

THIS IS THE 1,278th ISSUE OF

CANADIAN GROCER

PUBLISHED WEEKLY BY
THE MACLEAN PUBLISHING COMPANY, LTD.

Vol. XXVI

PUBLICATION OFFICE: TORONTO, JUNE 7, 1912

No. 23

PRESERVES

THE Small-fruit Season is near at hand and your Customers will soon be putting up their Preserves. Give them the best sugar. It will save possible loss and trouble to the housewife. It will save you chances of complaints.

St. Lawrence
Granulated

is refined from Cane Raws and is the best sugar on the market.

ALWAYS BEAT THE
SUPREME AS TO QUALITY



THIS SOAP

has a reputation for absolute purity and superior quality that makes it easy to sell. Little known brands take time and talk to make a sale, and the busy merchant has no time for either. He prefers the Soap that people buy without urging---and so he sticks to SURPRISE.

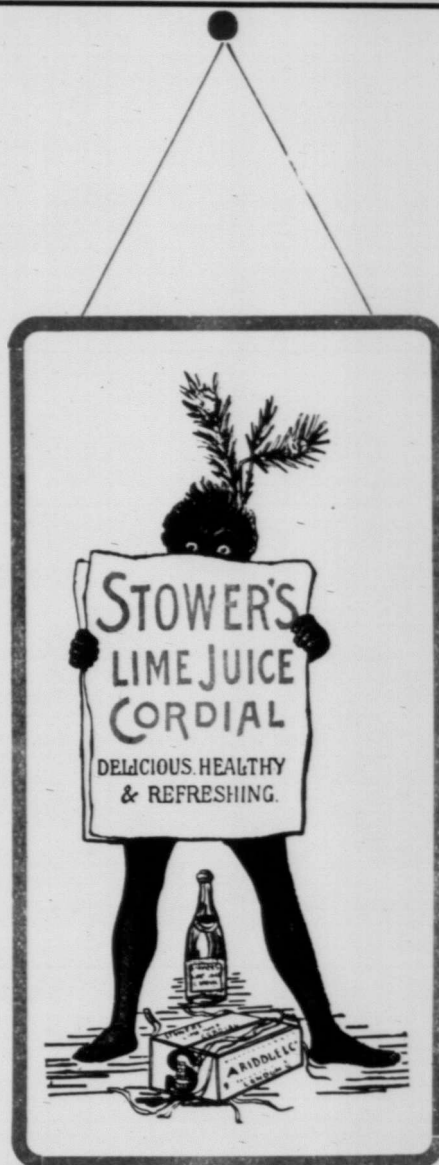
THE ST. CROIX SOAP MFG. CO.

Factory at ST. STEPHEN, N.B.

Branches: MONTREAL TORONTO WINNIPEG VANCOUVER WEST INDIES

Order Now

As Supplied
to
His Majesty
King George



As Supplied
the British
House of
Commons

“STOWER’S”

Few persons would purchase plain Lime Juice if they once tried a bottle of

“STOWER’S”
LIME JUICE CORDIAL
all ready for use, blended just right to suit the taste, and so convenient

“STOWER’S”
LIME JUICE CORDIAL
is delicious—keeps the blood and digestive organs in an excellent state.

“STOWER’S”
CONCENTRATED LIME JUICE
is prepared from the freshly squeezed juice of the Lime Fruit, with every impurity carefully removed.
No Musty Flavor

—NO MUSTY FLAVOR—

BEST DEALERS SELL THIS

ARTHUR P. TIPPET & CO.

Montreal and Toronto

SOLE AGENTS

PERRIN'S

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

Regular Lines put up in:

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



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

SODAS

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

Facts Worth Considering

BORDEN'S EAGLE BRAND CONDENSED MILK



Epecially prepared for
infant feeding.

Recommended by physicians
everywhere.

For general household use
best value obtainable.

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

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

Sales Offices and Agencies:—

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

Loss Saved is Profit Gained

Hot weather will rob you
of immense profit if you
are not prepared to give
your goods the protec-
tion they should have.



THE ARCTIC REFRIGERATOR

is the only real method of proper refrigeration. It
gives a maximum amount of cold air for a minimum
amount of ice, as well as being a perfect refriger-
ator it is a handsome piece of store fixture, material
and workmanship being of the very best.

SEND FOR 1912 CATALOGUE

JOHN HILLOCK & CO., LTD.
Toronto, Ontario

Representatives in the West—Donnelly, Watson & Brown,
Calgary, Alberta.

Pyramid Fly Catcher

(REGISTERED)

Sells on Its Merits

It is known the world over as the most
effective and quick-selling catcher ever
produced.

Each case contains forty cartons of fifty
Pyramids each.

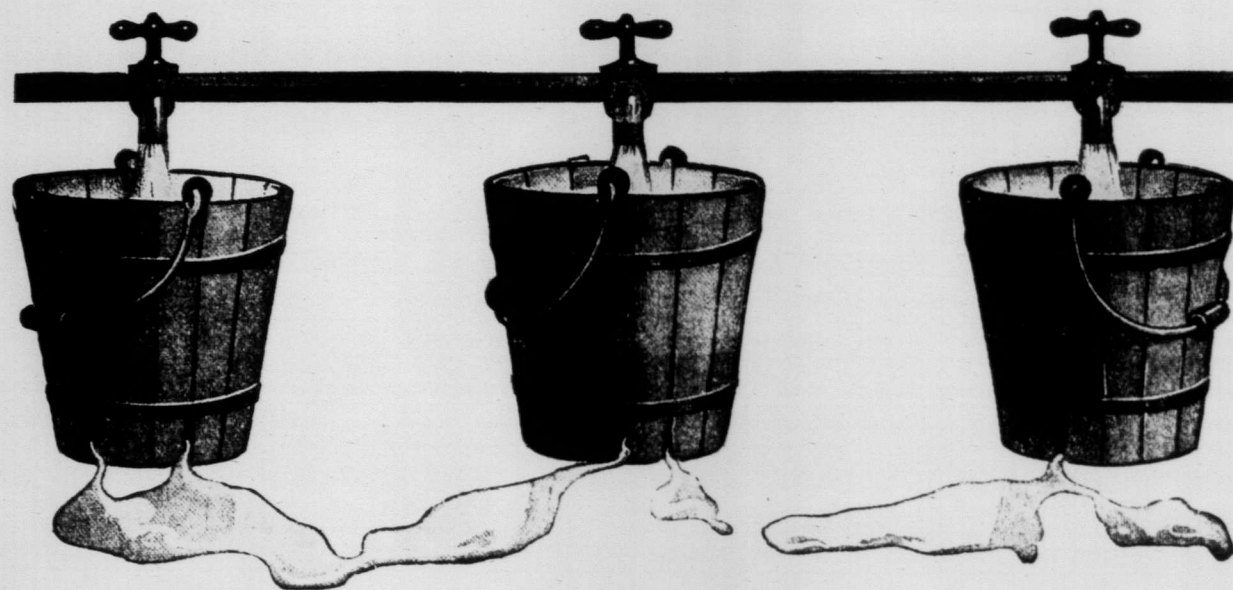
ORDER BY THE NAME "PYRAMID."

WM. H. DUNN

Sole Agent
and Importer
Montreal, Toronto
Vancouver.

Mason & Hickey
Agents for
Manitoba, Alberta
Saskatchewan.





Leaky Buckets Are Never Filled

Leaks in business are caused by carelessness, thoughtlessness, laziness, inaccuracy and temptation.

A National Cash Register stops these leaks and enables the merchant to get all his profits.

It forces the proprietor and employe to be accurate and careful.

It makes accurate, unchangeable records of every transaction occurring between buyer and seller.

It enables the honest, ambitious clerk to prove his worth.

It fixes responsibility for all concerned---it's a guardian of morals, of money and of good names.

The National Cash Register Company

Headquarters for Canada: 285 Yonge Street, Toronto

J. C LAIRD, Mgr. in Canada

Factory: TORONTO

THE FOOD QUESTION

does not worry the wise and economical buyer of the family---the housewife. She has long solved the problem by supplying the needs of the family with that popular, economical, wholesome, nutritious and delicious food,

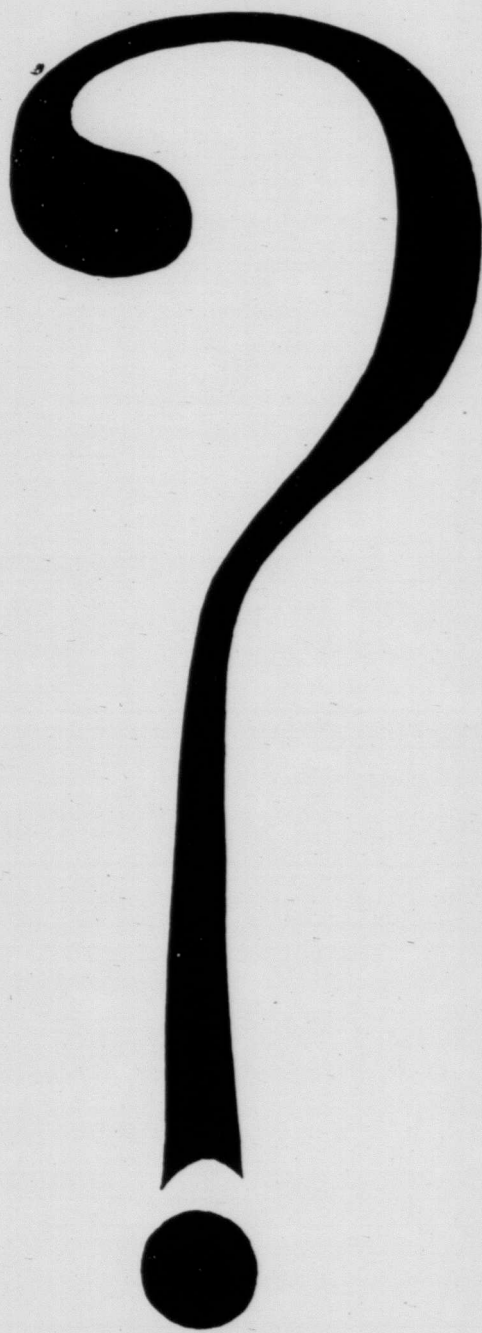
"SIMCOE" BRAND BEANS

These beans are prepared under a special hygienic process and are put up plain, and with chili or tomato sauces.

Feature the 3's Family size ---a larger tin at a smaller price.

DOMINION CANNERS LIMITED

HAMILTON, CANADA



Filled

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pany

: TORONTO

The Most Profitable Stock

for the average grocer is the stock the public asks for. By our large advertising campaign we are telling millions of people in Canada why they should ask for Chase & Sanborn's High Grade Coffees.

CHASE & SANBORN
COFFEES
MONTREAL

Sardines Are a Healthy Food

MEDICAL science tells us that the sardine supplies an excellent proportion of nitrogenous material, so it becomes a real and economical food. With

KING OSCAR BRAND SARDINES

on your shelves you have a sardine stock that will win and hold your best trade. The careful preservation in the cooked state in pure olive oil precludes contamination.

Sell the best—"King Oscar." There's satisfaction to customers and good profit to you in the sale.

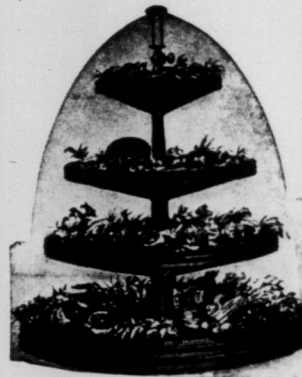
CANADIAN AGENTS:

J. W. Bickle & Greening
(J. A. Henderson)

Hamilton, - Ontario



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.

WILLIS MFG. CO.
GALESBURG, ILL.

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

Wholesalers or Jobbers: write for agency proposition.

Victor Archambault, Regr., Sherbrooke, Quebec, Agent for Quebec and Maritime Provinces.

BLACK JACK

**QUICK
CLEAN
HANDY**

½-lb. tins—
3 doz. in case



TRY IT

**SOLD BY
ALL
JOBBERS**



CLARK'S

Baked Pork and Beans

The Greatest Picnic Meal on the Market.

Keep your stock of CLARK'S PORK AND BEANS well in hand.

The daily increasing demand for CLARK'S PORK AND BEANS is due to their inimitable flavor and all round quality.

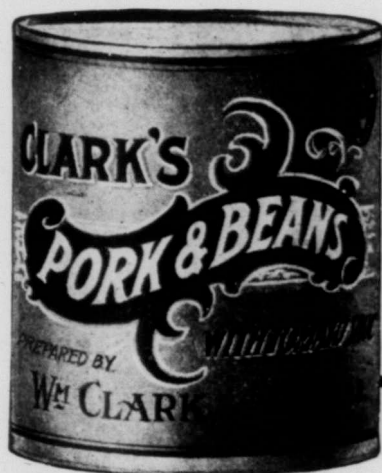
THEY ARE THE PEOPLES' PORK AND BEANS, and as a business man it's to your interests to cater to the public taste.

CLARK'S PORK AND BEANS

Plain Sauce
Pink Label
6 sizes

Tomato Sauce
Blue Label
6 sizes

Chili Sauce
Red and Gold Label
3 sizes



W. CLARK, MONTREAL

Manufacturer of High Grade Food Delicacies

STAND

our sales on green
double your profits

ives individually. The
shelves insures perfect
revents decaying. The
ows a fine spray which
es fresh and clean, giving
pppearance.

complete description.

MFG. CO.
BURG, ILL.

how this stand is work
dreds of dealers.

Jobbers: write for
proposition.

ibault, Regr., Sher-
c. Agent for Quebec
rovinces.

ACK

TRY IT

SOLD BY
ALL
JOBBERS

Kops & Kops Ale Stout

(Non-Alcoholic)

Ideal Summer Beverages

Scientifically brewed from the finest Kentish Hops, retaining the healthful bitter principle derived from Hops only. They are, nevertheless, non-alcoholic and non-intoxicating.

There are no more wholesome, salutary, palatable beverages than these.

Possess distinct tonic and stimulating properties.

If you did not try them last Summer, we should like to make arrangements to supply a sample lot.

THE BEST FOR YOUR TRADE.

CANADIAN AGENTS:—Hudson's Bay Co., Vancouver, B.C.; W. L. Mackenzie & Co., 306 Ross Ave., Winnipeg; Kenneth H. Munro, Coristine Bldg., Montreal; W. L. Mackenzie & Co., 606a Center St., Calgary; Royal Stores Ltd., St. John's, Nfld.

KOPS BREWERIES, London, S.W., England



WON NATIONAL FAME

It has been the policy of hundreds of housewives to use bar soap, for various good reasons; day by day hundreds more are seeing the advantage; and now it is the policy of the housewives of the entire nation to use N. P. Bar Soap.

It lasts longer—gives better satisfaction, and is more economical than any cake soap.

These features, and the fact that it pays you good profit are reasons why you could and should sell N. P. Bar Soap.

Send for prices, etc.

David Morton & Sons, Limited
Victor Soap Works HAMILTON, ONT.

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

32 Prize Medals

21 Royal Appointments

PEEK, FREAN'S SHORTCAKE BISCUITS



So great is the demand for this new introduction that during the first 3 months the quantity sold amounted to over 83 million Biscuits.

See that "P.F." is on every Biscuit.

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

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



There is no simpler, safer, or more agreeable preparation than

ENO'S 'FRUIT SALT'

The Old-Time Ever Popular Household Remedy for

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

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

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

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

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



SANITARY CANS

"The Can of Quality"

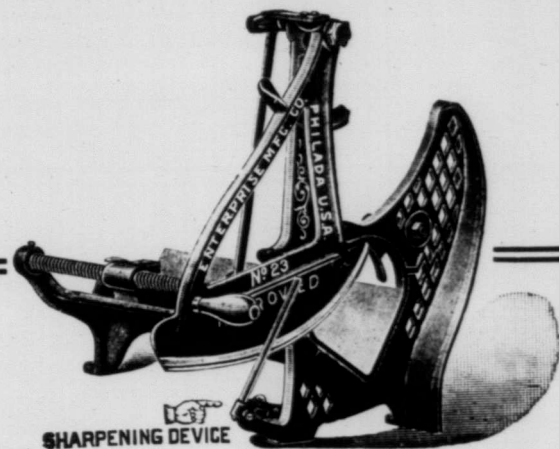
Baked Beans, Soups,
Meats, Condensed Milk,
Evaporated Milk ❁ ❁

Sanitary Can Co., Ltd.,

Niagara Falls, Ont.

THE CANADIAN GROCER

A Good Beef Shaver is an Easy Money Maker



Enterprise Beef Shavers are made on the principle that gives you years of satisfactory service. Every part is made of good material and with the fine accuracy of machining that means absolute precision in operation.

ENTERPRISE Beef Shavers

are made in two styles. No. 23—the Enterprise Smoked Beef Shaver, with Self-Sharpening device—does the work without waste. The knife is suspended pendulum-like and each stroke cuts a slice cleanly and quickly. Regulated automatically to cut from tissue thickness up to an eighth of an inch.

Enterprise Rotary Smoked Beef Shaver with Self-Sharpening Device achieves the very highest point in the manufacture of this type of machine. The feed is easily regulated and cannot shift while in use. Slices are absolutely uniform always, the machine being capable of cutting from tissue thickness to a quarter of an inch. The sliced beef falls into a drawer which holds about two pounds.

Either of these machines in your store will give you satisfaction for years and will rapidly earn its cost. As all parts are interchangeable, you can make it as good as new ten years from now.

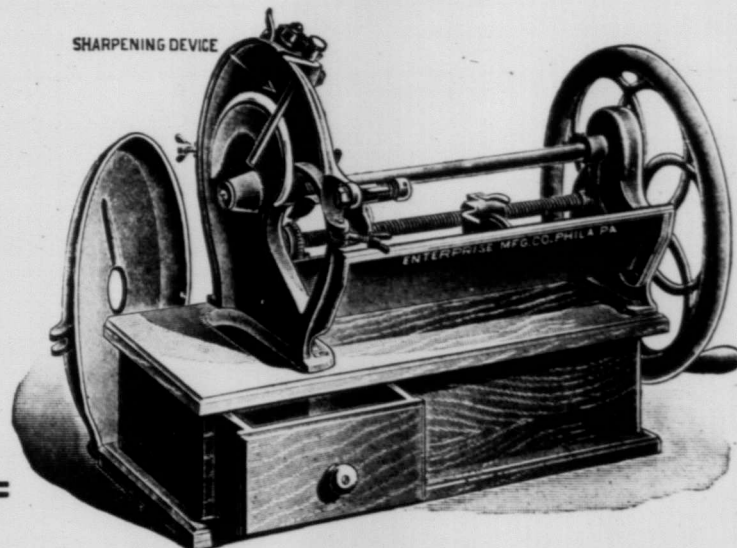
Like all Enterprise articles—Cherry Stoners, Raisin Seeders, Meat and Food Choppers, Sad Irons—they are made on honor to last.

Just write to-day for our complete catalogue

The Enterprise Manufacturing Co. of Pa.

Patented Hardware Specialties
PHILADELPHIA, PA.

21 Murray Street, New York
530 Golden Gate Ave., San Francisco,
Cal.
176 North Dearborn St., Chicago



J. F. EBY,

President

HUGH BLAIN,

Vice-President

EBY-BLAIN, LIMITED

A Grocers Tea and Coffee business should be his **most valuable** asset and he should study it in every possible way, by making himself acquainted with what is offering and not resting content with what other people choose to give him to sell. The Tea and Coffee Trade also is the legitimate business of the Grocer, and he can both get it and retain it by selling to his customers reliable and standard blends.

Is **your** Tea Department your most valuable asset? **Is it bringing you the return** that it should do? **Are you content** being just one of many instead of **the man?**

Do you mean to continue allowing the butcher on your right and the confectionery or fruit dealer on your left to grasp your Tea Trade—to sell exactly the same as you are selling—to scoop one half of **your** legitimate business.

Stand up for what should be yours by right. **Cut out a way** and a sure and certain one for yourself.

Push your Bulk Tea Trade, but be perfectly certain that you **get the right goods.**

Make a good display in your window, quoting price and giving an accurate description of your goods.

(We will gladly supply you with these Price Cards free with your order.) For instance **your customers will see** in your window a Tea with a nice appearance marked "Genuine English Breakfast Tea." Thick, rich, and delicious 40c. per lb. They will buy it, they will try it and they will be back for more.

Selling Standard Blends means \$3.00 per chest extra profit. Are you going to have this extra \$3.00? After due consideration we think you will!

Order any quantity you like. No need to over stock. Fresh Teas and Coffees are the lines to get business and we will ship all orders promptly.

STANDARD BLENDS

Thirty Years of experience is expended in producing these Fine Blends and the descriptions given are perfectly accurate. The quality always uniform.

STANDARD TEAS

		Cost Grocer	Sell
2	STAR Black or Mixed (Fine liquor—good regular leaf.) (A wholesome and most pleasing tea.)	- 19c.	25c.
2	STAR Green	- 19c.	25c.
3	STAR Black or Mixed (Fine flavor, good color, Excellent second cup. Nice even leaf.)	- 22c.	30c.
3	STAR Green (Golden color—pure, flavory and piquant liquor—handsome style.)	- 22c.	30c.
4	Genuine Eng. Breakfast (A thick, rich and delicious tea.) (A perfect blend—handsome leaf.)	27c.	40c.
5	STAR Black or Mixed (Choice growths of Indian and Ceylon. A more pleasing tea at or near the price impossible to produce.)	- 27c.	40c.
5	STAR Green (An absolutely perfect blend of choice) (Ceylon and Japan Teas.)	- 27c.	40c.
	TOGO Japan (A champion Tea for your) (30c. Canister.)	- 21c.	30c.

STANDARD COFFEES

		Cost Grocer	Sell
A	Crushed Java and Mocha, with chicory. Good strong liquor	- 19c.	25c.
B	A very choice Blend of finest Coffees, with chicory	- 22c.	30c.
C	Coronation Blend. Finest Javas, Mochas, Costa Rica and Jamaica	28c.	40c.
D	No finer Blend in existence. Javas, finest Mocha's, Costa Ricas	35c.	50c.

EBY-BLAIN, LIMITED

Tea and Coffee Blenders to the Trade - - TORONTO

WHITE SWAN YEAST CAKES

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

**ORDER FROM
YOUR WHOLESALER**

White Swan Spices & Cereals,
LIMITED
Sole Distributors - TORONTO

BISCUITS

from the Old Country

Some of the most popular Biscuits in Britain are made by

M^cVITIE & PRICE

Biscuit Manufacturers
EDINBURGH and LONDON

The thousands of new-comers to Canada will welcome the sight of their old favorite varieties in your shop.

AGENTS:

Ontario and Quebec
W. G. PATRICK & CO., York Street, TORONTO
Manitoba and Saskatchewan
RICHARDS & BROWN, James Street, WINNIPEG
British Columbia and Yukon
KELLY, DOUGLAS & CO., Ltd., Water St. VANCOUVER

THE TEST OF SERVICE

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

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



COLES MFG. CO., Philadelphia, Pa.

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

By Royal



Letters Patent.

NELSON'S

Gelatine and Liquorice

LOZENGES

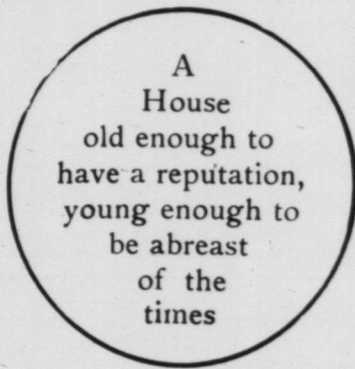
Should be in your confectionery department.

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

TS
 ountry
 Biscuits in
 RICE

s
 DON
 s to Canada
 their old
 p.

TORONTO
 WINNIPEG
 VANCOUVER



Packer's Celebrated Chocolates

NEW IDEAS NEW BOXES NEW CENTRES
 NEW SERIES OF HIGH GRADE GOODS

Mr. J. P. Wright is now in Canada and will advise our friends prior to calling.

H. J. Packer & Co., Ltd., Chocolate Manufacturers **Bristol,**
 England

Letters Patent.

N'S
 Price
 ES

tionery

D., LTD.,

2 —

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

THE F. F. DALLEY CO.
 LIMITED
 Hamilton, Canada Buffalo, U.S.A.

2 —

Eureka Canada's Sanitary Refrigerator

THE GREATEST

Dry air circulating Refrigerator of the age.



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

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

Made all sizes and prices for every purpose.

WRITE FOR CATALOGUE AND PRICES

Eureka Refrigerator Co., Ltd. 54 NOBLE STREET
 TORONTO

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

Tartan
BRAND

THE SIGN OF PURITY

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

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

Every package or tin fully guaranteed by

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

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

James Methven, Son & Co., Limited

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

Also at Liverpool and Glasgow

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

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

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

Every Live Grocer

SHOULD KNOW ABOUT

"Walker Bin" Fixtures

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

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

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

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

Walker Bin & Store Fixture Co.
LIMITED

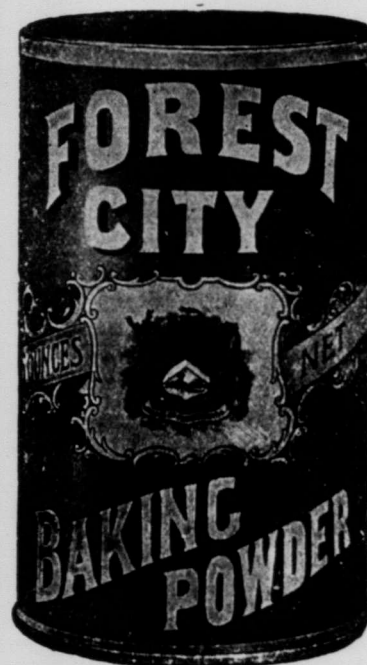
REPRESENTATIVES,—

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

Berlin, Ontario



Sells
on
its
Merits



25
Years
the
Standard

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

Gorman, Eckert & Co.
LIMITED

LONDON, Ont.

WINNIPEG, Man.

THE CANADIAN GROCER

PRESERVING SEASON

The Canadian Strawberries will be on the market in a few days. Give your customers the best sugar to put the fruit up with.

St. Lawrence

Granulated

IS THE BEST SUGAR MADE

STOVE POLISH

SELLS MORE OR LESS THE WHOLE YEAR ROUND

JAMES DOME BLACK LEAD

IS WITHOUT DOUBT THE BEST STOVE POLISH YOU CAN BUY

Sells Well

Cleans Well

Pays Well

W. G. A. LAMBE & CO. - Canadian Agents



You Can't Put the Clock Back

no matter how you try. The hands move on. Just as surely do the sales of Anti-Dust advance, and you should remember that it is now high

"Anti-Dust" Time

Anti-Dust has made a wonderful leap into popularity. Try it on your own floors and you'll realize why.

Our Agents for Ontario:

MacLaren Imperial Cheese Co.
Limited

The Sapho Mfg. Co., Montreal
LIMITED



Every Housewife Will Buy It!

The labor of housework is strenuous, and every housewife looks for a means of lessening labor. She will be interested when you tell her of the economy, dust-banishing, disinfecting and labor saving qualities of

SOCLEAN

THE DUSTLESS SWEEPING COMPOUND

Physicians from all parts of Canada, have testified to its good health promotion when used in the home; housewives who have used Soclean universally declare its greatness as a labor saving sweeping compound, and hundreds of grocers are making themselves successful through its sale. Why not you?

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

Write for prices and advertising literature.

SOCLEAN LIMITED, Toronto, Ont.

The Originators of the Dustless Sweeping Compound of Canada.

ALL the

Salmon,
ng Soda,
Cream of
Currants.

TON

to buyers)

ed

els, French
st and best

We shall be

arket.

25
Years
the
Standard

customers
use it holds

Co.
LIMITED
EG, Man.

NEW CROP JAPAN TEAS

FURUYA & NISHIMURA

Montreal, New York, Chicago,
Shidzuoka.

The Perfection of Purity and Quality

or in other words

SWEETHEART BRAND GOODS

Your customers demand goods of high merit. The problem is solved by handling our line.

A FEW OF OUR STANDARDS

6-12-16 oz. Baking Powder. 4 oz. D.S.F. Mustard. 4-8 oz. IXL Mustard.
Finest Blend Coffee. Pure Fruit Flavoring. Delicious Jelly.



Trade Mark of Quality

IXL SPICE & COFFEE MILLS, Limited

LONDON, ONTARIO



Laurentia Milk Tastes Like Cream

The little membrane which, in ordinary milk, envelopes the globules of cream, are broken by the mechanical process of homogenization, the flavor of the cream is absorbed by the entire liquid and one has the sensation of drinking thin cream.

The delicious creamy flavor, of Laurentia Milk, its edible qualities and its immunity from germs, renders it the best food for all.

The dealer can easily create a large demand by stocking and displaying this "boon to mankind."

LAURENTIA MILK CO., Limited

371 Queen Street West

TORONTO

BIG SALES

BIG PROFIT



DOMINION MATCH CO., LIMITED

DESERONTO, ONTARIO

Or The Canada Brokerage Company, Limited, Toronto, Ont.;
The A. Macdonald Co., Winnipeg, Man.; Snowdon & Ebbitt,
Montreal, Que.; J. B. Renaud & Co., Quebec, Que.; J. A. Tilton,
St. John, N.B.; J. W. Gorham & Co., Halifax, N.S.

Cheap Tea Is Only Used Because People Think It Is Cheap

Show them that they are mistaken and they will buy better tea.

2 lbs. of ordinary 25c tea will go but little, if any, further than 1 lb. of 50c Red Rose Tea. A pound of 40c Red Rose Tea will go further than a pound of any 30c tea—enough further to make it worth the difference in price.

Figure it out—1 lb. 40c Red Rose Tea will make over 200 cups. It takes a pound of very good 30c tea to make over 150 cups—

Wouldn't your customers buy better tea if they knew these facts?

Perhaps it would be worth your while to show them this ad.

Head Office, St. John, N.B.

T. H. Estabrooks Co., Limited

Western | Winnipeg, 156 Lombard St.
Branches | Calgary, 322-326 Ninth Ave. W.

7 Front St. E.

TORONTO, ONT.

EAS
MURA
Chicago,

Quality

DS

m is solved

CL Mustard.
s Jelly.

imited

BIG
PROFIT

PEOPLE'S
Y DAY
ATCH.

LIMITED

ed, Toronto, Ont.;
Snowdon & Ebbitt,
Que.; J. A. Tilton,
N.S.



The talk of satisfied customers is bound to make business grow if you specify

CANE'S WASHBOARDS

They stand in a class by themselves for neat construction, quality and durability. Why is this? Because we

take pride in manufacturing from the finest grade material which gives your customers the best value for their money and assures perfect satisfaction.

We manufacture washboards in thirteen different styles and grades to suit every demand. Write for catalog on "CANE'S WASHDAY WOODENWARE"

The Wm. Cane & Sons Co. Ltd., Newmarket, Ont.

Manufacturers' Agents and Brokers' Directory

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Grocery Brokers and Agents.

Established 1888

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

LIND BROKERAGE CO.

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references. Cable address: "Macnab" St. John's.
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Manufacturers' Agents and Brokers' Directory

(Continued.)

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Railway Approach, London Bridge, London, Eng.
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Confectioners' Sundriesmen.**
Correspondence invited.

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Manufacturers' Agents and Wholesale Commission
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852-6 CAMBIE ST., VANCOUVER, B.C.
Can give strict attention to a few first-class Gro-
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Manufacturers and Buyers of Dried
Evaporated and Canned
Apples
Ingersoll, - - - Ontario
ESTABLISHED 1886

SUCHARD'S COCOA

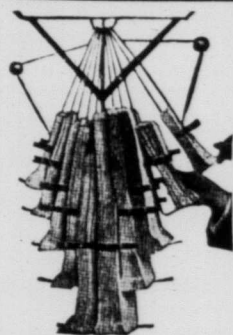
This is the season to push SUCHARD'S
COCOA. From now on Cocoa will be in
demand daily. It pays to sell the best. We
guarantee Suchard's Cocoa against all other
makes. Delicious in flavor. Prices just right.
FRANK L. BENEDICT & CO., Montreal
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Write us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

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



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



The **BROWN** is the
only convenient
Bag Holder

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

The Brown Mfg. Co.
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Manufacturers' Agent and Commission Merchant
235 St. John St., QUEBEC, CAN.
Correspondence solicited with brokers or
manufacturers looking for a reliable repre-
sentative. Can furnish best of references.

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The best in the world are made by
McDOUGALLS
Insist upon this make.
D. McDOUGALL & CO., LTD., GLASGOW, SCOTLAND

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When writing advertisers
kindly mention having
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Your business, for a long time to come,
looks good to us.

There'll be a lot of money coming to you
if you buy **Anchor Brand
Flour.**

Good Luck follows close in its
wake. Lighten your
cares and make your
fortune.



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



Better Service Means More Trade

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

KILGOUR BROS.
21-23 Wellington St. West, TORONTO



Verdict:

MacLean's White Moss

The Best by Far.

Canadian Coconut Company, Montreal

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.

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Tel. Address: "Laminated," London. LIMEHOUSE,
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ONTARIO PEOPLES **SALT** THE SALT FOR EVERY PURPOSE
SEND FOR PRICES

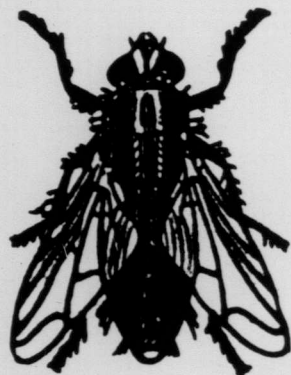
THE ONTARIO PEOPLE'S SALT & SODA CO., Limited
KINCARDINE, ONTARIO



WILSON'S FLY PADS

Do not spoil on the retailers hands.

Samples twelve years old have been thoroughly tested and found good as new.



Make the Credit Customer Your **BEST Customer**

Hold him down—and yet keep him PLEASSED. You can do it with

ALLISON COUPON BOOKS

They make credit business practically same as cash.

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.
Allison Coupon Company
INDIANAPOLIS, IND., U.S.A.

When writing advertisers, kindly mention this paper.

THE PEOPLE OF **JAMAICA**

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

KINGSTON

"GLENER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax

The **Condensed Ad.**
page

will interest you

A Feminine Characteristic

To pick and choose. An inherited trait, peculiarly feminine. Nevertheless, it is good policy and sound business to play up to it, while woman holds the purse.

Give her the choice of articles worth her attention and your time and trouble. There will be no wash-day dissatisfaction on her part or yours if "OCEAN" is the Laundry Blue you sell her.

OCEAN BLUE

Squares in 5 cent. packets.

Bags in 5 cent. cartons.

*Cheap enough for the million.
Good enough for the millionaire.*

**HARGREAVES BROS. & CO., LTD., HULL,
England.**

Agents for Ontario:
**F. E. ROBSON & Co., 25 Front Street East,
TORONTO.**



Gold Springs Lemonade

The leading and most profitable thirst quencher

—
GET PRICES
—

S. H. Ewing & Sons
MONTREAL



NEW TRADE

To get new customers and to hold the trade of the old ones—you need fresh pleasing goods. A new shipment of

KIT COFFEE has just arrived

Order now and you will receive a special supply of samples and advertising.

KIT COFFEE CO. GOVAN, GLASGOW.

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KIRKLAND & ROSE, 312 Water St., Vancouver, B.C.
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FREDERICK E. ROBSON & CO. TORONTO.



Litster Goods

are made good enough to guarantee. They recommend themselves and sell themselves wherever introduced. Is the best any too good for your trade?

Litster Pure Food Co., Limited
TORONTO



Just the Season for Brand's A-1 Sauce

because it makes the plainest and otherwise ordinary meal into a pleasurable delight. It helps the summer appetite to relish a little cold meat.

BRAND'S "A-1" SAUCE

is made from an old English recipe that defies any maker to produce just that snappy, piquant flavor.

Every ingredient in the composure of Brand's A-1 Sauce is highest quality always. Get a new stock for the summer trade.

Brand & Co., Limited

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

MAYFAIR, - LONDON, ENG.

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H. HUBBARD, 27 Common St., MONTREAL.
McLEOD & CLARKSON, VANCOUVER.

Scotch Marmalade

Made from Seville oranges
and pure refined sugar
by

JOHN GRAY & CO., LIMITED GLASGOW

Contains neither Glucose
nor preservatives.

Prices and Samples from :

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

Read This-Then Order

There is nothing like improvement. It shows progressiveness and a desire to please

Ko-Ko-But Is Now Better Than Ever
Means absolutely economy. 1 lb. Ko-Ko-But is equal to 1½ lb. Lard, Butter or any cooking product. Get a stock! Refund money to any dissatisfied customers. We'll refund you. (We simply mention this to show you the genuineness of our policy, We're convinced there can be no dissatisfaction.)

New Tins—More Attractive Than Ever

We have a FREE ADVERTISING proposition to offer you. WRITE US.

Dominion Coconut Butters Limited
Montreal



Mr. Grocer—Make a window display of “*Melagama*” and watch your sales increase.

We have numerous

calls for samples which is a sure fact that the public know a good tea and will have it at any cost.

“MELAGAMA” TEA

**We Guarantee
it's Quality—Flavor
—Aroma and Freshness.**

It will mean a drawing card to your business.

Have our representative call and see you or phone your order to



MINTO BROS., 45 Front St. E., TORONTO

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 Manufacturer, Jobber and Retailer.

This is the first book which has attempted 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.

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“THE BRIDE”

Be kind to her—help her choose and select wisely—Suggest SYMINGTON'S SOUPS—they will please “HIM” and give “HER” more time for the other household duties.

She will be back for more and send her friends for

SYMINGTON'S SOUPS

(We will send samples free to “Brides” with your compliments!)

OPPENHEIMER BROS., 25 Pender Street Vancouver.
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R. J. DONAGHY, Masonic Building, London, Ontario.
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**IN STOCK---NEW PACK
LOBSTERS ---1-2s flat**

OUR CELEBRATED **"ANCHOR" brand---**

The Quality is Very Fine.

ORDER NOW—
for prompt shipment

WE HAVE SOME EXCEPTIONAL VALUES IN

--- OLIVES ---

QUEENS—MANZANILLA—STUFFED

Bottles
All Sizes
Bulk—
Kegs—1, 3 and 5s

OUR QUOTATIONS WILL BRING YOUR ORDERS

THE BEST VALUES AND THE BIGGEST MONEY MAKERS ON THE MARKET

EBY-BLAIN, LIMITED Wholesale Grocers
TORONTO

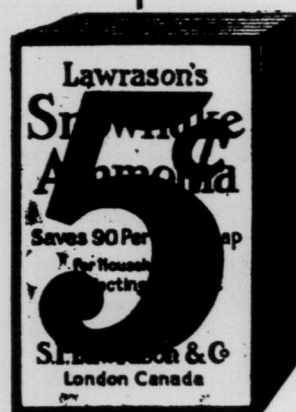
When a competitor is nothing but an imitator he should be a "Jap" and steal name plate and all. Those who imitate and never originate are simply back numbers. They are never up with the procession.

**LAWRASON'S
SNOWFLAKE AMMONIA**

has been commended by the people as the only pure and satisfaction giving ammonia. It has won the appreciation of grocers all over Canada as the best-selling stock and from every part of the country repeats are coming.

We have originated and still hold pride of place in the ammonia market.

Get the genuine—Lawrason's Snowflake Ammonia—the giant 5c. Package.



S. F. LAWRASON & CO.
LONDON ONTARIO

MAGIC BAKING POWDER



A Sure Sign



of public confidence is an ever increasing demand. This has been the experience of "SALADA" Tea for twenty years. It represents the confidence of the public in "SALADA" Tea, in its consistent high standard, its superior quality, its cleanliness and purity. You cannot do better than push the tea the Public wants. If you are not handling "SALADA," write us now.

"SALADA" TEA CO.

TORONTO

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MONTREAL

MAGIC BAKING POWDER

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

MAGIC BAKING POWDER

THE WHITEST LIGHTEST
1 LB.
MAGIC BAKING POWDER
CONTAINS NO ALUM

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

E.W. GILLET COMPANY LIMITED

TORONTO, ONT.

MONTREAL WINNIPEG

MAGIC BAKING POWDER
WHOLESALE
HEALTHFUL BISCUIT, CAKE, ETC.
DIRECTIONS
THIS BAKING POWDER IS COMPOSED OF THE FOLLOWING INGREDIENTS AND NONE OTHER: PHOSPHATE, BI-CARBONATE OF SODA AND STARCH.
E.W. GILLET CO. LTD.
CONTAINS NO ALUM

MAGIC BAKING POWDER

A WORLD-WIDE WINNER



KEEN'S OXFORD BLUE

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

SEE TO YOUR STOCKS

For sale by all the Canadian Jobbing Trade

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

Agents for the Dominion of Canada

Every Woman Who Enters Your Store is a Prospective Purchaser of

BENSON'S PREPARED CORN

It is indispensable to the housewife.

It is the purest and finest Corn Starch obtainable.

It is unequalled for baking, thickening gravies, making custard, blanc mange, etc.

There's a Permanent Demand for "Benson's."

It creates business and brings repeat orders.

It never fails to give satisfaction.

It Nets You a Fair Margin of Profit.

Now is the season for Benson's Prepared Corn.

YOUR ORDER WILL RECEIVE IMMEDIATE ATTENTION.

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

Sugar Prices to Make 20 p.c. Margin

Tables Showing Drift of Prices and How Many Pounds Should Be Sold for Dollar to Insure Fair Profit—Coming of Preserving Season Means Large Sales and Advantage Should be Taken of This.

It was briefly announced in last week's issue that sugar had declined 10 cents per hundred. This brings sugar down to \$5.25 on a Montreal basis which is 40 cents per cwt. below the figure prevailing at the beginning of January.

In June a year ago the wholesale price of refined sugar on the Montreal market was \$4.60 or 65 cents lower than the opening of the month this year. That \$4.60 proved to be the lowest price of sugar within a year. In July of 1911, the price began to soar rapidly, so much so, that at the end of that month it had reached \$5.15. In August and September further aerial movements were recorded until the record price of \$5.85—the highest in 22 years—had been reached. The price was maintained until December 6 when a decline of 10 cents occurred. Again on the sixteenth a similar decline took place bringing sugar to \$5.65 at the end of the year.

The Changes This Year.

From that time the following table shows the changes up to June 1, 1912:—

Jan. 1	\$5.65
Jan. 4	5.55
Jan. 11	5.45
Jan. 26	5.35
Feb. 8	5.45
Feb. 10	5.55
Mar. 27	5.45
Apr. 2	5.35
May 29	5.25

It will be noticed that in January alone declines to the extent of 30 cents were made, but in February a portion of this was regained. Since that time reductions of 30 cents took place leaving sugar to-day at the still comparatively high price of \$5.25 per cwt.

Future is Uncertain.

As to what the future will bring forth can only be conjectured. Total stocks and afloats of Europe and American raws showed at the end of last week a visible supply of 2,737,424 tons as against 2,986,202 last year or a decrease of 248,778 tons. Cuba is in a disquieted position owing to the insurrection started by the negro population to obtain political and office recognition. All of this would tend to show a strengthening feeling. In fact raws advanced last week and so did refined in many parts of the United States. Canadian refined, of course, does not always follow the United States market as a large percentage of our raw sugar is imported from the British West Indies, where the estimate of the January crops is somewhat larger than a year ago.

Season of Large Sales.

Another point to be considered is the near approach of the preserving season with its accompanying strong demand in spite of price. In 1911 the price went up in July, as pointed out above, while in 1910 the highest price of the year (\$5.15) was reached in May and lasted until September. Taking all the known facts together, and assuming that demand during the preserving season will be large as usual, there does not appear to be any outstanding indications of a great decline. The sugar market is, however, almost as uncertain as a horse race and until the horizon clears no definite opinions can be formed.

The Profit on Sugar.

Every dealer knows that sugar is one of his best sellers. But the majority bemoan the fact that profits are small. As to the cause of this, the blame must be laid to the retailers themselves. How frequently does one hear of and read about dealers selling 17 and 18 lbs. for a dollar when the invoice cost is practically that much! Taking cost of doing business into consideration, the net profit disappears altogether.

For instance if a hundred pounds of sugar costs \$5.25 and sugar is sold at 18 pounds for the dollar, the net profit would be nil. The entire hundred-weight would only bring \$5.55 making a gross margin of 30 cents or 5.4 per cent. If 17 pounds were given, \$5.88 would be realized which would only allow 10.7 per cent. as gross margin. Sixteen pounds would produce 16 per cent., while 15 pounds would bring in \$6.66 or gross profit of 21.17 per cent.

Where Margin is Fair.

It is only now that we have got down to a basis where sugar can be sold at a fair profit. When it costs \$5.25 (the present Montreal price) dealers cannot well afford to sell anything more than 15 or at the most 15½ lbs. for a dollar.

If the invoice cost is \$5.35, as it is in Toronto, 15 lbs. for a dollar would realize \$6.66—a gross margin of \$1.31 or 19.6 per cent. At 14½ for a dollar the margin would be 22.3 per cent., which together with shrinkage, loss in weighing, etc., should be quite safe.

It is quite evident that when sugar costs \$5.25 it should not be sold for 16 or more pounds for the dollar. Sixteen allows only 16 per cent. margin, just barely enough to cover cost of doing business in the average store.

A Table of Profits.

The following table may be of interest to many in figuring sugar profits as it shows at what price sugar may be sold to produce 20 per cent. gross margin on sales:—

Cost.	Margin.	S.P.	Lbs. per
		Cwt.	Dollar.
\$4.60	20%	\$5.75	17½
4.70	20%	5.87	17
4.80	20%	6.00	16 2-3
4.90	20%	6.12	16 1-3
5.00	20%	6.25	16
5.10	20%	6.37	15 2-3
5.20	20%	6.50	15 1-3
5.30	20%	6.62	15
5.40	20%	6.75	14 4-5
5.50	20%	6.87	14½
5.60	20%	7.00	14

Maintaining Selling Price.

The fractions in the above table are not exactly correct in all cases but are close enough for safety. If these prices were maintained by every dealer in every town, sugar with its facilities for rapid turnover would be one of the most, if not the most profitable lines in the store. Twenty per cent. on sales allows a net profit on turnover of 5 per cent., when cost of doing business is 15 per cent., and this is a fair return on the investment.

Why certain dealers persist in giving away sugar is beyond understanding. Why not, instead, give away some slow-selling article? The merchant who cuts prices is usually patronized only while they remain cut. And at the present time when expenses have reached such high proportions one cannot afford to sell any article that does not bear its fair share of those expenses.

Now that the preserving season is about here, the price of sugar ought to be set where a net profit is assured. If every dealer maintains his price nobody will suffer.

CATALOGUES AND BOOKLETS.

Knowledge is Power, is the title of a little booklet issued by Bovril, Limited, with Canadian offices at 27 St. Peter St., Montreal. It deals with the food value of Bovril as a muscle and energy builder and refers to the investigations of Prof. H. Thompson, M.D., Sc. D., of Trinity College, Dublin, Ireland in the his analysis of Bovril. Information is also given in connection with the estates of this firm in Argentine Republic and Australia, and altogether the booklet is one that will aid in the development of the selling power of any grocer who handles this line.

See About Summer Drink Supplies Early

Considerable Trade Can Be Done Now—Do Not Fall Short of Supplies at Critical Time—There is a Sure Demand, but Make it Bigger—Use Your Own Salesmanship — Every Customer Should be Sold at Least Twice a Week.

By O. S. Johnston.

"Yes, we have a demand throughout the hot weather for summer drinks, but we do not count on that demand; we endeavor to build up business on our own account, and we are particularly successful." So spoke an average grocer quite recently when asked about the extent of his mineral water trade, and his remarks about demand are particularly interesting.

He would be a strange dealer who would not expect a certain call for refreshing beverages, and who, therefore, would not carry the line, but just now we do not wish to deal with the man who is simply an order taker; we want to talk about and to those men who are order getters, business builders, creators or whatever you wish to call them.

Go After Trade Hard.

There is practically no element of risk with bottled goods during the hot weather, as the wide-awake dealer can build up the trade in such lines to any extent he desires, provided he goes the right way about it. For instance, the majority of people keep in the open air during the hot evenings, many of them visiting the soda fountain and similar places of refreshment. Why not secure this trade, Mr. Grocer? Why not have a heart-to-heart talk with the customer, explain that it is cheaper for her to keep a regular supply of mineral waters, lime juice, etc., on ice in her home, on which she and the family can call at will, than go down to different stores here and there and pay five cents or a dime for a drink which in 99 cases out of a hundred is not half as long and therefore dearer, or as cooling as can be had from her own ice chest supply. Such a line of talk as this will in most cases secure an order for, say half a dozen bottles of minerals and a large size lime juice every week. Supposing you get thirty, or even twenty such orders, aren't you going to put a few easily earned dollars to the good?

Interior Display.

The window, while still a potent factor, is perhaps in this case not as strong a trade builder as an interior display. The showcard featuring two individuals, the fresh and the worn out, can be brought into play directly over a stand in the centre of the floor containing a wide range of thirst quencher.

What kind of a stand is best, is a question often turned over in one's

mind. Perhaps there is none so convenient as the small stair-case variety. On the bottom of, say six rungs, can be arranged syphons, and on the top the different lime juice sizes. The other four can be divided between lemonade powders and the smaller bottled goods. Apart from size arrangement, care should be taken that the different colors are well blended, as the neater the show the better the results.

Let Every Customer Know.

Those customers who do not visit the store regularly, and who cannot very well be sold over the 'phone, should be looked after just as keenly as others. A newspaper advertisement or a general circular announcing any particular feature of your service in this department would work to advantage.

A novel idea would be to buy up a stock of pictorial postcards, some odds and ends which wholesalers are willing

to dispense with for a song, and have them addressed to a selected list. The post card, on being delivered by postman, will be scrutinized in the ordinary way, i.e., the picture will be glanced at and then the correspondence portion will be turned to eagerly in order that the source may be known. Undoubtedly your message about soft drinks will not be forgotten.

Camp and Picnic Trade Important.

During the hot weather there is a continual exodus from town to country for longer and shorter periods, and right here the wide-awake dealer has a good chance for securing extra and most profitable trade. By running a small advertisement in the local papers throughout summer announcing that you make a specialty of picnic hampers and camp supplies, you will do much toward securing a good share of the business, and in all probability the largest share if you can pack a hamper better than your competitor. What splendid chances the dealer has for unloading lemonade powders, etc., through this channel!

As a final word, we would add that every bottle of lime juice the druggist sells is profit taken away from the grocer. Reduce his sales and increase your own this coming season.

How Often Should the Stock Turn Over?

An Important Problem Discussed by Montreal Dealer—Distance From Source of Supply Enters Into Situation — Table Showing Different Profits on Same Investment Turned Over During Different Periods of Time.

"The question of how many times a dealer should turn over his stock," says F. C. Lariviere, a Montreal merchant, "cannot be governed by any rule. A store situated near sources of supply can do a much larger business with a small stock than one situated far from jobbing centres. This will be readily understood, as delays in transportation are more frequent on a long distance than a short one. I will give you a table which shows the profits realized in turning over the stock.

"Let us suppose an investment in stock of \$100, and the margin of net profit equalling a percentage of 20 per cent. on cost, after having provided for the cost of doing business. If turned over five times during ten years, that \$100 would produce \$148.83 of net profit; if ten times during ten years, \$510.16; if twenty times during ten years, \$3,733.60, and if turned over forty times during ten years—or every three months—\$146,870.74.

"You at once see the productive difference of each different operation. Consequently, it should be the aim of every merchant to try to keep a stock as low as possible, so as to increase the per-

centage of his turnover. You must also remember that it is far easier to increase a percentage of turnover in a small business than in a large business. The more the business grows, the larger the stock you must have, and this often includes a large number of lines which are slow sellers.

"I know of a firm, very close to source of supply, who with a stock of \$3,500, made a turnover of \$40,000, or very nearly eleven and a half times the stock on hand. Three years after they had a stock of \$19,300, and made a turnover of \$110,000, or 5.69 times. Seven years later the stock had increased to \$67,000, and the turnover to \$270,000, or a little over four times. Since then, it is a hard proposition to keep the stock and turnover between three and a half and four times, although the volume has long passed the \$500,000 mark. In consequence I believe a firm doing a large business who can turn over four times the amount of stock carried is doing fairly well. It should be the aim of smaller businesses to turn over their stock from five to seven times to have more profitable returns on investments."

Grocer's Salary and Expenses Considered

Advice on Guarding Against Growing Liabilities—To Owe Is Worse Than Being Owed—Both Should Be Kept Within Limits—Another Financial Statement Criticised.

* By Henry Johnson, Jr.

Here again I am delayed in handling a grocer's letter:

_____, Ont., Mar. 18, 1912.
Henry Johnson, Jr.
c/o Canadian Grocer.

Dear Sir,—Your criticism of my statement in last week's Grocer has been studied by me and I do not see that you have answered just the questions asked; but you were rather taken up with my expense account and that is the one thing that I think I have paid particular attention to. Interest and depreciation have always been charged up and the reason my fixture account still stands at \$1,450 is because I feel that from the additions I have made it is a conservative figure. I have spent about \$400 in fixtures and improvements in the three years, rather than the \$50 you estimate.

Expenses in my case mean every 5c piece that it costs to run your business from interest and rent down to postage stamps and the broom you sweep the floor with. My expenses are kept separately, month by month, and the last item every month is Extras—\$1.00 for good measure.

Everything is figured on the selling price and every dollar that comes over the counter is supposed to carry 20 per cent. profit, and about the only lines that I can think of that refuse to do their proper share are the butter and eggs. We get it on our sugar, 13 lbs. for \$1 is what we are selling now. We never have sold 6 for a quarter soaps, and we avoid everything that won't pay a margin of 20 per cent. on the selling price, and last year according to my figures we made 19.22 per cent., and I thought we were doing rather well.

You evidently think that personally I am a little reckless in my expenditure, but I assure you you are wrong. My limit for last year and for this year, too, was \$900, and this amount suffices me, although I carry some insurance that has to be paid out of that sum. The reason that my personal account was so high last year was that a sum of about \$350 had to be taken for private reasons, having nothing to do with my personal account or way of living, but as it had to be accounted for some-

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

where I charged it to my personal account.

As to the savings account, I made up my mind from the first that I would get something out of the game besides a mere living, so I took out a \$5,000 endowment and the business has to pay the premiums. Your plan is probably better but this one appealed to me.

What I particularly wanted from you was rather information regarding the figures I gave you for stock, fixtures, etc., compared with capital, bills, pay, and bank.

Are my bills payable too large? They are all current due and not due at that time. I might say that the bank is my only creditor. Was my capital large enough to swing a business of this size comfortably? Do I owe the bank too much? (They have never said so.)

My letter must be too long now, and I have said nothing about the delivery end of it, but we have that to contend with also and perhaps if necessary can go into that later, in the meantime I trust I have made my position a little clearer to you.

Yours, as you style me,

J. _____

More Information to go By.

In his previous letter, Mr. J. failed to include much information which he has now given. I said so; and proceeded to do the best I could with what he had given. He asked two questions: "Is credit trade valuable?" and "Is this a normal condition, or is there something wrong?" I thought there were several things not quite normal and reviewed them so far as I could in the space at my command. Only the most striking things could be covered. I concluded that Mr. J. was a bit "easy" in his personal expenditures. You see, I did not know of that special private matter, for he had not told me about that. In cases where the man himself is given to being a trifle lax, that is the primary, fundamental trouble. If it can be corrected, other troubles will be wiped out almost automatically; hence my reason for going after that so hard.

Same with the fixture account. What I was not told I had to guess at. Now he says that interest is figured, but, although he says that every 5c piece is included, he gives no details of expenses. So we are justified in questioning wheth-

er the "extras," in the sum of \$1 may not be too little to cover what is not definitely given. A man may have a hobby on the expense account — and it is an excellent hobby to ride; but still he may be wrong about some things. The reason for reviewing accounts is not to find fault, nor yet to pat the accountant on the back; it is to confirm correct conclusions and correct errors.

Should be Above the Twenty.

The gross margin of 19.22 per cent. is certainly good; but it should be worked up to 21 per cent. as soon as possible—say 3-4 per cent. per year. Again, this statement seems to be confirmed by the figures, thus 6.62 per cent. net margin on \$27,000 is practically \$1,800. Mr. J. said in former letter that his expense account includes everything but his personal account. Now he says he draws about \$900 a year to which an unexpected item added \$350. This makes a total of \$1,250, and about tallies with the net profit he adds to his capital, \$561—\$1,250 and \$561 making \$1,811.

I am glad to know about the endowment policy. That was a wise move. As the business pays the premium, that is a measure of Business Insurance and good as far as it goes. A man has gone far when he knows his own weaknesses. If he cannot save money in the ordinary way, a good idea is to create an artificial debt, like an endowment policy, and save through paying that debt. This is the way I started to save; for years ago I learned that, while I could plan and work money, the money meant little to me after it was made. Then I acquired the habit of laying aside definite sums—the true method of saving for everybody. What J. must now do is contrive to get ahead more than he is doing. That, I take it, is really what he wants to know about and the point on which he wants suggestions.

The Giving of Credit.

So let us take up his bills payable, his accounts receivable and what he owes the bank.

At the end of his first ten months of business he had book accounts outstanding of \$1,076.70 and liabilities of \$1,700. At the end of 1911 he had book accounts of \$2,453.03 and liabilities of \$3,630.18. This shows too small a gain. In the first instance what was owing him equalled 63.1-3 per cent. of what he owed. In the second statement what was owing him equalled 66.2-3 per cent. of what he owed. I say the giving of credit it good, but there must be good judgment in its extension or it is not good. This point may indicate some want of sound judgment in extending credit, or it may not—this is for J. to look into carefully.

(Continued on page 36)

The CANADIAN GROCER

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TORONTO, JUNE 7, 1912

SUMMER LEMON SITUATION

A limited quantity of new Verdelli lemons are now on the way to Canadian markets from the Mediterranean, and will arrive about the middle of the month. They are the summer lemons, and although rather thick-skinned, are sound and good shippers.

A feature regarding these lemons is that prices are very high; in fact, considerably above the earlier crop stock now on the market.

Of the lemons now being sold, there appears to be a fair quantity held at majority of centres. The situation is decidedly different to that ruling a year ago, when prices were at a record figure, in some cases nearly double the price now being asked. This was caused by extremely warm weather early in the summer, which reduced stocks to a low level, and first shipment of Verdelli lemons were badly needed.

Prices on Verdelli stock would indicate quite a high lemon market for summer. Much, however, depends on what the weather man hands out, as was shown last year, when under scorching weather, prices soared to record heights.

While Western Canada draws her stock mostly from California, values depend to some extent on the Verdelli situation, but perhaps even more on the weather.

AN INDEFINITE BY-LAW.

Four retail grocers were fined \$20 each in St. John, N. B., recently on a charge of forestalling in the country market. At present there is a law prohibiting a dealer to purchase from a seller on the farmers' market any goods which have not been exposed for sale for at least three hours.

This is apparently an unfair and unjust by-law. How is anyone to know how long a farmer or gardener has been on the market! Does the dealer have to stop to ask him when he arrived? Would the farmer be in a position

to reply truthfully if he were unfortunate enough not to possess a timepiece?

There is evidently some room for improvement here. In most towns and cities where there are restrictions on dealers as to market purchases, they are on a time of day basis. For instance, the municipal by-law prohibits a dealer buying from farmers on the market until after 10 or 11 o'clock, as the case may be. There is a definiteness in this which does not allow of unintentional law-breaking.

But in the case of the St. John by-law one might easily commit a breach of it unknowingly and have to suffer the penalty of a fine.

ON COST OR SALES, WHICH?

It is the claim of Chas. E. Stone, secretary-treasurer of Michie & Co., Toronto, that a large number of retailers are lead astray in their methods of figuring profits by the persuasions of some salesman calling on them.

For instance, a salesman will say to a dealer: "You will make 20 per cent. on this article. It costs you one dollar and you can sell it for \$1.20." The dealer takes his word for it, and probably never discovers his error. As a matter of fact, it may cost him 15 or 20 per cent. to do business, thus reducing a supposedly good profit to practically nothing.

The only safe plan in calculating profits in advance is to figure them on sales, as well as cost of doing business.

Mr. Stone makes the latter point clear, when he points out that it costs him nothing to buy goods. He could do his buying over the telephone from his private house, for that matter; but it is when the goods are once in the store that they begin to advance in cost and the investment never ends until they are in the homes of consumers. It is, therefore, folly to figure expenses on invoice cost.

When it is intimated by certain salesmen that profits are based on invoice cost, dealers should protest. Many are now doing so, and it is helping in the struggle to secure fairer net profits to the man who has all the troubles of retailing and collecting on his shoulders.

A PROFITABLE SIDE LINE.

Many dealers throughout the country are making good profit out of a side line that can be handled with little trouble at this time of year. The line is hothouse plants for setting out in gardens.

In Toronto, for instance, a dozen boxes of certain plants can be purchased from green houses for 75 cents. Each contains a dozen plants and sells for 10 and 15 cents, those placing the price at the latter figure giving two for a quarter. Selling at 10 cents, the gross margin on a dozen is 45 cents or 37½ per cent. profit. At 12½ cents each, the margin would amount to 75 cents, or 50 per cent. on the turnover. The profits are therefore substantial.

Plants can be placed on an outside shelf without fear of injury from dust and besides setting off the store front are always to be seen. Dealers who have been pushing this side line find it turns into money rapidly, now that everyone with a garden in the back yard is engaged in brightening it up and growing a few vegetables for the table.

PREPARE FOR THE HOT WEATHER.

Summer is once again in our midst with its accompanying hopes and cares. It brings with it difficulties for the merchant, which should be taken in hand in advance. Chief among these are the handling of fruit, butter, eggs and other perishable goods.

Every effort should be made to keep the store in a sanitary condition. Unless this is attended to, there are bound to be losses which pull down turnover and profit. An investment in a refrigerator now will do a great deal to prevent these losses. At the end of the day any perishable goods held over can be stored in a cool, even temperature until morning.

Cellars should be kept dry, clean, wholesome and well lighted and ventilated. Goods stored in a damp, dirty, dark cellar are apt to become musty and unsalable. The back yard may need attention too. Any refuse or garbage lying about forms an excellent breeding spot for flies, and as these hatch in ten days, the fly pest is likely to cause trouble in the store. The windows should be kept free from dirt and dust and the sidewalk in front cleaned and sprinkled regularly. This produces a cool air, which is always inviting in hot weather.

Ventilation is also important. One sometimes wonders how men and women can work all day in a low, dark, hot store without fresh air. A dark, poorly ventilated room is slow death, and it would be much better for anyone to purchase a ten-acre country lot and market garden in the open air, rather than work under such unhealthy conditions.

With the experiences of the hot summer of 1911 to act as guide, ways and means should be devised by every merchant to overcome the inconveniences and difficulties usually attendant on sultry atmospheric conditions.

WEAK ROLLED OATS MARKET.

A decline of 15 cents per cwt. is announced this week in rolled oats. Our last week's market report indicated an easier feeling due to weak condition of the oat market, and to the fact that sales of rolled oats with warmer weather begin to drop off somewhat. This developed into the decline referred to above.

Early in April rolled oats reached \$2.65 per 90-pound sack on a Toronto basis in small lots, which proved to be the highest price during the past year. The present figure on the same basis is \$2.50, whereas a year ago the price was \$2.25.

DOG FIGHT LOSES SALE.

What would you do if a customer's dog started a fight in your store with your own dog? What would be your attitude to the customer and her attendant?

One of The Grocer's representatives tells of a semi-humorous experience which has also a serious side, bearing on the questions. While he was in a grocery store in Western Canada recently a woman called to purchase a broom. The brooms were being shown in a rack at the front, and while they were being inspected, a small dog accompanying the customer, became the centre of attraction by jumping on the merchant's own dog. The latter soon saw fit to make a retreat into the store, but was still being hounded by the aggressor in the fight.

This was more than the good merchant could bear. With the aid of the broom he was attempting to sell,

and some highly complimentary language to the invader, the latter was finally ejected from the store.

But by this time his temper had reached abnormal heights, resulting in some rather injudicious remarks on the folly and lack of common sense of anyone who would bring with him such a vicious bodyguard.

The natural effect of such a lecture was the immediate departure of the woman and her dog, but minus the broom. She wasn't going to have anyone kick her dog around.

Did the merchant adopt the wisest course?

EDITORIAL NOTES.

The oftener the stock is turned over, the greater the profit on capital invested.

• • •

If a dealer keeps a dog loose about the store, he should see that his temper is tied up.

• • •

Sugar should pay its way like any other article in the store. There should be no free passes.

• • •

It is seldom good business to cast suspicion on a customer who makes a claim for lost or poor goods.

• • •

The lemon becomes an important fruit with the advent of hot weather. Gentle reminders will help sell it.

• • •

A woman's thoughts can always be turned by a new recipe. See the one in the fruit department for serving pineapple.

• • •

Macaroni is steadily growing in popularity, and efforts to push it by grocers meet with ready responses from customers.

• • •

"Old cheese stronger; butter softer," remarked one wholesaler this week. What else could be expected at this time of the year.

• • •

Paper cooking bags should be brought to the attention of the June bride. Advertising, personal talks and display are the methods.

• • •

The Canadian strawberry season is some two weeks behind a year ago. The bashfulness of summer weather must be held accountable for this.

• • •

The science master of a collegiate institute has questioned our method of basing profit on sales. Cost would undoubtedly be the correct method if it could be accurately determined in advance—but it cannot.

• • •

There are plenty of stores filled to the ceiling with good goods, and selling scarcely enough to pay expenses. If a dealer runs his store on the plan of waiting till goods are asked for, he will be a long time reaching success.

• • •

The Associated Boards of Trade of Western Canada meet this year in Moose Jaw, Sask., on June 13, 14 and 15. This comprises a convention of some of the biggest business men of the west, as it is one of the most important gatherings of the year beyond the Great Lakes.

Lesson 17--Complete Course in Cardwriting

Demonstrating the Old Outline Roman as Used Previous to the Introduction of the Square End Brush and Still Used to Some Extent Where a Filled-in Letter is Preferable.

(By J. C. Edwards. Copyright Canada, 1911.)

Before the square end brush was introduced into cardwriting the brush outline letter was almost exclusively used in all the different styles from the heavy block to the dainty, fine, line script.

To-day it is seldom used, only for very fine work, where speed is no object.

stroke and never over-running, thus cutting off the spur, as has been done in some of the letters to demonstrate. Letters such as B, D, K and P show this, making it necessary then to cut the vertical lines short before the spur is reached, or as is shown in letter A, end or begin the stroke with the spur curve. Practice, of course, will teach

an inch, or if a brush be used, which is preferable in most cases, a No. 3 or 4 red sable square end brush drawn down to a nice, small, square point, is the best. Some writers, however, use a red sable pointed brush, but it is difficult to bring a stroke to a square end when it is necessary. The brush used in the accompanying plate, as well as in the cards, was the former, and may be procured at any shop where the regulation size (No. 7) is kept. (Ask for No. 3 or 4 red sable in alбата with square end).

To Fill in With Color.

As is shown in the plate, a very good effect is obtained by filling in the face of the letter on the wide strokes with color. This may be done in two different ways. One way is, first, to do the whole letter in the color, then make the outline in whatever color is desired, of course, being careful that the outline does not mix with the filler causing an endless amount of trouble. The outline should always be darker than the centre. The other way is to make the outline first, then run in the color afterwards. If letterine be used to make the outline, it is almost sure to dissolve into the color, so we advise using black Indian ink (waterproof) for the outline—on sale at all stationery stores.

Brush Stroke Decoration.

Practice with the brush the free hand scrolls and curves shown, and it will enable you to do some rather effective stunts in decorating a card. Practice will do anything. Always take a good sweep when practising, and don't be afraid to move quickly, for in speed your success lies when it comes to making scrolls. Get some old cardboard and practice till you become efficient.

Novelty Decorations.

The simple novelty decoration shown in the four small cards illustrated were done with the No. 4 brush used in lettering the plate and cards.

These scrolls and curves are easily made, and when applied in some dainty shade (not black) to a card gives a very pleasing change. Say, for instance, you take the ribbon design and make an outline of purple and fill it in with mauve, which is obtained by adding white to the purple. The letters should be outlined after, if they are to be left with the mauve centre, but if a white centre is desired, which we think would improve it, they should be outlined before the

(Continued on page 41)



Suggestions for show card illumination, executed with a small brush and made effective by the use of colors.

The Various Treatments.

The outline letter is treated in various ways, according to the effect desired. One style is outlining and filling in with the solid color, as is shown in the plate in black.

The colored letter with the black outline gives a desirable effect when used as a heading such as shown in the card, "An Easter Novelty." Another style is the bare outlined letter such as the P, R, S, T, U, V, W and X. This style, when shaded, as the word "style," in the small card, gives a pleasing touch to a showcard.

Care to be Taken.

In executing this letter, care must be exercised in always making a uniform

you the best way to work up these details.

A Uniform Letter Face.

Another thing necessary when the letter is to show the outline, is to always leave a uniform space between the lines, i.e., the face of the letter. To do this it may be wise to outline the letter in pencil first before the brush or square pen is applied. It may also be advisable to use the T square to make sure the strokes are perfect. However, this is not necessary, if the letter is filled in solid the same as the outline.

The Pen or Brush to Use

In making a letter about $1\frac{1}{2}$ inches high, a soennecken pen should be used that would give a stroke about 1-16 of

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Plate No. 17 - Brush or Pen Outline Roman
- Capitals -



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D D E E F F
G G H H I
J J K K L
L M M N N O
O O P P Q Q R R
S S S S T T U U
V V W W X X Y
Y Z Z & & 1 2 3 4 5 6 7 8 9 \$ ¢ ?

This plate illustrates the brush or pen outline Roman letter used especially for fancy headlines

Ontario Grocers' Assistance Solicited

Executive of Newly Formed Provincial Organization Sending Out Letter to the Trade—Want the Platform Criticised—Desire to See Local Associations Formed—Services Being Tendered.

The Ontario Retail Grocers' Association are pushing forward their organization plans as rapidly as possible. Letters are coming into the secretary from retail grocers in various parts of the province declaring their interest in the new association and offering their services in the work. The new organization expects in the near future to have 500 or 600 paid up members. Toronto alone has 200, and with members of the London, Hamilton and Brantford local associations, as well as individual grocers in other centres added on, the membership will be quite imposing.

Circular Being Sent Out.

In a recent issue The Grocer published the platform of the association as laid down by the executive at Brantford, Ont. This platform has been printed in circular form and, together with the following letter, is being mailed to every grocer and general merchant in Ontario: Dear Sir,—

As you are no doubt aware, the organization of the Ontario Retail Grocers' Association took place on Good Friday last, and at a subsequent meeting of the executive held two weeks ago, a platform was outlined as a basis of work for immediate attention.

Enclosed, you will find the different planks in the "Platform," which the association intend to primarily deal with. Every one is of vital interest to the retail grocer, and it is the object of the newly organized association, to assist in every way anything that will be for the promotion of the trade in general.

Your hearty co-operation is earnestly solicited.

Kindly study clause by clause and if you are interested in any, or think there are other important matters which this association should deal with, kindly make them known, when the matter will be taken up by the executive, if the matter so warrants.

Want Representative Body.

We are anxious to have representatives from every city, town, and village throughout the province and the secretary will be glad to receive the name or names of any grocers desiring to affiliate with the association. The fee is only \$1 per year, and every grocer should help those who are striving to help them. If some grocer in your town would take the initiative and form a local association, the Ontario body would render him every possible assistance towards that

end. The association will be pleased to hear from any grocer with regard to the enclosed circular re what we stand for.

Kindly forward us a list of all retail grocers in your town or locality.

Hoping to hear from you at an early date and trusting to have the pleasure of adding your name to our roll of membership, and assuring you of the best services which the association can render.

ONTARIO RETAIL GROCERS' ASSOCIATION, Incorp.
D. W. CLARK, President. W. C. MILLER, Secretary.

Want to Show Progress.

Secretary Miller expects to hear from many of the dealers with reference to local difficulties not mentioned in the policy of the executive. Work will be done on every plank by special committees during the year and reports of progress made public from time to time.

GROCER'S SALARY AND EXPENSES CONSIDERED.

(Concluded from page 31)

Debts and Possessions.

But here is something much more serious. The first statement shows that J——'s debts equal 38.63 per cent. of his possessions; that he has an equity in his business of 61.37 per cent. The second statement shows that his debts equal 49½ per cent. of his possessions; that he now has only an equity of 50½ per cent. Whatever the explanation, and whether there is any explanation forthcoming, these look like facts, and as such, must be reckoned with and radically changed. I feel that I owe J—— a sincere apology for failing to make this analysis before; for here is the real serious matter. Still, I trust that what I did say and what I say now may together help to point the way out.

Note this further point: That an expense of 12.60 per cent. is fine—I do not see how it could be expected to be improved. Add 3 per cent. to cover the \$900 J—— draws, and we have 15.60 per cent.—which is plenty. Last year there was \$350 more, which would bring the total to nearly 17 per cent.; and that is too high.

Accused of Easy Going.

What to recommend. At the risk of making J—— think I am too insistent, I must repeat that I think he is just

a bit too easy going. He buys too liberally. He is too liberal with credit and time. He must change those things around. The question about whether the capital was sufficient we must pass because we have not space; also because it does not matter now—the business is there and must be saved. There is margin enough left, provided the handling be very judicious; but J—— must put his shoulder to the wheel, face conditions, stop fooling himself in every way. Then he can win out.

Lessen Personal Requirements.

1st. Taking things as they have been, the earnings this year should be the same as last, at least. Thus we have J——'s \$900 and, say, \$900 more that we can count on. I urge J—— to cut down his own requirements to \$800, \$66.67 per month; less if possible. Then use the \$1,000 remainder to reduce indebtedness, first by taking all discounts possible and, second, by reducing the bank loan.

2nd. Quit buying absolutely. That may sound peculiar, but it is feasible if you analyze it properly. Buy from week to week in the smallest possible quantities. Scan the want book carefully and with ultra-conservatism. Buy not a thing until you simply MUST have it; and never buy a case if a dozen is enough; nor a dozen of anything which is slow-selling so that half a dozen will do. Postpone the purchase of the least item until your shelves are empty. Better send to your neighbors occasionally for a single item seldom wanted than carry it dead on the shelf. Stock can go down \$500 to \$800, or even \$1,000 in this way. Avoid "futures." Remember that you can ALWAYS buy.

Stop Credit Extension.

3rd. Extend no more credit. Do not open another account except you do so to replace one you lose—and not then except with the most careful judgment. Insist on prompt payment. Make it a rule that your bills must be paid to you by the 10th of each month; and stop all doubtful accounts on that basis. You will have to sit up nights with some of this; but it is your only way out—your salvation. The book accounts can go down \$500 to \$700, I believe, without the reduction of the volume of business—practically—through prompt collections. Get to be a little hard-hearted about this.

In January, 1913, this treatment should see you down to a discount basis and the bank loan. Then we can talk for the future.

This is not too drastic. I know, having "been there." Write me for any further suggestions I can make. I shall handle the next letter more promptly. Yours for better things.

Current News of the Week

Quebec and Maritime Provinces.

E. Rodier, grocer, St. Johns, Que., has sold to M. Comtois.

T. L. Muir, Montreal, Que., has purchased the grocery business of Gervais Edmond.

The W. H. Scroggie, Limited, department store of Montreal, have decided to increase their capital to \$2,000,000.

The movement in St. John and Fredericton, New Brunswick, for shorter hours of labor for clerks and dealers in grocery and in other establishments is on the increase, and not only are the clerks and many of the merchants of St. John agitating for the enforcement of the early closing enactment by the council, but their confreres in the capitol city are promoting the scheme of having a general cessation from work on Thursday afternoon of each week. There is every reason to believe that the suggestion of having Thursday a half-holiday in Fredericton will be adopted, as both merchants and clerks are in favor of it, but the endeavor is to make it unanimous. In order to emphasize their purpose the clerks of the city have formed an association and elected officers as follows: Honorary president, J. J. McCaffrey; president, N. Dougherty; vice-president, Alex. Staples; secretary, W. L. Jennings, and treasurer, Walter Burden. A committee of several of the members was formed to campaign in the interests of the half-holiday, and they secured the signatures of several of the merchants to their petition. The other clerks who co-operated with the officers in the movement were Arthur Crowley, F. P. Hatt, Arthur Porter, Bedford Green and James McMasters.

Ontario.

Trudel Bros., grocers, Ottawa, Ont., have succeeded E. Lafontaine.

R. J. Thomas, general merchant, Hartford, Ont., sustained loss by fire recently.

The new building will be of the mill-construction type, and will embody the latest ideas and conveniences for facilitating the grocery trade.

The grocers of London, Ont., closed their stores on Wednesday afternoon in honor of the visit of the Duke and Duchess of Connaught to the Forest City.

W. C. Miller, a Yonge Street, Toronto, grocer, is making good profits already

out of summer drinks. He had a window display of mineral water, fruit vinegars, lemonade essence, lime juice, etc., during one of the recent hot spells which sold considerable of these goods. The bottles were placed on long strips of thick plate glass across the window and in stair form.

H. P. Eckardt & Co., wholesale grocers, Toronto, who recently completed 25 years in business, will build a six-storey brick warehouse on the north-east corner of Church Street and the Esplanade, to cost about \$75,000 or \$80,000. It will have a frontage of 133 feet on Church Street, with a depth of 103 feet on the Esplanade. It is the aim of the company to have the work rushed so they can vacate their present premises, 19 Front St. E., by January 1.

Western Canada.

L. Tranks & Co., general merchant, Melville, Sask., is succeeded by R. Bay & Co.

Gerrard & Garnett, general merchants, Shellmouth, Man., have succeeded T. C. Gerrard.

A. W. Belsham, Carberry, Man., has added a fine soda water fountain to his store equipment.

Merchants in Grenfell, Sask., have agreed to close their stores on Wednesdays at 1 P.M. during June and July.

The Star Provision Co., Regina, Sask., have opened a new grocery store at 2175 Albert Street of that city. It is equipped with many modern fixtures.

The Dominion Milling Co. will build a 300-barrel flour mill, an oatmeal mill and two elevators at Melville, Sask. G. C. Yorke is managing director.

Thos. Connor has been appointed secretary of the Vancouver Retail Grocers' Association, to succeed R. D. Dinning. Mr. Connor for some time was in charge of the collection department. His assistant is C. H. Lee.

R. H. Brown, Sedgewick, Alta., and formerly of Bruce County, Ont., has received from the Dominion Government patent rights to a new grocery bin. It is a grocery store tilting bin, and according to the inventor is a counter-balanced receptacle that opens and closes automatically when thrown off the balance. It is airtight and dust-proof.

Grocers' Letter Box

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

Editor Canadian Grocer.—By giving the name of Canadian agent for St. James Rum you will oblige.

Yours truly,
Quebec, Que. ELZEAR TURCOTTE.

Editor's Note.—The name and address is F. X. St. Charles & Co., 41 St. Gabriel street, Montreal.

Waste Paper Dealers.

Editor Canadian Grocer.—Please let me know in your Grocers' Letter Box column addresses of firms handling waste paper of all kinds.

Powassan, Ont. SUBSCRIBER.

Editorial Note.—E. Pullan, Adelaide and Maude streets, and M. C. Pink & Co., 138 Esplanade E., both of Toronto, are among the largest buyers of waste paper in Ontario.

Cheese Shippers.

Editor Canadian Grocer.—Will you kindly let us have names and addresses of the largest cheese shippers in Ontario in such towns at Stratford, Brockville, Ingersoll, Peterboro, etc.

Winnipeg, Man.

NICHOLSON & BAIN.

Editor's Note.—Among the largest Ontario cheese shippers are the following:—Stratford, Swift Co.; Ingersoll, C. H. Slawson & Co., and Ingersoll Packing Co.; Peterboro, Whyte Packing Co.; Belleville and Picton, Gunns, Ltd., West Toronto, and Gunn, Langlois & Co., Montreal.

Agents for Cakeoma.

Editor Canadian Grocer.—Can you give any information as to whether or not there is a Canadian agent for Cakeoma, pronounced Cake-o-ma. It is made by Latham, Limited, London, Eng., and is a preparation used for baking and especially for puddings. It is being asked for by the English trade. Any information on the same will oblige.

Simeoe, Ont. BRUCE THOMPSON.
c/o G. A. Curtis.

Editor's Note.—The MacLaren Imperial Cheese Co. have recently taken over Cakeoma, and are awaiting shipments.

Latest Review of the Grocery Markets

Sugar Still Continues Easy at Last Week's Decline — Barbados Molasses are Stronger — General Firmness in Spices — Rice is Also Firm — First of New Pack Lobsters on Market — Foreign Beans Being Imported.

QUEBEC MARKETS.

POINTERS.—

Barbados Molasses—Higher.
Valencia Raisins—Prices shaded.

Montreal, June 6.—Immediate sugar situation is rather hard to gauge, and differences of opinion are expressed regarding the future. Last week's decline of 10 cents brought refined locally down to \$5.25 in bags, as compared with \$4.60 one year ago.

Trade in all classes of groceries appears to be healthy and season is conceded by jobbers as showing a good opening.

Barbados molasses is a line that shows firmness this week, while there has been some shading on prices to stimulate demand for lower grade Valencia raisins.

SUGAR.—Market on the average is on the weak side, following recent decline as forecasted in previous issues. Still constant fluctuations make it difficult to give any definite opinion as far as the next week is concerned, as some of the shrewdest operators are convinced that the lowest price of the season has now been reached.

The rainy season in Cuba has now commenced, and this, of course, means a reduction in the grinding. So far the Cuban revolt has had little effect on the sugar industry, although it is reported that one central has had to close down as a result of the hostilities of the rebels.

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

Bbls. granulated and yellow may be had at 5c above bag prices.

SYRUPS AND MOLASSES.—There are not any changes to note in syrup quotations, the trade being heavier than usual, but an appreciable increase has taken place in Montreal district for choice Barbados, the rise being due to a shortage following on an exceptionally good demand. Barbados exported

more cane than molasses this year, and it must be remembered that the latter is still a cheap food, present prices notwithstanding.

Fancy Barbados molasses, puncheons	0 38	0 40
Fancy Barbados molasses, barrels	0 41	0 43
Fancy Barbados molasses, half-barrels	0 43	0 45
Choice Barbados molasses, puncheons	0 33	0 35
Choice Barbados molasses, barrels	0 36	0 38
Choice Barbados molasses, half-barrels	0 38	0 40
New Orleans	0 25	0 28
Antigua	0 30	
Porto Rico	0 40	
Corn syrups, bbls.	0 03 1/2	
Corn syrups, half-barrels	0 03 1/2	
Corn syrups, quarter-barrels	0 04	
Corn syrups, 38 1/2-lb. pails	1 90	
Corn syrups, 25-lb. pails	1 35	
Cases, 2-lb. tins, 1 doz. per case	2 90	
Cases, 5-lb. tins, 1 doz. per case	3 25	
Cases, 10-lb. tins, 1/2 doz. per case	3 15	
Cases, 20-lb. tins, 1/4 doz. per case	3 10	

DRIED FRUITS.—In order to stimulate the demand for the lower grades of Valencia raisins, the minimum price has been shaded considerably and more orders are now expected. Tarragona almonds are not very brisk, but no further concession from holders need be expected, as they have been lowered considerably of late.

The currant market in Greece has become somewhat easier, but buyers should not count much on a decline, as a leading importer authoritatively states that the amount of currants held now in Greece is not enough to meet current requirements, and that a better market may be expected shortly.

Evaporated apricots	\$0 22	\$0 24
Evaporated apples	0 11	
Evaporated peaches	0 18	0 19
Evaporated pears	0 18	0 19
Currants, fine filiatras, per lb., not cleaned	0 08 1/2	0 09 1/2
Currants, fine filiatras, per lb., cleaned	0 07	0 07 1/2
Currants, 1-lb. pkgs., fine filiatras, cleaned	0 08	0 08 1/2
Currants, Patras, per lb.	0 09	0 09 1/2
Currants, Vostizzas, per lb.	0 09 1/2	0 10
Dates, 1-lb. packages	0 06 1/2	
Dates, Hallowee, loose	0 06 1/2	
Figs	0 11	
Figs, 3 crown	0 07 1/2	0 10 1/2
Figs, 4 crown	0 08	0 10 1/2
Figs, 5 crown	0 08 1/2	0 13
Figs, 6 crown	0 09	0 14
Figs, 7 crown	0 10	0 15
Figs, 9 crown	0 14	0 17
Comadre figs, about 33-lb. mats	1 30	1 40
Glove boxes, 16-oz. per box	0 10 1/2	0 11 1/2
Glove boxes, 10-ozs., per box	0 07	0 07 1/2

Prunes—		
20-30	0 13	
30-40	0 12	
40-50	0 11	
50-60	0 10	
60-70	0 09 1/2	
70-80	0 09	
80-90	0 08 1/2	
90-100	0 08	
Bosnia prunes	0 08	0 09
Raisins—		
Choice seeded raisins	0 08 1/2	
Choice fancy seeded, 1-lb. pkgs.	0 09	
Choice loose muscatels, 3-crown, per lb.	0 08	
Choice loose muscatels, 4-crown, per lb.	0 08 1/2	
Seedless, new, in packages	0 07 1/2	0 07 1/2
Select raisins, 7-lb. box, per box	0 07 1/2	0 08
Sultana raisins, loose, per lb.	0 12	0 13
Sultana raisins, 1-lb. cartons	0 16	0 19
Malaga table raisins, clusters, per box	2 50	5 75 1/2
Malaga table raisins, clusters, per 1/4 box	0 80	1 90
Valencia, fine, off stalk, per lb.	0 06	0 07 1/2
Valencia, select, per lb.	0 06 1/2	0 07 1/2
Valencia, 4-crown layers, per lb.	0 07 1/2	0 08

NUTS.—There is a fairly good demand for peanuts, while almonds are quiet, Brazil nuts also being in good demand. Walnuts are not moving any

too steadily, though there are some good orders passing for fall delivery.

In shell—		
Brazils	0 14	0 15
Filberts, Sicily, per lb.	0 10 1/2	0 12
Filberts, Barcelona, per lb.	0 10 1/2	0 12
Tarragona Almonds, per lb.	0 16	0 17
Walnuts, Myette Grenobles, per lb.	0 14	0 15
Walnuts, Marbots, per lb.	0 14 1/2	0 15 1/2
Walnuts, Cornes, per lb.	0 11	0 12
Hungarian	0 13 1/2	0 15
Shelled—		
Almonds, 4 crown selected, per lb.	0 35	0 37
Almonds, 3 crown selected, per lb.	0 32	0 34
Almonds, 2 crown selected, per lb.	0 31	0 32
Almonds (in bags), standards, per lb.	0 27	0 28
Valencia shelled almonds, new crop	0 35	0 37
Cashews	0 15	0 17
Peanuts—		
American—		
Japanese roasted	0 08 1/2	0 09 1/2
Coon, roasted	0 09	0 10
Diamond G, roasted	0 09	0 10
Bon Ton, roasted	0 11	0 12
Sun, roasted	0 10	0 11
Spanish, No. 1	0 12	
Virginia No. 1	0 13	0 15
Pecans, jumbo	0 18	0 19
Pistachios, per lb.	0 11	0 12
Walnuts—		
Bordeaux halves, bright	0 26	0 28
Broken	0 27	0 29

SPICES.—The market is quite brisk at present taken as a whole, there being, however, no particular change to note. Peppers are steady, though nutmegs show some signs of fluctuation. Indeed, the general conditions point to continued activity as stocks are not extra heavy throughout the trade, and orders are being placed in advance for fall requirements.

Allspice	0 13	0 18
Cinnamon, whole	0 16	0 18
Cinnamon, ground	0 15	0 19
Batavia cinnamon	0 25	0 30
Cloves, whole	0 25	0 36
Cloves, ground	0 23	0 35
Cream of tartar	0 25	0 32
Ginger, whole	0 17	0 30
Ginger, Cochin	0 17	0 20
Nice	0 25	0 35
Nutmegs	0 25	0 30
Peppers, black	0 16	0 18
Peppers, white	0 22	0 27

COFFEE. — We are pretty safe in stating that nothing but Providence can bring about a reduction in prices within the next year. If the new crop is a large one, things will be more satisfactory, but even now there are conflicting reports about the possible quantity, some stating that there has been a good flowering, others claiming that the weather has been against good flowering, and that as a result the crop will be a short one. Nothing beyond a healthy crop can have any effect on prices, because if the U.S.A. do get authority to confiscate the valorisation coffee, the Brazilian Government naturally can get an injunction forbidding any confiscation pending an appeal to a higher court. Experience has shown just how long it takes to reach the highest court decision, step by step, and it would seem, therefore, that instead of ameliorating conditions, the action against the Brazilian interests is making matters worse. Of course, one can readily see why the U.S.A. are

so keen on breaking the trust, when it is considered that one-third of the 2½ billion pounds of coffee distributed throughout the world annually is consumed by our Yankee friends.

Mocha	0 25	0 28
Rio	0 21½	0 23½
Mexican	0 25	0 28
Santos	0 22	0 24
Maracaibo	0 23	0 25½

TEAS.—A cable from Japan dated May 28, asked an advance of 1 cent to one and a half on grade over 22c. With regard to Indian teas, indications are that prices will remain steady for the next few months, as most of the season's stock has been disposed of, and unless the new season's crop comes along early prices may harden up.

With regard to Ceylon tea, the position is somewhat different. The drought experienced during the earlier months of the year, is over: the rains in Ceylon are falling earlier than usual; recent advices show improved yields and shipments from Colombo to the United Kingdom for April are nearly 1,000,000 lbs. higher than in April of 1911; estimates for May also show a further probable increase. Should such prove to be the case, there will be a good supply of Ceylon tea suitable for general purposes, which will tend to keep prices on a parity with those ruling throughout the past month.

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

ONTARIO MARKETS.

POINTERS—

- Sugar—Continues easy.
- Spices—General firmness.
- Rice—Firm.
- Peels—Higher prices this year.
- Lobsters—First of new pack in.
- Beans—Austrian and Hungarian being imported.

Toronto, June 5.—The first month of summer, as the family calendar calls it, has got off to a good start. We speak of the grocery trade as summed up by local jobbers. Already there has been a decided movement of summer goods, but warmer weather more along the lines of that prevailing a year ago would work for a much better demand from the public for these lines.

Retailers would do well to give prominence to those lines in demand, especially during the warm weather. Salmon

will be a good selling line, because at this time of the year there is not a great quantity of fresh fish available, while the fact that it needs no cooking makes it even more so a favorite. The same may also be said of other lines of canned goods.

SUGAR.—Last week's decline of 10 cents in refined brought local prices down to \$5.35, compared with \$4.70 a year ago. Market is easy at the decline, raws having continued weak under disinterest shown by refiners as to purchasing, as well as other weakening factors. While there is some difference of opinion expressed as to probability of a further decline, still the fact that market is weak is apparent. For this reason there is no big buying movement, although there is a good seasonable demand which should continue, as stocks are generally low, and preserving season not far distant.

Extra granulated, bags	5 35
Extra granulated, 20-lb. bags	5 45
Extra granulated, 5-lb. cartons	5 65
Imperial granulated	5 20
Beaver, granulated	5 30
Yellow, bags	4 95
Barrels of granulated and yellow will be furnished at 5 cents above bag prices.	
Extra ground, bbls.	5 75
Extra ground, 50-lb. boxes	5 95
Extra ground, 25-lb. boxes	6 15
Powdered, bbls.	5 35
Powdered, 25-lb. boxes	5 95
Powdered, 50-lb. boxes	5 75
Red Seal, 5-lb. box	0 37
St. Lawrence Crystal Diamonds	7 50
Paris lumps, in 100-lb. boxes	6 10
Paris lumps, in 50-lb. boxes	6 20
Paris lumps, in 25-lb. boxes	6 50

SYRUP AND MOLASSES.—There is not as great general interest in molasses in Ontario as some of the other provinces. A good deal of trade is in canned articles, although bulk receives attention also. There is a general firm attitude to molasses, especially Barbados. On account of wide variation in quality, it is quite difficult to get an exact line on prices. Quality ranges from extra fancy down to that sold for feeding to cattle. Lowest price for grocery grades appears to be around 26 cents per gallon. One firm quotes 25 to 28 cents on what they term "West-Indies." There is a seasonable trade in both maple and corn syrups.

Syrups—		Per case.
2-lb. tins, 2 doz. in case	2 55	
5-lb. tins, 1 doz. in case	2 90	
10-lb. tins, ½ doz. in case	2 80	
20-lb. tins, ¼ doz. in case	2 75	
Barrels, per lb.	0 03½	
Half barrels, lb.	0 03½	
Quarter barrels, lb.	0 04	
Pails, 3½ lbs. each	1 90	
Pails, 2½ lbs. each	1 35	
Maple Syrup—Compound—		
Gallons, 6 to case	4 90	
½ gals. 12 to case	5 40	
¼ gals. 24 to case	5 90	
Pints, 24 to case	3 90	
Maple Syrup—Pure—		
Gallons, 6 to case	6 60	
½ gallons, 12 to case	7 25	
Quarts, 24 in case	7 25	
Pints, 24 to case	4 00	
Quart bottles, 12 to case	3 50	
Molasses, per gallon—		
New Orleans, medium	0 30	0 32
New Orleans, barrels	0 26	0 30
Barbados, extra fancy	0 50	
Porto Rico	0 45	0 52
Muscovado	0 30	

DRIED FRUITS.—"How are prices on dried fruits keeping?" one jobber was asked.

"It doesn't make much difference," was his reply. "There isn't much trade at any price. However," he continued, "I believe there is a little better movement of late, but more through mining and construction camps than retail trade. Retailers loaded up pretty heavy last fall, and many of them have not been in the market since, except on an odd line." There were, however, more optimistic views on trade voiced by other jobbers.

Spot prunes appear to have about struck bottom. Fancy figs verge on a clean-up, only a couple of houses carrying even depleted stocks. Dates are not plentiful. Evaps. are getting into quite small compass.

Brokers report more interest here in future prunes. It appears from present indications that large sizes will be inclined to scarcity this year.

Currants on primary market have been somewhat easy, due to marked general inactivity and fine weather favoring progress of new crop causing growers to show a stronger disposition to clean. "The carry over will not be large," says a report from Patras, Greece, "while stocks abroad are light, those in England being about 4,000 tons smaller than last year. One should not feel too optimistic regarding new crop. Crop may yet suffer damage such as was the case last year in early days of August." There is no particular change in local situation.

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

TEA.—Speaking generally, tea market pursues the even tenor of its way without material change in the situation, although steadiness continues both here and on primary markets.

COFFEE.—A steady tone continues in local coffee market. One firm quotes Maracaibo 1 cent higher. "Maracaibo should be worth 1 cent more than San-

tos," they say. "Santos is also looking up," was another remark.

Some coffee men say they are not particular whether they selly any of their standard brands or not, contending that they are losing money on them.

"Why don't you raise the price then?" one coffee man was asked.

"Well," he answered, "manufacturers appear to be afraid of one another."

"Some firms will not raise their price and accordingly, others can't very well," said another.

"The cost of one brand to us," stated one man, "has increased from 22 to 27 cents, but we are only able to get 2 cents above old price. It cuts our profits pretty fine."

Rio, roasted	0 33	0 24
Green, Rio	0 19	0 30
Santos, roasted	0 24	0 25
Maricao, roasted	0 25	0 26
Esogtas	0 27	0 28
Mocha, roasted	0 30	0 32
Java, roasted	0 32	0 35
Mexican	0 27	0 28
Gautemalo	0 25	0 26
Jamaica	0 24	0 25
Chicory	0 12	0 13

SPICES.—Demand for spieces during spring months has been quite satisfactory to local wholesalers. The pickling season is already looming large, and already there has been quite a decided move in anticipation of this trade. Pickling commences in August.

General steadiness prevails on spice markets. Mace is much stronger, and local quotations have been extended five cents per pound. Although unchanged locally, allspice is steadier, having advanced 1 to 1½ cents on primary markets. Cream Tarter fluctuates after the fashion of a spring thermometer, but is firmer at moment. Black pepper is creeping up, while strength in white is even greater. Celery seed continues steady after its spectacular advance, having doubled in value in about two months. Both caraway and cardramon seed, which are of more interest with approach of pickling season, are firm. Indeed, whole spice market in general is stronger.

	5 and 10 lb. Tins.	¼ lb. pkgs.	¼ lb. tins doz.
Allspice	15-19	65-70	70-80
Cassia	20-32	85-115	95-125
Cayenne pepper	23-33	80-105	90-115
Cloves	23-29	75-95	85-110
Cream tartar	25-26	90-00	
Curry powder	25-00		
Ginger	22-27	65-85	75-95
Mace	65-80		0-2 75
Nutmegs	30-60	90-00	1 60-2 50
Peppers, black	19-22	57-0 75	80-90
Peppers, white	28-30	90-105	1 05-1 15
Pastry spice	20-27	65-0 95	75-1 10
Pickling spice	14-18	75-0 00	75-0 00
Turmeric	16-18		

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

Mustard seed, per lb. in bulk	0 32	0 12
Celery seed, per lb. in bulk	0 32	0 37
Shredded cocoanut, in pails	0 16%	0 17%

RICE AND TAPIOCA.—Rice markets in general are firm. Rangoon has been showing marked strength, and reports from primary market note an excited situation with advances almost daily. English market is also reported excited and advancing.

Market in Siam continues firm, and paddy rice is dearer. Government has not yet, however, taken expected step of prohibiting rice exports. Late advices from Japan say that price has reached a record figure, and Government has ordered the Rice Exchange at Tokio to be closed.

There have been adverse reports from China, but Shanghai advices say famine will be relieved almost immediately and with approaching new crops position is much brighter in that country.

A normal trade is passing in rice.

Standard B., from mills, 500 lbs. or over, f.o.b. Montreal	3 60	
Rice, standard B., f.o.b. Toronto	3 68	
Per lb.		
Rangoon	0 03%	0 04
Fancy rangoon		0 06
Patna	0 05%	0 06
Japan	0 06	0 07
Java	0 06	0 07
Carolina	0 08	0 10
Sago, medium brown	0 06%	0 07
Tapioca—		
Bullet, double goat		0 08
Medium pearl	0 06%	0 07
Flake		0 08
Seed	0 06%	0 07

NUTS.—With exception of peanuts, and possibly shelled varieties, movement of nuts is quiet. Packers of Brazils have withdrawn prices. Spot quotations rule at 13 to 15 cents, considerably below the figure which ruled a year ago.

Almonds, Formigetta	0 15	0 15%
Almonds, Tarragona	0 15%	0 17
Almonds, shelled	0 35	0 36
Walnuts, Grenoble	0 12	0 16
Walnuts, Bordeaux	0 12	0 13
Walnuts, Marbots	0 13	0 14
Walnuts, shelled	0 28	0 30
Pilberts	0 11	0 12
Pecans	0 17	0 18
Brazils	0 13	0 15
Peanuts, roasted	0 10	0 13
Peanuts, green, extras		0 08%
Peanuts, green, jumbo		0 10

BEANS.—Canadian beans are still available at a record price, but they are by no means plentiful. To supply the demand foreign beans are being imported. Some Hungarian will arrive shortly while Austrian are on the way. They will sell cheaper than Canadian article, one local jobber quoting Hungarian at \$2.60 per bushel. As soon as it became known that Canada wanted beans, shippers in these countries began to assume firmer ideas, and are now asking higher than their first quotations.

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

PEELS.—There is little or no demand for peels just now, but interest is being shown in this year's pack. As pointed out in these columns before, prices this year are going to be above last year's. One house quote for fall delivery, lemon at 13 cents, orange at 13½ and citron at 19½. "Those prices are for finest quality dripped," they commented. "There are probably lower prices being quoted on other grades."

First shipments will begin to come along in September.

CANNED GOODS.

TORONTO.—The advance shipments of this year's pack of lobsters were received by a number of wholesalers this

week. They were badly needed, as stocks have been small for a long time, some houses being completely cleaned up. "We could have sold a good many thousand more cases if we had had them," said one canned goods broker.

Only ½'s have been received as yet. They are being sold at \$3.00. Later shipments will sell at \$2.85 for ½'s, and \$1.55 for ¼'s. This is compared with last year's opening price of \$2.45 and \$1.50.

There is no particular change in other lines. Salmon prices are well maintained. Shading is still being done in peas. Corn is selling at 97½ to \$1.00.

MANITOBA MARKETS.

POINTERS:—

Raisins and Currants—Dearer.
Sugar—Cheaper.

Winnipeg, June 5.—With the splendid growing weather of last week and optimistic reports of growing crops, business conditions are most satisfactory throughout the country.

In the city conditions are good, a large amount of skilled and unskilled labor is under employment at remunerative wages, and reduction of fuel bills gives workmen more money to spend on comforts. There is no indication of any serious labor disputes in Manitoba, but conditions in this regard are unsettled in Saskatchewan and Alberta.

Collections have much improved in May, and money market is reported to be well supplied. Plenty of capital is available for legitimate enterprise.

Currants and raisins are somewhat dearer than when last reported, and sugar is down 10 cents per cwt.

SUGAR.—A further reduction of 10 cents per cwt. is reported this week. With commencement of the preserving season, there is a good demand which will improve as summer advances. Market is considered weak.

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

SYRUPS.—Demand is falling off with reduced butter prices and no further reductions are reported this week. Maple syrup is in demand, but is scarce.

Syrups—	
24 2-lb. tins, per case	2 40
12 5-lb. tins, per case	2 80
6 10-lb. tins, per case	2 75
3 20-lb. tins, per case	2 75
Half-barrels, per cwt.	4 25
Barbados molasses, in half bbls., per gal	4 15
New Orleans molasses, half bbls., per gal	0 30
Maple syrup—	
Imperial quarts, 2 doz. case	6 20
½ gals., 1 doz. case	5 85
Gals., ¼ doz. case	5 40

DRIED FRUITS.—Prunes are steady and unchanged. Raisins are strong and advanced and currants are ½ cent per lb. higher. The world supply of cur-

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is generally considered as short, and prices are likely to advance further.

	Per lb.
New Prunes—	
90-100s, 25s, s.p.	0 07½
90-100s, 10s, s.p.	0 07 4-5
80-90s, 25s, s.p.	0 08
80-90s, 10s, s.p.	0 08½
70-80s, 25s, s.p.	0 08½
70-80s, 10s, s.p.	0 09
60-70s, 25s, s.p.	0 09½
60-70s, 10s, s.p.	0 10
Cooking Figs—	
Choice boxes	0 06¼
Half boxes	0 05½
Half bags	0 01¾
Valencia Raisins—	
Pine, E.O.S., 28s, s.p., per box	2 25
Pine, selected, 28s, s.p., per box	2 40
4-crown layers, 28s, s.p., per box	5 35
4-crown layers, 14s, s.p., per box	1 25
4-crown layers, 7s, s.p., per box	0 70
Ne plus ultra, 28s, s.p., per box	2 20
Currants—	
Dry, clean, per lb.	0 08
Washes, per lb.	0 08½
1-lb. package	0 08¾
2-lb. package	0 17¾

COFFEE.—Coffee remains unchanged. It is generally admitted that supply is controlled by other conditions than laws of supply and demand, and much uncertainty as to future is expressed by trade.

Roasted Rio, per lb.	0 22
Green Rio, 5's, lb.	0 17½
Green Rio, 7's, per lb.	0 16¾
Green Santos	0 19
Roasted Santos	0 24
Chicory	0 12¾

BEANS.—Beans are still firm and though demand will likely fall off with advent of warmer weather, sales still keep up with average of the past two months.

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

NUTS.—Trade has much improved since warmer weather has set in and holidays resorts and stands have come into operation.

	Per lb.
Nuts—	
Almonds	0 17
Almonds, shelled, in 28-lb. boxes	0 34
Almonds, shelled, less than 28-lb.	0 35
Cocoanuts, per doz.	0 90
Cocoanuts, sacks	5 00
Peanuts, roasted, choice	0 09½
Peanuts, roasted, extra fancy	0 11
Peanuts, shelled, not roasted	0 09
Peanuts, salted, per ctn. of 20x5c pkts.	0 70
Pecans, medium	0 18
Pecans, large	0 20½
Brazils	0 14
Nutmegs	0 20
Filberts	0 11¼
Walnuts, Marbots	0 13½
Walnuts, Grenoble	0 16
Walnuts, shelled, cases 55 lbs.	0 27½
Walnuts, shelled, in less quantities	0 28½

NEW BRUNSWICK MARKETS.

St. John, June 6.—Both retail and wholesale trade last week were greatly retarded by heavy rains, and disagreeable weather but the slackness now being experienced is expected to be replaced with increased business on approach of finer weather. The market has offered little in way of new features, chief change of interest being the weakening of sugar. The decline of 10 cents per cwt. in refined last week was followed by another reduction of a similar amount early part of this week.

Encouraging harvest conditions in Europe and Cuba, it is said here, have led to drop in price. It seems rather strange in contrast that molasses has strengthened instead of weakening with the decline in sugar but such is the case and fancy Barbadoes is now firmer, with

word to the effect that stocks in that country are about finished and it is practically impossible to procure more. During the past week there have been many heavy receipts of molasses in this port but even with increased stock prices has advanced.

Flour remains about the same with advices from west to effect that in spite of damage and losses during past winter the crop will be well up to the average of last year or two.

That the local trade might have to depend upon foreign supplies for beans was the opinion voiced by a St. John wholesaler this week, so scarce have stocks become. Reports from Ontario are that there are none to be had there.

A slump in potatoes has taken place in country market, and they have dropped in price from 25 to 50 cents, now selling as low as \$2 and \$2.25, with some of better grades at \$2.50. Many farmers with the opening of navigation brought stocks to city which they had been holding back and the market being thus relieved, prices dropped.

Bacon	4 00	\$0 15
Beans, hand picked, bushel	3 00	3 10
Beans, yellow eye, bushel	2 90	3 00
Butter, dairy, per lb.	0 23	0 25
Butter, creamery, per lb.	0 21	0 23
Buckwheat, W., grey bag	2 85	3 00
Cheese, new, lb.	0 14¾	0 15
Currants, 1½, lb.	0 08	0 08¾
Canned Goods—		
Beans, baked	3 15	\$1 25
Beans, string	1 20	1 20
Corn, doz.	1 00	1 05
Peas, No. 4	1 20	1 20
Peas, No. 3	1 25	1 25
Peas, No. 2	1 30	1 30
Peas, No. 1	1 80	1 80
Peaches, 2's, doz.	1 95	2 00
Peaches, 3's, doz.	3 00	3 05
Raspberries, doz.	2 05	2 10
Strawberries	1 85	1 90
Tomatoes	1 75	1 80
Clams	4 00	4 25
Cornmeal, gran.	1 00	1 00
Cornmeal, bags	1 00	1 00
Cornmeal, bbls.	0 22	0 23
Eggs, henry	0 19	0 21
Eggs, case	0 19	0 21
Finan Haddies	4 40	4 50
Fish, cod, dry	5 00	5 10
Flour, Manitoba	6 65	6 75
Flour, Ontario	6 10	6 20
Lard, compound, lb.	0 12½	0 12¾
Lard, pure, lb.	0 14	0 15¼
Lemons, Messina, per box	3 50	4 00
Molasses, Barbados, fancy	0 35	0 36
Oatmeal, rolled	6 00	6 00
Oatmeal, std.	6 60	6 60
Pork, domestic mess	24 50	24 75
Pork, American clear	23 75	25 75
Potatoes, barrel	2 25	2 50
Raisins, California, seeded	0 09	0 09½
Rice, per lb.	0 04	0 04 1-10
Salmon, Case	5 75	5 75
Red Spring	4 25	7 35
Cocoas	5 30	5 40
Sugar—		
Standard granulated	5 30	5 40
Austrian granulated	5 10	5 20
Bright yellow	5 10	5 20
No. 1 yellow	4 80	4 90
Paris lumps	6 40	6 50

NOVA SCOTIA MARKETS.

Halifax, June 6.—Business continues good in local grocery lines. Wholesalers are sending out satisfactory orders, and collections are fully up to average. In some lines such as hams, bacon and lard, prices are firmer, each having been marked up one half cent per pound.

Sugars are only in fair demand. The price is easier on all grades. Extra standard is quoted at \$5.40, and United Empire \$5.20. Bright yellow is quoted at \$5.20, No. 1 yellow at \$4.90, and un-

branded at \$4.85. One cargo of sugar from West Indies was landed here this week, and another is expected early next week.

There is no change in flour and feeds. Demand is fair for season.

FINED FOR FORESTALLING.

St. John, N. B., June 6.—(Special)—The law against forestalling in the country market was put into effect this week in the case of four local dealers. They were reported and called to appear in the police court on this count. After having pleaded guilty, they said there was no way of knowing how long the goods in the market had been exposed for sale, and they made some suggestions as to how the law could be remedied. Each of them was fined \$20.

At present it is prohibitive for a grocer or other dealer to purchase from a countryman in the market any goods which have not been exposed for sale for the space of three hours. There is much opposition to the by-law among dealers, who claim that it is unfair to them, and there is talk of their testing a case in court, uniting in the support of counsel, etc.

LESSON XVII.—SHOW CARD WRITING.

(Concluded from page 34)

mauve is added to the background. Experience is a good teacher—try it.

An Odd Touch.

An effect seldom used, but very effective, is the one shown in the Easter card.

The lettering is made first, then by the aid of a mechanical device known as a ruling pen, the lines of white or any other light shade may be made across the face of the letter. Fasten the card firmly on a drawing board with thumb tacks at the angle desired, and by the aid of the T-square, which is held firmly by the left hand against the edge of the board, making parallel lines at intervals, giving a broken or gray effect.

This is the first introduction in the course of the drawing boards and thumb tacks and ruling pen, and except for such work as the above mentioned they are seldom used, and these are substitutes, thus avoiding the necessity of buying them, although thumb tacks are inexpensive and obtainable at all book stores.

In the Easter card shown the decorations are pasted on and colored with transparent water colors.

For further information re pens, outfits, etc., write to the editor, The Canadian Grocer, 143 University Avenue, Toronto.



Pines and Strawberries Selling Well

Appear to be Favorite With Consuming Public at Present Time
—Preserving Season for Pines in Full Swing—Strawberries
Show a Gradual Easing—Verdelli Lemons on the Way—Looks
Like High Summer Market for Lemons.

Pineapples and strawberries are favorites at present time and sales are running into goodly figures. Watermelons from Florida and cherries from California are some of the fancy fruits which are being taken up well. In vegetables, there is quite an extensive list of new goods, all of which are coming in for their share of attention. Holiday at first of week instilled more life into demand for fruits and vegetables. While warmer and brighter weather is having a general beneficial effect on trade.

Pineapple preserving season is now in full swing and as prices are fairly reasonable and flavor is good, they are being pushed strongly for this purpose. Prices at primary points show no great variation. Florida is shipping out some stock but this will not get much attention here while Cubans are to be had. Cubans will probably last another couple of weeks. As prices become more reasonable larger sizes come into greater demand.

Strawberries are selling well, prices showing a gradual easing. No Canadian berries have appeared yet, season being close on two weeks behind last year, but advance samples should soon be coming forth. Tomatoes are firm at present, Florida being practically cleaned up. Texas and Mississippi will be next to come along and they look like a fair crop. Opening naturally will be a little high.

A limited quantity of new Verdelli lemons are now on the way and will arrive about middle of month. Prices are very high, in fact considerable higher than price being asked for earlier crop lemons now on the market. There appears to be a fair supply of earlier crop lemons. A year ago situation was decidedly different, hot weather of early summer having cut lemon stocks extra low and first Verdelli shipment was badly needed when it arrived. High prices at which Verdelli are being held would indicate a high summer market. Weather

is, however, a big factor in determining values.

California will probably start shipping Valencia oranges about July 1. Navels, however, are not finished and are in good supply and cheap, although a little firmer end of last week. Dry pulp of navels is apparently hurting business somewhat.

MONTREAL.

GREEN FRUITS.—Bananas are quoted as high as last week and are expected to reach a higher level before very long. Oranges are also becoming firmer, while grape fruit is selling well and moving out freely.

Apples—		
Spies	4 50	7 00
Bananas, crated	2 00	2 50
Cocoanuts, bags	3 75	4 00
Grape fruit, Florida, case	6 00	6 75
Jamaica, case	3 50	
Lemons	3 00	3 25
Limes, box	1 50	
Oranges—		
Navels	3 50	
Valencia	3 75	4 50
Jamaica, box	1 75	2 00
Mexican	2 00	
Pineapples—		
Cubans, cases of 24	4 25	4 50
Strawberries, per quart	0 14	0 20

VEGETABLES.—The market at present is by no means brisk except for certain lines and even this is not regarded as quite satisfactory. Carrots remain high and are still scarce so that prices are expected to make a further jump.

Beans, green, hamper	3 50	3 75
Wax beans		3 75
Carrots, boxes		3 75
Cabbage, crate		2 75
Cauliflower, dozen		3 50
Celery, Bermuda, crate		9 00
Cucumbers, basket		3 50
Garlic, 2 bunches		0 45
Peppers, green, crate of 6 baskets		4 00
Lettuce, Boston, per box of 2 doz.	2 50	3 00
Leeks, dozen (N.Y.)	1 00	1 25
Onions—		
Canadian reds, 100 lbs., per lb.	0 04½	
New Egyptian, per lb.	0 03	
Radishes, dozen	0 60	0 75
Sweet potatoes, per basket		3 00
Potatoes, Green Mountains, bag		2 00
New potatoes, per bbl.	7 50	8 00
Spinage, per bbl.		4 00
Parsnips, bag		2 50
Tomatoes—(Florida)—		
Choice	3 75	4 00
Fancy		4 50
Turnips, per bag		1 25

TORONTO.

GREEN FRUITS.—There is a good volume of business in fruits. The King's birthday was responsible for some little

stir in this department while brighter and warmer weather is adding impetus to trade.

Pineapples and strawberries now occupy the centre of the stage and large quantities are being disposed of. Pines are easier. Larger sizes sell best as prices become lower. Strawberries are of good quality, coming from farther north and going out to the trade at 13 to 14 cents.

Bananas are selling well. Grape fruit is well to an end and same is true of apples, even fancy varieties being next to a clean up. New Verdelli lemons will arrive during month. Prices will be high.

Watermelons came in last week, are still rather high but will be lower.

Bananas, per bunch	1 50	2 00
Red bananas, per bunch	3 75	4 00
Cherries, California, box	2 50	3 00
Lemons, Messina, per box	2 75	3 25
Oranges—		
California navels	3 75	3 50
Tangerines, half box	1 50	2 00
Pineapples, case of 24	2 75	2 90
Pineapples, case of 30	2 75	2 90
Pineapples, case of 36		2 75
Strawberries, quart	0 13	0 14
Rhubarb, per dozen	0 00	0 40
Watermelons, each	0 50	0 75

VEGETABLES.—With the extensive array of new and tempting vegetables on market, a substantial trade is in evidence. There are easier prices on a number of lines including beets, carrots and cabbage. Cucumbers are an exception, being scarce and high at present. Market varies considerably, depending on supply and demand.

New potatoes are cheaper at \$6.75 to \$7 per barrel. Some supplies will now be coming from Virginia. Florida tomatoes are about done, but Texas and Mississippi will now be coming on. Opening will be high but reasonable a little later. Hot house tomatoes are coming in regularly now at 21 cents per pound. Cauliflower are arriving from the south, bringing \$2.50 basket.

Asparagus, Canadian, basket	1 50	
Beets, new, hamper	2 00	
Carrots, new, hamper	3 00	
Cabbage, new, per crate	2 50	3 00
Green beans, hamper	2 25	2 50
Egg plant, case		5 50
Turnips, bag	0 65	0 75
Cucumbers, Florida, hamper	2 50	2 75
New radish, per dozen	0 25	0 30
New radish, hamper		1 25
New lettuce, per dozen		0 50
Onions—		
Green onions, hamper		1 50
Egyptian onions, 110 lb. bags		2 75
Bermuda onions, 50 lb. crate	2 00	
Parsnips, per bag		1 75
Potatoes, N. B.		2 10
Potatoes, Ontario, bag	1 90	1 95
Potatoes, Irish		1 80
Potatoes, new, bushel		2 50
Potatoes, new, bbl.	6 75	7 00
Green peas, 1 bush, boxes		3 50

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Tomatoes, Florida, crate	3 75	4 50
Spinach, hamper	0 90	1 00
Wax beans, hamper	2 50	3 00
Green peppers, case		4 50
Green peppers, basket		0 65

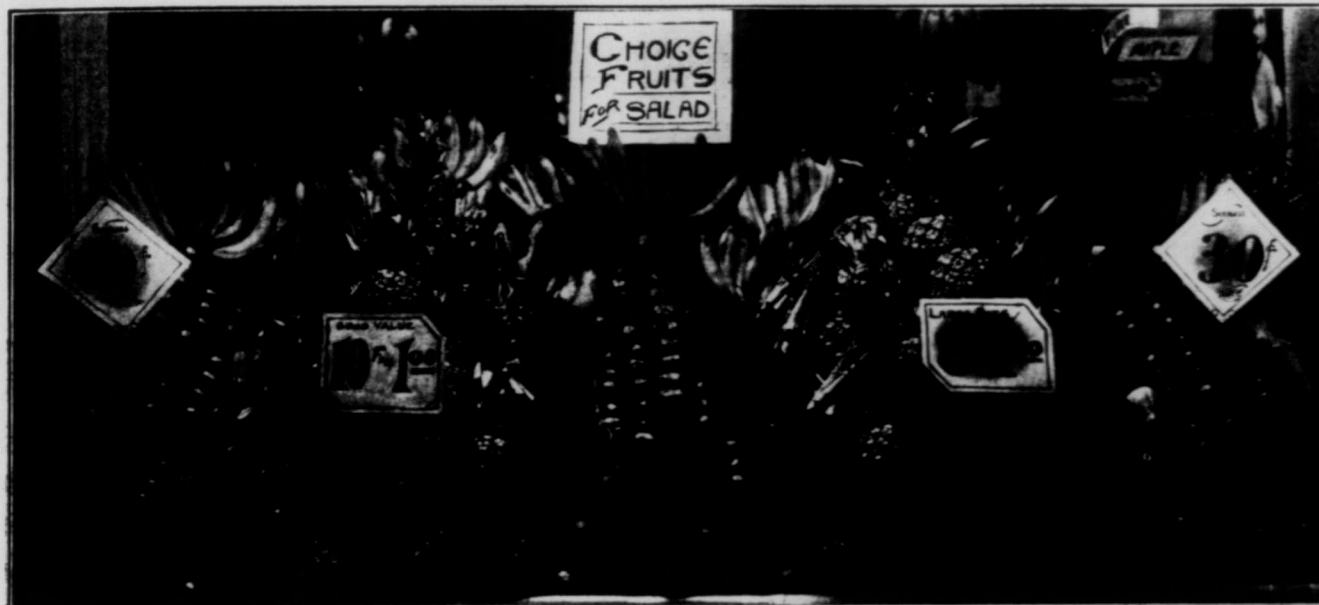
there is a good demand for all lines. Oranges and lemons are somewhat dearer, cherries and strawberries cheaper.

Florida tomatoes, crate	5 50	
Limes, box	2 25	
Messina lemons	4 50	
Oranges, navels	5 50	
Strawberries, case	3 75	4 00
Washington apples, box	3 00	3 50
Australian onions, per cwt.		5 00
Peppers, basket		1 25
Potatoes, per bushel		0 90
Carload lots, F.O.B.		0 75
Pineapples, case		5 00
Florida tomatoes		5 00
Almeira grapes	5 50	8 00

WINNIPEG.

FRUITS AND VEGETABLES. — Trade has freshened up wonderfully with advent of real summer weather and

Fruits—		
Bananas, bunch	2 50	3 50
California lemons, crate	5 50	6 00
Cauliflower		3 50
Cucumbers, doz.		2 00
California celery		8 50
Cherries, case		3 25
Grape fruit		7 00



Fruit and Vegetable Display, showing the advantages of regularity in arrangement of goods.

New Recipes Frequently Assist Sales

A Method for Serving Pineapple a Little Different from the Ordinary—Use it to Increase Sales of Pines—A Fruit and Vegetable Window Arranged in Neat Manner.

Women are continually on the lookout for new ways of preparing desserts. A pudding or a pie recipe is usually given more attention than an election campaign. There are few housewives who have not some sort of file in the pantry for doing things out of the beaten path, and they welcome anything new.

If the dealer can at any time connect up a display with a new recipe, he invariably will find good sales.

Serving Pineapple From Shell.

This is pineapple season. Pineapples are now being used in large quantities for dessert. They are in majority of cases peeled and sliced in the old stereotype style. Why not present something new—may be familiar to you but new to many customers.

Here is a method for preparing the pineapple for dessert:

Cut off the top a short distance below the stems. With a large strong spoon dig out the pulp and liquid from the pineapple, placing

it in a dish. A little care is required, so that holes are not punched in the side. Dig around the stem, and when it gets in the way, cut it off with the spoon. When all the pulp and juice has been extracted, sugar it to suit and empty it back into the shell of the pineapple. If desired, strawberries, orange, etc., can be mixed with it. Place the top back in place again, and serve from the shell.

This method wastes little juice, since there is no peeling to cut away. As the pulp is dug out with the spoon, it is not in thick, hard pieces, and therefore easily masticated.

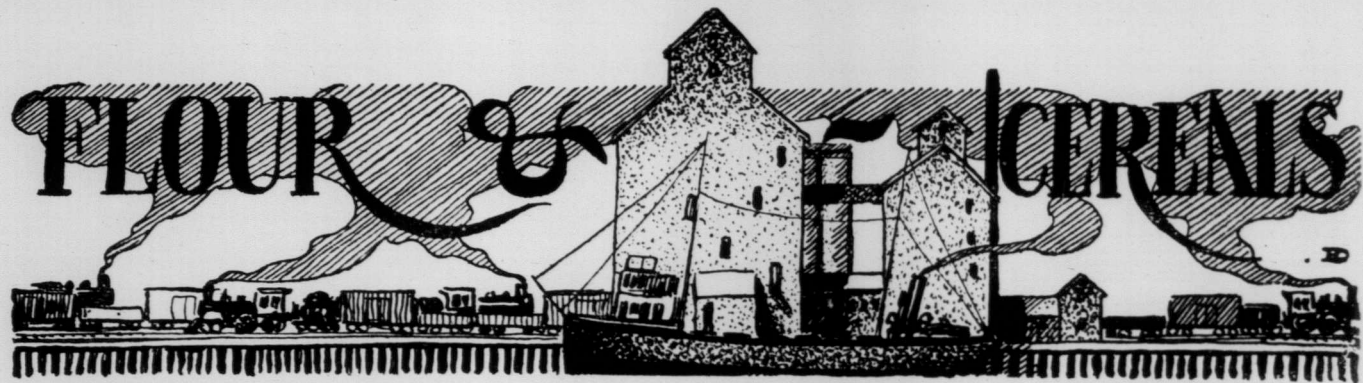
A grocer ought to be able to sell considerably more pineapple by having this recipe printed, and advertising that a copy will be given to purchasers of this fruit at his store. The idea of serving pineapple a new way will appeal to the housewife.

Practically every dealer these days is displaying fruit in the window. The

majority, however, do not give any special attention as to how it is arranged, merely placing a few pines here, some oranges there and a box or two of strawberries somewhere else. This is not attractive, and as an advertisement isn't of much use.

A Symmetrical Trim.

The accompanying fruit and vegetable arrangement shows a symmetrical window trim of an attractive character. Oranges are placed down the centre and at either side. These are built up carefully like piles of logs. Between the oranges are pineapples, similarly arranged, with boxes of strawberries on the inside flanks. Cucumbers and asparagus are also shown in relatively same positions on either side, carrying out the idea of regularity. The entire display is backed up by bananas, inverted in bunches. This is a compact, attractive and good selling display and could be duplicated with profit.



Rolled Oats Decline 15c. Per Sack

In Sympathy With Easier Trend to Market—Price Previous to Decline Highest for Past Twelve Months—Demand Rather Quiet While Same is Also True of Flour—Export Flour Trade Quite Dull.

Rolled oats, following the prediction of last week, are down 15 cents per sack. This is in sympathy with market for raw material, which has been exhibiting an easier turn of late.

At the reduction rolled oat prices are 25 cents per sack above those ruling a year ago. On account of short production of oats last year, prices have been generally high since last crop, although a price-cutting war in middle winter brought a slump in market. Previous to recent decline, prices were at the highest point of past twelve months. High point was reached in early April.

Demand for rolled oats is on the whole rather dull at present time, and will probably continue so for next couple of months. This is the usual course, according to millers. During warm weather demand is not so large, while retailers like to keep stocks in small compass during hot weather. Approach of new crop is another reason why retailers do not care to book for more than immediate wants.

Bran is unchanged from the reduced price of last week, which was brought about by let up in demand, as cattle are now out on pasture. Shorts are unaltered, however, and demand is still maintained. They are in good request at this season, as feed for young pigs and calves.

Flour shows no particular change, but both spring and winter wheat grades are reported as maintaining a fair tone of steadiness. Retailers are apparently carrying quite substantial stocks for season, and demand is rather inclined to quietness. Export trade is reported decidedly dead.

Canada's visible supply of wheat is 12,950,000 bushels, last week it was 16,030,000, and last year 5,663,000 bushels. The supply of oats is 5,882,000 bushels; last week it was 6,969,000 bushels.

MONTREAL.

FLOUR.—There are no changes to note in this market, though the feeling is stronger, and it is not improbable that a slight increase will be registered if the present activity continues.

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

ROLLED OATS.—Quite a change has taken place in this market, prices having dropped considerably owing to an overstock and slackening of demand due to warmer weather.

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

TORONTO.

FLOUR. — There is no particular change in either Manitoba or winter wheat flour, but values continue fairly steady.

Trade is rather inclined to quietness, not an unusual thing at this time of year. Retailers are apparently holding fair stocks.

Export business is decidedly dull.

Manitoba Wheat.		
1st patent, in car lots, per bbl.	5 70	
2nd patents, in car lots, per bbl.	5 20	
Strong bakers, in car lots, per bbl.	5 00	
Feed flour, in car lots, per ton	30 00	
Winter Wheat.		
Straight roller, domestic consumption	4 80	
Patents, fancy, domestic consumption	4 90	5 10
Patents, 90 p.c. domestic consumption	4 60	4 70
Blended, domestic consumption	5 00	5 40

CEREALS.—Following easiness noted last week, rolled oats have declined 15 cents per sack, bringing local quotations for small lots down to \$2.50. Trade in this line on the whole is dull, as usual at this time of year, and can be expected to continue so for next couple of months.

Cornmeal still continues steady, although raw material is somewhat less firm than a short time ago.

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

MILL FEEDS.—Bran has made no further change since last week's reduction of \$1 per ton, bringing it down to \$24 per ton in car lots. Shorts are steady and unchanged at \$27 per ton.

MANITOBA.

FLOUR AND CEREALS.—Flour is steady. Cornmeal is quoted at an advance. This was to be expected following the stronger eastern market that has been in evidence for some time. Rolled oats are a little weaker.

Flour—	
1st patents, cwt.	3 05
2nd patents, cwt.	2 75
Strong bakers', cwt.	2 44
Rolled Oats—	
20 lb. sack	0 65
40 lb. sack	1 25
80 lb. sack	2 25
Granulated oatmeal, per cwt.	2 75
Corn Meal—	
98 lb. sacks	2 40
49 lb. sacks	1 25

CONDENSED MILK CO. CHANGES.

A Canadian company has been organized operating under a Dominion charter, under style of Borden Condensed Milk Co., Limited, to take over the interests in Canada on June 1st, of Borden's Condensed Milk Co., St. Charles Condensing Co., and Reindeer Limited. According to the officials the Canadian company has been formed for the purpose of facilitating the handling of business involved. The change of proprietorship, they state, is largely one of name only, as it is a well known fact that the Borden people for years have been the owners of all the stock of St. Charles Condensing Co., and have for some time had control of the business of Reindeer, Limited. The headquarters of the new company will be in Montreal with the condenseries at Ingersoll and Tillsonburg in Ontario; Huntingdon, Quebec, and Truro, N.S.

The brands of former companies will be retained and there will not likely be any very radical change in the selling policy.

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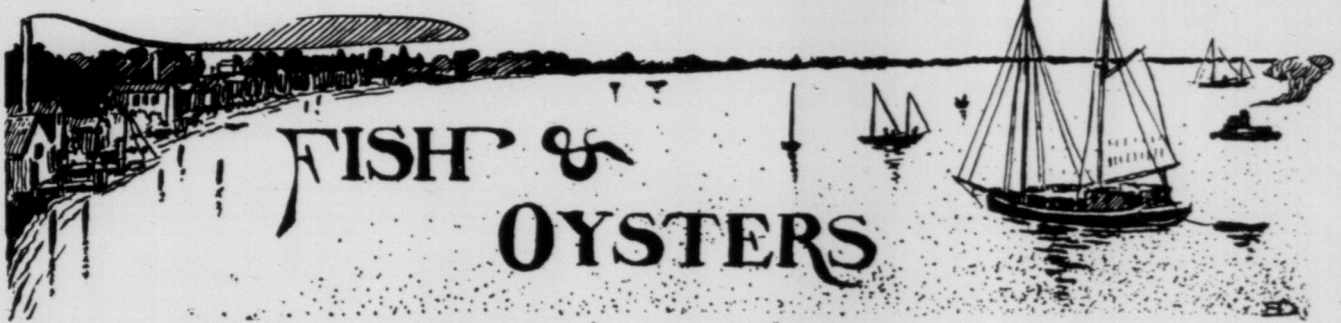
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Lobster Fishing is Extended Ten Days

In Nova Scotia—Supposed to End on June 1—Catch on Cape Breton Coast Reported Good—Fish Demand Continues Seasonable—One Nova Scotia Firm Sends 27 Carloads of Fish to Western Canada Last Week—Shows Extent of Industry.

There is a seasonable trade in fresh fish reported, while smoked varieties appear to be coming in for their share of attention. White fish and trout are favorites in demand. Halibut, cod and haddock are in good supply, but salmon has been scarce and continues high. Mackerel is now coming on market, and in good condition for so early in season. Shad fishing is none too encouraging.

The lobster fishing season in Nova Scotia is supposed to end on June 1, but this year the Fisheries Department has extended the season for ten days. There was also an extension of two weeks given last year on the west coast. Catch on Cape Breton coast at latest report was quite good, and factories have been busy. Storms caused considerable damage to fishermen's gear on west coast last week.

Something of the extent of the fish industry can be gleaned from the fact that one Nova Scotia firm last week received an order from the Canadian West for 27 carloads of assorted fish. It shows that the consumption of fish is large and that the West is a big customer.

QUEBEC.

MONTREAL.—There is a good trade passing, and supplies are coming along freely, there being no sign of any increase in prices so far. Lake trout is in good demand, but is not over-plentiful.

FRESH AND FROZEN.

Fancy spring salmon, per lb.	0 18	0 20
Fancy shad bucks, each	0 30	
Fancy shad roe, each	0 50	
Large shad herring, each	0 02	
Market cod, cases, 250 lbs., per lb.	0 04	
Less than case	0 04½	
Smelts, fancy	0 15	
Halibut, per lb.	0 04½	
Haddock, per lb.	0 10	
Herring, frozen, per 100 fish	1 80	2 00
Mulletts	0 04½	0 05
Pike, dressed and headless, lb.	0 08	
Steak, cod	0 06	
Mackerel	0 09	
Dressed perch	0 09	
B.C. red salmon	0 10	0 11
Gaspé salmon, per lb., new	0 10	
Qualla salmon	0 07½	0 08
No. 1 smelts, per lb.	0 08	
Lake trout, per lb.	0 12	
Whitefish, large, per lb.	0 09	0 10

Whitefish, small, lb.	0 08
Barbotte (dressed) bullheads, per lb.	0 08½

PREPARED FISH.

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

SALTED AND PICKLED.

New green cod, per bbl., 200 lbs.	10 00
New Labrador herring, per bbl.	5 50
New Labrador herring, per half bbl.	3 00
No. 1 mackerel, pair	2 00
No. 1 mackerel, half bbl.	5 00
Lake trout, kegs	4 00
No. 1 green haddock, per 200 lbs.	7 50
Salt eels, per lb.	0 05
Salt sardines, bbla.	0 00
Salt sardines, half bbla.	2 75
Lake trout, half barrel	6 50
Scotch herring, keg	1 00
Scotch herring, half bbl.	5 50
Holland herring, keg	0 75
Boneless new herring, 10-lb. boxes	0 12½
Salt eels, per lb.	0 06
Labrador salmon, bbla.	18 00

SMOKED.

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

SHELL FISH.

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

ONTARIO.

TORONTO.—Fresh caught pike is lower in price, and now down to 7 cents. That is about the only price change of week.

Total shipments of fresh varieties continue on a quite liberal scale, and business is fairly satisfactory for season.

Trout, whitefish, halibut and pike are among the present good sellers.

FROZEN FISH.

Gold eyes	0 05
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FRESH CAUGHT FISH.

White fish, per lb.	0 12
Lake trout, per lb.	0 12
Steak, cod	0 09
Haddock	0 07
Halibut	0 10
Flounders	0 07
Lake Ontario herrings, basket	1 00
Lake Erie herrings, per lb.	0 06
Pike	0 07
Perch	0 07
Suckers	0 05

SMOKED.

Bloaters, per box	1 00	1 15
Finnan haddie, per lb.	0 08	0 09
Fillets of haddie	0 13	
Ciscoes, basket	0 90	1 00
Ciscoes, per lb.	0 09	0 10
Scotch kippers, per box	1 65	

PICKLED.

Pickled trout, per half bbl.	7 25	7 75
Shrimps, 1-gallon cans	1 25	

PREPARED.

Shredded cod, 2 doz. pkgs. to box	2 25
Acadia cod, 2-lb. boxes, 12 to crate	2 80
Cod in loose strips, 25-lb. to box, lb.	0 06½
Pure cod tablets, 20 1-lb. tablets	2 30

NEW BRUNSWICK.

ST. JOHN.—Supply of gaspereaux is a feature of fresh fish market which is causing much interest here, as it is keeping up in large quantities much longer than expected. Shad fishing, however, is none too encouraging and unless it changes for better before long, there is little hope of an abundant supply. Present shad prices are from 20 to 25 cents retail.

Only a few salmon have been placed on market thus far, and that at high prices, but after this week feeling is that they will be received in better quantities. From 25 to 35 cents is being asked for salmon. The first to be caught in the river at Indiantown this week was captured and placed on display in fish department of W. H. Dunham, grocer of North End. It weighed 27 pounds and attracted quite a share of attention.

All grades of fresh fish have been scarce and high of late. Halibut is bringing eight cents wholesale and fifteen cents retail. Now that gaspereaux are plentiful, demand for haddock has fallen and the price asked for the latter is from 3 to 5 cents. On account of poor catch last season dry fish are high and prices remain stationary.

NOVA SCOTIA.

HALIFAX.—Local fish markets are now active. Mackerel have struck in along the coast, and some small catches were made during week in vicinity of Prospect. These fish are large, and in excellent condition for so early in season.

Lobsters continue in good supply and demand is active. Price varies according to size, some of the large lobsters selling at 40 cents apiece, while smallest ones fetch ten cents. Catch on Cape Breton coast is good. Some fishermen there are selling them to factories for \$4 per hundred. Storms during week have destroyed a lot of fishermen's gear on western shore. Fisheries Department has extended season for ten days, which will be beneficial to those engaged in industry.

During past week one large firm received an order from the Canadian West for 27 carloads of assorted fish. This

is one of the largest orders ever received in the East, and gives some idea of the extent of the Western market, and the rapid expansion of the fisheries industry.

A new fish company to be known as the Piscatorial Appetizers, has been incorporated with a capital of \$50,000. The incorporators are P. J. Harrifen, H. G. Howard, and J. Walker, all of Halifax. They will engage in a general fish business.

MANITOBA.

WINNIPEG. — Inland fisheries are again in operation but no changes in

prices are yet announced. A reduction in smoked gold eyes is altogether probable.

Fish—	
Lake Winnipeg whitefish, lb.	0 08½
Fresh pickerel	0 07½
Steak cod	0 07
Haddock	0 05
Market cod	0 05
Finnan haddie	0 08
Sea herring, doz.	0 10
Fresh goldeyes	0 04
Kippers, box	2 00
B.C. frozen salmon	0 10
Lake trout	0 07
Bloaters, per box	1 50
Mackerel	0 11
Smelts	0 12
Extra smelts	0 15
Smoked goldeyes, doz.	0 50
Norwegian herrings, per case	5 75
Labrador, per half barrel	4 40
Holland, kegs	0 65
Halibut	0 11
Fresh salmon	0 18
Fresh trout	0 12

To Give Address on Cost of Doing Business

Part of Programme for Next Meeting of Grocers' Section R. M. A., Toronto Branch—Officers Elected for 1912—New Members for R. M. A.—Resolution Carried.

Toronto, June 3.—The regular monthly meeting of the Grocers' Section of the Retail Merchants' Association of Canada, Toronto branch, was held on Monday evening, May 27th, in the board room of the association, 21 Richmond Street West. Some interesting subjects came before the meeting.

The following officers were elected for the coming year:

E. C. Matthews, chairman; J. Simpson, 1st vice-chairman; F. Spooner, 2nd vice-chairman; F. L. Giles, treasurer; F. C. Higgins, secretary; H. A. Tubb, auditor.

Enrolling New Members.

M. Moyer, chairman of the grocers' section of the association for the province of Ontario, addressed the meeting, and reported that during his visits among the grocers in various parts of the province he had met with a great deal of encouragement, and had succeeded in enrolling a large number of new members.

He urged upon the retail grocers the necessity of standing shoulder to shoulder with their fellow retail merchants in all lines of retail trade throughout Canada. He stated that his experience as a retail grocer had proved to him that only by doing so could the grocery trade hope to be protected from trade abuses, that at all times creep into the commercial community.

After considerable discussion, the following resolution was unanimously carried:

"That it is the opinion of this meeting that our special grocery trade interests and the general welfare of the great body of retail grocers has been and can be better taken care of and protected by being a 'Grocers' Section' and forming a part of the great federation of 'The Retail Merchants' Association of Canada' than by attempting

to have our interests taken care of through an isolated single line grocers' association.

"We believe that only in retail unity can there be strength and that experience has proven to us that in order to defend ourselves against unfair trade abuses or unfair Dominion or Provincial legislation, that we must stand shoulder to shoulder with our fellow retail merchants and maintain 'The Retail Merchants' Association of Canada,' with its Provincial and Dominion boards, and

their equipped offices and staff, and that we cannot afford to weaken our united forces by being divided into separate camps or single one-line associations.

"We further believe that each section of retail trade should have the same relationship to 'The Retail Merchants' Association of Canada' as Canada and the other British colonies have to the British Empire.

"And whereas the association having secured legislative rights whereby they can protect the entire retail trade, we now strongly urge upon the officers of the 'Grocers' Section' to put the same into operation and ask every retail grocer to assist us."

At the next meeting F. C. Higgins was requested to read a paper on "The cost of doing business," and what percentage grocers should add to the cost of their goods in the average retail grocery store. This address was given this week and will appear in the next issue.

Considerable discussion took place on the resolution passed some time ago opposing the practice of wholesale grocers selling consumers direct, and an invitation was extended to E. M. Trowern, secretary of the Dominion board, to be present at the next meeting, and address the meeting on the subject: "What can we do with the wholesaler or manufacturer who sells goods direct to our customers?"

A vote of thanks was tendered to the retiring officers and M. Moyer for his attendance.

Wealth Derived from Tobacco Growing

Essex and Kent Farmers Better Able to Meet Their Payments and Merchants Reap Benefits—Value of 1911 Tobacco Harvest in These Counties Estimated at \$1,700,000—Lower Acreage Expected This Year But Better Quality.

Leamington, Ont., June 6.—Prospects point to a somewhat smaller acreage in tobacco this year in comparison to 1911. This, however, will likely result in more attention being aid by farmers to this crop, and hence a better quality leaf all round, is anticipated. As the tobacco companies pay according to quality farmers in Essex and Kent counties should this year make even more money than last.

W. T. Gregory, manager at Leamington for the Imperial Tobacco Co., states that the 1911 crop was the largest on record, more than double the yield of any previous year. It is estimated that it amounted to 15,000,000 pounds and farmers received no less than \$1,700,000. The high price was 12½ cents per pound which every farmer admits means a good profit.

The addition of \$1,700,000 to any district means a big increase in the gen-

eral wealth. The result is to be seen in mortgages paid off, more money spent among the retail merchants, easier collections, better farm buildings, and bigger bank balances.

It will therefore, be seen that the production of tobacco in Western Ontario is enormous. The question naturally arises, to what extent can this be increased with a market to some extent limited. The answer appears to be that the tobacco growing industry will eventually come to its proper place, namely, as a business not to be undertaken, except by those who are prepared to grow the best tobacco and house it properly. This means that a lot of people who have been growing it as a side line, and giving it little attention, will either quit it or else become proper growers.

Like everything else in these advanced times, quality is evidently required in the growing of tobacco.

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Produce & Provisions



Shrinkage Already Causing Loss in Eggs

So That Although Values in Country are Easier, City Retailer Pays Just as Much—Receipts are on Liberal Scale—Undertone of Easiness in Butter—Demand From West Has Kept Eastern Decks Clear.

Complaints are already being voiced by wholesalers from different centres of loss in eggs through shrinkage, which appears to be quite large for time of year. This generally increases to larger proportions as weather becomes warmer, but no doubt could be considerably reduced if proper precautions were taken by country merchants who ship eggs. Candling of supplies as received is necessary, followed by proper care of stock before and during shipment.

Quality of bulk of present receipts is said to be only fair. For this reason, although easier values are being paid in the country on account of this loss, prices to city retailers have shown little reduction. Receipts continue to show a quite substantial increase, but a good demand is balancing this to some extent. Some storing is being done, although weather will soon be a little warm.

As far as actual quotations are concerned, there has been little change in butter, but there appears to be an undertone of easiness. Prices are now above normal, and situation resolves itself simply into a question of supply and demand. Receipts in East have been increasing, but a demand from Canadian West has kept decks clear. West should shortly be able to care for her own wants, while excellent pastures should work for a general good production. June butter is considered as desirable for storing, but as one wholesaler remarked, "at the right price."

Generally speaking, new cheese has held fairly steady during past week, although slight waverings are reported from an odd centre. Just at this time a number of factories change from butter to cheese, and as other conditions continue favorable, a larger production of cheese this month than last June is expected by some in the trade. Old cheese maintains a strong front.

MONTREAL.

PROVISIONS.—Stocks of lard have been light for some time, not many hogs being marketed. Prices seem to be a record, and it looks as if a higher level will be reached as the summer advances.

Long clear bacon, heavy, lb.	0 13½
Long clear bacon, light, lb.	0 15
Hams—	
Extra large sizes, 28 to 40 lbs., per lb.	0 14¼
Large sizes, 20 to 28 lbs., per lb.	0 16
Medium sizes, 15 to 19 lbs., per lb.	0 17½
Extra small sizes, 10 to 14 lbs., per lb.	0 17½
Bone out, rolled, large, 16 to 25 lbs., per lb.	0 18
Bone out, rolled, small, 9 to 12 lbs., per lb.	0 20
Breakfast bacon, English, boneless, per lb.	0 18
Windsor bacon, skinned, backs, per lb.	0 19
Spiced roll bacon, boneless, short, per lb.	0 15
Boiled ham, small, skinned, boneless	0 28
Hogs, live, per cwt.	9 25 9 50
Hogs, dress, per cwt.	13 00 13 25
Pure Lard—	
Boxes, 50 lbs., per lb.	0 14¼
Cases, tins, each 10 lbs., per lb.	0 14¼
Cases, tins, each 5 lbs., per lb.	0 14¼
Cases, tins, each 3 lbs., per lb.	0 14¼
Pails, wood, 20 lbs. net, per lb.	0 14¼
Pails, tin, 20 lbs. gross, per lb.	0 14¼
Tubs, 50 lbs. net, per lb.	0 14¼
Tierces, 375 lbs., per lb.	0 14
One pound bricks	0 13½

Compound Lard—	
Boxes, 50 lbs. net, per lb.	0 10¼
Cases, 10-lb. tins, 50 lbs. to case, per lb.	0 10¼
Cases, 5-lb. tins, 60 lbs. to case, per lb.	0 10¼
Cases, 3-lb. tins, 60 lbs. to case, per lb.	0 10¼
Pails, wood, 20 lbs. net, per lb.	0 10¼
Pails, tin, 20 lbs. gross, per lb.	0 10
Tubs, 50 lbs. net, per lb.	0 10¼
Tierces, 375 lbs., per lb.	0 10¼
One pound bricks	0 11
Pork—	
Heavy Canada short cut mess, bbl., 35-45 pieces	28 00
Bean pork	17 50
Canada short cut back pork, bbl., 45-55 pieces	25 50
Heavy short cut clear pork, bbl.	23 00
Clear fat backs	25 50
Heavy flank pork, bbl.	26 50
Plate beef, 100 lb. bbls.	8 75
Plate beef, 200 lb. bbls.	17 00
Plate beef, 300 lb. bbls.	25 00
Dry Salt Meats—	
Green bacon, flanks, lb.	0 11

BUTTER.—There is an undertone of easiness in butter, demand from West having slackened and local trade being for small lots. Prices are considerably above a year ago, and as soon as receipts increase, it looks like lower prices. Creamery blocks have declined half a cent.

Creamery blocks	0 27½ 0 28
Dairy tubs, lb.	0 21 0 22¼
Fresh, dairy rolls	0 22 0 23

EGGS.—During the warm weather the prices of new laids generally advanced, while the No. 1 variety became easier. The market is stocked up at present, and, to quote the words of a large dealer, is "choked."

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

CHEESE.—There is a good trade passing, and it looks as if a slight increase would take place owing to a stronger feeling in the country, but so far the local market is unchanged. A change, however, may take place at any time.

Quebec, large	0 14¼ 0 15
Western, large	0 14¼ 0 15
Western, twins	0 14¼ 0 15
Western, small, 20 lbs.	0 14¼ 0 15
Old cheese, large	0 17 0 17½

POULTRY.—With a number of the large trans-Atlantic liners in port every week, trade has brightened up, and quite a good volume of business is being done.

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

HONEY.—Trade is not up to the mark of last year, but at this time honey is not consumed to any great extent. All comb varieties are practically exhausted, while white clover should be a little cheaper.

White clover, strained	0 10¼
Buckwheat, strained	0 08½

TORONTO.

PROVISIONS.—Another ½ cent advance in smoked hams is made by several firms this week. Heavy mess pork is quoted at \$20 to \$20.50 per barrel. General tone of pork products is steady, with smoked and cooked meats coming into greater prominence.

Live hogs are easier, ranging about \$8.15 at country points this week. Delivery is a little freer, while packers who are fairly well supplied for moment think that prices were boosted a little higher than was really warranted.

Smoked Meats—	
Light hams, per lb.	0 18 0 18½
Medium hams, per lb.	0 18 0 18
Large hams, per lb.	0 16 0 17
Backs, plain, per lb.	0 19 0 20
Backs, pea meal	0 20 0 21
Breakfast bacon, per lb.	0 18 0 19
Roll bacon, per lb.	0 13½ 0 13¾
Shoulders	0 11¼ 0 12
Pickled Meats—ie less than smoked.	
Heavy mess pork, per bbl.	0 13¼ 0 14
Short cut, per bbl.	24 00 25 00
Cooked hams	0 25 0 26
Lard, tierces, per lb.	0 13¼ 0 13¾
Lard, tubs, per lb.	0 13¼ 0 14
Lard, pails, per lb.	0 14 0 14¼
Lard, compounds, per lb., tierces	0 09¼ 0 10
Live hogs, at country points	8 15
Live hogs, local	8 45
Dressed hogs	12 00 12 50

BUTTER.—Quotations on butter remain about as a week ago, but there is

Butter Price Changes in Past Three Years

Figures Show Some Interesting Similarities — Highest Point Each Year Reached in Early April—In 1910 and 1911 Prices Were Well Maintained Through Summer Months.

an easier undertone. Demand from the West has continued longer than anticipated, but is expected to ease up at any moment. There has been plenty of rains, pastures are in an excellent condition, and there should be a big production of butter during month. June butter is considered desirable for storage purposes, but dealers say prices must come down before that will be possible.

	Per lb.	
Fresh creamery print	0 27	0 28
Creamery solids	0 26	0 27
Farmers' separator butter	0 23	0 24
Dairy prints, choice	0 22	0 23
Dairy rolls	0 20	0 21

EGGS.—As announced last week there was an easier feeling in prices paid in the country, but this has been balanced up by loss through shrinkage, so that there is little difference in the price being asked the city retailer. "We are paying lower prices in the country," said one dealer, "but the amount of shrinkage makes the cost to us just as large."

With warmer weather loss through this source generally increases. The weather is getting a little warm for storing eggs, but some are still being disposed of in this way.

Receipts are large and undertone of market somewhat easier.

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

CHEESE.—Old cheese remains firm, as it has for some time, and can be expected to do.

New cheese has remained fairly steady, but there was a slightly easier tendency toward end of last week. A good production is anticipated during June.

Old Cheese—		
Large	0 17½	0 18
Twin	0 18	0 18½
Stiltons	0 19	0 19½
New Cheese—		
Large	0 14½	0 15
Twin	0 14½	0 15½

HONEY.—Trade as natural at this season is rather quiet. Stocks held are not large, however, and market is generally steady.

Honey—strained—		
White clover, 10-lb. tins, per lb.	0 12½	
White clover, 5-lb. pails, per lb.	0 13	
Dark clover, 5-lb. pails, per lb.	0 08	
Amber honey, 60-lb. tins, per lb.	0 08	
Buckwheat, 60-lb. tins, per lb.	0 07	

WINNIPEG.

PROVISIONS.—Butter is weaker but there is little dairy product yet on the market. It should be an important factor in another week. Lard and cured meats are firm and unchanged. Cheese is strong and up 1½ cents.

Lard—		
Tierces	0 13½	
50 lb. tubs	7 00	
20 lb. tubs	2 85	
10 lb. cases	8 70	
5 lb. cases	8 88	
3 lb. cases	8 85	
Cured Meats—		
Hams	0 17½	0 18
Bacon	0 18½	0 19
Smoked shoulders	0 14½	0 14
Long clear	0 13½	0 13
Butter—		
Creamery butter	0 31	0 34
Dairy prints	0 23	
Eggs—		
Strictly fresh	0 21	
Cheese—		
Ontario, large, new	0 15½	
Twins, new	0 16	

The difference between the high and low point of butter in past five months has been much greater than during the same period of recent years. The high point reached by creamery in Montreal since the first of the year was 38½ cents. The low point was 28½, showing a total variation of 10 cents per pound.

Another interesting fact is that butter has ranged much higher than for several years. As stated before the high point for creamery in Montreal during past five months was 38½ cents. In 1911 the highest point reached during the same period was 27½, a full 11 cents difference.

Similarity in High Prices.

In 1910, it went as high as 33 cents and a peculiar coincidence is that the high point during past three years has been reached at practically the same date—during the first week of April.

Dairy has followed the trend of creamery pretty closely as is shown by the following comparative prices of first six months of past three years:—

Dairy Tubs—Montreal.

	1912.	1911	1910.
Jan.	24-27	23	22
Feb. 9	25-28	23	22½
Mar. 15	28-30	23	22½
Apr. 5	30-32	23	23½
Apr. 26	28	20	23½
June 1	22½	19	22
June 30		19	21
July 29		20	21

The 1912 High Creamery Market.

The figures on creamery for the same periods are as follows:—

Creamery—Montreal.

	1912.	1911.	1910.
Jan. 12	32½	26½	27
Feb. 9	35½	26½	25½
Mar. 15	35½	27½	27½
Apr. 5	38½	27½	33
Apr. 26	30½	27	32
June 1	28½	22	25
June 30		23	24
July 29		25	24

Heat Checked Drop.

The history of butter prices during past year makes quite an interesting study. Just one year ago under the influx of the new make, prices were on the tumble. However they did not make any drastic drop, for quite early in the summer the pastures began to show the effect of severe heat, the flow of milk lessened and make of butter followed suit. Not only was this true in our

own country but in all the butter producing countries of the world. So the fall was commenced with prices above normal, small stocks held general and prospects of record prices being reached before another season had arrived.

The April Record.

Nor did prices fail to follow the fall predictions. When 1911 arrived values were already above normal but as the year advanced, stocks grew into smaller compass and prices soared. The climax was reached in early April when creamery at Montreal registered 38½ cents. Then with the new make commencing to put in its appearance, prices shaded in the other direction, there being a decided slump during the month, which, however, dealers were prepared for as purchasing had been in small lots for some time before.

Butter has not yet reverted to normal. Creamery in Montreal is 6½ cents above a year ago and 3½ cents above two years ago. There is a reason for this. The new make this year came on a market decidedly bare and so was badly needed. Besides this the season was somewhat backward, holding back the production considerably while scarcity of supplies in some sections, particularly the West, kept decks clear at other centres and steadied the situation.

Summer Prices Maintained.

A comparison of prices during 1910 and 1911 show that prices ruling on June 1, with exception of a cent or so variation, have been maintained for the following two months. Is this to be the case this year?

June butter is considered good storage stock and in other years surplus supplies have been disposed of in this way. However, in other years prices have been at a more reasonable level while this year they are above normal. Dealers apparently consider it rather risky to store butter until it reverts to a more normal basis.

The Texas Bermuda onion crop this season will total about 4,000 cars. Each car represents approximately 600 crates, making a total of 2,400,000 crates. Texas has outstripped Bermuda so far in raising Bermuda onions that the matter of giving the Texan product another name is under consideration by some growers. It is said Bermuda crop will not exceed 200,000 crates this year.



**QUALITY
BREAKFAST BACON**
Appetizing and Satisfying

Selected from choice, well nourished young pigs in perfect condition. Each piece square trimmed and nicely streaked with lean.

Cured in its own juices in hermetically sealed boxes which gives it a most delicious flavor, impossible to produce in the old way.

Sold also in one pound cartons. Sliced as thin as a wafer, after taking off the skin—therefore no waste.

No Breakfast complete without it.

Fried to a delicate brown and served crisp with Eggs makes a dish that will arouse and satisfy any palate.

Specially adapted for camping parties.

GUNNS LIMITED

Pork and Beef Packers, Cotton Oil Refiners,

WEST TORONTO

WE HAVE PROVEN OUR WORTH
AS
BUSINESS GETTERS

WE WANT THE MANUFACTURERS OF
EUROPE UNITED STATES EASTERN CANADA
TO LET US HANDLE THEIR ACCOUNT IN WESTERN CANADA.

We have the EXPERIENCE, STAFF, MONEY, AGGRES-
SIVENESS, to do it RIGHT.

OFFICES AND WAREHOUSES AT

Winnipeg
Man.

Regina
Sask.

Saskatoon
Sask.

Edmonton
Alta.

Calgary
Alta.

Our salesmen are always ON THE JOB.

NICHOLSON & BAIN

WHOLESALE COMMISSION AGENTS AND BROKERS

HEAD OFFICE

WINNIPEG

QUOTATIONS FOR PROPRIETARY ARTICLES

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

Goods made by

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

IMPERIAL BAKING POWDER.

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

MAGIC BAKING POWDER.

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

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

MAGIC SODA.

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

GILLETT'S CREAM TARTAR.

	Per doz.
¼-lb. paper pkgs., 4 doz. in case	\$1 00
½-lb. paper pkgs., 4 doz. in case	2 00
4 doz. ¼-lb. paper pkgs. } \$8 00	
2 doz. ½-lb. paper pkgs. }	
Per doz.	
½-lb. cans with screw covers, 4 doz. in case	\$2 20
1-lb. cans with screw covers, 3 doz. in case	4 10
Per lb.	
5-lb. sq. canisters, ½ doz. in case	33
10-lb. wooden boxes	30½
25-lb. wooden pails	30½
100-lb. kegs.	28½
360-lb. barrels	28

GILLETT'S PERFUMED LYE.

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

YEAST.

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

BAKING POWDER.

W. H. GILLARD & CO.

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

ROYAL BAKING POWDER.

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, 1-lb., 2 dozen	2 50
No. 2, 5-oz., 6 dozen	0 80
No. 2, 5-oz., 3 dozen	0 85
No. 3, 2½-oz., 4 dozen	0 45
No. 10, 12-oz., 4 dozen	2 10
No. 10, 12-oz., 2 dozen	2 20
No. 12, 4-oz., 6 dozen	0 70
No. 12, 4-oz., 3 dozen	0 75
In Tin Boxes—	
No. 13, 1-lb., 2 dozen	3 00
No. 14, 8-oz., 3 dozen	1 75
No. 15, 4-oz., 4 dozen	1 10
No. 16, 2½-lbs.	7 25
No. 17, 5-lbs.	14 00

FOREST CITY BAKING POWDER.

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

BLUE.

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

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

UN-NUMBERED.

Under 100 books

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-do., \$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

Jellies.
Red currant

Marmalade.
Orange jelly

Pure Preserves—Bulk.

5-lbs. 7-lbs.
Strawberry

COCOA AND CHOCOLATE.

THE COWAN CO., LTD.

Cocoa—
Perfection, 1-lb. tins, doz. 4 40
Perfection, ½-lb. tins, doz. 2 35
Perfection, ¼-lb. tins, doz. 1 25
Perfection, 10c size, doz. 0 90
Perfection, 5-lb. ins, per lb. 0 35
Soluble, bulk, No. 1, lb. 0 20
Soluble, bulk, No. 2, lb. 0 18
London Pearl, per lb. 0 22
Special quotations for Cocoa in barrels, kegs, etc.

Unsweeened Chocolate—

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

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

EPPSS'S.

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

In ¼, ½ and 1-lb. tins, 14-

lb. boxes, per lb. 0 35

Smaller quantities

JOHN P. MOTT & CO.'S.

G. J. Estabrook, St. John, N.B.;

J. A. Taylor, Montreal, P.Q.;

F. M. Hannum, Ottawa, Ont.;

Jos. E. Huxley & Co., Winnipeg.

Man.; Tees & Persse, Calgary.

Alta.; Johnson & Yockney, Ed-

monton; D. M. Doherty & Co.,

Vancouver and Victoria.

Elite, 10c size (for cooking)

dozen

Mott's breakfast cocoa, 2 doz.

10c size, per doz. 0 85

Nut milk bars, 2 dozen in

box

“ breakfast cocoa, ¼'s

and ½'s

“ No. 1 chocolate

“ Navy, chocolate, ½'s

“ Vanilla sticks, per grs 1 00

“ Diamond chocolate, ½'s 0 24

“ Plain cholee chocolate

liquors

“ Sweet chocolate coat-

ings

WALTER BAKER & CO., LTD.

Premium No. 1 chocolate, ¼

and ½-lb. cakes, 32c lb.; Break-

fast 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.; cinquemme

sweet chocolate, 1-5 lb. cakes, 6-

lb. boxes, 20c lb.; Falcon cocoa

(hot or cold soda), 1-lb. tins, 34c

lb.; Cracked Cocoa, ½-lb. pkgs.,

6-lb. bags, 32c lb.; Caracas tab-

lets, 5c cartons, 40 cartons to

box, \$1.25 per box.

The above quotations are f.o.b.

Montreal.

COCOANUT.

CANADIAN COCOANUT CO.

Packages—5c, 10c, 20c, and 40c

packages, packed in 15-lb. and

30-lb. cases. Per lb.

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

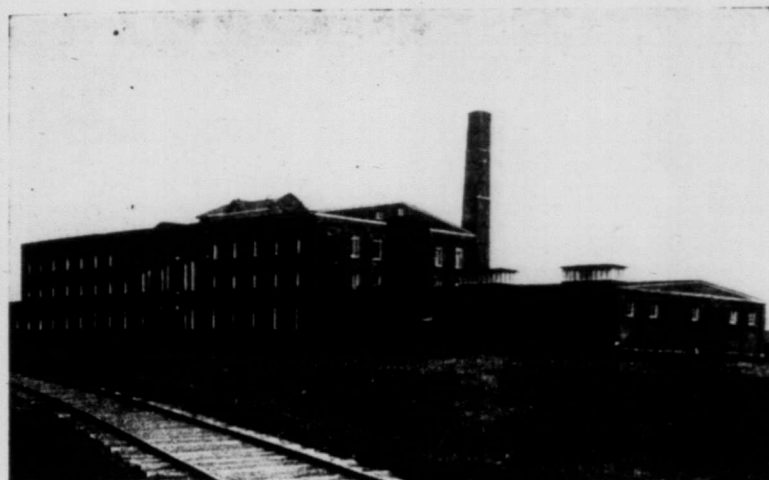
LES

No. 1, 0 20
 No. 2, 0 25
 No. 1, 0 30
 No. 2, 0 25
 5-lb. bxs. 0 20
 fers, 5-lb. 0 20
 boxes .. 0 30
 boxes .. 0 30
 bundles,
 per box.. 1 35
 5c cakes,
 per box.. 1 35
 e, 1/2's, 6- 0 30
 e, 1/4's, 6- 0 25
 e, 5c bars 0 90
 'S.
 & Warden,
 & Nadeau,
 Gorham & Co.,
 chanan & Ger-

tins, 14-
 b. 0 35
 0 37
 T & CO.'S.
 St. John, N.B.;
 Montreal, P.Q.;
 Ottawa, Ont.;
 Co., Winnipeg,
 rsse, Calgary,
 Yockney, Ed-
 oherly & Co.,
 letoria.
 (cooking)
 0 90
 coa, 2 doz. 0 85
 z. 0 85
 dozen in
 0 80
 coa, 1/4's
 0 36
 te 0 30
 te, 1/2's.. 0 26
 , per grs 1 00
 colate, 1/2's 0 24
 chocolate
 20 50
 te coat-
 0 20
 t & CO. LTD.
 chocolate, 1/4
 3c lb.; Break-
 1/2, 1 and 5-lb.
 erman's sweet
 1/4-lb. cakes,
 lb.; Caracas
 1/4 and 1/2-lb.
 32c lb.; Auto
 6 lb. cakes, 6-
 b.; cinquieme
 5 lb. cakes, 6-
 Falcon cocoa
 1-lb. tins, 34c
 1, 1/2-lb. pkgs.,
 Caracas tab-
 40 cartons to

itions are f.o.b.

UT.
 COANUT CO.
 20c, and 40c
 in 15-lb. and
 Per lb.
 Moss ... 0 26



NOTICE

We are moving, and filling orders complete will be uncertain for next few weeks. Prospective house contains 66,000 square feet of floor space with C.P., G.T., and C.V. sidings. Equipment will be such as to meet the enormous increasing demands, covering the entire civilized world.

Canada Maple Exchange Limited, Montreal

NOTICE

We wish to thank our patrons for leniency shown us when unusual delays have been made in shipments, caused by congestion. As many as 18 trunk teams have congregated at one time at our east side shipping station, cut illustrates frequent occurrence. Do not contract for future supplies before consulting our next August Price List No. 21.



CANADA MAPLE EXCHANGE LIMITED

614-620 Beaudry Street

MONTREAL

SALESMAN WANTED

One who has made good selling specialty or staple line. For a man thoroughly acquainted with the grocery business and with experience in advertising, this is a splendid opportunity. Apply, giving age, experience and salary expected to

Box 500, Canadian Grocer



Toronto, Ont.

TWO CENTS PER WORD

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

THE CANADIAN GROCER

1/2-lb. pkgs. White Moss ..	0 27
1/4-lb. pkgs. White Moss ..	0 28
1 and 1/2-lb. pkgs., assort- ed	0 26 1/2
1/4 and 1/2-lb. pkgs., asstd	0 27 1/2
1/2-lb. pkgs., astd., in 5-lb. boxes	0 28
1/4-lb. pkgs., astd., in 5-lb. boxes	0 29
1/4-lb. pkgs., astd., 5, 10, 15- lb. cases	0 39
Bulk—	
In 15-lb. tins, 20-lb. pails and 10, 25 and 50-lb. boxes.	
Pails Tins Bbls.	
White Moss, fine strip	0 19 0 21 0 17
Best shredded ..	0 18
Ribbon	0 19
Macaroon	0 17
Desiccated	0 16

CONDENSED MILK.

BORDEN'S CONDENSED MILK Wm. H. Dunn, Agent, Montreal and Toronto. Per Case	
Eagle Brand, each 4 doz. .	\$6 00
Gold Seal Brand, each 4 dz	5 25
Challenge Brand, each 4 dz	4 50
Peerless Brand, "Hotel," each 2 doz.	4 00
Peerless Brand, "Tall," each 4 doz.	4 50
Peerless Brand, "Family," each 4 doz.	3 75
Peerless Brand, "Small," each 4 doz.	2 00

CANADA FIRST BRAND.

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

REINDEER LIMITED.

(Sweetened.)	
Reindeer Brand (4 doz. in case)	5 50
Mayflower Brand (4 doz. in case)	5 25
Clover Brand (4 doz. in case)	4 50
(Unsweetened.)	
Reindeer Jersey Brand, Family (4 doz. in case).	3 75
Reindeer Jersey Brand, Medium (4 doz. in case)	4 50
Reindeer Jersey Brand, Hotel (2 doz. in case) ..	4 00
Reindeer Jersey Brand, Gallon (1/2 doz. in case)	4 00

COFFEE.

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

COCOA.

(Combined with Milk and Sugar)	
Reindeer Brand (2 doz. in case)	4 80
ST. CHARLES CONDENSING Prices— CO.	
St. Charles Evaporated Milk (baby size)	2 00
St. Charles Evaporated	

Milk (family size)	3 75
St. Charles Evaporated Milk (hotel size)	4 00
Silver Cow Milk	5 40
Purity Milk	5 25
Good Luck Milk	4 50

COFFEES.

EBY-BLAIN, LIMITED.

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

Package Coffee.

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

WHITE SWAN SPICES AND CEREALS, LTD.

WHITE SWAN BLEND.

1-lb. decorated tins, lb. .	0 32
Mo-Ja, 1/2-lb. tins, lb.	0 30
Mo-Ja, 1-lb. tins, lb.	0 28
Mo-Ja, 2-lb. tins, lb.	0 28
Cafe des Epicures, 1-lb. fancy glass jars, per doz. .	\$3.60.
Cafe l'Aromatique, 1-lb. amber glass jars, per doz. .	\$4.00.
Presentation (with tumblers) \$3 per doz.	

MINTO BROS.

MELAGAMA BLEND.

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

CEREALS.

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

CONFECTIONS.

PEANUT BUTTER.

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

CHEESE.

MACLAREN'S IMPERIAL.

Ontario prices per doz.	
Individual (each 2 doz.) ..	1 00
Small (each 2 doz.)	2 40
Medium (each 1 doz.)	4 50
Large (each 1/2 doz.)	8 25
MacLaren's Roquefort—	
Small (each 2 doz.)	1 40
Large (each 1 doz.)	2 40

MacLaren's Canada Cream—	
Small (each 1 doz.)	0 90
Medium (each 2 doz.)	1 35
Large (each 1 doz.)	2 40

FLAVORING EXTRACTS.

SHIRRIFF'S.

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

DISCOUNT ON APPLICATION.

CRESCENT MFG. CO.

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

GELATINE.

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

CLARK'S PORK AND BEANS IN TOMATO SAUCE.

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

LAPORTE, MARTIN & CO., MONTREAL AGENCIES.

These prices are F.O.B. Mont-
real. Imported Peas "Soleil"

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

MINERVA PURE OLIVE OIL.

Case—	
12 litres	6 50
12 quarts	5 75
24 pints	6 25
24 1/2-pints	4 25

Tins—	
5 gals. 2s	23 00
2 gals. 6s	29 00
1 gal. 10s	25 00
1/2-gal. 20s	26 00
1/4-gals. 20s	13 50
1/4-gal. 48s sq.	17 00
1/4-gal. 48s rd.	15 50

BASSIN DE VICHY WATERS.

La Capitale, 50 qts.	5 00
La Neptune, 50 qts.	6 00
St. Nicholas, 50 qts.	7 00
La Sanitas Sparkling, 50 quarts	8 00
La Sanitas Sparkling, 100 pints	9 00
La Sanitas Sparkling, 100 splits	4 00
Lemonade Savoureuse, 50's	7 50

CASTLE SOAP.

"Le Soleil," 72 p.c. olive oil.	
Case, 12 lbs. 2 1/2-lb. bars, lb	0 08 1/2
Case 25 lbs., 11-lb. bars, lb	0 07 1/2
Case 50 lbs. 3/4-lb. bars case	3 50

Case 200 lbs. 3 1/2-oz., case.	3 75
"La Lune," 65 p.c. olive oil.	
Case 25 lbs. 11-lb. bars, lb.	0 07
Case 12 lbs. 2 1/2-lb. bars, lb	0 08
Case 50 lbs., 3/4-lb. bars, case	3 25
Case 100 lbs. 3 1/2-oz. bars, case	1 80
Case 200 lbs. 3 1/2-oz. bars, case	3 00

ALIMENTARY PASTES.

BLANC & FILS.

Macaroni, Vermicelli, Animals, Small Pastes, etc.	
Box, 25 lbs., 1 lb.	0 07 1/2
Box, 25 lbs., loose	0 07

DUFFY & CO. BRAND.

Grape Juice, 12 qts.	4 75
Grape Juice, 24 pts.	5 15
Grape Juice, 36 splits	4 75
Apple Juice, 12 qts.	4 50
Apple Juice, 24 qts.	4 75
Champagne de Pomme, 12 q	5 60
Champagne de Pomme, 24 p	5 50
Matts Golden Russett—	
Sparkling Cider, 12 qts. ...	5 00
Sparkling Cider, 24 pts. ...	5 50
Apple Vinegar, 12 qts.	2 50

CANNED HADDIES "THIS-TLE" BRAND.

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

INFANTS' FOOD.

Robinson's patent barley, 1/2-lb. tins, \$1.25; 1-lb. tins, \$2.25; Rob- inson's patent groats, 1/2-lb. tins, \$1.25; 1-lb. tins, \$2.25.	
--	--

LARD.

N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.	
Tierces	11 1/2
Tubs	11 1/4
Pails	12
Tins, 20 lbs.	11 1/2
Cases, 3 lbs.	12 1/2
Cases, 5 lbs.	12 3/4
Cases, 10 lbs.	12 1/4

F.O.B. Montreal.

GUNN'S "EASIFIRST" SHORTENING.

Tierces	0 10 1/2
Tubs	0 10 3/4
20-lb. pails	0 11
20-lb. tins	0 10 1/2
10-lb. tins	0 11 1/4
5-lb. tins	0 11 1/2
3-lb. tins	0 11 1/2
1-lb. cartons	0 12

MARMALADE.

SHIRRIFF BRAND.

"Imperial Scotch"—	
1-lb. glass, doz.	1 55
2-lb. glass, doz.	2 30
4-lb. tins, doz.	4 65
7-lb. tins, doz.	7 35
"Shredded"—	
1-lb. glass, doz.	1 90
2-lb. glass, doz.	3 10
7-lb. tins, doz.	8 25

MUSTARD.

COLMAN'S OR KEEN'S.

Per doz. tins	
D. S. F., 1/4-lb.	1 40
D. S. F., 1/2-lb.	2 50
D. S. F., 1-lb.	5 00
F. D., 1/4-lb.	0 85
F. D., 1/2-lb.	1 45
Per jar	
Durham, 4-lb. jar	0 75
Durham, 1-lb. jar	0 25
MACLAREN'S IMPERIAL PRE- PARED MUSTARD.	
Ontario Prices.	
Small case 4 doz., per doz.	0 45

3½-oz., case. 3 75
 p.c. olive oil.
 1-lb. bars, lb. 0 07
 ½-lb. bars, lb 0 08
 1-lb. bars, case 3 25
 3½-oz. bars.
 1 80
 3½-oz. bars,
 3 40
ARY PASTES
& FILS.
 ermicell, Animals,
 etc.
 lb. 0 07½
 loose 0 07
CO. BRAND.
 2 qts. 4 75
 4 pts. 5 15
 6 splits 4 75
 2 qts. 4 50
 4 qts. 4 75
 Pomme, 12 q 5 60
 Pomme, 24 p 5 50
 Russett—
 r, 12 qts. ... 5 00
 r, 24 pts. ... 5 50
 12 qts. 2 50
DDIES "THIS-
BRAND.
 f & CO., Agents,
 each, flats,
 5 40
 each, ovals,
 5 40
TS' FOOD.
 ent barley, ½-lb.
 tins, \$2.25; Rob-
 groats, ½-lb. tins,
 t, \$2.25.
ARD.
NK CO. BOAR'S
COMPOUND.
 11½
 11¼
 12
 11½
 12½
 12½
 12½
 Montreal.
FIRST" SHORT-
ING.
 0 10½
 0 10½
 0 11
 0 10½
 0 11¼
 0 11½
 0 11½
 0 12
ALADE.
F BRAND.
 h"—
 oz. 1 55
 oz. 2 30
 4 05
 7 35
 oz. 1 90
 oz. 3 10
 8 25
GARD.
OR KEEN'S
 Per doz. tins
 1 40
 2 50
 5 00
 0 85
 1 45
 Per jar
 if 0 75
 if 0 25
PERIAL PRE-
USTARD.
 Prices.
 .. per doz. 0 45

GILLETT'S LYE



One Of The 500 Purposes

GROCERS: Gillett's Lye can be recommended as a positive exterminator of rats and mice, and it has none of the objectionable features of a poison. The process for using it is simple. Just sprinkle a little of the Lye in and around the holes made by them. In addition to this, make a circle of Lye about one-quarter inch deep on a thin board about a foot square, and place some cheese or meat in the centre. In endeavoring to get at the bait their feet will be burned, and the whole colony, whether large or small, will immediately disappear.

REFUSE SUBSTITUTES

"GILLETT'S LYE EATS DIRT"

and besides, is useful for over 500 other purposes.

E.W.GILLETT COMPANY LIMITED

WINNIPEG TORONTO, ONT. MONTREAL

COOKED HAMS

This is the season for cooked meats. Your customers will appreciate not having to cook during hot weather and nothing will please them so much as "Star Brand" cooked hams.

F. W. FEARMAN CO., Limited
HAMILTON

The quality of
WETHEY'S
 Condensed
Mince Meat

has been daily making friends for the past twenty-nine years.

WHAT ABOUT YOURSELF?

Are you one of its friends?

If not, now is the time to get acquainted.

All Jobbers. 3 doz. to a case.

WRITE US

J. H. WETHEY, Limited
ST. CATHARINES

"THE MINCE MEAT PEOPLE"

THE CANADIAN GROCER

Medium, cases 2 doz., doz.	0 90
Large, cases, 1 doz., doz.	1 35
VERMICELLI AND MACARONI	
D. SPINELLI C'Y., MONTREAL	
Fine.	
4-lb. box "Special" per box	0 22
8-lb. box "Special," box	0 44
5-lb. box "Standard" box	0 27½
10-lb. box "Standard," box	0 55
60-lb. cases or 75-lb. bbls.	
per lb.	0 05
25-lb. cases, 1-lb. pkgs.	
(Vermicelli) per lb.	0 06
Globe Brand.	
5-lb. box "Standard" box	0 30
10-lb. box "Standard," box	0 60
25-lb. cases (loose) per lb.	0 06
25-lb. cases, 1-lb. pkgs., lb	0 06½
JELLY POWDERS.	
JELL-O.	
Assorted case, contains 2	
doz.	1 80
Lemon (straight) contains	
2 dozen	1 80
Orange (straight) contains	
2 dozen	1 80
Raspberry (straight) contains	
2 doz.	1 80
Strawberry (straight) contains	
2 doz.	1 80
Chocolate (straight) contains	
2 doz.	1 80
Cherry (straight) contains	
2 doz.	1 80
Peach (straight) contains	
2 doz.	1 80
Weight 8 lbs. to case. Freight	
rate, 2nd class.	
JELL-O ICE CREAM POWDER.	
Assorted case, contains 2	
dozen	2 50
Chocolate (straight) contains	
2 doz.	2 50
Vanilla (straight) contains	
2 dozen	2 50
Strawberry (straight) contains	
2 doz.	2 50
Lemon (straight) contains	
2 dozen	2 50
Unflavored (straight) contains	
2 doz.	2 50
Weight 11 lbs. to case. Freight	
rate, 2nd class.	
IMPERIAL DESSERT JELLY.	
Ontario Prices.	
Assorted flavors, \$10.75 per	
gross. Imperial Sterilized	
Gelatine.	
Cartons, 1 doz., 90c per dozen.	
SOAP AND WASHING POW-	
DERERS.	
A. P. TIPPET & CO., AGENTS.	
Criole soap, per gross	\$10 20
Florida soap, per gross	12 00
Straw hat polish, per gr.	18 20
SNAP HAND CLEANER.	
3 dozen to box	\$ 3 60
6 dozen to box	7 20
30 days.	
RICHARDS PURE SOAP.	
5-case lots (delivered), \$4.15 each	
with 20 bars of Quick Naptha as	
a free premium.	
Richards Quick Naptha Soap.	
GENUINE. Packed 100 bars to	
case.	
FELS NAPHTHA.	
Prices—Ontario and Quebec:	
Less than 5 cases	\$ 5 00
Five cases or more	4 95
SAPHO MFG. CO., LTD. MONT-	
REAL "SAPHO" INSECTICIDE	
1-16 gall., doz.	\$ 2 00
¼-gall., doz.	6 00
½-gall., doz.	10 00

1 gall., doz.	19 20
1-16 gall. gross lot	20 00
"ANTI-DUST" SWEEPING	
POWDER.	
Size No. 1, 3 doz. crates,	
per doz.	\$ 1 50
No. 2, 1 and 2 doz. crates,	
per doz.	3 00
Liquid Blueing, 90c per doz.	
Liquid Ammonia, 90c per doz.	
Both put up in corrugated paper	
shipping boxes.	
STARCH.	
EDWARDSBURG STARCH CO.	
Boxes	Cents
Contain	per lb.
Laundry Starches—	
40 lbs., Canada Laundry	.05¼
40 lbs., Canada white gloss,	
1 lb. pkgs.	.06¼
48 lbs., No. 1 white or blue,	
4 lb. cartons	.07
48 lbs., No. 1, white or blue,	
3 lb. cartons	.07
100 lbs., kegs, No. 1 white	.06¼
200 lbs., bbls., No. 1 white	.06¼
30 lbs., Edwardsburg silver	
gloss, 1 lb. chromo pack-	
ages	.07½
48 lbs., silver gloss, in 6-lb.	
tin canisters	.08
36 lbs., silver gloss, 6-lb.	
draw lid boxes	.08
100 lbs., kegs, silver gloss,	
large crystals	.07
28 lbs. Benson's satin, 1-lb.	
cartons, chromo label	.07½
40 lbs., Benson's Enamel	
(cold water) per case	3 00
20 lbs. Benson's Enamel	
(cold water) per case	1 50
Celluloid—boxes containing	
45 cartons, per case	3 60
Culinary Starch.	
40 lbs. W. T. Benson &	
Co.'s celebrated prepared	
corn	.07½
40 lbs. Canada pure corn	
starch	.05½
(20-lb. boxes ¼c higher.)	
BRANTFORD STARCH	
WORKS.	
Ontario and Quebec.	
Laundry Starches—	
Canada Laundry—	
Boxes about 40 lbs.	.05¼
Acme Gloss Starch—	
1-lb. cartons, boxes of 40	
lbs.	.06¼
First Quality White Laundry—	
3 lb. canisters, cases of	
48 lbs.	.07¼
Barrels, 200 lbs.	.06¼
Kegs, 100 lbs.	.06¼
Lily White Gloss—	
1 lb. fancy cartons, cases	
30 lbs.	.07¼
6 lb. toy trunks, lock	
and key, 8 in case	.08¼
6 lb. toy drums, with	
drumsticks, 2 in case	.08
Kegs, extra large crystals,	
100 lbs.	.07¼
Canadian Electric Starch—	
Boxes containing 40 fancy	
pkgs., per case	3 00
Celluloid Starch—	
Boxes containing 45 cartons,	
per case	3 75
Culinary Starches—	
Challenge Prepared Corn—	
1 lb. packets, boxes of 40	
lbs.	.06
Brantford Prepared Corn—	
1 lb. packets, boxes of	
40 lbs.	.07¼

"Crystal Maize" Corn Starch.	
1 lb. packets, boxes of 40	
lbs.	.07¼
(20 lb. boxes ¼c higher than	
40's.)	
OCEAN MILLS, MONTREAL.	
Chinese starch, 48 1 lb., per	
case, \$4; Ocean Baking Powder,	
3-oz. tins, 4 doz. per case, \$1.60;	
4-oz. tins, 4 doz. per case, \$3.00;	
8-oz. tins, 5 doz. per case, \$6.50;	
16-oz. tins, 3 doz. per case, \$6.75;	
5-lb. tins, 10 tins a case, \$7.50;	
1-lb. bulk, per 25, 50 and 250 lbs.,	
at 15c per lb. Ocean blanc mange	
48 8-oz., \$4; Ocean borax, 48 8-	
oz., \$1.60; Ocean cough syrup,	
36 6-oz., \$6.00; 36 8-oz., \$7.20;	
Ocean corn starch, 48 1-lb., \$3.60.	
SOUPS—CONCENTRATED	
CHATEAU BRAND.	
Vegetable, Mutton Broth, Mulli-	
gataway, Chicken, Ox Tail, Pea,	
Scotch Broth, Julienne, Mock	
Turtle, Vermicelli, Tomato, Con-	
somme, Tomato.	
No. 1's, 95c per dozen.	
Individuals, 45c per dozen.	
Packed 4 dozen in a case.	
SYMINGTON'S SOUPS.	
Quart packets, 9 varieties,	
doz.	0 90
Clear soups in stone jars,	
5 varieties, doz.	1 40
SODA—COW BRAND.	
Case of 1-lb., containing 60	
packages, per box, \$3.00.	
Case of ½-lb., containing 120	
packages, per box, \$3.00.	
Case of 1-lb. and ½-lb., contain-	
ing 30 1-lb. and 60 ½-lb. pack-	
ages, per box, \$3. Case of 5c	
packages, containing 96 pack-	
ages, per box, \$3.00.	
SYRUP.	
EDWARDSBURG STARCH CO.	
CROWN BRAND CORN SYRUP	
2 lb. tins, 2 doz. in case	2 55
5 lb. tins, 1 doz. in case	2 90
10 lb. tins, ½ doz. in case	2 80
20 lb. tins, ¼ doz. in case	2 75
Barrels, 700 lbs.	3¼
Half Barrels, 350	3¼
Quarter Barrels, 175	4
Pails, 38¼	\$1 90
" 25 lbs. each	1 35
LILY WHITE CORN SYRUP.	
2 lb. tins, 2 doz. in case	2 90
5 lb. tins, 1 doz. in case	3 25
10 lb. tins, ½ doz. in case	3 15
20 lb. tins, ¼ doz. in case	3 10
(5, 10 and 20 lb. tins have wire	
handles.)	
MOLASSES.	
DOMINION MOLASSES CO.	
Gingerbread Brand (Toronto)	
2's—2 doz. to case, per doz.	93
3's—2 doz. to case	1 45
Winnipeg.	
2's—Tins, 2 doz. cases, per	
doz.	1 20
3's—Tins, 2 doz. cases, per	
doz.	1 75
5's—Tins, 1 doz. cases, per	
doz.	3 20
10's—Tins, ½ doz. cases,	
per doz.	5 30
20's—Tins, ¼ doz. cases,	
per doz.	19 40
Pails—1's each	0 65
Pails—2's each	1 12
Pails—5's, each	2 55
DOMOLCO BRAND.	
Maritime Provinces and Ontario:	
2's, 2 doz. case, per doz.	\$1 35

3's, 2 doz. case, per doz.	1 95
5's, 1 doz. case, per doz.	3 75
10's, ½ doz. case, per case.	3 40
20's, ¼ doz. case, per case.	3 05
Western Prices—Sudbury to	
Victoria.	
2's, 2 doz. case, per doz.	1 60
3's, 2 doz. case, per doz.	2 35
5's, 1 doz. case, per doz.	4 00
10's, ½ doz. case, per case.	4 15
20's, ¼ doz. case, per case	3 80
SAUCES.	
PATERSON'S WORCESTER	
SAUCE.	
½-pint bottles 3 and 6 doz.	
cases, doz.	\$0 50
Pint bottles, 3 doz. cases,	
doz.	1 75
H. P.	
H. P. Sauce—	Per doz.
Cases of 3 dozen	\$1 90
H. P. Pickles—	
Cases of 2 doz. pints	\$3 35
Cases of 3 doz. ½-pints.	2 25
HOLBROOK'S IMPORTED	
PUNCH SAUCE.	
Per doz.	
Large, packed in 3-doz.	
case	\$2 25
Medium, packed in 3-doz.	
case	1 40
HOLBROOK'S IMP. WORCES-	
TERSHIRE SAUCE.	
Per doz.	
Rep. ½ pints, packed in 6-	
doz. case	\$2 25
Imp. ½-pints, packed in 4-	
doz. case	3 15
Rep. qts. packed in 2-doz.	
case	6 50
STOVE POLISH.	
JAMES DOME BLACK LEAD.	
6a size, gross	\$2 40
2a size, gross	2 50
NUGGET POLISHES.	
Dozen.	
Polish, Black and Tan	0 85
Metal Outfits, Black and	
Tan	3 65
Card Outfits, Black and	
Tan	3 25
Creams and White Cleaner	
1 12	
TOBACCO.	
IMPERIAL TOBACCO COM-	
PANY OF CANADA.	
Chewing—Black Watch 6s	44
Black Watch, 12s	45
Bobs, 6s and 12s	46
Bully, 6s	44
Currency, 6¼s and 12s	46
Stag, 5 1-3 to lb.	38
Old Fox, 12s	44
Pay Roll Bars, 7¼s	56
Pay Roll, 7s	56
War Horse, 6s	42
Plug Smoking—Shamrock, 6s,	
plug or bar	54
Rosebud Bars, 6s	54
Empire, 6s and 12s	44
Ivy, 7s	56
Starlight, 7s	50
Cut Smoking—Great West	
Ponches, 8s	59
Regal Cube Cut, 9s	70
TEAS.	
THE "SALADA" TEA CO.	
East of Winnipeg.	
Wholesale R't'l	
Brown Label 1's and ½'s	.25 .30
Green Label, 1's and ½'s	.27 .35
Blue Label, 1's, ½'s, ¼'s	
and ¼'s	.30 .40
Red Label, 1's and ½'s	.36 .50
Gold Label, ½'s	.41 .60
Red-Gold Label, ½'s	.55 .80
LUDELLA CEYLON TEA.	
Orange Label, ½'s	.24 .30

ROYAL BAKING POWDER



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

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

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

THERE IS NO SUBSTITUTE

HERE'S THE POINT



The eyes of the world are turned toward Western Canada, consumers are coming in tens of thousands, scores of new stores are opening each month, and they are all calling to us for goods covering a full range of grocery supplies.

We Could Sell Your Line if We had it

Efficiency and thoroughness characterize every branch of our business.

Richards & Brown

Wholesale Grocers and Commission Merchants

WINNIPEG,

CANADA

THE CANADIAN GROCER

Brown Label, 1/2's & 1's 28 .40
 Brown Label, 1/4's 30 .40
 Green Label, 1/2's & 1s. 35 .50
 Red Label, 1/2's 40 .60

MELAGAMA TEA.

MINTO BROS.
 45 Front St. East.

We pack in 60 and 100-lb. cases.
 All delivered prices.

Wholesale Retail

Brown Label, 1-lb. or 1/2 25 .30
 Red Label, 1-lb. or 1/2 27 .35
 Green Label, 1's, 1/2 or 1/4 30 .40
 Blue Label, 1's, 1/2 or 1/4 35 .50
 Yellow Label, 1s, 1/2 or 1/4 40 .60
 Purple Label, 1/4 only .. 55 .80
 Gold Label, 1/4 only 70 1.00

"KOLONA" TEA.

Ceylon Tea, in 1 and 1/2-lb. lead packages—black or mixed.
 Orange Label, 1's 23 .30

Black Label, 1-lb., retail at 25c 20
 Black Label, 1/2-lb., retail at 25c 21
 Blue Label, retail at 30c 24
 Green Label, retail at 40c... 30
 Red Label, retail at 50c ... 35
 Brown Label, retail at 60c... 42
 Gold Label, retail at 80c... 55

JAMS AND JELLIES.

T. UPTON & CO.

Compound Jams — Red Raspberry, strawberry, peach, plum, red currant, black currant, cherry, gooseberry, blueberry, apricot, huckleberry. 12-oz. glass jars, 2 doz. in case, \$1 per doz.; No. 2 tin, 2 doz. in case, \$1.90 per doz.; No. 5 tin pails, 9 pails in crate, 37 1/2c per pail; No. 7 tin pails, 6 pails in crate, 52 1/2c per pail; No. 7 tin pails, 6 pails in crate, 52 1/2c per pail; No. 7 wood pails, 6 pails

in crate, 52 1/2c per pail; 30-lb. wood pails, 7 1/4c per lb. Packed in assorted cases or crates if desired.

Compound Jellies—Raspberry, strawberry, black currant, red currant, pineapple, 9 oz. glass tumblers, 2-doz. in case, 95c per doz.; 12-oz. glass jars, 2 doz. in case, \$1.00 per doz.; No. 2 tin, 2 doz. in case, \$1.90 per doz.; No. 5 tin pails, 9 pails in crate, 37 1/2c per pail; No. 7 wood pails, 6 pails in crate, 52 1/2c per pail; 30-lb. wood pails, 7 1/4c per lb. Packed in assorted cases or crates if desired.

Pure Orange Marmalade — Guaranteed finest quality. 12-oz. glass jars, 2 doz. in case, \$1.10 per doz.; 16-oz. glass jars, 2 doz. in case, \$1.50 per doz.;

pint sealers, 1 doz. in case, \$2.25 per doz.; No. 2 tins, 2 doz. in case, \$2 per doz.; No. 4 tins, 2 doz. in case, 35c per tin; No. 5 tins, 9 in crate, 42 1/2c per tin; No. 7 tins, 12 in case, 57 1/2c per tin; No. 7 wood pails, 6 in crate, 57 1/2c per pail; 30-lb. wood pails, 8c per lb.

JELLY POWDERS.

WHITE SWAN SPICE AND CEREALS, LTD.

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

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

YEAST.

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

PINEAPPLES

Do not forget the heaviest run is now on and they are at their best.

Delaware and Maryland strawberries are arriving in fine shape and prices are right.

Bananas, Oranges, Lemons, Limes, Tomatoes, Asparagus, etc.



25-27 CHURCH TORONTO
 are Largest Receivers

TANGLEFOOT



THE ORIGINAL FLY PAPER

has one-third more sticky compound than any other; hence is best and cheapest.

BANANAS
Tomatoes
Celery

AND

all early vegetables

We invite enquiry

Prompt attention and first-class service.

WRITE AT ONCE

LEMON BROS.

Owen Sound, Ontario

"Quality"

is the

"come before any"
consideration when
Tracuzzi
packs

"St. Nicholas"

J. J. McCabe

Agent

Toronto



OAKEY'S

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

'WELLINGTON'

KNIFE POLISH

JOHN OAKLEY & SONS, Limited
 Manufacturers of

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

Wellington Mills, London, England

FREQUENCY OF SAILINGS

Every eleventh day a Pickford & Black steamer leaves Halifax for Bermuda, St. Kitts, Antigua, Barbados, Trinidad and Demerara; the round trip occupying thirty days.

For further particulars apply to

PICKFORD & BLACK, Ltd.

Agents
 HALIFAX, N.S.

H

We

Bask

Every

Fresh

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RO
GL

Snowdon
 Manitoba
 J. A. T

Hothouse Tomatoes

We are producing some of the finest tomatoes this season we have ever had.

Local grown under glass.

Baskets contain 15 lbs. net—the price 21c. per lb.

Every tomato perfect—no waste—try them.

Fresh cars daily—

**Berries, Pineapples,
Cucumbers, Cabbage,
Bananas, etc.**

WHITE & CO., LTD.
TORONTO and HAMILTON

LEMONS

Lemonade weather has at last arrived and now is the time to push sales. We have both fresh cuts and November cuts. Let us have your orders.

STRAWBERRIES

Very fancy Maryland berries fresh every day. Send along a standing order.

PINEAPPLES

The season is passing. Come along before the best are over.

THE HOUSE OF QUALITY.

HUGH WALKER & SON
(Established 1861) GUELPH, ONTARIO

Worcester- shire Sauce

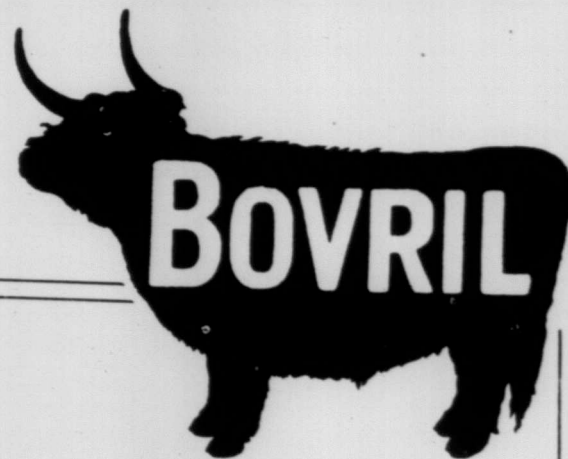
(Paterson's)

The most piquant of appetizers, needs no recommendation to the grocer who handles the best. If you have not stocked, do so—you will find it a really good seller, and a line that will pay you well on each sale, besides building a satisfied trade.

These are goods with high reputation—goods that will win trade to your store. They are put up in the finest factory in Scotland, under the most careful conditions of cleanliness.

ROWAT & CO.
GLASGOW, SCOTLAND

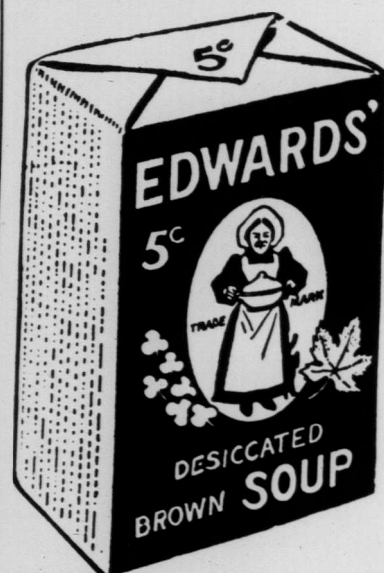
CANADIAN DISTRIBUTORS:
Snowdon & Ebbitt, 325 Coristine Building, Montreal, Quebec, Ontario,
Manitoba and the Northwest: F. K. Warren, Halifax, N.S.:
J. A. Tilton, St. John, N.B.; C. E. Jarvis & Co., Vancouver, B.C.



needs no introduction to your customers. Just send for a set of the handsome window and interior advertising cards we furnish free and prepaid. They will get the sales for YOU.

It's a good profit too.

BOVRIL, LIMITED, - MONTREAL



EDWARDS' DESICCATED SOUP is made in three varieties—Brown (made of best beef and fresh vegetables), Tomato, and White (both vegetable). Retails at 5c. a package, and in canisters at 15c. and 25c.

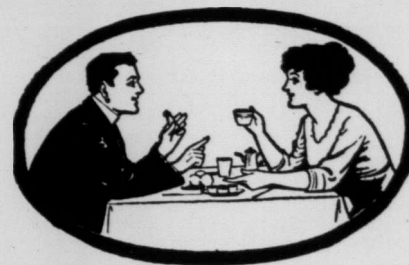
YOUR Customer

sees the big EDWARDS' DESICCATED SOUP advertisements—sees the goods in your store or your competitor's—tries a package—buys Edwards' Soup steadily.

Are you in line for this new trade or are you letting it slip?

DISTRIBUTORS

WM. H. DUNN, 396 St. Paul St.,	- - -	Montreal
W. G. PATRICK & CO.,	- - -	Toronto
W. H. ESCOTT & CO.,	- - -	Winnipeg



His Influence Counts

Give him a table salt that is always dry and fine—one that leaves the shaker evenly and without urging.

WINDSOR TABLE SALT

makes a firm friend of every man, because it is dry and fine, never cakes or clogs in the shaker, and it flavors food as it should be flavored—with not a trace of bitterness.

THE CANADIAN SALT CO.,
WINDSOR, LIMITED ONTARIO.

A SLIGHT DIFFERENCE

IN PRICE ON A CHEAP ARTICLE LIKE

Sal Soda

SHOULD NOT COUNT WHEN QUALITY IS CONSIDERED

BRUNNER, MOND & CO.'S ENGLISH SAL SODA

is the PUREST, contains LEAST MOISTURE and therefore GOES FURTHEST of any Washing Soda sold

WINN & HOLLAND, LIMITED

SOLE AGENTS

MONTREAL

Do You Need Any of These Lines to Assist the Service in Your Store?

Cheese Knives, Lard and Butter spades; highest grade, best steel.

Display and Delivery Baskets: Made of Steel Wire, heavily tinned and will not rust. Wire baskets are always clean, will outwear all others and effect saving of paper. These baskets are well raised from the floor with hardwood runners. If in need of baskets write us.

We also carry a full line of twines, (ball, spool and cone) cone stands, and ball hangers with twine take up. When in need, write for prices and illustrations.

Walter Woods & Co.
HAMILTON - - WINNIPEG

**Brunswick Brand
Canned Fish**

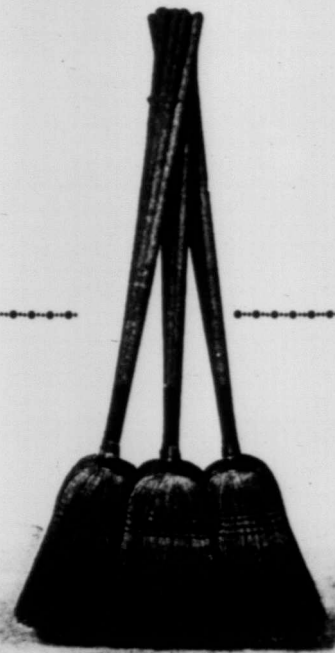


It is every grocer's wish that he should build a profitable business. What class of stock are you pushing to win for you? Do you stock Connor's Bros. goods? They are the kind that "Hit the Mark" of popularity and make satisfied customers for you.

Brunswick Brand Fish Foods, packed by this well-known firm, are the finest obtainable and may be relied upon to give the greatest satisfaction. By the "Brunswick" modern sanitary method of canning, the natural fish flavor is preserved to a remarkable degree.

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

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



**THIS IS THE AGE OF
SPECIALIZING**

WE make nothing but brooms and whisks, and make them as good as possible. We will welcome any complaints from anyone anywhere of faulty work in any broom bearing our label.

THE PARKER BROOM CO.
692 Wellington St. - - OTTAWA

Read The Letter

Asbestos, Co. Richmond, Que., March 1, 1907.
Messrs. S. F. Bowser & Co.,
Toronto, Ont.

Gentlemen,—Herewith please find enclosed my cheque of \$107.75 in payment of enclosed invoice.

I am proud to say you have served me to perfection, and am very much obliged to you. I am convinced that your oil pumps are indispensable to those who know and use them, and be sure that had I known them, I would have had one a long time since; it is about the best investment I have ever made.

Yours devotedly,

J. H. Bourbeau.

You Will Say The Same Thing

We have thousands of letters from merchants all over the United States and Canada, and they all prove our statement that no merchant can afford to be without a Bowser System.

When men who have used Bowsers recommend them so highly there is no use of us saying more.

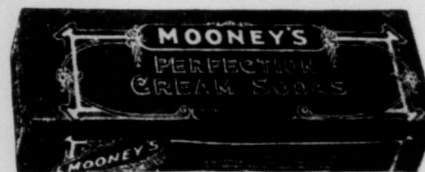
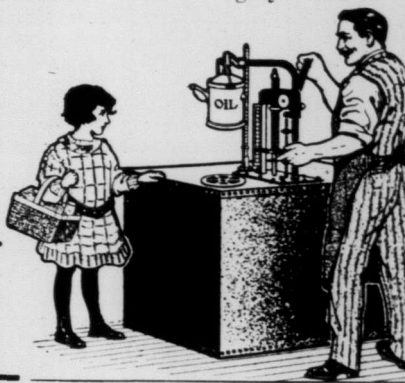
Let us send you our Catalogue. Drop a card to-day and say, "Send me book No. 5."

It's FREE.

S. F. BOWSER & CO.
(INCORPORATED)

66-68 Fraser Ave. Toronto, Ont.

For twenty-seven years manufacturers of
Self-measuring Pumps, Gasoline and Oil Stor-
age Systems, Dry Cleaning Systems, etc.



Quality is the Basis

of the upbuilding of
permanent business.

Mooney's Perfection Cream Sodas

are made of quality.

They are perfectly baked, neatly packed, and retain their fresh, crisp, toothsome taste. These sodas possess many other features which commend them to the public. This is why you should always handle the package that holds prominence over all others.

The Mooney Biscuit and Candy Co., Limited

Factories at

Stratford, Ont. Winnipeg, Man.
BRANCHES AT HAMILTON, OTTAWA,
SYDNEY, C.B., HALIFAX, N.S.,
FORT WILLIAM, CALGARY,
VANCOUVER, B.C., ST. JOHN, N.F.L.

All Good Things
are Imitated.

MAPLEINE

(The flavor de Luxe)

Is not the exception.

Try the imitation your-
self and note the difference.

Order from your jobber, or
Fredrick E. Robson Co.,
26 Front St. E., Toronto.

The Crescent Mfg. Co.
SEATTLE, - WN.



When writing advertisers kindly men-
tion this paper.

WHITE DOVE Cocoanut

The cocoanut which can be depended on—fresh, pure and wholesome, and a great favorite with the first-class cook. The grocery store to carry the best grade must stock this brand.

It's a sure winner and a good profit bringer.



W. P. Downey
MONTREAL, QUE.

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.

The
CONDENSED AD.
PAGE
WILL INTEREST YOU



Perfection and Popularity

go hand in hand. The wise grocer knows this to be a sound commercial fact. He accordingly stocks



Royal Shield Jelly Powders

For purity they will stand the most rigid tests—there are no adulterants or preservatives used in their manufacture—points which make Royal Shield Jellies exceedingly popular with housewives.

If you but suggest, you will find a steady and satisfied trade to be worked up for Royal Shield goods, and it is a profitable line, too.

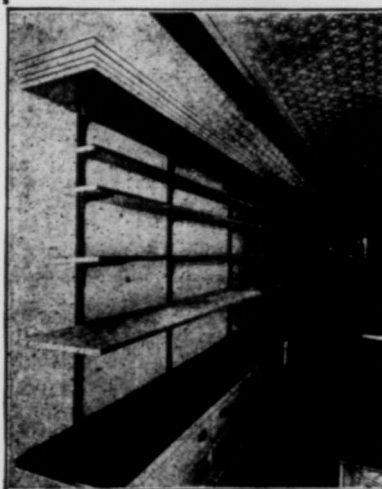
Campbell Bros. & Wilson

Limited

WINNIPEG

CAMPBELL, WILSON & HORNE, Limited, Calgary.
 CAMPBELL, WILSON & SMITH, Limited, Regina.
 CAMPBELL, WILSON & ADAMS, Limited, Saskatoon.
 CAMPBELL, WILSON & HORNE, Limited, Lethbridge.

THE BEST SHELVING FOR YOUR BUSINESS



Note the splendid stretch of shelf space—not a stick or prop in the way—all reserved for the best display of merchandise.

This is one of the many good points of our

Patent Adjustable BRACKETS

They are strong, durable, beautiful in appearance and leave all the space for display of goods.

Write, stating whether your building is brick or frame; and full information will be gladly sent.

The Piqua Bracket Company

SOLE MANUFACTURERS

PIQUA

::

OHIO

SOAP SENSE

is a sense very much akin to common sense which comes to a grocer after a while and tells him his best interests are served by handling only soaps whose quality and purity are known and proved. Such a soap is



which will establish confidence and build up your general connection. The public is getting wise and will rather pay a little more for a good article than pay through the nose for premiums. We sell the good article and offer no premiums.

Send for quotations.

THE GUELPH SOAP COMPANY

GUELPH

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ONTARIO



YOU make fully 25% when you handle Reindeer and Jersey Brands Milk, Coffee and Cocoa. (Stock the full line.) The Reindeer head on any label gives your customer confidence that you sell the best goods in that line (at least) that money can buy. So it's your fault if you are not increasing your sales and profit on preserved milk. The price denotes the quality.

REINDEER LIMITED
TRURO, Nova Scotia.

CHILDREN
grow sturdy and strong on

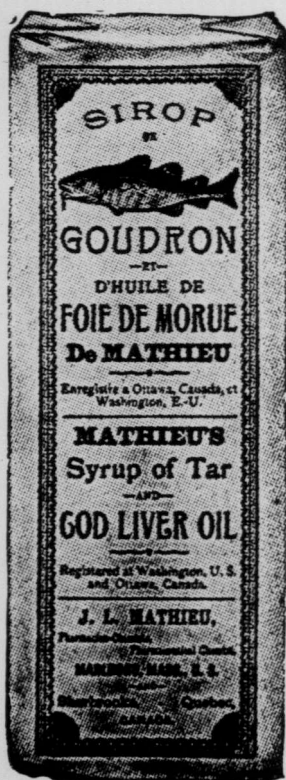
A B S O L U T E L Y



P U R E

It's full of nourishment and easily digested.
Order a box from your jobber to-day.

Money in Other People's Coughs



A suggestion, when you hear a cough, that

MATHIEU'S SYRUP OF TAR AND COD LIVER OIL

is great for coughs and colds, will nine times out of ten result in a sale for you, and a cured cough for your customer, "Many mickles make a muckle."

J. L. MATHIEU CO., PROPS.
SHERBROOKE, P.Q.

Where fever accompanies a cold,

Mathieu's Nervine Powders the great Headache and Neuralgia cure, are very helpful. They break up the fever, stop the pain in bones, and give great physical relief.

Newton A. Hill, 25 Front St. E., Toronto, Ont.
Distributor for Western Ontario.

Chaput, Fils & Cie., Montreal, Que.

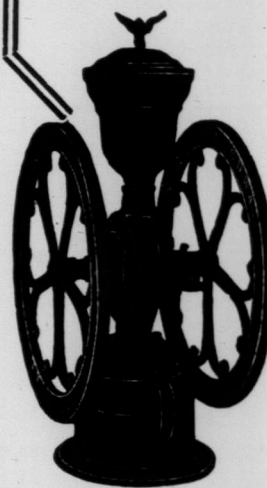
Foley Bros. & Larson, Winnipeg, Man.

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.

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

VANCOUVER—The W. H. Malkin Co., Ltd. Wm. Braid & Co.; Kelly, Douglas & Co., Ltd.

HAMILTON—James Turner & Co.; Balfour, Smye & Co.; McPherson, Glasco & Co.

TORONTO—Eby, Blain, Ltd.

LONDON—Gorman, Eckert & Co.

ST JOHN, N.B.—G. E. Barbour & Co.; Dearborn & Co.

REGINA, Sask.—Campbell, Wilson & Smith.

MONTREAL—The Canadian Fairbanks Co. (and branches).

EDMONTON, ALTA.—The A. MacDonald Co.

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

THE DEMAND FOR



SMOKED MEATS

is increasing all the time, which proves that the public are exacting in their taste and know choice meats.

LARD

Our Elgin Brand Lard is as pure as lard can be made, and our other grades are Pure Lard, Lard and Beef Shortening and Baker's Friend. We also make a specialty of Yellow Rose Cooking Oil.

The St. Thomas Packing Co., Ltd.

Pork Packers and Provision Merchants
Pork, Pork Products and Beef, Butter, Eggs and Cheese
ST. THOMAS, ONT.

Wholesale Branches at Windsor and London, Ont.

Let us send you one of our Post Card Order Books



If you are in doubt when ordering drinks for your summer and picnic trade, order only the kind that have been tried and tested — the drink whose merits have made them popular.



Raspberry Vinegar, Lime or Fruit Juices have been tried and tested and are not found wanting. They are a safe buy for quick and sure sales.

THE T. A. LYTTLE CO., LIMITED
STERLING ROAD, TORONTO

Condensed Milk Growing Popular



A great change has come over the public in the course of the past few years and condensed milk is a recognized household article.

Grocers who are up-to-date should tone up their stocks with the Malcolm lines, which are both new and good.

St. George Evaporated Milk, 4 doz in case..\$3.50
Princess Condensed Milk, 4 doz. in case...\$4.20
Banner Condensed Milk, 4 doz. in case...\$5.00

Our lines will bring you new customers and quick returns.

Order them from your wholesaler or direct from the factory. Delivered in 5-case lots to any point in Ontario or East of Halifax.

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

EVERY DAY

and every hour of every day there is call for the use of



SNAP HAND CLEANER

It removes easily all kinds of soil and does not injure or roughen the tenderest skin. Every dealer should carry SNAP.

SNAP COMPANY, Limited
MONTREAL, QUE.



NOT A THEORY

The popularity of goods put up in packages over the old-fashioned "Bulk" goods has resulted in large increases of sales of branded grocery specialties.

CHINESE STARCH

is a branded package—the standard—the starch for beautiful work. The Chinaman on the package is a guarantee of quality. Each package contains full 16 oz.

Write for list of our products and prices.

AGENTS: Standard Brokerage Co., Vancouver, B. C.; Escott & Harmer, Winnipeg, Man.; Harry Horne & Co., Toronto, Ont.; Norman D. McPhee, Hamilton, Ont. The Lawrence Nfld Co., Ltd., St. John's, Nfld. J. J. McKinnon, Charlottetown, P. E. I.; Boivin & 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.

O. Lefebvre, Prop. OCEAN MILLS MONTREAL

LASCELLES DE MERCADO & CO.

General Commission Merchants

KINGSTON,

JAMAICA

EXPORTERS OF

Sugar, Rum, Coffee, Cocoa, Pimento and all West Indian Produce



Have No Hesitation

in recommending to your best customer

'Bluenose' Butter

It always opens up in excellent shape, and its quality and flavor are remarkably fine. Taste 'Bluenose' yourself! Then you'll feel more enthusiastic about recommending it.

SOLE PACKERS

SMITH & PROCTOR, - HALIFAX, N.S.

SMITH AND PROCTOR

SOLE PACKERS

Halifax, - N.S.

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

AURORA COFFEE

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

W. H. GILLARD & CO.,

Wholesalers

HAMILTON, ONT.



Sell goods which are well
advertised and guaranteed

SHAMROCK

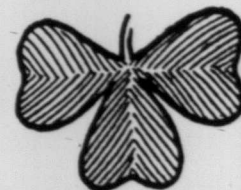
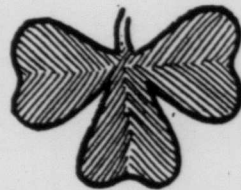
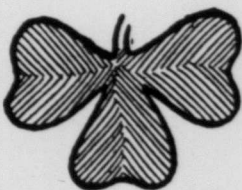
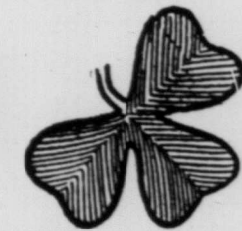
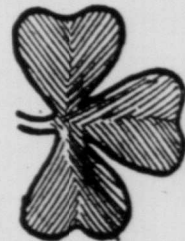
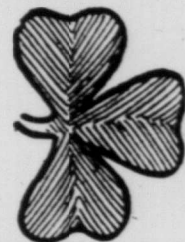
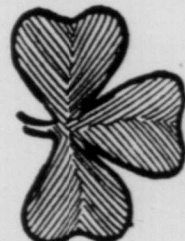
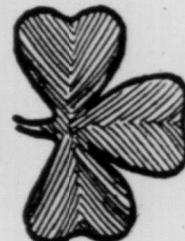
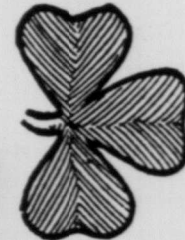
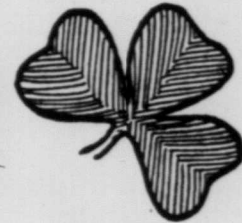
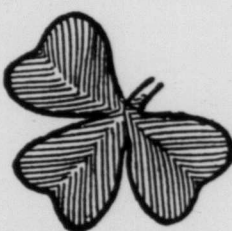
QUALITY PLUG

SMOKING TOBACCO

is being extensively advertised, and every plug is guaranteed. Shamrock is termed with reason the "quality plug smoking tobacco," it is cool and always in fine condition.

HOW IS YOUR STOCK?

THE EMPIRE TOBACCO CO. (BRANCH OF)
IMPERIAL TOBACCO CO., of Canada, Ltd.
MONTREAL, CANADA



CO.

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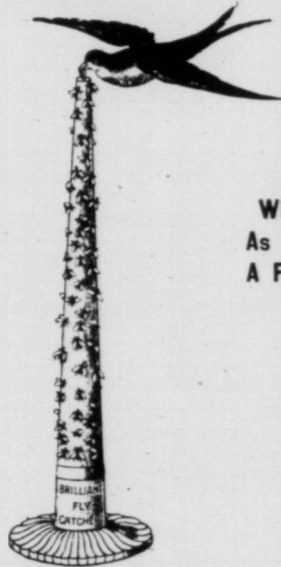
H

You Can't Get Any Cheaper. You Can't Get Any Better.
So, Why Pay Any Higher?

\$1.75 per box of 100

Profitable enough, too, eh?

The Most
Reliable Glued
Catcher On The
Market.



Will Unroll
As a Ribbon
A Full Yard.

For Jobbers' Prices Write

GRANGER FRERES LIMITEE, - MONTREAL

Selling Agents for Western Provinces:
J. J. Tomlinson & Co., - Winnipeg

Are You a Salesman?

You are. Then you are able to work up a nice trade in tobacco. It does not require much work. Just a display of leading lines and a few words with your customers. You'll soon win them over to purchase their tobacco from you.

Maple Sugar Chewing Tobacco

is a really good line and will please the most particular. You are supplying families with groceries every day, why not supply their husbands with their tobacco?

Write us about other lines.

The Rock City Tobacco Co.
Quebec Winnipeg

Tuckett's Orinoco Tobacco

NO BETTER
JUST
A LITTLE MILDER
THAN



Tuckett's Myrtle Cut Tobacco

WHICH HAS THE LARGEST SALE IN CANADA.

TUCKETT LIMITED

Hamilton,

Ont.

CLASSIFIED ADVERTISING

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

Contractions count as one word, but five figures (as \$1,000) are allowed as one word. Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

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

BUSINESS CHANCES

FOR SALE—A THRIVING GROCERY BUSINESS in the best town in Eastern Ontario—Smith's Falls. Apply Box 430, Canadian Grocer. (4)

GOOD, CLEAN, NEW GROCERY BUSINESS for sale in Eastern Ontario. Town of 2,000 population. Turnover \$20,000 to \$30,000 per year. Store may be rented on easy terms. Apply Box 431, Canadian Grocer.

FOR SALE

CASH REGISTER FOR SALE—4 DRAWER National Cash Register for sale. Present owner has no further use for same. Register is in perfect condition and will be sold at an extremely low price. For price and further particulars address Cash Register, care Canadian Grocer, Toronto, Ont.

SITUATION VACANT

WANTED—A TRAVELLER TO REPRESENT a leading Grocery House in one of the most promising territories in British Columbia, salary \$150.00 with prospects of advancement. No one but a really first-class, up-to-date man need apply. Reply Box 428, Canadian Grocer.

SALESMAN WANTED — ONE WHO HAS made good selling specialty or staple line. For a man thoroughly acquainted with the grocery business and with experience in advertising, this is a splendid opportunity. Apply, giving age, experience and salary expected, to Box 500, Canadian Grocer, Toronto.

PRICE TICKETS

PRICE TICKETS FOR WINDOW SHOW goods. Black lettering on white cards marked 25c., 50c., 75c., \$1, \$1.25, \$1.50, \$1.75, \$2, \$2.50, \$3, \$3.50, \$5. Dozen in set, per set, 15 cents postpaid, or two sets for 25 cents while they last. Technical Book Dept., MacLean Publishing Co., 143 University Ave., Toronto.

PRINTING

CHEAPEST PRINTING ON EARTH.—BOOK-lets, Catalogues, Price Lists, Handbills, and any other fine printing for the grocery trade at fiercely competitive prices. Russell Smart, 40a Chancery Lane, London, England.

MISCELLANEOUS

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott-Fisher, Ltd., Room 314 Stair Building, Toronto.

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

BUCKWHEAT FLOUR GUARANTEED pure and unsurpassed by any mill in the province. T. H. Squire, Queensboro, Ont., solicits your orders.

MISCELLANEOUS

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

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

COUNTER CHECK BOOKS—WRITE US to-day for samples. We are manufacturers of the famous Surety Non-Smut duplicating and triplicating counter check books, and single carbon pads in all varieties. Dominion Register Co., Ltd., Toronto.

COUNTER CHECK BOOKS—ESPECIALLY made for the grocery trade. Not made by a trust. Send us samples of what you are using, we'll send you prices that will interest you. Our holder, with patent carbon attachment, has no equal on the market. Supplies for binders and monthly account systems. Business Systems, Limited, Manufacturing Stationers, Toronto.

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

EGRY BUSINESS SYSTEMS ARE DEvised to suit every department of every business. They are labor and time savers. Produce results up to the requirements of merchants and manufacturers. Inquire from our nearest office. Egr Register Co., Dayton, Ohio; 123 Bay St., Toronto; 258 1/2 Portage Ave., Winnipeg; 308 Richards St., Vancouver.

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

MODERN FIREPROOF CONSTRUCTION—Our system of reinforced concrete work—as successfully used in many of Canada's largest buildings—gives better results at lower cost. "A strong statement" you will say. Write us and let us prove our claims. That's fair. Leach Concrete Co., Limited, 100 King St., West, Toronto.

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

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

PENS—THE VERY BEST PENS MADE ARE those manufactured by William Mitchell Pens, Limited, London, England. W. J. Gage & Co., Limited, Toronto, are sole agents for Canada. Ask your stationer for a 25c. assorted box of Mitchell's Pens and find the pen to suit you.

THE MONEY YOU ARE NOW LOSING through not having a National Cash Register would pay its cost in a short time. Write us for proof. The National Cash Register Co., 295 Yonge St., Toronto.

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

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

YOU CAN BUY A REBUILT TYPEWRITER from us. We have about seventy-five typewriters of various makes, which we have rebuilt and which we will sell at \$10.00, \$15.00 and \$20.00 each. We have also a large stock of better rebuilt at slightly higher figures. Write for details. The Monarch Typewriter Co., Ltd., 46 Adelaide St., W., Toronto, Canada

LICENSED GROCERY

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

Supplied by Appointment to the House of Lords

O.K. SAUCE

Delicious
Fruity
Appetizing

Highest Award
(Gold Medal) October 1911 Festival of Empire Exhibition, LONDON.

Ask your Jobber or apply direct

Sales Agents from Atlantic to Rockies

The Turnbull Company

Winnipeg, Manitoba

For British Columbia: The Standard Brokerage Co., Vancouver.

MACARONI

Olives — Green and Black

Cheese —

Gorgonzola Roman
Parmesan Swiss

Tomatoes — Italian Peeled

Tomato Extract

Spanish Peppers

Green Peppers

Onions

Garlic

Haricots Vert

etc., etc., etc.

WRITE

H. E. VIPOND

MONTREAL

REPRESENTATION WANTED

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

It Cannot be Equalled

That's a fact. There is nothing purer, nothing which will give such complete satisfaction as

Hirondelle (Brand) MACARONI

Made in the sunniest factory in Canada under the management of an expert. Do not hesitate about giving preference to this brand. It's just as good as any imported.

The C. H. Catelli Company, Ltd.
MONTREAL, CANADA

WONDER FLY KILLER

Is the most successful fly-exterminator known. It lasts the entire season.

Every aggressive dealer should handle this modern fly-killer.

If your jobber cannot supply you write direct.

Dominion Agent: **Joseph R. Wilson,** 204 Stair Building TORONTO

Distributors:—ALBERTA, Nicholson & Bain MANITOBA and SASK. W. H. Eacott, 137 Bannatyne Ave., Winnipeg, Man.; ONTARIO, Jas. Turner, & Co., Hamilton; QUEBEC, A. Francis Turcott, Room 16, Martin Block, Quebec, Que.; EASTERN PROVINCES, H. B. McLaughlin, Truro, N.S.



A NEW LABEL

In the shape of an exquisitely colored maple leaf with the E.D.S. Triangle will in future add to the appearance of the packing of



Pure Fruit and Vegetable products.

Our aim is to produce the best in canning packing and labeling of the ever-popular E.D.S. Brand products.

Made only by

E. D. SMITH
WINONA, :: ONT.

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





**Stuhr's
DELICACIES.**

**Genuine Caviare,
Anchovies in Brine,
IN TINS AND GLASSES.**

Sold by all High-class Provision Dealers.

C. F. STUHR & CO., HAMBURG

**Queen City Water
White Oil**

GIVES PERFECT LIGHT

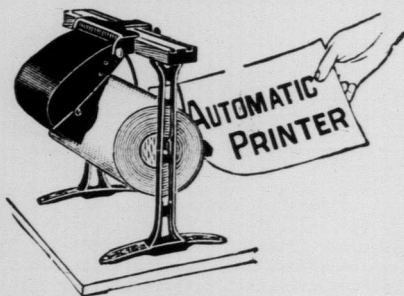
The most economical high-grade oil
ever sold in Canada

FOR SALE EVERYWHERE

**Here's a Bargain
In Every Sense**

This neat little machine, selling at a ridiculously low figure, will be the means of saving you a good sum annually.

Reduces Advertising Bills.



because you send your messages about cheap sales, etc., to every home on your wrapping paper and bags.

SEND US A LINE.

Utilities Limited

Bank of Ottawa Bldg.
MONTREAL



**A SUGGESTION OF
VALUE**

TO THE

Progressive Grocer

MAKE JUNE A MONTH OF
SPECIAL INTEREST TO

MRS. NEWLYWED

The ERMALINE SYSTEM

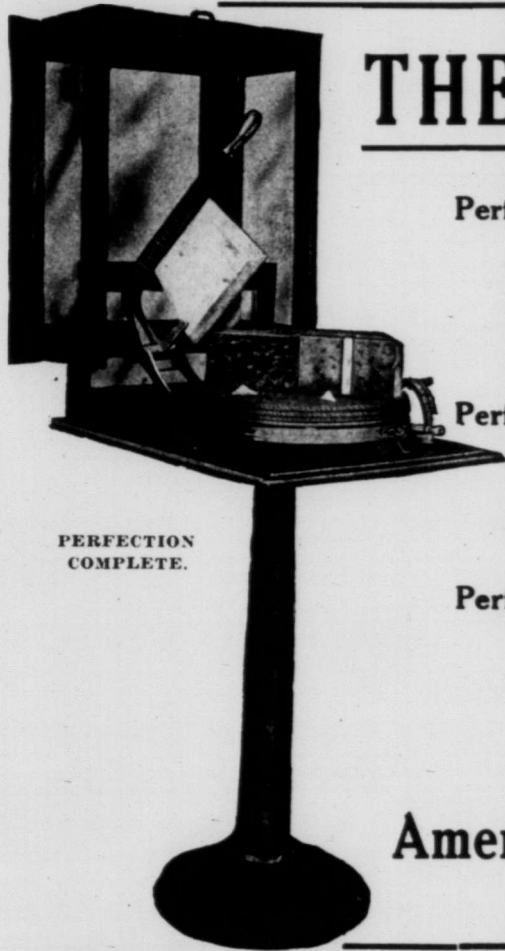
of cooking with PAPER BAGS is the
logical solution of the kitchen problem

Write for samples and our special
JUNE SHOWCARDS

Edward Lloyd, Limited
MONTREAL

"ASK YOUR WHOLESALER"

THE PERFECTION WAY



PERFECTION
COMPLETE.

Perfection Cheese Cutter Computes

Absolutely no figuring required.
Makes every cheese pay full profit.
Simplest in construction and operation.
A five ply birch board.
Handsomely finished in scale blue ENAMEL.
A glass shield and splitting wire free.

Perfection Cabinet

Makes absolute sanitation.
Displays to the best advantage.
Handsomely finished.
Glass on three sides and top.
Increases trade and profit.

Perfection Pedestal

Made of iron, enamelled scale blue.
Saves counter room.
Demands attention, increasing sales.

Write for Perfection Silent Salesman, Circulars and Prices.

American Computing Co. of Canada
Hamilton, Ontario

A Crisp Tasty Toast

That will delight your customers who want something more nourishing than ordinary toast or crackers

TRISCUIT

The whole wheat, steam-cooked, shredded, compressed into a wafer and baked—the maximum of nutriment in smallest bulk. Heat it in the oven to restore its crispness and then serve with butter, cheese, marmalades or peanut butter. Delicious with hot cocoa, malted milk or other beverages.

**The Canadian Shredded
Wheat Company, Limited**



Niagara Falls,
Ontario

J 91

BETTER

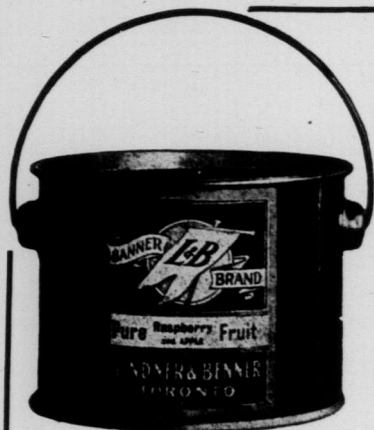
BUY BEANS

Quaker Quality

Best Baked

Mathewson's Sons

MONTREAL



**IT PAYS THE
DEALER TO
CONCENTRATE
ON L. & B. BAN-
NER BRAND
JAMS AND
JELLIES**

You may have the cleanest and brightest store in your town. The first impression people get of it may be most favorable. The first impression is important, but it will not go far unless backed up by the right goods.

If you pass out inferior goods—jams especially, (Factory made jams always receive severest criticism) the customer figures that she has been deceived, and the store gets a black eye.

Concentrate on L. & B. Banner Brand Jams and Jellies and watch the volume of your jam business increase.

LINONER & BENNER, TORONTO

Phone Park 2985 291 Arthur St.

WESTERN AGENTS:

Laing Brothers, Wholesale Grocers, Winnipeg, Manitoba



EZY-WASH

Here's another of our specialties Mr. Grocer, one which will be looked for by the housewife just as eagerly as Odor Starch.

No Wash-Board

No Wash-Machine

neither of these is

needed with EZY-WASH.

No necessity to rub the clothes therefore no wear, no tear.

EZY-WASH will not injure or fade the finest goods or colors.

No potash, no lye, no acids, just a splendid easy washer, the result of years of thought.

**WE WANT GOOD REPRESENTATION
RETAILERS GET SAMPLES**

V. J. CARON & CO., LIMITED

15 ST. CLAUDE STREET, MONTREAL

Also Odor-Gloss, Perfume Gloss, Parisian Perfume Blue

FIRST COME FIRST SERVED

That's our policy during this season when we have a large number of first class bargains to offer. You will readily see that we must fill all orders in rotation as received, and we would advise you, therefore, to read our advertisement just as soon as you receive **THE GROCER** and figure out your wants immediately.

REDUCED PRICES. BIGGER PROFITS.

- 50 c/s Galipebs Mushrooms (Hotel).
- 1,000 c/s Assorted Salmon.
- 400 c/s Currants in 36 pkgs. of 1 lb.
- 1,000 c/s Prunes.
- 100 c/s Shelled Walnuts.
- 250 c/s Imported Ginger Ale. (Trayder).

JOB DON'T MISS THIS JOB

- 800 reams of parchment butter paper.
- 11 bbls. Purnell Malt Vinegar.
- 8 c/s Beauport Malt Extract.
- 31 c/s Vermouth Gondran, Marseilles.
- 25 c/s Celestin Vichy Water. (In Pts.)

TEAS

Why not let us quote you regularly for teas? We can offer you the highest quality at the lowest possible price. Let us send you a trial chest. You'll be quite satisfied.

Japan Teas,	IF IT IS JAPANS	China Teas,
Ceylon Black,	SPECIFY	Ceylon Green,
Indian Black.	VICTORIA and	Young Hyson.
	PRINCESS LOUISE.	

KINDLY ASK FOR SAMPLES.

LAPORTE, MARTIN ET CIE., LTEE.,

568 ST. PAUL STREET, MONTREAL

TELEPHONE MAIN 3766

Allison
Americ

Baker,
Balfour
Benehl
Bickle,
Borden
Bovril,
Bowler
Brand
Brown

Campbe
Canada
Canada
Canada
Canada
Cane,
Caron,
Chase
Catelli,
Chivers
Clark,
Clawson
Coles M
Common
Connors
Crescent

Dalley,
De la B
Distrib
Dominio
Dominio
Downey,
Dunn,

Eby Blai
Eckardt,
Edwards
Ems, Lt
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Estabro
Eureka
Ewing &

THE CANADIAN GROCER

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THE NAME "FAIRBANK" MEANS SOAP SURETY

"Have You a Little Fairy in Your Home?"
has made the BEST toilet soap EASIEST to sell,

The big, white, sweet cake of FAIRY SOAP that stays white and sweet to the last thin wafer, stands for your opportunity to have big toilet soap trade. It has more real washing power, more real soap virtue, than any other soap for five cents, and every customer you start buying it will be a pleased customer and keep on buying it always.

Made by
THE N. K. FAIRBANK COMPANY, MONTREAL





GAZELLE



The foremost brand of Canned Goods in
Canada and elsewhere

Hudon, Hebert & Co., Limited
WHOLESALE GROCERS
MONTREAL

Established A.D. 1839

THE CANADIAN GROCER

RAMSAY'S FARM CREAM SODAS

There is always one by which the rest are measured. In the Soda biscuit world that one is Ramsay's Farm Cream Sodas.

Ask the women customers of your store who have used Ramsay's (and are invariably buying Ramsay's Farm Cream Sodas yet) if there is another Soda biscuit that has that delicious creamy taste, that satisfying daintiness unknown to other brands.

Every item of known worth in the making of Sodas is part of the Ramsay policy in the manufacture of Farm Cream Sodas. Made in a factory of modern equipment and perfect light.

Put in a Stock
For YOUR
Trade



RAMSAY'S LIMITED

330 NICOLET STREET, MONTREAL



Duck Mountain, Man.
Dec. 18, 1911

"We both use FIVE ROSES flour and sell it too. We sold 2 or 3 sacks of it to people who told us they had never used it till they bought it from us and they said they had never had such good bread in their lives as they had with it out of what they had bought from us."

(Name on Request)

The FIVE ROSES flour package has kept many a merchant from shipwreck. When others have gone under, it has kept buoyant.

It has ignored the reefs of Unreliability, braved the winds of Dissatisfaction, avoided the deadly iceberg of Competition. Why shouldn't YOU enjoy steadily increasing sales—permanent growing profits?

Just think how successful our customers must be when the output has grown from 800 barrels in 1888 to 10,500 barrels a day.

Ask YOUR jobber for FIVE ROSES, or write nearest office.

LAKE OF THE WOODS MILLING COMPANY, LIMITED

"The House of Character"—Capacity, 10,000 bbls. daily

Montreal Toronto Ottawa London St. John Keewatin Winnipeg Vancouver

Burnhamthorpe, Ont.

"My father keeps a store and sells your FIVE ROSES flour. Its sale is constantly increasing and satisfactory."

(Name on Request)

"We use and sell FIVE ROSES flour and think it all right."

(Name on Request)

Five Roses Flour

Not Bleached



Not Blended