

**PAGES
MISSING**

THIS IS THE 1,326th ISSUE OF

CANADIAN GROCER

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Vol. XXVII.

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No. 19

Borden's

LOOK FOR THIS NAME ON THE NEW LABEL OF REINDEER COFFEE

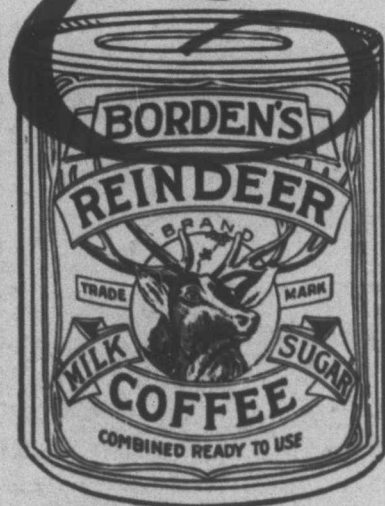
Borden's "REINDEER BRAND" Coffee has proven itself worthy of the name which is recognized from one end of the continent to the other, as the signet of Quality and Purity in Milk products.

These handsome brown and gold labelled tins will make a splendid display for your windows and cases. Get them before your trade now. Picnic and outing time is here.



The Leading Brand Since 1857

The Name "Borden's" on Milk Products is the Highest Guaranty of Quality and Purity



Any Milk product bearing the name "BORDEN'S" can positively be relied upon as being the best that money can produce.

It is the name known to the millions and is always associated with Quality and Purity. It is the highest form of guaranty you can give to your patrons with every can of milk product you sell.

BORDEN MILK COMPANY, Limited
"LEADERS OF QUALITY"
MONTREAL

Branch Office: No. 2 Arcade Building, Vancouver

The meat of the finest full-bred steers reared on the "BOVRIL" estates which comprise over nine million acres of the best pasturage in Australia and the Argentine:

THAT'S



—BUT CONCENTRATED

—concentrated to the highest possible degree.

BOVRIL is the most widely known concentrated beef in the world, and is used in very large quantities in every country.

Put up in five sizes: 1 oz., 2 oz., 4 oz., 8 oz., and 16 oz. bottles always the same shape.

Introduce the larger bottles to your patrons and demonstrate to them the economy of buying those bottles in preference to the smaller sizes.

There is more profit in it for you —
Send for some 8 oz. and 16 oz. bottles to-day.

BOVRIL LIMITED

27 St. Peter St.

MONTREAL

"Griffin & Skelley's" Canned Fruits

Canned Apricots, Canned Peaches, Canned Grapes, Pears, White Cherries, Black Cherries, Blackberries, Damson Plums, Egg Plums, Golden Drop Plums, Greengages, Raspberries, Strawberries and Pineapples—fruits of recognized canned excellence. By the name "Griffin & Skelley," you shall know these products as safe canned fruits to buy and sell.

G. & S. Asparagus

has all the delectable charm of the tender blades freshly cut from the Griffin & Skelley private beds on the banks of the Sacramento River. Almost within an hour from the time it leaves its growing place it is ready to can and seal—all the original piquant flavor and all the delicacy of the fresh young stalks is thus retained.



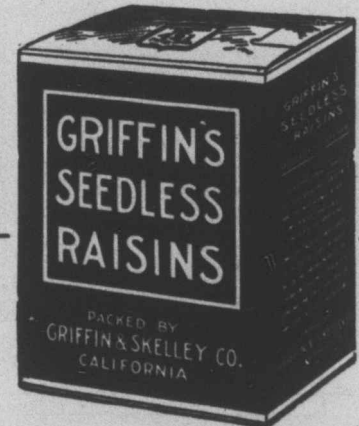
Standard trade-marked goods are a bulwark of safety, and as desirable to have on your shelves as money on your pass-book, for they turn themselves quickly—and with absolute certainty.

Hawaiian Pineapple

The virtue of absolute cleanliness is firmly linked to that of evenness of quality in the Griffin & Skelley line of canned Pineapple. The standard of excellence remains as fixed as the stars—it never varies. This is a line of known Quality goods that will positively give you a quick turn-over.

Seedless Not Seeded

A distinct fancy variety of **Absolutely Seedless Raisins** cured in the sun. Most highly flavored, most wholesome and the cleanest. The Griffin & Skelley line of dried fruits and vegetables are known as the standard for evenness of quality and packing. Your customers will appreciate it if you sell them this pack.



Arthur P. Tippet & Co.

Agents

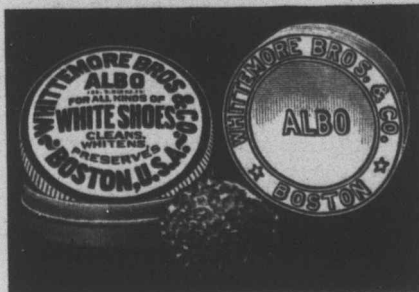
Toronto

Montreal

Finest
Quality

Whittemore's Shoe Polishes

Largest
Variety



Oldest and Largest Manufacturers of Shoe Polishes in the World

"GILT EDGE" Oil Polish. The only Ladies' Shoe Dressing that positively contains OIL. Softens and preserves. Imparts a beautiful Black lustre. Always ready to use. Largest quantity. Finest quality. Polishes without rubbing. Retail 25c.

"ALBO" Cleans and whitens Canvas, White Buck, Suede and Nubuck shoes. Each cake in a zinc-tin box with sponge (see cut). Retail 10c. Each cake in a handsome aluminum box with sponge. Retail 25c.

"NUBUCK" White Leather Dressing cleans and whitens Buck, Nubuck, Suede and Ooze leathers, both smooth and nappy finish. Retail 25c.

"DANDY" COMBINATION. For cleansing and polishing all kinds of russet, brown or yellow boots, shoes, saddles, bridles, etc. Retail 25c. **"STAR"** russet combination (10c size). Russet, Brown and Ox Blood pastes (5 sizes of each color).

"ELITE" COMBINATION. For those who take pride in having their shoes look A1. Restores color and lustre to all black shoes. Retail 25c. **"BABY ELITE" COMBINATION** (10c size). **"ELITE" PASTE** in 5 sizes.

"QUICK WHITE" makes dirty Canvas shoes Clean and White. In liquid form, so can be quickly and easily applied. A sponge in every packet so always ready for use. Two sizes, retail for 10c. and 25c.

Send for circulars giving full particulars of our other Polishes to **WHITTEMORE BROS. & CO., Boston, Mass., U.S.A.**

For Sale by the Shoe Findings and Shoe Jobbing Trades of all Canada.



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.

INCREASE YOUR SALES
PROFIT AND PRESTIGE

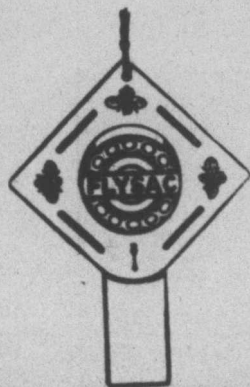
Sell the fly destroyer that does the work.

Flysac Flycatcher

Hermetically sealed. No leakage. Covered evenly with gum.

HODGSON SUMNER CO.
LIMITED
MONTREAL

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



"Remarkable Value

considering others not as good are selling for more."

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

GILMOUR'S ANTISEPTIC HAND CLEANER

("The Yellow Tin with the Goods in")

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

THE GILMOUR CO.
604 Papez Avenue, - MONTREAL



FULL OF NUTRITIOUS WORTH

¶ Borden's (Eagle Brand) Condensed Milk is a body building force. It is unequalled for table and cooking purposes and as an infant food its high quality (tested), absolute purity and nutritious qualities imparts to the small being all the essentials that go to build up a strong and healthy body.

¶ The correct knowledge of the manufacture of this delicate article of food is only acquired by many successive years of experience. Our experience covers a period of fifty-six years.

¶ For purposes where an unsweetened milk is preferred, *Borden's Peerless, St. Charles or Jersey Brands* fill every requirement. Having all the advantages of fresh fluid milk and none of its disadvantages.

Surely no wide-awake dealer can doubt the selling qualities of the Borden Brands. Recommend and display these "Leaders of Quality."

(SINCE 1857)

Borden Milk Co., Limited

"Leaders of Quality"

MONTREAL

Branch Office: No. 2 Arcade Bldg., Vancouver



(The Original)

A Special Introductory Offer

To further introduce

CHIVER'S PURE ENGLISH JAMS, ORANGE MARMALADES, ETC.

we are offering for a limited time a special introductory offer.

CHIVER'S are the recognized standard for imported Jams, etc., and have the distinction of being appointed purveyors to His Majesty King George V.

NOW is the time to secure your supply for the Spring and Summer demand.

Drop us a line and we will be pleased to give you full details, and show you how you can secure CHIVER'S PURE, ENGLISH JAMS, ORANGE MARMALADES, ETC., at a price below the cost of domestic packs.

We have all style packages. Glass 1s. and 2s. Tins 4s. and 7s., etc.

Did you get a 5-case lot of "ARGO" Salmon. Many did and are repeating. The price, \$2.10, still holds good, though supply limited.

FENWICK, HENDRY & CO.

Manufacturing Wholesale Grocers

KINGSTON - - - ONTARIO

Our mail order department is extensively patronized. There is a reason. We are prompt shippers.

John Gray & Co., Ltd.

Glasgow

Scotland

1 lb. Floral Glass

Samples and Prices
from

Maritime Provinces, Quebec, Manitoba, Saskatchewan and Alberta, W. H. Dunn, 396 St. Paul Street, Montreal; Toronto, Lind Brokerage Co., 47 Wellington St. East; Ottawa, E. M. Lerner & Sons, 11 York Street; British Columbia and Yukon, Kirkland & Rose, 312 Water Street, Vancouver.



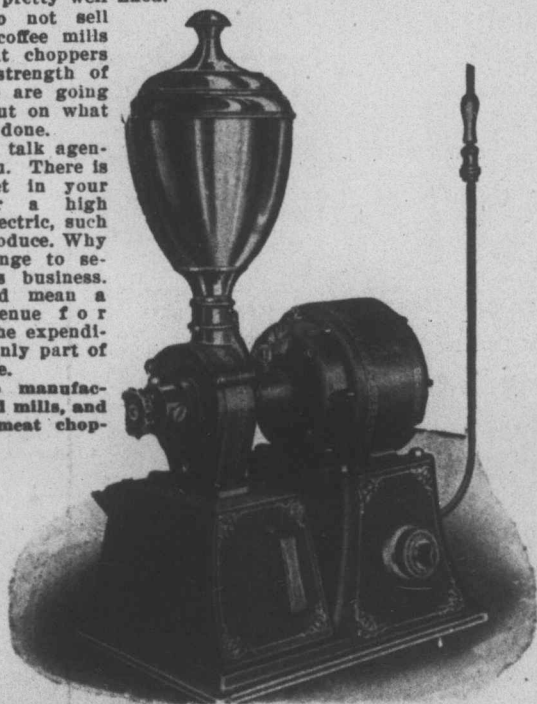
THE MARKET

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

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

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

We also manufacture hand mills, and electric meat choppers.



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

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

THE MARK OF OLIVE QUALITY

Club House Brand

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

Back of every bottle is our guarantee of quality, assured sales with a good margin of profit.

Handle "Club House" Brand Olives.

Send your orders to-day.

Gorman, Eckert & Co., Ltd.

London, Ontario

Western Selling Agents
MASON & HICKEY
WINNIPEG



THE CANADIAN GROCER

“SIMCOE”

Baked Beans

A popular line that has found wide-spread favor by reason of its unvaried quality and generous quantity.

All beans used in “Simcoe” Brand are hand-picked, and processed with the greatest care—nothing but the purest sauces and spices are used, A size to suit every demand, 1’s, 5’s, 3’s (Family) and 3’s (Tall.)

More beans at a smaller price.

Dominion Cannery, Ltd.
Hamilton - - - Canada





EPPS COCOA

"THE BEST EVER SINCE 1839"

EPPS COCOA IS MADE FROM THE FINEST SELECTED COCOA BEANS AND BY OUR SPECIAL PROCESS THE HIGHLY NUTRITIOUS BUTTER OR OIL CONTAINED IN THE NATURAL COCOA IS MADE SOLUBLE AND EASY FOR DIGESTION.

We have just received a supply of most attractive advertising matter and samples.

Write to-day—for YOUR share.

SAMPLES AND SPECIAL ADVERTISING FREE

JAMES EPPS & CO., Ltd., LONDON, ENG.
25 East Front Street Toronto

HIRONDELLE BRAND

(Swallow Brand)

M
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For quality, deliciousness and tenderness "Hirondelle Brand" Alimentary Pastes are unexcelled—as good as any imported. Highest grade Canadian hard wheat flour being used in the making.

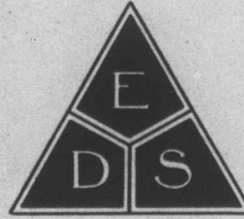
Profitable and quick selling.

C. H. Catelli Co., Limited
MONTREAL, QUE.

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CANADIAN

"E. D. S." BRAND TOMATO CATSUP



Like all other products issued under this well-known brand, is absolutely pure in every respect. It is sweet, palatable and not over-spiced, the rich flavor of the ripe tomato being retained to a remarkable degree by the "pressing-out" process—a specialty of our own. "E. D. S." Catsup is made from fresh, red, ripe tomatoes, best granulated sugar and choicest spices.

Feature "E. D. S." Catsup along with a full range of "E. D. S." Jams and Jellies. They are all family favorites, and will influence more of the valuable family trade to your store.

Made only by

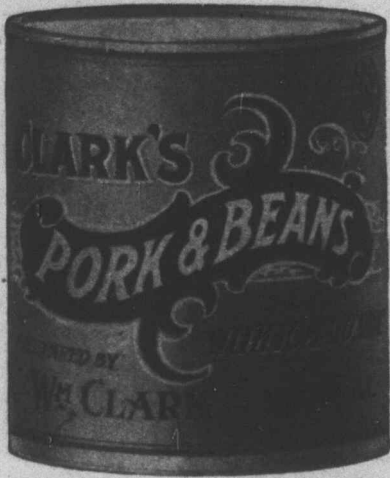
E. D. SMITH & SON
LIMITED

WINONA, ONTARIO

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

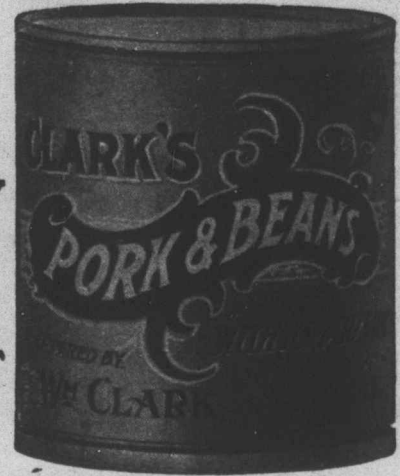


QUALITY



PURITY
and
PALATABILITY

combined with
REASONABLE COST
are what make



CLARK'S PORK and BEANS **Your Best Sellers**

Careful selection of the highest grade beans, the purest spices and sauces, the most perfect system of cooking, coupled with thorough and extensive advertising methods, make CLARK'S products a valuable asset to every up-to-date Grocer.

Every Can Guaranteed

W. CLARK, :-: MONTREAL

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

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

The moral is very simple—and very sound.

W. G. Patrick & Co., Limited, Toronto,
Montreal, etc.
R. B. Seeton & Co., Halifax, N.S.
The Midland Vinegar Co., Ltd.,
Birmingham, Eng.

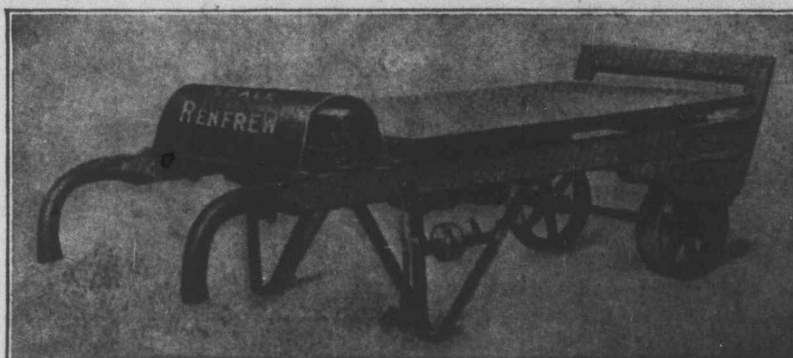
H.P. SAUCE

DO YOU KNOW HOW MUCH YOU LOSE EACH YEAR

through short-weighted goods that come in? Secure a

"Renfrew Scale" →

and let it catch this leak for you,—the immensity of it will surprise you. With a "Renfrew" you can weigh and truck them into place with one operation. Strong, accurate and reliable. Send for particulars.



RENFREW SCALE COMPANY, Renfrew, Ontario

LASCELLES DE MERCADO & CO.

General Commission Merchants

KINGSTON,

JAMAICA

EXPORTERS OF

Sugar, Rum, Coffee, Cocoa, Pimento and all West Indian Produce



COOK'S FRIEND BAKING POWDER

has completed more than fifty years of satisfactory service. Just consider what this length of good work in the kitchen means.

You need hardly take on any other. You want the best and we have it.

No One Ever Complained About "COOK'S FRIEND."

No Alum

No Complaint

W. D. McLaren, Ltd., Montreal. John J. Gilmor & Co., Winnipeg, Western Agents

Fresh British Columbia



H. Bell-Irving & Co.,
Limited (Agents)
Vancouver, B.C.

SALMON

Selected Fish
Early Run

CHASE & SANBORN'S COFFEE

If you are offered coffee "as good as"

Chase & Sanborn's

You can count on it being MIGHTY GOOD

But there is none nearly "as good as"

Chase & Sanborn's

So to-day should see you ordering THE VERY BEST.

CHASE & SANBORN

-

MONTREAL

MODERN GROCERY EQUIPMENT

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

The "Walker Bin" System

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

Is this worth your consideration?

We manufacture the best in show cases and refrigerator counters.

Write now for illustrated catalogue and estimates.

Walker Bin & Store Fixture Co.,
LIMITED



Berlin,

Ontario



REPRESENTATIVES,

Manitoba: Watson & Truesdale, Winnipeg, Man.
Sask. and Alta.: J. H. Smith, Box 685 Regina, Sask.
Vancouver: Western Plate Glass Co. 318 Water Street.
Montreal: W. S. Silcock, 33 St. Nicholas Street.
Maritime Provinces: H. R. Rankine, 4 Wright St., St. John, N.S.



TWO CENTS PER WORD

with a Want Ad. in this paper.

You can talk across the continent for two cents per word



Keep a Good Stock

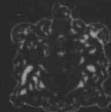
of Edwards' Soups all the year round. Edwards' Soups sell quickly because they are so widely advertised—they sell again and again because they are so good.

There's already a large sale of Edwards' Soups, and this year's extensive advertising campaign will make the demand bigger than ever.

EDWARDS'
DEDICATED
SOUPS

Write for full particulars of trade terms to
Distributors:—W. G. Patrick & Co., Limited, Toronto and Vancouver; Wm. H. Dunn, Montreal; Escott & Harmer, Winnipeg.

By Royal



Letter Patent

NELSON'S Crystal Leaf GELATINE

Unrivalled in the kitchen,
can be obtained from

W. G. PATRICK & CO.
LIMITED

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

CHARLES BOND Limited

Manufacturers of Fine Chocolates

BRISTOL,
England.

LONDON,
England.

MELBOURNE,
Australia.

CARSONS LTD.

Manufacturers of Highest Grade Chocolates, Pastelles
and Cachous

GLASGOW,
Scotland.

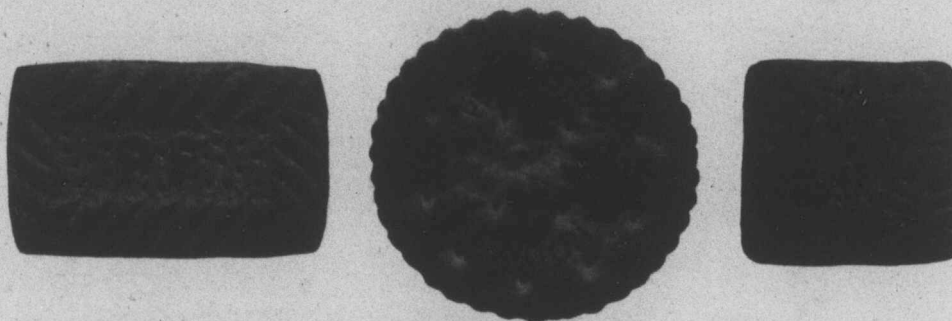
SHORTWOOD,
(Gloucester) England.

LONDON,
England.

MELBOURNE,
Australia

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

THREE VERY POPULAR BISCUITS



P.F. SHORTCAKE

Delicious shortbread biscuits.
About 32 to pound.
About 325,000,000 sold first year.

GOLDEN PUFF

Very light and flaky.
About 42 to pound.

PAT-A-CAKE (reg'd)

Dainty shortbread squares.
About 60 to pound.
Over 425,000,000 sold in one year.

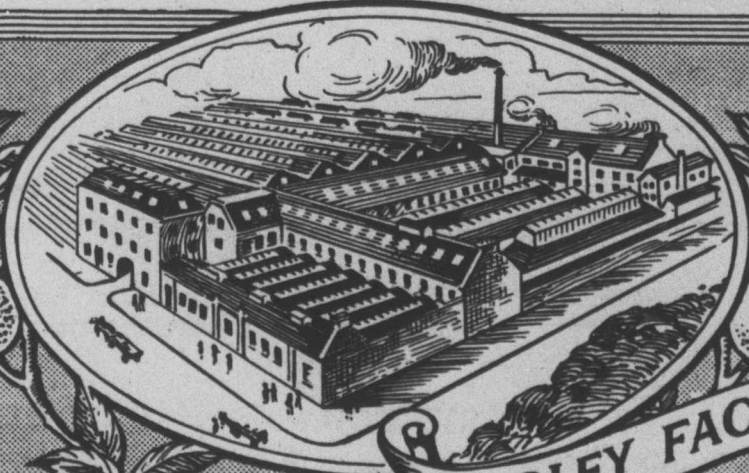
AGENTS: British Columbia—The W. H. Malkin Co., Limited, Vancouver.
Winnipeg—Ruttan & Chipman, Fort Garry Court, Winnipeg.
Toronto—The Harry Horne Co., 309 and 311 King St. West, Toronto.
Montreal—C. Fairall Fisher, 22 St. John Street, Montreal.
New Brunswick—W. A. Simonds, 8 and 10 Water Street, St.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

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

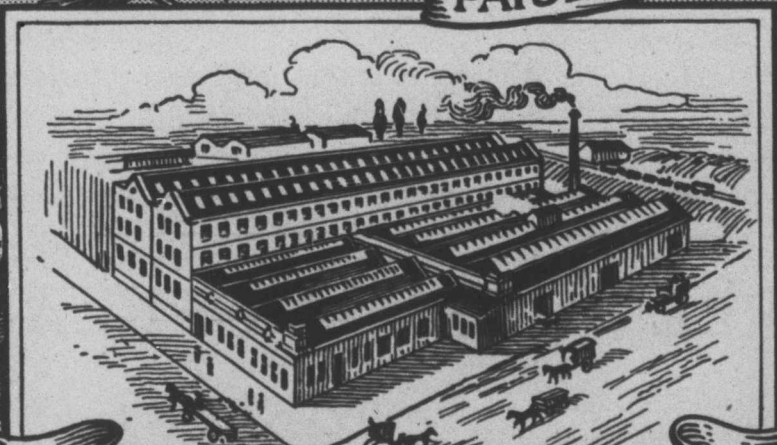
THE CANADIAN GROCER

JAMES ROBERTS

Preserve *Ma*



PAISLEY FACTORY



LONDON FACTORY



MANCHESTER FACTORY

MANCHESTER & LONDON, ENG

ON & SONS, LTD. Manufacturers.

JAMES ROBERTSON & SONS, Preserve Manufacturers, Ltd., was started over 50 years ago, and from a small beginning, now occupy the position of foremost PRESERVE MANUFACTURERS, in the United Kingdom. From the very beginning their motto has been:—

“GOODS WELL MADE ARE HALF SOLD.”

This explains why no Fruit or Sugar is too good for them. The best procurable only used.

Their factories are models of their kind; built in beautiful surroundings and kept spotlessly clean. The workers are clothed in white uniforms when at work. They have Dining Halls, Recreation Rooms, Baths — and in their London factory — Evening Classes have been instituted where Lectures and Lessons on various subjects are given.

Owing to the high quality of ROBERTSONS' PRESERVES they have made themselves known the world over, and once a grocer takes them in he never changes.

Why? *Because*:—

ROBERTSONS'	} Jams	} <u>do not go mouldy.</u>		
ROBERTSONS'			and	} <u>do not go fermented.</u>
ROBERTSONS'			Marmalades	} <u>do not go sugary.</u>

And why are ROBERTSONS' PRESERVES as sweet and fresh when the jar is opened as the day on which they were made?

Because they are scientifically manufactured. They give complete satisfaction to the grocer *because* he receives no complaints and to the consumer *because* they have no cause for complaint.

Owing to a continuous increase in demand ROBERTSONS' are erecting another Model Factory in Bristol. These High-class Preserves are stocked by many of the leading Canadian Wholesale Grocers with whom Retailers can communicate.

GLASGOW AND PAISLEY, SCOTLAND.

Manufacturers' Agents and Brokers' Directory

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

ONTARIO.

A FEW BARRELS
Labrador Herrings
 LEFT
 \$4.00 PER BARREL
 —
W. H. MILLMAN & SONS
 Wholesale Grocery Brokers
 Toronto, Ont.

Write
NORMAN D. McPHIE
 Grocery Broker
 HAMILTON, ONT.
 For Bargains in Split Peas, Pearl Barley, Canadian and imported small White and Lima Beans of all grades on the spot.

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

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

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

CONVENIENT, MODERN, WAREHOUSING
 at Ottawa, tracks at the door, connection with steamers. Fireproof. Excise Bond Free. Write for low rates.
DOMINION WAREHOUSING CO.,
 46-50 Nicholas Street - - Ottawa

WESTERN PROVINCES.

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

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

G. C. WARREN
 Box 1086, Regina
IMPORTER, WHOLESALE
BROKER and MANUFACTURERS'
AGENT.
 Trade Established. 15 Years
 Domestic & Foreign Agencies Solicited

Eastern Manufacturers Limited
 Manufacturers' Agents,
 Saskatoon, Saskatchewan.
 Cover Northern Saskatchewan completely. The jobbing trade in Saskatoon, Yorkton, North Battleford and Prince Albert is visited daily. We want to represent you in this large and growing territory.

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

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

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

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

WESTERN PROVINCES—Continued.

Regina Office—1861 Scarth Street—Phone 2022
 Calgary Office—222 North Avenue—Phone M. 6276
 Edmonton Office—656 Third Street—Phone 6858
W. H. Escott Co., Ltd.
 Wholesale Grocery Brokers
 181 Bannatyne Ave., Winnipeg
 We Carry Stock
PHONE US | MAIN 6433
 "We Have It" | " 6434
 AFTER 6 P.M. GARRY 2163
 Hemple & Brawn
 Split Peas.

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

WATSON & TRUESDALE
 Wholesale Commission Brokers and Manufacturers' Agents
WINNIPEG - MAN.
 Domestic and Foreign Agencies Solicited.

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

The J. J. TOMLINSON CO.
WINNIPEG
 Wholesale Grocery Brokers.
 Office and Track Warehouse,
 92 Alexander St. E.
 Correspondence solicited on domestic and foreign lines.

FRANK H. WILEY
 WHOLESALE COMMISSION MERCHANT
 and
 GROCERY BROKER
 757-759 Henry Ave., WINNIPEG

RUTTAN & CHIPMAN
 WHOLESALE GROCERY BROKERS
 and
 MANUFACTURERS' AGENTS
 Fort Garry Court, Main Street.
 Winnipeg - Canada

Manufacturers' Agents and Brokers' Directory

(Continued.)

Western Provinces—Continued.

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

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

BRITISH COLUMBIA.

McLEOD & CLARKSON
Manufacturers' Agents and Wholesale
Commission Agents
383-6 Cambie St., Vancouver, B.C.
Can give strict attention to a few first-class
Grocery Agencies. Highest References.

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

**Have You Had
Your Sample?**

There is a package of that
highly popular

**WHITE DOVE
COCOANUT**



Awaiting your enquiry.
Free for the asking.
We want all to know that we
are the leaders. Very few
don't.

Do It Now.

**W. P. Downey
MONTREAL**

**SHIP YOUR CARS TO
FERGUSON'S SIDING**

Cars continually loading for all cities in the West and Northwest.
Inland Revenue and Customs Bonds.
Our siding is on G.T.P. and C.N.R., inter-switching with C.P.R. and Midland
Railway. Cars distributed carefully.

**FERGUSON BROS., Warehousemen,
123 Bannatyne Ave., WINNIPEG, Can.**

We have records in our vaults covering ten years' satisfactory service.

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

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

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

NEWFOUNDLAND.

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


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

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kindly mention having seen
the advertisement in this paper

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

The failure to stock some standard commodity may be the
means of a merchant losing trade.

Mathieu's Nervine Powders



are recognized everywhere as a speci-
fic remedy in all cases of headaches,
and they can be recommended by
every merchant with perfect safety
as an effective remedy. Don't lose
trade by allowing your supply to run
short.

If you don't know them, try
Mathieu's Nervine Powders yourself
at our expense as per coupon attached.

For all forms of colds Mathieu's Syrup of Tar and Cod Liver Oil is
recognized as a safe and effective cure.

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

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

Tartan
BRAND
THE SIGN OF PURITY

"Canned Goods"

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

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

BALFOUR, SMYE & CO.,

Wholesale and
Manufacturing Grocers

HAMILTON



THE MCGREGOR PAPER BAG HOLDER.

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

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

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

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

TEA LEAD

(Best Incorrodible)

Buy "PRIDE OF THE ISLAND" Brand

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

ISLAND LEAD MILLS Ltd.

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

Canadian Agents:

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

D. & J. McCALLUM

**PERFECTION
SCOTCH WHISKEY**

is known throughout the Canadian trade as the finest flavored Scotch on the market. It hasn't that smoky flavor of most Scotch Whiskies. It represents customer satisfaction and good profits.

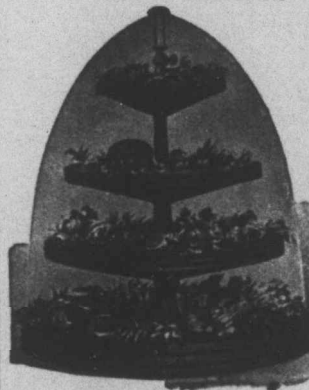
Wm. E. McIntyre, Limited

23 Water Street,

St. John, N.B.

GENERAL AGENT

THE WILLIS DISPLAY STAND



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

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

Write to-day for complete description.

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

WILLIS MFG. CO.
GALESBURG, ILL.

Wholesalers or Jobbers: write for agency proposition.

BLACK JACK

**QUICK
CLEAN
HANDY**



TRY IT

**SOLD BY
ALL
JOBBER**

½-lb. tins—
3 doz. in case

We have a limited amount of

**No. 3 Tomatoes
Gallon Apples
No. 3 Apples
and Evaporated Apples**

All packed in Sanitary Cans.

CHURCH BROS. HUBBS CO.
PICTON, ONTARIO

Melagama

Tea and Coffee stand alone in quality. Consumer demand is growing fast, backed by our vigorous advertising. Hadn't you better order a case of each TO-DAY?

Packed by
Minto Bros.
TORONTO
Established 39 Years

Phone, wire or mail, at our expense. We pay the freight.

St. Lawrence

Granulated

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

Red Label Fine Grain

Blue Label Medium Grain

Green Label Coarse Grain

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



THE TRADE-MARK ON THE PRODUCT

is the distinction mark by which the public know the goods. The L. & B. Banner Brand trade-mark has become popular in the minds of the people because of the quality, purity and deliciousness of the carefully prepared fruit behind the L. & B. trade-mark.

See that you are always well supplied with L. & B. JAMS, JELLIES, MARMALADES, ETC. Have you tried L. & B. MAPLE SYRUP—highest quality. Put up in quantities from ¼ to 5 gals.



Lindners Limited

340 Dufferin St., TORONTO
Phone Park 2905

REPRESENTATIVES:

The Amos B. Gordon Co., Toronto

WESTERN AGENTS:

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

Furuya & Nishimura

on Friday last, the 2nd inst., received samples of
NEW SEASON'S JAPAN TEA

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

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



CAIRNS' Orange Marmalade

Made from best Seville oranges and pure sugar. Marmalade is the breakfast delicacy of the masses. Cairns' never disappoints dealer or customer.

ALEXANDER CAIRNS & SONS
PAISLEY, SCOTLAND

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

PURITY SALT

Should Go Into Every
Basket of Orders That
Leaves Your Store



When salt is asked for give the customer "Purity," it's everything its name implies. It satisfies the customers every time and allows you a liberal profit. Insist on getting it — recommend it to your patrons.

THE
Western Salt Co.
LTD.

COURTRIGHT,
ONT.

PACKARD'S BLACK "O" SHOE POLISH

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



Write for illustrated price list.

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

OLD TEA IS BAD TEA

Tea of all growths deteriorates rapidly, and is never as good as it is on the day it arrives here from the gardens.

Some of our retail friends, without considering the above facts, buy enough bulk teas to last for a year or more. They are persuaded to do this by the wily salesman, who always has a "bargain" to offer. This "bargain," perhaps, has been in the wholesaler's stock for a year or over, and, even, if it was originally good, has lost all its goodness. It is on account of this deterioration in tea that we are always eager to take back "SALADA" when it has been on your hands for over three months. We empty it out of the packets and sell it as bulk tea for what it will bring.

In this way is preserved the good name of

"SALADA"

FOR QUALITY AND FLAVOR

LONDON, ENG. 41 Eastcheap BUFFALO 11 Terrace NEW YORK 198 W. Broadway TORONTO 32 Yonge St. MONTREAL St. Paul St. BOSTON 34-35 S. Market St. CHICAGO 361 N. River St. DETROIT Shelby Block
Branches also in Pittsburg and Philadelphia.

ROYAL SALAD DRESSING



The Summer time is salad time

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

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

For sale only by

The Horton-Cato Mfg., Company

WINDSOR . ONTARIO

A Good Year-Round Seller

Send us a trial order—use it in your home and you will realize why it makes such a "hit" with customers.

"SOCLEAN" DUSTLESS SWEEPING COMPOUND makes sweeping easy and pleasant, kills moths, disinfects the house and makes rugs and floors bright and clean.

Soclean was formerly sold in a PAIL with a 3½ lb. capacity. Pail now contains 4½ lbs., and sells at the same price (25c.)

We help to bring customers to your store by supplying you with transparent signs, cards and counter booklets.

Sold in barrels for use in stores.

Write to-day.



SOCLEAN LIMITED, Toronto, Ont.

The originators of the Dustless Sweeping Compound in Canada.

Agents for Western Canada—J. J. GILMOR & CO., Winnipeg. Agents for Montreal, SUCKLING & CO. Agents for Ottawa—W. R. BARNARD & CO.



The Food for Young and Old

NUTRITIOUS AND HEALTHFUL

Robinson's "Patent" Barley

is especially good for children up to the age of nine months. It is prepared from the finest fully matured barley.

Robinson's "Patent" Groats

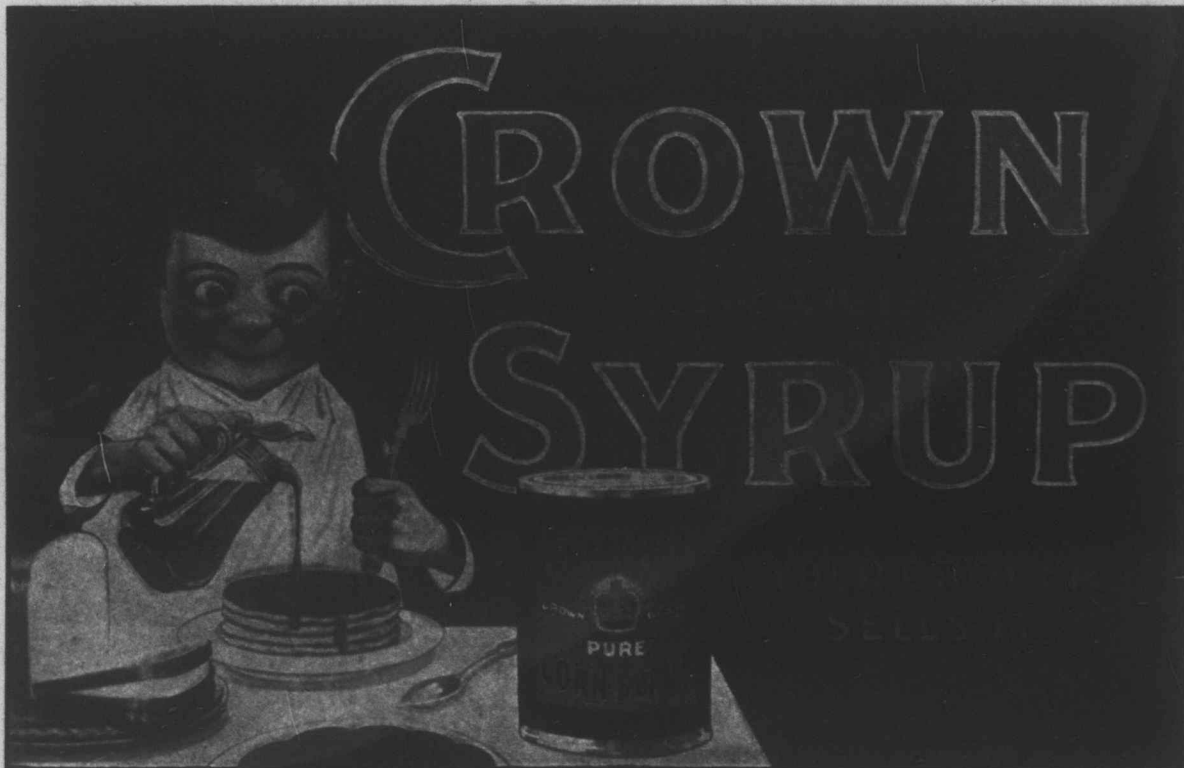
a specially prepared food made from the best oats is a great favorite with the older folk and is for children over the age of nine months. These two foods are well known and used extensively by the better trade.

Stock up to-day on Robinson's "Patent" Barley and "Patent" Groats

MAGOR, SON & CO., Limited

403 St. Paul Street, MONTREAL 30 Church Street, TORONTO

AGENTS FOR THE DOMINION OF CANADA



ARTISTIC COLOR POSTER
Creating Consumer Demand

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

Retail Merchants Discuss Many Resolutions

Conclusion of Report of Convention of R. M. A.—Proposed Bulk Sales Act Upheld by Some, Severely Criticized by Others—The Co-operative Store and Wholesaler's Relation To It—Causes for High Cost of Living—Railway Man Talks on Settling Claims—Grocer Becomes the Next President.

Staff Correspondence.

Toronto, May 19.—Whether or not the proposed Bulk Sales Act for Ontario would or would not be detrimental to the interests of the retail trade was one of the main subjects up for discussion on the second day of the Retail Merchants' Association Convention at Massey Hall last week. Among the other features of the day was the discussion on co-operative societies and the address of Hugh Blain, wholesale grocer, Toronto, in reply to questions regarding selling to co-operative stores, and on general business ethics connected with the grocery trade. Mr. Blain also briefly and convincingly dealt with the fundamental cause of the high cost of living, pointing out that it was not due—as so many unthinking people declared—to the prices charged by the middleman, but rather to the conditions of the age in which we are living.

Discussion on Bulk Sales Act.

After the secretary's and treasurer's reports had been presented, the convention went into the further discussion of the propriety of the proposed Bulk Sales Act.

G. B. Ryan, of Guelph, again contended that the principle of the bill was correct—that there should be some law to prevent a dishonest merchant from selling out and departing with the money. He suggested that if any parts of the wording of the bill were found to be detrimental to the retailer they should be changed, but he would not be in favor of it being fought against in any form.

Secretary Trowern stated that on his recommendations the bill had been entirely thrown out, not merely laid over. It was a bill, he said, for the protection of the wholesaler and not the retailer, and, therefore, in his estimation was class legislation. Retailers were honest men, with few exceptions, and just why there should be such a bill to catch a handful of rascals to the detriment of honest men he was at a loss to see. He contended wholesalers should watch their credits closely enough, so that it would be impossible for them to lose money by the absconding of debtors.

Replying to this, Mr. Ryan said that that was all very well from a local standpoint. "Men whom I deal with are all nearby, and I know what's going on. But it's different with a wholesaler, who has to do business with customers 1,000 and 2,000 miles away.

The secretary maintained that in the Criminal Statutes at present was an Act dealing with absconding debtors. It was a criminal offence, liable to a fine and imprisonment. If power could be given Dominion authorities to go after the absconder when he crosses the line nothing more would be required.

"Stop him from selling out and defrauding his creditors before he gets across the line," declared Mr. Ryan.

"You cannot make legislation to cover every transaction," said W. H. McCordick, coal and wood dealer, St. Catharines, who maintained that a wholesale dealer or manufacturer could prevent bad credits by securing statements on intending purchasers from mercantile agencies. "Once when I went to Buffalo to buy coal I was asked how much I was worth. I told the man, but if I had been crooked in giving him the figures he would have found me out when he had secured a statement."

The impression of J. Staples, Lindsay, was that if he wanted to cheat his wholesaler the bill would stop him from selling. If he cheated he would be criminal, and, therefore, the law should follow him anyway. But he did not think the proposed Act would affect an honest man.

Mr. Trowern—"The bill should not go through unless it covered everybody, not simply retailers."



E. C. MATTHEWS, Toronto.
Elected President of the R.M.A., Ontario Board.
He is a grocer on Parliament Street.

Mr. Ryan—"The bill prevents a wholesaler or a manufacturer from selling out without the consent of 60 per cent. of the creditors, just the same as it affects the retailers."

Mr. Trowern—"If it had stated that the seller did not have to submit the names of 60 per cent. of the creditors until after the sale it would have been a different thing, but the seller must get their consent 'before closing' the sale."

Mr. Ryan—"Yes, 'before closing' the sale, not 'before beginning' the sale. You have your contract all drawn up and the deal must go through."

"Another thing," added Mr. Ryan, "in the circular letter sent out from the association headquarters it states that the fees of the trustee, which shall not exceed 5 per cent., must be paid by the debtor. That is not true. It distinctly states in the second part of section 5 of the proposed bill that the fees with any disbursements 'be deducted out of the moneys to be received by the creditors and shall not be charged to the debtor.'"

The secretary contended that if the seller owed, say, \$4,000 to a mother-in-law, a brother, an aunt or an uncle, that person would not be content to get back only 95 per cent. of it.

A. M. Patterson, dry goods merchant, Brockville, drew an analogy between the proposed bill and the method adopted in selling a house. "You have to inform the purchaser as to the mortgagee, if any, and the amount against the property, before the sale can be consummated. There may be a few undesirable words in the bill, but in principle it is right."

R. C. Braund, a Peterboro grocer, asked where the bank would come in which had advanced money to the seller. "Would the bank," he asked, "be willing to accept its loan minus the 5 per cent., for the trustee because it was one of the creditors?"

Becoming involved with difficulties and because of both the opposition to the bill and the favor it found it was finally decided to leave the question over to a special committee composed of the executive, which would also request various branch associations to appoint one of their number to act on it. A conference with representatives of the Canadian Credit Men's Association was also suggested, and this will be had, no

doubt, if the retailers decide that some sort of Bulk Sales Act is deemed advisable.

Trading Stamp Act Violations.

In absence of President Wesloh for an hour or so, Vice-President E. C. Matthews took the chair on Wednesday afternoon while the convention was dealing with remainder of the resolutions. The first was that, whereas some merchants are using coupon cards, prizes as awards, etc., in violation of the Trading Stamp Act, it was desirable that all cases of this character be forwarded to the executive.

B. W. Ziemann, merchant tailor, Preston, Ont., contended there was too much of this sort of thing going on, and that merchants frequently go into illegal schemes unknowingly. "We should show fellow-merchants that they are violating the Act," he said, "but when promoters attempt to launch such schemes it is a different thing; we should get right after them."

One merchant present asked if it were illegal to give a card from a cash register announcing a cash account. This was one of his business methods to promote cash trading. He gave a cash discount of 5 per cent., advising his customers that when they had \$10 worth of these coupons he would redeem them either in cash or goods.

Mr. Trowern did not think it was legal. Each coupon, he said, must have a particular value of its own, and must be redeemed the way the customer wanted it. "What," he asked, "is there to prevent some dishonest person from getting these coupons counterfeited?"

The merchant replied that such was impossible, as he had a duplicate from the cash register of every coupon, and that there could not be another. He also stated that each coupon had a particular value—5 per cent. of the purchase—and that a customer had his or her wish whether goods or cash in redeeming them. The customer could redeem them any time.

R. C. Braund also maintained that it was legal if it were stated on the coupon that it would be redeemed for 5 per cent. of its face value. In such a case a customer knew exactly what was coming to him. The original resolution then carried.

The Consumers' Association.

The next resolution dealt with consumers' associations, with particular reference to the one in Windsor, Ont., about which readers of The Grocer are already familiar. The desire was expressed to call the attention of the convention to the manner in which this association in Windsor was doing business and to ask the executive to look into the matter, and to take such action as it deemed necessary. On motion of B. W.

Ziemann and Sidney Mitchell, grocer, Peterboro, the resolution carried.

Delays in Freight Claims.

At this juncture Mr. Gray, of the claims department of the Grand Trunk, who was asked to come to the convention, talked for a few minutes on some of the reasons why there were often delays in settling claims.

"Delays in settlement," he claimed, "was not altogether a matter which rests with the express or freight departments of the transportation companies. We handle many claims, and a large percentage of them are due to delays caused by incomplete returns from receivers. We must have the documents filled out properly, but in many cases the claimant neglects to do this. He fails to understand the necessity of it. I have known it to take five, six and seven weeks before the documents came in properly filled, and we do not ask for anything that is unnecessary.

"Often the merchant's own employees as well as the cartage men are indifferent to his interests, simply because they know that if there is any shortage when the invoice is gone over he can get it adjusted with the shipper who comes after us. We may have good receipts to show that the goods arrived in perfect condition at your station, and then comes the trouble. Retailers should assume greater responsibility in getting the goods from the depot so as to prevent any pilfering on the part of cartage men or their own employees.

"Another cause for complaint," added Mr. Gray, "is due to insufficient packing, addressing, and lack of care in making out shipping bills. Not more than 70 per cent. of shipping bills are completely filled out. Address, name of county or something else is wrong or omitted.

"The transportation companies," he said, "have difficulty in the employment of labor. We are not in direct touch

with our men as you are, and they are continually leaving, and, therefore, many of them are inexperienced."

Addresses Badly Mixed.

"Go to any freight shed and you will find 75 per cent. of return packages have no address or anywhere from one to fifteen. The wrong barrels sometimes come back, and as barrels are not of the same value there is a kick, and we have to pay the difference."

A few questions were asked Mr. Gray in reference to delays in paying claims after these had been acknowledged by the company. One man said it was his opinion that the Grand Trunk had always thousands of the people's money on which it was saving interest.

Mr. Gray replied that such was not at all the case, as 90 per cent. of the claims acknowledged were paid in 60 days.

Those Co-operative Stores.

Hugh Blain, of Eby, Blain, Ltd., wholesale grocers, was present on Wednesday afternoon when the Co-operative Store question was under review.

E. H. Kerneghan of Peterboro, where recently a co-operative store was established, considered it would be in the best interests of the trade if wholesalers did not sell such concerns. Their method is, when first begun, to purchase from where they can. Then if they get large enough they establish wholesale houses of their own, and eventually do their own manufacturing; thus their object is to gradually cut out wholesaler and manufacturer who have befriended them in their struggling days. The speaker thought the wholesaler should protect legitimate retailers.

Sidney Mitchell, another grocer from the Lift Lock city, maintained that the principle of wholesalers selling to co-operative stores was wrong. "Why should any wholesaler," he asked, "sell to me and then to my customers on the next corner?"

The Peterboro wholesalers were not selling to the store there, but goods were nevertheless being bought indirectly through a retail jobber. "Will the wholesalers refuse to sell not only the co-operative store, but the man who is supplying it with goods?" was a question asked.

Importance of Modern Methods.

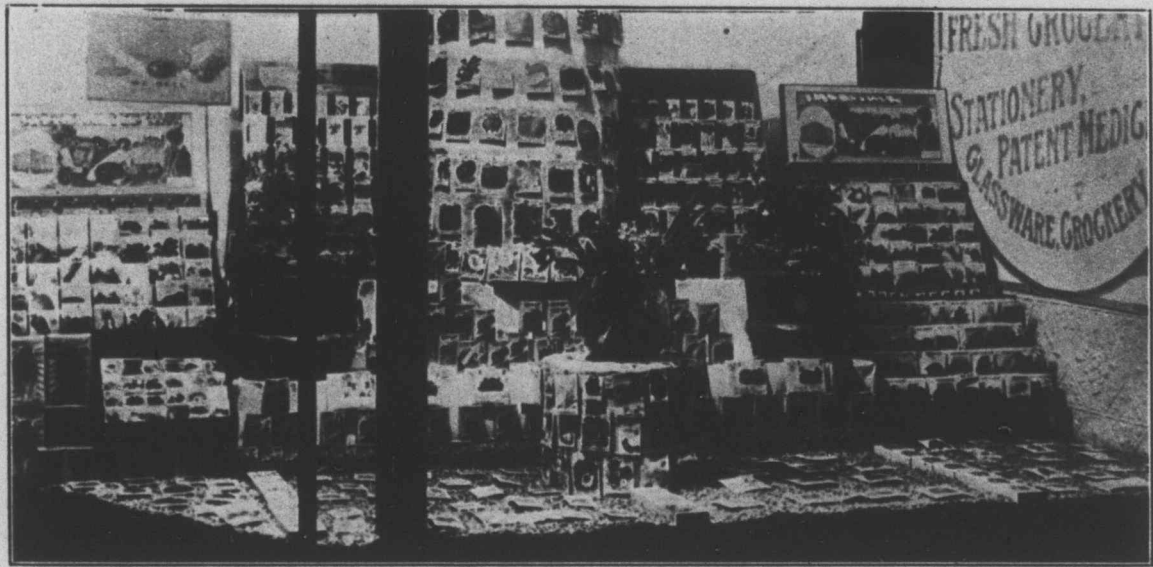
In beginning his address Hugh Blain emphasised the importance of location, of good goods attractively shown, of service in waiting on customers as well as service in delivery, and of courteous treatment in securing and holding trade.

"You are just as sure of the customers of co-operative stores as they are of yours who have taken stock in those concerns," he said, "if you give them good reasons to come to you. If they

(Continued on page 29.)

REGINA MERCHANTS' CONVENTION.
On Monday and Tuesday of this week the big convention of retail merchants of Saskatchewan was held in Regina. The objects were to form a provincial organization, and to discuss such matters as credit insurance, transportation and traffic claims, etc. The Canadian Grocer had a special representative present, and a full report will appear in next week's issue. This issue will, therefore, be particularly interesting to our Western readers as well as all others who take part in Association work.

TWO TIMELY SPRING CHILLIWACK, B.C., WINDOWS



Attractive package seed window shown by Ashwells' Departmental Store, Chilliwack, B.C.



Spring housecleaning display which also appeared recently in the Ashwell grocery window. Both these trims were productive of good business.

The CANADIAN GROCER

Established 1886.

THE MACLEAN PUBLISHING CO., LIMITED

John Bayne MacLean - - President.

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

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

PUBLISHED EVERY FRIDAY.

TORONTO, MAY 9, 1913

COUNTERACTING THE TEA PEDDLER.

The persistency with which the tea peddler works to create sales and get repeat orders, could well be taken as an example by the retailer who is not getting all the trade in tea to which he is entitled. It might not, however, be advisable to pursue the exact methods that some of the salesmen from peddlers' wagons use, but from the standpoint of persistency, some of them are past-masters.

Two similar cases from one street in a large city, came to the writer's attention recently, showing the persistent manner in which these tea peddlers are going after business. In each case the woman of the house refused to purchase. Both of them were buying a package tea which they had found quite satisfactory, after trying several lines sold by various peddlers.

But this argument did not drive the peddler away. He was sure his was a better tea, and that it would be liked when once tried, etc., etc. When every fair argument had failed, he almost begged that the tea be tried, and to this request both women succumbed. Half a pound was bought in each case "just to get rid of him," they claimed.

The tea was not liked. In one case it was not even tried, but nevertheless a few days later one woman found another half pound of it on the front window sill and the other the same quantity under a mat at the rear door. The peddler had evidently concluded that it was about time the first half had been disposed of, and without asking for a further order had left the package where it was sure to be found.

It does not require any explanation as to what these women told that peddler next time he came around. That is self-evident, and it goes to show that while persistency is all right in its place, it must be judiciously exercised, else it becomes obnoxious.

These are probably extreme cases, but they indicate that the peddler is hot after the tea trade, and if the grocer does not use aggressive means to hold his trade in this line, it may slip away from him.

ANALYSIS OF BOTTLED PICKLES.

Recently the Department of Inland Revenue has conducted an investigation into the pickle-making industry in

Canada, the result of which is the statement that bottled pickles sold in Canadian stores are of a high character.

The department analyzed eighty samples secured from retailers throughout Canada by the department's inspectors. The analysis showed that as a rule pickles were carefully prepared and there were no grounds for any complaint in this regard. Out of the eighty samples tested, four showed mouldiness, which was caused not by imperfect fruit or methods of preservation, but rather to the use of too weak vinegar, vinegar containing 2½ per cent. or more of acetic acid being considered the best for preservation. Sixteen samples showed traces of alum, which was used for the purpose of keeping the vegetables and fruits firm, but the minute quantities used were not sufficient as to be injurious to the health of the consumer.

The opinion is expressed that vegetables and fruits can be preserved in the state of firmness desirable by the use of vinegar only, provided the vinegar is of the right quality and the fruit or vegetable sound when pickled.

TO CHECK DISHONEST ADVERTISING.

The time was when people accepted statements contained in an advertisement with as much faith as if every word had been duly sworn to. Nowadays they do not give to advertised statements the same amount of credulity. They carefully weigh what they read, showing in some respects an uncomfortable degree of skepticism.

This attitude is the inevitable outcome of the trend toward dishonesty, deliberate in some cases, unconscious in most, which has developed. Not only has the bluffer become a fairly common type among advertisers, but a tendency toward exaggeration has developed which infringes on dishonesty if it cannot be absolutely classed as such.

It is gratifying to note that a feeling of uneasiness has been spreading among advertisers over the possible outcome. It is being recognized that the public will refuse to put credence in advertised statements if the tendency toward exaggeration is allowed to develop further. There is a widespread feeling that the time has come to eliminate exaggeration and false valuation from the retail advertisement, to get back to the point where the merchant advertises his goods on their merits only without the backing of superficially extravagant claims.

The exaggeration habit is by no means a general one, but there are enough doing it to imperil the results obtained by those who hew to the line of absolute veracity. All honest advertisers will, therefore, lend their heartiest support to any movement which has for its object the suppression of fictitious claims.

MOUSE-PROOF MATCH SAFE.

"Five hundred dollars' worth of groceries were destroyed in R. S. World & Sons' store, at the corner of Lennox and Lippincott Streets, Toronto, when mice chewed into a box of matches on one of the shelves."

The above news item appeared in our issue of April 25th, and is just another reminder of the constant danger every store is in which does not provide some kind of a mouse and rat-proof safe.

In our issue of March 28, there appeared an article describing the experiences of a grocer with matches and telling how he overcame this danger by the expenditure of about ten dollars. Had the above store been equipped with this safety device, the fire, which caused a loss of \$500.00, would not have occurred. Take warning in time and eliminate the danger of fire from this source.

***BUYING IN THE HOME TOWN.**

We publish on another page of this issue correspondence between the representative of a number of citizens, joining together in a country town to buy goods at wholesale prices, and a wholesale grocery house. The wholesale firm refuses to send a catalogue or sell to a combination of consumers associated together for the purpose of buying goods at wholesale prices, and takes the ground that the retail merchant is necessary under the conditions of modern commutual life, and that the consumer, ordering goods from a distance, impairs the standing and usefulness of the local trade.

The position taken by the firm is, in the opinion of The Canadian Grocer, sound, and we would like to impress it forcibly on our readers. If the foundation of a community is really commutual or reciprocal, as the name implies, then the members should carry out the principles and conditions which bind them together as a community. The doctors, lawyers, dentists, clergymen and other professional men, as well as mechanics and officials and those who may have retired into private life, get their incomes, as a rule, entirely from the locality in which they live. Should they not reciprocate by spending that income among the people of the community from which they receive it?

Even the farmer, under advanced modern conditions, gets his revenue, if not all, certainly the most profitable part of it, from the community in or near to where he lives. These are the parties that send away from home for their most expensive things, and in this way so impoverish their local merchant that he cannot afford to keep the best class of goods, and consequently the character and usefulness of his business is greatly impaired, and he is forced to charge more for the goods his customers are obliged to buy from him.

There is certainly nothing commutual about this. When these same parties want a pound of nails or a spool of thread or a pound of sugar, or perhaps a rake or a hoe, what a panic there would be if there were no retail stores to go to! The retail merchant is, unquestionably, a necessity, and it is equally true that when he is put out of business the place goes to ruin. The heaviest taxpayer ceases, and the municipal corporation will look in vain to the large stores where her wealthy citizens send their money for supplies. Every community should take a pride in itself, and the members should loyally support those institutions that give character and stability to the place.

The business activity of a town or village is the best evidence of its importance. Prosperous business means a prosperous place, surrounded by prosperous farmers, and establishes a standard of values that give a conscious feeling of importance and satisfaction to every surrounding. In such a place the retired farmer, or citizen of whatever class, would prefer "to husband out life's taper at the close, and keep the flame from wasting by repose," instead of leaving, as they do, a wretched looking town or village for the turmoil of a large city.

The town or village where business is stagnant and where the citizens send away for the cream of their requirements, is dead. Dead socially, financially, intellectually. The citizens lack confidence and interest in each other. They do not co-operate. They do not reciprocate. They cease to be enterprising; overlook the rights of their neighbors, and neglect to look properly after their own; in short become slovenly and careless and degenerate into conditions in which no person of taste, refinement, culture, enterprise or ambition would

* In his address at the R.M.A. convention, Hugh Blain called attention to this editorial which appeared in a July issue of Canadian Grocer in 1912. It is reproduced here so that the force of Mr. Blain's talk, as printed in the Convention proceedings, will be better appreciated by the trade.

care to live. Who pays their taxes; keeps up their churches; manages their Sunday schools; arranges their social entertainments; visits the sick; helps the needy or looks after the poor? Certainly not the big concern at a distance, to whom they send their money.

No individual or institution can be healthy or prosper if starved. Starve the retail trade and you weaken and destroy the most vital essential in the life of a community. Starvation does not necessarily mean the absolute stoppage of all sustenance. The process can be carried out by degrees, and by sending away for their most profitable goods, the citizens of a town or village can gradually starve to death the retail business and destroy the life and prosperity of any community.

UNIFORM HALF HOLIDAYS.

It may seem early in the year to talk summer half holidays, but it will not be long before this perennial question is re-opened. Already, in fact, the matter has been brought up in several sections.

The Canadian Grocer has one suggestion to make in this connection. A uniform date should be selected for the half holiday wherever it is observed. Up to the present the practice has been for the stores in the various cities and towns to select their dates without regard to what is being done in other places. The result is that the dates selected vary. In one place the stores will close on Wednesday, while in a town a few miles away, Thursday will be selected. Over in the next county they may be observing Friday or Tuesday. In consequence, the traveling man's operations become more or less of a gamble. He is never quite sure when he strikes a town whether he will find anyone around or not.

Such confusion is not desirable, nor is it necessary. By the selection of a uniform date early in the season, all trouble could be avoided. Wednesday is probably the day most commonly selected. Why not make it general the country over?

EDITORIAL NOTES.

"Cut out the tea peddler" ought to be one of the chief objects of every retail grocer.

* * *

When all goods possible are bought in the home town, it has a good chance to become prosperous.

* * *

Ontario retail opinion is divided on the question of a Bulk Sales Act. In this issue two sides of the case are presented. Let us know your views.

* * *

Merchants in many Western Canadian towns are this year selling for cash only. They think the banks should finance the farmers and not the stores.

* * *

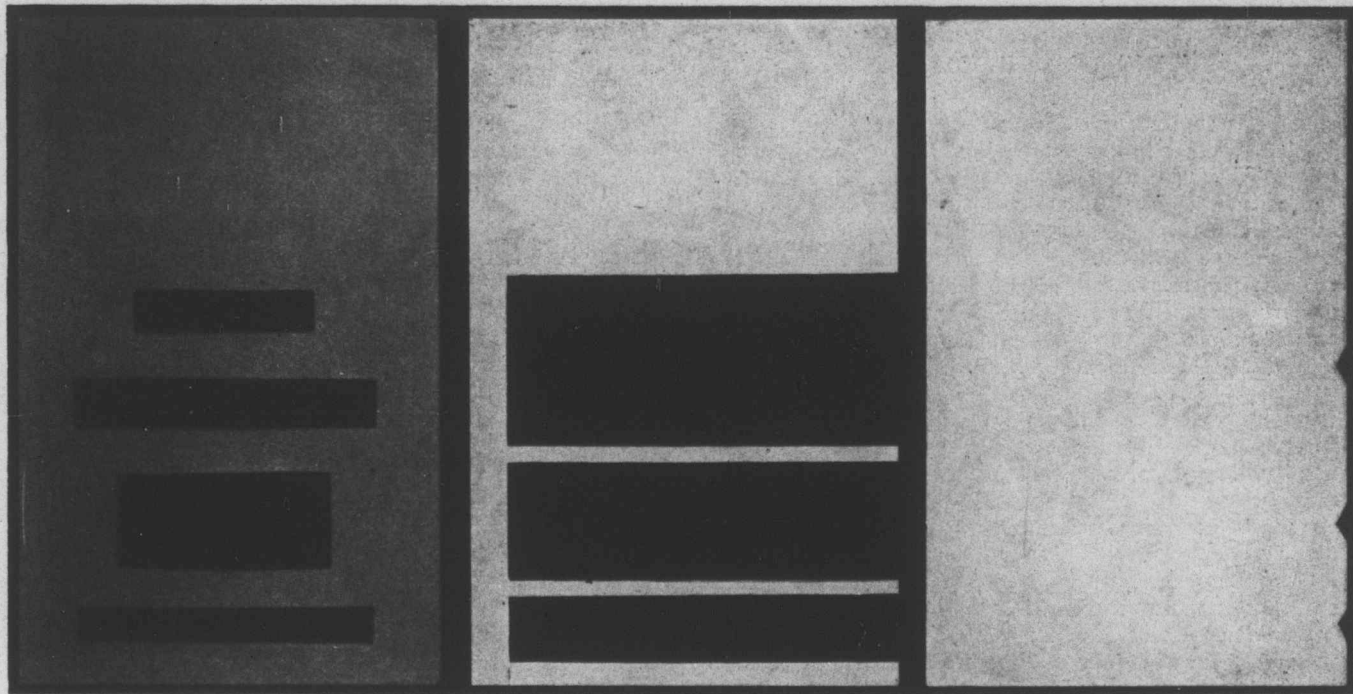
With the ball season open or about to open in many Canadian cities, we may expect an alarming increase in the death-rate of grandmothers and other relatives.

* * *

Why should Division Court charges eat up a small debt which a merchant is trying to collect? This is a bit of unfairness which the trade should remove at once.

* * *

In Regina, Sask., this week many merchants from all over the province assembled. Last week Ontario merchants were together, and a few weeks ago Ontario grocers met in convention. A brighter morn' is evidently dawning for Association work in Canada.



Design No. 1 is the grey front-piece of the "Slide Card" cut out ready for the lettering. It can be made with any style openings to suit the requirements or the taste of the designer. Any shade of front can be used.

Design No. 2 shows the centre or divider section of the "Slide Card." The black parts represent the spaces which allow the slides to be inverted. If this section is made of 10-ply board use 8-ply for the slide to allow freedom of removal.

Design No. 3.—The white back piece of the "Slide Card" which when assembled with the two former sections makes a quickly changed card sign. The notches at the right side allow the easy removal of the slides.

Solving Ticketing Problem for the Grocer

The daily changing of fresh fruit prices is a distracting proposition to the dealer who places great value on the pricing of his goods. The plan here suggested puts in the hands of every grocer and fruit man the solution to his ticket problem, and enables him to give his patrons a live business-like service and increase his sales.—EDITORIAL NOTE.

Written for The Canadian Grocer by O. E. Edwards, Toronto.

The greatly increasing popularity of ticketing of goods has brought the trade to a point where some method is necessary other than the making of new cards each time a price changes.

To-day strawberries are 10c a box—a card is made at an expense of say 25 or 30 cents. To-morrow the market fluctuates and they drop to 9 cents, which means another card at a similar price. Even if it is only a very meagre ticket the change means the whiting of a new one at a cost of at least 10c or more to say nothing of the inconvenience of having to wait on the move of a cardwriter. A quick change is imperative at all times.

An Attractive Card.

The idea involved in this card suggestion is one of attractiveness, usefulness, ever readiness—a change of price when the price changes, not a day or half a day or even an hour late. It greatly reduces the cost of cardwriting and gives the merchant an attractive sign which is useful at any season of the year, and especially it is desirable during the fresh fruit season.

The Intended Use of the "Slide Card."

When a fresh installment of strawberries comes in, this attractive, well lettered sign is placed in the midst of the display, making it the central figure which cannot be overlooked. The story is told in a manner like this "Choice Domestic Strawberries 10c a Box, picked fresh to-day. The next day a new shipment arrives and the price drops or rises to 9 or 11 cents. Ordinarily the card would be wasted, but in this case only the 10 cent slide is replaced by a 9c or 11c one, as the change necessitates. Only a moment's time is wasted, little or no effort is required because the range of slides may be made previously and kept handy by, ready for use.

Other Uses as Well

Not only during the fresh fruit season is the "Slide Card" of great value, but it can be used every business day of the year for such articles as butter, eggs, produce of all kinds, imported fruits, sugar, in fact there is nothing to which it cannot be adapted.

As a Permanent Sign.

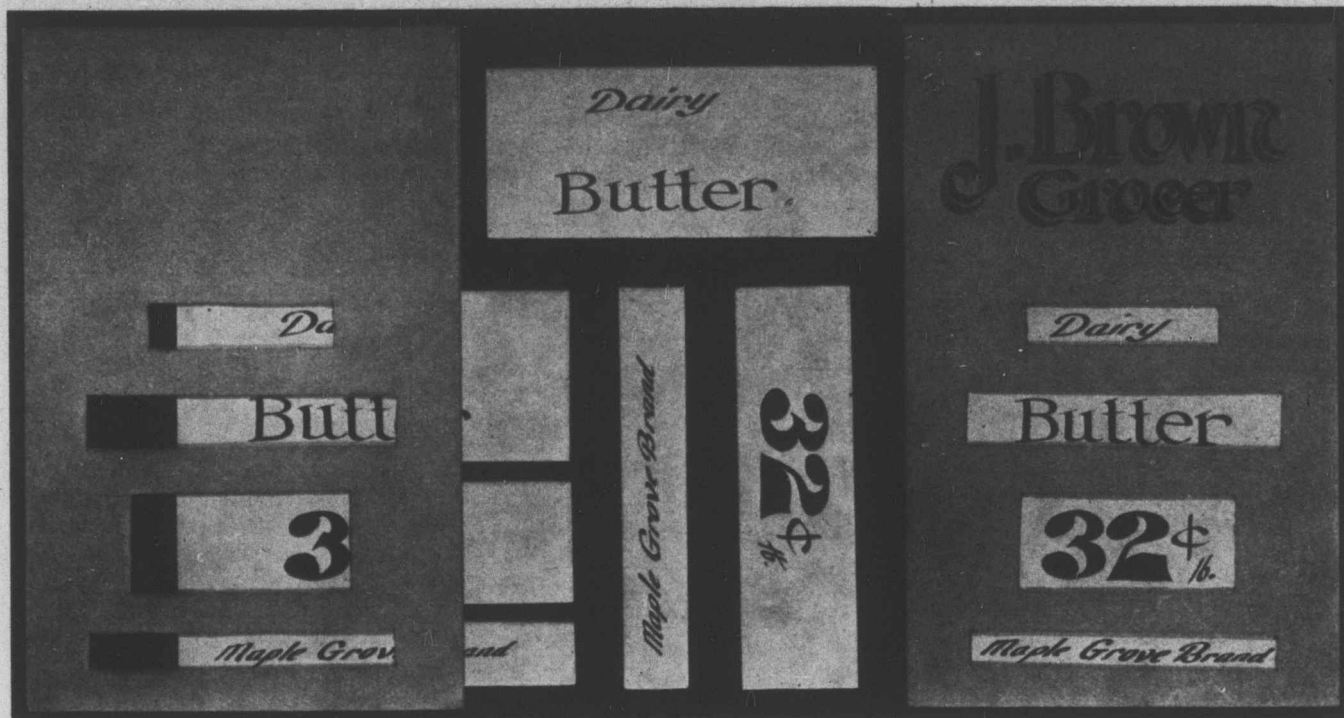
It can bear the name of the store, and form an important part of the daily store or window display, telling its little tale of new goods, or quoting its attractive prices, drawing people's attention to the daily specials, and bringing them from the street to share in the good things.

Made of a Dark Color.

Being more or less permanent in nature, the "slide card" should be made of dark grey, brown or black card board, so that continued use will not soil the front and make it an eyesore, for this is one thing that should always be shunned in the grocery business. Nothing attracts the best trade to a grocery or fruit store like neatness and cleanliness. Finger marks and fly specks on price tickets tell a tale that does not speak well of the grocer or his wares.

The Slide Changed When Soiled.

With the daily use of the slides, they in the course of time, being white, will of necessity need to be changed for



Design No. 4 shows the slide card front with the three slides in their proper position. Notice that the first or top slide is devoted to the two top lines of letters. This is not necessary, but in most cases is desirable.

Design No. 5—The three slides fully lettered are here shown. They should be a trifle narrower than the black spaces shown in Design No. 2 so that they will work more freely.

Design No. 6—Shows the completed "Slide Card" fully lettered and with the slides inserted. Note.—The change of any one of the slides may be easily executed without the necessity of making in a new sign.
(See description below.)

fresh, clean ones, but as they are small the cost will be very little in comparison to the cost of cards that would be necessary if you did not use this combination set.

Any card writer who follows the directions contained herein will be able to make this card easily and even elaborate on it so that very handsome signs are the outcome. The writer has made some elaborate changeable card signs along this order which have attracted considerable attention.

How the "Slide Card" is Made.

In the first place, decide on the style of card wanted. The tall panel card (14 in. x 22 in.) is the best shape adapted to the "slide card," as the slides are shorter, but hundreds of shapes and styles can be worked out nicely—the card-writer's own ability being his limit. Layout the dark card somewhat as shown above in design No. 1, leaving space between the lines of letters so that there will be enough centre piece (shown in No. 2) to allow the slides to be easily inserted without the edges showing in the open spaces.

Mark out the lettering spaces neatly and cut the openings as illustrated in design No. 1 above with a sharp pointed knife. If facilities are available, the card-writer may bevel the edges of the openings and gild them or leave them white as desired. The straight cut edges are always preferable unless an

expert matt cutter is handy who can do the bevelling right.

A Plain White Back.

When the front has been cut, lay it on a similar sized white card about eight or ten ply—the thicker the better, and mark out the spaces by running a pencil line around the inside of the openings. This will serve as a guide in applying the centre or divider section. (Shown in design No. 2.)

Centre or Divider Section.

Repeat the above operation in laying out the centre section. Then mark spaces between the sections with parallel lines at right angles with the side of the card leaving about $\frac{1}{8}$ -inch or a little more space between the spaces and the mark of the openings. Also mark lines joining these spaces on the left hand side of the card about $\frac{1}{4}$ -inch nearer the edge of the card than the opening marks. Cut out the rectangular pieces which contain the opening marks, leaving only the pieces of card board above and below the lettering and the narrow dividing spaces. See illustration No. 2.

The Slide for the Card.

Take the pieces that came out of the centre section and trim off about $\frac{1}{8}$ -inch from one side just enough to allow them to be inserted easily as slides. These may be made in any quantity, but always absolutely true so that they will

work readily and can be inserted without the necessity of trimming.

To Assemble the Parts.

The first thing to do in assembling the parts is to lay the centre section on the back of the cut out "V" notches on the right hand side of the back in the centre of the spaces behind where the slides will come (See design No. 3.). These are for the purpose of catching the slides with the point of a knife to draw cut. The next operation is to glue both sides of the centre section with a strong fish glue, and lay it on the back, inserting the slides temporarily to make sure that the spaces are divided evenly. Then lay on the front and put under pressure.

A Necessary Precaution.

Great care must be taken not to get too much glue on the centre section, for if you do it is liable to get in the slide section and cause trouble. Do not leave the slides inserted all the way, just insert them a little so that the opening will not be pressed down enough to prevent free insertion of the slides. (See Design No. 4.) Let the card dry thoroughly, then trim the edges neatly with a straight-edge and sharp knife.

After the card is thoroughly dry letter the front with whatever wording you desire and mark out the lettering space on as many slides as you think necessary. These may be lettered for nearly a whole

(Continued on page 37.)

The "Satisfied Customer" of the Proverb

If She Is Such a Good Advertisement, What of the Unsatisfied?—Experience to Show There is Sometimes Reason to Enter the Economy of the Slipshod House-keeper—Sales and Deliveries of a Month Analyzed, Showing That Delivery Alone Was Costing Over 14 Per Cent.

*By Henry Johnson, jr.

The following is a simple narrative of fact, also a narrative of simple fact. There is no embellishment about it. You will recognize this truth as you read, drawing on your own experience for corroboration of what I write.

Early in March we noticed the unusual amount of work we were doing for one customer, and remarked on it. Seemed as if that woman thought that we had nothing to do but send "rush" orders to her and she seemed impossible to please. Just a day or two later she was in and talked to me about our "awful" deliveries. She went into details and I listened patiently, expressing regret that she should not have been more acceptably served. I promised to try hard to do better for her.

Next day a neighbor of hers came in and, in the course of my service to her, she and I jokingly remarked on the failings of grocerymen in general and delivery boys in particular. This was good natured fun; but she became somewhat serious in a minute and said: "But I can tell you one thing, Mr. Johnson, and that is that there is one customer whom you do not serve as much nor as regularly as you might, if you would only treat her a little better—she would be such a good customer for you, too; and that is Mrs. Halliday, across from me." I seriously replied expressing regret again, but saying that I was sure the situation had not been made clear. Then I told a little of our side and she, being a fair-minded woman, said: "Of course, that is a side I have not been told."

Had Her Orders Analyzed.

After Mrs. Devere had gone out I thought of a plan to demonstrate whether we were imagining things or not, also whether Mrs. Halliday had some show of justification for going about in that way complaining of us. So I looked up her March account and here it is, showing size of the order given for each separate delivery and the character of the service demanded:

March 1, First order	.....	\$1.36
2nd order	.....	.25
3rd order	.....	.06
Total 3 deliveries—Total Amount,		\$1.67

*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.

March 3, 1 order	.....	.34
March 4, 1st order	.....	.35
2nd order	.....	.08
Total 2 deliveries—Total amount,		.43
March 5, 1st order	.....	.02
2nd order	.....	.30
Total 2 deliveries—Total amount,		.32
March 6, 1st order	.....	.41
(Marked "Rush")		
2nd order	.....	.04
(Marked "Rush")		
Total 2 deliveries—Total amount,		.45
March 7, 1st order	.....	.93
2nd order	.....	.67
3rd order	.....	.95
4th order	.....	.10
5th order	.....	.20
(One Exchange)		
Total 5 deliveries—Total amount,		\$2.85
March 8, 1 order	.....	.68
March 10, 1st order	.....	\$1.00
2nd order	.....	.45
Total 2 deliveries—Total amount,		\$1.45
March 11, 1 order	.....	.28
March 12, 1 order	.....	.93
March 14, 1 order	.....	.55
March 15, 1st order	.....	\$3.55
2nd order	.....	1.97
Total 2 deliveries—Total amount,		\$5.52
March 17, 1st order	.....	.25
2nd order	.....	.25
3rd order	.....	.80
Total 3 deliveries—Total amount,		\$1.30
March 18, 1 order	.....	\$1.02
March 19, 1 order	.....	\$1.78
March 20, 1 order	.....	\$1.24
March 21, 1 order	.....	\$1.33
March 22, 1st order	.....	.87
2nd order	.....	.28
(Marked "Rush")		
3rd order	.....	.45
Total 3 deliveries—Total amount,		\$1.60
March 24, 1 order	.....	.53
March 25, 1st order	.....	\$1.11
2nd order	.....	.15
Total 2 deliveries—Total amount,		\$1.26

Cost of Delivery Alone.

Here, then, is a total bill of less than \$25.00 on which we delivered 1st, the goods; and 2nd, 36 separate deliveries, four of which were "Special or 'Rush'" calls. Figuring moderately, these deliveries cost us not less than 10c each, so we have a charge against this \$25 of \$3.60 for delivery service alone. That is 14.4 per cent for the one branch of service—to say nothing of all the rest of it, such as rent, and other general

store service; for among these orders were several given in person, with plenty of time on the part of the clerk.

Note that four of these deliveries were orders totalling less than the delivery-cost; that one just equalled the delivery-cost; that one was only 50 per cent more than the delivery-cost; and that on ten more the delivery-cost was equal to from 25 per cent. to 33 1-3 of the total.

Just on one day only, the 15th, did the amount of the orders come near to justifying the service

Nature of the Complaints.

Again, this woman has no system and set or fixed time for ordering. Hence one complaint she made, this way: "It provokes me most, Mr. Johnson, to see what happened a few days ago—and it has happened more than once before. I gave my order and half an hour after I saw your wagon go up the street, RIGHT PAST MY DOOR. Then go right back to your store, apparently, and THEN long afterwards, come with my goods."

No use telling her that her order came in after the schedule time for that wagon to leave; that it was heavily loaded with goods which had been ordered on time, so the buyers were entitled to service taking precedence over hers; that it left with that heavy load probably a minute or two after her order came in, and had peddled numbers of orders before she saw it "rush past her door," &c. Yet such was the fact

Explains High Cost of Living.

Now, I have been wondering whether that business paid us any net profit whatever. I incline to think that it did not, but that we are living on the surplus earnings of customers more careful and systematic than she. And it appears to me that here is a prolific cause of the much-discussed "high-cost of living." For it is beyond doubt or question that this work must be paid for out of our average receipts, or we shall not be here very long.

What would you have done?

What I did was to remember the axiom of one who was greater than you or I shall ever be—"The customer is always right."—and I set myself to remedy the difficulty and retain her trade and GOOD WILL.

New Plan on Trial.

I had asked her to let me call her up at a special hour—any hour that might suit her—every day, but she would not. She “did not always know just what she wanted nor when she wanted it.” After this talk with her and the subsequent investigation I tried again, telling her that I wanted her to do it as a favor to me, so that I might hope to render good enough and prompt enough service to her. You will note that I said nothing about my side of the deal. I put it all on a plea of being able to **SERVE HER BETTER.** You must put it on that score or you will get nowhere.

She finally complied with my request and now I call her up every morning. I do not think I get more of her trade, but I think I get it with less costly work. I shall try it out in a month or so again, and determine whether I am or am not ahead of the game.

How does it all look to you?

RETAIL MERCHANTS DISCUSS MANY PROBLEMS.

(Continued from page 22.)

see advantages in your window you are going to get some of their trade. The man who conducts his business properly nowadays, who gives good goods, adequate service, quick delivery—a little better than the other fellow—other things being equal, is going to get his share of the trade of his district.”

The Cost of Living.

Mr. Blain has strong convictions on the High Cost of Living. “I sympathize with the retail grocers,” he said, “who are being blamed for the high cost of living which is due solely to the economic conditions of the present age. The average person does not look into these conditions. There are a lot of blatant people crying aloud without knowing. Conditions to-day demand superior service. There are a large number of proprietary articles on the market because people want them, and it costs money to manufacture and market them. The people want much better service. They used to carry home their parcels. Now a 10 cent purchase often has to be delivered a couple of miles. In figuring general cost this all must be added in

“The amassing of people in villages, towns and cities increases the cost of living. It gives the farmer better markets for his produce and he takes what profit he can get. Some farm products have increased a couple of hundred per cent. in price in recent years. Local markets create demand and naturally raise prices. The unprejudiced thinking person cannot come to any conclusion other than the economic conditions

of the age is the cause of the high cost of living.”

Must Give to Get Support.

Coming to the Co-operative Societies, Mr. Blain stated that of course, a wholesaler had the right to sell to whomsoever he chooses as one of the retailers had stated. “But,” he added amid applause, “a wholesaler has no reason to expect retailers to buy from him if he does not help them in return. There are cases where a number of consumers get together for buying purposes, and they write and ask me, and others I suppose as well, for catalogues of wholesale prices. The wholesaler has the right to sell them, but would that be fair business? I always reply stating that

HANDLING DONATION REQUESTS.

The following is an announcement gotten out by the Toronto Branch of the Retail Merchants' Association for distribution among members, the object being self-evident:

NOTICE

Owing to the large number of applications that are made upon us from time to time, all requests for donations, or for the sale of tickets or contributions of any sort or for advertising in programmes, etc., are referred by us to the

EXECUTIVE BOARD

*of
THE RETAIL MERCHANTS' ASSOCIATION OF CANADA
of which we are members.*

Toronto Branch.

it is not fair for a man to sell to consumers and at the same time sell to retailers who have been supplying them.

Buying From Home Merchants.

“Some time ago,” said Mr. Blain, “The Canadian Grocer ran an article covering the reasons why consumers should purchase in their home towns and whenever I reply to a communication asking for a catalogue, just to rub it in, I send along a reprint of this article.” (The article in question is reprinted on the editorial pages of this issue to refresh the memories of those who read it last year, and so that new readers may appreciate better Mr. Blain's remarks.)

“There is not a profession or a business interest or a labor union that would permit another class to jump in on their work apart from a retail merchant. Why shouldn't the grocer's interests be defended? The reason is you are not big enough yet. You ought to have an organization from one end of Canada to the other. We have no objections to

labor unions. These are necessary to the welfare of the labor men and the fidelity and loyalty they show for their unions should be an inspiration for you. If these co-operative stores get large enough they will start wholesale and manufacturing establishments. They are not in the general interests of the community; many of the men at the head have had little or no business training. We cannot afford to have two channels of trade, and for my own part we do not propose to sell such stores. Wholesalers and retailers should resist them because our interests are identical. One cannot get along without the other and if there are any differences between us they should be brought before both sections of the trade for adjustments. There shouldn't be any advantage taken one over the other for that only drives us farther apart.”

In reply to further questions Mr. Blain cautioned against trespassing on the criminal code that would involve restraint of trade. It was his belief that the matter could be worked out satisfactorily without doing so. A vote of thanks was enthusiastically carried on his behalf.

For Fire Prevention.

“Whereas the Ontario Fire Prevention Association have asked this Association to co-operate in lessening fires,” it was decided to ask the executive to act as it deemed advisable.

Still another resolution dealt with a small debt court. At present as every dealer knows, it is difficult to collect a small debt at a Division Court and have any money left when costs are paid. This resolution gave the executive power to interview County and Division Clerks' Associations with a view to discussing the matter and to arrange if possible something more satisfactory.

Election of Officers.

The officers for 1913-14 consist of the following:—

President—E. C. Matthews, grocer, Toronto.

1st Vice-President—B. W. Ziemann, Preston.

2nd Vice-President—G. B. Ryan, Guelph.

Treasurer—Neil Cameron, Peterboro.

Secretary—E. M. Townen.

Representatives to Dominion Board, E. C. Matthews, B. W. Ziemann, Neil Cameron, A. Wesloh, and the Secretary.

Representative on the Toronto Exhibition Board from Ontario Board—H. Watters, druggist, Ottawa.

M. Moyer, who has been treasurer for several years and who sent in his resignation, was made an Honorary Member of the Association.

Two Sides to the Proposed Bulk Sales Act

Secretary of Retail Merchants' Association and Member of Parliament Who Introduced the Measure Express Their Views—Would It Be a Hardship to the Honest Trader?—Nature of the Bill Explained.

Ontario retail merchants are greatly interested in, and divided in opinion on, the question of a Bulk Sales Act. Whether this would work to the detriment or otherwise of the honest trader who wants to sell his business is the problem to be solved. Some hold to the opinion that a Bulk Sales Act, such as that thrown out of the Ontario Legislature recently is obnoxious in any form, whereas others think that such an act would not injure an honest seller and would ameliorate those conditions in a town which now follow the absconding of a dishonest man who sells his business and disappears, leaving creditors unpaid. Herewith are two opinions. One is that of the Secretary of the Retail Merchants Association, the other that of the Member of Parliament who framed the bill, each widely divergent.

A. C. McMaster, Esq.,
Solicitor,
The Credit Mens' Association,
Toronto.

Dear Sir:—In response to my promise to place in writing our objections to Bill No. 169, "An Act Respecting the Purchase, Sale and Transfer of Stocks of Goods in Bulk," we desire to say that we deem it better to deal with the general effect that the Bill, as at present drafted, will have upon the retail trade rather than take it up clause by clause. The motive for the bill seems to be an endeavor to attempt to secure through legislation some means to prevent retail merchants who have creditors, from selling out their businesses, or dealing with the equity that they have in their businesses, without the consent of any or all of their creditors, to whom they may owe more than fifty dollars.

In the first place we claim that the proposed legislation is inconsistent, inasmuch as it discriminates between the actions and the intentions of the large retail creditors, and the small ones, and it endeavors to fasten a law with regard to the disposition of merchandise, or one class, and it allows other classes to dispose of their property as they may deem proper. In this sense it is class legislation.

The Question of Character.

The basis of all credit for centuries, and for all times to come is character, and this proposed legislation seems to be an endeavor to overlook or neglect the character of the debtor, and by means of legislation it proposes to make all men honest.

In a recent statement made by J. P. Morgan before the Pujo inquiry, he said, "I know lots of men—business men, too—who can borrow any amount, whose credit is unquestioned, because people believe in the man." "I have known a man to come into my office and I have given him a cheque for a million dollars when I knew he had not a cent in the world. Commercial credits are based on the possession of money or property, or character: **The first thing is character.** A man I do not trust would not get

money from me on all the bonds in christendom. I think that is the fundamental basis of business."

The object of this Bill seems therefore to be, to take chances on character, when goods are being sold, and credit obtained; but to take no chances on character when the goods which were sold on credit and based on character are to be sold in "Bulk."

All honest retail merchants are in full sympathy with any movement that will prevent fraud and deception, but this Bill assumes that all retail Merchants are dishonest, and if it is made law it will place a tax, in the way of a trustee's commission, on every one thousand honest retail men, in order to set a trap to endeavor to catch one thief.

Quantity of Fraudulent Sales.

As to how far fraudulent sales have taken place among the retail trade we are not prepared to say, but we know of very many cities and towns where nothing of the sort has occurred for over twenty-five years. If the evil is increasing, the cause may lie with the wholesalers and manufacturers giving credit where credit should not be given.

On the other hand, if the evil of fraudulent selling, with the intent to defraud creditors, is increasing, it certainly does not reflect on the ability of the administrators of our Criminal Law, and we do not think that anyone can charge them with being neglectful of their duty.

The whole measure—judging it from our view-point, is lop-sided, and it has been framed with perhaps good intentions, but with a sad lack of knowledge of the conditions of the retail trade. According to its provisions, it would be a criminal act, for any retail merchant who had creditors, to sell his entire stock out, in one sale, without their consent; but to sell it out in piece-meal and in individual articles, and at bargain sales, and demoralize the retail prices in a community, it would be perfectly legal.

Then again, if this Bill becomes law, and the wholesalers feel that they are

safe under it—and we think they will not be as safe as they think—it will be the means of producing an army of wholesalers and jobbers, and greatly stimulating the extension of indiscriminate credit, and price-cutting and price demoralization will be worse than ever, to the detriment of the legitimate, honest retail trade, many of whom are struggling hard to pay their wholesale accounts.

Another strong objection we have to the Bill is that it will prevent an honest retail merchant who has creditors, selling his business to any advantage to himself. Though sickness or other cause a merchant may advertise his business for sale and his equity may be forty per cent., the other sixty per cent. he may owe to his creditors. A purchaser under the proposed Act may lead him on with the promise to buy until he received a list of his creditors, and having this in his possession, he would immediately have a club whereby if he so desired he would force the merchant to come to his terms and the result may be the wiping out entirely of the equity, as well as the good-will, and perhaps a valuable lease of the property.

Conference Suggested.

We feel certain that the intention of the promoters of this Bill is to endeavor to overcome an evil in the trade, but as the Bill is now drafted the remedy is worse than the disease, and we would again strongly urge that a committee from all those who are interested in this Bill get together and endeavor to prepare a measure that will be satisfactory to all.

Speaking for our Association we will be pleased to do our part on such a committee, and we hope that you will ask that the Bill be withdrawn this session, otherwise we shall strongly oppose it.

Remaining

On behalf of your Executive Board,

Yours Truly,

E. M. Trowern, Secretary.

Editorial Note.—The above letter was read at the convention of Retail Merchants' Association last week.

Opinion of the Framer.

In order to present both sides of the question. The Canadian Grocer asked W. D. McPherson, M.P.P., who drew up the Bill, for a statement as to its purpose. The following letter was received in reply:—

Dear Sir:—Replying to your letter of yesterday, I have pleasure in handing you herewith a copy of the Bulk Sales Act as introduced by me at the recent Session of the Legislature.

Although the Act consists of a considerable number of sections, yet practically the sections which are the keynote to the Act are Nos. 3, 4 and 5.

Section 3 requires that the intending purchaser shall, before closing the purchase, receive from the intending seller a statement in writing containing the name and address of each of the seller's creditors exceeding \$50.00, and which statement is to contain the amount for which the seller is indebted to the creditor.

Section 4 provides that if the intending purchaser fails to obtain the statement before completing the sale then the sale shall be deemed void as against the creditors of the seller.

Section 5 provides that the intending purchaser shall pay the purchase money or sufficient thereof to satisfy the claims of the seller, (or if the sale is not for cash, then shall deliver his note or security therefor) into the hands of the trustee for distribution among the creditors of the seller and the same shall be distributed as provided by the Act. The person who is to be the trustee may be either the sheriff of the county or district in which the stock is located at the time of the sale, or any trust company carrying on business in Ontario; or any person appointed by the seller with the consent in writing of the creditors representing fifty per cent. in value of his creditors.

The Bulk Sales Act would relieve the purchaser from all responsibility of seeing to the payment of the creditors of the seller, and would also relieve the seller from all responsibility which would be undertaken by the trustee, and the Bill expressly provides that the trustee's charges are to be paid by the creditors and not by the debtor.

No argument has ever been adduced from any quarter, to show that the Bill would create a hardship to a dealer who either wanted to purchase or sell goods. Most of the opposition to the Act, I am satisfied, has come from persons who did not fully understand its provisions.

If there should be any further information you desire, I shall be pleased to hear from you.

Yours Sincerely,
Wm. D. McPherson.



Following items are from Canadian Grocer of May 12, 1893:—

"The evils existing in the grocery trade are mostly from within. Some of them will probably never be eradicated, but it is within the power of the trade to control, if not remove, most of them. Every merchant can refrain from the indiscriminate giving of credit, and by associated effort, much can be done in the direction of minimizing the evil of unfair competition and clipping the wings of dead-beats and bad-paying customers."

Editorial Note.—Here is a little bit of advice taken from The Grocer twenty years ago which is just as applicable to-day as then. Trade evils, evidently, we shall always have with us.

"The London Retail Grocers' Association wrote asking the co-operation of the Toronto Association in bringing influence to bear on the Government to repeal or amend the act so that the salary of civil service employees may

be attached or garnished; also regarding the Pharmacy Bill now before the House"

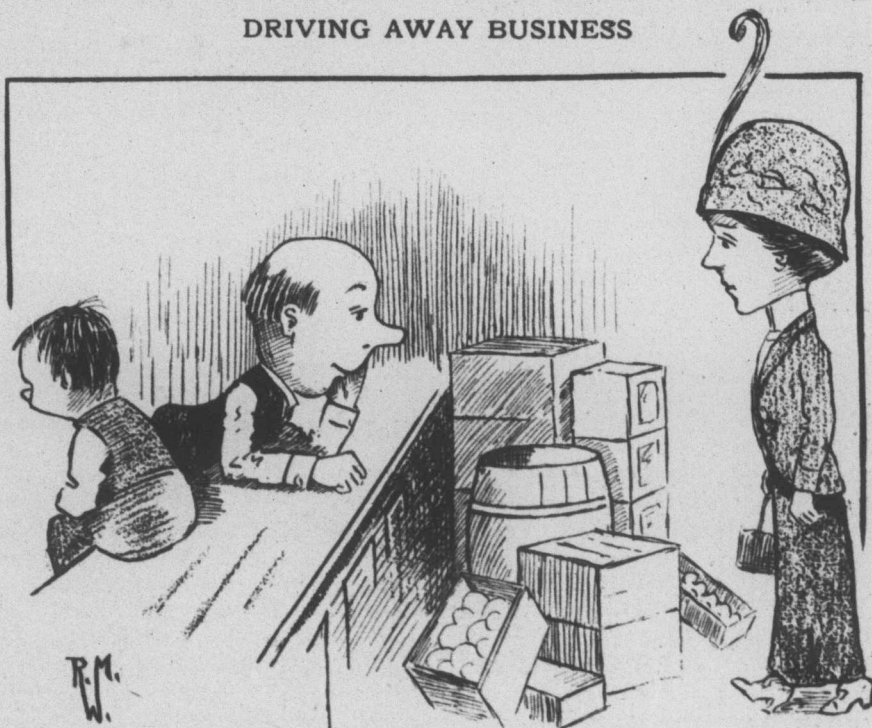
Editorial Note.—This is an extract from the report of the Toronto R. G. A. regular meeting. D. W. Clark, president then and now presided at the meeting.

"How few grocers there are who take the trouble to obtain the first name of their customers, and how many there are who fail to charge the items on their day-books, contenting themselves with the fact of having entered them on the cash-book of the customer. Many grocers keep no cash or invoice books and, in fact, if it was to come to the point, could not prove anything about their affairs"

Editorial Note.—Since the time this was written, great advances have been made in book-keeping methods of retailers, so much so that the above would have to be considerably amended if it were written from standpoint of the present.

A grocer tacked upon his door a bit of paper; this it bore, "Boy wanted! At the desk apply; pay sure—at first not very high." Within two days, at early morn, a grocer baby boy was born. His little brother, wild with joy, said to his father: "Here's your boy! Take down the notice on the door, for you won't need it any more." Then added this: "We've got a prize!! Now don't it pay to advertise?"

DRIVING AWAY BUSINESS



Here is a new man in the trade. He has opened a grocery store, but has made the mistake of having the store and warehouse all in one.

STORE KINKS

Ideas Helping to Build Up Business.

Time Savers and Good Money Makers.

DEVICE FOR SHOWING PICKLES.

"As the average housekeeper does not put away a stock of sweet pickles sufficient to meet the requirements, a good pickle trade can be carried on by the grocer throughout all the warm weather." Following up this idea, A. J. Groom, of Guelph, Ont., attempts to catch the pickle trade chiefly through attractive displaying of pickles. For this purpose he has introduced kegs supplied by manufacturers, into the top of which fit porcelain basins covered with glass tops and provided with glass ladles. Pickles in vinegar in the basins display the quality, and supplies can be drawn from the keg after lifting out the basin.

"People have often remarked how clean and fresh my pickles are," states Mr. Groom, "and I have little doubt that many of my sales are due chiefly to this method of displaying them. They are certainly cleaner and more attractive looking than when shown in the old way in pails or crocks."

WHERE LOCATION MEANT MUCH.

Does the average retailer who contemplates moving to a new district give proper attention to the side of the street on which he will locate? If we knew all, we would probably find that many a dealer has been forced to the wall simply because he was not shrewd enough to get on to the proper side of the street. Others pay particular attention to this feature, and find it pays to be careful.

A case in point, so far as the latter is concerned, may be found in St. Thomas, Ont. When D. Boyce first decided to locate on Ross Street, he was asked by the owner of the south-west corner to make his stand there. Mr. Boyce told him "No." Not if he built a store there and allowed him the use of it free of rent for ten years would he open a grocery store on that corner.

Mr. Boyce did locate on the north-east corner. By referring to the accompanying cut his reasons will be found. The railway track runs east parallel to Talbot Street (the main street in the city) for some distance, cutting off north and south streets to the east,

which otherwise would run into Talbot. Residents, therefore, to the east and south of the Boyce store must come out to Ross Street to get down town. They naturally take the first opportunity to get to the main street, so that they travel the right hand sidewalk which runs past Mr. Boyce's store to Talbot. Ross Street runs under the tracks.

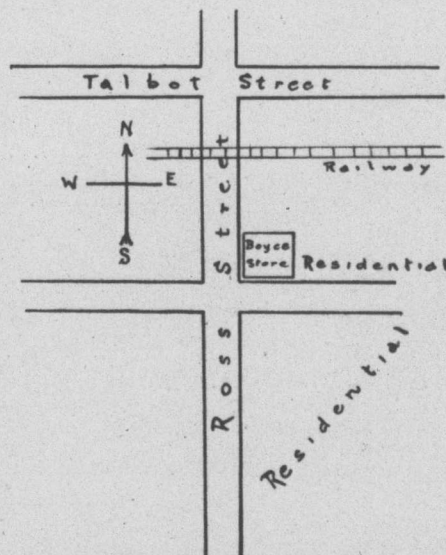


Diagram showing why a St. Thomas retail grocer chose a particular side of the street.

Assisted thus by the geographical nature of the district, it was easy to get a good percentage of the passing public to come into the store. A substantial business has been built up, and the majority of it is attributed to the choice of the site.

DISPLAY BOX FOR VEGETABLES.

For keeping greens, such as lettuce, parsley and watercress, fresh and crisp while on display, a rather original idea has been followed out in the Geo. Williams store, Guelph, Ont. These are arranged in a glass-covered box of about 4 or 6 inches depth and placed on the front counter right opposite the street door. The glass cover, while keeping out all dust, also keeps any moisture within the box, thereby maintaining freshness and crispness in the vege-

tables, and the shallowness of the box also tends to promote neat and artistic arrangement.

"This has increased our sales of these vegetables fully 75 per cent.," states Mr. Pears. "We are firm believers in display, both outside and inside. When weather permits we always have a stand just outside the door showing celery, apples and imported fruits of various kinds. And as compared with days when we cannot put this stand out our sales are practically doubled. Any little kink for displaying to better advantage fresh fruits and vegetables we have found a highly profitable investment."

Developing the idea even further, J. R. Pears, manager of the grocery department, has considered lining the bottom of the box with sheet metal so as to allow liberal sprinkling of water. Water can be applied now, but only in small quantities to prevent dripping through on to the counter.

Where the next convention is to be held was left to the executive.

WOODEN TRIANGLE FOR DISPLAYS.

The season for selling aerated and mineral waters is here again, and the best means of showing these lines should be made a problem for close study. Jas. Osborne, a Hamilton, Ont., dealer, not long ago had a splendid selling window of bottled waters, the feature of the display being a triangular contrivance with holes, through which the necks of the bottles protruded. This was made of wood with a rounded edge, the little triangles of wood being of different sizes. Four or five bottles were placed on the floor of the window and a triangle fitted over them, the necks of the bottles coming through the holes. On top were more bottles and a little smaller triangle of wood over them again, and so on until some of the pyramids were four or more feet high, the bottles becoming smaller the higher they went.

Mr. Osborne stated that this display was the means of selling considerable of the various waters.

Current News of the Week

Quebec and Maritime Provinces.

J. R. Greer, grocer, St. John, N.B., is succeeded by B. A. Greer.

H. Laporte, of Laporte, Martin, Ltd., Montreal, has left for Atlantic City on an extended holiday.

The foundations for the new sugar refinery in St. John, N.B., are expected to be complete in about five weeks' time.

Hon. T. P. Pelletier, general merchant, and father of Hon. Mr. Pelletier, Postmaster-General of Canada, died at Trois Pistols, Que., recently.

W. R. Spooner, manager North Atlantic Fisheries, Ltd., Montreal, has returned from a business trip to Halifax, N.S., where the headquarters of the firm are located.

The Snap Co., Ltd., Montreal, have moved from 164 St. James Street to 284 Lagachetiere Street West (the Unity Building), in which they have more commodious show rooms and offices.

The firm, Laporte, Martin & Co., will be known in future as Laporte, Martin, Limited. The directors are: H. Laporte, president; J. Ethier, vice-president and manager; H. Delorine, secretary; W. Imbleau, treasurer. L. A. Delorine is also on board of directors.

Ontario.

W. J. Powell, grocer, St. Thomas, Ont., has sold his business.

Wm. Malcolm, grocer, Toronto, Ont., has sold to T. H. Dodds.

Jas. Gowans, a Sarnia, Ont., grocer, has sold to A. Humphreys.

S. Gibson, grocer, Ottawa, Ont., has been succeeded by F. S. Bonsall.

The Knechtel Grocery Co., Stratford, Ont., are succeeded by F. H. Elliott.

Jno. Diprose, grocer, London, Ont., has disposed of his branch store on Richmond Street.

Walter H. Kidd, general merchant, Indian River, Ont., was in Toronto last week on a buying trip.

Bert Bond, sales manager of Medlands, Ltd., wholesale grocers, Toronto, has gone to Collingwood to act as salesman for Telfer Bros., Ltd.

Branches of the Retail Merchants' Association were organized last week in Aurora and Newmarket, Ont. The officers will be selected later.

Owing to a fire in Englehart, New Ontario, on Sunday, the town was left without a single grocery store. The entire business section was destroyed.

The stock of C. A. Burnside, grocer, Iroquois, Ont., was partially damaged

last week by smoke and water; while C. G. Reester, grocer, of the same place, was burnt out altogether.

D. A. Cattnach, of Fingal, Ont., has sold his grocery and general stock and store to Mr. Bunons, of St. Thomas, who will continue the business. Mr. Cattnach will remain in Fingal.

Jno. Sloan, Sr., of John Sloan & Co., wholesale grocers, Toronto, is enjoying a trip through Scotland. Fred Sloan, his son, has recently gone back with the firm, and will act for them as traveling salesman.

W. F. Hogarth, grocer, Fort William, Ont., has sold to McLaurin & Dow. Mr. Hogarth has been 19 years in business in Fort William, and is the last of the "old-timers" to turn his business over into new hands.

Melvin Gayman & Company, of St. Catharines, Ont., propose to establish a canning and preserving factory at Dunnville, Ont. An option on a three-acre site has been procured, and a joint stock company is being organized.

The death occurred recently of Robert Johnston, of Johnston & Moffatt, London, Ont. Mr. Johnston had been in the grocery business for 20 years. Mrs. H. English, wife of H. English, grocer, London, also passed away last week.

Wm. B. Okie, assistant sales manager of The Welch Grape Juice Co., Westfield, N.Y., accompanied by C. W. Moulton, one of the salesmen of the company, were in Toronto and Hamilton during the week arranging for representation in this field.

H. G. Morrow has been appointed by Dane & Hortop, manufacturers' agents, Toronto, manager of a Hamilton, Ont., office, which they are opening in the Ambitious City. Mr. Morrow has for some months been connected with the advertising staff of The Canadian Grocer.

C. C. Mann, the Ontario representative of C. H. Catelli, macaroni manufacturers, Montreal, announces on behalf of the firm that their new plant, which has been under process of erection since fire in February, will resume operations next week. The size of the new plant is being greatly increased.

F. E. Robson, of F. E. Robson & Co., Front St., E., Toronto, was in Lindsay over Sunday last to see his father, W. M. Robson, who underwent a critical operation that day. Mr. Robson, Sr., has been in the grocery business in Lindsay for some thirty years, and has many

friends in the trade who will hope for his recovery.

At the annual meeting of the Brockville Cheese Board held on May 2, Chief Dairy Inspector Publow, in his address, advised the makers to turn out a product with good body, so as to ensure better keeping qualities. He also advised the holding of cheese by the manufacturer for at least ten days before shipment and called attention to shipping of cheese which was too green, spoiling the reputation of the manufacturer. Speaking of the market situation, Mr. Publow advocated the continuance of butter-making until the middle of May, owing to fairly heavy stocks of old cheese now held. This he claimed would give an opportunity to get rid of all surplus stock before the new make would be ready for sale.

Western Canada.

The Ogilvie Flour Mills Co., Ltd., suffered slight loss by fire in Gretna, Man.

The Farmers' Store, Forward, Sask., has purchased the general store business of W. H. Vernon.

The Deep Sea Fisheries Co. is the name of one of the latest wholesale fish companies to start up in Prince Rupert, B.C.

The grocery business operated by Thompson Bros., Weyburn, Sask., has recently been purchased by The Ideal Grocery Co., of which W. H. Farrell, formerly of Prince Albert, is supposed to be the head.

At the first annual banquet of the Manufacturers' Section of the Calgary, Alta., Board of Trade, R. J. Hutchings, who presided, referring to the progress of manufacturing in the West, predicted that in the next 25 years, the bulk of the manufacturing in Canada would be done in the West, just as has happened in the United States where the biggest manufacturing industries were located in the Middle Western States.

Sir Thos. Lipton, who visited Canada last fall, was so impressed with the country that he has sent Thomas Crane from the head office to make a careful investigation of conditions here. Mr. Crane is now in Winnipeg, but will go to the Coast before returning to Toronto, the Canadian headquarters. The idea of his trip is simply one of enquiry, that the firm may be in a position to take the best advantage of opportunities which the Dominion offers.

Sugar Steady; Molasses Firm; Nuts Advance

Indications of Advance Predicted in Sugar Are Now Not so Marked as Few Weeks Ago—Advance of 1/2 Cent Has Been Made on Evaporated Apples in Toronto—Will be Surplus in Some Lines of Canned Goods.

QUEBEC MARKETS.

POINTERS:—

Sugar—Holding steady.
Teas—Advance on primary markets.
Cottonseed Oil—Up to 95c and \$1.10.
Montreal, May 6.—Grocery market this week is devoid of any interesting features, and few prices have been changed during week. The demand for all lines of groceries seems a trifle dull this week, possibly owing to the weather conditions.

Cottonseed oil has advanced to 95c to \$1.10.

A despatch from Boston, Mass., states that buyers for the large department stores there are commenting upon the fall in wholesale prices. They say prices are breaking all along the line, and never before were they able to buy summer goods at this season of the year at such cuts; in some instances as much as 50 per cent. under previous prices. They do not know whether this is due to money or the tariff agitation.

SUGAR.—Sugar seems to be on rock bottom as far as prices are concerned, and even though market on raw sugar has been fluctuating considerably of late, local refiners are indifferent to its influence. The sugar market at present is firm, and with preserving season looming up large on the horizon it appears to be good buying weather. Demand at present is steady.

Granulated, 20-lb. bags	4 00
Granulated, 5-lb. cartons	4 80
Granulated, 2-lb. cartons, per cwt.	4 80
Granulated, Imperial	4 35
Granulated, Beaver	4 35
Paris lumps, boxes 100 lbs.	5 25
Paris lumps, boxes 50 lbs.	5 35
Paris lumps, boxes 25 lbs.	5 85
Red Seal, in cartons, each	0 35
Crystal diamonds, bbls.	5 10
Crystal diamonds, 100-lb. boxes	5 25
Crystal diamonds, 50-lb. boxes	5 35
Crystal diamonds, 5-lb. cartons	6 30
Crystal diamonds, Dominoes, cartons	7 00
Extra ground, bbls.	4 90
Extra ground, 50-lb. boxes	5 10
Extra ground, 25-lb. boxes	5 30
Powdered, bbls.	4 70
Powdered, 50-lb. boxes	4 90
Powdered, 25-lb. boxes	5 10
Phoenix	4 50
Bright coffee	4 45
No. 3 yellow	4 35
No. 2 yellow	4 25
No. 1 yellow	4 10
Bbls. granulated and yellow may be had at 5c above bag prices.	

MOLASSES.—Situation is practically same as reported last week. There have been some interesting developments during past week. A sale of 1,000 puncheons at \$36.80 has been reported, but sales at 36c have been more numerous. Average price seems to be 36 1/2c to 37c, and there is still a difficulty in getting buyers and sellers together.

The "Sylvia" arrives this week with 3,780 puncheons on board and about 50 tierces and 50 barrels. Another ship load will arrive in two weeks. There seems to be a growing weakness in mar-

ket, possibly owing to deliveries arriving. There also seems to be a general price cutting among sellers. On the other hand, it is stated that American dealers are buying more molasses than usual, which will have its influence later on in this market. The sale of the 1,000 puncheons stated above was to an American dealer.

Fancy Barbados molasses, puncheons	0 40	0 42
Fancy Barbados molasses, barrels	0 43	0 45
Fancy Barbados molasses, half-barrels	0 45	0 47
Choice Barbados molasses, puncheons	0 35	0 37
Choice Barbados molasses, barrels	0 38	0 40
Choice Barbados molasses, half-barrels	0 40	0 42
New Orleans	0 25	0 28
Antigua	0 25	0 28
Porto Rico	0 40	0 40
Corn syrups, bbls.	0 03 1/4	0 03 1/4
Corn syrups, half-barrels	0 03 1/4	0 03 1/4
Corn syrups, quarter-barrels	0 03 1/4	0 03 1/4
Corn syrups, 3 1/4-lb. pails	1 75	1 75
Corn syrups, 25-lb. pails	1 25	1 25
Cases, 2-lb. tins, 1 doz. per case	2 40	2 40
Cases, 5-lb. tins, 1/2 doz. per case	2 75	2 75
Cases, 10-lb. tins, 1/4 doz. per case	2 65	2 65
Cases, 20-lb. tins, 1/4 doz. per case	2 60	2 60

MAPLE SYRUP.—Maple syrup and sugar situation is same as quoted last week. Prices are unchanged under a good demand and ample supplies.

Pure maple syrup, in 5 1/2 lb. tins	0 75
Pure maple syrup, in 15-gal. kegs, 8c per lb., or per gallon	1 00
Pure maple sugar	0 10

DRIED FRUIT.—Dried fruit market is weak, with exception of prunes, which are rather firm. There is no change in prices, and demand is improving.

Raisins—		
Choice seeded raisins	0 07 1/2	0 07 1/2
Choice fancy seeded, 1-lb. pkgs.	0 08	0 08
Choice loose muscatels, 2-crown, per lb.	0 06 1/2	0 06 1/2
Choice loose muscatels, 3-crown, lb.	0 06 1/2	0 06 1/2
Choice loose muscatels, 4-crown, per lb.	0 07 1/2	0 07 1/2
Seedless, new, in packages, 12 oz.	0 07	0 07 1/2
Seedless raisins, new 16 oz. pkgs.	0 08	0 08 1/2
Select raisins, 7-lb. box, per lb.	0 11	0 11 1/2
Sultana raisins, loose, per lb.	0 11	0 11 1/2
Sultana raisins, 1 lb. cartons	0 12 1/2	0 13 1/2
Malaga table raisins, 3-crown, lb.	2 50	2 50
Malaga table raisins, 4-crown, lb.	3 40	3 40
Malaga table raisins, 5-crown, lb.	4 00	4 00
Malaga table raisins, 6-crown, lb.	5 20	5 20
Malaga table raisins, 7-crown, lb.	5 50	5 50
Malaga table raisins, clusters, per 1/4 box	0 75	1 25
Valencia, fine, off stalk, per lb.	0 06 1/2	0 07
Valencia, select, per lb.	0 07	0 07 1/2
Valencia, 4-crown layers, per lb.	0 08	0 08 1/2
Evaporated apricots	0 14 1/2	0 15
Evaporated apples	0 08 1/2	0 10
Evaporated peaches	0 08 1/2	0 10
Evaporated pears	0 12 1/2	0 14
Currants, fine filletas, per lb., cleaned	0 06 1/2	0 07 1/2
Currants, 1-lb. pkgs. fine filletas, cleaned	0 07 1/2	0 08 1/2
Currants, Patras, per lb.	0 09	0 09 1/2
Currants, Vostizkas, per lb.	0 09 1/2	0 10
Dates, 1-lb. packages	0 08 1/2	0 09 1/2
Dates, Hollowee, loose	0 05	0 05
Figs	0 11	0 11
Figs, 3 crown	0 10 1/2	0 11
Figs, 4 crown	0 11 1/2	0 12
Figs, 5 crown	0 12 1/2	0 13 1/2
Figs, 6 crown	0 13 1/2	0 14 1/2
Figs, 7 crown	0 14 1/2	0 15 1/2
Figs, 9 crown	0 14 1/2	0 15 1/2
Comadre figs, about 35-lb. mats	1 30	1 40
Glove boxes, 16-oz., per box	0 10 1/2	0 11 1/2
Glove boxes, 10-oz., per box	0 07 1/2	0 08
Prunes—		
20-30	0 11	0 12
30-40	0 11	0 12
40-50	0 09 1/2	0 10 1/2
50-60	0 08 1/2	0 09 1/2
60-70	0 07 1/2	0 08 1/2
70-80	0 07	0 07 1/2
80-90	0 06 1/2	0 07 1/2
90-100	0 06	0 06 1/2
Brenia prunes	0 07	0 08

TEA.—There is no change in local tea market as regards prices. There has been quite a little demand from United States, and several large shipments have been made during past week. Cables from Japan advise that all grades of Japan tea selling over 30c have advanced from 1 1/2c to 1c per lb. The

quality of the new crop is exceptionally good.

Japans—		
Choicest	0 40	0 50
Choice	0 35	0 40
Fine	0 30	0 35
Medium	0 25	0 30
Good common	0 20	0 25
Common	0 15	0 20
Yamashiro	0 75	1 00
Ceylon—		
Broken Orange Pekoe	0 30	0 40
Pekoes	0 20	0 22
Pekoe Souchongs	0 20	0 22
India—		
Pekoe Souchongs	0 19	0 20
Ceylon Greens—		
Young Hysons	0 24	0 26
Hyson	0 22	0 23
Gunpowders	0 19	0 20
China Greens—		
Pingsuey gunpowder, low grade	0 14	0 18
Pingsuey gunpowder, pea leaf	0 20	0 30
Pingsuey, gunpowder, pinhead	0 30	0 50

COFFEE.—Coffee market is devoid of interesting features this week, and prices are unchanged. Demand is improving a little, and a large volume of business has been transacted this week than last.

Mocha	0 28	0 29
Rio	0 21 1/2	0 23 1/2
Mexican	0 25	0 25
Santos	0 24	0 25
Maracaibo	0 27	0 27
JAVAS	0 30	0 40

SPICES.—Jamaica ginger, whole, is selling at 17c to 20c per lb. White pepper, whole, is selling at 25c to 27c, while whole black pepper is bringing 15c to 17c. Other spices are unchanged under an improved demand.

Allspice	0 13	0 18
Cinnamon, whole	0 18	0 20
Cinnamon, ground	0 16	0 20
Caraway seed	0 08	0 09
Batavia cinnamon	0 25	0 30
Cloves, whole	0 27	0 35
Cloves, ground	0 27	0 35
Cream of tartar	0 25	0 30
Ginger, Cochina	0 17	0 20
Ginger, Jamaica, whole	0 20	0 25
Ginger, Jamaica, whole	0 17	0 20
Mace	0 08	0 10
Nutmegs	0 25	0 30
Peppers, black	0 16	0 18
Peppers, white	0 27 1/2	0 30
Peppers, white, whole	0 25	0 27
Pepper, black, whole	0 15	0 17
Pimento	0 15	0 17

RICE AND TAPIOCA.—Prices are unchanged under a steady demand. Demand for rice is general throughout country, and is not confined to any one section. Tapioca is selling well at same prices as quoted last week.

Rangoons—		
Rice, grade B, bags 250 lbs.	3 35	3 35
Rice, grade B, bags 100 lbs.	3 35	3 35
Rice, grade B, bags 50 lbs.	3 35	3 35
Rice, grade B, pockets 25 lbs.	3 45	3 45
Rice, grade B, 1/2 pockets, 12 1/2 lbs.	3 55	3 55
Rice, grade C.C., bags 250 lbs.	3 25	3 25
Rice, grade C.C., bags 100 lbs.	3 25	3 25
Rice, grade C.C., bags 50 lbs.	3 25	3 25
Rice, grade C.C., pockets 25 lbs.	3 35	3 35
Rice, grade C.C., 1/2 pockets, 12 1/2 lbs.	3 45	3 45
India bright, 250 lb. bags	3 50	3 50
Lustre, loose, 250 lb. bags	3 00	3 00
Patna, polished	4 40	4 40
Finest imported Patna, 224 lb. bags	5 37 1/2	5 37 1/2
Finest imported Patna, 112 lb. bags, bag	5 50	5 50
Finest imported Patna, 56 lb. bags	6 25 1/2	6 25 1/2
Peas	4 90	4 90
Sparkle	5 10	5 10
Crystal	5 10	5 10
Snow	5 30	5 30
Imperial Glace	4 90	4 90
Ice Dips	5 45	5 45
Canadian Caroline rice	7 19	7 19
Imported Caroline rice, hand pick'd	8 00	8 00
Imported Caroline rice, fancy	8 00	8 00
Brown sago, lb.	0 08 1/2	0 08 1/2
Tapioca, medium, pearl, lb.	0 05 1/2	0 05 1/2
Seed, lb.	0 05	0 05

NUTS.—Demand for peanuts is increasing with advent of the push cart

THE CANADIAN GROCER

and the ball game, but generally market is dull and uninteresting.

In shell—		
Brazilia	0 14	0 16
Filberts, Sicily, per lb.	0 13½	0 13
Filberts, Barcelona, per lb.	0 11	0 11
Tarragona Almonds, per lb.	0 16	0 16½
Walnuts, Myette Grenobles, per lb.	0 15	0 16
Walnuts, Marbots, per lb.	0 13	0 13½
Walnuts, Cornes, per lb.	0 11	0 12
Hungarian	0 13½	0 15
Shelled—		
Almonds, 4 crown, selected, per lb.	0 42	0 50
Almonds, 3 crown, selected, per lb.	0 35	0 37½
Almonds, 2 crown, selected, per lb.	0 31	0 32
Almonds (in bags), standards, lb.	0 27	0 28
Cashews	0 15	0 17
Peanuts—		
American—		
Japanese roasted	0 08½	0 09
Coon, roasted	0 08	0 09
Diamond G, roasted	0 09	0 10
Bon Ton, roasted	0 11	0 12
Sun, roasted	0 10	0 12
Spanish No. 1	0 12	0 13
Virginia No. 1	0 13	0 14
Pecans, jumbo	0 18	0 19
Pistachios, per lb.	0 18	0 19
Walnuts—		
Bordeaux, halves, bright	0 27	0 28
Broken	0 27	0 28

ONTARIO MARKETS.

POINTERS,—

- Sugar—Holding steady.
- Molasses—Market firm.
- Prunes—Primary market firmer.
- Evaporated Apples—Up ½ cent.
- Nuts—All tending upward.

Toronto, May 8.—Trade conditions during past week have been rather better than for some time. Dulness continues to prevail, but difference between this and other years is not so marked as heretofore. With every prospect for fine growing year and good crops, and war scare for the moment easing up, money market has taken an easier turn, and collections somewhat improved, though those who have outstanding accounts find enough difficulty even yet to get in any payments.

SUGAR.—Sugar market at present is a very difficult market to fathom. United States is awaiting the action on the tariff which will undoubtedly have marked effect on sugar situation. The conclusion of the West Indian Treaty now under discussion in Ottawa is also likely to effect Canadian markets. In the meantime, war in Europe being not quite so probable, is tending to loosen up money and encourage trade. Another big factor is the fact that fruit season both in Canada and the States is opening up two weeks earlier this year than usual. Thus consumption increasing as a result of this would tend to put prices up.

All these conditions are being brought to bear on sugar market at present. What the outcome will be is doubtful. Locally dealers expect a steady market, and have almost ceased looking for an advance. This, however, does not indicate an immediate decline. So far as can now be judged market is likely to hold steady.

A year ago, extra granulated in bag lots which is to-day quoted at \$4.60 sold at \$5.45, a difference of 85 cents.

Extra granulated, bags	4 60
Extra granulated, 20-lb. bags	4 70
Extra granulated, 5-lb. cartons	4 90
Extra granulated, 3-lb. cartons	4 90

Imperial granulated	4 45
Beaver granulated	4 45
Yellow, bags	4 20
Barrels of granulated and yellow will be furnished at 5 cents above bag prices.	
Extra ground, bbls.	5 00
Extra ground, 50-lb. boxes	5 20
Extra ground, 25-lb. boxes	5 40
Powdered, bbls.	4 50
Powdered, 25-lb. boxes	5 20
Powdered, 50-lb. boxes	5 00
Red Seal, 5 lb. boxes, cwt.	7 10
Crystal diamonds, 5 lb. boxes	7 10
Crystal Dominoes, 5 lb. boxes	7 20
Paris lumps, in 100-lb. boxes	5 35
Paris lumps, in 50-lb. boxes	5 45
Paris lumps, in 25-lb. boxes	5 65

SYRUP AND MOLASSES. — This

week some molasses firms are cutting out discounts to wholesale trade altogether. This in itself would indicate higher prices. Choice molasses have been practically all taken by Newfoundland trade, and to take their place fancy are being brought forward. Though several advances in these have already been made a further rise would not be surprising. Following the higher grades an advance on lower brands is expected before June 30.

Maple syrup is moving very freely and maple sugar now on market is passing out in large quantities.

Syrups—		Per case.
2 lb. tins, 2 doz. in case	2 40	
5 lb. tins, 1 doz. in case	2 75	
10 lb. tins, ½ doz. in case	2 65	
20 lb. tins, ¼ doz. in case	2 60	
Barrels, per lb.	0 03¼	
Half barrels, lb.	0 03¼	
Quarter barrels, lb.	1 75	
Pails, 38¼ lbs. each	1 75	
Pails, 25 lbs. each	1 25	
Maple Syrup—Compound—		
Gallons, 6 to case	4 80	
¼ gals., 12 to case	5 40	
¼ gals., 24 to case	4 80	5 40
Pints, 24 to case	2 70	3 00
Maple Syrup—Pure—		
5 gallon cans, 1 to case	1 25	
Gallons, 6 to case	6 60	8 00
¼ gallons, 12 to case	7 25	7 25
Quarts, 24 to case	7 25	8 40
Pints, 24 to case	4 70	
Maple Sugar—		
Pure, per lb.	0 14	0 15
Maple Cream Sugar—		
24 twin bars	1 80	
40 and 48 twin bars	3 00	
Maple butter, lb. tins, dozen	1 90	
Molasses, per gallon—		
New Orleans, barrels	0 27	0 29
New Orleans, half barrels	0 29	0 31
West Indies, barrels	0 28	
West Indies, half barrels	0 30	
Barbados, fancy, barrels	0 45	0 47
Barbados, fancy, half barrels	0 49	0 50

DRIED FRUITS.—Evaporated apples are this week firmer to extent of about ½ cent, owing to stocks having been placed in cold storage. Pending this advance, buying was fairly heavy. A few ears still remain out, but most of stock has been put away for summer.

On primary market prunes are stiffening up, and corresponding firmness is noted here. Hallowee' dates are now practically off market till season again opens.

Prunes—		
30 to 40, in 25-lb. boxes, faced	0 12½	0 13½
40 to 50, in 25-lb. boxes, faced	0 11½	0 12½
50 to 60, in 25-lb. boxes, faced	0 09	0 09
60 to 70, in 25-lb. boxes, faced	0 07½	0 07½
70 to 80, in 25-lb. boxes, faced	0 07	0 07
80 to 90, in 25-lb. boxes, faced	0 06½	0 06½
90 to 100, in 25-lb. boxes, faced	0 06	0 06
Same fruit in 50-lb. boxes, unfaced, ¼c less.		
Apricots—		
Standard, 25-lb. boxes	0 14	0 16
Choice, 25-lb. boxes	0 18	0 22
Fancy	0 18	0 22
Peaches—		
Standard, 25-lb. boxes	0 10	0 10
Choice, 25-lb. boxes	0 11	0 12½
Choice, 50-lb. boxes	0 08	0 08
Candied Peels—		
Lemon	0 11	0 12½
Orange	0 12	0 13
Citron	0 15	0 18
Tapnets	0 04½	0 04
Rag figs	0 05	0 07
Fancy box figs, according to size	0 08½	0 15

Evaporated apples	0 06½	0 07
Currants—		
Fine Filiatras, per lb.	0 07	0 07½
Choicest Amalas, per lb.	0 07½	0 07½
Patras, per lb.	0 07½	0 07½
Choice Vostizas	0 10	0 10
Shade dried Vostizas	0 10½	0 11
Cleaned, ¼ cent more.		
Raisins—		
Sultana, choice	0 10	0 12
Sultana, fancy	0 12	0 14
Valencias, selected, new	0 09	0 09½
Valencias, old stock	0 07½	0 08
Seeded, 1 lb. packets, fancy	0 06½	0 08
Seeded, 1 lb. packets, choice	0 06½	0 07
Dates—		
Fards, choicest, 12-lb. boxes	0 08½	0 09½
Fards, choicest, 60-lb. boxes	0 07	0 07½
Package dates, per pkg.	0 06½	0 07½

TEA.—Market steady, prices unchanged is the gist of cable received Wednesday from London. Fine teas are in such great scarcity that dealers find difficulty in securing goods to meet demands of their trade.

COFFEE.—Mild coffees, such as trade generally demands hold firm on primary market at last week's prices. Cheaper grades have been fluctuating somewhat, but difference is not great enough to warrant any change in local prices. Declines may follow in poorer grades, but on milder prices are expected to continue at about present basis.

Rio, roasted	0 18½	0 21
Green, Rio	0 18	0 20
Santos, roasted	0 23	0 25
Maricao, roasted	0 25	0 26
Bagotas	0 27	0 28
Mocha, roasted	0 30	0 32
Java, roasted	0 32	0 35
Mexican	0 27	0 28
Guatemala	0 26	0 28
Jamaica	0 24	0 25
Chicory	0 11	0 13

SPICES.—Market generally is rather firmer. Advance anticipated in nutmegs has not yet permanently taken place, although prices have been fluctuating somewhat. Peppers continue firm. Gingers are maintaining pretty well, but if anything are a little easier. Prices on these rule about 1 cent less than year ago. Cloves are easing off, but no marked change will be made before October.

	5 and 10 lb. tins.	¼ lb. pkgs.	¼ lb. tins doz.
Allspice	14-17	60-70	70-80
Cassia	22-27	72-90	80-90
Cayenne pepper	23-28	72-90	90-1 15
Cloves	30-35	1 08-0 95	—1 08
Cream tartar	30-31		
Curry powder	—35		
Ginger	22-27	65-85	75-95
Mace	75-1 00		0-2 75
Nutmegs	19-22	90-0 80	1 60-2 80
Peppers, black	27-29	67-0 75	80-0 90
Peppers, white	27-29	90-1 05	1 05-1 15
Pastry spice	29-27	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.			
Cardamon seed, per lb., in bulk	2 25	1 80	
Cinnamon, Ceylon, per lb.		0 50	
Mustard seed, per lb., in bulk	0 10	0 12	
Celery seed, per lb., in bulk	0 60	0 70	
Shredded coconut, in pails	0 17	0 20	

RICE AND TAPIOCA.—On primary market Patna rice has gone up about 1/8 cent per lb., and corresponding advance has been made here. Tapioca holds firm at level reached last week.

Rice—		Per lb.
Bangkok, per lb.	0 03½	0 04
Bangkok, fancy, per lb.	0 05	0 05½
Patna, per lb.	0 05½	0 06½
Japan, per lb.	0 05½	0 06
Java, per lb.	0 06½	0 07
Carolina, per lb.	0 08	0 10
Sago—		
Brown, per lb.	0 05½	0 06
White, per lb.	0 05	0 05½
Tapioca—		
Bullet, double goat	0 09½	0 09½
Medium pearl	0 05½	0 05½
Seed pearl	0 05	0 05½
Flake	0 09½	0 09½

NUTS.—All nuts are tending upward. The following advances per lb. have

THE CANADIAN GROCER

been made during past week on primary market; brazils 1 1/2c; peanuts, in shell 1/4 c, shelled 1/2c; almonds, valencia shelled, 2c; filberts 1/2c. Brazils, now coming in, are likely to rule high all season. One dealer predicts for this fall the highest prices in 5 years. Peanuts are going rapidly up and are likely to be even higher than present level. Owing to scarcity and high prices of peanuts usually used, an effort is being made to introduce new lines such as Chinese, Japanese and African peanuts.

In shell—	Per lb.	Per lb.
Almonds, Formigetta	0 15	0 16
Almonds, Tarragona	0 16	0 17
Brazils	0 13	0 15
Filberts, Sicily	0 10	0 09 1/2
Filberts, Barcelona	0 10	0 10 1/2
Peanuts, green, per lb.	0 12	0 14
Peanuts, roasted	0 18	0 20
Pecans	0 13	0 13 1/2
Walnuts, Bordeaux	0 16	0 16 1/2
Walnuts, Grenoble	0 14	0 15
Walnuts, Marbots	0 13	0 14
Walnuts, Cornes	0 38	0 40
Shelled—		
Almonds	0 09	0 10
Filberts	0 09	0 10
Peanuts	0 07	0 08
Pecans	0 30	0 32
Walnuts, new		

BEANS.—Very few Canadian H. P. are now to be found on market, and importation of Austrian H. P. has also almost ceased. Demand if anything has slightly increased, but little change is noted.

Beans, Canadian—		
Prime beans, per bush.	2 35	2 40
Austrian, H.P., bush.	2 20	2 20
Austrian, mixed, per bush.	2 40	2 40

MANITOBA MARKETS.

POINTERS:—

Syrup—Advanced 10c.

Coffee—Reduced 1/4c.

Winnipeg, May 7.—(Corrected by wire).—There is little change in the situation here since last review. Business is fair, but large orders are few. There is no inclination to stock up heavily, and from now on much will depend on crop prospects.

Collections are slow, but wholesalers seem confident that May will show an improvement over April in this respect.

The industrial situation is satisfactory, and there is a good demand for all classes of labor at remunerative wages.

Prices on all staple lines are steady. There has been a seasonable demand for housecleaning specialties, and canned goods, jams and dried fruits, have been in fair demand.

SUGARS.—The market is steady at the reduction reported last week. Stocks are now ample to meet requirements.

Extra standard granulated, per bbl.	5 10
Montreal yellow, per bbl.	4 70
H.C. yellow, per barrel	4 45
Iceing sugar, per barrel	4 65
Powdered, per barrel	5 45
Lumps, hard, per barrel	5 95
Sugar in sacks, 5 cents less.	

SYRUPS.—Some brands of corn syrups have advanced 10c. Maple syrup is unchanged, and is in good demand. Molasses has not been affected here by changes in East.

2 lb. tins, per case	2 23
5 lb. tins, per case	2 63
10 lb. tins, per case	2 51
20 lb. tins, per case	2 62
Barrels, per 100 lbs.	3 82
Molasses, New Orleans, gal.	0 35
Molasses, Barbados, gal.	0 45

Maple syrup, quarts, per case	6 20
Maple syrup, 1/2 gals.	5 85

DRIED FRUITS.—Dried fruits are reported to be in fair demand. Advices from the Mediterranean are not encouraging as to the prospects of currant crop. Prunes are unchanged at low figure.

Prunes—	Per lb.
90-100s, 25s, s.p.	0 08
90-100s, 10s, s.p.	0 04 1/2
80-90s, s.p.	0 05 1/2
80-90s, 10s, s.p.	0 08
70-80s, 25s, s.p.	0 08 1/2
70-80s, 10s, s.p.	0 08 1/2
60-70s, 25s, s.p.	0 08 1/2
60-70s, 10s, s.p.	0 07 1/2
40-50s, 25s, s.p.	0 09
Cooking Figs—	
Choice boxes	0 06 1/2
Half boxes	0 06 1/2
Half bags	0 06 1/2
Valencia Raisins—	
Fine, f.o.s., 25s, s.p., per box	2 75
Fine, selected, 22s, s.p., per box	2 70
4-crown layers, 22s, s.p., per box	2 65
4-crown layers, 14s, s.p., per box	1 35
4-crown layers, 7s, s.p., per box	0 75
Ne plus ultra, 82s, s.p., per box	2 20
Sultanas—	
California	0 09 1/2
Smyrnas	0 14
Currants—	
Dry clean, per lb.	0 07 1/2
Washed, per lb.	0 07 1/2
1-lb. package	0 08 1/2
2-lb. package	0 17 1/2

COFFEE AND TEAS.—Rios are down 1/4c to 1/2c, and Brazilian coffees generally may be regarded as weaker, but any substantial reductions cannot be regarded as probable.

Coffee—		
Green Rio, No. 5	0 16 1/2	
Roasted Rio	0 21	
Green Santos	0 19	
Roasted Santos	0 24	
Chicory	0 11 1/2	
Teas—		
China blacks, choice	0 25	0 40
India and Ceylon, choice	0 32	0 40
Japans, May picking	0 35	0 50
Japans, choice	0 35	0 45

NUTS.—Trade in nuts is beginning to pick up a little, but is far from active. Brazil nuts are likely to be scarce and dear, the crop having been about 80 per cent. below average.

Brazil	0 19	0 19
Tarragona almonds	0 16 1/2	0 16 1/2
Peanuts, roasted, Jumbos	0 12 1/2	0 12 1/2
Peanuts, choice	0 11	0 11
Pecans	0 22	0 22
Marbot walnuts	0 15 1/2	0 15 1/2
Grenoble walnuts	0 16	0 16
Sicily filberts	0 11 1/2	0 11 1/2
Shelled almonds	0 33	0 34
Shelled walnuts	0 31	0 31

BEANS.—Prices unchanged, with a fair average demand.

Beans—		
Hand picked	2 35	2 35
3 lb. picker	2 05	2 20
Peas—		
Split peas, sack 95 lbs.	3 85	3 85
Whole peas, bushel	2 75	2 85
Barley—		
Pot barley, per sack 95 lbs.	3 45	3 45
Pearl barley, per sack 95 lbs.	3 65	3 65
Wheat granules, bale of 16.		

WINNIPEG.

PRODUCE AND PROVISIONS.—Mess pork has been advanced \$1 per barrel, and creamery butter is a little easier. Butter generally should go down a little during next two weeks, as supply of cream is rapidly increasing. Cured meats and lard are steady, with an average demand.

Lard—		
Tierces, per lb.	0 13 1/2	
1 lb. bricks	0 15	
50 lb. tubs	7 00	
20 lb. pails	2 85	
10 lb. cases	8 70	
50 lb. cases	8 80	
30 lb. cases	8 85	
Cured Meats—		
Hams	0 17	0 20 1/2
Bacon	0 20 1/2	0 24
Shoulders	0 15 1/2	0 18 1/2
Long clear D. S.	0 18 1/2	0 18 1/2
Mess pork, bbls.	27 00	27 00

Butter—		
Creamery	0 35	0 37 1/2
Dairy best	0 20	0 20
Dairy, No. 1	0 20	0 21
Dairy, No. 2	0 18	0 18
Eggs—		
Manitoba, per doz.	0 15	0 19
Cheese—		
Ontario large	0 15 1/2	0 15 1/2
Ontario twins	0 15 1/2	0 15 1/2
Manitoba large	0 15 1/2	0 15 1/2
Manitoba twins	0 15 1/2	0 15 1/2

WINNIPEG.

FLOUR AND CEREALS.—There is a very fair domestic trade in flour, but the export trade continues very quiet. Wheat prices are advancing, and flour may go up a little in sympathy. Oat-meals are steady.

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

WINNIPEG.

FRESH FRUITS AND VEGETABLES.—Strawberries are plentiful and of excellent quality. Navel oranges are a little dearer, but some exceptionally fine lines are on the market. Pines are easier. Grapefruit a little dearer, and will soon be out. Cauliflowers and celery are high. There is not much native stuff on the market at present.

Strawberries, case	4 00
Pines	4 00
Bananas, per bunch	2 50
California lemons, crate	8 00
Washington apples	1 75
Ontario apples	4 50
Florida grape fruit	5 00
Naval oranges, case	5 00
Messina lemons	6 50
Australian onions	5 50
Egyptian onions	3 50
American radish, dozen	1 00
Leeks, dozen	0 60
American leaf lettuce	0 50
Beets, per lb.	0 01 1/2
Cabbage, per lb.	0 02 1/2
Parsley, per dozen	0 40
Head lettuce, per dozen	1 75
Carrots, lb.	0 02 1/2
Florida tomatoes, case	0 60
Swede turnips, per bushel	0 90
Green onions	0 35
Peppers, per basket	1 25
Cucumbers, dozen	2 75
Cauliflower, case	5 00
California celery, dozen	1 25
Parsnips, lb.	0 02 1/2
Sauerkraut, lb.	0 04
California rhubarb, lb.	0 08
Imported mushrooms, lb.	0 20
Asparagus, case	4 00
Spinach, lb.	0 15

NOVA SCOTIA MARKETS.

By Wire

Halifax, May 7.—Firm prices prevail in most lines on local grocery markets. Ontario blends of flour are 20c per barrel higher. Egyptian onions are selling at 2 1/2 cents per pound. Shipments of Bermudas so far have been light. Potatoes are easier. Valencia oranges are 50c higher, selling now at \$5.50, while grapefruit is down 50c to \$3.50. Starting this week bananas are being sold by weight for first time here. They are 3 1/4 cents per pound. Eggs are in good supply and some dealers quote as low as 17 cents. Receipts of butter show gradual improvement and prices easing off a little. The cheese situation is steady, large being sold at 15 and twins 15 1/2.

Apples, No. 1, per bbl.	4 00
Bacon, side, per lb.	0 25%
Bananas, per lb.	0 05%
Butter, creamery, per lb.	0 21
Cheese, per lb.	0 15
Cranberries, Cape Cod, per barrel	14 00
Canned Vegetables, per lb.	0 08%
Canned Goods	
Corn, 2's, per doz.	1 20
Peas, 2's, per doz.	1 47%
Raspberries, 2's, per doz.	2 37%
Strawberries, 2's, per doz.	2 37%
Tomatoes, 2's	1 60
Cornmeal, per bag	1 00
Eggs, fresh, per dozen	0 17
Flour, Ontario, 80 per cent.	5 25
Flour, Manitoba best, per bbl.	6 15
Grapefruit, per case	3 50
Hams, per lb.	0 20
Lemons, per case	5 00
Oatmeal, std., per sack	2 05
Onions, Valencia, per lb.	0 02%
Onions, American, per bag	1 25
Onions, Canadian, per bag	1 15
Onions, Egyptian, per lb.	0 02%
Oranges, Florida, per case	5 50
Oranges, navel, per case	5 25
Pork, American clear, per bbl.	27 00
Potatoes, per bag	1 50
Raisins, Cal. fancy, per lb.	0 08
Roll'd oats, per bbl.	5 25
Salmon, Sockeye, per case	10 25
Sweet potatoes, per hamper	2 00
Turnips, per bag	1 10

been given to the trade. The Canadian Grocer sees a new era in the "slide card," for the aggressive grocer and fruit man, and appreciates the generosity of Osborne E. Edwards in explaining his new model card in detail and giving it to the grocery trade.

Any person desiring further information re the "Slide Card" will be given it cheerfully by writing to O. E. Edwards, c/o Canadian Grocer.



NEW BRUNSWICK MARKETS.

By Wire

St. John, May 6.—A few changes have been made in market, but none of any consequence. Business is average and collections fair. Raisin market is interesting and rules stronger through action of brokers cornering market. There is not much buying, but present prices are expected to stay for some time. Yellow-eye beans are slightly higher and cornmeal is 10 cents per barrel higher. Molasses are a little easier. Eggs hold at about same price, with an unprecedentedly good demand for time of year, as during last few years demand was slow. Supply is good all over the province. Butter is a little easier and supply better, owing to pastures opening up.

CANNED GOODS.

TORONTO, May 8.—Better movement has been felt in canned goods during past week. Tomatoes are now expected to be all used up before the new crop. On some lines such as strawberries, raspberries, and cherries particularly, also beans, it is expected that there will be a surplus, causing some stocks to be held over till another year.

SOLVING TICKETING PROBLEM.

(Continued on page 26.)

season ahead and kept in a closed box ready for instant use.

Not Hard to Make.

Upon first reading over these directions one may think that the "slide card" is hard to make, but you should have little or no difficulty at all. Study out the various illustrations above, and when you get the idea you can carry it out very easily. It's worth a try anyway.

This idea was successfully worked out in one of our Ontario cities some time ago, but it is the first time it has

To JAS. LITSTER, vice-president of the Litster Pure Food Co., Toronto. Mr. Litster was born on May 1, 1863, in Toronto. He has been four years in the present business and formerly was with the Pure Gold Manufacturing Co. for twenty-five years.

To MR. GWALCHMAI, manager of the I.X.L. Spice and Coffee Mills, Limited, London, Ont. Mr. Gwalchmai was born May 6, 1877, in Wales, England. He has been with the company in London for four years.

To W. J. MICHAND, vice-president and manager of Winn & Holland, Limited, Montreal. Mr. Michand was born on May 5, 1871 in Montreal and has been for twenty-six year connected with the present firm. Previously for a short time he was with another firm as junior.

ANNUAL PICNIC ARRANGED.

Hamilton Grocers Prepare for Big Outing—Presentations Made—Report of R. G. A. Convention.

Hamilton, Ont., May 7.—(Special.)—The warm weather has already brought on talks about the great grocers' picnic here, and at the last regular meeting of the R. G. A. definite arrangements were made. This year it will be held at Niagara Falls, on Wednesday, July 16. The various committees were appointed, with John Knox as chairman.

Among the features of the evening were the presentations to two retiring grocers, John Forth and Adam Ballantine. The former was made the recipient of a handsome club bag, while Mr. Ballantine received a morris chair. "Bay" Hill and Jos. Kirkpatrick made the presentations, and Mr. Hill read the addresses in a manner all his own, giving one of the most interesting speeches ever made at a grocers' meeting. He recalled the history of the association since its organization, 23 years ago, making re-

ference to the valuable services rendered by the two retiring members during that time. Taken by surprise, both men replied briefly, thanking the members for their kindness, and, although through with the grocery business for the present, at least, they were not to be considered through with the association.

J. A. McIntosh, who acted as delegate from the association to the retail grocers of Ontario Convention in Toronto, reported on the work done, much to the satisfaction of all.

There was a large attendance, due, no doubt, to the fact that the picnic problem would be settled. Ed. Hazell, president, occupied the chair. Upon the conclusion of the regular business, Mr. Knox took the chair, when the picnic committee held a meeting to make preliminary arrangements.

COULDN'T CASH THE CHEQUE.

Galt Grocer's Experience in Which He May Be Loser of \$15.

Galt, Ont., May 7.—Here is a case which those familiar with the fine points of law will be interested in. P. Yeats, a grocer in this city, recited the following experience to a Canadian Grocer representative: "Two men formed a partnership—one with money and another with experience—to go into a certain line of business. The man with the experience ran up a bill of \$9 with me and tendered in payment a cheque for \$15 made out on a certain bank in favor of his wife, or bearer, and signed by both partners. I cashed the cheque, giving the man back his \$6 change. That was on a Saturday. On the following Thursday I presented it at the bank, only to be told that the partner with the money, who had also signed the cheque, had stopped payment of all cheques signed by the two men. After I had accepted the cheque and before presenting it at the bank, the customer is said to have disappeared from Galt, and I am out the \$15. I am advised that the cheque was held too long, and that I cannot get it cashed at the bank."

This is the substance of Mr. Yeats' case. The question he wants to know is this: Why can he not hold the partner responsible for the cheque which he signed?

As far as The Grocer knows the case has not come before the courts, but Mr. Yeats intimated he intended to take such action.

It is announced in Mission City, B.C., that the Empress Manufacturing Co., of Vancouver, has purchased a site there for the erection of a jam factory, and that its entire plant will be removed from Vancouver.

FLOUR & CEREAL DEPARTMENT

Flour Situation Puzzling to Millers

While Some Firmly Believe That An Early Advance Will Be Made, Others Are Just as Firmly of Opinion That There Will Be No Change for Some Time Yet—Demand for Rolled Oats Rapidly Falling Off—Cornmeal Continues Firm, But Under Light Demand—Mill Feeds Drop Dollar in Montreal.

On Tuesday of this week May wheat sold in Winnipeg at 92½¢, which is a drop of 1½¢ from same day week ago. Market has been gradually easing off by fractions of a cent at a time, but in so far as the flour market is concerned is still considered by millers as plenty high enough to warrant an advance in flour.

Now that demand is falling off so rapidly for bran, and with bran tending to be easier, this would go even farther to indicate firmness in flour situation.

Judging from the amount of wheat on hand after what is now in transit and that for which freight has already been taken has been moved out, it would appear that in face of an average summer demand this could easily be all used up. This, too, is another indication of advancing prices.

But while these arguments are put forth, there are those who hold just as firmly to the opinion that flour will not advance. Crop prospects are reported excellent from every section, and with every indication of a good growing year these dealers see no reason for an advance being made at present time.

MONTREAL.

FLOUR.—There is no change in the flour situation here. Prices are being maintained, and are firm at present levels. Demand is steady, with few large orders coming in. Demand seems to indicate that stocks in jobbers' and dealers' hands are not very heavy, and that they are buying as needed.

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

CEREALS.—Warm weather has curtailed consumption of rolled oats and heavy cereals, but has increased demand for prepared cereals. Prices remain same as last week, with market conditions practically unchanged.

Exports of rolled oats from Portland and St. John for the week were 1,300 sacks and 2,517 cases, as compared with 2,975 sacks and 1,225 cases for same period last year.

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

MILL FEEDS.—Owing to curtailed demand the price of mill feeds declined about a dollar a ton this week. Decrease in demand is due to coming of warm weather, when stock is turned out to graze and when the beef cattle and other fatted animals are marketed. Quite a little inquiry for bran has been developed in United States as a result of low prices now ruling here.

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

TORONTO.

FLOUR.—Very varied are the opinions expressed this week by millers as to future of flour market. While there are some who believe that in face of good crop prospects all over the country and fine weather rendering the new crop in a thriving condition, flour is not likely to make any advance whatever, there are others who still hold doggedly to the opinion that it is merely a matter of a little time before a fairly substantial advance will be made. The fact that the latter are covering themselves most carefully both with wheat and flour would tend to show how sure they feel to be in the right. One dealer states: "We have been expecting an advance in flour all along, but some of the mills still appear to hesitate." A lot of people have viewed matter simply from standpoint of amount of wheat now in elevators as compared with a year ago, but have failed to take into consideration amount of this that is already booked for shipment and small amount really left.

For winter wheat flour it is stated that brokers have had to pay 10¢ more per barrel this week than two weeks ago, which would indicate greater firmness on that market. Situation is cer-

tainly a puzzling one, but another week will likely unravel many difficulties.

Manitoba Wheat.	
1st patent, in car lots, bags	5 40
2nd patents, in car lots per bbl.....	4 90
Strong bakers, in car lots, per bbl.....	4 70
Feed flour, in car lots, per ton	30 00
Flour, in cotton sacks, 10¢ per barrel more.	

Winter Wheat.	
Fancy patents, domestic consumption....	4 70
Patents, 90 p.c. domestic consumption....	4 55
Straight roller, domestic consumption....	4 35
Blended domestic consumption	4 85

CEREALS.—Locally millers are scarcely selling half as much rolled oats as six weeks ago. Trade has fallen off to such an extent that many are closing down mills. With warmer weather inquiry is more for cooked breakfast foods.

Probable advance in cornmeal, referred to in last issue, has not as yet taken place. Corn market continues firm, or even firmer than week ago, so that conditions would indicate an advance in meal. Trade, however, has not been brisk, and it is thought that prices are simply being kept down in order to stimulate demand.

Rolled wheat is firmer, and has shown a slight advance over last week. Prices now quoted in small lots are \$2.85, and wholesale \$2.70.

Rolled oats, small lots, 90 lb. sacks.....	2 10	2 15
Rolled oats, 25 bags to car lots.....	2 00	2 07½
Standard and granulated oatmeal, 98-lb. sk., small lots	2 25	
Rolled wheat, 50 lb. boxes	1 50	
Rolled wheat, small lots, 100-lb. bbls....	2 85	
Rolled wheat, 5 barrel to car lots	2 70	
Cornmeal, 98 lb. bags, 25 bag lots, best quality	1 70	1 90
Cornmeal, 98 lb. bags, 25 bag lots, coarser grades	1 50	1 65
Rolled oats in cotton sacks 5 cents more.		

MILL FEEDS.—A few more mills have dropped prices this week on bran to \$18, but continue to hold shorts at former level of \$21. Now that weather is warm enough to allow stock to get out to pasture, call for bran has greatly fallen off. Shorts, however, are still moving freely owing to demand for feeding young pigs, calves, etc. Prices on bran and shorts range about \$6 per ton less than year ago. This low price rendering smaller profits is having much to do with firmness of flour market.

Bran, in car lots, per ton	18 00	20 00
Shorts, in car lots, per ton	20 00	22 00
Middlings, in car lots, per ton	22 00	25 00
Wheat moulee, in car lots, per ton.....	25 00	27 00



Great Scarcity of All Green Vegetables

Demand Heavy if Only Goods Could Be Obtained—Oranges, Lemons and Bananas All Advancing on Primary Markets—Higher Prices Likely to Rule Throughout Summer—Pineapples in Greater Supply and Selling at Lower Figure.

MONTREAL.

GREEN FRUITS.—Warm weather has greatly improved demand for all lines of fruits except apples, and incidentally has boosted prices a little. Lemons are higher this week in sympathy with New York market, and due more directly to increased demand caused by summer weather. Good lemons are selling as high as \$4.50 per box. Bananas are also advancing, and are quoted to-day at \$2.75 to \$3 per bunch, according to size and quality. Strawberries are selling at 18c, but earlier in week brought as high as 22c.

Twelve boxes of California cherries were sold at auction last week, and brought high price of \$4.30 per 7 lb. box. This price, however, is not as high as the United States markets. Pineapples are coming forward more freely, and are selling at \$2.50 to \$3 per case. Retailers are featuring pines and selling them at 15c each.

It is estimated that there are about 3,000 barrels of apples still in storage in Montreal, but demand is steady and ample to use up this amount within the next few weeks. Prices are steady.

Apples—		
Best Davis XXX	3 00	3 25
Spies, first grade, per barrel	5 00	5 00
Spies, second grade, per barrel	2 50	3 25
Russets, No. 1, per barrel	3 00	3 00
Russets, No. 2, per barrel	2 75	3 00
Greenings, No. 1, per bbl.	3 00	3 25
Greenings, No. 2, per bbl.	1 75	2 25
Baldwins, No. 1, per bbl.	3 00	3 50
Baldwins, No. 2, per bbl.	2 50	2 75
Fancy imported, box	2 00	3 00
Bananas, crated	2 75	3 00
Celery, Florida, case	4 00	4 00
Cherries, California, 7-lb. box	4 30	4 30
Cranberries	11 50	13 00
Grape fruit, Florida, case	3 50	4 25
Grape fruit, Cuban	2 75	3 50
Lemons	3 50	4 50
Oranges, California navels	3 75	4 50
Oranges, Valencia	4 50	5 50
Oranges, Jaffa	2 50	3 00
Pears, California, Easter Beurre, box 15 doz.	2 50	5 00
Pineapples, Havana	2 50	2 75
Strawberries, per quart	0 18	0 25

VEGETABLES.—Bermuda potatoes are arriving and command \$8 per barrel. Egyptian onions are arriving in fine order, and are bringing 2½c to 3c per lb. American new cabbage is selling at \$3.50 per case of four to five dozen heads. Tomatoes are still very high, bringing around \$4.50 per case. Demand for vegetables is improving with warmer weather.

Asparagus, California, doz. bunches	5 00	5 00
Asparagus, Boston, doz. bunches	7 00	9 00
Beets, old, per bag	1 00	1 00
Beets, new, per doz. bunches	1 25	1 25
Canadian oyster plant	0 50	0 50
American oyster plant	1 20	1 20
Carrots, new, per doz. bunches	1 00	1 00
Carrots, bags	0 75	1 00
Spanish onions, large case	2 50	2 75
Canadian red onions, per lb.	0 01½	0 01½
Wax beans, in hamper, imported	5 50	6 00
Cabbage, new, 4 to 5 doz. crates	3 50	3 50
Cabbage, bbls. of 3 doz.	1 00	1 25
Cauliflower, per doz., hothouse	4 50	4 50
Celery, per crate (3 to 6 doz.)	4 00	4 00
Cucumbers, per dozen	1 75	2 00
Leeks, per bunch	1 25	1 25
Peppers, green, crate	3 00	3 00
Radishes, dozen	0 75	0 75
Sweet potatoes, basket	2 50	2 50
Potatoes—		
Green Mountains, car lots, per bag	0 62½	0 65
Quebec grades, car lots, per bag	0 50	0 55
Quebec grades, small lots, per bag	0 85	0 90
Spinach, bbl.	3 00	3 00
Tomatoes, Florida, fancy, per case	4 50	5 00
Tomatoes, Florida, choice, per case	3 00	3 50
Tomatoes, hothouse, lb.	0 30	0 35
Turnips, per bag	1 00	1 00
Egg plant, doz.	2 50	2 75
Boston lettuce, crates, 3 doz.	3 00	3 00
Curly lettuce, crates, 4 doz.	2 75	2 75
New potatoes, 50 lb. or bbl.	7 00	7 00
Horse radish, lb.	0 20	0 20
Garlic, bunch	0 15	0 15
Water cress, per doz. bunches	1 00	1 00
Rhubarb, per doz. bunches	1 50	1 75
Mushrooms, basket of 4 lb.	3 00	3 00
French Indive, per lb.	0 30	0 30
Artichokes, Canadian, bag	1 50	1 50
Potatoes, Bermuda, new, per bbl.	8 00	8 00

TORONTO.

GREEN FRUITS.—Further decline of 25c has been made in pineapples. Supplies will be more liberal from now on, and even further declines are anticipated. Bananas are on upward tendency. On primary market during past week prices have had two advances of 20c per 100 lbs. each. Expectation is that higher prices will rule for summer. Grapefruit arriving is principally from Cuba. There is not very much of either Cuban or Florida on market, as people are now turning to strawberries. Strawberry deal with Carolina is now off owing to poor satisfaction derived. Berries will be brought in future from Louisiana. Warmer weather is bringing on consumption of lemons, and giving firmer tone to market. Stocks are light. F.O.B. quotations on verdellis are firm and advancing, so that high prices may be expected to rule locally. Just an odd car of Spanish Valencia oranges is now being received. California Valencias will be on shortly, but prices are likely to be high owing to fact that there will be scarcely any

other oranges to be had. Navel oranges are now practically over.

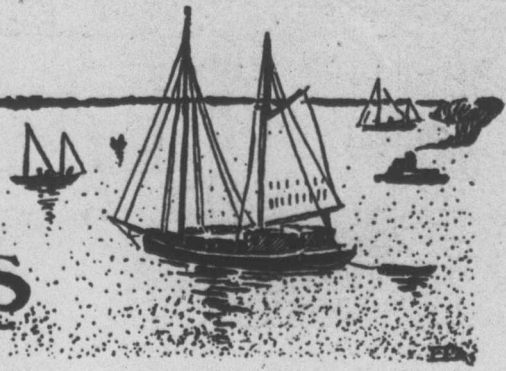
Apples—		
Spies, first grade, per barrel	4 00	4 50
Spies, second grade, per barrel	2 50	3 25
Russets, No. 1, per barrel	3 25	3 50
Russets, No. 2, per barrel	2 75	3 00
Baldwins, per bbl.	2 75	3 25
Fancy imported, box	2 50	3 00
Bananas, per bunch	1 75	2 25
Cocoanuts, per sack of 80	5 00	5 50
Grapefruit, Florida, sizes 54, 64 and 80, case	3 75	4 50
Grapefruit, Jamaica, all sizes, per case	3 50	4 50
Lemons, Messina	3 50	4 00
Limes, per box of 100	1 50	1 50
Oranges, Florida, Valencias, case	4 75	5 00
Oranges, California navels, case	4 50	5 00
Oranges, Valencia, ordinary, 420s, case	5 00	5 50
Oranges, Valencia, large, 420s, case	6 00	7 50
Oranges, Valencia, 714s, case	2 75	3 00
Pineapples, case of 24, 30 or 36	2 75	3 00
Pears, Cal., ½ boxes (35 to 50)	3 00	3 50
Pears, Cal., full boxes (150 to 200)	0 12½	0 15
Strawberries, Louisiana, per pint	0 15	0 20
Strawberries, N. Carolina, quart	0 15	0 20

VEGETABLES.—Scarcity prevails in all green vegetables. A few tomatoes are arriving, but cabbage, though scarce now, will likely be more plentiful in about a week. Crates are smaller than those of Charleston, and prices advanced to from \$2.75 to \$3. Celery is scarce and being brought in simply to oblige customers. Cucumbers have gone up to \$4.75, owing to scarcity. Texas and Bermuda onions, and a few from Bermuda itself, are appearing on market. Stock is good and prices rather more reasonable than year ago. Domestic rhubarb, asparagus and watercress have greatly reduced prices, and are rapidly excluding all imported stuff of these lines. Quotations now are: Asparagus, 50c to 75c per doz. bunches; rhubarb, 25c to 40c per doz. bunches, and watercress, 60c to 85c per 11-qt. basket.

Artichokes, Canadian, bush	1 00	1 00
Artichokes, French, dozen	1 25	1 25
Asparagus, domestic, dozen	0 50	0 75
Beans, green, hamper	3 50	3 50
Beans, wax, hamper	4 50	4 50
Beets, imported, per doz.	0 35	0 45
Carrots, per bag	0 35	0 45
Carrots, imported, per doz.	0 75	0 75
Cabbage, Virginia, new, crate of 4-5 doz.	2 75	3 25
Cauliflower, hamper	4 00	6 00
Cauliflower, case of 12	3 00	3 25
Celery, Bermuda, dozen	1 75	1 75
Chicory, doz.	0 75	0 75
Cucumbers, Florida, hamper	4 75	4 75
Egg plant, per crate of 30 to 45	2 25	2 25
Lettuce, doz. bunches	0 40	0 40
Lettuce, Boston heads, hamper	3 50	4 25
Mushrooms, per lb.	0 50	0 65
Onions—		
Egyptian, sack of 112 lbs.	2 75	3 00
Texas, Bermudas, 50-lb. crate	2 00	2 00
Bermudas, 50-lb. crate	2 00	2 00
Green, imported, per doz.	0 15	0 15
Peppers, green, basket	0 60	0 65
Peppers, green, hamper of 8 boxes	3 00	3 75
Parsley, large bunches, doz.	0 50	0 75
Parsnips, per bag	0 50	0 65
Peas, green, hamper	2 50	3 25
Potatoes, Ontario, per bag	0 75	0 85
Potatoes, New Brunswick, per bag	0 95	1 00
Potatoes, new, Bermuda, hamper	3 00	3 00
Potatoes, new, Bermuda, barrel	9 00	9 00
Radishes, hamper	1 50	2 00
Rhubarb, domestic, doz. bunches	0 25	0 40
Spinach, per bbl.	0 75	1 00
Spinach, per hamper	0 75	1 00
Squash, per case	4 50	4 50
Turnips, per bag	0 30	0 30
Tomatoes, Florida, case	4 00	5 00
Water Cress, domestic, 11-qt. basket	0 60	0 85



FISH & OYSTERS



Heavy Demand for Lake and River Fish

Pendulum Swings From Smoked, Prepared and Sea to Fresh Inland Water Fish—Further Decline of One Cent Expected on Toronto Market Shortly—Fast Days Will Increase Trade From Montreal—Catches of Lobsters and Halibut Show Marked Improvement.

With warmer weather and liberal offerings of fresh fish trade during past week has picked up wonderfully. After a long season of smoked and salted and fresh sea fish, the tendency appears to be to swing entirely to the fresh lake and river fish. On these prices are gradually becoming lower, and are expected to take another drop shortly.

On inland markets difficulty is found in securing fresh lobsters, but from coast report comes that catches show marked improvement and that heavy shipments are now being made. Halibut catches continue heavy and quality exceptionally fine.

MONTREAL.

FISH.—The "fast days" coming this week gives a livening touch to an otherwise dull market. Warm weather has curtailed the consumption of fish to a large extent, but it is expected that with these two "fast days" coming this week and three next week demand will pick up a little.

Brook trout is most called for, and is selling well. All lines of fresh fish are finding a fairly ready market, but it is by no means an eager one. Oysters have advanced to \$1.50 for standard bulk, and selects are \$1.80. Solid meat standards are selling at \$1.80 and selects \$2. Lobsters have advanced, and are selling at 22c for live and 24c for boiled.

Whitefish and lake trout are coming forward quite freely. Two cars of fresh halibut are on the way from the West Coast, while quite a few halibut and haddock are coming in from Atlantic fisheries.

A tribute was paid to the Montreal wholesale fish market when a Dawson City, Yukon, merchant sent an order to local firm stating that he had been dealing with some far Western firms, but could not get the grade of fish that he needed, and was sure that the quality

of the fish supplied by the Montreal house would be much better.

FROZEN FISH.	
Herring, per 100 fish medium	1 80
Haddock, per lb.	0 04
Smelts, fancy	0 12
Smelts, No. 1, per lb.	0 08
Salmon, fancy spring, per lb.	0 14
Salmon, Gaspé, per lb.	0 15
Salmon, Qualla, per lb.	0 07 1/2
Trout, lake, per lb.	0 12
Whitefish, large, per lb.	0 10
Whitefish, small, per lb.	0 07
Weakfish, fancy	0 10
FRESH FISH.	
Bluefish, fancy, per lb.	0 15
Barbotté (dressed), bullheads, per lb.	0 10
Market cod, cases, 250 lbs., per lb.	0 08
Less than case	0 07 1/2
Steak cod, per lb.	0 06
Flounders, per lb.	0 10
Haddock, fresh, per lb., by express	0 05
Salmon, B.C. red, per lb.	0 20
Trout, Brook, per lb.	0 25
Trout, Lake, per lb.	0 11
Frogs' Legs, small to medium, per lb.	0 23
Whitefish, per lb.	0 11
Halibut, fresh, per lb.	0 13
Herring, per 100 fish	1 80
Mullet, per lb.	0 07
Mackerel, per lb.	0 15
Pike, round	0 07
Perch, dressed	0 08
PREPARED FISH.	
Boneless fish, in blocks, 25 lb. boxes, per lb.	0 06
Dry Pollock, 100 lb. bundle, per bundle	0 99
Pure cod tablets, 25 lb. boxes, per lb.	0 10 1/2
Pure cod, 3 lb. box, per lb.	0 15
Shredded cod, 2 doz. in box, per box	1 80
Boneless strip cod, 25 lb. box, per lb.	0 10
Pure skinless cod, 100 lb. boxes, per lb.	0 80
SALTED AND PICKLED.	
Green cod, per bbl., 200 lbs., No. 1	7 00
Labrador herring, per bbl.	5 00
Labrador herring, per half bbl.	2 75
No. 1 mackerel, 20 lb. kits	1 75
No. 1 mackerel, half bbls.	7 00
Lake trout, kegs	7 00
No. 1 green haddock, per 200 lbs.	5 00
Salt cells, per lb.	0 06
Salt sardines, bbls., 200 lbs.	5 00
Salt sardines, half bbls.	2 50
Scotch herring	7 00
Holland herring, bbl.	9 00
Holland herring, half bbl.	5 00
Holland herring, keg	0 70
Boneless new herring, 10-lb. boxes	1 00
Labrador salmon, bbls.	15 00
Labrador salmon, half bbls.	8 00
Sea trout, half bbls.	8 00
SMOKED.	
Bloaters, box	1 00
Yarmouth bloaters, fancy, per box	1 10
Haddies, extra fancy, per lb.	0 18
Haddies, fancy, fresh cured	0 10
Haddies, regular	0 08
Fillets, fancy, fresh cured, lb.	0 12
Fillets, regular, lb.	0 10
Herring, new, smoked, per box	0 15
Kippers (small), per box of 60 fish	1 00
Smoked salmon, per lb.	0 22
Boneless smoked herring, 4 lb. boxes, lb.	0 10
CRUSTACEANS.	
Crab meats, per gal.	2 75
Lobsters, live, per lb.	0 22
Lobsters, boiled, per lb.	0 24
Shrimps, per gal.	2 00
Periwinkles, per bus.	2 50
Prawns, per gal.	2 00
SHELL FISH.	
Scallops, per gal.	3 00
Solid meats—standards, gal., \$1.50; selects, gal.	2 00
Bulk standards, gal., \$1.50; selects	1 80
Clams, per bbl.	4 00
Cape Cod Shell Oysters—Medium size, per bbl.	8 00

TORONTO.

FISH.—Almost all lines of fish have been selling freely during past week. Supplies now coming forward are more liberal, and are expected to be better within next couple of weeks. Going on this assumption, dealers are counting on a drop of about 1 cent per lb. on most lines to take place either at end of this week or early next week.

Whitefish and herring show signs of scarcity, and lobsters can scarcely be obtained. Trout, halibut, whitefish and herring are all in excellent demand. Fresh fish are being sold now almost to the total exclusion of other lines. A few smoked haddies and kippers are still moving, but are gradually dropping off.

FROZEN FISH.	
Pickarel, per lb.	0 08
Roe shad, each	1 00
Sea herring, per 100	1 80
Whitefish, per lb., straight	0 09
FRESH CAUGHT FISH.	
Haddock	0 06 1/2
Halibut, per lb.	0 12
Herring, per lb.	0 08
Lemon soles, per lb.	0 10
Lobsters, live, per lb.	0 25
Perch, per lb.	0 07
Roe shad, each	1 00
Steak cod	0 07
Suckers, per lb.	0 08
Trout, per lb.	0 12
Whitefish, per lb.	0 14
Wrinkles, per bush.	3 00
SMOKED.	
Finnan haddie	0 07 1/2
Kippers	1 10
Smoked bloaters, 60s	1 25
Smoked fillets	0 13
PREPARED.	
Cod, 2-lb. boxes, 12 to crate	2 80
Acadia cod, 2-lb. boxes, 12 to crate	2 80
Cod in loose strips, 25-lb. to box, lb.	0 08 1/2
Shredded cod, 2 doz. pkgs. to box	2 50
Skinless, cwt. (100 lb. boxes)	7 00
SALTED AND PICKLED.	
Holland herring, per keg	0 80
Shrimps—	
1 gallon cans	1 25
2 gallon cans	2 00
3 gallon cans	4 00
Extra, per lb.	0 18

HALIFAX.

FISH.—Local fish markets are fairly active for season. Receipts of fish are about an average. Quality of most haddock is only fair. Codfish catches are improving, and they are in better demand. Halibut continue plentiful, and price reasonable for quality. Coastal points report fair catches of herring, and some gaspereau. Trout are scarce and small. Smoked fish is in good demand, but sales of salt are light.

There has been a marked improvement in lobster catch, and heavy shipments are being made to American market.



Produce & Provisions



Butter Market Drops Another Two Cents

Further Marked Declines May be Expected in Each of Next Two Weeks—Hog Products Firm—Prices Show an Advance of Half Cent in Montreal—Toronto Dealers Anxious to Hammer Down Prices on Eggs But in Montreal Prices Hold Up—Cheese Market Dull.

Provision market during past week has been fairly active. Prices throughout list have ruled firm, with slight advance in Montreal and general firmness prevailing on all large markets. Sale of cooked meats now that warm weather has started is rapidly increasing. Smoked meats continue to move freely but orders in many cases are for small lots only. Lard market for compound is a little firmer, but for pure is somewhat easier in Montreal. Chicago market is showing slight weakness, but conditions are not such as to anticipate any great weakness here for some time to come.

Make in butter has increased rapidly during past week, and prices have fallen in proportion. Further declines are anticipated within each of the next two weeks, by the end of which time butter is expected to be pretty well down to summer level. As Vancouver is still buying from New Zealand demand from the Coast and North-west has scarcely begun. Should these hold off for any length of time, increasing make in East would be liable to beat prices even lower than now anticipated.

While in Montreal dealers are willing to pay a high price for eggs and appear anxious to get them. Toronto dealers are doing their best to beat prices down all over the country. Early declines are hoped for, but indications are not especially hopeful at present.

With lack of export demand and manufacturers devoting their attention mainly to butter, cheese market is dull and lifeless. Prices, however, hold firm.

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

	Butter.	Cheese.	Eggs.
For week end. April 26, 1913.	7,121	1,504	18,692
For week end. April 27, 1912.	7,121	4,287	14,489
Total receipts from May 1st.			
1912, to April 26, 1913	494,868	1,790,444	339,645
Total receipts from May 1st.			
1911, to April 27, 1912	528,865	1,840,039	308,304
For week end. May 3, 1913.	8,539	4,915	18,399
For week end. May 4, 1912.	8,485	6,992	17,385

It is interesting to note the marked increase in the year's receipts of eggs. The 31,341 extra cases may have some

bearing on the low price of eggs this past winter.

MONTREAL.

PROVISIONS. — Provision market shows a few changes this week with general tendency toward higher prices. Hogs are coming forward quite freely and are selling at slightly higher prices than last week.

Pure lard has eased off about 1/4 cent. and compound lard has firmed a little. Hams have advanced about 1/2c in some grades and bacon is a trifle higher this week. Bologna is 1/2c higher as is also white pudding.

Demand for smoked meats is improving especially for cooked meats which are in good demand during this warm weather.

HAMS—	
Extra large sizes, 28 to 40 lbs., per lb.	0 16
Large sizes, 20 to 28 lbs., per lb.	0 17 1/2
Medium sizes, selected weights, 12 to 20 lbs., per lb.	0 19
Extra small sizes, under 12 lbs., per lb.	0 20 1/2
Boned and Rolled, large, 16 to 25 lbs., per lb.	0 19
Boned and rolled, small, under 12 lbs., per lb.	0 21
Picnic hams, 6 to 12 lbs., per lb.	0 15 1/2

BACON—	
Breakfast bacon, heavy, 14 to 20 lb. sides	0 19
Fancy breakfast bacon, boneless, lb.	0 22
Windsor bacon, skinned, backs, lb.	0 23
Windsor bacon, skinned, backs, boneless, per lb.	0 24
Spiced roll bacon, boneless, short, lb.	0 16
Wiltshire bacon, 50 lb. sides, lb.	0 18

SHOULDERS—	
Square shoulders, boneless, per lb.	0 15
Square shoulders, bone in, per lb.	0 14
Cottage rolls, small, 4 lbs., per lb.	0 18

COOKED MEATS—	
Boiled ham, small, skinned, boned, lb.	0 28
Jellied tongue, 10 lb., open tins, lb.	0 28
Headcheese, per lb.	0 19
English brawn, per lb.	0 12 1/2
Jellied hock, 5 lb. tins, per tin.	0 75
Cooked pickled pig's feet (in vinegar, 25 lb. kits), per lb.	0 07

DRY SALT MEATS—	
Long clear bacon, 50-70s, lb.	0 15 1/2
Long clear bacon, 80-100s, lb.	0 14 1/2
Flanks, bone in, not smoked, lb.	0 15 1/2

PURE LARD—	
Tierces, 375 lbs., per lb.	0 14 1/2
Tubs, 50 lbs. net, lb.	0 15 1/2
Boxes, 50 lbs. net, per lb.	0 15
Pails, wooden, 20 lbs. net, lb.	0 15 1/2
Pails, tin, 20 lbs. gross, lb.	0 14 1/2
Cases, tins, 10 lbs. each, lb.	0 15 1/2
Cases, tins, 5 lbs. each, lb.	0 15 1/2
Cases, tins, 3 lbs. each, lb.	0 15 1/2
One pound bricks, 60 in case	0 16

COMPOUND LARD—	
Tierces, 375 lbs., per lb.	0 09 1/2
Tubs, 50 lbs. net, lb.	0 10 1/2
Boxes, 50 lbs. net, per lb.	0 10
Pails, wooden, 20 lbs. net	0 10 1/2
Pails, tin, 20 lbs. gross	0 09 1/2
Cases, 10 lb. tins, 60 lbs. in case	0 10 1/2
Cases, 5 lb. tins, 60 lbs. in case	0 10 1/2
Cases, 3 lb. tins, 60 lbs. in case	0 10 1/2
One pound bricks, 60 lb. cases	0 11 1/2

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

SUNDRIES.

Bologna, beef bungs, per lb.	0 08
New England ham, per lb.	0 14
Blood pudding, per lb.	0 08
White pudding, per lb.	0 07 1/2
Sausage, farmer's, per lb.	0 09
Pure pork sausage, little pig casings, lb.	0 15
Tripe, in kits, 25 lbs., per lb.	0 06

HOGS.

Live weight, per 100 lbs.	10 25
Dressed pork, per 100 lb.	15 00

BUTTER.—Prices have declined about 1/2c per lb. on butter this week. Demand is heavy and supplies, while coming forward rather freely are hardly sufficient to take care of existing demand. With warm weather continuing, it is anticipated that receipts will increase. Butter market to-day is weak with a downward tendency.

Fresh creamery print	0 28 1/2
Creamery solids	0 23
Farmers separator butter	0 25
Dairy prints, choice	0 25
Dairy solids	0 25

EGGS.—There is no change in egg market this week as prices are being maintained under a good demand and decreased receipts. New lays are still sold at 22c in a jobbing way. Market appears to be fairly firm at these figures, but any big increase in receipts is liable to cause a drop.

New laid eggs, per doz.	0 22
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CHEESE.—Demand for cheese is improving in Montreal over what it used to be a few years ago. It is stated that the consumption of cheese is much greater per capita than two years ago. Prices for cheese remain same.

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

POULTRY.—Prices are being maintained under a good demand and small receipts.

Poultry, Dressed—	
Turkeys, per lb.	0 35
Ducks, per lb.	0 22
Chickens, per lb.	0 19
Fowls, per lb.	0 17
Geese, per lb.	0 15
Milk fed chickens, per lb.	0 24

HONEY.—Honey continues to move out slowly. Prices even under light demand continue to hold fairly firm.

Clover, white	0 16	0 17
Clover, dark grades	0 14	0 15 1/2
White, extracted	0 12	0 12 1/2
Buckwheat honey	0 10 1/2	0 11

TORONTO.

PROVISIONS.—Market continues to hold quite firm owing to continued light hog receipts and demand increasing with warm weather. Cooked meats, especially, are beginning to move freely. On these prices, hold very firm with a slight tendency towards advance. Lard holds firm under heavy demand, and shows no sign whatever of going any lower.

Hog receipts continue light so that market holds daily from steady to firm. Prices vary considerably, but run on an average at \$9.25 f.o.b., and \$9.60 fed and watered.

HAMS—		
Light, per lb.	0 18 1/2	0 19
Medium, per lb.	0 18	0 18 1/2
Large, per lb.	0 16 1/2	0 17
Cooked, per lb.	0 26	0 28
Shoulders, per lb.	0 13 1/2	0 14 1/2
BACKS—		
Plain, per lb.	0 23	0 24
Boneless, per lb.	0 24	0 26
Pea meal, per lb.	0 23	0 24
BACON—		
Breakfast, per lb.	0 19	0 21
Roll, per lb.	0 15 1/2	0 16
Pickled meats—1c less than smoked.		
DRY SALT MEATS—		
Long clear bacon, light	0 15	0 15 1/2
Long clear bacon, heavy	0 14 1/2	0 14 1/2
BARRELLED PORK—		
Heavy mess pork, per bbl.	22 80	23 00
Short cut, per bbl.	27 00	28 00
LARD, PURE—		
Tierces, per lb.	0 14	0 14 1/2
Tubs, per lb.	0 14 1/2	0 14 1/2
Pails, per lb.	0 14 1/2	0 15
Pails, 5 and 5 lbs., per lb.	0 15 1/2	0 15 1/2
Bricks, 1 lb., per lb.	0 15	0 16
LARD, COMPOUND—		
Tierces, per lb.	0 09	0 09 1/2
Pails, 50 lbs., per lb.	0 10 1/2	0 10 1/2
Pails, 20 lbs., per lb.	0 11	0 11
SAUSAGES—		
Bologna, beef, per lb.	0 07 1/2	0 07 1/2
Bologna, ham, per lb.	0 10	0 11
Farmers, all pork, per lb.	0 13	0 16
Sausage, small, per lb.	0 09 1/2	0 09 1/2
Sausage, large, per lb.	0 09	0 09
Summer sausage, German, per lb.	0 22	0 25
Wieners, per lb.	0 10	0 10
HOGS—		
Live, f.o.b., per cwt.	9 25	9 35
Live, fed and watered, per cwt.	9 60	9 75
Dressed, per cwt.		14 00

BUTTER.—Still another decline of two cents has been made in prices of butter during past week, and dealers predict further drops during each of next two weeks. By that time grass butter should be on market in large enough quantities to warrant dealers storing for winter use. Just now grass make is only beginning, but is expected to make a feature on market by next Monday at least. Offerings this week have been liberal and quality shown slightly improved. Increased consumption of creamery owing to lower prices will doubtless tend to hold up market to some extent, but not enough to have permanent effect.

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

EGGS.—All local dealers are looking for cheaper eggs, but appear a little doubtful as to whether they will get them or not. Montreal is willing to pay a higher price than Toronto and seems

anxious to buy, so that under these conditions country dealers are not willing to put down price. Toronto dealers are still paying 17 cents in country, but hope for early reduction.

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

CHEESE.—Cheese market holds from steady to firm. Holdings of old are thought to be fairly heavy, and with prices low, holders are not over-anxious to sell. Manufacturers, finding more money in butter, are continuing to make butter later than usual, so as to allow cheese stocks to be worked off. One dealer states that he was offered cheese on Friday last at 12 1/2c., but considered it too soft and "muddy" for this trade. It appears that a lot of inferior quality stuff is being offered and at low prices.

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

POULTRY.—Practically no fresh of any kind is being offered in this market. A few dressed have been offering, but with warmer weather even these are disappearing. For frozen stocks prices hold firm under good demand.

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

HONEY.—Most honey now on market is in glass. These are in three sizes, selling at \$1.05, \$1.50 and \$2. Some 60 and 10 lb. pails, and a small quantity of comb honey are still to be found, but demand for all is light owing to heavy consumption of maple syrup.

Honey, strained—		
Clover honey, 60-lb. pails, per lb.	0 12 1/2	
Clover honey, 10-lb. pails, per lb.	0 12 1/2	
Clover honey, 5-lb. pails, per lb.	0 13	
Clover honey, in comb, per doz.	3 25	
Clover honey in glass, according to size, doz.	1 05	2 00
Buckwheat, 60-lb. tins, lb.	0 08	0 09

Provision Department One of the Best

Berlin, Ont., Grocery Store Where Special Prominence Is Given Meats—Only Men Skilful With Knife Employed—Artificial Ice Exclusively Used—Cards Announcing List of Sausages and Cooked Meats Help Sales.

"To serve our customers at our meat counter we employ none but skilled men, and chiefly for two reasons. First, through a knowledge of the various cuts, they are in a position to give our customers greater satisfaction, and second, being more apt at handling knives, steels, meats, etc., they can wait on a much greater number of customers than men who are green at the business."

Such is the principle upon which Wm. Metcalfe & Co., of Berlin, Ont., work.

Then, again, claims Mr. Metcalfe, there is the advantage gained by having clerks who handle meats and who handle meats exclusively, in that cleanliness is more easily kept throughout the store.

Uses Artificial Ice.

To add to this Metcalfe Co. use only artificial ice, on the ground that it is more sanitary and can be obtained in more desirable sized blocks. No deposit is left by this ice on the pipes of the refrigerator, and, apart from it being altogether pure and wholesome, there is the satisfaction of knowing that the ice has been made from drinking water, under sanitary conditions, and is just as safe to have come even in contact with meats as the water which is being drunk daily by the inhabitants of the city.

Hanging on the refrigerator in such a position that they can be readily seen upon entering the door, Wm. Metcalfe & Co. have two large cards, suitably framed, and bearing lists of the sausages and cooked meats which they stock, together with the announcement that these are fresh daily. The list of sausages is herewith reproduced. That of cooked meats is designed on the same plan and presented on the same size of card, so that there is great uniformity between the two. These are hung directly facing a customer standing at the provision counter and in such a position that they cannot be overlooked, so that unconsciously customers find themselves running over the lists and wondering if they want any of the meats thereon presented.

OUR LIST OF
SAUSAGES

Liver Sausage, Summer Sausage
Pork Sausage, New England Ham
Wieners, Large & Small Bologna
FRESH DAILY

Reduced reproduction of card in the Metcalfe store in Berlin, giving complete list of sausages for sale.

Speaking along this line, Geo. Metcalfe stated that as the provision department of their store was one of their most important departments, and as the men were kept continually employed, especially on Saturday nights, they had found it extremely profitable to have men who could skilfully use a knife. In this respect the skilled men were especially profitable.

QUOTATIONS FOR PROPRIETARY ARTICLES

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

BAKING POWDER.

W. H. GILLARD & CO.

Diamond.

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

ROYAL BAKING POWDER.

Sizes. Per doz.
 Royal-Dime 0 95
 " 1/2-lb. 1 40
 " 6-oz. 1 95
 " 1/2-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 1/2-lb. tins 1 35
 Borwick's 1/2-lb. tins 2 35
 Borwick's 1-lb. tins 4 65

COOK'S FRIEND BAKING POWDER.

Cartons— Per doz.
 No. 1, 1-lb., 4 dozen 2 40
 No. 1, 1lb., 2 dozen 2 50
 No. 2, 5-oz., 6 dozen 0 80
 No. 2, 5-oz., 3 dozen 0 85
 No. 3, 2 1/2-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, 2 1/2-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-lb. lots or case 0 16

COUPON BOOKS—ALLISON'S.

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

UN-NUMBERED.

Under 100 books ..each 0 04
 100 books and over, each.0 03 1/2
 500 books to 1,000 books 0 03
 For numbering cover and each coupon, extra per book, 1/2 cent.

CEREALS.

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Breakfast Food, 2 doz. in case, per case, \$3.00.
 The King's Food, 2 doz. in case, per case, \$4.80.

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

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

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

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

White Swan Flaked Rice, \$1.

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

DOMINION CANNERS.

Aylmer Jams. Per doz.
 Strawberry, 1912 pack\$ 2 15
 Raspberry, red, h'vy syrup 2 15
 Black Currant 2 00
 Red Currant 1 85
 Peach, white, heavy syrup 1 50
 Pear, Bart., heavy syrup 1 77 1/2

Jellies.

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

Marmalade.

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

Pure Preserves—Bulk.

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

14's and 30's per lb.

Strawberry 0 13
 Black currant 0 13
 Raspberry 0 13

Freight allowed up to 25c per 100 lbs.

COCOA AND CHOCOLATE THE COWAN CO., LTD.

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

Special quotations for Cocoa in barrels, kegs, etc.

Unsweetened Chocolate—

Supreme chocolate, 1/2's 12-lb. boxes, per lb. 0 33
 Perfection chocolate, 20c size, 2 doz. in box, doz... 1 80
 Perfection chocolate, 10c size, 2 and 4 doz. in box per doz. 0 90

Sweet Chocolate— Per lb.

Queen's Dessert, 1/4's and 1/2's, 12-lb. boxes. 0 40
 Queen's Dessert, 6's, 12-lb. boxes 0 40
 Vanilla, 1/4-lb., 6 and 12-lb. boxes 0 35

Diamond, 8's 6 and 12-lb. boxes 0 28

Diamond, 6's and 7's, 6 and 12-lb. boxes 0 24

Diamond, 1/4's, 6 and 12-lb. boxes 0 25

Iceings for Cake—

Chocolate, white, pink, lemon orange, maple, almond, coconut, cream, in 1/2-lb. packages. 2 doz. in box, per doz... 0 90

Chocolate Confections—per lb. Maple buds, 5-lb. boxes.. 0 36

Milk medallions, 5-lb. bxs. 0 36

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

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

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

Nonpareil Wafers, No. 2, 5-lb. boxes 0 25

Chocolate ginger, 5-lb. bxs. 0 30

Milk chocolate wafers, 5-lb. boxes 0 36

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

Lunch bars, 5-lb. boxes .. 0 30

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

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

Nut milk chocolate, 1/2's, 6-lb. boxes, lb. 0 36

Nut milk chocolate, 1/4's, 6-lb. boxes, lb. 0 36

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

EPPS'S.

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

In 1/4, 1/2 and 1-lb tins, 14-lb. boxes, per lb. 0 35
 Smaller quantities 0 37

JOHN P. MOTT & CO'S.

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

Elite, 10c size (for cooking) dozen 0 90

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

Nut milk bars, 2 dozen in box 0 80

" breakfast cocoa, 1/4's and 1/2's 0 36

" No. 1 chocolate 0 30

" Navy chocolate, 1/2's.. 0 26

" Vanilla sticks, per grs. 1 00

" Diamond chocolate, 1/2's. 0 24

" Plain choice chocolate liquors 20 30

" Sweet chocolate coatings 0 20

WALTER BAKER & CO., LTD.

Premium No. 1, chocolate, 1/4 and 1/2-lb. cakes, 33c lb.; Break-

fast cocoa, 1-5, 1/4, 1/2, 1 and 5-lb. tins, 39c. lb.; German's sweet chocolate, 1/2, and 1/4-lb. cakes, 6-lb. boxes, 26c lb.; Caracas sweet chocolate, 1/2, and 1/4-lb. cakes, 6-lb. boxes, 32c lb.; Auto sweet chocolate, 1-6 lb. cakes, 6-lb. boxes, 32c lb.; cinquieme sweet chocolate, 1-5-lb. cakes, 6-lb. boxes, 20c. lb.; Falcon cocoa (hot or cold soda), 1-lb. tins, 34c lb.; Cracked Cocoa, 1/2-lb. pkgs., 6-lb. bags, 31c lb.; Caracas tablets, 5c cartons, 40 cartons to box, \$1.25 per box.

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

CONDENSED AND EVAPORATED MILK.

BORDEN MILK CO., LTD.

East of Fort William, Ont. Preserved— Per Case.
 Eagle Brand, ea. 4 doz....\$6 00
 Reindeer Brand, ea. 4 doz. 6 00
 Silver Cow Brand, ea. 4 doz. 5 40
 Gold Seal Brand, ea. 4 doz. 5 25
 Mayflower Brand, ea. 4 doz. 5 25
 Purity Brand, ea. 4 doz... 5 25
 Challenge Brand, ea. 4 doz. 4 75
 Clover Brand, ea. 4 doz.... 4 75

Evaporated (Unsweetened)—

St. Charles Brand, small, ea. 4 dozen 2 00
 Peerless Brand, small, ea. 4 doz. 2 00
 St. Charles Brand, Family, ea. 4 doz. 3 90
 Peerless Brand, Family, ea. 4 doz. 3 90
 Jersey Brand, Family, ea. 4 doz. 3 90
 St. Charles Brand, tall, ea. 4 doz 4 50
 Peerless Brand, tall, ea. 4 doz. 4 50
 Jersey Brand, tall, ea. 4 dozen 4 50
 St. Charles Brand, Hotel, ea. 2 doz. 4 25
 Peerless Brand, Hotel, ea. 2 doz. 4 25
 Jersey Brand, Hotel, ea. 2 doz. 4 25
 St. Charles Brand, gallons, ea. 1/2 doz. 4 75
 "Reindeer" Coffee & Milk, ea. 2 doz. 5 00
 "Regal" Coffee and Milk, ea. 2 doz. 4 50
 "Reindeer" Cocoa & Milk, ea. 2 doz. 4 80

CANADA FIRST BRAND.

The Aylmer Condensed Milk Co. Per Case.
 Canada First Baby Evaporated Milk 2 00
 Canada First Family Evaporated Milk 3 90
 Canada First Medium (20 oz.) Evaporated Milk.... 4 50
 Canada First Hotel Evaporated Milk 4 25
 Canada First Gals Evaporated Milk, Manufacturer's Special 4 75
 Canada First Condensed (sweetened) 5 25
 Rose Bud Condensed Milk 5 15
 Beaver Condensed Milk.... 4 50

THE CANADIAN GROCER

COFFEES.

EBY-BLAIN, LIMITED.

Standard Coffees.

Roasted whole or ground, packed 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 26½
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, ½-lb. tins do	0 33
Anchor Brand, 2-lb. tins.	
German Dandelion, 1-lb. tins, ground	0 26
German Dandelion, ½-lb. tins, ground	0 23
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
do.	0 31

WHITE SWAN SPICES AND CEREALS, LTD.

WHITE SWAN BLEND.

1-lb. decorated tins, lb.	0 36
Mo-Ja, ½-lb. tins, lb.	0 32
Mo-Ja, 1-lb. tins, lb.	0 30
Mo-Ja, 2-lb. tins, lb.	0 30
Presentation (with tumblers) 28c per lb.	

MINTO BROS.

MELAGAMA BLEND.

Ground or bean— W.S.P. R.P.	
1 and ½	0 25 0 30
1 and ½	0 32 0 40
1 and ½	0 37 0 50
Packed in 30's and 50lb. 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.)	1 50
Large (each ½ 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
2½ oz. (all flavors) doz.	2 00
4 oz. (all flavors) doz.	3 00
5 oz. (all flavors) doz.	3 75
3 oz. (all flavors) doz.	5 50
16 oz. (all flavors) doz.	7 00
32 oz. (all flavors) doz.	8 00
Discount on application.	

CRESCENT MFG. CO.

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

GELATINE.

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

CLARK'S PORK AND BEANS IN TOMATO SAUCE.

	Per doz.
No. 1, 4 doz. in case	0 60
No. 2, 2 doz. in case	0 95
No. 3, flats, 2 doz. in case	1 15
No. 3, talls, 2 doz. in case	1 35
No. 6, 1 doz. in case	4 00
No. 12, ½ doz. in case	6 50

LAPORTE, MARTIN & CIE., LTD., MONTREAL AGENCIES, BASSIN DE VICHY WATERS.

La Capitale, 50 qts.	5 00
St. Nicolas, 50 qts.	7 00
St. Nicolas, 50 pts.	9 00
La Neptune, 50 qts.	6 00
La Sanitas Sparkling, 50 quarts	8 00
Claret, qts., Crown, 50s	7 50
Claret, pts., Crown, 50s	5 10
Claret, qts., Cork, 50s.	7 50
Claret, pts., Cork, 50s.	5 00
Champenoise, qts., Cork, 50s.	8 00
Champenoise, pts., Cork, 50s.	5 50
Champenoise, sp., Cork, 120s	9 50
Lemonade Savoureuse, 50 qts	8 00
Lemonade, St. Nicolas, 50 qts.	7 50
Lemonade, St. Nicolas, 50 pts.	5 50
Lemonade, St. Nicholas, 100 pts.	10 00
Lemonade, St. Nicolas, 100 Splits	7 50

CASTILE SOAP.

"Le Soleil," 72 p.c. olive oil	
Cs. 200 7-oz. pieces cs.	7 50
Cs. 200 10-oz. pieces, cs.	12 00
Cs. 100 10-oz. pieces, cs.	6 50
Cs. 50 ¾ lb. pieces, cs.	3 75
Cs. 50 1lb. pieces, cs.	4 50
Cs. 12 3-lb. bars, lb.	0 09
Cs. 25 11-lb. bars, lb.	0 08
Cs. "Le Lune," 65 p.c. olive oil.	
Cs. 50 ¾-lb. pieces, cs.	3 35
Cs. 12 3-lb. Bars, lb.	0 08½
Cs. 25 11-lb. Bars, lb.	0 08

ALIMENTARY PASTES.

BLANC ¼ FILS.

Macaroni, Vermicelli, Animals. Small Pastes, etc.	
Box, 25 lbs., 1 lb.	0 07½
Box, 25 lbs., loose	0 07

DUFFY ¼ CO. BRAND.

Grape Juice, 12 qts.	4 75
Grape Juice, 24 pts.	5 00
Grape Juice, 36 splits	4 75

Apple Juice, 12 qts.	3 75
Apple juice, 24 pts.	4 50
Champagne de Pomme, 24 p	5 90
Motts Golden Russett—	
Sparkling Cider, 12 qts.	4 50
Sparkling Cider, 24 pts.	4 75
Sparkling Cider, 36 sp.	4 90
Extra Fins, 100½	16 00
Apple Vinegar, 12 qts.	2 40
These prices are F.O.B. Montreal.	
Imported Peas "Soleil"	

Per case

Tres Fins, ½ kilo, 100 tins	13 50
Fins, tins, ½ kilo, 100 tins	12 50
Mi-Fins, tins, ½ kilo, 100 tins	11 50
Moyens No. 1, tins, ½ kilo, 100 tins	10 50
Moyens No. 2, tins, ½ kilo, 100 tins	10 00
Moyens No. 2	9 00
Frs. "Petit" Peas.	
Fins, tins, ½ kilo, 100	10 00
Moyens, tins ½ kilo, 100.	7 50
Asparagus, Hericots, etc.	

MINERVA PURE OLIVE OIL.

Case—	
12 litres	8 00
12 quarts	6 00
24 pints	6 50
24 ½-pints	4 25
Tins—	Gall.
5 gals. 2s	2 00
2 gals. 6s	2 05
1 gal. 10s	2 10
20s, ½ gal.	2 60

CANNED HADDIES "THISTLE" BRAND.

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

INFANTS' FOOD.

Robinson's patent barley, ½lb. tins, \$1.25; 1-lb. tins, \$2.25; Robinson's patent groats, ½-lb. tins, \$1.25; 1-lb. tins, \$2.25.	
------------------------------------------------------------------------------------------------------------------------------------	--

BOAR'S HEAD LARD COMPOUND.

N. K. FAIRBANK CO., LTD.	
Tierces	0 10¼
Tubs, 60 lbs.	0 10¼
Pails, 20 lbs.	0 10¼
Tins, 20 lbs.	0 10¼
Cases, 3 lbs., 20 to case.	0 11¼
Cases, 5 lbs., 12 to case.	0 11¼
Cases, 10 lbs., 6 to case.	0 11
F.O.B. Montreal.	

MARMALADE.

SHIRRIFF BRAND.

"SHREDDED."

1 lb. glass (2 dz case)	\$1.90 \$1.80
2 lb. glass (1 dz case)	3.20 3.00
4 lb. tin (1 dz case)	5.50 5.35
7 lb. tin (¼ dz case)	8.00 8.35
"IMPERIAL SCOTCH."	
1 lb. glass (2 dz case)	\$1.60 \$1.55
2 lb. glass (1 dz case)	2.80 2.70
4 lb. tin (1 dz case)	4.80 4.65
7 lb. tin (¼ dz case)	7.75 7.50

MUSTARD.

COLMAN'S OR KEEN'S.

	Per doz. tins
D. S. F., ¼-lb.	1 40
D. S. F., ½-lb.	2 50
D. S. F., 1-lb.	5 00
F. D., ¼-lb.	0 95
F. D., ½-lb.	1 45
	Per jar
Durham, 4-lb. jar	0 75
Durham, 1-lb. jar	0 25

MACLAREN'S IMPERIAL PREPARED MUSTARD.

Ontario Prices.

Small case 4 doz., per doz.	0 45
Medium cases 2 doz., doz.	0 90
Large, cases 1 doz., doz.	1 35

VERMICELLI AND MACARONI D. SPINELLI C'Y., MONTREAL

Fine.

4-lb. box "Special," 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), lb.	0 06
Globe Brand.	
5-lb. box "Standard," box	0 30
10-lb box "Standard," box	0 60
25-lb. cases (loose), lb.	0 06
25-lb. cs. 1-lb. pkgs., lb.	0 06½

JELLY POWDERS.

JELL-O.

Assorted case, contains 2 doz.	1 50
--------------------------------	------

Straight.

Lemon contains 2 doz.	1 80
Orange contains 2 doz.	1 80
Raspberry contains 2 doz.	1 80
Strawberry contains 2 doz.	1 80
Chocolate contains 2 doz.	1 80
Cherry contains 2 doz.	1 80
Peach contains 2 doz.	1 80
Weight 8 lbs. to case. Freight rate, 2nd class.	

JELL-O ICE CREAM POWDER

Assorted case, contains 2 doz.	2 50
--------------------------------	------

Straight.

Chocolate contains 2 doz.	2 50
Vanilla contains 2 doz.	2 50
Strawberry contains 2 doz.	2 50
Lemon contains 2 doz.	2 50
Unflavored contains 2 doz.	2 50
Weight 11 lbs. to case. Freight rate, 2nd class.	

IMPERIAL DESSERT JELLY.

Ontario Prices.

Assorted flavors, \$10.75 per gross.	
Imperial Sterilized Gelatine.	
Cartons, 1 doz., 90c per dozen.	

SOAP AND WASHING POWDERS.

SNAP HAND CLEANER.

3 dozen to box	3 60
6 dozen to box	7 20
30 days.	

RICHARDS PURE SOAP.

5-case lots (delivered), \$4.15 each with 20 bars of Quick Naptha as a free premium.	
--------------------------------------------------------------------------------------	--

Richarde Quick Naptha Soap. GENUINE. Packed 100 bars to case.

FELS NAPTHA.

Prices—Ontario and Quebec:	
Less than 5 cases.	\$ 5.00
Five cases or more.	4 95

SAPHO MFG. CO., LTD., MONTREAL "SAPHO" INSECTICIDE.

1-16 gall. doz.	\$ 2 00
¼-gall., doz.	6 00
½-gall., doz.	10 50
1 gall., doz.	19 20
1-16 gall., gross lot	20 00

Sit In Your Office and get your Western business through us



With five large warehouses and a staff of live representatives in daily touch with all parts of the vast Western territory, we are in a position to do better justice to your line than you are, even by sending your travellers out to call on the trade direct. We are well known and handle only reliable lines, covering the territory often. We want to handle accounts in Western Canada for manufacturers of Europe, United States and Eastern Canada. We guarantee sales.

Do not overlook this market—WRITE US TO-DAY.

NICHOLSON & BAIN

Wholesale Commission Agents and Brokers

HEAD OFFICE, WINNIPEG, MAN.

Branches: LETHBRIDGE, REGINA, SASKATOON, EDMONTON, CALGARY

“Star Brand” BACON

Good Bacon is worth more than poor Bacon and all Bacon just now is high in price. Good Bacon, however, is worth the price, while we doubt if poor Bacon is cheap at any price. The prospects are that prices will be high this season, because the demand is increasing, while the supply appears to be growing less. We would advise buying as your requirements demand; buy the best and buy only the “Star Brand.”

Made under Government inspection.

F. W. FEARMAN CO.
LIMITED
HAMILTON

This is the real season

IN WHICH TO SELL JAM.

Apples and home preserved fruits are practically gone.

Now is your opportunity to give

UPTON'S PURE FRUIT JAMS

the prominence they deserve. Are you selling Upton's? There is nothing to equal them. Your jobber can sell you.

Send for price list.

T. UPTON CO., LIMITED
HAMILTON, ONT.

SEEDS

Present Prices f.o.b. Toronto

No. 1 Government Standard.
Per 100 lbs.
 Alsylke Clover 26.00
 *Alfalfa Clover 16.00
 xAlfalfa Clover 15.00
 No. 2 Government Standard.
 Timothy 5.50
 Alsylke Clover \$24.00
 No. 3 Government Standard.
 Red Clover 20.00
 Alsylke Clover 22.00
 Timothy ... 4.50
 *Gold, x Silver.
 Yellow Dutch Set Onions 10.00
 White Dutch Set Onions 10.00
 Shallots 6.00
 Per bag
 Early Ohio Potatoes,
 choice stock. . \$2.00
 Early Eureka, Potatoes,
 choice stock. . \$1.60
Geo. Keith & Sons
 Phone Main 163
 Toronto -:- Ontario
 Seedmerchants since 1866

TOMATOES, CELERY, PINEAPPLES, ORANGES, BANANAS.

Shipments of Fruits and
Vegetables arriving daily.
 —Get our quotations.
 Prompt shipment assured.
LEMON BROS.
 Owen Sound, Ontario

When you cannot go down to
your wholesalers and examine
personally what you buy—then
you have to phone, wire or
write. That's when you should
appreciate the sterling quality
and reliability of Tracuzzi's
brands of Lemons.

“St. Nicholas”
 “Home Guard”
 “Queen City”
 “Puck”
 “Kicking”

and mention them in your
order.

J. J. McCABE
 Agent
 Toronto, - Canada

Coffee, Its History, Classification and Description

By Joseph M. Walsh

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

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

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

\$2.00

IT WILL PAY YOU TO SEND AT ONCE.

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

Grocery Advertising

By Wm. Borsodi

It contains suggestions for
special sales, bargain
sales, cash sales, etc.; ideas
for catch lines or window
cards, and many hints for
the preparation of live ad-
vertising copy. A collec-
tion of short talks, adver-
tising ideas and selling
phrases used by the most
successful grocery adver-
tisers.

PRICE \$2.00

ALL ORDERS PAYABLE
IN ADVANCE.

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

WORLD RENOWNED

 BRAND STUHR.

STUHR'S
GENUINE CAVIARE,
ANCHOVIES IN BRINE
 (Salted Sardels).

In Tins and Glasses.

“Please ask for our offer”

C. F. STUHR & CO., HAMBURG.



OAKEY'S

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

‘WELLINGTON’

KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

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

Wellington Mills, London, England

Pineapples

Down to Rock Bottom

The quality is now at its best and prices are low.

Get your preserving orders together and send to us.

We guarantee the best pineapples leaving Toronto.

LARGE GRADE FINE COLOR
RIGHT PRICE

WHITE & CO., LIMITED
TORONTO and HAMILTON

STRAWBERRIES

The nearer home, the better they get. Fresh arrivals every day. Excellent quality. We expect to have quarts from now out.

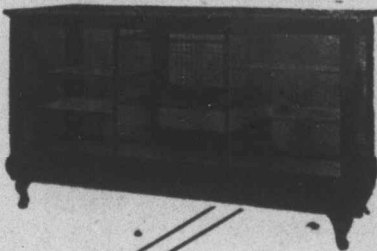
PINEAPPLES

Remember that we thoroughly examine every case by repacking before shipping. This means more profit to you. Let us look after your needs.

BANANAS

The uniform high quality and excellent condition of the fruit on arrival at destination is the reason why we are called BANANA SPECIALISTS.

THE HOUSE OF QUALITY
HUGH WALKER & SON
Established 1861
GUELPH and NORTH BAY



For Sanitary
Display of all
Perishable
Goods

there is nothing that will take the place and give the service that you can get by using the

Silent Salesman Arctic Refrigerator

Our new 1913 designs and stock are ready. One or two of these salesmen in your store will add wonderfully to the appearance of your store and will keep perishable goods in a sanitary condition as well as giving them proper display. Send for New Catalog.

JOHN HILLOCK & CO., Limited
TORONTO, ONTARIO

AGENTS IN WEST: Regina, Sask.
J. UPRICHARD
Quebec and Maritime Provinces
WOLF, SAYER & HELLER, MONTREAL.

PURE *Elgin Brand* PORK SAUSAGES

Our Pure Pork Sausages have won laurels for us, have helped build up the immense trade we now enjoy throughout Ontario.

Our Pork products, hams, bacon, lard, sausages, etc., are Quality goods. Elgin Brand Dairy products are always reliable and meet the most particular requirements.

Send for our Post Card Order Book.

The St. Thomas Packing Co. LIMITED

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

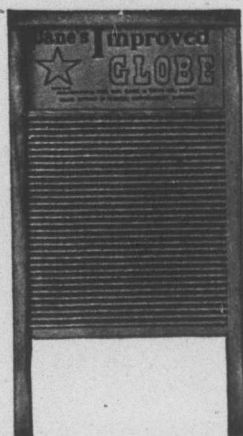
ST. THOMAS, ONT.

Wholesale Branches at Windsor and London, Ont.
Let us send you one of our Post Card Order Books.

Trade Follows Quality

Your Washboard Sales Will Increase
If You Handle

Cane's Washboards



We make 13 different styles and grades, so as to completely meet the price which every class of trade can afford.

Great care is exercised from selection of material to the finished product on all grades. Each grade is the best value on the market.

Be sure to specify "Cane's" when placing your next order for washboards at your jobbers.

Write for catalog.

The Wm. Cane & Sons Co., Ltd.
NEWMARKET, ONT.

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

ROSE QUESNEL

A Pure Canadian Smoking Tobacco

specially selected and perfect in every respect. Delightfully cool and sweet in its natural fragranc

and

KING GEORGE

NAVY PLUG

A Chewing Tobacco

surpassing all others in quality and flavor. Deliciously sweet and non-irritating.

QUALITY backed up with extensive advertising make them profitable to handle.

Rock City Tobacco Co., Limited
Quebec



Spring-Time Is Shoe Polish Time

The almost permanent shine imparted by 2 in 1 shoe polish has made it the most popular of all.

It contains no turpentine or any other leather-destroying ingredient.

Our extensive consumer advertising is of unlimited value to you—keep your stock up to the demand.

Stock 2 in 1 for black
2 in 1 for white canvas or leather
1 in 1 for tan.

If you are not handling 2 in 1, write to-day to your jobber for a trial order.

The F. F. DALLEY CO., Limited
BUFFALO, U.S.A. HAMILTON, CAN.

SOAPS

**Every Live Grocer
Should Feature**

	Per case.
Wonderful Soap (100 cakes) ..	\$4.15
Royal City Bar (24 bar)	2.85
Peerless Bar (30 bar)	2.45
Standard Soap (100 cakes) ..	2.30
Crystal Soap Chips (100 pkg.) .	3.75

Freight Paid 5 Case Lots.

Crystal Soap Chips (200 lb. bbl.) 5½c.
Freight Paid.

Yours for Quality.

GUELPH SOAP CO.

GUELPH

ONTARIO



Anti-Dust SWEEPING POWDER

There are a score of other makes being offered you to-day. We know that, but with all respect for our competitors, we confidently state that

Anti-Dust

is better and different.

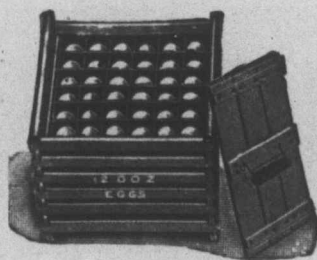
Superior quality at same price makes it a more valuable stock for you. There is greater germ killing power with it and then—**It Sweeps Cleaner.**

Ask Our Agents for the Green Tin

Sapho Mfg. Co., Limited

Montreal

Agents:—MacLaren Imperial Cheese Co., Ltd., Toronto; Lauro Chemical & Perfumery Co., Ottawa; Fenwick & Hendry, Kingston, Ont.; Albert Dunn, 67 St. Peter St., Quebec City.



Humpty Dumpty EGG CRATES

**Carload just received
from the Patentee --- the
Wholesale trade Supplied
(and protected on price.)**

Walter Woods & Co.
HAMILTON and WINNIPEG

THE BEST HAND CLEANER

on the market



DO YOU SELL IT?

You can handle no better.

Snap sells rapidly and pays a liberal profit.

"Leaves the skin smooth and soft."

ASK YOUR JOBBER. SEE WHAT HE SAYS.

Snap Company, Limited

Montreal,

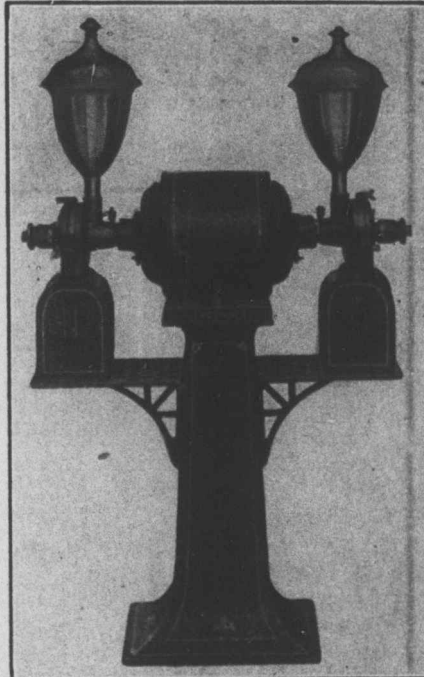
Canada



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



Let Us Help You

if you are thinking of installing any store equipment in the line of **Coffee Mills, Spice, Tea or Coffee Bins.** We are the general agents for the United States and Canada for the incomparable **Henry Troemmer Agate Bearing Scales,** exclusive **Tea, Coffee and Spice Bins and Cans, Coffee Mills, etc.** Our fixtures possess uniqueness and individuality, and can be obtained at the lowest possible price.

Information, Estimates and Prices cheerfully furnished on request.

J. A. FLESCH & SON
1300 Medinah Building
178 W. Jackson Blvd. **Chicago**

THE NAME "FAIRBANK" MEANS SOAP SURETY

FAIRY SOAP



When we tell you that you can depend on FAIRY SOAP as a lively steady seller, sure to satisfy your customers, it's because we know positively that the white, sweet, floating oval cake is the BEST soap a nickel ever bought, and, because YOUR CUSTOMERS know it.

We've advertised FAIRY SOAP so extensively that the slogan "Have you a little 'Fairy' in your home?" stands for the "BEST SOAP I CAN BUY" in the minds of women everywhere.

Be sure FAIRY SOAP is prominently displayed—it sells on sight.

"HAVE YOU A LITTLE FAIRY IN YOUR HOME?"

The N. K. Fairbank Company,
LIMITED, MONTREAL



EVERY POUND OF
ANCHOR BRAND FLOUR

is of supreme excellence

and if there could be a higher quality flour made from Manitoba Hard Wheat, its name would be Anchor Brand Flour, because for 25 years we have made it a specialty to keep ahead of all mills by manufacturing just that kind of products that can appeal to discriminative buyers who prefer to even pay a little more money and be sure to get all the quality possible.....and our success is to-day unquestionable as **Millers of Quality**, particularly because we limit our milling capacity to the amount of high grade wheat available in the harvest. Get a free sample big enough for a test baking.

Leitch Brothers' Flour Mills, Ltd.

"Millers of Quality"

OAK LAKE MANITOBA CANADA

Don't Overlook a
Good Quality Trade



People will deal at your store regularly, provided you can supply their wants. One of them surely is CARR'S BISCUITS, and no better or surer article could you find to cinch their business. It's the quality that is unequalled. Try a stock.

CARR & CO. CARLISLE ENGLAND

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

IT IS NOT EASY

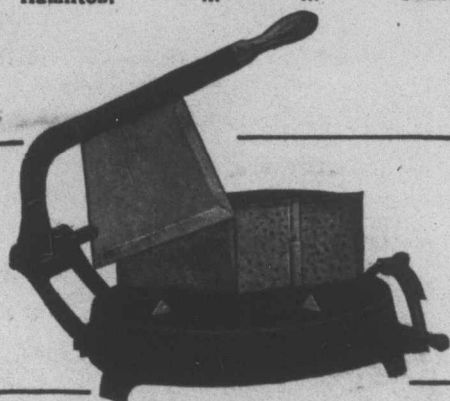
to cut exactly the amount of cheese a customer asks for. Oftentimes you cut more than the order requires and let it go—this is lost profit. Then again you very often cut less—this is a loss in sale. Another time a small piece is left to dry up and waste; all these losses will continue as long as you cut cheese by guesswork.

THE PERFECTION CHEESE CUTTER

can be depended upon to cut just exactly the amount required, eliminating all loss of cheese by guesswork.

Send for particulars and prices.

**The American Computing Co.
of Canada**
Hamilton. Canada



FLAVORING EXTRACTS—

in daily use. Increase your profit and insure satisfaction by selling Sterling Brand. They are noted for their fullness of strength and purity.

Keep a generous stock always on hand. Get our prices.

THE
T. A. LYTTLE & CO.
Limited

Sterling Road, Toronto



The Hall-Mark of Sardine Superiority



By Special Royal Permission.

The sardine lover is one of the most particular customers you have. This is a demonstrated fact, and the sale of a poor quality article will have the effect of driving such a customer from your store.

"KING OSCAR" on your sardines is a real insurance against dissatisfied patrons.

You can't afford to take chances — stock "King Oscar" Sardines and you are sure of the finest, uniform sardines, carefully packed in pure olive oil. Get them from your wholesaler.

INSIST ON "KING OSCAR" BRAND.

CANADIAN AGENTS:

J. W. Bickle & Greening

(J. A. Henderson)

Hamilton, - Ontario



is the ideal chocolate for cooking and drinking purposes. Is especially suitable for icing cakes, making fudge, etc. Your customers want and should be given only the best—MOTT'S

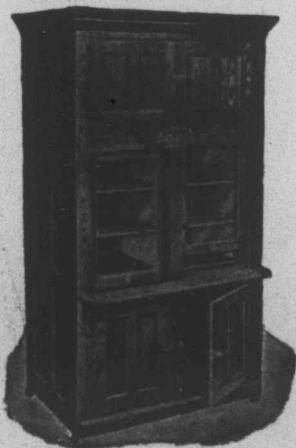
JOHN P. MOTT & CO.

MANUFACTURERS

HALIFAX, NOVA SCOTIA

EUREKA

Twenty-seven years of Eureka Refrigeration



Over a quarter century experience behind the manufacture of Eureka Refrigerators serves well to make this line the Standard of the Canadian Market. Eureka on a Refrigerator is a guarantee of perfection. The Eureka contains no zinc or galvanized iron or other offensive material likely to conflict with the Pure Food Laws. The Eureka way is the dry, cold circulating air way.

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



BUILT ON MERIT

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

ELGIN
National Coffee Mill

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

Prompt shipments our specialty.

Ask any of the following Jobbers for our Catalogue:

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

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

HAMILTON—Jas. Turner & Co.; Balfour, Sarge & Co.; McPherson, Glasco & Co.

TORONTO—Eby, Blain, Ltd.; R. B. Hayhoe & Co.

LONDON—German, Eckert & Co.

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

REGINA, SASK.—Campbell, Wilson & Smith

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

EDMONTON, ALTA.—The A. MacDonald Co.

MADE BY

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

MASON'S 'O.K.' SAUCE

THE ORIGINAL

As purveyed by appointment to the House of Lords. As supplied to the House of Commons, H.M. Navy & Army, Government Offices and the Leading Hotels and Caterers throughout the World.

CAUTION—No connection with any firm or company trading in a similar name.



THE MARK
OF QUALITY

An introductory size
and a certain leader to
the larger size. Price

10 Cts.

Sole Manufacturers:
GEORGE MASON & CO. LIMITED,
LONDON, ENGLAND.

Represented by:—

The Lind Brokerage Co., 49 Wellington St. E., Toronto.
G. H. Gillespie, 437 Richmond Street, London, Ont.
J. T. McBride, 62 Canadian Life Chambers, Montreal.
Nelson Shakespeare Watkins, Limited, 860-864 Cambie Street,
Vancouver.
David Brown, 328 Smith St., Winnipeg, Man.
W. C. Mullins & Co., 25 King St., St. John, N.B.



Talking to the Point

CLASSIFIED WANT ADS. get right down to the point at issue. If you want something, say so in a few well-chosen words. Readers like that sort of straight-from-the-shoulder-talk, and that is the reason why condensed ads. are so production of the best kind of results.

CLASSIFIED WANT ADS. are always noticed. They are read by wide-awake, intelligent dealers, who are on the lookout for favorable opportunities to fill their requirements.

TRY A CONDENSED AD. IN
THIS PAPER.



BRUNSWICK BRAND

WILL WIN FOR YOU a larger and more profitable fish trade. The high quality of "BRUNSWICK BRAND" SEA FOODS has produced a large trade, which, combined with conscientious business methods, is constantly increasing. When the dealer sells Connors Bros.' Brands he is selling goods that have proven winners with the general public.

Located close to the fishing grounds, we get the pick of the fishermen's catches — the plant is modern and strictly sanitary, and is operated under the most ideal conditions. BRUNSWICK BRAND SEA FOODS come perfect to the consumer.

Our Chief Sellers:

¼ Oil Sardines	Kipperd Herring
¾ Mustard Sardines	Herring in Tomato Sauce
Finnan Haddies	Clams
(oval and round tins)	Scallops

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.; Shallercross, Macaulay Co., Calgary, Alta.; Johnston & Yockney, Edmonton, Alta.; Shallercross, Macaulay Co., Vancouver and Victoria, B.C.



THE
**British Columbian
Fisheries, Limited**

Salmon Packers

**SALMON
BRANDS:—**

"Location"
"Dreadnaught"
"Aliford Bay"

**FRESH
FISH**

**FISHING
STATIONS:—**

Skidegate
Aliford Bay
Cumshewa

Manufacturers of
**FISHMEAL, FERTILIZER, and
SKIDEGATE DOG FISH OIL
and RAT FISH OILS**

OFFICES—
Bank of Ottawa Building
VANCOUVER

25 Victoria St.
LONDON, ENG.

Telegrams "Fishfoods" Vancouver

The Sauce
For Steaks, Meats,
Fowl, Fish etc., is
**PATERSON'S
WORCESTERSHIRE
SAUCE**

Your fastidious pa-
trons want the high-
est quality sauce—sell
them "Paterson's."
Highest quality—ap-
petizingly delicious.

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.

Imported Biscuits

There are **THREE ESSENTIALS** in purchasing
imported biscuits:—

**Quality
Freshness
Service**

Our quality is the finest.
Our tins are hermetically sealed.
Our agents are progressive and obliging.

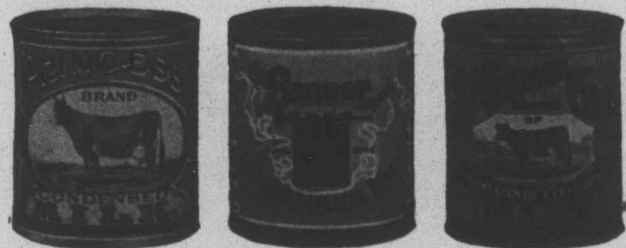
McVITIE & PRICE, Ltd.
Biscuit Manufacturers
EDINBURGH (SCOTLAND)

AGENTS:

Manitoba and Saskatchewan.
RICHARDS & BROWN, James Street, WINNIPEG

Alberta
**CAMPBELL, WILSON & HORNE, Limited, Calgary,
Edmonton and Lethbridge.**

British Columbia and Yukon
**KELLY, DOUGLAS & CO., Ltd., Water St.,
VANCOUVER.**



**Three Lines You Should
Know and Introduce to
Your Customers**

Tone up your stocks of Condensed Milk by adding
these three lines—New Ones and Good. They will
bring you new customers and quick returns.

St. George Evaporated Milk, 4 dozen in case	- \$3.00
Princess Condensed Milk, 4 dozen in case	- \$4.50
Banner Condensed Milk, 4 dozen in case	- \$5.25

Order them from your wholesaler or direct from
the factory. Delivered in 5-case lots to any point
in Ontario or East or Halifax. We will prepay
freight up to 50c. per 100 lbs.

J. MALCOLM & SON

St. George

Ontario

Fill Your Orders
With

"DAPHNE"

CHOICE - - - GRADE

SEEDED RAISINS

And Your Customers
With Satisfaction

PACKED BY
GUGGENHIME & CO.
SAN FRANCISCO.

AGENTS
ROSE & LAFLAMME
Limited
MONTREAL

The Red Rose Specialty

Men from A. W. Hugman, Limited,
Montreal, deserve the

Glad Hand of Welcome



because

Red Rose Jellies

**Red Rose
Baking Powder**

**Red Rose
Extracts**

are all of the high-
est quality and
beyond doubt the
best on the market
too.

LET US HAVE YOUR ORDER
and you'll learn what repeat business really is.

A. W. Hugman, Limited
MONTREAL

Your Vacation Money

The young men and women with brains and initiative do not sit down and waste time wondering where their vacation money will come from. They use the means that are at hand to secure it. They take advantage of their spare time by spending it at work that will earn the best possible returns.

Last spring hundreds of energetic young men and women earned the money with which they paid for their summer vacation by looking after our business in their own neighborhood.

The work is fascinating, both because it is congenial and because a few spare hours each week devoted to it will enable you to enjoy that summer vacation later on.

We will appoint you local representative of the two national magazines of Canada—MacLean's Magazine and Farmer's Magazine.

We will pay you liberally for both new subscriptions and renewals. If you will write for particulars to-day, we will show you how to make extra money for your vacation.

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

Business Development

‡ *Do you ever feel that your present occupation prevents the development of your business talent?*

‡ *Many a young man is engaged in office or store clerking. Owing to the nature of the business, he has but a narrow range in which to exercise his talent. He cannot relinquish his position to seek one giving better opportunities and paying a larger salary. To do so would be to give up his only source of revenue, and someone may need his support. Yet it is imperative that he increase not only his business, but also his salary.*

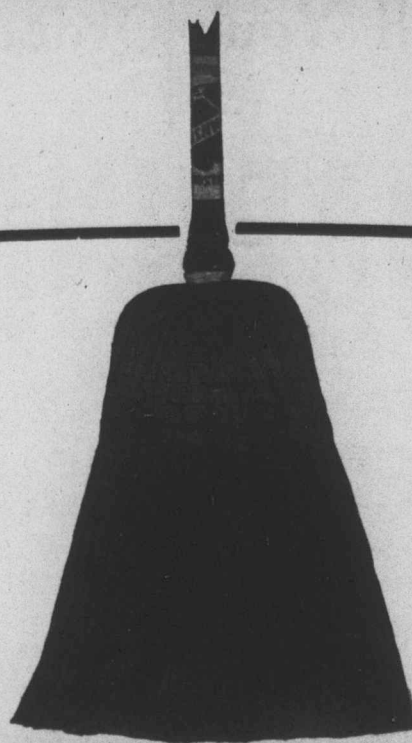
‡ *We will solve the problem for you. We have need of part time salesmen. Men who can devote spare hours to our work and make as much, and in many cases, more money than they can from their regular occupation. Many of these men we develop into regular road men with a high salary. Do you feel that there are latent forces in you, waiting for an opportunity to assert themselves? If so, we want you to let us show you how to discover them. Write at once for the particulars.*

MacLean Publishing Co.,

143 University Ave.

Cir. Dept.

TORONTO



**Corn Brooms
Of Excellence**

THE PANSY BRAND

In this Broom there is nothing but the finest Brush. Soft and pliable, and everything is done in the workmanship to give you the best that can be had.

The "Pansy" Broom will outwear any three Brooms on the market. It is the cheapest Broom you can handle.

H. W. Nelson & Co.
LIMITED

Toronto

Ontario

The Habit Grows Meadow Cream Sodas

Start the habit of handling our Meadow Cream and watch it grow and your profits increase.

The
W. J. Crothers Co., Ltd.
Kingston

You touch a Woman's Pride

when you sell her Reckitt's Blue. Her pride is snow white linen, in smart appearance, both in dress and table. Her entire satisfaction lies with you—and Reckitt's Blue—it's certain to be right!

For Sealing
Fruit and
Preserve Jars



The housewife knows there is nothing so good as

Parowax

(Pure, Refined Paraffine)

It's absolutely pure and forms an air tight seal.

Put up in handy packages.

You can make big profits on Parowax—and make them quickly.

You never have to carry Parowax over.



The Imperial Oil Co.,
LIMITED

Toronto Winnipeg
Halifax Montreal
Vancouver St. John

Money In Salesmanship

The trained salesman is practically independent. Scores of business houses seek his services.

It should, therefore, be the aim of every young man to qualify himself for a higher position. He can accomplish this in his spare time, just as hundreds have done.

No work so quickly develops poise, self-reliance, ease, ability to grasp situations, instinct to meet the demands of the moment, and the capacity to meet men of their own level, as representing MACLEAN'S.

This work puts you in touch with the prominent men of each town, a connection of inestimable value. We require representatives in nearly every town and centre of population in Canada. You can make from \$5 to \$10 per week in addition to your regular salary. We give you a practical training that is worth consideration.

Write us to-day for particulars.

MACLEAN PUBLISHING CO.

143 University Ave.

--

Toronto, Ont.

CLASSIFIED ADVERTISING

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

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

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

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

SITUATION VACANT

GROCER WANTED — ONE HAVING EXPERIENCE, particularly in window dressing, card writing and ad. writing. Apply C. T. Woodside, Saskatoon, Sask.

REPRESENTATIVES WANTED

A SIDE LINE FOR COMPETENT SALESMEN—a commission of 25% will be paid to salesmen of ability calling on grocery, drug, cigar stores, confectionery stores, etc., throughout Canada. Strictly high-grade goods manufactured by largest concerns in Canada. Only men of ability need apply, and by letter only. H. Jackson, Room 724, 64 Wellington St. W., Toronto.

COMPETENT SALESMAN WANTED. 10% commission will be paid to aggressive, experienced salesman calling on the Grocery trade throughout Canada. The lines are well-known and highly recommended. Manufactured in England. Apply in first instance, by letter, stating experience and references to Box 476, care of Canadian Grocer, Toronto.

WANTED—AGENTS AND TRAVELLERS on commission basis for sales on firm orders of Sultanas, Figs, Tobacco in leaves in the chief markets of Canada and United States. References on application. Address Cominos & Co., Smyrna (Turkey in Asia).

SIDE LINES WANTED

TRAVELLER CALLING ON THE RETAIL trade and mines in Northern Ontario would like some good side line. Address A. L. Box 155, Byng Inlet, Ont.

COLLECTIONS

MERCHANTS—OUR SYSTEM WILL COLLECT your savory accounts, no matter where located. Seldom fails. Stamp for particulars. Brown & Co., Hamilton, Ont.

MISCELLANEOUS

BUCKWHEAT FLOUR GUARANTEED pure and unsurpassed by any mill in the province. T. H. Squire, Queensboro, Ont., solicits your orders.

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

GOOD STENOGRAPHERS ARE WHAT every employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

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

MODERN FIREPROOF CONSTRUCTION — Our system of reinforced concrete work—as successfully used in many of Canada's largest buildings—gives better results at lower cost. "A strong statement" you will say. Write us and let us prove our claims. That's fair. Leach Concrete Co., Limited, 100 King St., West, Toronto.

PENS—THE VERY BEST PENS MADE ARE those manufactured by William Mitchell Pens, Limited, London, England. W. J. Gage & Co., Limited, Toronto, are sole agents for Canada. Ask your stationer for a 25c. assorted box of Mitchell's Pens and find the pen to suit you.

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

YOU CAN BUY A REBUILT TYPEWRITER from us. We have about seventy-five typewriters of various makes, which we have rebuilt and which we will sell at \$10.00, \$15.00 and \$20.00 each. We have also a large stock of better rebuilts at slightly higher figures. Write for details. The Monarch Typewriter Co., Ltd., 46 Adelaide St. W., Toronto, Canada.

COUNTER CHECK BOOKS—ESPECIALLY made for the grocery trade. Not made by a trust. Send us samples of what you are using, we'll send you prices that will interest you. Our holder, with patent carbon attachment, has no equal on the market. Supplies for binders and monthly account systems. Business Systems, Limited, Manufacturing Stationers, Toronto.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada.

EGRY BUSINESS SYSTEMS ARE DEVISED to suit every department of every business. They are labor and time savers. Produce results up to the requirements of merchants and manufacturers. Inquire from our nearest office. Egray Register Co., Dayton, Ohio; 123 Bay St., Toronto; 258 1/2 Portage Ave., Winnipeg; 308 Richards St., Vancouver.

BUSINESS-GETTING 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.

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

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott-Fisher, Ltd., Room 134, Stair Building, Toronto.

COUNTER CHECK BOOKS—WRITE US to-day for samples. We are manufacturers of the famous Surety Non-Smut duplicating and triplicating counter check books, and single carbon pads in all varieties. Dominion Register Co., Ltd., Toronto.

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

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

THE NATIONAL CASH REGISTER COMPANY guarantee to sell a better register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 285 Yonge St., Toronto.

Co-Operate With the Housewife

Tell her about

MAPLEINE

for Dainty new Desserts and Syrup. She will realize you are up-to-date, and you will

INCREASE YOUR SALES.

Order of your jobber, or

Frederick E. Robson & Co.,
25 Front St. E., Toronto, Ont.
Mason & Nickey,
267 Stanley St. Winnipeg Man.
The Crescent Mfg. Co.
SEATTLE. WASH.



TANGLE-FOOT

Gets 50,000,000,000 flies a year—vastly more than all other means combined.

The Sanitary Fly Destroyer, Non-Poisonous.

It will not cost you one cent unless we collect



Your old accounts can be collected.

The money is yours and you should have it in your business. Why not let us collect it for you? We make no charge unless we collect.

Our proposition is a good one. **WRITE FOR FORMS AND FILL THEM IN RIGHT AWAY.**

The Nagle Mercantile Agency
Westmount, Montreal, Que.

SYSTEM SAFETY MORE PROFIT **WORK WORRY LESS LOSS**

Systematize the Credit end of your business, and stop losing money, stop losing customers, stop taking chances. Old methods of extending credit and collecting credit accounts have failed. Try the newer and better system—



ALLISON
Coupon Books

Here's How They Work

When a man wants credit, give him an Allison Coupon Book, and have him sign form at the front, which becomes then his promissory note to you. As he buys, you tear out coupons, and when his book is exhausted you can collect your note or extend his credit for another book, as you deem wise. No pass books, no charging, no time wasted, no errors, no disputes.

For sale everywhere by jobbers.
Manufactured by
ALLISON COUPON CO.,
Indianapolis, Indiana, U.S.A.

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

Buyers' Guide

Pure Canadian Tobacco

We can supply any quantity at right price.

Give Your Customers The Best.
Pipes and All Accessories.

J. A. FOREST
189 Amherst St. MONTREAL

PICKLES TOMATO CATSUP

Our local trade has increased beyond all expectation. The reason of course is big value goods at remarkably reasonable prices.

H. Bourque & Son, Montreal

O. E. Robinson & Co.

Manufacturers and Buyers of Dried, Evaporated and Canned Apples.

Ingersoll, - - - Ontario
Established 1896.

A CARD WILL BRING PRICES

Our PAPER BAGS

and

WRAPPING PAPER

may please you more than what you are using now. If so, you want it.

Write To-day.
COUVRETTE & SAURIOL. Montreal

CIGARS MEAN PROFIT

Especially when you handle such ready sellers as

Olympia
and
Ben Bey.

ED. YOUNGHEART & CO., Limited
MONTREAL

SHOW CASES

Store Equipment in General

We have originated some of the best display devices in Canada. Can produce the most elaborate showcase, if necessary, at a little lower figure than anybody else.

S. Mennier & Son, Maisonneuve, P.Q.

WRITE TO

10 Garfield Chambers, Belfast, Ireland,
for Sample Copy of the

Irish Grocer, Drug, Provision and General Trades' Journal

if you are interested in Irish trade.

GRATTAN & CO., LIMITED

ESTD. 1825

The Original Makers of

BELFAST GINGER ALE

Agents in Western Canada

EMERSON, BAMFORD CO.
842 Cambie Street VANCOUVER, B.C.

Biscuits and Confectionery

Big range from which to choose your Christmas stock. Only the highest grade goods made. Prompt attention given all orders.

See Our Travelers.

THE AETNA BISCUIT CO., LTD., MON-
TREAL.

Coffee Agents Wanted

We want manufacturer's agents in all parts of Canada to investigate our proposition.

Package Quality. More than attractive.
We act second to none.

Augustus Conte & Co., Montreal

SUCHARD'S COCOA

The Highest Quality
Most Reasonably Priced

"Quality" Cocoa.
On Sale Anywhere.

FRANK L. BENEDICT & CO.
Agents Montreal

BAKE OVENS

Baking Decks of Scotch
Fire Brick, Sectional Steel
Ovens that can be placed
anywhere.

Bread Racks, Proof Boxes,
Pans and every necessity
for the Bake Shop.

Write for General Catalog.

The BRANTFORD OVEN AND RACK CO., LTD., Brantford, Canada



Importers and Brokers Wanted

THROUGHOUT THE DOMINION FOR
WELL KNOWN OLD COUNTRY
TOFFEES PRESERVES
BOOT POLISHES HEALTH SALINE
FLY-CATCHERS, ETC.

Apply EDWARD KIDD & CO.
1090 Hamilton St., VANCOUVER, B.C.

Your card in our MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY pages will keep you in touch with every manufacturer at home and abroad, who is looking for agents to represent him in Canada.

Many of the best British and foreign agencies in Canada have been secured through the cards on these pages.

Write us for New Price List of

WINDSOR SALT

TORONTO SALT WORKS

TORONTO, ONT. GEO. J. CLIFF, Manager

OLIVE OIL FROM NICE

GUARANTEED PURE
in Casks, Cans and Bottles

JULES VALERI & CO.

Nice (France) Established in 1780
EXPORTERS TO ALL COUNTRIES

"NO-DUST"

Means no dust, no germs.

A strong, pleasant, disinfectant sweeping
compound, in bulk only

No-Dust Mfg. Co.

8 Market Sq., St. John, N.B.

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

HOLLAND RUSK

The common verdict of your customers after they have tried it:
"There's only one thing just as good - More." Order a case
from your jobber to-day.

HOLLAND RUSK COMPANY

HOLLAND, .. MICH.



LAPORTE MARTIN LIMITÉE

—Successors to—

Laporte, Martin & Cie., Limitée

568 ST. PAUL ST.,

--

MONTREAL

Are general distributors for the following high class lines. Hot weather is not on the way, but here—so see to supplies.

KUNKLEMANN & CO.
 UNION CHAMPENOISE
 LES PETITS-FILS DE BOUVET LADUBAY
 PH. RICHARD
 MITCHELL BROS. & CO.
 MITCHELL & CO. OF BELFAST, LTD.
 J. P. WISER & SONS, LIMITED
 HERMAN JANSEN
 G. PIMS & CO.
 DIEZ HERMANOS
 MORIN, PERE & FILS
 COMPANIA VINICOLA DEL NORTRE
 ETABLISSEMENT A. SARRAZIN
 FREDERICK KROTE
 GARRET & CIE
 E. BARTISSOL
 REAL COMPANIA VINICOLA
 SOCIETE DES VINS DE BANYULS
 P. GARNIER
 FRED MILLER BREWING CO.
 FRED MILLER BREWING CO.
 W. E. JOHNSON & CO.
 BELFAST MINERAL WATER
 AMERICAN FRUIT PRODUCE CO.
 AMERICAN FRUIT PRODUCE CO.
 AMERICAN FRUIT PRODUCE CO.
 BLANC & FILS
 H. E. BOULLE & CIE
 SOCIETE ANONYME "LE SOLEIL"
 FEYRET & PINSAN
 D. E. MILLIAU FILS
 A. & L. LEHUCHER
 SOCIETE ANONYME DES USINESS REMY
 A. DELOR & CIE
 SOCIETE FRANCAISE DU
 SOCIETE FRANCAISE DU
 SOCIETE FRANCAISE DU
 SOCIETE FRANCAISE DU
 CHATEAU ROBERT
 CHATEAU ROBERT
 FENECH ARTELL & CO.
 F. KROTE

Reims
 (Epernay)
 St-Hilaire, St-Florent
 St-Jean d'Agely
 Glasgow
 Belfast
 Prescott
 Schiedam
 Londres
 Jerez de la Frontera
 Nuits St-George
 Espagne
 Dijon
 Goblenz
 Malaga
 Portugal
 Portugal
 Banyuls sur Mer
 Enghien les Bains
 Milwaukee
 Milwaukee
 Liverpool
 Belfast
 Rochester, N. Y.
 Rochester, N. Y.
 Rochester, N. Y.
 Valence sur Rhône
 Marseille
 Malines
 Bordeaux
 Marseille
 Paris
 Louvain
 Bordeaux
 Bassin de Vichy
 Bassin de Vichy
 Bassin de Vichy
 Bassin de Vichy
 Bassin de Vichy
 Bassin de Vichy
 Tarragone
 Coblenz

Champagne **PIPER-HEIDSIECK**
 Champagne Cardinal
 Champagne Duc de la Grange
 Cognacs
 Scotch Whisky
 Irish Whisky
 Canadian Whisky
 Gin Gold Finch
 Gin Old Tom
 Sherry "Favorito"
 Burgundy Wines
 Spanish Claret
 Bacchus Tonic Wines
 Rhine Wines
 Malaga Wine
 Port Wine
 Port Wine
 Vins de Banyuls-Bartissol
 Fine Liquors
 "High Life" Lager
 Extract of Malt
 Bass Ale & Stout
 Trayder Ginger Ale
 Apple and Grape Wine
 Apple Vinegar
 Apple Champagne
 Pâtes Alimentaire
 Minerva Brand Olive Oil
 Canned Vegetables
 Alimentary Preserves
 Castille Soap
 Lecourt Mushroom
 Famous Remy Rice Starch
 Vins de Bordeaux
 Source "La Sarmitas"
 Source St-Nicolas
 Lemonade St-Nicolas
 Source "La Capitale"
 Lemonade "La Savoureuse"
 Source Neptune
 Mass Wines
 Sanctuary & Vatican
 Rhine Wines



"King" Compound Jams

Bring Repeats

We do not claim that our "King" goods are pure, but we do claim that in many instances they have been proven superior to jams now being sold as pure. Their nutritive value, though, is absolutely beyond dispute.

The great care taken in preparation and the large variety of packages make them valuable stock.

Now Is The Time For Jams

LABREGUE & PELLERIN, Montreal

AGENTS:
John J. Gilmor & Co. - **WINNIPEG**
J. Hunter White - **ST. JOHN, N.B.**

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Valeri & Co., Jules	61
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**To Buy a Business
To Sell a Business
To Rent a Store**

**To Hire a Clerk
To Get a Position
To Get a Partner**

Anything whatever from the grocery trade.

Tell your wants in the Classified Advertising Department of The Canadian Grocer.

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.

THE CANADIAN GROCER

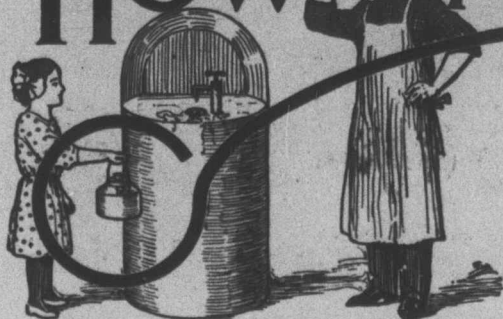
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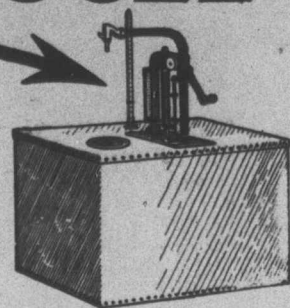
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HOW MUCH SHOULD



you
charge
her
?



When customers want you to fill old measures with oil you don't know exactly what to charge unless you have a BOWSER SELF-MEASURING OIL TANK. You may guess **high** and lose their **trade** or guess **low** and lose **your profit**. Get a BOWSER OUTFIT and cut out the guesswork. Make a profit every time you sell oil, have a clean store, avoid loss of oil and damage to other goods. "Cut out the dripping and keep all the profits." The BOWSER is equipped with a float gauge which shows how much oil you sell and how much is left in your tank. It is in plain sight and can be read 20 feet away from the tank. It also has an automatic cut-off that stops the flow of oil as soon as you cease to pump and prevents dripping. Send a postal card for our FREE BOOK, telling how to MAKE MONEY out of oil.

S. F. BOWSER & COMPANY, Inc.
66-68 Frazer Avenue
Toronto, Ont., Canada

Made by Canadian Workmen and Sold by Canadian Salesmen.

Sales Offices in all Centres and Representatives Everywhere


Original patentees and manufacturers of standard, self-measuring, hand and power driven pumps, large and small tanks, gasoline and oil storage and distributing systems, oil filtering and circulating systems, dry cleaner's systems, etc.

Established 1885.



Sanitary Cans

"The Can of Quality"

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

Sanitary Can Co., Ltd.,

NIAGARA FALLS, ONT.

Five Roses Flour

Not Bleached



Not Blended



Base your selling success on flour facts not on fine phrases.

If you have been working brain and body to build up a consistent flour trade and feel discouraged to-day for lack of support, should you abandon a line that others have made profitable?

Or should you concentrate that splendid selling ability and industry upon FIVE ROSES Flour?

Why should you work for a flour that doesn't work for you, Brother Grocer, when you can sell FIVE ROSES?

Every repeat customer should bring you new reasons, new selling points, new causes for enthusiasm to convince new patronage.

It is a splendid flour indeed that not only stays sold upon introduction but radiates selling force wherever it goes, that intensifies the salesmanship of whomever handles it, either as buyer or seller.

Neither you, Brother Grocer, nor ourselves alone could ever have carried FIVE ROSES sales from 800 barrels a day to 11,500 unless the flour itself took firm root in the esteem of the housewife and there sowed the seed of future sales.

LAKE OF THE WOODS MILLING CO.

"The House of Character"

Limited

MONTREAL

WRITE NEAREST OFFICE

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Ottawa	London
St. John	Quebec
Sudbury	Keewatin
Winnipeg	Vancouver
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Daily capacity—11,500 barrels