it is absolutely necessary to know the classifications and the rates."

"There is no excuse," stated W. J. Peart, "why any one in the hardware business should not know the classification various lines come under. These are given in most hardware catalogues. With this information, the retailer can get the rates from the road. Then he can check up weights and watch the rates. I know one firm", he added, "which claims to save from \$5 to \$15 a day by carefully going into this matter."

"In the case of an incorrect classification having been given," stated the chairman, "we make the wholesaler put up. They often make mistakes, and it is just they should pay for these."

C. E. Phillips, of Kindersley, complained that the weight as listed by the wholesale house, and that upon which he was asked to pay freight, often was different.

Mr. Agnew saved Mr. McDonald the necessity of going into this. "I know that is sometimes the case," he said. "I have found it result this way. Take a box of Canada Plate for instance, with a gross weight of 112 pounds. That is often put in by the wholesaler as 100 pounds. When you are billed there is nothing to do but pay. Make your complaint to the wholesaler and let them take it up."

Get Aid From Government.

Here C. G. Burton made a suggestion which was received with great favor, but which, it was decided to leave over until the Association should be properly formed.

"I think," he said, "that the Provincial government should undertake the appointment of a freight traffic expert. To him complaints could be made, and a thorough investigation started. The railways have a rule, you know, that if an agent collects an undercharge, he is responsible for the difference. As a result he is not going to take any risks on classification. He will put the goods in a high class rather than a low."

J. Jones, Freight Claims Agent of the C. P. R., at Moose Jaw, spoke on the question which is his business, and which so closely affected the business of all his hearers. He made his points largely by illustration, and gave many valuable suggestions. Yet, though there was enthusiastic approval of the address, many held with Mr. Bole that the Claims Department of the railways needs a good deal of simplification, in order that the merchant may get the prompt service that is his due.

"Freight claims, and how they can be reduced," stated Mr. Jones, "has

been a problem among railway men for years. The importance is obvious when it is considered that on the Saskatchewan division of the C.P.R. in 1912 \$294,146.12 was paid out. Freight claims, and how to adjust them satisfactorily has driven some men to an early grave and other men to drink. The Railway Employees," proceeded the speaker, "are not without blame for the amount of the claims, but the shippers too are in fault. They are too careless." Mr. Jones instanced the case of silent salesmen, which are shipped often with only a few boards put about them—boards which are dignified by the name of the crate. Furniture is often insufficiently protected. Stoves and ranges are not properly packed. Weight of these has been reduced. The castors are so fragile that they are very easily broken, yet stoves are not crated at all.

The Paying of Claims.

Passing from this phase of the subject, Mr. Jones undertook to show how the merchant should proceed to secure the payment of claims. It was this point which brought about the keenest discussion.

"If you receive goods in a damaged condition," he said, "or if a shortage exists, do not reject the entire consignment. Ascertain the damage or shortage, and have the agent endorse on the freight rate receipt. Then sign only for what you get. Do not sign for ten cases if you get only nine.

"When you have this note of the shortage or damage prepare a claims bill. Send the original bill of lading and the paid freight receipt. If you have not got the bill of lading, attach a memorandum, but immediately write the shipper for this. Then send this claim through your local agent, or direct to my office. I'll demonstrate we pay in three or four days."

Perhaps thinking the merchants would expect too speedy settlement, after this statement, Mr. Jones proceeded to explain why delays are sometimes necessary. "When you consider," he said, "that I only recommend payment of claims, and that these have to be passed upon by four others, who call upon me to prove the claim is just, you can see where delays occur. You must remember to sign only for what you get, and to have a note made of the condition in which the goods are received. If you don't do that you'll be foolish, and deserve to suffer loss."

"Here," proceeded Mr. Jones, "is another way that delays occur:"

"A crate of Chinese tea arrives in Regina, and one of the packages is damaged. Now the claim is made to Jones in Moose Jaw. He sends it to Hong Kong, not being in touch with the case.

THE CANADIAN GROCER

The agent there has to delay pending the arrival of the ship on which the tea was shipped. This applies to all import shipments.

"Many think the claims man the slowest thing on record," remarked Mr. Jones.

"Here, here," someone commented.

The laugh was general, but Mr. Jones came back with a statement that he would be willing to show any particular man why any particular claim was not paid. He then proceeded to flay the shipper for not properly stenciling their shipments. Marks are all right, while the original way bill exists, but this is often misplaced, causing delays. Plainly written addresses are advisable.

Case of Concealed Loss.

"What are you to do," inquired C. E. Phillips, after Mr. Jones had taken his seat, "when you find after paying your freight that there has been damage done, or that a shortage exists?"

"That is concealed loss," answered Mr. Jones. "You should examine the package before making payment, and if there are signs that it has been opened fraudulently, then open it at once in the presence of the local agent. If later you find there has been a mistake made in the quantity report at once.

J. Evans, of Prince Albert, here submitted a number of questions.

"Would it not be well for claims agents to have prepared a pamphlet

explaining exactly how claims are to be made?" he asked among other things.

"I'll do that myself as soon as I get home," answered Mr. Jones.

After congratulating the convention upon having so thoroughly versed a man as Mr. Jones to go into this important subject, J. F. Bole expressed the opinion that there were many faults in the claims system which the retailers should fight to have righted. "The whole system of handling claims is

wrong," he stated. "Take the tea instance, Mr. Jones cited. "Why should not the consignee get his money as soon as the damage is shown? He should be settled with promptly, and let the railroad find out later where the damage was done. If goods are not properly packed it is up to the receiving agent to discover this. The railways get their money before, almost, we have a look at the goods. They should be as prompt in making payment."

Discussion on Cash System the Feature

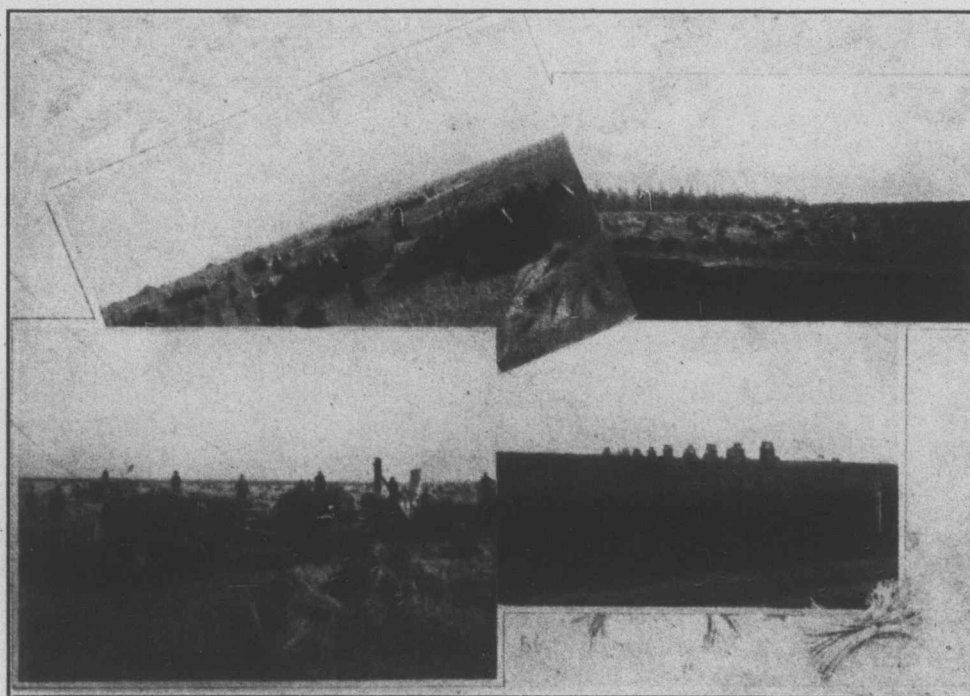
In most events there is a feature which remains long in the minds of those fortunate enough to be on hand. Comic operas usually have their one catchy tune. Baseball matches have their critical innings, or their garrison finishes. So it was in Regina; the great moment in the convention of Saskatchewan retailers undoubtedly being the discussion on the question of cash business—a discussion which occurred Tuesday afternoon, following an address on credits, wholesale and retail, delivered by Henry Detchon, general manager of the Canadian Credit Men's Association, Winnipeg. In hotel rotundas after the meeting, on street corners, and even in the theatre to which the whole conven-

tion adjourned Wednesday night, men could be heard earnestly discussing this question, and making comments upon the remarks of J. F. Bole, who single-handed stirred the convention by his strong advocacy of the cash basis of business.

In the early sessions, Mr. Bole had mentioned the necessity of doing business for real money. Mr. Detchon's address brought the matter more prominently forward, however, and Mr. Bole took the occasion to go fully into his views.

An Emphatic Disagreement.

Mr. Detchon, of course, had spoken on the methods which should be adopted to see that credit was properly given.



Harvesting and threshing scenes in the Regina district. A portion of the West from where comes the No. 1 Hard that has made the Prairies famous.

When he had concluded, Mr. Bole jumped to his feet, declaring that he disagreed with everything which had been said, for he believed that the whole credit system was wrong.

"We are playing into the hands of the enemy," he said. "We complain about the catalogue houses, yet by our very system we are strengthening their hands. We sell on credit, putting ourselves at a disadvantage; for we have not the cash to avail ourselves of cash discounts, and we therefore cannot buy on the best market.

"There is no use talking, money has power, and we are not only handicapping ourselves by selling on time, but we are really working against the best interests of our customers, for we are not getting for them the best goods at the lowest possible price. The only way to do this is for us to pay cash for our stock, and the only way in which that is possible is to get cash from our customers.

Thinks Bank is Place for Credit.

"If we wanted to eliminate credit," continued Mr. Bole, "we could do so. I have the greatest contempt for the silliness of business men, who in this new country, could, have established a cash basis and have not done so. The position of the man giving credit is ridiculous. You start in business in a small way. The man who owns a farm comes along and wants credit, and you give it to him. Why, ten chances to one that man could buy you out, lock, stock and barrel. Perhaps along the line suggested by Mr. Detchon, you have had a good statement of this man's financial standing; but if that statement is good enough for you, it should be good enough for the bank, and it is the bank he should ask to trust him, not you.

"The principal on which business men work in the West seems to be that the better off a man is, the more anxious they are to give him credit. They fear they will offend him and lose his business if they ask for cash. Indeed the only men to whom you are quite willing to give credit are those who could well afford to pay cash.

"Why," continued Mr. Bole, "the American negro knew enough to accept emancipation when it was offered him; but here are 500 of the whitest men of the country who don't know enough to accept freedom."

Good For the System.

There was a good deal of laughter here, but all leaned forward to listen eagerly as the speaker continued:

"You are lean and hungry from worrying over debts you can't collect," he said. "I was lean and hungry too, before I put my business on a cash basis. Look at me now," and again laughter arose.

"I made a clean break. I was forced to this. Some years ago, one 1st of November, I found that I had \$60,000 on the books. 'What will happen,' I asked myself, 'if there is a crop failure.' Why, if we had had a bad year then, I would have been out on the street. I made up my mind I was going to launch right out on a business basis, and from then to now, I have been selling for cash. The city does not get credit from me, neither does the provincial government, and they both buy at my store.

No Believer in Short Steps.

"You may not all agree, but I believe the best way to start a cash business is to start it. I don't think half way measures bring the best results. If you put it up squarely to your customers they will understand your position and be anxious to pay cash. I had people come to me and say, 'isn't my credit good.' I replied, 'I know it is, but I can't afford to do a credit business. This concern is growing on small capital, and to make it profitable, I must sell for cash.'"

"Don't be a slave unto this system any longer," exhorted Mr. Bole, as he concluded. "It is not only a question of getting cash discounts, but your being heavily in debt puts you at a disadvantage. We can do a cash business if we are not afraid to do it. The banker or wholesaler to whom you owe money would rather see good stock on your shelves than bad debts on your books. Don't let any men dictate to you how your business should be run. Don't be a born fool. Sell for cash and cash only."

As Mr. Bole took his seat, Mr. Detchon arose to say that while Mr. Bole disagreed with his remarks on credit, he had agreed with everything Mr. Bole said on cash. "I have been misinterpreted," said Mr. Detchon. "If I am understood to have favored credit. I don't favor credit, I favor cash. But I thought I was speaking to men who were afraid to adopt a cash system."

Character a Consideration.

In his paper, Mr. Detchon showed that there are two sides to credit—What a man is seeking and what he is giving. He referred to the methods adopted by most wholesale houses where credit men pass upon every account, determining whether a man is good enough to ship to

"As a credit man sizes you up," said Mr. Detchon, "so you should size up a customer. The credit man considers the moral risk, the character of the man to whom his firm is considering selling. So you should do. Does your customer intend to pay, or does he hope by some quibble to get out of payment?"

"Then there is the question of financial responsibility. 'Is this man able to pay,' enquires the credit man. 'He seeks his information from the banks, from the travellers, and from the financial agencies. You could get much such information about your customers.

"I judge," continued Mr. Detchon, "that about 90 per cent. of the merchants in the West need credit themselves. You should therefore give information about your business. Don't be afraid to let the mercantile agencies have your financial statement. When a statement is refused one of three conclusions is usually reached. Either a man's credit is so good that he does not need to give the statement: or his affairs are in such a bad shape that he wants to keep them in the dark; or else the man has not the wherewithal, or the ability, to prepare the financial statement. The last two conclusions will certainly do much to hurt a man's chance of raising capital."

Outstanding Accounts Appalling.

"The retailer," continued Mr. Detchon, "has never taken the right steps to get information regarding his customers. As you know we handle insolvent estates, and we find that the majority of failures are due to the large amount of bills outstanding on the books. The amount of money lost yearly by outstanding accounts is simply appalling. I suppose a certain amount of credit is necessary, but I would keep it down to those who will pay in a reasonable time."

Another reason for insolvency, as given by Mr. Detchon is speculation in real estate. Some of this, he stated, seemed legitimate, yet if a stop is not put to it, action will of necessity be taken in the way of refusing merchants credit.

Becomes Real Estate Poor.

Mr. Detchon cited an instance of the way real estate speculation comes. The man goes to a small town and buys his store—very few stores are for rent in smaller places. Then he buys his house. Then he begins to see the possible need of extension and purchases the land next to his store. The result is he is land poor.

"Another mistake which affects credit," said the speaker, "is too large buying. I advise buying from hand to mouth," he said. "Keep goods moving instead of lying on the shelves."

J. L. S. Hutchison, of Saskatoon, acting as chairman for the meeting, started the discussion by stating that he has been getting financial statements on his customers for some time. He found the system a splendid one.

The Slaughter Sale Evil.

Another question of great interest which arose at this time was
(Cont'd. pg. 37.)



The bright and attractive interior of the Sunset Grocery, situated in a suburb of Vancouver, B.C.

A Modern Store in a Vancouver Suburb

The grocery trade in Vancouver, B.C., has undergone a wonderful change during the last two years. The big increase in the population of the city has caused the opening of a great many new stores. Old stores have been modernized or have been moved to new locations and new buildings, so that Vancouver has now some of the finest and best fitted up grocery stores in Canada.

That this development is not restricted to the city will readily be seen from the above photograph of the interior of the Sunset Cash Grocery in that suburb of Vancouver known as Fairview. This business was opened in August, 1912, the proprietors being G. A. Arbuthnot and A. M. Bertram. Mr. Arbuthnot has been in Vancouver for a number of years. Mr. Bertram, who manages the business, was formerly in business in Vankleek, Ont.



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high yielding qualities which make the loaf
texture and delicious tastiness.

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If there is not a Robin Hood dealer
and secure the Agency

ROBIN HOOD MILLS

Two Big Mills - - - -

No. 105

ROBIN HOOD FLOUR

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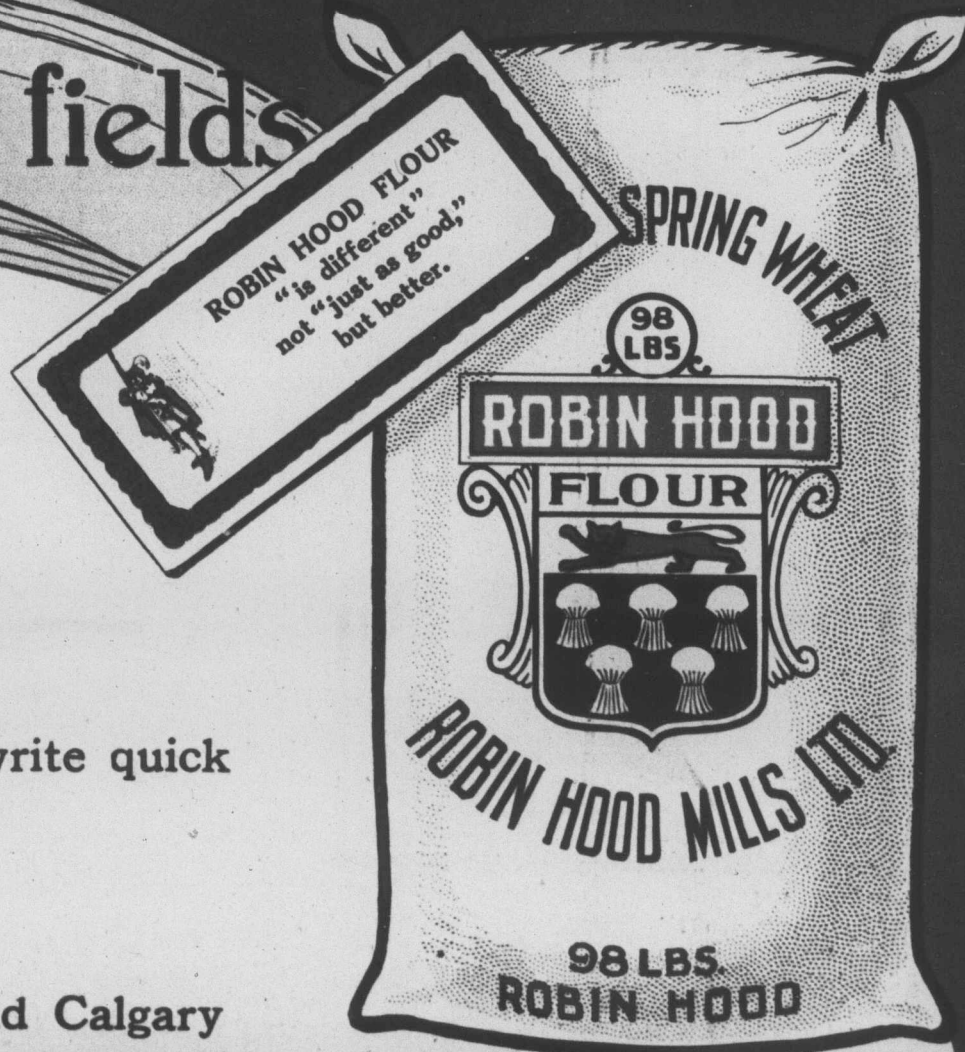
D FLOUR

for merchants.

oc dealer in your town, write quick
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LS, LIMITED

Moose Jaw and Calgary



Vegetables by Weight; Increasing Profits

The Part Played By Custom In Establishing Rules for Selling—Problem of the Dead Beat—Question on Bringing Gross Profits Up to Paying Basis—The Importance of Building on Quality and Reliability.

By Henry Johnson, Jr.

One suggests the following:

"Let us get a law whereby all vegetables, both green and old, and fruits, such as bananas, strawberries, etc., shall be sold by weight."

This man overlooks the fact that custom shapes legislation and the will of the people outruns most laws. In various parts of the country the custom of selling by weight obtains and has obtained for years. So universal is the custom in those localities that there is probably no law covering the practice as yet. This because laws are not required to make people do what they want to do. Practice has clearly shown that weight is the fair measure of certain fruits, vegetables and grains, so these are sold by weight; but the custom is not law-made, it is preference-made.

Bananas Sold By Pound.

In San Diego, in 1906, was a successful grocer who sold bananas at 3 lbs. for 25c. He was the pioneer in the practice, but he had not gone far when others followed suit, and soon everyone was selling bananas by the pound. The dealers liked it, because they knew precisely what they were doing. The people liked it, because they could see exactly what they were getting. No longer was there such a fuss about the size of the fruit. Each got what was coming to him anyway. Sauce for the goose was sauce for the gander.

If you, neighbor, see the need of something similar in your business, go to it and establish the practice. Do not fear that, in looking after your own interest, you need apologize to your customer, so long as you are treating him with equal fairness. Just do it and show him why. That will fix it in your own store, which is all you need care about anyway. Let law and custom follow or not—you will be all right, provided only that your judgment was sound.

The Dead Beat Question.

Another with limited views as to the mission of grocers' associations asked this:

"What is a dead beat? Why do the merchants persist in making the people of their town dead beats? How can a local association do the most good?"

Surely he cannot want anyone to put into words the description of the dead beat as one who obtains credit with the intention of defrauding the creditor out of his money? I think he must have

got himself badly stung just before he propounded the question.

The same applies to his question about the merchants who "persist." Is he one of the guilty ones?

And is his expectation of the answer to his last question not plain? Surely, he means to have the local association do for him what he has not the backbone to do for himself—protect him from the consequences of his own folly in credit-giving.

This is another case of one who wishes rather than does; who seeks to lean on others' strength instead of standing alone; who consequently never gets anywhere in particular—except into the down-and-out club.

Checking Up Gross Profits.

Here is a question, or set of questions, with real meat in them:

"What per cent. should fruit and perishable goods pay in order to make a gross of 20 per cent.? If a store in a farming community earned 14 per cent. gross and you desire to increase it to 18 per cent. or 20 per cent., what goods should bear the most increase? What is the best method of educating people to trade at home?"

Much depends on general conditions. It is obvious that the proportion of fruit and perishable sales makes a lot of difference in the total. Generally speaking, fruits, vegetables, etc., must pay fully 30 per cent. where the general average is to be 20 per cent. This means that you must pay not to exceed 70c for goods which sell at \$1—so do not make the mistake of figuring 30 per cent. advance on your cost. If you are going to make 30 per cent. on the sale, you can get your selling price by adding 43 per cent. to the cost. That will give you a little more than you aim to make but only a trifle.

Or you can take your laid in cost and divide it by 70. The result will be your proper selling price. For instance, oranges cost you \$3.80 per box. Divide \$3.80 by 70, and you must get \$5.42 plus per box. Turn to your tabulation on, say, 150 oranges, and you will find that 150 at \$5.50 per box figure you 44c the dozen; so you will get 45c the dozen for those oranges, to pay you 30 per cent. gross.

But it may happen that oranges are in keen competition, or that they are runnings very firm and fine—or are go-

ing bad rapidly—and conditions must be considered.

If, then, in keen competition you have before you a problem in merchandising—buying and salesmanship. You must score the market for BETTER VALUES, actually BETTER oranges than your neighbors are selling, so that you can get a higher price for yours. This can be done all right, for it is being done by live merchants everywhere. You may keep both kinds—the neighbors' kind at their prices, and YOUR kind at your price. Then, if you have bought right and are a real SALESMAN, you will sell many dozens of the 45c or even 50c, and very few of the competition sort at 40c or even 39c for the sake of excitement.

If the goods are running fine and firm you may shade your figure to 40c for a few weeks, selling oranges low and getting a wider margin on some other things—all so long as you AVERAGE 30 per cent.

If they are running nearly out, getting soft every day, you must try harder than ever for QUALITY and never be guilty of sending out a single rotten or spotted orange. Build on QUALITY and RELIABILITY, so that your average margin may be maintained.

And so it goes all the way through. A merchant, a REAL merchant, will continually feel the pulse of conditions and so shape things, his stock, his purchases, his selections and his selling prices, that he is master of the situation at all times and can, therefore, count on getting his 30 per cent. average, or a little better, all the time.

Which, after all, pretty much covers the rest of it.

You will increase your average margin, whether in a farming or an urban community, by RAISING THE GRADE of your business all the way through; not all at once, nor in a night, nor by a single effort, nor yet by any sudden jump. It is done by degrees, by painstaking watchfulness of QUALITY and SERVICE. It is done by doing for your customers better than they can do for themselves or elsewhere, and not only on PRICE, not perhaps mainly on price; but on the ground of skill, knowledge and good faith. By careful study of your business, by frequent visits to market, where you can become posted on what is going on in the wide world, by enlarging and USING your knowledge for the benefit of your constituents.

that of slaughter sales. "When you take over a store that is insolvent," said Mr. Fields, of Bethuna, "you put this in the hands of the receiver and he starts a cut rate sale. Goods are marketed for half price, anyway, always below cost. People go from the whole district, and all the merchants are hurt. Could not this," he asked, "be avoided?"

"It is one of the great points," said Mr. Detchon, "so far we have not been able to find a remedy for that evil which undoubtedly exists. It does not seem feasible to dispose of the goods in any place save the locality in which the failure occurred."

The question of taking produce in exchange for goods, and the basis upon which payment for this should be determined, was discussed in detail by N. A. Wilson, dairy commissioner for the province of Saskatchewan. Mr. Wilson was entirely out of sympathy with the flat rate price which is now generally followed, claiming that in the general interests of the farmer as well as the store-keeper, the system of judging goods on merit, and paying for them according to merit should be adopted.

In the first place he urged that the farmers are unwise in that they do not follow trade requirements. They flood the dealer with eggs when these are exceedingly cheap, and for the balance of the year very few eggs are obtainable. Did they take the trouble of making their supply stretch over the winter, they would secure greater profits.

"It is a deplorable thing," said Mr. Wilson, "that despite the large quantity of produce bought by all you retail dealers, the quality of this is so poor that we have to get a large part of our produce from the East."

The flat rate system, he considered, entirely wrong. A woman who brought in rank butter secured exactly the same amount for it as one who brought in butter which was carefully made and which gave evidence of having been cleanly handled. "There seems to be no excuse for this flat rate," he said, "except that dealers fear they would lose the patronage of their customers if they gave one more than others."

"This rate," continued Mr. Wilson, "takes away all incentive to good work. You should pay for all farm produce, especially perishable produce on the basis of quality."

Then Mr. Wilson read extracts from letters received from dealers which showed very clearly their realization of the unsuitableness of this flat system of payment.

"It is almost impossible to discriminate for fear of offending customers," wrote one dealer.

"Out of every 10 pounds of butter

produced here," said another, "9 pounds are really good butter fat spoiled."

Still another retailer had written saying that he had been in the retail business for 10 years and had always lost money on dairy butter.

Stronger still was the statement of another general merchant. "I bought 2,000 pounds of dairy butter this year," said he, "and some of it dogs won't eat."

Mr. Wilson pointed out that the loss on eggs in Ontario for various causes is 17 per cent., and that in Saskatchewan it is at least 20 per cent. "Who pays for this loss?" he asked. "It means that the producer gets less for his eggs and the consumer really pays more for them. This is unjust. The producer is the man who should bear all the expense of this waste. Eggs should be tested and a man should get no payment for bad eggs. For eggs, butter and poultry, Mr. Wilson recommended that dealers should establish a system of scoring, making 7c difference in the price according as the various produce fell under the first or the third class."

Mr. Hall enquired if it would be possible to have the Government appoint a man to make an examination of produce so that there might be uniformity in the classification, and so that no farmer would feel that he was getting better treatment from one merchant than from another.

Mr. Wilson thought this might be done, but he felt it would be more a case for the dealers to arrange among themselves than for legislature to consider.

Affect of Insurance on Credit.

Speaking on the question of insurance from the dealer's point of view, Mr. Cook, of Moose Jaw, traced the history of insurance from its inception after the great London fire down, to the present time. He pointed out its value in enabling the extension of credit, owing to the stability given, and urged the advisability of placing insurance only with good concerns, of avoiding placing it through personal friends, providing they had not other qualifications. He went into the co-insurance clause, which simply provides that a man keep his insurance up to at least 80 per cent. of his stock, failing which he will receive only a percentage benefit in case of fire—that is, if he had \$10,000 stock and only \$7,000 insurance when a fire came, he would receive $\frac{7}{10}$ of the \$7,000 indemnity.

This policy, Mr. Cook thought, one which the average man might well leave alone. It gives a better rate, but requires very careful watching. He also spoke strongly in favor of the private chemical extinguishers, one of which he believes should not only be in every store, but in every house.

The Bulk Sales Act.

It is very seldom that business men have the chance to secure the advice of a skilled attorney free of charge. This opportunity was afforded the delegates Tuesday evening, when Norman MacKenzie, K.C., of Regina, addressed them on the Bulk Sales Act and Commercial Law, and when, after making his address he undertook to answer any enquiries which might be made. Questions poured in upon Mr. MacKenzie, and from the trend of these it became very evident that the Saskatchewan retailers intended to go before the local house, and if necessary higher, to get some reversions in the law. The question of liens taken for debt was thoroughly thrashed out; the general opinion, apparently being that the law on this point is altogether in favor of the farmer as against the merchant.

Mr. MacKenzie traced the growth of Commercial Law. It was established on the customs which came into vogue at the early fairs or markets. In Canada he stated there is not what might be called definite commercial law, and there are no courts definitely given over to the commercial affairs, yet in the railway commission, which is working with splendid success, something along this line is in operation. "This railway commission," said Mr. MacKenzie, "is exceedingly important to you gentlemen. It deals with one of the greatest forces in trade—the railways. It seems to me that you should hold yourself ready to unite with any other force which is aiming to lower freight rates, as they should be lowered.

"I believe," he added, "that the railway commission is capable and ready to act, yet your suggestions along this line will undoubtedly help.

Mr. MacKenzie here made a suggestion that a certain amount of commercial duties should be given to the magistrates, who, as he said, are chosen largely for their common sense. Small cases with reference to debt might be tried before them, and the work of justice thus be facilitated.

To Prevent Bad Debts.

The importance of finding out a man's financial position, so that the advisability of extending or refusing him credit might be determined—a subject which had been brought out in a previous session—was dealt with by Mr. MacKenzie. He believed that one of the best ways to determine a man's financial position would be to have certain changes made, which would enable anyone going to the registry office to find what the man owned. Such a privilege, he believed, could be easily secured.

"Our courts," remarked Mr. MacKenzie, "are good up to the time you get a judgment, but you can't collect.

Now if you could send out a summons and find out what a man can pay, then a judgment could be made providing that a certain sum be handed over to you every month, or that the debtor go to jail. This seems to me a change which might be readily affected. There are nice points to be considered of course. For instance the man might claim that by going to jail he had paid the debt. These things, however, could be arranged.

Liens Against Homesteads.

Referring to the question of liens, Mr. MacKenzie brought out the fact that land used to be of little value, and that men were in need of protection. "I know," he said, "a good many men would have been willing to take \$160 for their ¼ section, and not being able to get it, they are millionaires to-day. These people needed protection then to enable them to hold their land, so their homestead was exempted from any seizure. On the other hand, these people at present are worth often hundreds of thousand of dollars. Yet, through this law, they are in a position to laugh at their creditors. You can place a lien on their homestead, but this merely enables you to collect your debt in case the man sells the homestead. The lien is simply a cloud at the owners title.

"I have not found a lien on a homestead, is of great good," said Mr. Painter, of Tantallon. There may be and often is more than one lien against the property, so that even in the event of a man selling, you only recover a small part of your debt. The thing to do," he added, "is to adopt a cash system. Sell for cash like the farmer, and ask the government to repeal all laws for the collection of debts."

Peals of laughter followed this thrust. Then this laughter turned into enthusiastic applause as a vote of thanks was moved Mr. MacKenzie for his splendid address, for the practical suggestions he had made—suggestions, it was felt, which will be acted upon and which will work for the betterment of the retail business.

Banking in the West.

C. O. Hodgins, manager of the Sterling Bank of Canada in Regina, was called upon to speak on the question of banking—a question which is of vital importance to the retailer in a season like this.

Mr. Hodgins thought the banker is hardly given his dues now-a-days. He is regarded as a subject for jest. Indeed the other night a comedian at the theatre began telling of a young man who was earnestly pressing his suit for a young lady's hand. The young lady had wished to know about his family—how far he could trace his descent.

"Well," said the young man, "father

was a banker and they traced him as far as Cuba."

But, aside from being a subject for jokers. Mr. Hodgins pointed out the great importance which the banking institution has attained, and showed very clearly the necessity of the banker and the would-be borrower understanding one another. People, he said, often expected the banks to do what the law would not allow them to do. People want banks to do what no sane man would do. Insurance companies will not insure a sick man. A bank should not take a chance on a financially sick man.

This led Mr. Hodgins to speak of the question of general conditions in the West. "The people of this province," he said, "and of all the prairie provinces, are not savers. They put money in the bank simply to draw it out to invest. In Ontario I have seen men start an account with \$5 and never make a single withdraw until they had enough to buy a farm. We in this country must get something of that spirit. We must get down to saving in order to pay back what we owe. We must take to mixed farming—land is too valuable now for only grain farming I believe we should use the produce of mixed farming to pay the expenses, and pay off the indebtedness of the farm with the grain.

Extension of Credit.

One of the greatest problems a merchant faces is undoubtedly the securing of credit. Into this matter Mr. Hodgins went at some length. He urged the need of absolute confidence. A banker would not make or recommend a loan unless he believed in the man. It is a known fact that a man who has failed once is more liable to fail again. It is therefore exceedingly important that a man would watch his business carefully and see that all goes well.

"Guard your credit," urged Mr. Hodgins. "If you have to return a draft, write and explain why. Credit is worth more to a man than money.

"Be absolutely honest with your bank Put in your bad debts in your statements once in a while—providing you have any bad debts. This will pay you in the long run, for otherwise the manager will remember your statements did not always work out as well as they appeared."

Address on Advertising.

"What is the dynamic force that brought you into Saskatchewan?"

With this question Arthur Hawkes gained the attention of every man in the convention, as he started his address on the Saskatchewan retailer and his customers abroad.

"In coming here," said Mr. Hawkes, "you are all looking into the future

more than the present. You select the place not where you saw the greatest business, but where you saw the greatest prospect of increasing the business.

"Now," he continued, "where is this increased business coming from? You want to get an idea of who is coming over the hill and what he is coming for. That is, two-thirds of the science of modern business.

"Things are changed even in this new country," the speaker continued. "We learn that in the older districts collections and payments the slower than in the new. This is not hard to understand. Whereas people used to come from 50 miles north to 50 miles south, now they only come from a radius of 10 miles. Yet, though better railways have decreased the territory from which a town may draw, there is no reason why the trade should not increase. In almost every Saskatchewan neighborhood there is a great amount of unpopulated land. Look ahead you merchants and see what that means. Your object in commerce is not to boost the price of land and to make it difficult for people to get on it. Rather it is your interests to make it easy for people to establish in your community. That means increased money coming into the town.

Study Immigration Policy.

"Can you estimate the economic value of a new settler in your district? Indeed the essence of all your progress is to get more people into vacant lands. How can you do it?"

Speaking along this line Mr. Hawkes urged that the various communities take advantage of the immigration policy adopted by the Federal Government. "Work from the inside out," said Mr. Hawkes. "Get in touch with the settlers who have already come to your community. Make the district attractive to them. Induce them to write to their friends urging them to come to the district. The Government will bring these people in for you, and they will come direct to your locality—direct to your store for supplies.

"It is a brave thing for these people to come 2,000 miles to a new home," said Mr. Hawkes. "They think of the comforts which they will find for their wives and for their children. Make them see through their friends who are already in your midst, that their families will be comfortable if they settle in your territory. The man who hesitates to come to a new district for fear his wife and children will miss some comforts, is the very man who is worth your while getting."

Practical Evidence.

Mr. Evans, of Prince Albert, mentioned some of the steps taken in that community to get new settlers. Each settler in the community was asked to

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give ten names of those in his home community who might come out. These were written to, and all information about the district was sent. Some of them did come. Others could not come themselves, but referred the Prince Albert Committee to friends of theirs—so a large list of prospects has been secured.

The case of North Battleford; in 1905 a city of tents, now a real city, was mentioned by Mr. Detweller. Difficulty here had been experienced in that there was no accommodation for immigrants, and to meet this a municipal lodging house had been established. "We must," said Mr. Detweller, "look after the immigrant when he comes."

G. C. Rooke, a representative of the Association of Chartered Accountants of Saskatchewan, read a paper at this meeting dealing with uniform system of book-keeping for retail merchants. This is exceedingly thorough and it has been decided to have the paper with explanatory forms printed, that any interested merchant may get a copy. From the Credit Men's Association at Winnipeg, this may be secured.

LIST OF DELEGATES.

H. J. Robinson, Saskatoon; S. Chipperfield, Hubbard; E. MacKenzie, Dundurn; A. G. Nicol, Nokias; J. P. Laurent, Bradwell; A. B. Dethiller, North Battleford; S. T. Brown, Simpson; Mrs. Brown, Simpson; T. J. Agnew, Prince Albert; J. Evans, Prince Albert; R. W. Morrison, Winnipeg; Mrs. R. W. Morrison, Winnipeg; R. R. Anderson, Swift Current; J. and S. Hutchinson, Saskatoon; Fred Wilson, Moose Jaw; T. D. Agnew, Prince Albert; W. C. Paynter, Tantalion; F. Fielding Cottrill, Simpson; A. N. Sotrang, Dilke; E. Spennay, Bethune; F. F. Meldrum, Bethune; J. A. Stewart and wife, Vanguard; W. H. Elkerton, Chamberlain; Peter Kleckner, Vibank; Mrs. Kleckner, Vibank; Anton Huck, jr., Vibank; H. Furby, North Battleford; G. F. Bell, Davin; J. J. W. Bell, Regina; W. A. Anderson, Regina; J. P. Beauchamp, Qu'Appelle; James E. Robinson and wife, Liberty; S. Pringle, Saskatoon; U. J. Soupy, Aylesbury; J. C. Thompson, Regina; A. J. Noptruff, Glenavon; W. S. Smith and wife, Regina; B. M. Hill, Pennant; J. W. McLeod, Regina; R. U. More, Regina; Chas. B. Smith, Regina; D. R. Grainger, Creelman; H. Gilmour and wife, Regina; T. E. Mullen, Pennant; D. B. Grant, Pennant; C. Barn, Chaplin; Fred Weiss, Irvine; John Koning, Irvine; Sam. Kalmbach, Irvine; J. R. Duke, Bethune; Mr. and Mrs. T. S. Armstrong, Swift Current; R. W. Vivian, City; A. S. Patterson, City; Foster Fraser, City; Grover and West, Ogema; George B. Mouson, Mouson Hardware Company, Avonlea; W. H. Parker, Chaplin; M. Little, Regina; F. T. Marks, Elbow; J. R. Hepburn and wife, Loreburn; N. J. Stewart, Loreburn; E. W. Tuland, Moose Jaw; M. Hall, Vanguard; T. C. Guise, Regina; T. V. Hamvay, Regina; H. S. Kennedy, Regina; W. A. Stanty, Heward; Healey and Purdis, Bridgeford; J. A. McLean, Bridgeford; G. D. Rockwell, Regina; Tom Phillips, Winnipeg; F. H. Longhead, Longsight; J. M. Stowey, Regina; W. H. Andrews, Regina; T. Henderson, Regina; R. A. Hammond, Regina; E. Y. Jones, Regina; George Stoney, Aylesbury; J. W. Bailey, Regina; N. H. Cunningham, Keeler; C. H. Carroll, Marquis; A. Percy, Regina; Mrs. A. Percy, Regina; C. B. Denison, Regina; G. A. Currie, Gull Lake; D. D. Ferguson, Moose Jaw; Jas. B. Parker, Moose Jaw; E. A. Gardner, Regina; A. E. McDonald, Saskatoon; Frank Yeo, Fillmore; W. L. Anderson, Regina; F. E. Bissett and wife, Brownlee; J. D. Munro, Tugaska; Mrs. J. D. Munro, Tugaska; N. Musgrave, Regina; L. A. Whitley, Regina; Jos. Lebarge, Elbow; H. J. Gox, Calgary; B. F. Olive and wife, Regina; S. Fringle, and Miss C. Hecke, Saskatoon; C. J. Monahan and wife; J. C. Wilson, Swift Current; Miss J. Wilson, Swift Current; Miss J. Wilson, Swift Current; And. M. Callum, Moose Jaw; D. S. M. Daniquist, Forget; G. Comrie, Kendal; T. D. Moore, Moose Jaw; H. E. Greer and wife, Milestone;

S. Strickland and wife, Milestone; Ed. Forster and wife, Milestone; E. J. Gaebo, Craik; J. L. Sweeney, Lockwood; Roy Layton, Winnipeg; E. W. Lemmon, Winnipeg; Mrs. G. W. Lemmon, Winnipeg; Geo. F. Donaldson, Regina; J. J. Darcey, Hamilton; C. Cudvie, Vancouver; A. W. Evans, Glenavon; L. C. Woodhill, Winnipeg; W. H. McClinton, Pilot Butte; M. Mewmam, Govan; Donald Fraser, Govan; H. Kister, Regina; Honan Tuler, Regina; D. D. Devine, Regina; Jas. Baird, Glenavon; A. M. Ledingham, Strongfield; J. H. White, Briercree; H. F. Smith, Liberty; J. B. Hurston, Regina; S. C. Burton, Regina; J. W. Peart, Regina; W. P. Wells, Regina; Caesar Fletcher, Regina; Ed. Huff, Trux; N. L. Green, Regina; W. K. Ward, Regina; J. W. Creswell, Regina; L. H. Armstrong, Regina; J. J. Malone, Regina; A. G. H. MacNeill, Briercree; J. H. Humphrey, Regina; W. J. Davis, Regina; J. Altrose, Regina; R. E. Wilson, Howard; P. McArar, jr., Regina; J. F. Bole, Regina; J. K. R. Williams, Regina; J. Grills, Regina; T. B. Patten, Regina; J. A. Schmidt, Tugaska; A. T. Redmond, Regina; Henry Ditchon, Winnipeg; N. S. McMillan, Broderick; H. D. Monroe, Avonlea; F. P. Modu, Vanguard; J. E. Burns, Regina; C. W. Patterson, Regina; E. Bland, Regina; W. Clarke, Regina; D. Shragge and wife, Odessa; G. S. Boas, Regina; W. H. Creswell, Regina; P. W. Munroe, Heward; J. F. Bryce, Ernfold; E. S. Ard, Antegre; J. C. McGatton, Caron; W. F. Thompson, Caron; H. E. Clauson, Caron; Mrs. H. J. Roth, Regina; J. W. Smith and wife, Regina; W. J. Reyecraft, Zealandia; D. Ritchie, Dilke; M. Henderson, Vanguard; Chas. Ward, Vanguard; A. E. Roy, Winnipeg; H. Anderson, Calgary; C. C. London, Calgary; H. B. Graham, Bladworth; N. A. Sudy, Broderick; A. M. Finnestad, Broderick; J. T. Friedt, Holdfast; L. Jorgeson; Miss Curtis, Regina; P. Glassman, Regina; R. O. Hamre and wife, Hauley; E. Traughton, Lumsden; H. G. Broker, Lumsden; Miss M. Anderson, Richardson; C. S. Palin, Stalwart; Alex. Smith, Stalwart; J. Callahan, Stalwart; Frank Devaney, Stalwart; Joseph Brody, Stalwart; Alfred Sharpe, Mrs. Alfred Sharp, T. W. Clausen, Caron; W. Elliott, City; H. Snell, Moose Jaw; C. W. Hansford, Regina; H. Inault and wife, Craik; Albert Gibbons, Regina; H. J. Munro, North Battleford; W. B. Lawson, Regina; P. J. Conley, Regina; G. T. Woods and Co., Saskatoon and Regina; W. H. Cheadle, Montreal; W. H. Selater, Regina; Elliott and Elliott, Winnipeg; R. J. Salisbury, Winnipeg; F. J. Wilson, Moose Jaw; R. W. Wilson, Simpson; Robert J. Nesbitt, Simpson; J. Rollins, Macoun; G. W. Armstrong, Macoun; J. R. Reid, Macoun; W. G. Green, Macoun; E. R. Steele, Macoun; H. Corbit, Macoun; E. T. Brandt, Moose Jaw; W. B. Kelley, Imperial; E. W. Longmore, Imperial; S. Heilikson, Swift Current; A. A. Marshall, Swift Current; W. W. Copper, Swift Current; Frank Edgeley, Edgeley; Harry E. Veals and wife, Ituna; H. S. Carson and wife, Ituna; P. J. Kennedy, Halbrite; N. A. Kennedy, Macoun; Alfred McFadyen, Parksberg; D. Brounstone, Herbert; C. E. McLean, Loreburn; C. A. Michie, Moose Jaw; C. S. Preston, Yellow Grass; W. J. Reid and wife, Canora; A. W. Buchanan, Ebenezer; Carl Mollberg, Assinibola; J. S. Heckle, Glenside; Frank Martz, Holdfast; A. W. Meamer, Holdfast; E. A. McLean and wife, Canora; Geo. H. Watson, Luseland; E. J. Cummings, Luseland; G. Garfield Ray, Lang; Miss B. Edmundson, Lang; Luther Cornell, Pembun; A. L. Corner, Neville; A. M. Bourassa, La Fleche; Fred Nordquist, Halbrite; Adolf Nordquist, Halbrite; H. Heold, Liberty; E. A. Dykes, Kindersley; R. N. Thorburn, Milestone; J. B. Winter, Hawarden; C. B. Mark, Rosetown; Dave M. Geddes, Rosetown; C. E. Phillips, Kindersley; R. I. Duff, Anglia; Mrs. R. I. Duff, Anglia; H. L. Cargill, Herschel; A. E. Allen, Viscount; R. B. Taylor, Melville; A. Livingstone, Dubuc; M. Bay, Melville; R. W. Gyles, Midale; L. E. Mills, Viceroy; Albert Wedin, Midale; J. A. Rodgers, Eyebrow; Geo. F. Brown and wife, Winnipeg; Alf. Otto, Plenty; H. A. Young, Moose Jaw; A. E. Sparshatt, Swift Current; F. A. Jenner, Fort Qu'Appelle; Wm. Schmidt, Tugaska; W. O. Boyd, Tuxford; A. McKinnon, Wilkie; J. J. Mitchell, McTaggart; J. B. Innes, Moose Jaw; N. Jensen, Moose Jaw; J. H. Rankin and wife, Moose Jaw; W. M. Hahn, Moose Jaw; J. H. Buhr, Morse; Jas. J. Gilmour, Swift Current; Geo. C. Martin, Langbank; A. C. Barrett and wife, Conquest; R. L. Foote, Penzance; N. M. Comba, Penzance; Robert McAlpine, Penzance; Geo. R. Boylan, Dilke; N. F. Fitch, Odessa; Hugh McLean, Lang; Robert Black, Tuxford; L. L. MacLeod, Kisbey; Jos. Gogelta, Viscount; Miss Gogelta, Viscount; H. H. Johnston, Talmage; E. Miller, Moose Jaw; N. C. Sexton, Moose Jaw; H. A. Hanson, Lajord; Marshall Libman and wife, Brattan; J. Brydon and wife, Francis; J. W. McLeod and wife, Francis; Chas. C. MacLean, Candiac; Edward Hawthorne, Candiac; M. Moncoeff, Swift Current; W. G. Smith, Rouleau; J. H. Craig, Rouleau; Geo. Rouleau, Conquest; E. Martin, Langbank; Frank Clarke, City; C. Harris, City; A. T. McDonald, Medi-

cine Hat; W. T. Blyth, W. T. Kisch, Lajord; John Fordyce, Wapella; Mr. Webber, Wapella; J. F. Neville, Wapella; J. P. Schumm, McTaggart; E. Poole, Rouleau; A. Henderson, Regina; J. Wilhelm, McLean; R. J. McClinton, North Battleford; W. A. Campbell, North Battleford; J. A. Johnson, Swift Current; J. W. Mitchell, Milestone; J. B. McKorzin, Milestone; H. R. Williams, Regina; W. B. Robinson, Regina; D. C. McDonald, Regina; E. H. Heber, Dundurn; F. B. Summerfat, Dundurn; Wm. W. McRae, Liberty; A. Blackwell, Bethune; J. A. McDougall, Toronto; W. Greer, Gray; Mrs. E. J. Gaity, Craik; J. E. Anderson, Melville; C. Bickerdyke; S. H. Wright, Outlook; R. K. Wensley, Mildur; Mrs. R. K. Wensley, Mildur; Montmatre; M. A. Cole, Saskatoon; J. S. Russell, Fillmore; J. S. Campbell, Fillmore; T. S. Harry, Fillmore; G. E. Moore, Francis; S. Forrest, Heward; A. M. Forrest, Heward; R. M. Bickuque, Melville; S. E. Thoryer, Kisbey; Oscar Eyo, Outlook; W. C. Kent, Outlook; W. O. Patty, Rouleau; H. H. Futman, Rouleau; H. J. Tierney, Moose Jaw; A. S. West, Elbow; Geo. D. Miller, Southey; H. H. Gallneler, Southey; Albert A. Creek, Southey; W. H. Elkhorn, Delisle; Miss Elkhorn, Delisle; G. M. Fearn, Regina; Henry Sunstron, Kronau; Jas. H. Good, Tyvan; Earl W. Hall, Estlin; Wm. Welsh, Grand Coulee; H. G. Gordon, Regina; H. S. Kidd, McLean; P. S. Ryan, Regina; Mrs. Ryan, Regina; J. J. Fallis Co., Elbow; G. Robinson, Regina; Preston Palmer, Chamberlain; Mrs. P. Palmer, Chamberlain; F. G. Thompson, Regina; D. K. Stewart, Lorlie; N. H. Birt, Pense; O. Teford, Pense; Mrs. A. Hill, Francis; J. Bryan, Francis; J. W. McLeod, Francis; J. W. French, Regina; Gordon Rutledge, Winnipeg (representing MacLean Publishing Co.); T. E. Maxwell, Grand Coulee; Clusholm and Wheeler, Sedley; Clusholm and Wheeler, Sedley; Mrs. Frank Yeo, Fillmore; D. A. Stranger, Regina; H. A. Bond, Regina; E. G. Cork, Moose Jaw; K. J. Henderson, Moose Jaw; H. Tansley, Regina; J. P. Smith, Moose Jaw; N. Shuffer, Regina; Chas. A. Traff, Harris; F. L. Dakin, Grenfell; A. M. Farrell, Red River; W. E. Corruthers, Moose Jaw; Jas. Jones, Moose Jaw; A. Muirhead, Regina; R. A. Collinwood, Regina; J. D. Hill, Rouleau; R. Johnston, Rouleau; W. H. Weyward, Rouleau; C. P. Beamer, Dilke; R. L. Low, Rouleau; L. Freed, Regina; A. M. Watt, Arcola; E. B. Murphy, Regina; S. Obgor, Regina; G. A. Brown, Regina; M. Byers, Stoughton; W. G. Dey, Pense; R. J. Kinnar, Pense; J. Mathewson, Strassburg; Henry B. Deveney, Deveney, Strassburg; Wm. H. Smith, Regina; W. Miller, Milestone; K. M. Cowan, Imperial; J. A. House, Strassburg; A. Magel, Strassburg; R. S. Hanbridge, Regina; F. J. Brigel, Regina; R. M. Alexander, Moose Jaw; W. B. Grant, Regina; W. Pullin, Moose; W. O. Smuving, Craven; Thos. Andrew, Craven; J. R. Ayotta, Radville; F. G. McNail, Regina; D. M. Geddes, Rosetown; E. A. Duncan, Rosetown; W. C. McIntyre, Regina; G. Jackson, Regina; W. E. Johnston, Corinne; E. Jarman, Fiske; E. A. Hachoun, Regina Beach; Mrs. A. Hachoun, Regina Beach; Miss Hachoun, Regina Beach; J. A. Stewart, Ceylon; John H. Eby, Radville; J. A. MacFarlane, Nokomis, Norman Hallerie, Regina Beach; W. J. T. Selley, Regina; C. Comm, jr., Moosomin; Mr. and Mrs. H. A. Fisher, Bethune; D. McElroy, Bulyea; A. E. McElroy, Bulyea; E. G. T. Campe, Regina; G. E. Davis; Moose Jaw; D. M. Davis, Moose Jaw; G. T. Gardner, Winnipeg; E. P. Keogh, Regina; Geo. Hetherington, Moose Jaw; E. W. Robinson, Moose Jaw; G. A. Caverhill, Moose Jaw; W. T. O'Brien, Moose Jaw; L. T. Thompson, Moose Jaw; W. C. Wise, Moose Jaw; A. K. Kindred, Glenavon; Jas. McGinn, Glenavon; F. McGinn, Glenavon; T. Thyne, Lovett; Cecil A. Clifford, Creelman; Lorne B. Jacques, Khedive; Thomas A. Dillon, Fort Qu'Appelle; Taylor, Peterson and Co., Moose Jaw; U. A. Parkhill, Moose Jaw; Ed. Parkhill, Moose Jaw; J. R. Blough, Southey; Ida F. Blough, Southey; Frank A. Harris, Francis; Z. J. Dietset, Francis; Jos. Williams, Creelman; Wm. H. Green, Bulyea; G. C. Cook, Regina; J. A. Cook, Buffalo Plains; J. M. Crowe; H. A. Wooley, Edenwald; J. Mohl, Edenwald; S. E. Channey, Renown; C. Williams, Moose Jaw; J. H. Wieber, Waldeck; J. H. McDowall, Swift Current; A. A. Evans, Outlook; J. Parkhill, Moose Jaw; A. K. Thompson, Moose Jaw; M. Snell, Moose Jaw; John Murchison, Conquest; A. E. Ard and wife, Moosomin; J. A. Labron, Indian Head; J. S. Hercote, Indian Head; T. Ritson, Dilke; H. Mather, Sudbury; L. H. Blaisy, Avonlea; W. J. Dobbin, Elbow; P. L. Pauleness, Broderick; A. H. Irving, Rosetown; W. R. Stewart, Pense; Bert Bradshaw, Pense; A. J. Wilson, Regina; Geo. E. Campbell, Richardson Station; A. E. Waldeck, Calgary; C. C. Stewart, Stalwart; G. G. Dey, Pense; A. Yokam, Pasqua; W. F. Fowle, Keeler; H. D. Thexton, Mortlach; J. Duncan, Pasqua; W. R. McMillan, Pense; A. S. Hunter, Regina; Wm. H. Rothstrend, Lajord; E. Loeb, Redlyn; D. L. Nicolson, Regina; H. G. Adams, Expansé; C. L. Milne, F. Dawsey; M. A. Hagedon, Dilke; D. J. Johnston, Cleveland, Ohio.

Current News of the Week

Quebec and Maritime Provinces.

Regina Trotter, grocer, Montreal, has registered.

Bonsquet & Larne, grocers, Montreal, Que., have registered.

J. U. Girouard, St. Ours, P.Q., has sold out to Elz. Peloquin.

Blais & Poitras, grocers, have registered at Three Rivers, Que.

Wm. Ewing, of The Wm. Ewing Co., Montreal, seed merchants, dropped dead last week.

J. W. Ingraham and Kirk & Whitman, Ltd., grocers, etc., North Sydney, N.S., suffered loss by fire.

J. R. Clogg & Co., wholesale fruit and commission merchants, Montreal, have dissolved. H. U. Clogg will continue the business under the same style.

McCulloch, Creelman & Urquhart, wholesale grocers, Truro, N.S., have succeeded McCulloch, Creelman & Morrison.

Jos. Beaupre, a Montreal grocer, died last week. Matthew Fitzpatrick, another Montreal grocer, passed away also last week.

There is reason to believe that a flour mill will be established in St. John, N.B., during the coming summer. A. C. McLeod, of The McLeod Milling Co., of Stratford, Ontario, was in St. John last week, and had a conference with H. T. Hoag, secretary of the Board of Trade, regarding the possibility of that company's starting a flour mill there.

Ontario.

Cain & Co., grocers, Dundas, Ont., have sold out.

Dougal Graham, grocer, Strathroy, Ont., has sold out.

McGuire & Co., grocers, Seaforth, Ont., have sold to T. Daly.

H. J. Wells has opened a grocery store in St. Catharines, Ont.

Schmiedel Bros. & Co., grocers, Berlin, Ont., have sold their business.

The Glencoe Canning Co., Ltd., Glencoe, Ont., has obtained a charter.

E. W. Knight, grocer and confectioner, Blenheim, Ont., has sold out.

Dickinson & Son, grocers, Toronto, Ont., have sold to Gibbons & Co.

A. J. McDonald, grocer, Lanark, Ont., is reported as having sold to Arnott & Watt.

I. Houle, grocer and hardware dealer, Ottawa, is succeeded by Richards & Houle.

Stafford & Co., general merchants, Barry's Bay, Ont., sustained loss by fire recently.

H. S. Hughes has opened a grocery and confectionery business in Brockville, Ont.

Blanchard & Swayze, grocers, Welland, Ont., have been succeeded by Wilson & Swayze.

A branch of the Retail Merchants' Association has recently been formed in Brantford, Ont.

The Monarch Pure Food Co., Ltd., Toronto, Ont., have sold the Malta Vila factory to a syndicate for \$55,000.

Chas. Haist, grocer, Welland, Ont., has sold to Laverne Blanchard, formerly of the firm of Blanchard & Swayze.

The Pilgrim Mineral Water Co., Ltd., will succeed The Thousand Island Mineral Water Co., Ltd., Brockville, Ont.

Hamilton Cornwall, of Amherstburg, Ont., has purchased the Beatty grocery store from Adolphus Amlin, taking possession last week.

Sidney Owthwaite, representing McVitie & Price, Limited, Edinburgh, Scotland, and London, England, is in Toronto on business.

A. H. Church, formerly a salesman with The Midland Vinegar Co., in the Old Country, has joined the Canadian staff of Holbrooks, Limited.

James Kimmerly has purchased the store of J. B. Tuckwell at Dresden, Ont., and will carry on a grocery and produce business exclusively.

Arthur J. Giles, London, England, secretary of the Federation of Retail Grocers' Associations of the United Kingdom, was a visitor at the Toronto office of Canadian Grocer on Saturday morning last.

Chatham, Ont., grocers will close at one o'clock on Thursday afternoons during the summer months, commencing June 5. The general stores of Arkona, Ont., will close Wednesday afternoons in June, July and August.

The Toronto Retail Grocers' Association are considering the question of their annual excursion. One of the following four places will be decided upon at next regular meeting: Queenston, Cobourg, Berlin and Peterboro.

Fire broke out recently in the canning factory of Miller & Co., the Trenton, Ont., branch of the Dominion Canners. The building of the Barr Registers adjoining was also destroyed. Both losses are well covered by insurance.

Sea Products, Limited, have been given a Dominion charter to take over the properties of the Canadian Oyster Co., and to deal in all kinds of sea pro-

ducts. Among the incorporators are Thos. and Joseph Mosley. Head office is to be in Toronto.

A branch of the R. M. A. was last week formed in Galt, Ont. The following officers were elected: President, A. F. Stager; 1st Vice-President, A. J. Beattie; 2nd Vice-President, J. F. Kohli; secretary, J. R. Darwen; treasurer, O. M. Wachsmuth; executive, Messrs. C. H. Pearce, A. E. Oakley, Wm. Hall and A. J. Krueger. It was decided that the usual Wednesday half-holiday be granted clerks during June, July, August and September up to the 17th.

Western Canada.

Hoiland & Sandbeck, grocers, Saskatoon, Sask., have dissolved partnership.

R. L. Waugh & Co., Ltd., grocers, Winnipeg, Man., have been succeeded by W. J. Sutherland.

The Melville Mercantile Co., general merchants, Melville, Sask., are succeeded by Henning & Co.

Announcement is made that the Burns Co., meat packers, Calgary, Alta., will rebuild upon their old site in that city.

There is talk in Saskatoon, Sask., of the organization of a large firm to manufacture potato starch. D. Smith, of the Aldrich-Smith Co., is one of the men interested.

GROCERS, BEWARE!

Some Weyburn, Sask., merchants have been made the victims of the accepted cheque shark. The stranger arrived one day recently and made the rounds, becoming acquainted, and deposited small sums in three of the local banks. On Saturday afternoon following after banking hours he set to work making purchases and passing his cheques varying in sums from sixty to two hundred dollars. The cheques in nearly every case were faked after the bank had endorsed them, six dollars being altered to sixty, seven to seventy, and so on. He worked till late Saturday night, and, although many did not bite, he is thought to have cleaned up about a thousand dollars. No trace of his whereabouts has been discovered yet from last report. The Home, the Royal and the Weyburn Security Banks are busy with the merchants who are demanding payment, the refusal of which will, according to some statements made, involve a lawsuit.

New Tariff on Sugar Makes Decline of 20c.

Market Conditions Will Still be Figured Along Exactly Same Lines—Steady Prices Looked For—Molasses Situation Firm With Continued Upward Tendency—Higher Quotations Expected on Nutmegs. Business Rather Brisker.

QUEBEC MARKETS.

POINTERS,—

Sugar—Dropped 20c.

Molasses—Steady.

Coffee—Stronger.

Montreal, May 13.—Volume of business transacted during past week will compare very favorably with corresponding week of last year and is much larger than last week's trading. Collections are improving and generally there is a more optimistic outlook. Main item of gossip this week is new tariff and decline of 20c in sugar. In our issue of April 25 it was reported that Chase and Sanborn coffee, 21 to 25c grades, has advanced one cent per pound. This should have been "declined one cent per pound."

Cocoa butter is firming up under a heavy demand. The demand for cocoa butter has caused a corresponding increase in stocks of cocoa powder which has resulted in exceedingly cheap offering of cocoa powder to clear. The increasing demand for cocoa butter necessitates a larger crushing of cocoa beans which results in a larger supply of cocoa powder than the demand warrants, and tends to advance butter and decline cocoa powder.

SUGAR.—Following announcement of a reduction in tariffs on sugar by the Federal Government, sugars declined 20 cents per cwt. this a.m., and are now selling at \$4.30 instead of \$4.50. This reduction was more or less expected, but it was not anticipated that it would be as great. The new tariff means a reduction of approximately 20c per cwt. on raw sugars entering Canada from other points in the British Empire or under preferential trade treaties. The new duty on foreign raw sugar, under 16 Dutch Standard, of say 88 per cent. quality, will be 43½c per cwt. The British Preferential, on raw sugars, under 16 Dutch Standard, will be 38c for 89 per cent. Muscavado and 41c for grocery centrifugal crystals under 16 Dutch Standard.

There is an uncertain tone to the sugar market following the new tariffs and until these have been thoroughly digested trading will be hand to mouth. Trading lately has been of this variety and little has been bought for speculative purposes, but at this new level it is likely that this element will be more in evidence than formerly.

The market is weak and uncertain and until confidence has been restored very little business will pass.

Granulated, bags	4 30
Granulated, 20-lb. bags	4 40
Granulated, 5-lb. cartons	4 60
Granulated, 2-lb. cartons, per cwt.	4 60
Granulated, Imperial	4 15
Granulated, Beaver	4 15
Paris lumps, boxes 100 lbs.	5 05
Paris lumps, boxes 50 lbs.	5 15
Paris lumps, boxes 25 lbs.	5 35
Red Seal, in cartons, each	0 35
Crystal diamonds, bbls.	5 10
Crystal diamonds, 100-lb. boxes	5 25
Crystal diamonds, 50-lb. boxes	5 35
Crystal diamonds, 5-lb. cartons	6 20
Crystal diamonds, Dominoes, cartons	7 00
Extra ground, bbls.	4 70
Extra ground, 50-lb. boxes	4 90
Extra ground, 25-lb. boxes	5 10
Powdered, bbls.	4 50
Powdered, 50-lb. boxes	4 70
Powdered, 25-lb. boxes	4 90
Phoenix	4 50
Bright coffee	4 45
No. 3 yellow	4 35
No. 2 yellow	4 25
No. 1 yellow	3 95
Bbls. granulated and yellow may be had at 5c above bag prices.	

MOLASSES.—The molasses situation is little changed from that reported last week, as the market seems to be "marking time." Buyers are still of the opinion that prices are too high, while sellers say that prices are rather low. Several sales at 36c were accomplished during past week, but there is little demand for molasses at present as buyers seem indifferent, taking the attitude that as they have covered booked orders they prefer to run the risk of paying higher prices, should prices advance, rather than store molasses at present prices.

Sellers on the other hand have been offered a premium by some producers to cancel deliveries. There is a rumor that producers will not be able to deliver all the molasses now sold which opens up a new phase and brings in another complexing factor.

Wholesalers state that the high prices are curtailing consumption. A number of instances were quoted where dealers who had in former years, purchased ten or twelve puncheons, only ordered three or four puncheons this year. This decrease in consumption is an interesting development which will have an important effect on prices in case it becomes general and pronounced. There is a growing tendency among buyers to purchase from hand to mouth till the new crop comes in January next when they will bring it in overland instead of waiting till the opening of navigation, in anticipation that the prices of the new crop will be lower.

There are so many sides to this question and so many factors to consider that each man has to depend upon his own judgment and then take a chance. Prices are variously quoted, ranging from 36c upwards. Prices for molasses out of store is quoted at 38 to 40c.

Fancy Barbados molasses, puncheons	0 40	0 42
Fancy Barbados molasses, barrels	0 43	0 45
Fancy Barbados molasses, half-barrels	0 45	0 47
Choice Barbados molasses, puncheons	0 35	0 37
Choice Barbados molasses, barrels	0 38	0 40
Choice Barbados molasses, half-barrels	0 40	0 42
New Orleans	0 25	0 28

Antigua	0 30
Porto Rico	0 40
Corn syrups, bbls.	0 03½
Corn syrups, half-barrels	0 03½
Corn syrups, quarter-barrels	0 03½
Corn syrups, 28½-lb. pails	1 75
Corn syrups, 25-lb. pails	1 25
Cases, 2-lb. tins, 2 doz. per case	2 40
Cases, 5-lb. tins, 1 doz. per case	2 75
Cases, 10-lb. tins, ½ doz. per case	2 65
Cases, 20-lb. tins, ¼ doz. per case	2 60

MAPLE SYRUP.—The maple syrup market is quiet with little business passing. Prices remain the same as last week and now that production for this season is over there is little interest taken in the maple products. The demand is dull.

Pure maple syrup, in 8½ lb. tins	0 75
Pure maple syrup, in 15-gal. kegs, 8c per lb., or per gallon	1 00
Pure maple sugar	0 10 0 11

DRIED FRUITS.—The market is steady under fair demand. Prices are being maintained on all lines, but are inclined to be weak. Prunes are quite firm. Currants are meeting with steady sale and demand for raisins is increasing with a few orders being booked for future delivery.

Raisins—		
Choice seeded raisins	0 07½	
Choice fancy seeded, 1-lb. pkgs.	0 08	
Choice loose muscatels, 2-crown, per lb.	0 05½	
Choice loose muscatels, 3-crown, per lb.	0 05½	
Choice loose muscatels, 4-crown, per lb.	0 07½	
Seedless, new, in packages, 12 oz.	0 07	0 07½
Seedless raisins, new, 16 oz. pkgs.	0 08	0 08½
Select raisins, 7-lb. box, per lb.	0 07	
Sultana raisins, loose, per lb.	0 11	0 11½
Sultana raisins, 1 lb. cartons	0 12½	0 13½
Malaga table raisins, 3-crown, lb.	2 50	
Malaga table raisins, 4-crown, lb.	3 40	
Malaga table raisins, 5-crown, lb.	4 00	
Malaga table raisins, 6-crown, lb.	5 20	
Malaga table raisins, 7-crown, lb.	5 50	
Malaga table raisins, clusters, per ¼ box	0 75	1 25
Valencia, fine, off stalk, per lb.	0 05½	0 07
Valencia, select, per lb.	0 07	0 07½
Valencia, 4-crown layers, per lb.	0 08	
Evaporated apricots	0 14½	0 15
Evaporated apples	0 08½	0 09
Evaporated peaches	0 09½	0 10
Evaporated pears	0 12½	0 14
Currants, fine filatras, per lb., cleaned	0 06½	0 07½
Currants, 1-lb. pkgs. fine filatras, cleaned	0 07½	0 08½
Currants, Patras, per lb.	0 09	0 09½
Currants, Vostizas, per lb.	0 09½	0 10
Dates, 1-lb. packages	0 06½	0 07½
Dates, Hallowee, loose	0 08	
Figs	0 11	
Figs, 3 crown	0 10½	0 11
Figs, 4 crown	0 10½	0 11
Figs, 5 crown	0 11½	0 12
Figs, 6 crown	0 12½	0 13½
Figs, 7 crown	0 13½	0 14
Figs, 9 crown	0 14½	0 15
Comadre figs, about 33-lb. mats	1 30	1 40
Glove boxes, 16-oz., per box	0 10½	0 11½
Glove boxes, 10-oz., per box	0 07½	0 08
Prunes—		
20-30	0 12	0 12
30-40	0 11	0 12
40-50	0 09½	0 09½
50-60	0 08½	0 08½
60-70	0 07½	0 07½
70-80	0 07	0 07
80-90	0 06	0 06½
90-100	0 05	0 05
Bosnia prunes	0 07	0 08

COFFEE.—Coffee market is a little stronger than last week with a nice volume of business being transacted. Local houses all report healthy increase in sales over same period of last year. The demand shows an improvement this week and there is a feeling that prices have reached the low level and will firm rather than weaken.

Mocha	0 28	0 29
Rio	0 20½	0 22½
Mexican	0 25	0 25
Santos	0 22	0 23
Maracaibo	0 23	0 25
Javas	0 30	0 40

TEA.—There is no change in the tea situation. The new crop of Japans and

THE CANADIAN GROCER

Chinas are arriving and are of very high quality. Prices are firm under a good demand.

Japans—		
Choicest	0 40	0 50
Choice	0 35	0 40
Fine	0 30	0 35
Medium	0 25	0 30
Good common	0 20	0 25
Common	0 18	0 20
Yamashiro	0 75	1 00

Ceylon—		
Broken Orange Pekoe	0 30	0 40
Pekoes	0 20	0 22
Pekoe Souchongs	0 20	0 22

India—		
Pekoe Souchongs	0 19	0 20

Ceylon Greens—		
Young Hysons	0 24	0 25
Hyson	0 22	0 25
Gunpowders	0 19	0 20

China Greens—		
Fingsuey gunpowder, low grade.....	0 14	0 15
Fingsuey gunpowder, pea leaf	0 20	0 30
Fingsuey, gunpowder, pinhead	0 30	0 50

NUTS.—Devoid of interesting features. Shelled walnuts are stronger, but other nuts are unchanged. The demand is fair with an improvement in the demand for peanuts.

In shell—		
Brazils	0 14	0 16
Filberts, Sicily, per lb.	0 12½	0 13
Filberts, Barcelona, per lb.	0 11	0 11
Tarragona Almonds, per lb.	0 16	0 16½
Walnuts, Myette Grenobles, per lb.	0 15	0 15
Walnuts, Marbots, per lb.	0 13	0 13½
Walnuts, Cornes, per lb.	0 11	0 12
Hungarian	0 13½	0 15

Shelled—		
Almonds, 4 crown, selected, per lb.	0 42	0 50
Almonds, 3 crown, selected, per lb.	0 35	0 37½
Almonds, 2 crown, selected, per lb.	0 31	0 32
Almonds (in bags), standards, lb.	0 27	0 28
Cashews	0 15	0 17

Peanuts—		
American—		
Japanese roasted	0 08½	
Coco, roasted	0 08	
Diamond G, roasted	0 09	
Bon Ton, roasted	0 11	0 12
Sun, roasted	0 10	0 12
Spanish No. 1	0 12	0 13
Virginia No. 1	0 13	0 13
Pecans, jumbo	0 18	0 19
Pistachios, per lb.	0 75	0 75

Walnuts—		
Bordeaux, halves, bright	0 27	0 28
Broken	0 27	0 28

RICE AND TAPIOCA.—There is no change in the rice or tapioca market. Prices remain the same with steady demand which is coming from all sections of the country. Tapioca is selling well with a slight improvement in the volume of business accomplished.

Rangoons—		
Rice, grade B, bags 250 lbs.	3 35	
Rice, grade B, bags 100 lbs.	3 35	
Rice, grade B, bags 50 lbs.	3 35	
Rice, grade B, pockets 25 lbs.	3 35	
Rice, grade B, ½ pockets, 12½ lbs.	3 25	
Rice, grade C.C., bags 250 lbs.	3 25	
Rice, grade C.C., bags 100 lbs.	3 25	
Rice, grade C.C., bags 50 lbs.	3 25	
Rice, grade C.C., pockets 25 lbs.	3 25	
Rice, grade C.C., ½ pockets, 12½ lbs.	3 45	
India bright, 250 lb. bags	3 50	
Lustr, loose, 250 lb. bags	3 50	
Patna, polished	4 40	
Finest imported Patna, 22½ lb. bags.....	5 37½	
Finest imported Patna, 112 lb. bags, bag	5 50	
Finest imported Patna, 56 lb. bags.....	5 52½	
Pearl	4 60	
Sparkle	5 10	
Crystal	5 10	
Snow	5 30	
Imperial Glace	4 80	
Ice Dips	5 45	
Canadian Caroline rice	7 10	
Imported Caroline rice, hand picked.....	9 80	
Imported Caroline rice, fancy	8 00	
Brown sago, lb.	0 04½	0 05½
Tapioca, medium, pearl, lb.	0 05½	0 06
Seed, lb.	0 05	0 06

SPICES.—Cochin Ginger is cheaper now than it has been for a number of years and the quality is exceptionally good. Cloves are strong with an upward tendency, due to the shortage of 100,000 sacks in the Zanzibar crop. Pepper is firm, but unchanged. Demand for spices is improving, but prices are unchanged.

Allspice	0 13	0 18
Cinnamon, whole	0 18	0 20
Cinnamon, ground	0 18	0 20
Caraway seed	0 08	0 09
Batavia cinnamon	0 20	0 25
Cloves, whole	0 27	0 35

Cloves, ground	0 27	0 35
Cream of tartar	0 25	0 32
Ginger, Cochin	0 17	0 20
Ginger, Jamaica	0 20	0 25
Ginger, Jamaica, whole	0 17	0 20
Maize	0 75	0 75
Nutmegs	0 25	0 30
Peppers, black	0 16	0 18
Peppers, white	0 27½	0 30
Peppers, white, whole	0 25	0 27
Pepper, black, whole	0 15	0 17
Pimento	0 15	0 17

ONTARIO MARKETS.

POINTERS,—

Sugar—Radical change of 20-cent decline made in basis.

Molasses—Hold firm.

Tea—Fine flavory Ceylons scarce and dear.

Spices—Advance expected in nutmegs.

Toronto, May 15.—With money circulating rather more freely in northern districts, trade during past week has been proportionately better. Collections show some slight improvement. Those who are chronically hard up make use of the tightness-of-money cry in order to ward off the awful day of reckoning, and in this way are making collections rather worse than usual. Tightness generally, however, is becoming somewhat relieved, with rather better prospects ahead, owing to reports of excellent crop conditions in West.

SUGAR.—Although sugar declined 20 cents on Tuesday, this must not be taken as being result of a slump in market, but as a readjustment, and proportionate change in basis will affect market is as yet unknown and scarcely surmised. The whole world is more or less subject to the change contemplated in the States. But one fact has to be taken into consideration, namely, that irrespective of low basis at present moment, preserving season opens in 2 or 3 weeks. This will mean a heavier demand coming on refiner, and applies not only here but throughout world.

After, as before this change of basis, market conditions will have to be figured out along exactly the same lines, the only change being that they will be figured on a basis 20 cents lower.

Locally, dealers look for a quiet, steady market, but claim that either a decline or advance might come.

Year ago, extra granulated in bags was quoted at \$5.45, as compared with \$4.40 to-day.

Extra granulated, bags	4 40
Extra granulated, 20-lb. boxes	4 50
Extra granulated, 5-lb. cartons	4 70
Extra granulated, 2-lb. cartons	4 70
Imperial granulated	4 25
Beaver granulated	4 25
Yellow, bags	4 00
Barrels of granulated and yellow will be furnished at 5 cents above bag prices.	
Extra ground, bbls.	4 80
Extra ground, 50-lb. boxes	5 00
Extra ground, 25-lb. boxes	5 20
Powdered, bbls.	4 50
Powdered, 25-lb. boxes	4 80
Powdered, 50-lb. boxes	4 80
Red Seal, 5 lb. boxes, cwt.	7 10
Crystal diamonds, 5 lb. boxes	7 10
Crystal Dominoes, 5 lb. boxes	7 20
Paris lumps, in 100-lb. boxes	5 15
Paris lumps, in 50-lb. boxes	5 15
Paris lumps, in 25-lb. boxes	5 25

SYRUP AND MOLASSES.—Molasses situation continues firm with tendency to

advance. Dealers are not at all anxious to book orders ahead farther than June 30, thus indicating an expected advance at that time. Most marked change locally is expected in cheaper grades which are used most extensively here.

Maple syrups continue in heavy demand at prices quoted week ago.

Syrups—		
2 lb. tins, 2 doz. in case	2 40	Per case.
5 lb. tins, 1 doz. in case	2 75	
10 lb. tins, ½ doz. in case	2 65	
20 lb. tins, ¼ doz. in case	2 60	
Barrels, per lb.	0 03½	
Half barrels, lb.	0 03½	
Quarter barrels, lb.	0 03½	
Pails, 38½ lbs. each	1 75	
Pails, 25 lbs. each	1 25	
Molasses, per gallon—		
New Orleans, barrels	0 27	0 29
New Orleans, half barrels	0 29	0 31
West Indies, barrels	0 28	
West Indies, half barrels	0 30	
Barbados, fancy, barrels	0 45	0 47
Barbados, fancy, half barrels	0 49	0 50
Maple Syrup—Compound—		
Gallons, 6 to case	4 80	
¼ gals., 12 to case	5 40	
½ gals., 24 to case	4 80	5 40
Pints, 24 to case	2 70	3 00
Maple Syrup—Pure—		
5 gallon cans, 1 to case.....	1 25	
Gallons, 6 to case	6 60	8 00
½ gallons, 12 to case	7 25	7 25
Quarts, 24 to case	7 25	8 40
Pints, 24 to case	4 70	
Maple Sugar—		
Pure, per lb.	0 14	0 15
Maple Cream Sugar—		
24 twin bars	1 80	
40 and 48 twin bars	3 00	
Maple butter, lb. tins, dozen.....	1 80	

DRIED FRUITS.—Reports from South state that whole crop there is likely to be smaller than year ago, and probability is that crop will be less even than present estimates. In prunes prospects are for a good crop, but growers are of opinion that small sizes will predominate. Frosts are said to have damaged apricot and peach crops, to some extent, but it is not yet known how crop will compare with that of a year ago. Locally prices hold unchanged with market dull.

Apricots—		
Standard, 25-lb. boxes	0 14	
Choice, 25-lb. boxes	0 16	
Fancy	0 18	0 22
Candied Peels—		
Lemon	0 11	0 13½
Orange	0 12	0 13
Citron	0 15	0 19
Currants—		
Fine Filiatas, per lb.	0 07	
Choicest Amalas, per lb.	0 07½	
Patras, per lb.	0 07½	
Choice Vostizas	0 10	
Shade dried Vostizas	0 10½	0 11
Cleaned, ¼ cent more.		
Dates—		
Fards, choicest, 12-lb. boxes	0 08½	0 09½
Fards, choicest, 60-lb. boxes	0 07	0 07½
Package dates, per pkg.	0 06½	0 07½
Evaporated apples	0 06½	0 07
Figs—		
Natural figs, in bags, lb.	0 05	0 07
Comadre figs, in taps, per lb.	0 04	0 04½
Eleme figs, in boxes, according to size, lb.	0 06½	0 15
Peaches—		
Standard, 25-lb. boxes	0 10	
Choice, 25-lb. boxes	0 11	0 12½
Choice, 50-lb. boxes	0 08	
Prunes—		
30 to 40, in 25-lb. boxes, faced.....	0 12½	0 13½
40 to 50, in 25-lb. boxes, faced.....	0 11½	
50 to 60, in 25-lb. boxes, faced.....	0 09	
60 to 70, in 25-lb. boxes, faced.....	0 07½	
70 to 80, in 25-lb. boxes, faced.....	0 07	
80 to 90, in 25-lb. boxes, faced.....	0 06½	
90 to 100, in 25-lb. boxes, faced.....	0 06	
Same fruit in 50-lb. boxes, unfaced, ¼ less.		
Raisins—		
Sultans, fancy	0 10	0 12
Sultans, fancy	0 12	0 14
Valencia, selected, new	0 09	0 09½
Valencia, old stock	0 07½	0 08
Seeded, 1 lb. packets, fancy	0 08	
Seeded, 1 lb. packets, choice	0 06½	0 07

TEA.—Fine flavory Ceylon teas on primary market are scarce and dear. Samples reaching here at present time from Colombo are not of a description to create much interest, through not being suitable to this trade.

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Owing to Whitsuntide festival in England there was no sale in London on Tuesday, so that conditions there are unchanged since week ago. Market holds very firm.

COFFEE.—On Rios and Santos primary market has stiffened up about 1/2c. during past week, going up a few points each day. Milder coffees have felt change a little also, but not to any great extent. Locally situation is practically unaffected.

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

SPICES.—Nutmegs and gingers have both been a little flat lately. Dealers, locally, expect to see an advance in nutmegs almost any time now. Only excess stock in some quarters has been preventing advance from coming earlier. Clovers are firm, but due to fall about end of year. Last two crops have been short, but with a fairly full one in sight, futures have been bought at a lower figure. These, however, will not be here before January. Celery seed can scarcely be obtained at any price and cloves still hold high. If duty is put on spices coming into States, as is now being discussed, it will mean that Canadian dealers will have to buy in English or other markets and probably force up prices.

	5 and 10 lb. Tins.	1/2 lb. pkgs.	1/4 lb. tins doz.
Allspice	14-17	85-90	70-80
Cassia	22-27	72-90	80-90
Cayenne pepper	22-28	72-90	90-1 15
Cloves	30-35	1 05-0 95	1 08
Cream tartar	30-31		
Curry powder	30-35		
Ginger	22-27	85-90	75-90
Mace	15-1 00		0-2 75
Nutmegs	25-30	90-95	1 00-2 50
Peppers, black	12-22	67-75	80-90
Peppers, white	27-29	90-1 05	1 05-1 15
Pastry spice	20-27	85-90	75-1 10
Pickling spice	14-18	75-90	75-90
Turmeric	15-18		

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

RICE & TAPIOCA.—Some slight firmness prevails in rice markets over and above last week's condition. Tapioca, if anything, is a little easier. Shipments coming here in two months are being bought at less, which fact will possibly affect spot stock somewhat.

	Per lb.
Rice	
Rangoon, per lb.	0 05 1/2
Rangoon, fancy, per lb.	0 05 1/2
Patna, per lb.	0 05 1/2
Japan, per lb.	0 05 1/2
Java, per lb.	0 05 1/2
Carolina, per lb.	0 08
Sago	
Brown, per lb.	0 05 1/2
White, per lb.	0 05 1/2
Tapioca	
Bullet, double goat	0 05 1/2
Medium pearl	0 05 1/2
Seed pearl	0 05 1/2
Flake	0 05 1/2

NUTS.—Brazilis have gone up another 1/2 cent on primary market. New crop should be arriving in a few weeks now. Quality of what are here is poor, causing little interest to be taken in them.

In shell—	Per lb.
Almonds, Formigetta	0 15
Almonds, Tarragona	0 16
Brasilis	0 15
Filberts, Sicily	0 19
Filberts, Barcelona	0 09 1/2
Peanuts, green, per lb.	0 10 1/2
Peanuts, roasted	0 12
Pecans	0 18
Walnuts, Bordeaux	0 13
Walnuts, Grenoble	0 16
Walnuts, Marbots	0 14
Walnuts, Cornes	0 13
Shelled—	
Almonds	0 38
Filberts	0 25
Peanuts	0 09
Pecans	0 15
Walnuts, new	0 30

BEANS.—Many conflicting prices are being quoted, owing to poor quality. This year it has been almost impossible to keep to standard owing not to discoloration so much as softness. Beans even though hand-picked show large percentage soft, and are therefore little in demand.

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

MANITOBA MARKETS.

Winnipeg, May 14.—(corrected by wire).—The market is somewhat better than it has been, but small orders for immediate use is style of buying in vogue, a natural consequence of slow collections and tight money.

Prospects are, however, improving. Wheat is all in, and sowing of coarse grains being rushed along with all speed. Receipts at the Grain Exchange seem to show that some of the farm reserve is finding its way to market.

Industrial conditions are satisfactory, and with the lifting of the war cloud in Europe easier money is confidently anticipated.

SUGAR.—Owing to the changes in the sugar tariff announced on Monday in the House of Commons, sugar on this market declined 20c per cent. on Tuesday.

Extra standard granulated, per bbl.	4 50
Montreal yellow, per bbl.	4 10
B.C. yellow, per barrel	3 85
Icing sugar, per barrel	5 05
Powdered, per barrel	4 85
Lumps, hard, per barrel	5 95

Sugar in sacks, 5 cents less.

SYRUPS.—Prices are steady following the recent advance. There is a fair demand for the time of the year. Syrup is generally more in use in the winter than in the summer in the West.

2 lb. tins, per case	2 23
8 lb. tins, per case	2 63
10 lb. tins, per case	2 81
20 lb. tins, per case	2 82
Barrels, per 100 lbs.	3 32
Molasses, New Orleans, gal.	0 35
Molasses, Barbados, gal.	0 45
Maple syrup, quarts, per case	6 20
Maple syrup, 1/2 gals.	5 85

DRIED FRUITS.—Apricots are reported as firm; other lines steady. Reports on the prune situation at the Pacific Coast state that the carry over is estimated at 48,000,000 lbs; 40s to 50s are not over plentiful, but 60s to 90s are easily obtainable. Smaller sizes scarce. Supplies look to be ample to meet all requirements of the trade.

Prunes—	Per lb.
80-100s, 25s, s.p.	0 05
80-100s, 10s, s.p.	0 05 1/2
80-90s, 10s, s.p.	0 05
70-80s, 25s, s.p.	0 05
70-80s, 10s, s.p.	0 05 1/2

60-70s, 25s, s.p.	0 05 1/2
50-60s, 25s, s.p.	0 07 1/2
40-50s, 25s, s.p.	0 08
Cooking Figs—	
Choice boxes	0 05 1/2
Half boxes	0 05 1/2
Half bags	0 05 1/2
Valencia Raisins—	
Fine, f.o.s., 25s, s.p., per box	2 75
Fine, selected, 25s, s.p., per box	2 70
4-crown layers, 22s, s.p., per box	2 65
4-crown layers, 14s, s.p., per box	1 35
4-crown layers, 7s, s.p., per box	0 75
Ne plus ultra, 82s, s.p., per box	2 20
Sultanas—	
California	0 09 1/2
Smyrnas	0 14
Currants—	
Dry clean, per lb.	0 07 1/2
Washed, per lb.	0 07 1/2
1-lb. package	0 08 1/2
2-lb. package	0 17 1/2

COFFEES AND TEAS.—No changes since the reduction in Rios announced last week.

Coffee—	
Green Rio, No. 5	0 15 1/2
Roasted Rio	0 20
Green Santos	0 19
Roasted Santos	0 24
Chicory	0 11 1/2
Teas—	
China blacks, choice	0 25
India and Ceylon, choice	0 32
Japans, May picking	0 35
Japans, choice	0 35

NUTS.—Prices on nuts continue steady, no change having been reported in several weeks. Demand is moderate.

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

BEANS.—Trade is featureless, and there is only a moderate or summer demand.

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

WINNIPEG.

FLOUR AND CEREALS.—Flour prices continue steady and demand fair. There is little export enquiry. Rolled oats and cornmeal are unchanged, with an average business doing.

Flour—	
First patents, per bbl.	5 40
Second patents, per bbl.	4 80
First clears	4 00
Lower grades	2 80
(Jute bags, 10c per lb. less.)	3 00
Cereals—	
Rolled oats, 80 lb. sacks	1 65
Standard granulated, 98 lbs.	2 15
Cornmeal, sack 98 lbs.	1 75
Wheat granules, 16-lbs	3 08

FISH.—Goldeyes are now off the market. Fresh salmon is quoted at 21c, and fresh halibut at 11c. Demand is fair, and likely to improve with the advent of warmer weather.

Fish—	
Fresh salmon	0 21
Fresh whitefish, per lb.	0 08 1/2
Fresh halibut, lb.	0 11
Fresh trout, lb.	0 12
Pickeral, per lb.	0 06
Block codfish, per lb.	0 10
Finnan haddies, lb.	0 08
Bloaters, box	1 80
Holland herring, keg	0 75
Kipper herring, box	2 80
Labrador herring, 1/2 bbl.	4 20

FRUITS AND VEGETABLES.—There is considerable activity in fruits and vegetables, and the market is well supplied in all seasonable lines. Ontario apples are now off the market. Potatoes are selling at 32c to 35c per bushel, and reserves are heavy, with little prospect of an advance.

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Cherries, 10-lb. case	4 25
Strawberries, case	4 00
Pines	4 00
Bananas, per bunch	2 50
California lemons, crate	8 00
Washington apples	1 75
Florida grape fruit	5 00
Naval oranges, case	5 00
Messina lemons	6 50
Australian onions	5 50
Egyptian onions	3 50
American radish, dozen	1 00
Leeks, dozen	0 75
American leaf lettuce	0 50
Beets, per lb.	0 01 1/2
Cabbage, per lb.	0 02 1/2
Parsley, per dozen	0 40
Head lettuce, per dozen	1 75
Carrots, lb.	0 02 1/2
Florida tomatoes, case	6 00
Swede turnips, per bushel	0 35
Green onions	1 25
Peppers, per basket	1 25
Cucumbers, dozen	2 75
Cauliflower, case	5 00
California celery, dozen	1 25
Parsnips, lb.	0 02 1/2
Sauerkraut, lb.	0 04
California rhubarb, lb.	0 08
Imported mushrooms, lb.	0 90
Asparagus, case	2 25
Spinach, lb.	0 15
Potatoes—	
Farmers' loads, per bushel	0 35
Carload lots f.o.b., per bushel	0 32

PRODUCE AND PROVISIONS.—

Butter prices have declined from 1c to 2c per lb. Cheese is featureless. Eggs plentiful and cheap. Business in cured meats is reported to be very satisfactory. Lard is steady and in good demand.

Lard—		
Tierces, per lb.	0 13 1/2	
1 lb. bricks	0 15	
50 lb. tubs	7 00	
20 lb. pails	2 85	
10 lb. cases	3 70	
50 lb. cases	8 80	
30 lb. cases	8 85	
Cured Meats—		
Hams	0 17	0 20 1/2
Bacon	0 20 1/2	0 24
Shoulders	0 15 1/2	
Long clear D. S.	0 15 1/2	
Mess pork, bbls.	27 00	
Corned beef, bbls.	14 00	
Butter—		
Creamery	0 31	0 35
Dairy best	0 25	0 26
Dairy, No. 1	0 17	0 19
Dairy, No. 2	0 16	0 17
Eggs—		
Manitoba, per doz.	0 18	0 19
Cheese—		
Ontario large	0 15 1/2	
Ontario twins	0 15 1/2	
Manitoba large	0 14 1/2	
Manitoba twins	0 15	

NEW BRUNSWICK MARKETS.

By Wire.

St. John, May 13.—Markets hold about same with easier tone in some staples. Sugar has dropped ten cents to-day in some grades. Market looks as if it would remain same for some time, and is not expected to go higher. Flour and molasses are unchanged. Not much business is being done. Pork is scarce, packers advise that beef and pork are firmer and may go higher. New cheese is forcing down market, causing lower price with heavy stocks of old on hand. Butter is scarce. Eggs are higher and plentiful.

Bacon, roll	0 15	0 16
Bacon, breakfast	0 18	0 20
Beans, Austrian, bushel	2 30	3 35
Beans, yellow eye, bushel	3 10	3 10
Butter, dairy, per lb.	0 25	0 30
Butter, creamery, per lb.	0 30	0 32
Buckwheat, W., grey, bag	2 75	2 85
Cheese, lb.	0 12 1/2	0 12 1/2
Currants, 1's, lb.	0 07 1/2	0 08
Canned Goods—		
Beans, baked	1 30	1 35
Beans, string	1 05 1/2	1 05
Corn, doz.	1 10	1 15
Pean, No. 4	1 40	1 45
Pean, No. 3	1 45 1/2	1 45
Pean, No. 2	1 45	1 50
Pean, No. 1	1 40	1 45
Peaches, 7's, doz	1 85	1 90
Peaches, 5's, doz	2 35	2 40

Raspberries, doz.	2 20	2 25
Strawberries	2 20	2 25
Tomatoes	1 65	1 70
Cornmeal, gran.	4 55	
Cornmeal, bags	1 35	
Commeal, bbls.	2 75	
Eggs, hennery	0 19	0 20
Flour, Manitoba	6 25	6 30
Flour, Ontario	5 65	5 70
Lard, compound, lb.	0 10 1/2	0 11
Lard, pure, lb.	0 15 1/2	0 15 1/2
Lemons, Messina, per box	3 50	4 00
Molasses, Barbados, fancy	0 38	0 39
Oatmeal, rolled	5 25	
Oatmeal, std.	5 80	
Pork, domestic mess	28 00	
Backs, American clear, bbl.	29 50	
Potatoes, barrel	1 40	
Raisins, California, seeded	0 08	0 09
Rice, per cwt.	3 85	3 95
Salmon, Case—		
Red Spring	9 25	9 60
Cohoos	8 50	8 75
Sugar—		
Standard granulated	4 60	4 70
United Empire	4 40	4 50
Bright yellow	4 40	4 50
No. 1 yellow	4 40	4 10
Paris lumps	5 60	5 75



Following items are taken from Canadian Grocer of May 19, 1893:

“Hormidas Laporte, Jean Baptiste, A. Martin and Joseph O. Bancher have registered a continuation of the partnership of Laporte, Martin & Co., wholesale grocers, Montreal.”

Editorial Note.—In last weeks issue appeared an item referring to change in name of the above firm to Laporte, Martin, Limited.

“The Montreal flour market is very quiet. There is little or no enquiry from outside points, and the local movement is restricted to a few jobbing transactions, for dealers are pretty well supplied at the moment. We quote:—Winter wheat, \$4 to \$4.25; spring patents, \$4.20 to \$4.30; straight rollers, \$3.40 to \$3.55; extra \$3 to \$3.15; superfine, \$2.60 to \$2.90; strong bakers, \$3.75 to \$4.”

Editorial Note.—Winter wheat flour, on this market to-day is quoted at \$4.50 to \$4.75, straight roller at \$4.30 to \$4.50 and strong bakers at \$4.70.

A CORRECTION.

In the advertisement of Joseph Ward & Co., which appeared in our issue of April 18, an error was made in the name of a brand of salmon. What should have been “Salad” brand appeared as “Salada” brand, which name belongs to the Salada Tea Co. This was caused by a mistake in copying the advertisement. The latter firm decided to institute suit against Joseph Ward & Co., but on learning that this was an error in copying the name, did not do so.



To W. J. MOONEY, president and manager of The Mooney Biscuit and Candy Co., Ltd., Stratford, Ont. Mr. Mooney was born in London, Ont., on May 18, 1859, and for the past ten years has been connected with the above mentioned firm.

To WM. HENRY ESCOTT, of W. H. Escott Co., Ltd., wholesale grocery brokers, Winnipeg, Man. Mr. Escott was born in Avon, Ont., on May 22, 1870. For the past six years he has acted as proprietor of the firm with which he is now connected. Previous to that for seventeen years he acted as salesman for T. B. Escott & Co., London, Ont.

PROBLEMS AFFECTING OLD COUNTRY GROCERS.

Continued from page 33.

why we should pay for what we didn't get. The grocers were then credited with the shortage.

“In this way our association has done splendid work for the retailer, because it shows actual money saved,” Mr. Giles declared.

While scale inspection—or rather the method of covering its cost—is an important topic among the trade in Canada, in the Old Country it is not. Over there the government pays the inspectors, the dealer only being charged for adjustments when his scales are found to be out of order.

When told that in Canada the grocers were attempting to have the law changed so that the government would bear the cost of inspection, Mr. Giles remarked, “They're quite right.”

One of the chief differences between trade here and the Old Country as observed by the secretary of the United Kingdom Federation, was that whereas the majority of business was done in Canada in proprietary lines, in Great Britain it is in bulk goods. For that reason the shelves of the Canadian grocers were considered quite attractive and the stores cleanly in appearance.

WANTED

WANTED—WHOLESALE GROCERY LINES for the Maritime Provinces, by an experienced traveller with a good connection of years standing. Address Maritime, Box 475, Truro, N.S.

FLOUR & CEREAL DEPARTMENT



Conditions Would Justify Flour Advance

But No Advance Has Yet Been Made—Situation Extremely Puzzling—Further Easing Off in Mill Feeds in Toronto—Crop Conditions Considered Perfect So Far.

Flour situation is indeed a puzzling one. Several fluctuations have been made in May wheat in Winnipeg during past week, but prices on Tuesday ruled much same as week ago. On Monday market closed at 93 $\frac{3}{8}$, on Tuesday at 92 $\frac{5}{8}$, and on Tuesday of a week ago at 92 $\frac{1}{8}$, so that there has really been little change on that score.

With offal declining, wheat holding high and amount of wheat in the country rather low, an advance in flour would appear entirely justifiable, but as yet no such change has been made, and there are those who state that in face of splendid crop conditions it is unlikely that any advance will be made.

For export, ocean freight rates have been left for June and July at the April-May level. A meeting was called to put rates up, but decision was given in favor of leaving these at April-May level, which is a reduction of 2c per cwt. on what was proposed earlier in the year.

Winter wheat situation in the States is considered as perfect, some experts going so far as to state that it will be the largest on record. The fact that no set-back has been given since seed was planted has caused much speculative buying. It is stated that something very unusual would have to happen to cause any great deterioration at this date.

Receipts of flour for the week on Montreal market were 20,977 sacks, as compared with 13,790 sacks for same week last year. Exports from port of Montreal for past week were 29,325 sacks, as against 24,858 sacks for corresponding week a year ago.

MONTREAL.

FLOUR.—Flour market is unchanged under steady demand. Domestic demand is quiet and steady, while export is very dull. There is very little to indicate any change in prices, and at present none are anticipated. There is no change in winter wheat flours, but prices are being firmly maintained. Stocks in

store are small, and the Ontario millers' offerings are small.

Winter wheat, fancy patents, in bags ..	4 50	4 75
Straight rollers, in bags	4 30	4 50
Manitoba 1st Spring wheat patents, bags ..	5 40	
Manitoba straight patents, in bags	4 90	
Manitoba strong bakers, in bags	4 70	
Manitoba second, in bags	4 10	4 30

CEREALS.—There is no change in rolled oats situation, as prices are being firmly maintained under lighter demand. Market is steady, and has stronger tone than last week, even though volume of business transacted is decreasing with warmer weather. No price changes are anticipated, even though price of oats is advancing. It is stated that advance in feed oats will not affect rolled oats market to any extent.

Exports of rolled oats from Montreal during past week were 700 sacks and 1,826 cases, as compared with 9,349 sacks and 1,400 cases for same week last year.

Rolled oats, in 25 sack lots	2 05	
Rolled oats, in single bag lots	2 18	
Rolled oats, in bbls.	4 35	4 60
Standard oatmeal, in single bag lots....	2 28	2 38
Granulated oatmeal, in single bag lots....	2 28	2 38
Fine oatmeal, in single bag lots	2 28	2 38
(In 25 bag lots the price of the above is 10c lower.)		
Rolled wheat, in barrels	2 70	
Hominy, in 98 lb. sacks	2 00	
Cornmeal, in 98 lb. sacks	1 85	1 90
Rolled oats, in cotton sacks, 5c more.		

MILL FEEDS.—Mill feed prices remain same as last week, with an increased demand for bran from United States points. Over 150 cars of bran have been shipped to these points, which has gone long way to relieving congestion of bran on local market. Demand for mill feeds on local market is quiet and steady, with an increasing demand from outside points.

Bran, in car lots, per ton	18 00	
Shorts, in car lots, per ton	21 00	
Middlings, in car lots, per ton	24 00	23 00
Wheat moulee, per ton	25 00	

TORONTO.

FLOUR.—One local dealer states: "I was absolutely sure that an advance would be made last Monday, and to that end gave special instructions to our travelers, but no advance has yet taken place. Now it looks as if wheat would have to stiffen even more before the mills put up prices."

On head of fine crop of winter wheat,

which is said to be one of finest in years, Winnipeg and United States markets have softened a little. While this really doesn't affect flour situation except sentimentally, still it burdens market from speculative point of view.

With offal going down both in price and demand an advance in flour would appear almost imperative. High wheat and low feeds under ordinary conditions would cause flour to move up, but now situation appears to be unaffected, at least for the moment.

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

CEREALS.—Toronto is still out of line for export of rolled oats. Advance in price of oats in States is expected to help Canadian exporters somewhat, but at present situation does not look strong enough to put local dealers back into line.

On this market prices both on rolled oats and cornmeal remain steady, but market is quite dull. Stiffness of corn market continues, resulting in corresponding firmness of meal, but as yet advance anticipated two weeks ago has not taken place. Owing to dullness of trade it is doubtful whether this advance will be made for some time.

Rolled oats, small lots, 90 lb. sacks.....	2 10	2 15
Rolled oats, 25 bags to car lots.....	2 00	2 07 $\frac{1}{2}$
Standard and granulated oatmeal, 98-lb. sk., small lots	2 35	
Rolled wheat, 50 lb. boxes	1 50	
Rolled wheat, small lots, 100-lb. bbls....	2 55	
Rolled wheat, 5 barrel to car lots	2 70	
Cornmeal, 98 lb. bags, 25 bag lots, best quality	1 70	1 80
Cornmeal, 98 lb. bags, 25 bag lots, coarser grades	1 50	1 65
Rolled oats in cotton sacks 5 cents more.		

MILL FEEDS.—Mill feeds have all taken on easier turn this week. One dollar has been knocked off top price of bran, shorts and middlings, and off both top and bottom price of wheat moulee. Unless a substantial advance be made in flour, prices on mill feeds would now appear to have struck bottom. In case of flour going up, however, even further recessions might be made. At present there is no indication of this except marked dullness of trade generally.

Bran, in car lots, per ton	18 00	19 00
Shorts, in car lots, per ton	20 00	21 00
Middlings, in car lots, per ton	22 00	24 00
Wheat moulee, in car lots, per ton.....	25 00	26 00



Pineapple Season Expected to be Short

Primary Market Offering More Freely Than Usual—Poor Quality of Strawberries Leaves Little Margin for Profit—Bananas Firm on Primary Market and Expected to be Higher—Scarcity Still Rules in all Green Vegetables.

MONTREAL.

GREEN FRUITS.—Fruit market is brisk these days, and with warmer weather and arrival of new fruits will get busier each week.

Apples are selling well, with only three varieties still in stock—namely, Russets, Spies and Ben Davis. Prices are slightly higher and quite firm. Bananas are lower, selling at \$2.15 to \$2.50 per bunch. Fifty boxes of cherries arrived this week and sold around \$3.75 per box. Quality of these cherries is excellent.

The steamer Canada, out from Naples and bound for Montreal, has on board 15,000 cases of oranges and lemons from Messina, Sorrento and Naples. Following cars were received by a local firm this week: 14 cars bananas, 2 cars pineapples, 2 cars tomatoes. There are only a few crates of Jaffa oranges left on market now. Demand for lemons is increasing with warm weather.

Apples—	
Ben Davis XXX.	3 00 3 25
Spies, first grade, per barrel	5 00 6 00
Spies, second grade, per barrel	2 50 3 25
Russets, No. 1, per barrel	2 75 3 00
Russets, No. 2, per barrel	2 15 2 50
Bananas, crated	3 75 3 75
Cherries, California, 7-lb. box	11 50 13 00
Cranberries	3 50 4 25
Grape fruit, Florida, case	2 75 3 50
Grape fruit, Cuban	3 50 4 25
Lemons	3 75 4 50
Oranges, California navels	4 50 5 00
Oranges, Valencia	2 50 3 75
Pears, California, Easter Beurre, box 15 doz.	2 50 3 75
Pineapples, Havana	0 18 0 22
Strawberries, per quart	

VEGETABLES.—Vegetable market is active these days, but shows few price changes. New cabbage is cheaper, selling at \$2.75 per crate, instead of \$3.50 quoted last week. Asparagus is coming forward freely, both from American and Canadian points. Fancy American in crates is selling at \$3.50 to \$4 per crate, while Canadian in baskets is selling at \$1.50 to \$1.75 per 11 qt. basket. Tomatoes are plentiful, but high prices are being maintained. Demand for beans is slow. Florida celery is selling at \$3.50 per crate.

Artichokes, Canadian, per bag	1 50
Asparagus, American fancy, per crate	4 00
Asparagus, Canadian, 11-qt. basket	1 50
Beans, wax, imported, per hamper	5 50 6 00
Beets, new, per doz. bunches	1 25
Beets, old, per bag	1 00
Cabbage, new, crate of 4 to 5 doz.	2 75
Cabbage, per bbl. of 3 doz.	1 00 1 25
Carrots, new, per doz. bunches	1 00
Carrots, old, per bag	0 75 1 00
Caulliflower, hothouse, per doz.	4 50
Celery, Florida, crate of 3 to 5 doz. heads	3 50
Cucumbers, per doz.	1 75 2 00
Egg plant, doz.	2 50 2 75
Garlic, per bunch	0 15
Horse radish, per lb.	0 20
Indive, French, per lb.	0 30
Leeks, per bunch	1 25
Lettuce, Boston, crate of 2 doz.	3 00
Lettuce, curly, crate of 4 doz.	2 75
Mushrooms, basket of 4 lbs.	3 00
Onions—	
Canadian red, per lb.	0 01½
Egyptian, per lb.	0 02½
Spanish, large case	2 50 2 75
Oyster plant, American	1 20
Oyster plant, Canadian	0 50
Peppers, green, crate	3 00
Potatoes—	
Bermuda, new, per bbl.	7 50
Green Mountains, car lots, bag	0 62½
Quebec grades, car lots, bag	0 50 0 55
Quebec grades, small lots, bag	0 85 0 90
Sweet potatoes, basket	2 50
Radishes, per doz.	0 75
Rhubarb, per doz. bunches	1 50 1 75
Spinach, per bbl.	3 00
Tomatoes, Florida, fancy, case	4 50 5 00
Tomatoes, Florida, choice, case	3 00 3 50
Tomatoes, hothouse, per lb.	0 30 0 35
Turnips, per bag	1 00
Water cress, per doz. bunches	1 00

TORONTO.

GREEN FRUITS.—Pineapples are offering quite freely. Shipping from primary market has been heavier for season than usual, which would tend to indicate a short season. No immediate decline is expected.

California cherries appeared on market for first time this week. Those shown are 8 lb. boxes of 13 rows, and sell at \$3.50 per box. Strawberries now arriving come from Alabama and Tennessee. Quality has been below average, so that during cool weather of past week wholesalers have realized little profit.

Lemon market holds firm. With cool weather and a desire to see daylight through stocks before buying, wholesale trade have tended to keep off market. Whether these coming on with a rush will affect prices is doubtful, however, as market is now so high it can't go much higher.

Apples—

Spies, first grade, per bbl.	4 00	5 00
Spies, second grade, per bbl.	3 00	4 00
Russets, No. 1, per barrel	3 25	3 50
Russets, No. 2, per barrel	2 75	3 00
Baldwins, per bbl.	2 75	3 25
Fancy imported, box		2 50
Bananas, per bunch	1 75	2 25
Cherries, California, 13 rows, 8-lb. box		3 50
Cocoanuts, per sack of 80		5 50
Grapefruit, Florida, sizes 54, 64 and 80, case	4 00	4 75
Grapefruit, Jamaica, all sizes, per case	3 50	4 50
Lemons, Messina	3 50	4 00
Limes, per box of 100		1 50
Oranges, Florida, Valencia, case	4 75	5 00
Oranges, Valencia, ordinary, 420s, case		6 50
Oranges, California navels, case	4 50	5 00
Pineapples, case of 24, 30, or 36	2 75	3 00
Strawberries, Louisiana, per pint	0 12½	0 15
Strawberries, Alabama & Tennessee, qts.	0 18	0 21

VEGETABLES.—Asparagus has advanced temporarily to 90c and \$1, solely on account of cold weather keeping back growth. Domestic lettuce is also scarce, causing prices to continue high. Radishes this week are being sold by dozen bunches as well as by hamper. On former price quoted is 50c. Both lines are in great scarcity. Domestic rhubarb is in large supply, and market if anything is rather easier. Watercress too is offering freely, causing easier feeling to market. Quality of Texas, Bermuda onions is very fine. If anything prices are a shade easier than at same period other years. Owing to regulation of method of marketing crop, so as to prevent market from ever becoming glutted, tendency is towards a firmer market than in past years.

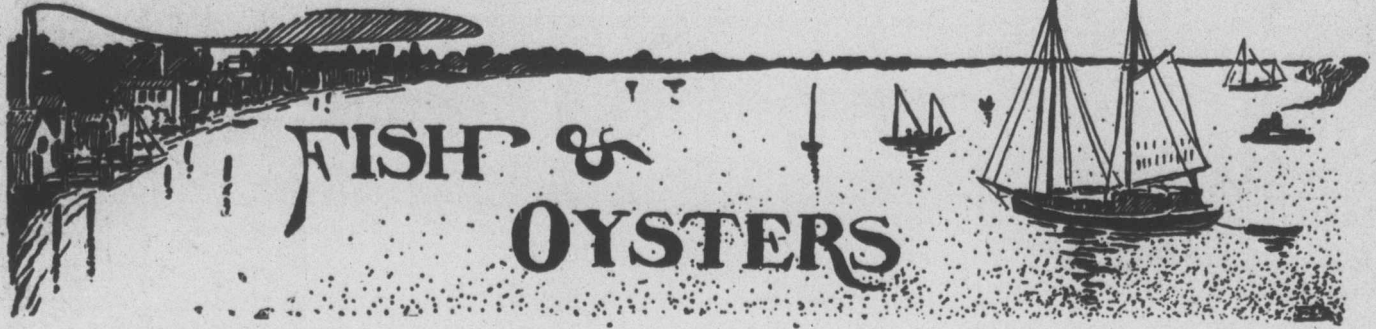
Artichokes, Canadian, bush.	1 00
Artichokes, French, dozen	1 25
Asparagus, domestic, dozen	0 90 1 00
Beans, green, hamper	3 50
Beans, wax, hamper	4 50
Beets, imported, per doz.	1 00
Carrots, per bag	0 35 0 45
Carrots, imported, per doz.	0 50 0 75
Cabbage, Virginia, new, crate of 4-5 doz.	2 75 3 25
Caulliflower, hamper	4 00
Caulliflower, case of 12	3 00 3 25
Celery, Bermuda, dozen	1 75
Chicory, doz.	0 75
Cucumbers, Florida, hamper	4 75
Egg plant, per crate of 30 to 45	5 00
Lettuce, doz. bunches	0 30 0 40
Lettuce, Boston heads, hamper	3 50 4 25
Mushrooms, per lb.	0 50 0 75

Onions—

Egyptian, sack of 112 lbs.	2 75	3 00
Texas, Bermudas, 60-lb. crate		2 00
Bermudas, 60-lb. crate		2 00
Green, imported, per doz.		0 15
Peppers, green, basket	0 60	0 65
Peppers, green, hamper of 6 boxes	3 00	3 75
Parsley, large bunches, doz.	0 50	0 75
Parsnips, per bag	0 50	0 65
Peas, green, hamper	2 50	3 25

Potatoes—

Bermuda, new, hamper	3 00
Bermuda, new, barrel	9 00
New Brunswick, per bag	0 95 1 00
Ontario, per bag	0 75 0 85
Radishes, doz. bunches	0 50
Radishes, hamper	1 50 2 00
Rhubarb, domestic, doz. bunches	0 25 0 40
Spinach, per bbl.	2 25 2 50
Spinach, per hamper	0 75 1 00
Squash, Florida, case	4 00
Turnips, per bag	0 30
Tomatoes, Florida, case	4 50 5 00
Water cress, domestic, 11-qt. basket	0 50 0 75



Number of New Lines Appear on Market

Fish Sales During Past Week Have Been Exceptionally Heavy—Halibut, Haddock and Trout Make Biggest Features on Market—Mackerel Expected to Strike In Soon—Heavy Stock of Lobsters Causes Drop in Price.

MONTREAL.

FISH.—Cooler weather and three fast days coming this week has made fish market more active than it usually would be at this season.

Fresh fish are coming forward in large numbers both from Pacific and Atlantic coast as well as from inland waters. Cold weather of last week curtailed the catch of fish to some extent, but this was welcome as demand is not in keeping with supply.

Salmon is still scarce both from Atlantic and Pacific coasts. Gaspé salmon is expected to arrive more plentifully in about a week's time. River fish is abundant but brook trout is not so plentiful this week owing to the colder weather.

Halibut and haddock are at their best both in quality and quantity and these lines will be the staples for the coming weeks. Two cars of fresh halibut are coming this week from Pacific coast and catches on Eastern coast are larger than usual.

Soft shell crabs, crab meat, and scallops are re-appearing on market and meeting with a good demand. Oysters are quiet with a declining demand. The closed season for dore ends on the 15th of this month.

FROZEN FISH.		
Herring, per 100 fish medium	1 50	
Haddock, per lb.	0 04	0 05
Smelts, fancy	0 12	0 13
Smelts, No. 1, per lb.	0 08	0 09
Salmon, fancy spring, per lb.	0 12	0 13
Salmon, Gaspé, per lb.	0 15	0 16
Salmon, Qualls, per lb.	0 07 1/2	0 08
Trout, lake, per lb.	0 12	
Whitefish, large, per lb.	0 10	
Whitefish, small, per lb.	0 07	
Weakfish, fancy	0 10	0 12
FRESH FISH.		
Bluefish, fancy, per lb.	0 15	0 16
Barbotte (dressed), bullheads, per lb.	0 09	0 10
Market cod, cases, 250 lbs., per lb.	0 05	
Less than case	0 05 1/2	
Steak, cod, per lb.	0 10	0 12
Flourders, per lb.	0 08	0 09
Haddock, fresh, per lb. by express	0 05	0 06
Salmon, B.C. red, per lb.	0 20	0 22
Trout, Brook, per lb.	0 25	0 26
Trout, Lake, per lb.	0 11	0 12
Frog's legs, small to medium, per lb.	0 20	
Whitefish, per lb.	0 11	0 12
Halibut, fresh, per lb.	0 11	0 12
Herring, per 100 fish	1 30	
Mullet, per lb.	0 07	0 08
Mackerel, per lb.	0 15	0 16
Pike, pound	0 07	0 08
Perch, dressed	0 09	0 10
PREPARED FISH.		
Boneless fish, in blocks, 20 lb. boxes, per lb.	0 06	
Dry Pollock, 100 lb. bundle, per bundle	6 00	

Pure cod tablets, 20 lb. boxes, per lb.	0 10 1/4
Pure cod, 3 lb. box, per lb.	0 15
Shredded cod, 2 doz. in box, per box	1 80
Boneless strip cod, 30 lb. box, per lb.	0 10
Pure skinless cod, 100 lb. boxes, per lb.	6 50

SALTED AND PICKLED.

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

SMOKED.

Bloaters, box	1 00	1 10
Yarmouth bloaters, fancy, per box	1 00	1 10
Yarmouth bloaters, fancy, per box	1 00	1 10
Haddies, extra fancy, per lb.	0 10	0 11
Haddies, fancy, fresh cured	0 08	0 09
Haddies, regular	0 06	0 07
Fillets, fancy, fresh cured, lb.	0 12	0 13
Fillets, regular, lb.	0 10	0 11
Herring, new, smoked, per box	0 13	0 15
Kippers (small), per box of 50 fish	1 00	1 25
Smoked salmon, per lb.	0 22	
Boneless smoked herring, 4 lb. boxes, lb.	0 10	0 10

CRUSTACEANS.

Crab meats, per gal.	2 00
Lobsters, live, per lb.	0 20
Lobsters, boiled, per lb.	0 24
Shrimps, per gal.	2 00
Periwinkles, per bus.	2 50
Prawns, per gal.	2 00

SHELL FISH.

Scallops, per gal.	3 00
Solid meats—Standard, gal., \$1.50; select, gal.	2 00
Bulk standard, gal., \$1.50; select	1 80
Clams, per bbl.	6 50
Cape Cod Shell Oysters—	
Medium size, per bbl.	8 50

TORONTO.

FISH.—Tendency this week is towards easier prices though stocks are not arriving in quantities sufficient to warrant any marked decline. Whitefish continue scarce, one dealer complaining that he couldn't get enough of them to supply his trade, and had to turn down orders amounting to about 25 or 30 cases. Lake Ontario trout are now offering quite freely, and many, too, are coming from Point au Baril.

Several new lines are expected on market this week. These are restiguse salmon, butter fish, brill, and British Columbia salmon. Opening prices expected are given below.

Ciscoes are now being arranged for, and are expected by next Monday anyway. Live eels appear for first time this week and are quoted at 10 cents per lb.

Sales in halibut are exceptionally heavy. One dealer claims that he sells more halibut than all other fish together. Last Thursday, which was heaviest day experienced for some time, he got rid of 22,000 lbs. of fish as compared with 10,000 for the average day. Cold weather is chiefly responsible for the increase.

FROZEN FISH.

Pickered, per lb.	0 08	
Roe shad, each	1 00	1 25
Sea herring, per 100	1 50	1 75
Whitefish, per lb., straight	0 09	0 10

FRESH CAUGHT FISH.

Butter fish, per lb.	0 10	0 20
Brill, per lb.	0 15	0 15
Eels, live, per lb.	0 10	0 10
Haddock, per lb.	0 08 1/2	0 07
Halibut, per lb.	0 12	0 13
Herring, per lb.	0 08	0 08
Lemon soles, per lb.	0 10	0 10
Lobsters, live, per lb.	0 25	0 40
Perch, per lb.	0 07	0 07
Roe shad, each	1 00	1 50
Salmon, Restiguse, lb.	0 25	0 25
Salmon, B.C., per lb.	0 15	0 15
Steak cod	0 07	0 08
Suckers, per lb.	0 12	0 14
Trout, per lb.	0 12	0 14
Whitefish, per lb.	0 12	0 14
Wrinkles, per bush.	4 00	4 00

SMOKED.

Finnan haddie	0 07 1/2	0 08
Kippers	1 10	1 25
Smoked bloaters, 60s	1 25	1 25
Smoked fillets	0 13	0 13

PREPARED.

Cod, 2-lb. boxes, 12 to crate	2 20
Acadia cod, 2-lb. boxes, 12 to crate	2 20
Cod in loose strips, 25-lb. to box, lb.	0 08 1/2
Shredded cod, 2 doz. pkgs. to box	2 25
Skinless, cwt. (100 lb. boxes)	7 00

SALTED AND PICKLED.

Holland herring, per keg	0 80	0 85
Shrimps—		
1 gallon cans	1 25	1 25
2 gallon cans	2 40	2 40
3 gallon cans	4 40	4 40
Extra, per lb.	0 16	0 16

HALIFAX.

FISH.—Local fish markets are fairly active for season. Receipts of haddock are increasing, and catches of lobsters are greatly improved. Trout continue scarce. Receipts of halibut are lighter than for some weeks, but there is ample stock on market to meet all demands. Oysters are selling freely and sales of smoked fish are about an average.

Large cod (quintal) 6 00 6 50
Small cod (quintal) 5 00 5 50
Haddock (quintal) 4 00 4 50

ST. JOHN.

FISH.—A feature of fish market during last week has been heavy stock of lobsters arriving. These had ready sale, as they were really the first to come in any abundant supply. Price has dropped to from 10 to 14 cents, and with fine weather continuing dealers are looking for supply to improve. Stocks in fresh fish, cod and haddock, have remained fairly encouraging, while a few stray shad are also being received. J. F.



Produce & Provisions



Provisions Firmer; Butter Again Declines

Substantial Advance Made on Hams in Toronto—Butter Expected to Decline Until Grass Makes Offer Freely—Montreal Buys in Lion's Share of Eggs Offered With Resulting Tendency Towards Weakening Market—New Cheese Easier.

Montreal and Toronto markets this week show a strange contrast. While lard declined 1/2 cent in former, it has advanced 1/4 cent in latter. Advance of 1/2 cent in pork products made in Montreal week ago has been followed up this week by corresponding advance on several lines in Toronto.

Prices on hogs still hold high. Offerings last week were fairly plentiful, but in no way was there any surplus. With all buyers each wanting a few, prices tend to hold higher than they otherwise would.

Further declines have again taken place in butter, and as make is now becoming quite heavy for season, even greater declines are anticipated. A steadily weakening market may be expected until grass makers begin to offer freely. Demand from the coast up to present time is much behind that of last year owing chiefly to heavy importations from New Zealand. Accordingly dealers in East are anxiously awaiting an increase in demand from that source now that make is becoming heavy.

English buyers are again beginning to take an interest in new make Canadian cheese, and a few small orders have been filled during past week. Export trade is as yet light, however.

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

	Butter.	Cheese.	Eggs.
For week ending May 10, '13	7,655	13,769	16,442
For week ending May 11, 1912	8,360	12,653	19,825
Total receipts from May 1, 1913			
to May 10, 1913	12,293	15,819	25,828
Total receipts from May 1, 1912			
to May 11, 1912	14,756	16,622	30,280

MONTREAL.

PROVISIONS.—Pure lard declined 1/2c per pound all round during the past week, and live hogs advanced to \$10.50 to \$10.60 per cwt. These are only interesting features of provision markets this week. Demand is steady and quiet.

Hams and bacon are selling well, and demand for cooked meats and specialties is improving, while quite a nice volume of business is being done in canned meats. There appears to be no great change anticipated in market, and very little to indicate anything of this nature. Hogs are plentiful. Even though price is high the quality offsets this advance.

With warmer weather demand is expected to increase, as it is correspondingly difficult for the consumer to keep fresh meats in good order for any length of time.

HAMS—	
Extra large sizes, 28 to 40 lbs., per lb.	0 16
Large sizes, 20 to 28 lbs., per lb.	0 17 1/2
Medium sizes, selected weights, 12 to 20 lbs., per lb.	0 19
Extra small sizes, under 12 lbs., per lb.	0 19 1/2
Boned and Rolled, large, 16 to 25 lbs., per lb.	0 19
Boned and rolled, small, under 12 lbs., per lb.	0 21
Picnic hams, 6 to 12 lbs., per lb.	0 15
BACON—	
Breakfast bacon, heavy, 14 to 20 lb. sides	0 19
Fancy breakfast bacon, boneless, lb.	0 22
Windsor bacon, skinned, backs, lb.	0 22
Windsor bacon, skinned, backs, boneless, per lb.	0 24
Spiced roll bacon, boneless, short, lb.	0 18
Wiltshire bacon, 50 lb. sides, lb.	0 18
SHOULDERS—	
Square shoulders, boneless, per lb.	0 15
Square shoulders, bone in, per lb.	0 14
Cottage rolls, small, 4 lbs., per lb.	0 18
COOKED MEATS—	
Boiled ham, small, skinless, boned, lb.	0 28
Jellied tongue, 10 lb., open tins, lb.	0 28
Headcheese, per lb.	0 19
English brawn, per lb.	0 12 1/2
Jellied hock, 4 lb. tins, per tin.	0 75
Cooked pickled pig's feet, (in vinegar, 25 lb. kits), per lb.	0 07
DRY SALT MEATS—	
Long clear bacon, 50-70s, lb.	0 15 1/2
Long clear bacon, 80-100s, lb.	0 14 1/2
Flanks, bone in, not smoked, lb.	0 15 1/2
PURE LARD—	
Tierces, 375 lbs., per lb.	0 14 1/2
Tubs, 50 lbs. net, lb.	0 14 1/2
Boxes, 50 lbs. net, per lb.	0 14 1/2
Pails, wooden, 20 lbs. net, lb.	0 14 1/2
Pails, tin, 20 lbs. gross, lb.	0 14 1/2
Cases, tins, 10 lbs., each, lb.	0 15
Cases 3 and 5 lb. tins, per lb.	0 15 1/2
One pound bricks, 60 lb. cases	0 15 1/2
COMPOUND LARD—	
Tierces, 375 lbs., per lb.	0 09 1/2
Tubs, 50 lbs. net, lb.	0 15 1/2
Boxes, 50 lbs., per lb.	0 09 1/2
Pails, wooden, 20 lbs., net	0 10 1/2
Pails, tin, 20 lbs. gross	0 09 1/2
Cases, 10 lb. tins, 60 lbs. in case	0 10 1/2
Cases, 3 and 5 lb. tins, 60 lbs. in case	0 10 1/2
One pound bricks, 60 lb. cases	0 11 1/2

BARRELLED PORK.

Heavy Canada short cut mess, bbl., 35-45 pcs.	\$28 50
Canada short cut back pork, 45-55 pcs., bbl.	28 00
Heavy short cut clear pork, bbl.	28 00
Heavy clear fat backs, 40-50 pcs., bbl.	28 00
Heavy clear fat backs, 60-70 pcs., bbl.	27 00
Flank fat pork, bbl.	28 00
Pickled pig's feet, short, 200 lb. bbls., bbl.	6 00

SUNDRIES.

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

HOGS.

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

BUTTER.—Owing to heavier receipts the price for fresh creamery butter has declined 1/2c per pound, but other grades remain same as last week. Supplies of butter coming forward are quite heavy, and it is likely that prices will decline further very shortly.

Fresh creamery print	0 28	0 28
Creamery solids	0 28	
Farmers' separator butter	0 25	
Dairy prints, choice	0 25	
Dairy solids	0 25	

EGGS.—Owing to keen competition among egg buyers, price has been advanced, and new laids are selling at 24c, while No. 1 eggs sell for 22c. Egg buyers seem to have forgotten the lesson taught them last winter, and are bidding higher for eggs this year than last year. If packers are forced to pay these high prices for storage there will be some interesting happenings again next winter, but there is a feeling among the trade that prices will soon tumble to a reasonable level.

New laid eggs, per doz.	0 24
No. 1 eggs, per doz.	0 22

CHEESE.—There is no change in price of cheese, although receipts on local market have been very heavy during past week. Bulk of this is for export. Exporters are paying higher prices for cheese than the market in anticipation of an early advance. Export demand at present is quiet.

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

POULTRY.—Demand for poultry is fair, with scanty receipts. Demand is being supplied almost wholly with cold storage stocks. Prices are firm, with chickens higher at 20c to 21c per lb. Frozen, milk-fed broilers are selling at

28c to 32c per lb., according to size and quality.

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

TORONTO.

PROVISIONS.—An advance of from 1/2c to 1c has this week taken place on most hams and salt meats. Some packers outside, it is stated, wouldn't sell a ham under 20c. The whole situation consists in the scarcity of hogs. One dealer states, "There don't seem to be any hogs in the country, or if there are, they're not being offered very plentifully. Farmers must have them stowed away under their barns." With mill feeds at such a low mark farmers find it a paying proposition to hang on to their hogs and fatten them rather than shoving them early on the market.

HAMS—		
Light, per lb.	0 19	0 20
Medium, per lb.	0 19	0 19 1/2
Large, per lb.	0 16 1/2	0 17
Cooked, per lb.	0 28	0 28 1/2
BACKS—		
Plain, per lb.	0 23	0 24
Boneless, per lb.	0 24	0 26
Pea meal, per lb.	0 23	0 24
BACON—		
Breakfast, per lb.	0 19	0 21
Roll, per lb.	0 15 1/2	0 16
Shoulders, per lb.	0 13 1/2	0 14 1/2
Pickled meats—1c less than smoked.		
DRY SALT MEATS—		
Long clear bacon, light	0 15 1/2	0 15 1/2
Long clear bacon, heavy	0 15	0 15 1/2
BARRELLED PORK—		
Heavy mess pork, per bbl.	22 00	23 00
Short cut, per bbl.	27 00	28 00
LARD, PURE—		
Tierces, 400 lbs., per lb.	0 14 1/2	0 14 1/2
Tubs, 60 lbs., per lb.	0 14 1/2	0 14 1/2
Pails, 20 lbs., per lb.	0 15	0 15
Pails, 3 and 5 lbs., per lb.	0 15 1/2	0 15 1/2
Bricks, 1 lb., per lb.	0 16	0 16
LARD, COMPOUND—		
Tierces, 400 lbs., per lb.	0 09 1/2	0 10
Tubs, 60 lbs., per lb.	0 10 1/2	0 10 1/2
Pails, 20 lbs., per lb.	0 11	0 11
SAUSAGES—		
Bologna, beef, per lb.	0 07 1/2	0 07 1/2
Bologna, ham, per lb.	0 10	0 11
Farmers, all pork, per lb.	0 13	0 16
Sausage, small, per lb.	0 09 1/2	0 09 1/2
Sausage, large, per lb.	0 09	0 09
Summer sausage, German, per lb.	0 22	0 25
Wieners, per lb.	0 10	0 15
HOGS—		
Live, f.o.b., per cwt.	9 25	9 35
Live, fed and watered, per cwt.	9 60	9 75
Dressed, per cwt.	14 00	14 50

BUTTER.—Drop of fully two cents has been made in price of fresh creamery this week. Farmers' separator is quoted 1c lower, and dairy solids 2c lower than last week. Make is heavy, so that there is little chance of market recovering itself. Further declines are expected until fresh creamery reaches a 22c basis, at which time dealers will begin to consider storing away for next winter. One feature which will likely tend to keep prices up, however, will be gambling on new tariff. Grass makes are beginning to appear more freely, but as yet have made no special feature on market.

	Per lb.
Fresh creamery print	0 27 0 29
Creamery solids	0 26 0 28
Farmers' separator butter	0 25 0 26
Dairy prints, choice	0 23 0 25
Dairy solids	0 18 0 20

EGGS.—Montreal paying a higher price than Toronto has caused the former to receive the big share of eggs during past week, and as result prices are likely to ease off there. It is understood here that stocks in Montreal on

May 1 were three times as heavy as year ago at same date. Thus prospects for cheaper eggs are brighter this week.

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

CHEESE.—Market on both old and new is easier this week, and is expected to continue easier for some time. Prices on new have dropped from 1/4c to 1/2c. Cheese boards outside are quoting from 11c to 11 1/4, so that prospects are for even lower cheese yet. Prices now are below last year's level.

Cheese—	
Old, large	0 14 1/2 0 15

Old, twins	0 15	0 15 1/2
New, large	0 13	0 13 1/2
New, twins	0 13 1/2	0 14

POULTRY.—Inquiry is being made for fresh broilers, provided they weigh 1 1/2 lbs. per bird. These are worth from 35c to 40c delivered here, and sell out when dressed at from 50c to 60c per lb.

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

How Hog Products Have Been Advancing

Table of Comparison Shows Some Substantial Advances Since May, 1911—Farmer Getting \$3.50 Per Cwt. More for His Hogs Than Two Years Ago—This Explains Reason for Rise in Hams, Bacon, Lard, Etc.

The accompanying table which gives in comparison the prices on pork products and hogs for the second week of May in this and each of the past two years, reveals many interesting facts. Prices have steadily advanced throughout the two years, only two cases being given where prices on any article were lower one year than the year previous. These are shoulder hams which were 1/2 cent per lb. lower, and heavy mess pork which was \$1 per barrel lower in May, 1912, than at corresponding period 1911.

The whole situation undoubtedly lies in the comparative condition of the hog market. In May, 1911, hogs were selling at what would now be considered the very low price of \$5.75 f.o.b. Comparing this with \$9.25 to \$9.35 of last week reveals a difference of at least \$3.50 per cwt. Corresponding with this, taking the difference between lowest prices quoted, the increase for the same time has been on light hams, 3 1/2 cents, on cooked hams, 6 cents, on plain backs, 5 cents, on breakfast bacon, 3 cents, on long clear bacon, 4 1/2 cents, and on pure lard in tierces, 4 cents.

In second week of May, 1911, lard de-

clined 1/2 cent and an easy feeling prevailed all through the provision market owing to an attempt being made to get pork products down to an export basis.

A steady market with general tendency towards a slight advance was the feature in 1912. At that time lard also dropped 1/2 cent in Montreal owing to overstocked market, but an advance of a fraction of a cent had been made the week previous on many lines of provisions. Hog offerings were again liberal.

This year, with prices on corn, and all mill feeds low, farmers have found it a paying proposition to go in for hog-raising and fattening. Accordingly they have held back their offerings and prices have soared.

On hog products, prices have gone up in proportion, this year showing a good substantial advance on all lines, without one exception, over last year. General tone of the market, too, is one of firmness. Lard continues firm with advancing tendency and with prospects for a good summer demand ahead, all other lines are correspondingly firm.

	1913.	1912.	1911.
HAMS—			
Light	0 18 1/2 — 0 19	0 17 1/2 — 0 18	0 15 — 0 16
Medium	0 18 — 0 18 1/2	0 17 — 0 17 1/2	0 14 — 0 15
Large	0 16 1/2 — 0 17	0 16 — 0 16 1/2	0 12 — 0 13
Shoulders	0 13 1/2 — 0 14 1/2	0 11 1/2 — 0 11 1/2	0 12 — 0 12
Cooked	0 26 — 0 28	0 25 — 0 26	0 20 — 0 21
BACKS—			
Plain	0 23 — 0 24	0 19 — 0 20	0 17 — 0 18
Pea meal	0 23 — 0 24	0 20 — 0 21	0 17 1/2 — 0 18 1/2
BACON—			
Breakfast	0 19 — 0 21	0 18 — 0 19	0 16 — 0 17
Roll	0 15 1/2 — 0 16	0 12 1/2 — 0 13	0 11 — 0 11 1/2
DRY SALT MEATS—			
Long clear bacon, light ...	0 15 — 0 15 1/2	0 13 — 0 13 1/2	0 10 1/2 — 0 11
BARRELLED PORK—			
Heavy mess pork, per bbl. ..	22 00 — 23 00	19 00 — 20 00	20 00 — 21 00
Short cut, per bbl.	27 00 — 28 00	23 50 — 24 00	23 00 — 24 00
LARD—			
Pure, tierces, per lb.	0 14 — 0 14 1/2	0 13 1/2 — 0 13 1/2	0 10 — 0 10 1/2
Compound, pails, per lb. ...	0 11 — 0 11	0 09 1/2 — 0 10 1/2	0 09 1/2 — 0 10 1/2
HOGS—			
Live, f.o.b., per cwt.	9 25 — 9 35	8 40 — 8 40	5 75 — 5 75
Live, fed and watered, cwt	9 60 — 9 75	8 70 — 8 70	6 05 — 6 05
Dressed, per cwt.	14 00 — 14 00	11 75 — 12 25	8 50 — 9 00

Table of comparisons on wholesale price of hog products in May during past three years.

QUOTATIONS FOR PROPRIETARY ARTICLES

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

BAKING POWDER.

ROYAL BAKING POWDER.

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

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

WHITE SWAN SPICES AND CEREALS, LTD.

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

BORWICK'S BAKING POWDER

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

COOK'S FRIEND BAKING POWDER.

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

In Tin Boxes—

No. 13, 1-lb., 2 dozen	3 00
No. 14, 8-oz., 3 dozen	1 75
No. 15, 4-oz., 4 dozen	1 10
No. 16, 2½-lb.	7 25
No. 17, 5-lb.	14 00

FOREST CITY BAKING POWDER.

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

BLUE.

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

COUPON BOOKS—ALLISON'S.

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

UN-NUMBERED.

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

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

CEREALS.

WHITE SWAN SPICES AND CEREALS, LTD.

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

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

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

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

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

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

White Swan Flaked Rice, \$1.

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

DOMINION CANNERS.

Aylmer Jams. Per doz.

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

Jellies.

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

Marmalade.

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

Pure Preserves—Bulk.

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

14's and 30's per lb.

Strawberry	0 13
Black currant	0 13
Raspberry	0 13

Freight allowed up to 25c per 100 lbs.

COCOA AND CHOCOLATE THE COWAN CO., LTD.

Cocoa—

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

Special quotations for Cocoa in barrels, kegs, etc.

Unsweetened Chocolate—

Supreme chocolate, ½'s 12-lb. boxes, per lb.	0 33
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 30

Milk chocolate wafers, 5-lb. boxes 0 36

Coffee drops, 5-lb. boxes 0 36

Lunch bars, 5-lb. boxes 0 36

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

Royal Milk Chocolate. 5c cakes, 2 doz. in box, per box 0 85

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

EPF'S.

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

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

Smaller quantities 0 37

JOHN P. MOTT & CO'S.

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

Elite, 10c size (for cooking) dozen 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 30

" 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.; Cinqueme sweet chocolate, 1-5-lb. cakes, 6-lb. boxes, 20c lb.; Falcou cocoa (hot or cold soda), 1-lb. tins, 34c lb.; Cracked Cocoa, ¼-lb. pkgs., 6-lb. bags, 31c lb.; Caracas tablets, 5c cartons, 40 cartons to box, \$1.25 per box.

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

One of the Chief

causes of the success of Fels-Naptha soap with the grocery trade was its distribution without any prizes, premiums, schemes, and other nuisances.

A steady, satisfactory sale and assured popularity were greater premiums.



"Mamma Wants Jell-O."

A cheerful grocer is he who has profited by the discovery that it doesn't pay to stock up with unsalable goods that only encumber space and kill time.

Nothing like unsalable goods to kill time and cut off profits.

JELL-O

keeps moving when other goods seem to form an attachment for their quarters and settle down for a long and quiet stay.

Jell-O is "America's most famous dessert," as all housewives and grocers know.

THE GENESEE PURE FOOD CO.,
Bridgeburg, Can.

The name JELL-O is on every package in big red letters. If it isn't there, it isn't JELL-O.



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.



THE CANADIAN GROCER

CONDENSED AND EVAPORATED MILK.

BORDEN MILK CO., LTD.

East of Fort William, Ont.

Preserved— Per Case.

Eagle Brand, ea. 4 doz.....	\$0 00
Reindeer Brand, ea. 4 doz.	6 00
Silver Cow Brand, ea. 4 doz.	5 40
Gold Seal Brand, ea. 4 doz.	5 25
Mayflower Brand, ea. 4 doz.	5 25
Purity Brand, ea. 4 doz...	5 25
Challenge Brand, ea. 4 doz.	4 75
Clover Brand, ea. 4 doz.....	4 75

Evaporated (Unsweetened)—

St. Charles Brand, small, ea. 4 dozen	2 00
Peerless Brand, small, ea. 4 doz.	2 00
St. Charles Brand, Family, ea. 4 doz.	3 90
Peerless Brand, Family, ea. 4 doz.	3 90
Jersey Brand, Family, ea. 4 doz.	3 90
St. Charles Brand, tall, ea. 4 doz.	4 50
Peerless Brand, tall, ea. 4 doz.	4 50
Jersey Brand, tall, ea. 4 dozen	4 50
St. Charles Brand, Hotel, ea. 2 doz.	4 25
Peerless Brand, Hotel, ea. 2 doz.	4 25
Jersey Brand, Hotel, ea. 2 doz.	4 25
St. Charles Brand, gallons, ea. 1/2 doz.	4 75
"Reindeer" Coffee & Milk, ea. 2 doz.	5 00
"Regal" Coffee and Milk, ea. 2 doz.	4 50
"Reindeer" Cocoa & Milk, ea. 2 doz.	4 80

WHITE SWAN SPICES AND CEREALS, LTD.

WHITE SWAN BLEND.

1-lb. decorated tins, lb.	0 36
Mo-Ja, 1/2-lb. tins, lb.	0 32
Mo-Ja, 1-lb. tins, lb.	0 30
Mo-Ja, 2-lb. tins, lb.	0 30

Presentation (with tumblers) 28c per lb.

MINTO BROS.

MELAGAMA BLEND.

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

Packed in 30's and 50lb. case.

Terms—Net 30 days prepaid.

FLAVORING EXTRACTS. SHIRRIFF'S

Quintessential.

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

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

Discount on application.

CRESCENT MFG. CO.

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

GELATINE.

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

CLARK'S PORK AND BEANS IN TOMATO SAUCE.

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

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

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

CASTILE SOAP.

"Le Soleil," 72 p.c. olive oil	
Cs. 200 7-oz. pieces cs.	7 50
Cs. 200 10-oz. pieces, cs.	12 00
Cs. 100 10-oz. pieces, cs.	6 50
Cs. 50 1/2 lb. pieces, cs.	3 75
Cs. 50 1lb. pieces, cs.	4 50
Cs. 12 3-lb. bars, lb.	0 09
Cs. 25 11-lb. bars, lb.	0 08
Cs. "Le Lune," 65 p.c. olive oil.	
Cs. 50 1/2-lb. pieces, cs.	3 35
Cs. 12 3-lb. Bars, lb.	0 08 1/2
Cs. 25 11-lb. Bars, lb.	0 08

ALIMENTARY PASTES.

BLANC 1/2 FILS.

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

DUFFY 1/2 CO. BRAND.

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

Apple Juice, 12 qts.	3 75
Apple Juice, 24 pts.	4 50
Champagne de Pomme, 24 p	5 90
Motts Golden Russett—	
Sparkling Cider, 12 qts.	4 50
Sparkling Cider, 24 pts.	4 75
Sparkling Cider, 36 sp.	4 90
Extra Fins, 100 1/2	16 00
Apple Vinegar, 12 qts.	2 40

These prices are F.O.B. Montreal.

Imported Peas "Soleil"

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

MINERVA PURE OLIVE OIL.

Case—	
12 litres	8 00
12 quarts	6 00
24 pints	6 50
24 1/2-pints	4 25
Tins— Gall.	
5 gals. 2s	2 00
2 gals. 6s	2 05
1 gal. 10s	2 10
20s, 1/2 gal.	2 60

CANNED HADDIES "THISTLE" BRAND.

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

INFANTS' FOOD.

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

N. K. FAIRBANK CO., LTD.	
Tierces	0 10 1/4
Tubs, 60 lbs.	0 10 1/4
Pails, 20 lbs.	0 10 1/4
Tins, 20 lbs.	0 10 1/4
Cases, 3 lbs., 20 to case.	0 11 1/4
Cases, 5 lbs., 12 to case.	0 11 1/4
Cases, 10 lbs., 6 to case.	0 11

F.O.B. Montreal.

MARMALADE.

SHIRRIFF BRAND. "SHREDDED."

1 lb. glass (2 dz case)	\$1.90 \$1.80
2 lb. glass (1 dz case)	3.20 3.00
4 lb. tin (1 dz case)	5.50 5.35
7 lb. tin (1/2 dz case)	8.60 8.35

"IMPERIAL SCOTCH."

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

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
F. D., 1/4-lb.	0 95
F. D., 1/2-lb.	1 45

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

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

Fine.

4-lb. box "Special," box	0 22
8-lb. box "Special," box	0 44
5-lb. box "Standard," box	0 27 1/2
10-lb box "Standard," box	0 55
60-lb. cases or 75-lb. bbls, per lb.	0 05
25-lb. cases, 1-lb. pkgs. (Vermicelli), lb.	0 06

Globe Brand.

5-lb. box "Standard," box	0 30
10-lb box "Standard," box	0 60
25-lb. cases (loose), lb.	0 06
25-lb. cs. 1-lb. pkgs., lb.	0 06 1/2

JELLY POWDERS.

JELL-O.

Assorted case, contains 2 doz.	1 90
--------------------------------	------

Straight.

Lemon contains 2 doz.	1 80
Orange contains 2 doz.	1 80
Raspberry contains 2 doz.	1 80
Strawberry contains 2 doz.	1 80
Chocolate contains 2 doz.	1 80
Cherry contains 2 doz.	1 80
Peach contains 2 doz.	1 80

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

JELL-O ICE CREAM POWDER

Assorted case, contains 2 doz.	2 50
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Straight.

Chocolate contains 2 doz.	2 50
Vanilla contains 2 doz.	2 50
Strawberry contains 2 doz.	2 50
Lemon contains 2 doz.	2 50
Unflavored contains 2 doz.	2 50

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

SOAP AND WASHING POWDERS.

SNAP HAND CLEANER.

3 dozen to box	3 60
6 dozen to box	7 20

30 days.

RICHARDS PURE SOAP.

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

Richardz Quick Naptha Soap.

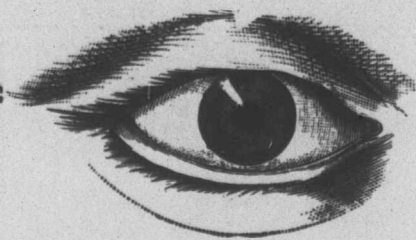
GENUINE. Packed 100 bars to case.

FELS NAPTHA.

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

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

1-16 gall. doz.	\$ 2 00
1/2-gall. doz.	6 00
1/4-gall. doz.	10 80
1 gall. doz.	19 50
1-16 gall. gross lot	20 00



WE ARE

THE EYE

Of the **CANADIAN WEST**

and a wide awake eye at that. We have our finger on the pulse of the fastest growing country in the world—the Golden West. We are so closely in touch with the trade, through our many representatives covering the territory often that nothing misses us—we see everything that will be of benefit to you and your line.

The Canadian West with her immense fortune in Wheat, is attracting your competitors. You, too, should jump in and get your share of the golden harvest.

Let us handle your line—Write now

NICHOLSON & BAIN, Wholesale Commission Merchants
and Brokers

HEAD OFFICE, - WINNIPEG, MAN.

BRANCHES: REGINA SASKATOON EDMONTON CALGARY LETHBRIDGE

“Star Brand” **BACON**

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

Made under Government inspection.

F. W. FEARMAN CO.
LIMITED
HAMILTON

SOMETHING WORTH KNOWING

You can recommend

UPTON'S PURE FRUIT JAMS

as an absolutely pure fruit product—far more palatable than most jams—and can be sold at an attractive price to your customers.

Are you selling them

T. UPTON CO., LIMITED
HAMILTON, CANADA

SPECIAL ONION SETS

Express Charges Paid

Yellow Dutch Set Onions - \$9.00
 White Dutch Set Onions - 9.00
 Shallots - - - - - 6.00

POTATOES

Ex-Warehouse Toronto

Per bag
 Early Ohio Potatoes, choice stock - - - - - \$1.75
 Early Eureka, Potatoes, choice stock - - - - - 1.60

Geo. Keith & Sons

Phone Main 163

Toronto -:- Ontario

Seedmerchants since 1866

TOMATOES, CELERY, PINEAPPLES, ORANGES, BANANAS.

Shipments of Fruits and Vegetables arriving daily.

—Get our quotations.

Prompt shipment assured.

LEMON BROS.

Owen Sound, Ontario

When you cannot go down to your wholesalers and examine personally what you buy—then you have to phone, wire or write. That's when you should appreciate the sterling quality and reliability of Tracuzzi's brands of Lemons.

“St. Nicholas”
 “Home Guard”
 “Queen City”
 “Puck”
 “Kicking”

and mention them in your order.

J. J. McCABE

Agent

Toronto, - Canada

NATION'S GUSTARD 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., Limited,
 Winnipeg, Man.

McKelvie, Cardell, Limited,
 Calgary, Alta.

Distributors, Limited,
 Edmonton, Alta.

Samples free by post.

Agents wanted in all towns.

53 Highest Awards in Europe and America

WALTER BAKER & CO.'S CHOCOLATE & COCOA



Registered Trade-Mark

Our Cocoa and Chocolate preparations are Absolutely Pure—free from coloring matter, chemical solvents, or adulterants of any kind, and are therefore in full conformity to the requirements

of all Pure Food Laws.

Walter Baker & Co. Limited

Established 1780

Montreal, Can. Dorchester, Mass.

SYSTEM SAFETY
 MORE PROFIT

WORK WORRY
 LESS LOSS

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



ALLISON
 Coupon Books

Here's How They Work

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

For sale everywhere by jobbers.

Manufactured by

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

When writing advertisers kindly mention this paper.

Pineapples

Down to Rock Bottom

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

Get your preserving orders together and send to us.

We guarantee the best pineapples leaving Toronto.

LARGE GRADE FINE COLOR
RIGHT PRICE

WHITE & CO., LIMITED
TORONTO and HAMILTON

PINEAPPLES

The season is now on. We handle only First Quality Fruit. We repack and make sound every case before shipping. Our brands are all full pack and uniform in size. Our prices are right. Send us your orders.

LEMONS

The market is advancing. If you want to make a few dollars easily order ten to twenty-five boxes to-day.

HUGH WALKER & SON

Established 1861

GUELPH and NORTH BAY

The Arctic Refrigerator

Built to your requirements

If you are planning on installing a new refrigerator, send us your plans and measurements of space allotted to it, and we will be pleased to quote prices.

The "Arctic" is very widely known and has always given entire satisfaction. The best stores in the country use the Arctic. It is sanitary, and makes an attractive store fitting, keeping perishable stock always cold (dry cold), and fresh.

Send for 1913 Catalogue to-day.
A full line of new goods in stock.



JOHN HILLOCK & CO., LIMITED
TORONTO, ONTARIO

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

EVERY GROCER KNOWS THAT THE FASTER HIS STOCK MOVES THE MORE MONEY HE MAKES —

That well advertised goods not only move faster than others, but that they are also easier to sell.

HEINZ 57 VARIETIES PURE FOOD PRODUCTS

are always well advertised.

Millions of people already know their goodness; others are learning about them every day.

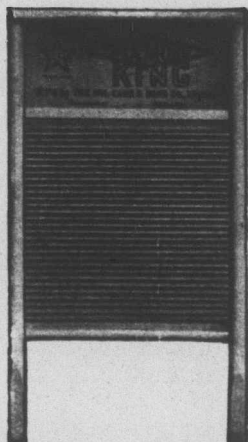
Need we offer you any better reason for keeping an eye on your stock to see that you never run out of these good sellers.

H. J. Heinz Company



**CANE'S
WASHBOARDS**
Are Business Getters

They always give the buyer perfect satisfaction because they are well made from the most durable materials.



We make these washboards in 12 different styles and grades so as to meet every demand. Each and every grade is the best for the price that is procurable.

Write for catalog on
"Cane's Washday
Woodenware."

The Wm. Cane & Sons Co., Limited
NEWMARKET, ONTARIO



**Housecleaning Season
is at hand**

and with it comes the demand for Whitewash Brushes, in fact Brushes of almost all kinds. See that your stock of Keystone Brand Brushes is complete. They are the most reliable in the market.

Manufactured by

Stevens-Hepner Company
Limited

PORT ELGIN, - Ontario

ROSE QUESNEL

A Pure Canadian Smoking Tobacco

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

and

KING GEORGE

NAVY PLUG

A Chewing Tobacco

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

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

Rock City Tobacco Co., Limited
Quebec



**Spring-Time Is Shoe
Polish Time**

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

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

Stock 2 in 1 for black
2 in 1 for white canvas or leather
1 in 1 for tan.

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

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

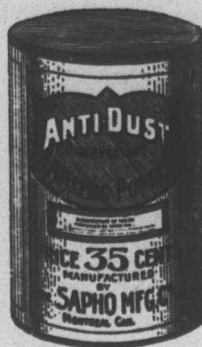


THERE WILL BE A
BIG DEMAND
 THIS YEAR FOR
**Keating's
 Powder**

YOU will be asked for it. "Keating's" kills **EVERY** Bug, Roach, Beetle, Moth, Flea or Household Insect of any kind coming into proper contact with it. This statement is a **fact** based upon scientific authority.

The 10c, 20c and 35c tins are put up in compact cartons, each containing 3 dozen tins, obtainable at any of the usual wholesale houses.

The advertising campaign is on. It will run right through the summer, and this year be larger than ever.



**Anti-Dust
 SWEEPING
 POWDER**

There are a score of other makes being offered you to-day. We know that, but with all respect for our competitors, we confidently state that

Anti-Dust

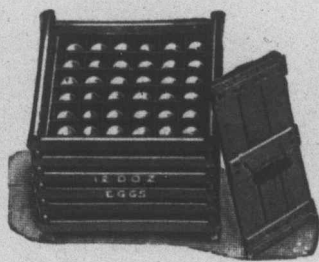
is better and different.

Superior quality at same price makes it a more valuable stock for you. There is greater germ killing power with it and then—It **Sweeps Cleaner**.

Ask Our Agents for the Green Tin

Sapho Mfg. Co., Limited
 Montreal

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



**Humpty
 Dumpty
 EGG
 CRATES**

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

Walter Woods & Co.
 HAMILTON and WINNIPEG

Give Her Better Quality

Get in right with the housewife by selling her Chinese Starch, for by so doing you give her the acme of quality and fullest quantity. "Chinese" is the only starch with two oils; one perfumes the linen, the other makes the iron slip. Stock and sell "Chinese."

OCEAN MILLS, MONTREAL
 O. Lefebvre, Prop.

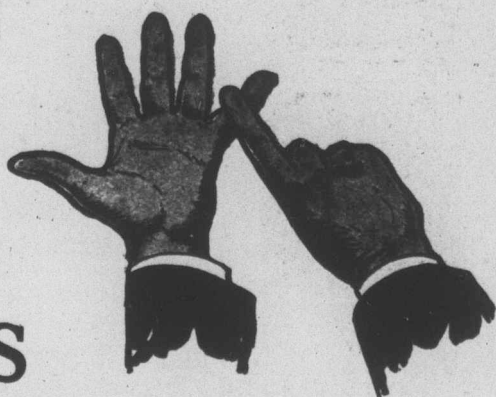
AGENTS:—Standard Brokerage Co., Vancouver, B.C.; John J. Gilmor, Winnipeg, Man.; Harry Horne & Co., Toronto, Ont.; Norman D. McPhie, Hamilton, Ont.; The Lawrence Nfd. Co., Ltd., St. John's, Nfld.; J. J. McKinnon, Charlottetown, P.E.I.; Bolvin & Grenier, Quebec, Que.; Eug. Foliot, St. Pierre, Miquelon;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



16 oz.
 to the
 pound
 —not 12.

Only
 starch
 with
 2 oils.

**F
A
C
T
S**



about **QUINQUINOL**, the perfect Stock Food, for Cattle, Horses, Sheep, Poultry, etc.

QUINQUINOL

is recommended by the Minister of Agriculture.
Has been awarded three diplomas at big Exhibitions.
Packed in tins—absolutely free from loss by vermin or moisture.
Every tin carries a money back guarantee.
50% profit—costs the dealer \$4.00 per doz., sells at \$6.00.
Freight prepaid on six doz. lots.

One dealer in each town wanted

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

Your Best Advertisement

is your customer's recommendation and women talk about what interests them. To sell good articles enhances your reputation and what better than Zebra Stove Polish, and Brasso, the metal polish which brightens all homes.

OMAZON

A Canadian Stock Food of Repute.

Make the most out of the farmers. They need stock foods just now, and the satisfaction our preparation will give means steady repeat business.

Horses, cattle, hogs, poultry, etc., all thrive when treated systematically with this nourishing powder.

AGENTS:

Can't you see a big thing in this for you?

Dr. Ed. Morin & Co., Limited
QUEBEC

Our Premium Store

No. 336 St. Paul St.
Montreal, Canada



Helps to Sell "Babbitt's," the Original Soap Powder

Once you start a customer on "BABBITT'S" she will always use it, because of its great cleansing power—it is a concentrated powder and "a little goes a long way." PUSH IT because the profit on its steady sale will please you as much as "BABBITT'S" SOAP POWDER will please your customers.

B. T. BABBITT, INC.
NEW YORK



EVERY POUND OF
ANCHOR BRAND FLOUR

is of supreme excellence

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

Leitch Brothers' Flour Mills, Ltd.

"Millers of Quality"

OAK LAKE MANITOBA CANADA



- Lime Fruit Juice
- Raspberry Vinegar
- Grape Wine (Unfermented)
- Orangeade
- Flavoring Extracts
- Marmalade
- Jams and Jellies
- Sauces
- Catsups
- Relishes
- Pickles
- Etc., Etc.

These are a few of the reliable **STERLING BRAND** lines that every aggressive grocer should stock and put to the front. They are all-year-round staples.

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

Still At The Top!

For ten years the sales of

SHREDDED WHEAT BISCUIT

have never failed to show an increase over the sales of the previous year—and this without any free deals for the grocers or bribes or premiums for the consumers. Its supremacy among cereal foods is unchallenged. It has held its own against all comers, surviving the ups and downs of public fancy. Always fresh, always clean, always pure, always the same. It is the one staple breakfast food eaten in every city and hamlet in Canada and the United States.

Shredded Wheat is packed in neat, substantial wooden cases. The empty cases are sold by enterprising grocers for 10 or 15 cents each, thereby adding to their profits on Shredded Wheat.

The Canadian Shredded Wheat Company,

Limited
Niagara Falls, Ont.

Toronto Office
49 Wellington Street E.



"COW BRAND"
Baking Soda

For satisfaction and profit there is no line of Baking Soda quite so good as **COW BRAND**.

It's invariably pure, of full strength, and reliable, and is always in demand by the careful cook!

Order from your jobber



CHURCH and DWIGHT

Limited

Manufacturers
MONTREAL

A Profitable Line For You

1. Attractively packed and labelled.
2. "King Oscar" sells readily.
3. Have the natural sea flavor.
4. Packed in Pure Olive Oil.



5. Uniformity of size.
6. Tasty, Nutritious, Zesty.
7. Satisfaction for your customers.
8. Profit for you.

By Special Royal Permission.

9. Put up by the largest packers on the coast of Norway—the home of the finest sardines in the world.

CANADIAN AGENTS:

J. W. Bickle & Greening

(J. A. Henderson)

Hamilton, - Ontario



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

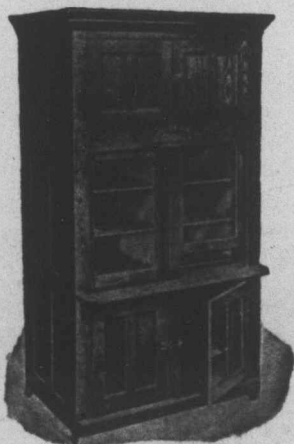
JOHN P. MOTT & CO.

MANUFACTURERS

HALIFAX, NOVA SCOTIA

EUREKA

Twenty-seven years of Eureka Refrigeration



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

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Montreal Representative

JAMES RUTLEDGE - Telephone St. Louis 3076

Distributing Agents, **WALTER WOODS & CO.** Winnipeg

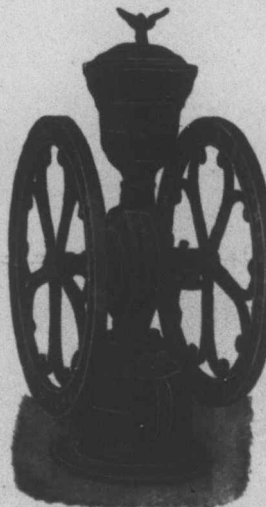
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YOU ARE THE MAN WE WANT

—that is, if we haven't yet had the pleasure of putting an

ELGIN National Coffee Mill

in your store. No mill can match the "Elgin" for rapid grinding and easy running, and it is unsurpassed for attractiveness and finish. Equipped with special adjuster device and the new style force feed steel-cutting grinders.



Ask any of the following jobbers for our illustrated catalogue
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VANCOUVER—The W. H. Malkin Co., Ltd.; Wm. Braid & Co.; Kelly, Douglas & Co., Ltd.

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TORONTO—Eby, Blain, Ltd.; B. B. Hayhoe & Co.

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MONTREAL—The Canadian Fairbanks Co. (and branches).

EDMONTON, Alta.—The A. MacDonald Co.

Woodruff & Edwards
CO.

ELGIN, ILL., U.S.A.



**Every
Household
Has Use for
Arrowroot!**

Day by day hundreds of people are learning the wonderful food properties of St. Vincent Arrowroot. Large manufacturers of biscuits and chocolates find that their products which contain this popular food are the choice of consumers.

ST. VINCENT ARROWROOT

can be made up into so many and so delightful dishes that its popularity is easily explained. Medical science is loud in its praises of St. Vincent Arrowroot as a dish for infants and invalids, because it is so strengthening and easily digested.

You have but to acquaint your trade, Mr. Grocer, with the fact that you have St. Vincent Arrowroot and you can be sure of a steady sale. There's good money in it, too.

Write the Secretary for information and samples.

St. Vincent Arrowroot Growers' and Exporters' Association

KINGSTOWN, - ST. VINCENT, B.W.I.

AGENTS: Wallace Anderson, 49 Wellington St., Toronto
L. H. Millen, Hamilton, Can.



**Goods With An Appearance.
Goods With A Reputation.
Goods With A Profit.**

CONNORS' High Class Sea Foods, Brunswick Brand, are prepared in the most modern factories on the Atlantic coast; employ the most skilled help; secure the pick of the fishermen's catches; pack the goods scientifically in the most sanitary tins obtainable, and in consequence have the goods with good appearance, reputation for quality and good payers of profit.

Our aim has always been to co-operate with the wholesale and the retail grocer and to give the consumer a good article at a fair price.

Look over your stock, Mr. Grocer, and see what "Connors'" lines you are short. Then order, of the following list:

- 1/4 Oil Sardines,
- 3/4 Mustard Sardines,
- Kipper Herring,
- Herring in Tomato Sauce,
- Finnan Haddies
- (oval and round tins)
- Clams,
- Scallops.



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

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

THE
**British Columbian
Fisheries, Limited**

Salmon Packers

**SALMON
BRANDS:—**
"Location"
"Dreadnaught"
"Aliford Bay"

**FRESH
FISH**

**FISHING
STATIONS:—**
Skidegate
Aliford Bay
Cumshewa

Manufacturers of
**FISHMEAL, FERTILIZER, and
SKIDEGATE DOG FISH OIL
and RAT FISH OILS**

OFFICES—
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Your Trade For
OLIVES

is 100% larger now than 10 years ago. People are using them more freely. The taste for this table delicacy grows on users. The increase in the Canadian trade is largely due to

**D. W. C.
SPANISH OLIVES**

The finest selected Spanish Olives only are packed — all sizes and varieties of styles. Ask your jobbers' travellers for a trial lot.

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Glasgow, Scotland

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**PARAFFINE
Wax Candles**

A Favorite Line of Staples

Made of pure paraffine wax, in all popular sizes. Specially desirable for home use.

Our Paraffine Wax Candles are guaranteed to give satisfaction to your customers.

If you are not carrying them already, write to-day for complete list of prices.



The Imperial Oil Co., Limited

Toronto, Winnipeg, Montreal,
St. John, Halifax



**Superlative
Quality
Consistently
Maintained**

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

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

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

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

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



—brooms that last

are the brooms
that pay

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

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

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

H. W. Nelson & Co.
LIMITED
Toronto Ontario

The NEW FRENCH NUTLARD

What is it?

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

Why is it preferred?

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

Who use it?

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

Why should the GROCER sell it?

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

Rocca, Tassy & DeRoux
MARSEILLE

Dominion Agents:

J. RUSSELL MURRAY
6 St. Sacramento Street, - - - TORONTO

Not an Enterprise for the “Quitter”

¶ “If there is one enterprise on earth,” says John Wanamaker, that a ‘quitter’ should leave severely alone, it is advertising. To make a success of advertising one must be prepared to stick like a barnacle on a boat’s bottom.

¶ “He must know before he begins it that he must spend money — lots of it.

¶ “Somebody must tell him that he cannot hope to reap results commensurate with his expenditure early in the game.

¶ “Advertising does not jerk; it pulls. It begins very gently at first, but the pull is steady. It increases day by day and year by year, until it exerts an irresistible power.”

ENERGETIC CLERKS

who are willing to work after hours can add substantially to their salary by joining the MacLean Circulation Organization, the largest and most efficient in America.

There are already over 400 circulation salesmen getting subscriptions for MacLean’s Magazine, but there is scope for more. If you will take up the work in your district you will find it will pay you well.

Get started now—Don’t wait.

WRITE FOR PARTICULARS TO

MacLean Publishing Co., ¹⁴³⁻¹⁴⁹ University Ave., Toronto, Can.

The Red Rose Specialty

Men from A. W. Hugman, Limited,
Montreal, deserve the

Glad Hand of Welcome



because

Red Rose Jellies

**Red Rose
Baking Powder**

**Red Rose
Extracts**

are all of the highest quality and beyond doubt the best on the market too.

LET US HAVE YOUR ORDER
and you'll learn what repeat business really is.

A. W. Hugman, Limited
MONTREAL

BARBADOS

GOLDEN

SYRUP

"PERFECTION" (brand)

Choicer than any you have ever stocked,
more delicious than you can imagine.

No importation of molasses has hitherto
measured up to this in quality.

Put in a supply right away and show your
customers what the pure syrup of the raw
sugar cane really is.

Supplies are Now Being Landed

Ask Your Wholesaler

WEST INDIA CO., Ltd.
MONTREAL

ADS AND SALES

A Study of Advertising and Selling from
the standpoint of the New Principles of
Scientific Management.

By Herbert N. Casson.

**An Invaluable Book for the Manufacturers,
Sales Managers, Salesmen, Etc.**

This is the first book which has attempt-
ed to apply the principles of Scientific
Management to the Problems of Sales
and Advertising.

Cloth-bound, Limited Edition, 167 pages.

Sent Postpaid on Receipt of \$2 to any Address.

Technical Book Department

MacLean Publishing Co.
143-149 University Avenue, Toronto

Housewives Get the Habit of Buying
**"SOCLEAN" Sweeping
Compound**

because it makes their work
pleasant, prevents dust from
rising, kills moths, disin-
fects the home and makes
rugs and floors bright and
clean.



Extra Large Pail, 25c.

We are now giving an
extra large pail at the same
price as we formally charg-
ed for the smaller one
(25c.)

You'll find "Soclean" a
splendid sweeping com-
pound for your store. Sold
in barrels for merchants'
own use.

We help you sell "So-
clean" by supplying you
with transparent signs,
cards and counter booklets.

Write us to-day.



SOCLEAN LIMITED, Toronto

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

CLASSIFIED ADVERTISING

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

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

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

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

SITUATION VACANT

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

SITUATION WANTED

CLAIM CLERK, AT PRESENT WITH A grocery house, would entertain similar position with another concern (small house preferred), anywhere in Canada. Thoroughly efficient. Understands freight tariffs, etc., and is first-class correspondent. Address Claims, care of Canadian Grocer, Drawer 849, Vancouver, B.C.

GROCERY CLERK SEEKS POSITION where good salesmanship and attractive displays would be an asset. Good references. Any western town, Calgary, Edmonton preferred. Apply Griffiths, 242 Smith St., Winnipeg.

REPRESENTATIVES WANTED

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

SIDE LINES WANTED

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

COLLECTIONS

MERCHANTS—OUR SYSTEM WILL COLLECT your savory accounts, no matter where located. Seldom fails. Stamp for particulars. Brown & Co., Hamilton, Ont.

MISCELLANEOUS

BUCKWHEAT FLOUR GUARANTEED pure and unsurpassed by any mill in the province. T. H. Squire, Queensboro, Ont., solicits your orders.

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

GOOD STENOGRAPHERS ARE WHAT every employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

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

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

PENS—THE VERY BEST PENS MADE ARE those manufactured by William Mitchell Pens, Limited, London, England. W. J. Gage & Co., Limited, Toronto, are sole agents for Canada. Ask your stationer for a 25c. assorted box of Mitchell's Pens and find the pen to suit you.

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

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

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

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

BUSINESS-GETTING TYPEWRITEN 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.

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

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

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

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

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

THE NATIONAL CASH REGISTER COMPANY guarantee to sell a better register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 285 Yonge St., Toronto.

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



TANGLE-FOOT

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

The Sanitary Fly Destroyer, Non-Poisonous.

Co-Operate With the Housewife

Tell her about

MAPLEINE



for Dainty new Desserts and Syrup. She will realize you are up-to-date, and you will

INCREASE YOUR SALES.

Order of your jobber, or

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

OUR GUARANTEE

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



The International Specialty Co. The PRESTOLENE People, Bridgeburg, Ont.

Order from your jobber, or The Harry Horne Co., 300 King W., Toronto. Leadlay, Limited, Bannatyne Ave., Winnipeg, Man. Every package carries above guarantee in detail. Our travellers carry unique propositions.

Buyers' Guide

Pure Canadian Tobacco

We can supply any quantity at right price.

Give Your Customers The Best.
Pipes and All Accessories.

J. A. FOREST
189 Amherst St. MONTREAL

PICKLES TOMATO CATSUP

Our local trade has increased beyond all expectation. The reason of course is big value goods at remarkably reasonable prices.

H. Bourque & Son, Montreal

O. E. Robinson & Co.

Manufacturers and Buyers of Dried, Evaporated and Canned Apples.

Ingersoll, - - - Ontario
Established 1886.

A CARD WILL BRING PRICES

Our PAPER BAGS

and

WRAPPING PAPER

may please you more than what you are using now. If so, you want it.

Write To-day.
COUVRETTE & SAURIOL, Montreal

CIGARS MEAN PROFIT

Especially when you handle such ready sellers as

Olympia

and

Ben Bey.

ED. YOUNGHEART & CO., Limited
MONTREAL

SHOW CASES

Store Equipment in General

We have originated some of the best display devices in Canada. Can produce the most elaborate showcase, if necessary, at a little lower figure than anybody else.

S. Mennier & Son, Maisonneuve, P.Q.

WRITE TO

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

Irish Grocer, Drug, Provision and General Trades' Journal

if you are interested in Irish trade.

GRATTAN & CO., LIMITED ESTD. 1825

The Original Makers of

BELFAST GINGER ALE

Agents in Western Canada

EMERSON, BAMFORD CO.
842 Cambie Street VANCOUVER, B.C.

Biscuits and Confectionery

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

See Our Travelers.

THE AETNA BISCUIT CO., LTD., MON-
TREAL.

Coffee Agents Wanted

We want manufacturer's agents in all parts of Canada to investigate our proposition.

Package More than attractive
Quality. We act second to none.

Augustus Conte & Co., Montreal

SUCHARD'S COCOA

The Highest Quality
Most Reasonably Priced

"Quality" Cocoa.

On Sale Anywhere.

FRANK L. BENEDICT & CO.
Agents Montreal

BAKE OVENS

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

Bread Racks, Proof Boxes,
Fans and every necessity
for the Bake Shop.

Write for General Catalog.

The BRANTFORD OVEN AND RACK CO., LTD., Brantford, Canada



Importers and Brokers Wanted

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

Apply EDWARD KIDD & CO.
1090 Hamilton St., VANCOUVER, B.C.

Your card in our MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY pages will keep you in touch with every manufacturer at home and abroad, who is looking for agents to represent him in Canada.

Many of the best British and foreign agencies in Canada have been secured through the cards on these pages.

Write us for New Price List of

WINDSOR SALT

TORONTO SALT WORKS

TORONTO, ONT. GEO. J. CLIFF, Manager

The Canadian Milling Agency

FLOUR, GRAIN and Fertilizers of all kinds.
VICTORIAVILLE, QUEBEC

We have:— The Highest Quality
The Greatest Quantity The Lowest Price
17,500 Barrels per day. Correspondence Solicited

"NO-DUST"

PUT UP IN BULK ONLY

It is a powerful disinfectant powder for sweeping purposes. Pleasant odor.

No-Dust Mfg. Co.

8 Market Sq., St. John, N.B.

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

HOLLAND RUSK

Attractive advertising matter or window display free on request. Send for it to-day.

HOLLAND RUSK COMPANY

HOLLAND, .. MICHIGAN



WHITE SWAN

"SURITY OF PURITY"

is the slogan of all **White Swan** Products.
Being backed by years of experience, each product is made with the best selected ingredients, because the makers know just where to get the purest and highest grade of raw materials.

White Swan Spices, Coffee, Jelly Powders, Extracts, Yeast, Baking Powder, etc., never fail to give the utmost satisfaction both to dealer and customer alike. They allow the dealer a good margin of profit.



White Swan Specialties are backed by a "money-refund" guarantee. The goods prove their merit.

A Trial Order is Solicited

WHITE SWAN SPICES & CEREALS, LTD., TORONTO



"Commercial Service"



Brantford MOTOR TRUCKS

Light, durable, economical, reasonably priced and built by a corporation specializing to the grocery trade—ask for particulars.



Brantford Motor Truck Co., Limited
Brantford - - - Canada



Imported Canned Goods

"SOLEIL" Superior Brand

1912 PACK

Full assortment, including

BEST QUALITY

REASONABLE PRICES

SOLEIL PETITS POIS

Extra Fins, Tres Fins, Fins, Mi Fins, Moyens No. 1, No. 2, No. 3.

SOLEIL VEGETABLES.

Asparagus, Spinach, Artichokes, Haricots, Flageolets, Macedoines, Brussel Sprouts, etc.

SOLEIL SOUPS.

Julienne, Nouvelle au Printaniere, Chervil, Tomatoes, etc.

1913 Pack.

We are taking orders for these high-class goods for delivery on arrival. In order to secure the lowest price of the season, order now.

IMPORTED MUSHROOMS

From Paris.

"F. LECOURT'S"

Extra Choice, First Choice, Choice, Gallipedes.

Canadian Canned Goods

1912 Pack.

We have still in stock Tomatoes, Corn, Peas, and many Fruits of 1912 Pack, on which we can quote very interesting prices.

1913 Pack.

We are now booking orders for our well-known "Victoria" brand, as well as for the most popular Brands of "Dominion Canners" for fruits and vegetables. Make haste.

ORDER AT ONCE.

Write, Phone, Wire.

LAPORTE, MARTIN & CIE., LIMITEE

Tel. Main 3766

568 St. Paul St., MONTREAL

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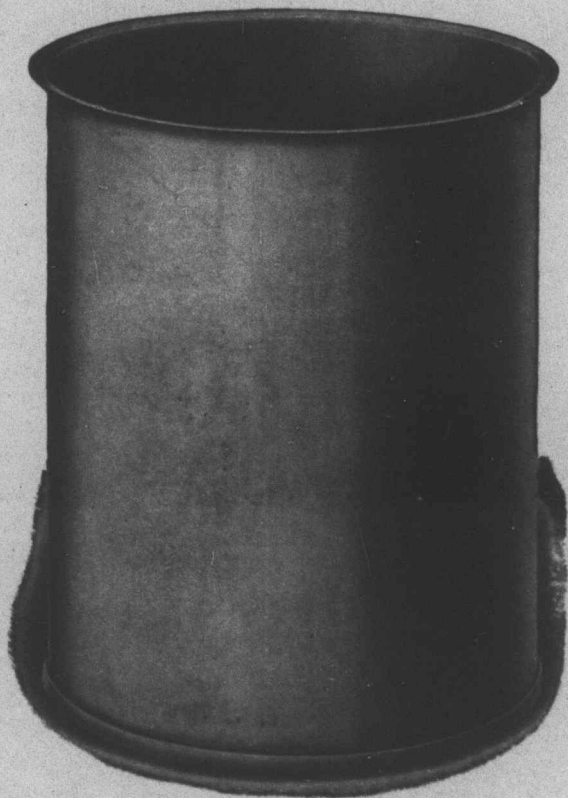
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